

## **zooplus AG showing strong growth and earnings momentum for FY 2008**

- **Total sales up by 54% to EUR 85,1 mm**
- **EBIT increased to EUR 2,7 mm**
- **EBIT margin improved to 3,2%**
- **Optimistic outlook for 2009**

**Munich, April 3<sup>rd</sup>, 2009 – zooplus AG (WKN 511170, ISIN DE0005111702, ZO1), Europe's leading online pet supplies retailer has today published its final 2008 results. Both sales and earnings have improved significantly for the year as a whole, leading to a record year since the company's foundation in 1999.**

Total sales of the company, which are generated in markets all across Europe, have increased by 54% to EUR 85,1 mm.

Earnings before interest and taxes (EBIT) tripled from EUR 0,9 mm in 2007 to EUR 2,7 mm in 2008.

These improvements do not include additional total positive one off effects to the net amount of EUR 3,1 mm resulting from tax and IPO accounting effects which considerably and further improve the company's published earnings for the full year. Overall, as a result, the company has published net profits of EUR 5,8 mm in 2008. On a pro-forma basis (and deducting these positive one-off effects), zooplus AG achieved net profits of EUR 2,4 mm for the year, up from EUR 0,6 mm in 2007.

The company's customer accounts base increased by around 472k to 1380k accounts in total by the end of 2008, again reinforcing the company's growth momentum.

Key metrics, such as net product margin (up 0,6% to 41,3% of total sales) or personnel costs (down 1,1% to 4,9% of total sales) have shown considerable improvements as well.

In sum, the management believes that the European online pet supplies markets will be able to weather the current recession relatively well and is forecasting total sales growth of around

40% to EUR 120 mm on the back of an improving EBIT of between EUR 3,4 to 4,0 mm for 2009.

In the words of Dr. Cornelius Patt, CEO and co-founder of zooplus AG: “We are proud of having achieved a record year in terms of sales and earnings in 2008 and are optimistic to continue and improve upon this trend in 2009. zooplus clearly now benefits from both its critical mass and market leadership position. We consider ourselves very well positioned across all of Europe.”

**The full 2008 report will be published on April 16<sup>th</sup> 2009 and made accessible under <http://investors.zooplus.com/en/welcome>**

zooplus is a leading online retailer for pet products in Germany and Europe and by its own estimate holds - with respect to overall online sales - a leading position in all key European markets. zooplus offers products for all standard breeds and races (including equine supplies) via websites in Germany/Austria, UK, France, Holland, Belgium, Ireland, Italy, Spain and Poland and also, via zooplus.com, in 6 other international markets.

Through its websites zooplus offers a wide range of pet products, i.e. particularly pet food (dry and wet pet food, pet food supplements such as chewing bones, snacks, etc) as well as pet accessories in a wide range of prices and categories.

zooplus is a predominantly growth-oriented company. zooplus intends to continue to grow aggressively in all its existing as well as new geographic markets whilst at the same time continuously improve its earnings and profitability levels over the coming years.

**Online:** <http://investors.zooplus.com/en/welcome/>

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