

Zalando increases net sales to 437 million EUR in Q2/2013

Berlin, October 23, 2013. Zalando further strengthens its market position in both, Germany and Europe. During the second quarter of 2013 (Q2/2013) Europe's leading online shop for fashion and shoes increased its net sales to 437 million EUR. Compared to 257 million EUR net sales in the second quarter of 2012, Zalando's revenues have grown by more than 70 per cent. Thereby, the e-commerce company continues its positive development in all launched markets and builds up sustainable structures on a solid financial basis.

For the first half year of 2013, Zalando reported net sales at the amount of 809 million EUR. This implies more than 70 percent growth in comparison to the first half year of 2012 with net sales of 471 million EUR. Drivers for this year's growth include the continued progress in the company's established markets as well as the addition of four new markets since the first half of 2012.

Zalando also continues to invest in its operational excellence in key areas including infrastructure to further strengthen the long-term development of the company. The online retailer recently launched the test phase for its third self-operated fulfilment center in Mönchengladbach, Germany. In addition, Zalando opened two new office sites in Berlin this year, which are housing its fashion, technology and operations teams.

About Zalando

Zalando is Europe's leading online retailer for fashion and shoes. Its extensive selection for women, men and children ranges from popular high street brands to much sought-after designer labels from over 1,500 different international brands. Exclusive accessories, beauty essentials and sportswear make up Zalando's wide range of products. A combination of unique services: free delivery and returns, a free service hotline and a 30 day returns policy make online shopping at Zalando an easy and secure shopping experience. With its own fashion blog, Facebook and Twitter accounts, Zalando provides customers with current fashion trends, product updates and news about the company. The company was founded in 2008 by Robert Gentz and David Schneider, and its headquarters are located in Berlin. Following on from its success in the German market, Zalando entered Austria in 2009 as first international market. The Netherlands and France followed in 2010. Italy, Great Britain and Switzerland opened its shops in 2011. In 2012, Zalando went live in Sweden, Belgium, Spain, Denmark, Finland, Poland and Norway.

PRESS RELEASE



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