

## Delticom: 9-Monthly Report 2008

- Revenues up + 20.0 % to €175.2 million
- EBIT increased by + 29.8 % to €8.9 million
- Outlook for 2008 confirmed

Hanover, 10 November 2008 – Delticom AG (German Securities Code (WKN) 514680, ISIN DE0005146807, stock market symbol DEX), Europe's leading Internet tyre retailer, today published its consolidated interim report for the first nine months of 2008. Compared with the prior-year period, Delticom lifted its revenues by + 20.0 % to € 175.2 million (9M 07: € 146.0 million). Earnings before interest and taxes (EBIT) increased by + 29.8 % to €8.9 million (9M 07: €6.9 million).

Revenues in the key eCommerce segment increased in the reporting period by + 20.1 % year-on-year, from € 132.2 million to € 158.7 million. In the Wholesale division revenues were up + 18.8 %, from € 13.9 million to € 16.5 million. In the first nine months of 2008 the group acquired 485 thousand new customers while 170 thousand customers again made a purchase from Delticom. As a result, on 30 September 2008 the customer base in the eCommerce segment totalled 2.4 million customers.

Over the past few months, Delticom recorded again double-digit growth rates in its non-domestic markets. Furthermore, the company succeeded in growing its business in its home market, against the market trend. In total, the eCommerce division registered sales in EU countries of € 150.3 million (+ 17.4 % compared to the prior-year period) and € 24.9 million in other countries (+ 38.4 %).

EBIT improved in the reporting period by + 29.8 % to € 8.9 million (9M 07: € 6.9 million), an EBIT margin of 5.1 % (9M 07: 4.7 %). Consolidated net income was € 6.6 million or € 1.67 per share (basic). Earnings per share thus increased + 36.1 % against the 9M 07 figure of € 1.22.

Delticom's management confirms the outlook for 2008, with revenues of € 240 - 260 million and an EBIT margin of 5 - 6 %. Frank Schuhardt, CFO of Delticom AG, commented on the current course of business: "The European winter tyre season has started well. Given the current economic situation consumers are increasingly looking for less expensive

alternatives to bricks-and-mortar retail. With our online-shops like [www.mytyres.co.uk](http://www.mytyres.co.uk) we benefit from this trend."

**The full 9-Monthly Report of 2008 can be downloaded from [www.delti.com](http://www.delti.com) ("Investor Relations" section).**

### **Company profile:**

Delticom was founded in Hanover in 1999. With 95 online shops in 35 countries, the company is Europe's leading Internet tyre retailer. Delticom offers its private and business customers a wide range 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, engine oils and batteries. Delticom's customers receive information on product characteristics and alternatives; they benefit from a comprehensive range of goods with more than 100 tyre brands and more than 25,000 models. The products are supplied, depending on the customer's instructions, either directly to the customer, to a service partner, i.e., a workshop with which Delticom cooperates and which allows tyres to be delivered directly to their address to be mounted on the customer's vehicle, or to a different delivery address. In addition, Delticom's Wholesale division also sells tyres to wholesalers in Germany and abroad.

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

**Online tyre store in the UK: [www.mytyres.co.uk](http://www.mytyres.co.uk)**

### **Contact:**

#### **Company**

Delticom AG Investor Relations  
Melanie Gereke  
Brühlstraße 11  
30169 Hanover  
Tel.: +49 (0)511-936 34-8903  
Fax: +49 (0)89-208081147  
e-mail: [melanie.gereke@delti.com](mailto:melanie.gereke@delti.com)

#### **IR Agency**

cometis AG  
Henryk Deter  
Unter den Eichen 7  
65195 Wiesbaden  
Tel.: +49 (0)611-205855-13  
Fax: +49 (0)611-205855-66  
e-mail: [deter@cometis.de](mailto:deter@cometis.de)