Company Registration No. 01275893

Panini UK Limited

Annual Report and Financial Statements

31 December 2014

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Annual report and financial statements 2014

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Annual report and financial statements 2014

Officers and professional advisers

Directors

M.T. Riddell A.H. Sallustro J.P. Harris

Secretary

P. Dobson

Registered office

Brockbourne House 77 Mount Ephraim Tunbridge Wells Kent TN4 8BS

Bankers

Barclays Bank Plc 2nd Floor, 30 Tower View Kings Hill West Malling Kent ME19 4UY.

BNP Paribas 5 Albermanbury Square London EC2V 7HR

Solicitors

Cripps Harries Hall Wallside House 12 Mount Ephraim Road Tunbridge Wells Kent TN1 1EG

Auditor

Deloitte LLP Chartered Accountants Crawley

Strategic report

The directors present their annual report and the audited financial statements for the year ended 31 December 2014.

Review of the business

Panini UK had satisfactory results from both Collectable and Publishing divisions. Turnover increased to £62,744,838 (2013: £41,968,351) and operating profit to £11,430,679 (2013: £4,035,007).

The directors are satisfied with the financial position of the company at 31 December 2014.

Key performance indicators

Turnover has increased by 49.5% due to strong sales of football and entertainment collectable products, while profit for the year has increased to £8,878,714 (2013: £2,760,164).

Principal risks and uncertainties

The company's performance is largely dependent upon the quality and availability of sport and entertainment licences and the retention of key senior employees.

Future prospects

The directors are confident that the company will maintain its profitability due to the strength of the licences currently held.

The directors have received assurances that the company will continue to receive the financial support of its parent undertaking, Panini Spa, for the foreseeable future.

Going concern

The directors have considered the current position of the company. At 31 December 2014 the company had net cash of £1,865,753 (2013: £1,779,686) and net current assets of £26,043,419 (2013: £16,526,890). The directors have prepared a trading forecast until September 2016 and received a confirmation from Panini SpA, the parent company that it intends to continue to support the company for at least 12 months from the date of signing. After making these enquiries the directors have a reasonable expectation that the company has adequate financial resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

Financial risk management objectives and policies

The company's activities expose it to limited amounts of financial risk including credit risk, cash flow risk, liquidity risk, price risk and foreign exchange risk. The company does not use derivative financial instruments.

Credit risk

There is a credit risk on the company's trade debtors. The trade debtors are mostly owed by one customer with whom the company has a long-standing relationship. A provision is made for doubtful debts and for sales returns. The company has established systems to monitor the on-going accuracy of these provisions. Prepayments and accrued income include minimum guarantees paid under licensing contracts. The recoverability of these is dependent upon the success of future collections.

Strategic report

Financial risk management objectives and policies (continued)

Cash flow risk

The company's expenditure and income is primarily Sterling denominated. The company is not significantly exposed to interest rate risk.

Liquidity risk

Liquidity is managed by the parent group and the company is reliant upon their continued support to ensure adequate liquidity.

Price risk

The company has no significant exposure to commodity price risk.

Foreign exchange risk

The company faces exposure to foreign exchange rate movements due to international trading in Euro, Brazilian real, Mexican Peso, Swiss Franc, US Dollar and Japanese Yen.

Approved by the Board of Directors and signed on behalf of the Board

M.T Riddell Director

2015

Directors' report

Dividends

No dividend is recommended for the year (2013, - £nil).

Directors

The directors who served throughout the year are shown below:

M.T. Riddell A.H. Sallustro J.P. Harris

Independent auditor and statement of provision of information to the independent auditor

Each of the persons who is a director at the date of approval of this report confirms that:

- (1) So far as the director is aware, there is no relevant audit information of which the company's auditor is unaware; and
- (2) The director has taken all the steps that he/she ought to have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

Deloitte LLP have expressed their willingness to continue in office as the company's auditor and appropriate arrangements are being made for them to be reappointed as auditors in the absence of an Annual General Meeting.

