

# Photobox Holdco Limited

## REPORT AND CONSOLIDATED FINANCIAL STATEMENTS

16 months ended  
30 April 2012



Company Registration No 07648443

# Photobox Holdco Limited

## DIRECTORS AND OFFICERS

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### DIRECTORS

LB Amouyal (appointed 19 July 2011)  
JM Bouhelier (appointed 19 July 2011)  
AR Burns (appointed 26 May 2011, resigned 19 July 2011)  
MW Chapman (appointed 19 July 2011)  
LR Handen (appointed 22 July 2011)  
SM Laurent (appointed 26 May 2011)  
PB Lipson (appointed 19 July 2011)  
FJ Mullen (appointed 19 July 2011)  
N Rimer (appointed 19 July 2011)

### SECRETARY

Abogado Nominees Limited

### REGISTERED OFFICE

100 New Bridge Street  
London  
EC4V 6JA

### AUDITOR

Ernst & Young LLP  
1 More London Place  
London  
SE1 2AF

# Photobox Holdco Limited

## DIRECTORS' REPORT

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The directors present their report and consolidated financial statements for the 16 month period ended 30 April 2012

### PRINCIPAL ACTIVITY AND REVIEW OF THE BUSINESS

Photobox Holdco Limited ("the Company") was incorporated on 26 May 2011 as a subsidiary of Photoways, Inc. On 19 July 2011, a group reconstruction led to the company becoming the parent of the group. On 22 July, Moonpig.com Limited ("Moonpig") was acquired, extending the Group's consumer offering in relation to personalised products. The Group's principal activity during the year continued to be that of business-to-consumer personalized printing.

Following the acquisition of Moonpig, all group companies changed their accounting reference dates to 30 April and therefore this consolidated Group annual report covers the 16 month period ended 30 April 2012. As Photobox Holdco Limited was only incorporated in May 2011, the standalone Company financial statements cover the period from incorporation to 30 April 2012.

The Group performed strongly in the 16 month period, with revenue of £143,630,000 (year ended 31 December 2010 £68,555,000) generating Operating Profit before Exceptional Items, Amortisation and Share Option Expense of £12,498,000 (year ended 31 December 2010 £2,693,000).

Revenue and Operating Profit before Exceptional Items, Amortisation and Share Option Expense for the 16 month period was substantially higher than that for the year ended 31 December 2010 due to the long period of account, the acquisition of Moonpig in July 2011, and continued growth at Photobox, primarily due to continuing new customer acquisition and focus on existing customer loyalty.

In April 2012 Low Value Consignment Relief (LVCR) on shipments from the Channel Islands to the UK was withdrawn by the UK Government. The impact of this has been to reduce reported net revenue and gross margin on goods produced in Guernsey and shipped to the UK, by an amount equivalent to VAT on these shipments. Following this legislation change, circumstances arose which gave rise to an impairment of the Group's investment in Moonpig.com Limited, and accordingly, a charge has been taken in the Group's profit and loss account.

The Directors are satisfied with the net asset position of the Company at £80,415,000 (31 December 2010 £30,655,000) and its liquidity at the year end.

### RESULTS AND DIVIDENDS

Operating Profit before Exceptional Items, Amortisation and Share Option Expense was £12,498,000 (2010 £2,693,000).

The loss for the 16 month period, after taxation, is £22,002,000 (2010 profit for the year £156,000), driven mainly by the impact of impairment charges on goodwill and intangible assets. The directors do not recommend the payment of a dividend (2010 £nil).

### FUTURE DEVELOPMENTS

The directors expect the Group to continue its current activities. The Group intends to continue to improve underlying profitability in 2012 through growth in sales from continuing activities, coupled with improved gross margins and controlled growth of operating expenditure.

### PRINCIPAL RISKS AND UNCERTAINTIES

#### *Competitive risks*

Whilst consolidating its position as market leader in its core markets, the Group encounters significant competition from other online and mobile specialists and high street retailers who wish to have a presence in those markets. The directors consider that continuing investment in marketing, technology and product innovation should help the Group consolidate and extend its leading position in core markets.

# Photobox Holdco Limited

## DIRECTORS' REPORT

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### *Legislative risks*

The Group is subject to consumer law in the jurisdictions in which it operates, including distance-selling and data-protection directives. In addition, the Group's production facilities are subject to further legislation (for example, in respect of Health and Safety and Waste Processing). The Group continues to retain professional advisors in respect of the risk of non-compliance with new and existing directives.

### *Exposure to credit, liquidity and cash flow risks*

Virtually all Group revenues are derived from credit card transactions over the internet, reaching Group bank accounts in 3 to 4 days. Suppliers are generally paid on 30 day terms or more and therefore the Group's operational working capital risks are negligible. Seasonal variations to the consumer print on demand business require large-scale project expenditure to be carefully planned and monitored over the year.

### *Foreign exchange risks*

The Group transacts mainly in Sterling and Euro. The Directors consider that the Group has an effective natural hedge in place as regards the Euro (where receipts and payments are broadly matched). All other material cashflows are in Sterling.

## DIRECTORS

The directors who served during the year were those listed on page 1.

## KEY PERFORMANCE INDICATORS

Key Performance Indicators for the Company are noted in the table below.

	<b>16 month period ended 30 April 2012</b>	<b>Year ended 31 December 2010</b>
Revenue (£'000)	<b>£143,630</b>	£68,555
Gross Profit (£'000)	<b>£73,012</b>	£31,413
Gross Profit vs Revenue	<b>50.8%</b>	45.8%
Adjusted EBITDA* (£'000)	<b>£17,110</b>	£5,410
Adjusted EBITDA as % of revenue	<b>11.9%</b>	7.9%

\*The directors consider that Adjusted Earnings Before Interest, Tax, Depreciation and Amortisation (Adjusted EBITDA) is a primary measure of operational profitability, and therefore considered to be a key KPI. A reconciliation of Operating Profit before Exceptional Items, Amortisation and Share Option Expense to Adjusted EBITDA is shown below.

	<b>16 month period ended 30 April 2012 £'000</b>	<b>Year ended 31 December 2010 £'000</b>
Operating Profit before Exceptional Items, Amortisation and Share Option Expense	<b>12,498</b>	2,693
Depreciation	<b>4,612</b>	2,717
<b>Adjusted EBITDA</b>	<b>17,110</b>	5,410

Revenue and margins are influenced by a combination of the mix of the products sold, the pricing strategy and production costs. Adjusted EBITDA margins are negatively impacted in the 16 month period due to the fact

# Photobox Holdco Limited

## DIRECTORS' REPORT

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that the 16 month financial period contains 2 periods January to April, which has historically been a period of lower profitability at Photobox due to the inherent seasonality of the business

### GOING CONCERN

The financial statements have been prepared on a going concern basis. The statement headed "Going Concern" on page 13 sets out certain factors relevant to the directors' consideration in reaching this assessment.

### CHARITABLE DONATIONS

During the year, the company donated £31,028 to Moonpig Foundation.

### DIRECTORS' STATEMENT AS TO DISCLOSURE OF INFORMATION TO THE AUDITOR

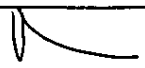
The directors who were in office on the date of approval of these financial statements have confirmed that, as far as they are aware, there is no relevant audit information of which the auditor is unaware. Each of the directors has confirmed that they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditor.

### AUDITOR

Ernst & Young LLP were appointed during the year and have indicated its willingness to continue in office.

