

## Q1 TRADING UPDATE: ZALANDO EXPANDS BUSINESS AT HIGH SPEED

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- Revenues at EUR 971-987 million (22.0-24.0% growth)
  - Adjusted EBIT of EUR 10-30 million (1.0-3.0% margin)
  - Full-year guidance confirmed
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BERLIN, APRIL 19, 2017 // Zalando SE, Europe's leading online platform for fashion, grew revenues in the first quarter of 2017 by 22.0-24.0% to EUR 971-987 million (Q1 2016: EUR 796.1 million), according to preliminary figures. Zalando expects to achieve an adjusted EBIT of EUR 10-30 million, corresponding to an adjusted EBIT margin of 1.0-3.0% (Q1 2016: EUR 20.2 million or 2.5%) for the same period. Zalando confirms its full-year guidance of revenue growth in a range of 20-25% and an adjusted EBIT margin in the range of 5.0-6.0%.

Co-CEO Rubin Ritter said: "We continue to successfully execute towards our goals and started 2017 with strong growth momentum. We are fully on track with our long-term aspirations and keep expanding our business at high speed, while investing into our consumer experience and brand partner proposition."

All figures reported herein are preliminary, full financial disclosure for the first quarter 2017 will be published on May 9, 2017.

On April 20, 2017, Zalando will publish the agenda for its upcoming annual general meeting (AGM) held on May 31, 2017. In accordance with the recommendation of its nomination committee, the Supervisory Board proposes Shanna Prevé and Dominik Asam for election to the Supervisory Board at the AGM, as Lorenzo Grabau and Kai-Uwe Ricke will not seek re-election.

Ms. Prevé is Managing Director Business Development for the Google Consumer Hardware Group in San Francisco, USA, and Mr. Asam is Chief Financial Officer at the DAX-listed technology company Infineon Technologies AG. Both bring relevant industry experience and are expected to add beneficial expertise to the work of the Supervisory Board. Dominik Asam is designated to take over chairmanship of the audit committee.

## NOTES TO EDITORS

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### 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 four centrally located fulfillment centers in Germany allows us to efficiently serve our customers throughout Europe, supported by warehouses in Northern Italy and France with a focus on local customer needs. 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 fourth quarter of 2016, more than 68 percent of traffic came from mobile devices, resulting in 19.9 million active customers by the end of the quarter.

### CONTACT ZALANDO

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