

zooplus AG: Total sales grow 37% in first nine months of 2011

- Total sales up 37% to EUR 185.1 million
- EBIT and consolidated net profit report further significant improvement in Q3 2011 compared with first half-year following conclusion of logistics migration
- Total sales of more than EUR 250 million expected in current financial year, and at least EUR 320 million next year

Munich, November 18, 2011 – zooplus AG (WKN 511170, ISIN DE0005111702, Ticker symbol ZO1), Europe's leading pet supplies online retailer, boosted its total sales (sales plus other operating income) to EUR 185.1 million in the first nine months of 2011, compared with EUR 135.3 million last year. This primarily reflects the company's successful international growth strategy. Both sales of EUR 176.4 million and other operating income of EUR 8.7 million contributed to these total sales. The company takes a positive view of the future, and continues to anticipate at least EUR 250 million of total sales for the full 2011 year – despite the challenges posed by the logistics migration during the first half of 2011.

The operating result (EBIT) stood at EUR -7.8 million in the first nine months of 2011, which is significantly below the previous year's figure of EUR 2.1 million. This was mainly due to higher expenses occurred from the switch to the new main logistics site in the first half of 2011. There was nevertheless a marked improvement in EBIT in the third quarter of 2011 – in line with 14% higher total sales – which was up from EUR -5.1 million to EUR -1.5 million compared to Q2 2011. The consolidated net profit amounted to EUR -5.9 million in the reporting period, compared with EUR 1.1 million in the previous year. This results in EUR -1.06 of earnings per share in the first nine months of 2011, compared with EUR 0.22 in the previous year's period.

Florian Seubert, CFO of zooplus AG, expressed his optimism: "The successfully commissioned new logistics centre represents a milestone from where we will continue to pursue our growth strategy in Europe at a rapid pace. With an enhanced sales capacity of more than EUR 400 million a year, we have created an outstanding basis from which to

achieve our growth objectives." He went on to add: "We anticipate at least EUR 250 million of total sales for 2011, and at least EUR 320 million by 2012. While we are expecting, from today's perspective, to incur an after-tax loss approximately in the mid-single-digit range in millions of euros for the full 2011 year as a result of the logistics migration that we concluded in the second quarter, we anticipate that we will again generate an overall positive pre-tax result by as early as next year while maintaining a continuation of our strong growth momentum. The capital increase of up to around EUR 20 million that is planned for December 2011 will contribute to our further expansion and will strengthen our equity base."

The full report for the first nine months of 2011 can be downloaded from the company's website at www.zooplus.de in the "Investor Relations" area."

Company profile:

zooplus was founded in 1999, and is today's leading European Internet pet food retailer when measured in terms of both sales and total sales. Total sales amounted to around EUR 194 million in 2010, having risen fivefold over the last five years. The business model has been launched successfully in 18 European countries to date. zooplus distributes products for all important domestic pet species. In particular, the product range includes pet food (dry and wet food, as well as food supplements), and accessories such as scratching posts, dog baskets and pet toys in all price categories. Along with a selection of more than 7,000 products, zooplus customers also benefit from a large number of interactive content and community services. The pet food market comprises an important market segment within the European retail landscape. More than EUR 19 billion of sales were generated in the European Union with pet food and accessory products in 2010. Due to the advancing "humanisation" of pets in Western industrial countries, pet owners' spending patterns are shifting increasingly towards health, wellness and other premium products. The European e-commerce area is also expected to continue to report strong growth. zooplus anticipates a continuation of its dynamic growth as a consequence.

On the Internet at: www.zooplus.de

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