By order of the board

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S Laurent 17 August 2012  
Director

# Photobox Holdco Limited

## DIRECTORS' RESPONSIBILITIES STATEMENT

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The directors are responsible for preparing the Directors' Report and the Group financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare Group financial statements for each financial year. Under that law the directors have elected to prepare the Group financial statements in accordance with IFRSs as adopted by the European Union. Under company law the directors must not approve the Group financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and of the profit or loss for that period. In preparing those Group financial statements, the directors are required to

- Present fairly the financial position, financial performance and cash flows of the Group,
- select suitable accounting policies in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors and then apply them consistently,
- present information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information,
- make judgements that are reasonable,
- provide additional disclosures when compliance with the specific requirements in IFRSs as adopted by the European Union is insufficient to enable users to understand the impact of particular transactions, other events and conditions on the Group's financial position and financial performance, and
- state whether the Group financial statements have been prepared in accordance with IFRSs as adopted by the European Union, subject to any material departures disclosed and explained in the financial statements

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Group's transactions and disclose with reasonable accuracy at any time the financial position of the Group 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 Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# Photobox Holdco Limited

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF PHOTOBX HOLDCO LIMITED

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We have audited the group financial statements of Photobox Holdco Limited for the period ended 30 April 2012 which comprise the Consolidated Statement of Financial Position, the Consolidated Statement of Comprehensive Income, the Consolidated Statement of Cash Flows, the Consolidated Statement of Changes in Equity and the related notes 1 to 21. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union.

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 auditors**

As explained more fully in the Directors' Responsibilities Statement set out on page 5, the directors are responsible for the preparation of the group 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 group 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 group'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 Directors' 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 group financial statements

- give a true and fair view of the state of the group's affairs as at 30 April 2012 and of its loss for the year then ended,
- have been properly prepared in accordance with IFRSs as adopted by the European Union, 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 Directors' Report for the financial year for which the group financial statements are prepared is consistent with the group financial statements.

# Photobox Holdco Limited

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF PHOTOBX HOLDCO LIMITED

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### 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

- 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

### Other matter

We have reported separately on the parent company financial statements of Photobox Holdco Limited for the period ended 30 April 2012

*Ernst & Young LLP*

NICK POWELL (Senior Statutory Auditor)  
For and on behalf of ERNST & YOUNG LLP, Statutory Auditor  
1 More London Place  
London SE1 2AF

*17/8/12*

**Photobox Holdco Limited**  
**CONSOLIDATED INCOME STATEMENT**  
For the period ended 30 April 2012

Company Registration No 07648443

	<i>Notes</i>	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000 (restated)*
Revenue	1	143,630	68,555
Cost of sales		(70,618)	(37,142)
<b>Gross profit</b>		<b>73,012</b>	<b>31,413</b>
Technology and development costs		(11,609)	(5,834)
Marketing and customer service costs		(37,721)	(16,729)
Administrative expenses		(11,184)	(6,157)
<b>Operating profit before exceptional items, amortisation and share option expense</b>		<b>12,498</b>	<b>2,693</b>
Exceptional items	3	(22,558)	-
Amortisation	8	(7,170)	(1,414)
Share option expense	6	(1,236)	(1,292)
<b>Operating loss</b>	2	<b>(18,466)</b>	<b>(13)</b>
Finance income	4	112	27
Finance costs	5	(3,101)	(64)
<b>Loss before taxation</b>		<b>(21,455)</b>	<b>(50)</b>
Taxation	7	(547)	206
<b>(LOSS) / PROFIT FOR THE PERIOD</b>		<b>(22,002)</b>	<b>156</b>

\* Refer to Note 1 4 (a)

All activities relate to continuing operations. All the loss / profit for the period is attributable to the equity holders of the parent. The accompanying notes are an integral part of the financial statements.

# Photobox Holdco Limited

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the period ended 30 April 2012

Company Registration No 07648443

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000 (restated)*
<b>(LOSS) / PROFIT FOR THE PERIOD</b>	<b>(22,002)</b>	<b>156</b>
Other comprehensive loss		
Exchange differences on translation of foreign operations	(675)	(185)
<b>TOTAL COMPREHENSIVE LOSS FOR THE PERIOD</b>	<b>(22,677)</b>	<b>(29)</b>

\* Refer to Note 1 4 (a)

# Photobox Holdco Limited

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

at 30 April 2012

Company Registration No 07648443

	Notes	30 April 2012 £'000	31 December 2010 £'000 (restated)*	31 December 2009 £'000 (restated)*
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, plant and equipment	9	10,036	7,109	6,587
Intangible assets	8	118,748	22,663	23,959
Deferred tax assets	7	2,456	2,031	1,607
Other non-current assets	12	1,773	253	263
		133,013	32,056	32,416
<b>Current assets</b>				
Inventories	11	2,416	1,556	980
Trade and other receivables	12	11,316	4,494	2,594
Cash and cash equivalents		20,420	22,660	16,052
		34,152	28,710	19,626
<b>TOTAL ASSETS</b>		<b>167,165</b>	<b>60,766</b>	<b>52,042</b>
<b>LIABILITIES</b>				
<b>Current liabilities</b>				
Trade and other payables	13	16,210	19,724	14,739
Deferred revenue		6,010	2,101	2,142
Current income tax liabilities		1,155	560	99
Borrowings	14	6,422	714	568
Provisions	15	278	381	211
		30,075	23,480	17,759
<b>Non-current liabilities</b>				
Deferred tax liabilities	7	15,394	1,579	1,878
Borrowings	14	41,110	2,123	1,280
Provisions	15	171	2,929	1,733
		56,675	6,631	4,891
<b>TOTAL LIABILITIES</b>		<b>86,750</b>	<b>30,111</b>	<b>22,650</b>
<b>NET ASSETS</b>		<b>80,415</b>	<b>30,655</b>	<b>29,392</b>
<b>CAPITAL AND RESERVES</b>				
<b>Equity attributable to owners of the parent</b>				
Ordinary share capital	16	25	21	21
Preferred share capital	16	75	38	38
Share premium		71,160	-	-
Merger reserve		42,938	42,938	42,938
Retained earnings		(29,264)	(8,498)	(9,946)
Foreign currency translation reserve		(4,519)	(3,844)	(3,659)
<b>TOTAL EQUITY</b>		<b>80,415</b>	<b>30,655</b>	<b>29,392</b>

\* Refer to Note 14 (a)

The financial statements on pages 8 to 43 were approved by the board of directors and authorised for issue on 17 August 2012 and are signed on its behalf by



S Laurent, Director

**Photobox Holdco Limited**  
**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**  
For the period ended 30 April 2012

