

Delticom publishes Q1 business development

Hanover, 15 May 2017 – Delticom AG (German Securities Code (WKN) 514680, ISIN DE0005146807, ticker symbol DEX), Europe’s leading online retailer of tyres and automotive accessories as well as efood specialist and expert in the field of efficient warehouse logistics, publishes the key points of its business trends in the first quarter 2017 with this interim announcement.

Some springlike days in March favored an early start to the summer tyres season in our core business in Germany. In 2016, the summer tyres business had failed to start until after the Easter holidays and thereby gain momentum at the end of March due to continued cold temperatures.

As a consequence, the Delticom Group achieved a 19.9 % increase in revenues to € 126.8 million during the first three months of the current financial year compared with the previous year's quarter (Q1 2016: € 105.8 million). Earnings before interest, tax, depreciation and amortization (EBITDA) were positive thanks to the pleasing revenues growth during the first three months, and above the previous year's € -0.4 million as a consequence.

The number of newly acquired customers also recorded a positive trend during the first quarter of 2017. More than 11 million customers have now made purchases in one of Delticom's online shops since the company was founded. Almost 30 new online shops were rolled out worldwide during the first three months of the current year.

The weather in April this year proved extremely changeable. A warm start was followed in midmonth by late winter cold weather with snow and spring frosts across large parts of Germany. April was the coldest April for 16 years with an average monthly temperature of 7.5 degrees. Market experts anticipate that retailers sold around 5 % fewer replacement car tyres to consumers during the first four months of the year due to weak sales trends in April. The management is satisfied with the Delticom Group's business growth during the first four months of the year.

Outlook

The company confirms the full-year forecast for 2017. Accordingly, the Delticom Group continues to aim for revenues of € 650 million for the current financial year and EBITDA of at least € 16 million.

Delticom will report on the progress of its summer tyre business when it publishes its half-year report on August 14, 2017.

Company profile:

Delticom AG is an E-Commerce company operating primarily in Europe and the USA. It specialises in the design and operation of online shops, Internet-based customer acquisition, internet marketing, developing partner networks and complex, highly efficient product picking and distribution logistics.

Delticom AG is the leading online distributor of tyres and automotive accessories. Our product range also includes the online second-hand vehicle trade and efood. Delticom has extensive experience in creating shops for the international market. In addition to design, Delticom also provides product descriptions and a comprehensive customer service program in your national language. Our expertise in transnational E-Commerce and establishing efficient warehousing and logistics processes is utilised not only in selling tyres, used vehicles and online grocery shopping, but is also offered to third parties as an additional service.

Since its establishment in Hanover, Germany in 1999, the company has accrued exceptional expertise in designing efficient, fully integrated internal ordering and logistics processes. The company owns its own warehouses, including a fully automated small item warehouse.

In 2016, Delticom AG generated sales in excess of € 600 million. The E-Commerce specialist operates in 68 countries with over 380 online shops and online distribution platforms, serving over 11 million customers. The range of tyres offered to retail and commercial customers includes over 100 brands and more than 25,000 models for cars, motorbikes, trucks, utility vehicles, buses and complete wheel sets. Customers are also able to have the ordered products sent to one of the 43,000 service partners of Delticom AG around the world.

Our range also encompasses over 300,000 automotive parts and accessories, including motor oils, snow chains and batteries. Entry into the business of online used car selling has rounded off the automotive offering. In this sense, Delticom AG has developed from a classic online retailer to an online solutions provider. Delticom AG also now offers a comprehensive range of around 20,000 different food items.

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