

Q1 TRADING UPDATE: ZALANDO OFF TO A GOOD START IN 2016

- **Q1 revenues at EUR 788-801 million (22.5-24.5 per cent growth)**
 - **Adjusted EBIT of EUR 12-28 million (1.5-3.5 per cent margin)**
 - **Zalando reiterates full-year guidance of revenue growth at upper end of 20-25 per cent corridor and adjusted EBIT margin of 3.0-4.5 per cent**
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BERLIN, APRIL 19, 2016 // Zalando SE, Europe's leading online platform for fashion, grew group revenues in the first quarter of 2016 to EUR 788-801 million or by 22.5-24.5 per cent (Q1 2015: 644 million), according to preliminary figures. Zalando expects to achieve an adjusted EBIT of EUR 12-28 million, corresponding to an adjusted EBIT margin of 1.5-3.5 per cent (Q1 2015: EUR 29 million or 4.5 per cent).

Rubin Ritter, member of the Management Board, said: "Zalando has been off to a really good start in 2016. We have picked up speed again since the typically slower Easter Holidays at the end of the first quarter of 2016. We are well on track to deliver on our promise of strong growth and solid profitability for the full year."

Zalando reiterates its full year guidance of revenue growth at the upper end of the 20-25 per cent growth corridor and an adjusted EBIT margin of 3.0-4.5 per cent.

All figures reported herein are preliminary and unaudited. Full financial disclosure for the first quarter will be published on May 12, 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 135 million visits per month. In the fourth quarter of 2015, around 60 per cent of traffic came from mobile devices, resulting in close to 17.9 million active customers by the end of the quarter.

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