Notes	Ordinary share capital (Note 16) £'000	Preferred share capital (Note 16) £'000	Share Premium (Note 16) £'000	Merger Reserve (Note 16) £'000	Retained earnings (Note 16) £'000	Foreign currency translation reserve (Note 16) £'000	Total equity £'000
<b>As at 1 January 2010 (restated)*</b>	<b>21</b>	<b>38</b>	-	<b>42,938</b>	<b>(9,946)</b>	<b>(3,659)</b>	<b>29,392</b>
Profit for the period	-	-	-	-	156	-	156
Other comprehensive loss	-	-	-	-	-	(185)	(185)
Total comprehensive income / (loss)	-	-	-	-	156	(185)	(29)
Share-based payment transactions	-	-	-	-	1,292	-	1,292
<b>As at 30 December 2010 (restated)*</b>	<b>21</b>	<b>38</b>	-	<b>42,938</b>	<b>(8,498)</b>	<b>(3,844)</b>	<b>30,655</b>
Loss for the period	-	-	-	-	(22,002)	-	(22,002)
Other comprehensive loss	-	-	-	-	-	(675)	(675)
Total comprehensive loss	-	-	-	-	(22,002)	(675)	(22,677)
Issue of share capital	4	37	72,082	-	-	-	72,123
Exercise of share options	-	-	432	-	-	-	432
Redemption of ordinary shares	-	-	(879)	-	-	-	(879)
Share-based payment transactions	-	-	-	-	1,236	-	1,236
Transaction costs	-	-	(475)	-	-	-	(475)
<b>At 30 April 2012</b>	<b>25</b>	<b>75</b>	<b>71,160</b>	<b>42,938</b>	<b>(29,264)</b>	<b>(4,519)</b>	<b>80,415</b>

\* Refer to Note 1 4 (a)

**Photobox Holdco Limited**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
For the period ended 30 April 2012

	<i>Notes</i>	<b>Period ended 30 April 2012 £'000</b>	<b>Year ended 31 December 2010 £'000 (restated)*</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	18	7,415	9,246
Interest received		19	47
Income tax paid		(4,573)	-
<b>NET CASH GENERATED FROM OPERATING ACTIVITIES</b>		<b>2,861</b>	<b>9,293</b>
<b>INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment		(4,175)	(3,498)
Purchase of intangible assets		(1,604)	(564)
Acquisition of subsidiary, net of cash acquired		(88,682)	-
<b>Net cash flows used in investing activities</b>		<b>(94,461)</b>	<b>(4,062)</b>
<b>FINANCING ACTIVITIES</b>			
Proceeds from issuance of preference share capital		48,124	-
Transaction costs relating to issuance of share capital		(475)	-
Redemption of share capital		(517)	-
Proceeds from the exercise of share options		70	-
Proceeds from borrowings		50,000	1,647
Transaction costs relating to the repayment of debt		(3,398)	-
Repayment of borrowings		(2,120)	-
Repayment of finance leases		(931)	(600)
Interest paid		(1,601)	-
<b>Net cash flows from financing activities</b>		<b>89,152</b>	<b>1,047</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>		<b>(2,448)</b>	<b>6,278</b>
Cash, cash equivalents and bank overdrafts at beginning of period		22,660	16,052
Net foreign exchange difference		208	330
<b>Cash and cash equivalents at end of period</b>		<b>20,420</b>	<b>22,660</b>

\* Refer to Note 1 4 (a)

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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### 1.1 CORPORATE INFORMATION

Until 19 July 2011, Photoways, Inc was the parent company of the Group. In May 2011, a new company, Photobox Holdco Limited, was incorporated, and in July 2011, a group reconstruction took place, whereupon Photobox Holdco Limited became the ultimate parent company. Following this reconstruction, the Group acquired Moonpig.com Limited. Photobox Holdco Limited is incorporated and domiciled in the United Kingdom.

Photobox Holdco Limited ("the Company") and its subsidiaries (together, "the Group") engages in the production of personalized printed products using an internet platform. The Group trades through Photobox SAS (France), Photobox Limited and Moonpig (UK) and Photobox GmbH (Germany). The principal activities of the Group are described in the Directors' Report.

The financial statements include the financial statements of the Group and the subsidiaries listed in the following table.

Name of Company	Country of incorporation	% equity interest 30 April 2012	% equity interest 31 December 2010
Photobox Holdco Gamma Limited	UK	100%	-
Photobox Holdco Alpha Limited	UK	100%	-
Photobox Holdco Beta Limited	UK	100%	-
Photobox Limited	UK	100%	100%
Moonpig.com Limited	UK	100%	-
Photobox SAS	France	100%	100%
Photoways Inc	USA	100%	100%
Photobox GmbH	Germany	100%	100%
Online Photo Sverige AB	Sweden	100%	-

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The registered office is noted on page 1 of the accounts.

### 1.2 BASIS OF PREPARATION

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union and applied in accordance with the Companies Act 2006. The consolidated financial statements are presented in Sterling and all values are rounded to the nearest thousand (£'000), except where otherwise indicated.

The company accounts for Photobox Holdco Limited are prepared in accordance with UK Generally Accepted Accounting Principles – see page 44 onwards for the parent company accounts.

#### Going concern

The Group has sufficient financial resources and as a consequence, the directors believe that they are well placed to manage its business risk successfully and to continue in operational existence for the foreseeable future. The Group has bank borrowings of £47,880,000 at the year end (2010: £nil), which are subject to various financial covenants (see Note 14). Based on the financial position at the year end, the Group has adequate headroom on each covenant and therefore the Directors consider it appropriate to adopt the going concern basis in preparing the financial statements.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

### for the period ended 30 April 2012

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#### 1.3 BASIS OF CONSOLIDATION

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as at 30 April 2012

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date when such control ceases. Control exists when the Company has the power to directly or indirectly manage the financial and operational policies of the subsidiary, so as to obtain advantages from its activities. The financial statements of the subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. All intra-group balances, transactions, unrealised gains and losses resulting from intra-group transactions and dividends eliminate in full.

In July 2011, a new parent company, Photobox Holdco Limited, was introduced, along with three additional new holding companies. Before this group reconstruction, Photoways, Inc. was the parent company. The insertion of Photobox Holdco Limited did not change the economic circumstance of the group and therefore the consolidated financial statements are a continuation of the existing Photoways, Inc. group. This group reconstruction is therefore not accounted for under the acquisition method of IFRS 3 "Business Combinations". The difference arising between the carrying value of the investment in subsidiary companies and the share capital and share premium of those subsidiaries is included within the merger reserve and is not distributable.

Although the reorganisation did not become effective until July 2011, the consolidated financial statements of Photobox Holdco Limited are presented as if it had always been part of the Group. Accordingly, the results of the Group for the entire period ended 30 April 2012 are shown in the consolidated income statement and the comparative figures for the year ended 31 December 2010 and 31 December 2009 are also prepared on this basis.

#### 1.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

##### New and amended standards adopted by the Group

The accounting policies adopted are consistent with those of the previous financial year, except for the following new and amended IFRS and IFRIC interpretations effective as of 1 January 2011:

- IAS 24 Related Party Transactions (amendment) effective 1 January 2011
- IAS 32 Financial Instruments Presentation (amendment) effective 1 January 2011
- Improvements to IFRSs (May 2010)

The adoption of the standards or interpretations is described below.

##### *IAS 24 Related Party Transactions (amendment)*

The IASB issued an amendment to IAS 24 that clarifies the definitions of a related party. The new definitions emphasise a symmetrical view of related party relationships and clarifies the circumstances in which persons and key management personnel affect related party relationships of an entity. In addition, the amendment introduces an exemption from the general related party disclosure requirements for transactions with government and entities that are controlled, jointly controlled or significantly influenced by the same government as the reporting entity. The adoption of the amendment did not have any impact on the financial position or performance of the Group.

