

**zooplus AG publishes final figures for 2012:**

**Total sales up 31% at EUR 336 m**

- **Sales rise 30% to EUR 319.2 m (previous year: EUR 244.8 m)**
- **New record with 1.7 million new customer accounts in the reporting period**
- **Significant economies of scale facilitate positive earnings development**
- **Forecast specified: Total sales of over EUR 600 m up to 2015 based on profitable growth**

**Munich, March 25, 2013 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, succeeded in generating total sales of EUR 335.6 m (previous year: EUR 257.1 m) in the financial year 2012. This represents an increase of around 31% compared to 2011. Sales were also up by 30% to EUR 319.2 m (previous year: EUR 244.8 m), while other income came in at EUR 16.3 m (previous year: EUR 12.3 m). The share of sales generated abroad advanced to 60% (previous year: 53%) and continues to rise.**

Operating earnings before interest, taxes, depreciation and amortization (EBITDA) improved significantly to EUR -1.8 m compared to EUR -6.8 m in the previous year. Due to considerable economies of scale and substantial efficiency improvements, zooplus AG was also able to achieve a positive EBITDA figure of EUR 0.3 m in the fourth quarter. The consolidated net result came in at EUR -2.1 m (previous year: EUR -6.0 m).

The balance sheet total of the zooplus Group stood at EUR 65.4 m on December 31, 2012, compared to EUR 75.1 m at the end of 2011. As of the balance sheet date, equity totaled EUR 33.9 m, which corresponds with an equity ratio of almost 52% (December 31, 2011: 47%).

Operating cash flow came in at EUR -5.7 m in 2012, up from EUR -11.6 m in 2011. The most important factors for this development were the substantially improved operating result in the financial year 2012 as well as the positive development in working capital. Cash flow from investing activities remained unchanged at EUR -0.6 m (previous year: EUR -0.6 m). Due to the repayment of current financial liabilities, a negative cash flow from financing activities of EUR -14.1 m was recorded (previous year: EUR 24.8 m).

Dr. Cornelius Patt, CEO of zooplus AG, comments: “We are highly satisfied with our financial and operational progress. The Company continues to grow across all markets, driven by new business as much as by orders from our loyal customer base which we build over years. This growth allows us to significantly improve our cost structure and the attractiveness of our offerings, a development which is asserted by our Q4 2012 figures. We are therefore confirming our aim of achieving total sales of at least EUR 400 m in 2013 and at least EUR 500 m in 2014. For 2013, we expect a positive EBITDA figure overall within a lower single-digit million range, which should increase further in the following year. Our strategic goal is to make best use of the market opportunity in our segment: more than EUR 22 bn are spend on pets annually across Europe. Taking a customer centric marketing approach, building a logistics infrastructure for all of Europe and focusing exclusively on the most attractive way of shopping - online, with all appropriate devices - is our way to do it.”

**The Annual Report 2012 will be made available for download at [investors.zooplus.com](http://investors.zooplus.com) during the course of the day.**

### **Company profile:**

zooplus was founded in 1999 and has established itself as Europe's leading online retailer for pet products, measured by sales and total sales. In 2012, the latter amounted to EUR 336 m and has therefore increased six-fold since 2007. The company's business model has already been introduced successfully in 23 European countries. zooplus offers products for all pet varieties. Its product range comprises foods (dry and wet pet foods as well as pet food supplements) and pet accessories (such as cat trees, dog baskets and toys) in all price categories. In addition to a selection of over 8,000 products, zooplus customers benefit from a range of interactive online content and community features. Pet supplies is a key market segment within the European retail landscape. In 2011, sales of more than EUR 22 bn were recorded within the pet supplies industry in the European Union. The ongoing "humanization" of pets in key industrialized countries means that pet owners' purchasing behavior is undergoing profound change and moving towards healthcare, wellness and other related premium products. In addition, continued strong growth is expected for eCommerce in Europe per se. zooplus is therefore anticipating continued dynamic growth for the future.

**Online at:** [www.zooplus.de](http://www.zooplus.de)

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