

## **zooplus AG: Profitable growth trend continues in the first nine months of 2015**

- **Total sales increase 32% to EUR 531.3 million (9M 2014: EUR 403.4 million)**
- **Sales climb 33% to EUR 511.0 million (9M 2014: EUR 384.8 million)**
- **Earnings before taxes (EBT) rise to EUR 9.1 million (9M 2014: EUR 6.1 million)**
- **Full year 2015 earnings target (EBT) at around EUR 12 million expected**

**Munich, November 18, 2015** – According to the final figures, in the first nine months of the 2015 financial year, zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, raised total sales, consisting of sales and other income, by 32% to EUR 531.3 million (9M 2014: EUR 403.4 million). Sales in the first nine months grew 33% to EUR 511.0 million in comparison to the previous year (9M 2014: EUR 384.8 million). Other income amounted to EUR 20.3 million (9M 2014: EUR 18.5 million).

Alongside the significant rise in sales, zooplus continued to grow its earnings before taxes (EBT). In the first nine months of 2015, EBT increased to EUR 9.1 million versus EUR 6.1 million in the 2014 comparable period. The earnings development and the optimization of the working capital had a positive impact on operating cash flow, which reached a level of EUR 13.5 million in the reporting period compared to EUR -0.9 million in the previous year.

Dr. Cornelius Patt, CEO of zooplus AG, in his comment on the positive business development, said: "In 2015, we have continued to achieve sustainable and efficient growth and have expanded our market share across the entire market. A further improvement in our expense ratio of 2 percentage points in the first nine months of 2015 to a total of now 28.1% allowed us to more than compensate for the decline in the gross margin to 29.8%. Other operating income, particularly advertising income and other revenue from suppliers, also contributed to the positive earnings development in the third quarter. The euro's weak exchange rate, however, had a negative impact on the margin – an effect that is expected to continue in the fourth quarter."

The positive business development in the first nine months already prompted the Management Board on October 21 to raise its total sales forecast for 2015 from EUR 725 million to around EUR 740 million. In terms of earnings before taxes (EBT), the Management Board is now providing more concrete expectations and is currently projecting earnings before taxes (EBT) of around EUR 12 million and thus at the upper end of the previous range of EUR 8 million to EUR 12 million.

The zooplus Group's balance sheet ratios as of September 30, 2015, remained very solid. Total assets stood at EUR 142.9 million (December 31, 2014: EUR 138.6 million) and the equity ratio was 63.7%.

zooplus will release its full report for the first nine months of 2015 in the course of the day and make it available for download at [investors.zooplus.com](http://investors.zooplus.com).

### **Company profile:**

zooplus was founded in 1999 and today is Europe's leading online retailer for pet supplies measured by sales and total sales. The latter totaled EUR 571 million in the 2014 financial year of which approximately 70% was generated internationally. The company's business model has been launched successfully in 30 European countries. zooplus sells products for all major pet breeds. The product range includes pet food (dry and wet food and food supplements) and accessories such as scratching posts, dog baskets, and toys in all price categories. In addition to a selection of over 8,000 products, zooplus customers benefit from a variety of interactive content and community offerings. The pet supplies market is an important market segment in the European retail landscape. Sales of pet food and accessories within the European Union amount to around EUR 25 billion. Based on the further vigorous growth anticipated in the European e-commerce market, zooplus expects its dynamic performance to continue.

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

### **Investor relations / media contact:**

cometis AG  
Anita Schneider  
Unter den Eichen 7  
65195 Wiesbaden  
Phone: +49 (0)611-205855-26  
Fax: +49 (0)611-205855-66  
Email: [schneider@cometis.de](mailto:schneider@cometis.de)  
Website: [www.cometis.de](http://www.cometis.de)