##### *IAS 32 Financial Instruments Presentation (amendment)*

The IASB issued an amendment that alters the definition of a financial liability in IAS 32 to enable entities to classify rights issues and certain options or warrants as equity instruments. The amendment is applicable if the rights are given pro rata to all of the existing owners of the same class of an entity's non-derivative equity instruments, to acquire a fixed number of the entity's own equity instruments for a fixed amount in any currency. The amendment has had no effect on the financial position or performance of the Group because the Group does not have these type of instruments.

##### *Improvements to IFRSs*

In May 2010, the IASB issued its third omnibus of amendments to its standards, primarily with a view to removing inconsistencies and clarifying wording. There are separate transitional provisions for each standard. The adoption of the following amendments resulted in changes to accounting policies, but no impact on the financial position or performance of the Group.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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- *IAS 1 Presentation of Financial Statements* The amendment clarifies that an entity may present an analysis of each component of other comprehensive income maybe either in the statement of changes in equity or in the notes to the financial statements

Other amendments resulting from Improvements to IFRSs to the following standards did not have any impact on the accounting policies, financial position or performance of the Group

- *IFRS 3 Business Combinations* (Contingent consideration arising from business combination prior to adoption of IFRS 3 (as revised in 2008))
- *IFRS 3 Business Combinations* (measurement options available for non-controlling interest)
- *IFRS 3 Business Combinations* (Un-replaced and voluntarily replaced share-based payment awards)
- *IFRS 7 Financial Instruments – Disclosures* (collateral and qualitative and quantitative disclosures)
- *IAS 27 Consolidated and Separate Financial Statements*
- *IAS 34 Interim Financial Statements*

The following interpretation and amendments to interpretations did not have any impact on the accounting policies, financial position or performance of the Group

- *IFRIC 13 Customer Loyalty Programmes* (determining the fair value of award credits)
- *IFRIC 14 Prepayments of a Minimum Funding Requirement*
- *IFRIC 19 Extinguishing financial liabilities with Equity Instruments*

### Standards issued but not yet effective

The Company has not applied the following new or revised standards and interpretations that have been issued, but are not yet effective or not yet adopted by the European Union

#### ***IFRS 9 Financial Instruments. Classification and Measurement***

IFRS 9 as issued reflects the first phase of the IASBs work on the replacement of IAS 39 and applies to classification and measurement of financial assets and liabilities as defined in IAS 39 The standard is currently expected to be effective for annual periods beginning on or after January 1, 2015 The Company will apply IFRS 9 from 1 May 2015 if adopted by EU, but it is not expected to have material impact on the Company's financial statements

#### ***IFRS 10 Consolidated Financial Statements***

IFRS 10 replaces the consolidation requirements in SIC-12 *Consolidation—Special Purpose Entities* and IAS 27 *Consolidated and Separate Financial Statements* and is effective for annual periods beginning on or after January 1, 2013 if adopted by EU IFRS 10 builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated financial statements of the parent company The standard provides additional guidance to assist in the determination of control where this is difficult to assess This standard is not expected to have any impact on the Company upon implementation

#### ***IFRS 11 Joint Arrangements***

IFRS 11 *Joint Arrangements* modifies the accounting for joint arrangements by focusing on the rights and obligations of the arrangement, rather than its legal form (as is currently the case) The standard addresses inconsistencies in the reporting of joint arrangements by requiring a single method to accounts or interests in jointly controlled entities IFRS 11 is effective for annual periods beginning on or after January 1, 2013 if adopted by EU The Company is not engaged in any joint arrangements and expects no impact upon implementation of this standard

#### ***IFRS 12 Disclosure of Interests in Other Entities***

IFRS 12 is a new and comprehensive standard on disclosure requirements for all forms of interests in other entities, including subsidiaries, joint arrangements, associates and unconsolidated structured entities IFRS 12 is effective for annual periods beginning on or after January 1, 2013 if adopted by EU The Company does not have any undisclosed interests in other entities and does not expect any material impact upon implementation of this standard

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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### ***IFRS 13 Fair Value Measurement***

IFRS 13 defines fair value, sets out in a single IFRS a framework for measuring fair value and requires disclosures about fair value measurements. The standard is expected to be effective for annual periods beginning on or after January 1, 2013, if adopted by EU. As the standard only specifies fair value calculations for balances and transactions that already under IFRS require fair value measurement the Company does not expect any significant impact upon implementation of this standard.

### ***IAS 19 Revised – Employee Benefits***

The revised standard eliminating an option to defer the recognition of gains and losses, known as the 'corridor method', streamlining the presentation of changes in assets and liabilities arising from defined benefit plans, including requiring re-measurements to be presented in other comprehensive income (OCI), and enhancing the disclosure requirements for defined benefit plans. The standard is expected to be effective for annual periods beginning on or after January 1, 2013, if adopted by EU. This amendment is not expected to have any material impact on the Company upon implementation.

### ***IAS 28 Revised – Investment in Associates and Joint Ventures***

As a consequence of the new IFRS 11 and IFRS 12, IAS 28 has been renamed IAS 28 *Investments in Associates and Joint Ventures*, and describes the application of the equity method to investments in joint ventures in addition to associates. The amendment becomes effective for annual periods beginning on or after January 1, 2013. The amendment is not expected to have any impact on the Company upon implementation.

### ***IFRS 1 Amendment – Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters***

The amendments to IFRS 1 *First-time adoption of International Financial Reporting Standards* introduce a new deemed cost exemption for entities that have been subject to severe hyperinflation. They also remove the legacy fixed dates in IFRS 1 relating to derecognition and day one gain or loss transactions. This amendment is not considered to be applicable to the Company.

### ***IFRS 7 Amendment – Disclosures – Transfers of Financial Assets***

The amendment to IFRS 7 increases the disclosure requirements for transactions involving transfers of financial assets. This amendment is intended to provide greater transparency around risk exposures of transactions where a financial asset is transferred but the transferor retains some level of continuing exposure (referred to as 'continuing involvement') in the asset. The amendment also requires disclosure where transfers of financial assets are not evenly distributed throughout the period (e.g., where transfers occur near the end of a reporting period). This amendment is not expected to have any impact on the Company upon implementation.

### ***IFRS 7 Amendment – Disclosures – Offsetting Financial Assets and Financial Liabilities***

The new disclosures will require entities to disclose gross amounts subject to rights of set-off, amounts set off in accordance with the accounting standards followed, and the related net credit exposure. This information will help investors understand the extent to which an entity has set off in its balance sheet and the effects of rights of set-off on the entity's rights and obligations. It is required to be applied for annual periods beginning on or after January 1, 2013 if adopted by EU. This amendment is not expected to have any material impact on the Company upon implementation.

### ***IAS 1 Amendment – Presentation of Items of Other Comprehensive Income***

The amendment to IAS 1 improves the consistency and clarity of the presentation of items of other comprehensive income. The amendment is required to be applied for annual periods beginning on or after July 1, 2012 if adopted by EU. This amendment is not expected to have any material impact on the Company upon implementation.

### ***IAS 12 Amendments – Deferred Tax: Recovery of Underlying Assets***

The amendment clarifies the determination of deferred tax on investment property measured at fair value. The amendment becomes effective for annual periods beginning on or after January 1, 2012 if adopted by EU. This amendment is not considered to be applicable to the Company.

### ***IAS 32 Amendment – Presentation – Offsetting Financial Assets and Financial Liabilities***

The amendment to IAS 32 clarifies the circumstances when an entity has a legally enforceable right to set-off financial assets and financial liabilities. The amendment is required to be applied for annual periods beginning on

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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or after January 1, 2014 if adopted by EU. This amendment is not expected to have any material impact on the Company upon implementation.

