

### **Delticom AG: AGM approves dividend // preliminary figures for Q117**

**Hanover, May 2, 2017 – Delticom AG (German Securities Code (WKN) 514680, ISIN DE0005146807, stock market 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, will pay a dividend of € 0.50 per share for the 2016 financial year – unchanged compared to the previous year (2015: € 0.50).**

Presence at the Annual General Meeting of Europe’s leading online retailer of tyres and automotive accessories as well as efood specialist and expert in the field of efficient warehouse logistics amounted to 81.64 % of its issued share capital. Shareholders approved all items on the agenda with large majorities. With the acquisition of the efood and logistics companies Gourmondo and DeltiTrade (formerly ES Food) and the takeover of the material assets of AutoPink, an online-dealer for used cars located in France, Delticom took important diversification steps in the closed financial year 2016 to position the company on two large markets which show great potential for the future. Shareholders will receive a dividend payout of € 0.50 per share for the 2016 financial year – unchanged compared to the previous year. In 2016, Delticom group increased revenues by 8.4 % to € 606.6 million. At € 15.1 million, earnings before interest, taxes, depreciation and amortization (EBITDA) were by € 800,000 above the previous year's value of € 14.3 million. This improvement results principally from the achieved cost savings in Marketing and reduced rent expenses for the warehouses operated by the company. Consolidated net income rose to € 4.5 million, an increase of 30 % compared to the previous year.

### **The first quarter 2017**

“Due to spring-like weather conditions, the summer tyre business has gained considerable momentum already at the beginning of March – unlike last year, where it has only gained momentum after Easter and thus at the end of March“, comments Andreas Prüfer as part of his Management Board speech the start into the summer tyre business, and adds: “According to first preliminary figures, group revenues amounted to € 125 million in the first quarter – an increase of € 20 million or 18 % compared to the previous year. Earnings before interest, taxes, depreciation and amortization (EBITDA) in Q117 are positive and exceed with that the previous

year's value of € -0.4 million. Despite the positive development in the first three months, it is too early for large euphoria. Weather dependent fluctuations are not unusual in the tyre trade.“

### **Full-year guidance confirmed**

For the current business year, the management of Delticom aims for revenues in the amount of € 650 million. Although it is not possible at the present time to give a reliable statement with regard to the price development on the European replacement tyre markets, the management is planning for the Delticom group with an EBITDA of at least € 16 million.

Delticom will report about the course of business in the first three months on May 15, 2017. The related corporate news will be available for downloading from the company's website at [www.delti.com](http://www.delti.com), within the “Investor Relations” area.

### **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 10 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.

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

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