Approved by the Board of Directors and signed on behalf of the Board

2015

M.T Riddell Director

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Directors' responsibilities statement

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Independent auditor's report to the members of Panini UK Limited

We have audited the financial statements of Panini UK Limited for the year ended 31 December 2014 which comprise the Profit and Loss Account, the Balance Sheet and the related notes 1 to 18. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2014 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
 and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic and Directors' Reports for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Matthew Coulson

for and on behalf of Deloitte LLP

Chartered Accountants and Statutory Auditor

Crawley, United Kingdom

29 September 2015

Profit and loss account Year ended 31 December 2014

Note	2014 £	2013 £ (as restated – Note 1)
2	62,744,838	41,968,351
	(48,459,105)	(35,136,933)
	14,285,733	6,831,418
	(2,855,054)	(2,796,411)
	11,430,679	4,035,007
	33,026	323
5	(378,236)	(275,166)
6	11,085,469	3,760,164
7	(2,206,755)	(1,000,000)
17	8,878,714	2,760,164
	2 5 6 7	Note 2 62,744,838 (48,459,105) 14,285,733 (2,855,054) 11,430,679 33,026 (378,236) 6 11,085,469 7 (2,206,755)

There were no recognised gains or losses for the current or prior year other than the profit attributable to shareholders of the company as disclosed in the profit and loss account. Accordingly no statement of total recognised gains and losses is presented.

All results for the current and prior year derive from continuing operations.

Balance sheet Year ended 31 December 2014

	Note	2014 £	2013 £
Fixed assets			
Tangible assets	9	35,294	60,338
Current assets			
Stocks	10	1,121,252	1,354,374
Debtors	11	48,909,081	42,375,778
Cash at bank and in hand		1,865,753	1,779,686
		51,896,086	45,509,838
Creditors – amounts falling due within one year	12	(25,852,667)	(28,982,948)
Net current assets		26,043,419	16,526,890
Total assets less current liabilities		26,078,713	16,587,228
Creditors – amounts falling due after more than one year	13	(3,249,448)	(2,636,677)
Net assets	•	22,829,265	13,950,551
Capital and reserves			
Called up share capital	16,17	13,672,039	13,672,039
Profit and loss account	17	9,157,226	278,512
Shareholders' funds	17	22,829,265	13,950,551

These financial statements of Panini UK Limited, company registration no. 01275893, were approved by the Board of Directors and authorised for issue on 29/5 2015.

Signed on behalf of the Board of Directors

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M Riddell Director

Notes to the financial statements Year ended 31 December 2014

Accounting policies

A summary of the principal accounting policies, which have been applied consistently throughout the current and preceding year, is set out below:

Basis of accounting

The accounts have been prepared under the historical cost convention and in accordance with applicable accounting standards in the United Kingdom.

Going concern

The directors have considered the current position of the company. The strategic report on page 2 gives an overview of the performance during the year, the principal business risks and uncertainties which it faces and the risk management policies it adopts to mitigate its main financial risks. At 31 December 2014 the company had net cash of £1,865,753 (2013 - £1,779,686) and net current assets of £26,063,419 (2013 - £16,526,890). The directors have prepared a trading forecast for the coming year and received a confirmation from Panini SpA, a parent company, that it intends to continue to support the company for at least 12 months from the date of signing. After making these enquiries the directors have a reasonable expectation that the company has adequate financial resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

Turnover

Turnover from the supply of goods excludes value added tax and trade discounts and is net of a distribution fee. The turnover represents the value of goods supplied, on a sale or return basis, net of an estimated provision for returns. The estimated provision for returns is based on historic sales trends and information received from distributors.

Royalties from licensing activities are recognised in line with the company's performance under the licensing contract.

Intangible fixed assets

Trademarks are included at cost and depreciated in equal annual instalments over the period of their estimated useful economic life of six years. Provision is made for any impairment.

Tangible fixed assets

Fixed assets are stated at their purchase price, together with any incidental expenses of acquisition.

Depreciation is calculated so as to write off the cost of tangible fixed assets on a straight-line basis over the expected useful economic lives of the assets concerned. The principal annual rates used for this purpose are as follows:

Office equipment and furniture - 33%

Stocks and work in progress

Stocks and work in progress are stated at the lower of cost and net realisable value. In general, cost is determined on a first in, first out basis and includes labour, transport and handling costs. Net realisable value is the higher of the price at which stock can be sold or returned to the supplier. Provision is made where necessary for obsolete, slow moving and defective stocks.

Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transactions. Monetary assets and liabilities denominated in foreign currencies are retranslated at the exchange rates ruling at the balance sheet date. All differences are taken to the profit and loss account.

Post Balance Sheet Event

Due to adverse exchange movements in 2015 the company has suffered an exchange rate loss in the period to the end of August 2015 of £3.395m

Notes to the financial statements Year ended 31 December 2014

1. Accounting policies (continued)

Taxation

UK corporation tax and foreign tax incurred is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred taxation is provided in full on timing differences which result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in financial statements. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

Pension scheme arrangements

The company makes contributions to personal pension schemes for certain employees. See note 15 for further information.

Operating lease rentals

Rentals payable under operating leases are charged to the profit and loss account on a straight line basis over the lease term.

Cash flow statement

The company is exempt from preparing a cash flow statement under FRS 1 'Cash flow statements (revised 1996) on the basis that its results are consolidated in the publically available financial statements of its ultimate parent company.

2013 restatement

For the purpose of prior year comparative, £1.873m of admin costs in 2013 were re-allocated to cost of sales, as this better reflects the nature of activities.

2. Segment information

It is the opinion of the directors that, in view of the nature of the company's business, the markets in which it operates do not differ substantially from each other and are therefore treated as one market for the purposes of disclosing particulars of turnover in these accounts.

3. Directors' remuneration

	2014 £	2013 £
Emoluments Company contributions to money purchase schemes	155,753 21,876	323,664 21,876
	177,629	345,540
	2014 No.	2013 No.
Directors who were members of the defined contribution pension scheme	1	1

Notes to the financial statements Year ended 31 December 2014

4.	Staff costs	2014 £	2013 £
	Wages and salaries	1,495,654 171,267	1,609,387 173,498
	Social security costs Pension costs	81,895	58,363
		1,748,816	1,841,248
	The average weekly number of persons (including directors) employed during the	year was:	
		2014 No.	2013 No.
	Editorial and production	23	21
	Marketing Administration	6 7	6 7
		36	34
5.	Interest payable / (receivable) and similar charges	2014 £	2013 £
	Bank loans and overdrafts		64
	On amounts owed to Group undertakings	378,236	275,102
		378,236	275,166
6.	Profit on ordinary activities before taxation		
		2014 £	2013 £
	Profit on ordinary activities before taxation is stated after charging:	39,613	51,574
	Depreciation – owned assets Operating lease rentals - other	183,322	183,322
	Foreign exchange loss	4,348,732	764,466
		2014 £	2013 £
	The analysis of auditor's remuneration is as follows: Fees payable to the company's auditor for the audit of the company's annual		
	accounts	60,174	34,484
	Tax compliance services	5,150	5,150

Notes to the financial statements Year ended 31 December 2014

Tax charge on profit on ordinary activities

Tax charge on profit on ordinary activities

Tua charge on prome on or amore, activities		
	2014 £	2013 £
Profit on ordinary activities before tax	11,085,469	3,760,164
Tax on profit at standard UK rate of 21.49% (2013 23.25%) Effects of:	2,382,617	874,238
Expenses not deductible for tax purposes Capital Allowances for period in excess of depreciation Movement in short term timing differences (Utilisation of tax losses) / tax losses carried forward Adjustment to tax charge in respect of previous periods Effects of small company tax rates Foreign tax suffered	1,433 (22,179) 9,583 (977,404) 65 - - 1,394,115	(25,921)
Deferred tax Timing differences, origination and reversal of timing	932,000	1,000,000
Tax charge on profit on ordinary activities	812,640	1,000,000
Tax on profit on ordinary activities	2,206,755	1,000,000
Factors affecting current tax charge for the year	·	

(b)

The tax assessment for the year is lower (2013 - lower) than that resulting from applying the standard rate of corporation tax in the UK of 21.49% (2013 - 23.25%). The differences are explained below:

	2014 %	2013 %	
Standard tax rate for year as a percentage of (loss) / profit	21.49	23.25	
Effects of: Tax losses utilised Withholding tax on royalties	(8.89)	(23.25)	
Current tax rate for year as a percentage of (loss) / profit	12.60	•	