### a) **Changes in accounting policies**

During the year, a group reconstruction was undertaken which led to Photobox Holdco Limited, a company with a Sterling functional currency, being inserted as the parent company of the group. The previous parent company of the group, Photoways, Inc., had a presentation currency of Euro. Following the reconstruction of the group and the acquisition of Moonpig.com Limited, the majority of the group's revenues and expenses are now earned in Sterling and therefore the presentation currency of the group was changed from Euro to Sterling. As this is a change in accounting policy, this has led to a restatement of the comparative figures at 31 December 2010 and 31 December 2009. The effect of this change is reflected in the comparatives.

### b) **Changes in accounting estimates**

The Photoways, Inc. accounts for the year ended 31 December 2010, used a revenue-weighted average monthly rate to translate income and expenses into Euro, the Group's previous presentation currency. For the period ended 30 April 2012, the estimate has changed and a monthly average rate has been used to translate income and expenses into Sterling, the Group's new presentation currency. This change was made as it was deemed by management to be more accurate to translate each month's income and expenses by the average rate for the month rather than a weighted average for the year. Although this change in estimate does not require a prior year restatement, the monthly rate, rather than a weighted average rate, has been used in the conversion of comparative figures into Sterling on changing presentation currency to Sterling.

### c) **Business combinations and goodwill**

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value and the amount of any non-controlling interest in the acquiree. Acquisition costs incurred are expensed and included as an exceptional item within operating expenses.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date.

Any contingent consideration to be transferred by or to the acquirer will be recognised at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability will be recognised in accordance with IAS 39 either in profit or loss or as a change to other comprehensive income. In instances where the contingent consideration does not fall within the scope of IAS 39, it is measured in accordance with the appropriate IFRS.

Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred over the net identifiable assets acquired and liabilities assumed. After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

### d) **Foreign currency translation**

The Group's consolidated financial statements are presented in Sterling, which is also the parent company's functional currency. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.

#### i) **Transactions and balances**

Transactions in foreign currencies are converted into Sterling by applying the exchange rate in force on the date of the transaction. Monetary assets and liabilities expressed in foreign currencies on the closing date are converted at the exchange rate in force on the closing date. The exchange differences that result from these operations are posted as income or expenses.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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Non-monetary assets and liabilities expressed in foreign currencies are recorded and kept at the historic exchange rate in force on the date of the transaction. The gain or loss arising on retranslation of non-monetary items is treated in line with the recognition of gain or loss on change in value of the item (ie translation differences on items whose gain or loss in value is recognised in the income statement will also be recognised in the income statement. Where the gain or loss is recognised in other comprehensive income, any translation difference on this amount will also be recognised in other comprehensive income).

### ii) Financial statements expressed in currency

The Group's consolidated accounts are presented in Sterling. This is a change from prior year as explained in 1.4 paragraph (a).

The results and financial position of all the group entities that have a functional currency different from the Sterling presentation currency are translated into the presentation currency as follows:

- a) assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet, and
- b) income and expenses for each income statement are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the rate on the dates of the transactions), and
- c) all resulting exchange differences are recognised in other comprehensive income.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate.

### e) Revenue

Revenue is recognised when it is probable that the future economic benefits will flow to the Group, and this income may be evaluated in a reliable fashion. No revenue is posted to the accounts when there is significant uncertainty as to the possibility of recovering the consideration due. Revenue from the sale of goods (Print, Indigo and Goodies) as well as the related shipping and handling expenses billed to customers are recognised upon shipment. Revenue is shown net of Value Added Tax.

Customers have an opt-out or objection period. Upon closing, a provision for returns and re-makes is posted to the accounts to cover the risk, based on the history of such matters.

The companies of the Group offer prepaid accounts and/or pre-paid vouchers/"pack" products. Customers have a maximum term after the purchase date of the pack to consume these prepaid products. The income from the sales of these packs is recognised as they are consumed. The unused part of the packs, together with the balance on pre-paid accounts where there has been no activity for 2 years, is posted to income after expiration.

### f) Exceptional items

Exceptional items are those items the Group considers to be non-recurring or material in nature that should be brought to the reader's attention in understanding the Group's financial performance.

### g) Borrowing costs

Borrowing costs are expensed in the period they occur. These costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### h) Taxes

#### i) Current income tax

Current income tax assets and liabilities for the current period are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date in the countries where the Group operates and generates taxable income.

Current income tax relating to items recognised directly in equity is recognised in equity and not in the income statement. Management periodically evaluates positions taken in the tax returns with respect to

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate

### ii) Deferred tax

Deferred tax is provided using the liability method on temporary differences between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes at the reporting date

Deferred tax assets are recognised for all deductible temporary differences, the carry forward of unused tax credits and any unused tax losses. Deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilised

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at each reporting date and are recognised to the extent that it has become probable that future taxable profits will allow the deferred tax asset to be recovered

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date

Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss. Deferred tax items are recognised in correlation to the underlying transaction either in other comprehensive income or directly in equity

Deferred tax assets and liabilities are offset if a legally enforceable right exists to set off current tax assets against current income tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority

### i) Intangible fixed assets

#### i) Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the group's share of the net identifiable assets of the acquired subsidiary at the date of acquisition. Goodwill is tested annually for impairment and carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose, identified according to operating segment

#### ii) Separately acquired intangible assets

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is their fair value at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses. Internally generated intangible assets, excluding capitalised development costs, are not capitalised and expenditure is reflected in the income statement in the year in which the expenditure is incurred

The useful lives of intangible assets are assessed as either finite or indefinite

Intangible assets with finite lives are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life is reviewed at least at the end of each reporting period. Changes in the expected useful life of the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortisation period or method, as appropriate, and are treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the income statement in the expense category consistent with the function of the intangible assets

Intangible assets with indefinite useful lives are not amortised, but are tested for impairment annually, either

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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individually or at the cash-generating unit level. The assessment of indefinite life is reviewed annually to determine whether the indefinite life continues to be supportable.

### iii) Research and development costs

Research costs are expensed as incurred. Development expenditures on an individual project are recognised as an intangible asset when the Group can demonstrate

- technical feasibility of completing the intangible assets so that it will be available for use or sale,
- its intention to complete and its ability to use or sell the asset,
- how the asset will generate future economic benefits,
- the availability of resources to complete the assets, and
- the ability to measure reliably the expenditure during development.

Following initial recognition of the development expenditure as an asset, the asset is carried at cost less any accumulated amortisation and accumulated impairment losses. Amortisation of the asset begins when development is complete and the asset is available for use. During the period of development, the asset is tested for impairment annually.

	<i>Useful lives</i>	<i>Amortisation method</i>	<i>Internally generated or acquired</i>
Goodwill	Indefinite	Not applicable	Acquired
Trademark	Indefinite	Not applicable	Acquired
Trademark	Finite	Straight-line basis - 20 years	Acquired
Development costs	Finite	Straight-line basis - 3 years	Internally generated
Patents and licenses	Finite	Straight-line basis - 3 to 10 years	Acquired
Technology	Finite	Straight-line basis - 1 to 5 years	Acquired
Customer relationships	Finite	Straight-line basis - 6 to 8 years	Acquired
Other intangibles	Finite	Straight-line basis - 2 to 3 years	Acquired

The indefinite lived trademark relates to the asset acquired on the acquisition of Moonpig.com Limited. The asset is deemed to have an indefinite useful life as the Directors currently plan to maintain at least historical levels on investment in the Moonpig brand.

