

Q2 Trading Update: Zalando sees strong revenue growth, increases margin guidance

- **Q2 revenues at EUR 909-924 million (24-26% growth)**
- **Adjusted EBIT of EUR 68-88 million (7.5-9.5% margin)**
- **Zalando increases full-year adjusted EBIT margin guidance to 4.0-5.5%**

Berlin, July 19, 2016 // Zalando SE, Europe's leading online platform for fashion, grew group revenues in the second quarter of 2016 to EUR 909-924 million or by 24-26% (Q2 2015: 733 million), according to preliminary figures. Zalando expects to achieve an adjusted EBIT of EUR 68-88 million, corresponding to an adjusted EBIT margin of 7.5-9.5% (Q2 2015: EUR 30 million, 4.1%). In the first half of 2016 Zalando achieved revenues of EUR 1,705-1,720 million (H1 2015: EUR 1,377 million), growing by 24-25%. Adjusted EBIT for the first half year 2016 is expected to come in at EUR 88-108 million, a margin of around 5.7% at the mid-point of the range (H1 2015: EUR 59 million, 4.3%).

Rubin Ritter, member of the Management Board, said: "Zalando had a very strong Q2. We delivered on our ambitious growth target and saw our profitability increase substantially. The operating leverage of our business has developed strongly while we continue to push forward with growth investments into our customer proposition and platform initiatives."

As a result, Zalando reiterates its full year guidance of strong revenue growth at the upper end of the 20-25% growth corridor and increases full-year adjusted EBIT margin guidance to 4.0-5.5%. All figures reported herein are preliminary and unaudited. Full financial disclosure for the second quarter and first half-year 2016 will be published on August 11, 2016. □

Notes to Editors

About zalando

Zalando (<https://corporate.zalando.com>) is Europe's leading online fashion platform for women, men and children. We offer our customers a one-stop, convenient shopping experience with an extensive selection of fashion articles including shoes, apparel and accessories, with free delivery and returns. Our assortment of over 1,500 international brands ranges from popular global brands, fast fashion and local brands, and is complemented by our private label products. Our localized offering addresses the distinct preferences of our customers in each of the 15 European markets we serve: Austria, Belgium, Denmark, Finland, France, Germany, Italy, Luxembourg, the Netherlands, Norway, Spain, Sweden, Switzerland, Poland and the United Kingdom. Our logistics network with three centrally located fulfillment centers in Germany allows us to efficiently serve our customers throughout Europe. We believe that our integration of fashion, operations and online technology give us the capability to deliver a compelling value proposition to both our customers and fashion brand partners. Zalando's shops attract over 160 million visits per month. In the first quarter of 2016, around 62 per cent of traffic came from mobile devices, resulting in 18.4 million active customers by the end of the quarter.

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