

### **Delticom publishes Q3 business development**

**Hanover, November 13, 2018 – 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 third quarter 2018 with this interim announcement.**

In September 2018, the weather in Germany was characterised by a midsummer general weather situation over long stretches and the month with an average temperature of +15.1 °C was too warm compared to its long-term average. In the past year, the last month of the third quarter has already brought relatively autumnal weather (Source: German Weather Service / Deutscher Wetterdienst, DWD). Due to the mild temperatures at the end of the third quarter, we were unable to benefit from an early start to the winter tyre season in our core business. Market experts assume that in September there was 6.4 % less demand for winter tyres in the tyre trade than in the same month of the previous year. Cumulative winter tyre sales in Germany thus fell by 7.1 % in the first nine months.

During the first nine months of the current fiscal year, the Delticom Group generated revenues of € 418 million. This corresponds to a slight decline of 2 % compared to the previous year (9M 17: € 426 million). Earnings before interest, taxes, depreciation and amortization (EBITDA) at the end of the first nine months were almost at the previous year's level.

### **Business in the fourth quarter**

October 2018 was the eighth month of this year in Germany, which has been clearly too warm. Although the second month of autumn began somewhat undercooled, an area of high pressure throughout Germany provided unusual warm temperatures. Only at the end of the past month first snowflakes fell down to 400 meters (Source: German Weather Service / Deutscher Wetterdienst, DWD). With cooler temperatures in the last half of October, the winter tyre business has gained momentum. Market experts estimate that in October 9.4 % more winter tyres were sold by retailers

to consumers than in the same period of 2017. The Delticom Group was able to increase revenues in the first month of the fourth quarter in line with market developments.

Since November 1, 2018, Delticom AG has been operating the business of the Berlin-based online supermarket Allyouneed Fresh, which was acquired from Deutsche Post DHL Group. With the acquisition, the company is expanding its activities in the efood segment. Allyouneedfresh.de will be used to continue the online food business alongside Gourmondo.de and Lebensmittel.de.

### **Full-year forecast confirmed**

At the present time, there are no indicators that would cause us to adjust our full-year forecast. Accordingly, the management of the Delticom Group continues to target revenues of € 690 million for the current fiscal year, accompanied by an increase in EBITDA to around € 14 million. This year too, the Delticom Group's business success for the year as a whole will depend largely on the weather conditions in the remaining weeks of the current year and thus on the further course of the winter tyre season.

### **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 and in trans-national E-Commerce. In addition to design, Delticom also provides product descriptions and a comprehensive customer service program in your national language. 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 2017, Delticom AG generated sales in excess of € 667,7 million. The E-Commerce specialist operates in 74 countries with over 460 online shops and online distribution platforms, serving over 12.8 million customers. The range of tyres offered to retail and commercial customers includes over 100 brands and more than 25,000 models of sedans, motorbikes, trucks, utility vehicles, buses and complete wheel sets. Customers are also able to have the ordered products sent to one of the around 42,000 service partners of Delticom AG around the world.

Our range also encompasses over 500,000 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.

The shares of Delticom AG have been listed in the Prime Standard of the German Stock Exchange since October 2006 (ISIN DE0005146807).

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

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