

zooplus AG raises full-year forecast / 9-months figures confirm high growth and earnings momentum

- **50% increase in total sales to EUR 58.9 m**
- **EBIT improved to EUR 2.2 m**
- **EBIT margin tripled to 3.8%**
- **Full-year forecast raised**

Munich, November 27th, 2008 – zooplus AG (WKN 511170, ISIN DE0005111702, ZO1), Europe's leading online pet supplies retailer continues its dynamic growth despite the backdrop of a weakening overall European consumer sentiment. Today's 9-months figures show a combination of dynamic sales growth in tune with noticeably improved profitability levels. The management raises both its annual growth and profit forecast for 2008 accordingly.

Overall, total sales of the Frankfurt-listed company increased by 50% from EUR 39.1 m to EUR 58.9 m y-o-y. This reflects organic sales growth both domestically and internationally (in its pet food and accessories ranges) as well as a sustained increase in other operating income (marketing and others) during the period and on the backdrop of the company's overall growth.

Total operating income (excluding one-offs) grew from EUR 0.4 m to EUR 2.2 m y-o-y.

Consolidated profits (after tax) improved from EUR 0.3 m during 9M 2007 to EUR 4.8 m during 9M 2008. This includes one-off effects such as the costs of the Listing as well as further tax effects with a total positive net effect to the amount of EUR 2.8 m. On a pro forma comparable basis (excluding one-off effects), consolidated profits (after tax) improved from EUR 0.3 m to EUR 2.0 m y-o-y.

Notable efficiency gains and positive synergy effects were achieved in areas such as sourcing, logistics and personnel.

On the backdrop of a weakening overall business and consumer climate in large areas of Western Europe zooplus considers itself well-prepared and positioned as an online-only retailer. As of November 2008, zooplus has not seen any major noticeable detrimental effects with respect to sales or profit dynamics. This so far confirms the company's previous experiences during

economic downturns which were mostly limited in effect to the traditional offline retail sector within the pet supplies space. In addition, pet supplies as a product category historically tends to show relatively low degrees of price and demand sensitivities even within the context of a weaker overall economic climate.

For 2008 as a whole the company expects to generate an EBIT (excluding one-off effects with an additional positive overall effect) in a range of EUR 2.8 – 3.0 m (previously EUR 2.2 – 2.4 m) on sales of at least EUR 80 m (previously: EUR 78 m). This represents a y-o-y growth rate of around 45% and an approximate tripling of EBIT.

Dr. Cornelius Patt, CEO and one of the founders of the company confirmed this outlook: "Things are going well at zooplus all across Europe on the back of an overall increasing share of online consumer spending. Our company will continue to benefit from this in the future – and we continue to be very bullish for 2008 as a whole."

The full 9-months report can be found under <http://investors.zooplus.com/en/welcome/> in the company's online investor relations area.

Company profile:

zooplus is a leading online retailer for pet products in Germany and Europe and by its own estimate holds - with respect to overall online turnover - 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 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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