### j) Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets, other than goodwill, that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

### k) Property, plant and equipment

Property, plant and equipment is stated at cost, net of accumulated depreciation and/or accumulated impairment losses, if any. They are not subject to revaluation. Subsequent expenditure (expenditure for replacement and expenditure for bringing up to standard) is capitalised and amortised over the remaining useful life of the fixed asset to which it is related. All other servicing and maintenance costs are expensed as incurred.

Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value evenly over its expected useful life, as follows -

Freehold Property	-	4% on cost
Leasehold improvements	-	over the unexpired term of the lease
Plant and machinery	-	20% - 25% on cost
Fixtures, fittings and equipment	-	25% - 33% on cost
Software development	-	3 years (commencing when the assets are complete and ready for use)

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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The carrying values of tangible fixed assets are reviewed for impairment at least annually or if events or changes in circumstances indicate the carrying value may not be recoverable

### **l) Leases**

Finance leases that transfer to the Group substantially all the risks and benefits incidental to ownership of the leased item, are capitalised at the commencement of the lease at the fair value of the leased asset or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognised in finance costs in the income statement. A leased asset is depreciated over the useful life of the asset.

Operating lease payments are recognised as an operating expense in the income statement on a straight-line basis over the lease term.

### **m) Inventories**

Stocks are stated at the lower of cost and net realisable value. Cost includes all expenditure incurred in bringing each product to its present location and condition. Net realisable value is based on estimated selling price less any further costs expected to be incurred up to completion and disposal.

### **n) Cash and cash equivalents**

Cash and cash equivalents comprise cash at banks and on hand and short-term deposits with a maturity of three months or less.

For the purposes of the consolidated statement of cash flows, cash and cash equivalents consist of cash and short-term deposits as defined above, net of outstanding bank overdrafts. Overdrafts that are repayable on demand are an integral part of the management of the Group's cash position.

### **o) Financial instruments**

#### **Financial assets**

##### ***Initial recognition and measurement***

Financial assets within the scope of IAS 39 are classified as financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, available-for-sale financial assets, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. The Group determines the classification of its financial assets at initial recognition.

All financial assets are recognised initially at fair value plus, in the case of investments not at fair value through profit or loss, directly attributable transaction costs.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the marketplace (regular way trades) are recognised on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

The Group's financial assets include cash and cash equivalents, and trade and other receivables.

##### ***Subsequent measurement***

The subsequent measurement of financial assets depends on their classification as follows:

##### ***Financial assets at fair value through profit or loss***

Financial assets at fair value through profit or loss include financial assets held for trading and financial assets designated upon initial recognition at fair value through profit or loss. Financial assets are classified as held for trading if they are acquired for the purpose of selling in the near term. This category includes derivative financial instruments entered into by the Group that are not designated as hedging instruments in hedge relationships as defined by IAS 39.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

### for the period ended 30 April 2012

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The Group evaluates its financial assets at fair value through profit and loss (held for trading) and whether the intent to sell them in the near term is still appropriate. When the Group is unable to trade these financial assets due to inactive markets and management's intent significantly changes to do so in the foreseeable future, the Group may elect to reclassify these financial assets in rare circumstances. The reclassification to loans and receivables, available-for-sale or held to maturity depends on the nature of the asset. This evaluation does not affect any financial assets designated at fair value through profit or loss using the fair value option at designation. The Group did not reclassify any financial assets in the current reporting period.

#### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are carried at amortised cost using the effective interest (EIR) method, less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance revenue in the income statement. The losses arising from impairment are recognised in the income statement in other operating expenses.

#### **Financial liabilities**

##### *Initial recognition and measurement*

Financial liabilities within the scope of IAS 39 are classified as financial liabilities at fair value through profit or loss, loans and borrowings, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. The Group determines the classification of its financial liabilities at initial recognition.

All financial liabilities are recognised initially at fair value and in the case of loans and borrowings, plus directly attributable transaction costs.

##### *Subsequent measurement*

The measurement of financial liabilities depends on their classification as follows:

##### *Financial liabilities at fair value through profit or loss*

Financial liabilities at fair value through profit or loss includes financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

Financial liabilities are classified as held for trading if they are acquired for the purpose of selling in the near term. Derivatives, including separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments. Gains or losses on liabilities held for trading are recognised in profit or loss.

##### *Interest bearing loans and borrowings*

Obligations for loans and borrowings are recognised when the Group becomes party to the related contracts and are measured initially at the fair value of consideration received less directly attributable transaction costs.

After initial recognition, interest bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method.

Gains and losses arising on the repurchase, settlement or otherwise cancellation of liabilities are recognised respectively in finance revenue and finance cost.

#### **Offsetting of financial instruments**

Financial assets and financial liabilities are offset and the net amount reported in the Consolidated Statement of Finance Position if, and only if there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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### **Derecognition of financial instruments**

A financial asset or liability is generally derecognized when the contract that gives right to it is settled, sold, cancelled or expires

### **Fair value of financial instruments**

The fair value of financial instruments that are traded in active markets at each reporting date is determined by reference to quoted market prices, without any deduction for transaction costs

For financial instruments not traded in an active market, the fair value is determined using appropriate valuation techniques. Such techniques may include

- Using recent arm's length market transactions
- Reference to the current fair value of another instrument that is substantially the same
- A discounted cash flow analysis or other valuation models

An analysis of fair values of financial instruments and further details as to how they are measured are provided in Note 10

### **p) Provisions**

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of economic resources will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation

### **q) Share-based payments**

Share options may be granted to the Group's employees, giving the right to subscribe for shares in Photobox Holdco Limited at a fixed exercise price. The cost of equity-settled transactions with employees is measured by reference to the fair value at the date at which they are granted and is recognised as an expense over the vesting period, which ends on the date on which the relevant employees become fully entitled to the award. Fair value is determined by the Black-Scholes method. In valuing equity-settled transactions, no account is taken of any vesting conditions, other than conditions linked to the price of the shares of the company (market conditions). No expense is recognised for awards that do not ultimately vest, except for awards where vesting is conditional upon a market condition, which are treated as vesting irrespective of whether or not the market condition is satisfied, provided that all other performance conditions are satisfied.

At each balance sheet date before vesting, the cumulative expense is calculated, representing the extent to which the vesting period has expired and management's best estimate of the achievement or otherwise of non-market conditions of equity instruments that will ultimately vest or in the case of an instrument subject to a market condition, be treated as vesting as described above. The movement in cumulative expense since the previous balance sheet date is recognised in the income statement, with a corresponding entry in reserves.

Where the terms of an equity-settled award are modified or a new award is designated as replacing a cancelled or settled award, the cost based on the original award terms continues to be recognised over the original vesting period. In addition, an expense is recognised over the remainder of the new vesting period for the incremental fair value of any modification, based on the difference between the fair value of the original award and the fair value of the modified award, both as measured on the date of the modification. No reduction is recognised if this difference is negative.

Where an equity-settled award is cancelled, it is treated as if it had vested on the date of cancellation, and any cost not yet recognised in the income statement for the award is expensed immediately. Any compensation paid up to the fair value of the award at the cancellation or settlement date is deducted from equity, with any excess over fair value being treated as an expense in the income statement.

