

zooplus AG: Excellent market position leads to strong growth in sales and total sales in Q1 2013

Munich, April 22, 2013 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online pet supplies retailer, remains firmly in growth mode: during the first three months of the financial year 2013, zooplus increased total sales by 31.7% to EUR 96.9 m (Q1 2012: EUR 73.6 m) according to preliminary figures. Total sales consist of sales and other income. In terms of sales, the company grew 31.9% to EUR 92.7 m (Q1 2012: EUR 70.3 m), while other income increased by 28.6% to EUR 4.2 m versus the previous year (Q1 2012: EUR 3.3 m).

"We have posted another high-growth quarter and are also fully on track regarding our full year targets" explains Dr. Cornelius Patt, CEO of zooplus AG, adding: "Strategically, we are excellently positioned to continue a dynamic growth trajectory and differentiate ourselves significantly from any competitor – thereby clearly benefiting from our core strengths: customer-centric marketing as well as an excellent logistics and IT infrastructure."

The complete report for the first three months of 2013 will be published by zooplus on May 21, 2013 and made available for download at investors.zooplus.com.

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.

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