

Q4 AND FY 2017 TRADING UPDATE: ZALANDO DELIVERS ON PROFITABLE GROWTH

- **Q4 revenues at EUR 1,323-1,345 million (21.2-23.2% growth), adjusted EBIT at EUR 107-120 million (8.1-8.9% margin)**
 - **Full year revenues at EUR 4,478-4,500 million (23.1-23.7% growth), adjusted EBIT at EUR 209-222 million (4.7-4.9% margin)**
 - **Growth-focused strategy to continue also in 2018**
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BERLIN, JANUARY 17, 2018 // Zalando SE, Europe's leading online platform for fashion, grew group revenues in the fourth quarter of 2017 to EUR 1,323-1,345 million or by 21.2-23.2% (Q4 2016: EUR 1,091.6 million), according to preliminary figures. For the same period, Zalando expects to achieve an adjusted EBIT of EUR 107-120 million, corresponding to an adjusted EBIT margin of 8.1-8.9% (Q4 2016: EUR 95.6 million, 8.8% margin).

In the fiscal year 2017, Zalando achieved preliminary results in line with its guidance: The company recorded revenues of EUR 4,478-4,500 million, growing by 23.1-23.7% (FY 2016: EUR 3,639 million). Adjusted EBIT for the same period is expected to come in at a margin of 4.7-4.9% or EUR 209-222 million (FY 2016: EUR 216.3 million, 5.9% margin).

Co-CEO Rubin Ritter says: "We pulled off a strong finish to the year, despite a challenging October. In 2017 we delivered on our promise of profitable growth. We are excited to continue on this path also in 2018 and beyond. Our focus will remain on strong market share gains, facilitated through continued investments."

All figures reported herein are preliminary and unaudited. Full financial disclosure for the fourth quarter and financial year 2017, together with the guidance for the financial year 2018, will be published on March 1, 2018.

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 almost 2,000 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 five centrally located fulfillment centers allows us to efficiently serve our customers throughout Europe, supported by warehouses in Northern Italy, France, and Sweden with a focus on local customer needs. We believe that our integration of fashion, operations and online technology gives us the capability to deliver a compelling value proposition to both our customers and fashion brand partners. Zalando's shops attract over 200 million visits per month. In the third quarter of 2017, 72% of traffic came from mobile devices, resulting in 22.2 million active customers by the end of the quarter.

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