The company has considered and accrued for social security costs on the potential future benefit to employees of all unapproved equity-settled awards.

### **r) Pensions and other post employment benefits**

The Group contributes to defined contribution pensions schemes. Under these schemes, the Group pays defined contributions to an external pension fund or insurance company in return for services performed by employees.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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The amount charged to the profit and loss account in respect of pension costs and other post employment benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

### 1.5 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of the Group's consolidated financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the end of the reporting period. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future periods. In addition, management has made certain judgements, which have the most significant effect on the amounts recognised in the consolidated financial statements.

#### **Judgements, estimates and assumptions:**

##### ***a) Carrying value of goodwill***

An impairment exists when the carrying value of a cash generating unit ("CGU") exceeds its recoverable amount which is the higher of its fair value less costs to sell and its value in use. The value in use calculation is based on a discounted cash flow model. The cash flows are based on budgets to 30 April 2013, together with a forecast for the year to 30 April 2014 and then projected forwards. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes. The key assumptions used to determine the recoverable amount for the different CGUs, including a sensitivity analysis, are further explained in Note 8.

##### ***b) Carrying value of intangible assets both in business combinations and asset acquisitions***

The Group holds a number of intangible assets that were acquired either through business combinations or direct asset acquisition. At each balance sheet date, management considers whether there are any indicators of impairment on each asset. Where this is the case, impairment reviews are conducted using value in use calculations. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes. The key assumptions used to determine the recoverable amount for the different CGUs, including a sensitivity analysis, are further explained in Note 8.

##### ***c) Recognition of intangible assets arising from business combinations***

The Group has acquired a number of intangible assets following the acquisition of Moonpig.com Limited. The key assumptions are around the revenue forecasts at the time of acquisition, and the discount rate used to calculate the value of individual assets. The estimated useful life assigned to each asset is also subject to management estimate. Refer to Notes 8 and 21.

##### ***d) Valuation of reverse contingent consideration***

The acquisition of Moonpig.com Limited includes consideration paid which is held in Escrow. Following the removal of LVCR, the Group will be refunded a proportion of this consideration, which is to be treated as a reimbursement of contingent consideration. The key assumption is the estimated sales on which VAT will now arise and which qualify for reclaim from Escrow. This is further explained in Note 21.

##### ***e) Recoverability of deferred tax asset***

Deferred tax assets are recognised for all unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits.

The total amount of tax losses that can be carried forward indefinitely totals £5,989,000. The Group recognised a deferred tax asset of £2,456,000 and a deferred tax liability of £15,394,000 (including a £119,000 liability acquired and a £16,560,000 liability arising upon the acquisition of Moonpig.com Limited). The amount of deferred tax assets not recognised is £nil at 30 April 2012. See Note 7.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### *f) Share based payment*

Assumptions are made in relation to share awards where the Black-Scholes model is used to calculate the charge. Key assumptions are volatility, risk free rate, the probability of non-vesting and the expected life of the option. These key assumptions are set out by option type in Note 17.

## 2 OPERATING LOSS

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
This is stated after charging/(crediting)		
Depreciation and amounts written off tangible fixed assets		
- owned assets	4,336	2,324
- leased assets	1,046	393
Amortisation of intangible fixed assets	7,170	1,567
Operating lease rentals		
- land and buildings	775	661
- other	2,354	1,220
Auditor's remuneration		
- audit fees	155	115
- taxation services	23	5
- other services	117	-
Share based payment	1,236	1,292
Foreign exchange profit	(197)	(243)
Loss on disposal of tangible fixed assets	39	-

## 3 EXCEPTIONAL ITEMS

	Note	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Impairment of goodwill and intangible assets	8	(30,174)	-
Impairment of property	9	(770)	-
Reverse contingent consideration	21	8,000	-
Release of provision	15	2,727	-
Acquisition costs		(2,341)	-
		<b>(22,558)</b>	<b>-</b>

Exceptional items comprise

- Impairment charges – refer to Notes 8 and 9 for additional information
- Reverse contingent consideration – refer to Note 21
- Release of provision – refer to Note 15
- Acquisition costs – these are the costs arising on the acquisition of Moonpig

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

### for the period ended 30 April 2012

#### 4 FINANCE INCOME

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Bank interest	112	27

#### 5 FINANCE COSTS

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Interest payable on finance leases	93	64
Bank interest payable	2,015	-
Amortisation of issue costs on bank loan	812	-
Unrealised loss on interest rate swap	105	-
Amounts due in respect of interest rate swap	76	-
	3,101	64

#### 6 STAFF COSTS

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Wages and salaries	24,363	12,258
Social security costs	5,383	3,692
Pension costs	808	485
Employee share schemes	1,236	1,292
	31,790	17,727

The average monthly number of employees (including directors) during the year was made up as follows

	Period ended 30 April 2012 Number	Year ended 31 December 2010 Number
Management and administration	292	194
Production	278	182
	570	376

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 6 STAFF COSTS (continued)

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Directors' emoluments		
Aggregate emoluments in respect of qualifying services	1,007	467
Pension costs	9	7
Health care costs	7	5
	<b>1,023</b>	<b>479</b>
The number of directors to whom retirement benefits are accruing under money purchase pension schemes was	1	1
The number of directors who exercised share options was	1	-

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
The amounts in respect of the highest paid director are as follows		
Aggregate emoluments	811	309
Pension costs	9	7
Health care costs	3	2
	<b>823</b>	<b>318</b>

During the year, the highest paid director exercised share options

### 7 TAXATION

	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
(a) Tax on profit on ordinary activities		
The tax charge / (credit) is made up as follows		
Current tax		
UK corporation tax on profit for the year	3,809	560
Adjustment in respect of prior years	30	(5)
Total current tax	<b>3,839</b>	<b>555</b>
Deferred tax		
Origination and reversal of timing differences	(2,480)	(710)
Impact of changes in tax rates	(812)	(51)
Total deferred tax	<b>(3,292)</b>	<b>(761)</b>
Total tax charge / (credit) for year	<b>547</b>	<b>(206)</b>

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

### for the period ended 30 April 2012

#### 7 TAXATION (continued)

(b) Factors affecting current tax charge for the year	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
The tax assessed for the year differs from the standard rate of corporation tax in the UK of 28.3% (2009 28.0%) The differences are explained below		
Loss on ordinary activities before tax	(21,455)	(50)
Loss on ordinary activities calculated at domestic tax rates applicable to profits in the respective countries 28.3% (2010 28.0%)	(6,072)	(14)
Effects of		
Expenses not deductible for tax purposes	10,262	450
Income not subject to tax	(2,064)	-
Capital allowances less than depreciation	158	(139)
Unutilised tax losses	1,056	-
Recognition of historic tax losses	-	(400)
Movement in deferred tax	(2,909)	(185)
Adjustment in respect of prior years	30	(5)
Other timing differences	86	87
<b>Total tax charge / (credit) for the year</b>	<b>547</b>	<b>(206)</b>

(c) Deferred tax asset	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Deferred tax asset at start of period	2,031	1,607
Deferred tax charge for the period	499	424
Change in tax rates	(74)	-
<b>Deferred tax asset at end of period</b>	<b>2,456</b>	<b>2,031</b>

