

zooplus AG continues its high growth pace in the first quarter 2013

- **Total sales up 32% to EUR 97.0 m (Q1/2012: EUR 73.6 m)**
- **EBITDA of EUR -0.5 m (Q1/2012: EUR 0.4 m)**
- **Successful market entry in Turkey in Q1/2013**
- **New Eastern European logistics center launches operations in Q2/2013**
- **Forecast for 2013 confirmed: Total sales of over EUR 400 m anticipated in combination with a positive EBITDA**

Munich, May 21, 2013 – zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe’s leading online pet supplies retailer, was able to generate total sales of EUR 97.0 m (Q1/2012: EUR 73.6 million) in the first quarter of the financial year 2013 according to its final figures. Total sales are made up of sales and other income. Sales for the first quarter came in at EUR 92.8 million (Q1/2012: EUR 70.3 m), which means that both figures rose by 32% compared over the previous year. Other income was EUR 4.2 m during the period under review (Q1/2012: EUR 3.3 m).

In the first quarter 2013, the zooplus Group posted earnings before interest, taxes, depreciation and amortization of EUR -0.5 m (Q1/2012: EUR 0.4 m). The consolidated net result came in at EUR -0.6 m (Q1/2012: EUR 0.1 m). The slight fall year-on-year is largely due to a more price-attractive product range positioning as well as one-off expenses as part of the Turkish market entry. Together, these measures led to a significant acceleration in growth within the Group. At the same time, substantial positive economies of scale were achieved across all important operating areas, which indicates that considerable positive effects should be expected overall for the full year 2013.

Total assets of the zooplus Group came in at EUR 70.3 m as of March 31, 2013 (December 31, 2012: EUR 65.4 m). The rise resulted, among other factors, from an increase in inventories on the back of the initial stocking of the new logistics center in Poland as well as prepayments made. Equity came in at EUR 33.6 m as of March 31, 2013 (December 31, 2012: EUR 33.9 m). With an equity ratio of 47.9%, the zooplus Group still boasts a level which substantially exceeds the target corridor of 30-40%.

In the first quarter 2013, operating cash flow came in at EUR -0.4 m (Q1/2012: EUR -0.1 m). Cash flow from investing activities amounted to EUR -1.9 m (Q1/2012: EUR -0.1 m) and is largely attributable to the one-off license payments for new IT systems. At EUR 5.0 m (Q1/2012: EUR -16.0 m), cash flow from financing activities achieved a positive figure resulting from the use of a line of credit in the first quarter 2013 as well as the repayment of a short-term Euribor loan in the previous year quarter.

Dr. Cornelius Patt, CEO of zooplus AG, comments on the business development during the first quarter of 2013: “With our market entry in Turkey and the pending launch of our Eastern European logistics center, we are continuing to drive the dynamic development of zooplus – our goals remain the company’s growth and the expansion of our online market leadership in combination with increased overall earnings. We believe that we are very well placed to comfortably realize our 2013 forecast for total sales of over EUR 400 m on top of a positive EBITDA within a lower single-digit million euro range.”

The Interim Report Q1/2013 will be made available for download at 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.

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