

Management Team



Dr. Cornelius Patt
Founder & CEO

Business Strategy, IT/Data Science,
HR and Sales

Previously with Roland Berger
Strategy Consultants



Dr. Mischa Ritter
COO

Logistics and Operations

Previously with Roland Berger
Strategy Consultants



Andreas Maueröder
CFO

Finance, Controlling, Legal,
Investor Relations, Internal Audit
and Vendor Management

Previously with PricewaterhouseCoopers,
Schörghuber Unternehmensgruppe

High-growth Business Model

- Europe's leading online pet supplies retailer
- Successfully established across 30 European countries
- Key markets: Germany, Austria, Switzerland, France, UK, The Netherlands, Italy, Spain and Poland
- Two-brand strategy with zooplus and bitiba
- Average growth of around 31 % p.a. (2008 – 2019)
- Pet supplies are ideally suited for online retail:
 - standardized products
 - regular and repeat demand patterns
 - high-convenience home delivery
- Strong new customer growth as well as high customer loyalty amongst existing users
- Large product selection (more than 8,000 items)
- 7.6 m active customers in 2019 underscore zooplus' successful business concept

Attractive Market

- Large and growing market (total volume of around EUR 30 bn gross; 2 – 3 % growth p.a.)
- Strong overall e-commerce growth in Europe
- Ongoing „humanization“ in key industrialized countries leads to increasing demand

Forecast 2020

- Sales growth compared with the previous year of around EUR 240 m to a volume of approx. EUR 1.765 bn
- EBITDA of at least EUR 40 m

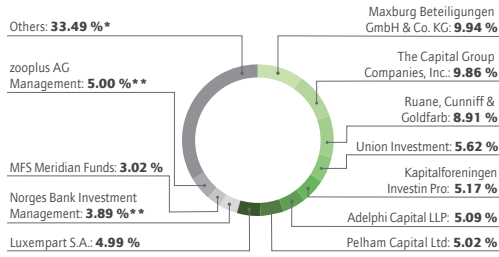
Competitive Advantages

- Online market leadership in Europe, significant competitive advantages towards competitors
- Attractive price positioning on the basis of lean and efficient operations
- Efficient pan-European logistic structure
- Cost leadership in online segment

Key Financial Data (IFRS)

kEUR	2017	2018	2019
Sales Growth p.a.	1,110,633 22.2	1,341,701.1 22.2	1,523,695.6 13.6
Gross Margin as % of sales	271,003 24.4	384,928.3 28.7	441,605.9 29.0
EBITDA as % of sales	8,770 0.8	8,568.5 0.6	11,771.4 0.8
EBT as % of sales	4,052 0.4	-2,281.8 -0.2	-15,911.4 -1.0
Average number of staff	512	635	713

Shareholder structure



As of September 21, 2020; Calculation based on a total number of voting rights of 7,149,178

Share ownership according to the published voting rights notifications

*Free float of 90.06% according to the definition of Deutsche Börse

**including equity instruments

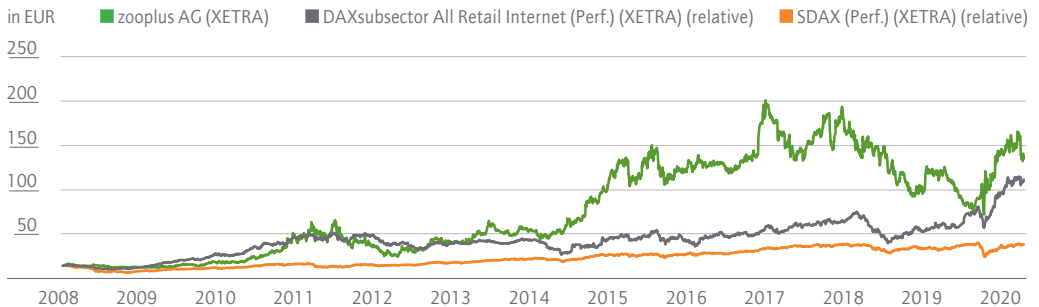
Key data

German securities code no. (WKN)	511170
ISIN	DE0005111702
Stock exchange symbol	Z01
Segment	Regulated market (Prime Standard)
Type of shares	No-par value bearer shares
Share capital as of June 30, 2020	EUR 7,149,178.00
Initial listing	09/05/2008
Initial issuing price:	EUR 13.00 ¹
Share price – December 30, 2019*	EUR 85.40
Share price – September 18, 2020*	EUR 134.00
Percentage change	+56.91%
Period high*	EUR 164.00
Period low*	EUR 71.70

* Closing prices in Deutsche Börse AG's XETRA trading system

¹ Taking into account the increase in share capital from company funds in July 2011

Stock Chart zooplus AG: May 9, 2008 to September 18, 2020



Financial Calendar 2020

November 17, 2020

9-Monthly Report 2020

Contact

Company

zooplus AG
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