Notes to the financial statements Year ended 31 December 2014

8. Intangible fixed assets

о.	Thrangible fixed assets	
		Trademarks £
	Cost	1 450 000
	At 1 January 2014 and at 31 December 2014	1,450,000
	Accumulated amortisation	
	At 1 January 2014 and at 31 December 2014	1,450,000
	Net book value	
	At 31 December 2014	
	At 31 December 2013	-
9.	Tangible fixed assets	
у.	Tauginie fixeu assets	Office
		equipment
		and furniture
		turniture £
	Cost	100.040
	At 1 January 2014 Additions	497,047 14,569
	Disposals	(26,459)
	Dispositis	(20,107)
	At 31 December 2014	485,157
	Accumulated depreciation	
	At 1 January 2014	436,709
	Provided during the year	39,613
	Disposals	(26,459)
	At 31 December 2014	449,863
	Net book value	
	At 31 December 2014	35,294
	At 31 December 2013	60,338

Notes to the financial statements Year ended 31 December 2014

10.	Stocks		
		2014 £	2013 £
	Finished goods	1,031,405	1,239,204
	Work-in-progress	89,847	115,170
		1,121,252	1,354,374
11.	Debtors		
11.	Deutors	2014 £	2013 £
	Amounts falling due within one year:		
	Trade debtors	9,964,553	
	Amounts due from group undertakings Other debtors	25,399,430 498,652	15,618,624 577,846
	Deferred tax (note 14)	119,360	
	Prepayments and accrued income	3,906,600	
		39,888,595	39,739,101
	Amounts falling due after more than one year: Prepayments	9,020,486	2,636,677
		48,909,081	42,375,778
12.	Creditors: amounts falling due within one year		
12.	Croutors, amount raining and within one your	2014	2013
		£	£
	Trade creditors	5,620,166	
	Amounts owed to group undertakings	13,906,397	
	Other taxation and social security	1,444,324 4,881,780	54,739
	Accruals and deferred income	4,881,780	11,581,075
		25,852,667 ===================================	28,982,948
13.	Creditors: amounts falling due in more than one year		
		2014 £	2013 £
	Accruals and deferred income	3,249,448	2,636,677

Notes to the financial statements Year ended 31 December 2014

14. Deferred taxation

	2014 £	2013 £
At 1 January 2014 charge to profit and loss account	932,000 (812,640)	1,932,000 (1,000,000)
At 31 December 2014	119,360	932,000

The deferred tax asset above relates to accelerated capital allowances.

15. Commitments and contingencies

(a) Pension and similar obligations

From 1 January 1992, certain employees are entitled to a contribution from the company towards their pension schemes of 6% - 15%.

The total pension cost for the company was £81,895 (2013 - £58,363).

(b) Operating leases

The company has commitments during the next year under non-cancellable operating leases as follows:

		Land and buildin	
		2014	2013
		£	£
	Operating leases which expire:		
	In two to five years	183,322	183,322
16.	Share capital		
	•	2014	2013
		£	£
	Allotted, called up and fully paid		
	13,672,039 (2013 - 13,672,039) ordinary shares of £1 each	13,672,039	13,672,039

17. Combined reconciliation of movements in shareholders' funds and statement of movements on reserves

	Share capital £	Profit and loss account	Total 2014 £	Total 2013 £
At 1 January 2014 Profit for the financial year	13,672,039	278,512 8,878,714	13,950,551 8,878,714	11,190,388 2,760,164
At 31 December 2014	13,672,039	9,157,226	22,829,265	13,950,551

18. Ultimate parent undertaking and related party transactions

The immediate parent undertaking is Panini Ireland Limited.

The ultimate parent undertaking and controlling entity is ID4 Investimenti Srl, a company incorporated in Italy which is the smallest and largest group for which consolidated accounts are prepared.

Copies of these companies' accounts can be obtained from Viale Emilio PO 380, 41100 Modena, Italy.

The company has taken advantage of the exemption in paragraph 3(c) of FRS8 from disclosing transactions with related parties that are 100% owned by ID4 Investimenti Srl.