

Delticom publishes Q1 business development

Hanover, 14 May 2019 – 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 2019 with this interim announcement.

After a comparatively mild winter in 2018, the weather in January 2019 was extremely unstable. After a warm start, the second half of the month in Germany was much cooler. At times high air pressure resulted in cold – sometimes wintery – temperatures. At the end of the month there was an up and down of the snowfall line with an overall wet and cold weather character. The colder phase continued into the first decade of February (source: Deutscher Wetterdienst, DWD). In March the weather again showed itself from two sides. The first half of the month was quite turbulent with partly violent storms, mild air and a lot of precipitation with occasional snowfalls in the mountains shaped the weather situation in many places. From the middle of March, the weather calmed down considerably, but at times it became quite fresh again. Industry experts estimate that in the first quarter about 14 % more winter tyres were sold to consumers by the German tyre trade.

In the first three months of the current fiscal year, the Delticom Group generated revenues of € 120 million, an increase of 8 % compared to the previous year's figure of € 110.8 million. Due to the cold weather conditions at the beginning of the year, which were accompanied by snowfalls and in some cases deep snow conditions, more winter tyres were in demand in our shops at the beginning of the year than in the previous year. After a comparatively mild winter in Q4 2018, part of the demand for winter tyres has thus shifted into the current year. By the end of March, Delticom had further reduced its inventory of winter tyres as of 31 December 2018.

In addition, a few mild days in March – unlike last year – prompted many motorists to switch to summer tyres early on. The trend towards all-season tyres also continued to grow. This supported the positive revenues trend in the first quarter. However, some motorists continue to convert their vehicles according to the rule of thumb from October to Easter. While Easter last

year fell on the first weekend in April, Easter this year was three weeks later according to the calendar. After Easter and thus at the end of April, the summer tyre business reached its second seasonal peak this year. Delticom will report on the development of its summer tyre business on 14 August 2019 with the presentation of its half-year report.

The audit of the 2018 annual financial statements and consolidated financial statements has not yet been completed. As soon as it has been determined when the financial statements will be prepared and audited and approved by the Supervisory Board, Delticom will set and announce a date for the publication of the Annual Report and the Annual General Meeting.

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 transnational 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 million. The E-Commerce specialist operates in 74 countries with over 460 online shops and online distribution platforms, serving around 13 million customers. The range of tyres offered to retail and commercial customers includes over 100 brands and more than 25,000 models of tyres 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 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.

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