

### **Preliminary revenues for 2008 at upper end of forecast**

- **Revenues up by 20% to EUR 258 million**
- **99 online-shops in 35 countries**
- **Almost 700,000 new customers**

**Delticom AG (German Securities Code (WKN) 514680, ISIN DE0005146807, stock exchange ticker DEX), Europe's leading Internet tyre retailer, has substantially increased its revenues, according to preliminary figures. With revenues of EUR 258 million, the company hit the top end of its guidance for 2008, growing by 20% year-on-year (previous year: EUR 215.5 million).**

More and more consumers are turning to the Internet to do their shopping – a particularly attractive option in difficult economic times. Delticom benefits from this trend: In 2008 Delticom acquired approximately 700,000 new customers. The company's customer base thus increased year-on-year from 1.9 million to 2.6 million. At the same time, customer loyalty grew still further: No fewer than 213,000 returned to the 99 online shops to make purchases with Delticom in 2008. Furthermore, the number of Delticom's service partners grew so that customers can now have their newly purchased tyres installed in one of over 24,000 garages affiliated with the Delticom network, thereof 5,900 in Germany alone.

Delticom succeeded in growing its business not only in Germany but especially in non-domestic markets. In the fourth quarter alone Delticom recorded revenues of about EUR 83 million (Q4 07: EUR 69.5 million). ECommerce revenues for the past fiscal year totalled EUR 237 million (2007: EUR 195.3 million, up 21%). Revenues in the Wholesale division were up year-on-year from EUR 20 million to EUR 21 million.

Rainer Binder, CEO of Delticom AG, draws a positive conclusion: "2008 was a successful year for Delticom. As Europe's largest Internet tyre retailer, we were able to increase our market share. More and more drivers are looking for quality tyres at fair prices - and they find them with us."

At the beginning of 2008, the Board of Delticom AG guided for revenues in the range of EUR 240 million to EUR 260 million. "We hit the upper end of this range. In addition, we were able to combine growth with good margins. That is why we will also have reached our earnings target", commented CFO Frank Schuhardt. The company had forecast an EBIT-Margin of between 5% and 6%.

**Delticom AG will publish its full financial statements for the fiscal year 2008 – including an outlook on 2009 – on 30 March 2009.**

### **Company profile:**

Delticom, Europe's leading Internet tyre retailer, was founded in Hanover in 1999. With 99 online shops in 35 countries, the company offers its private and business customers a broad mix of products, including car tyres, motorcycle tyres, truck tyres, bus tyres, the respective rims, complete wheels (pre-mounted tyres on rims), selected replacement car parts and accessories, motor oil and batteries. Customers at Delticom's online shops receive extensive information on product features, pricing and alternatives and benefit from a comprehensive product range which includes more than 100 tyre brands and more than 25,000 models. Delticom delivers either directly to the customer, or to one of the 24,000 service partners – affiliated garages which take delivery of tyres and then install these on the customer's vehicle. Delticom's Wholesale division also sells tyres to wholesalers domestically and abroad.

**On the Internet at:** [www.delti.com](http://www.delti.com)

**Selected online shops:** [www.reifendirekt.de](http://www.reifendirekt.de), [www.123pneus.fr](http://www.123pneus.fr), [www.mytyres.co.uk](http://www.mytyres.co.uk), [www.reifendirekt.ch](http://www.reifendirekt.ch)

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