(d) Deferred tax liability	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Deferred tax liability at start of period	(1,579)	(1,878)
Deferred tax asset acquired	(119)	-
Deferred tax charge for the period	1,977	299
Deferred tax arising on intangible assets recognised on acquisition of Moonpig	(16,560)	-
Change in tax rates	887	-
<b>Deferred tax liability at end of period</b>	<b>(15,394)</b>	<b>(1,579)</b>

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 7 TAXATION (continued)

e) The deferred tax asset above is represented by	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Decelerated capital allowances	383	533
Other timing differences	2,073	1,498
	<b>2,456</b>	<b>2,031</b>

f) The deferred tax liability above is represented by	Period ended 30 April 2012 £'000	Year ended 31 December 2010 £'000
Decelerated capital allowances	(108)	-
Other timing differences	(15,286)	(1,579)
	<b>(15,394)</b>	<b>(1,579)</b>

### 8 INTANGIBLE FIXED ASSETS

	Goodwill £'000	Trademark £'000	Technology and capitalised development costs £'000	Customer database £'000	Other £'000	Total £'000
<b>Cost</b>						
1 January 2011	17,194	13,959	3,575	3,374	1,293	39,395
Additions	-	-	1,296	-	308	1,604
Acquisitions	65,963	26,629	1,878	35,197	2,532	132,199
Disposals	-	-	-	-	(265)	(265)
Transfers	-	-	-	-	94	94
Foreign exchange	(550)	(477)	(11)	(114)	(79)	(1,231)
<b>30 April 2012</b>	<b>82,607</b>	<b>40,111</b>	<b>6,738</b>	<b>38,457</b>	<b>3,883</b>	<b>171,796</b>
<b>Amortisation</b>						
1 January 2011	1,721	8,590	2,542	2,721	1,158	16,732
Charge for year	-	999	1,175	3,917	1,079	7,170
Impairment	27,566	1,281	-	1,327	-	30,174
Disposal	-	-	-	-	(258)	(258)
Exchange	(96)	(477)	(4)	(116)	(77)	(770)
<b>30 April 2012</b>	<b>29,191</b>	<b>10,393</b>	<b>3,713</b>	<b>7,849</b>	<b>1,902</b>	<b>53,048</b>
<b>Net book value</b>						
<b>30 April 2012</b>	<b>53,416</b>	<b>29,718</b>	<b>3,025</b>	<b>30,608</b>	<b>1,981</b>	<b>118,748</b>
31 December 2010	15,473	5,369	1,033	653	135	22,663
31 December 2009	15,733	5,369	1,655	1,202	-	23,959

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 8 INTANGIBLE FIXED ASSETS (continued)

#### Impairment test

Goodwill and intangible assets acquired through business combinations have been allocated to two CGUs, which are also operating segments, for impairment testing as follows

- Photobox CGU
- Moonpig CGU

#### Carrying amount of goodwill and intangibles allocated to each of the CGUs.

	Indefinite useful lives		Definite useful lives			Total
	Goodwill	Trademark	Technology and capitalised development costs	Customer database	Other	
	£'000	£'000	£'000	£'000	£'000	£'000
Photobox CGU	15,733	5,369	1,655	1,202	-	23,959
Moonpig CGU	-	-	-	-	-	-
1 January 2010	15,733	5,369	1,655	1,202	-	23,959
Photobox CGU	15,473	5,369	1,033	653	135	22,663
Moonpig CGU	-	-	-	-	-	-
31 December 2010	15,473	5,369	1,033	653	135	22,663
Photobox CGU	15,019	5,369	1,223	37	173	21,821
Moonpig CGU	38,397	24,349	1,802	30,571	1,808	96,927
30 April 2012	53,416	29,718	3,025	30,608	1,981	118,748

The Group performed its annual impairment test at 30 April 2012 over both the Photobox and Moonpig CGUs

#### Photobox CGU

The recoverable amount of the Photobox CGU has been determined based on a value in use calculation using cash flow projections from financial budgets and forecasts approved by senior management. The budgets were prepared to 30 April 2013, together with a forecast for the year to 30 April 2014 and then projected for a further 6 years. A period of more than 5 years has been used in this impairment review given that the company is still growing rapidly and the Directors do not believe it will trend to a terminal growth rate within 5 years. The discounted cash flow model is prepared after making assumptions around growth rate of turnover, operating margin rate, growth rate of other operating charges, variation in working capital requirements and the level of investment. These assumptions are based on past experience of growth rates in both existing and new territories.

The discount rate selected is 12.3% and the perpetual net income growth rate assumed is 3%. The impairment review shows significant headroom and therefore significant changes in these assumptions would be needed before any impairment would be required. In particular, the discount rate would need to move to more than 50% before any impairment would be required and revenue growth would need to fall to less than 2%. The directors believe there are no such changes in assumptions expected which could lead to impairment.

#### Moonpig CGU

The Group also considers other aspects of trading and regulation which may have an impact on the Group. In November 2011, HMRC announced the removal of the LVCR scheme, with respect to shipments made from the Channel Islands. This has a direct impact on the profitability of Moonpig.com Limited which produces and ships its goods from Guernsey. This is an indicator of impairment and therefore any intangibles relating to Moonpig have also been considered for impairment as part of this review.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 8 INTANGIBLE FIXED ASSETS (continued)

The recoverable amount of the Moonpig CGU has been determined based on a value in use calculation using cash flow projections from financial budgets approved by senior management. The budgets were prepared to 30 April 2013, together with a forecast for the year to 30 April 2014 and then projected for a further 7 years. A period of more than 5 years has been used in this impairment review given that the company is still growing rapidly and the Directors do not believe it will trend to a terminal growth rate within 5 years. This projection is consistent with the estimates made during the purchase price allocation exercise. The discounted cash flow model is prepared after making assumptions around growth rate of turnover, operating margin rate, growth rate of other operating charges, variation in working capital requirements and the level of investment.

The discount rate selected is 17.5% and the perpetual growth rate assumed is 2%. Growth rates up to the perpetual rate are consistent with historical trends over revenues, volumes and operating expenses.

The value in use calculation verified management's assumption that the loss of LVCR would lead to an impairment, and a total impairment of £30,174,000 was charged in the period, of which £2,608,000 related to the trademark and customer relationship intangibles, with the remaining £27,566,000 being charged against goodwill.

### 9 TANGIBLE FIXED ASSETS

	Plant and machinery £'000	Fixtures and fittings £'000	Leasehold improvements £'000	Computer equipment £'000	Assets under construction £000	Total £'000
<b>Cost</b>						
1 January 2010	9,297	4,258	1,743	966	3	16,267
Additions	924	540	1,088	175	1,448	4,175
Acquisitions (note 21)	4,620	1,492	1,646	9	-	7,767
Disposals	(446)	(70)	(12)	-	-	(528)
Transfers	276	760	67	6	(1,202)	(93)
Foreign exchange	(428)	(305)	(95)	-	(28)	(856)
<b>30 April 2012</b>	<b>14,243</b>	<b>6,675</b>	<b>4,437</b>	<b>1,156</b>	<b>221</b>	<b>26,732</b>
<b>Depreciation and impairment</b>						
1 January 2010	4,719	2,710	855	874	-	9,158
Acquisitions (note 21)	1,679	995	413	7	-	3,094
Charge for year	2,399	1,506	603	104	-	4,612
Impairment	770	-	-	-	-	770
Disposals	(299)	(70)	(8)	-	-	(377)
Foreign exchange	(286)	(218)	(57)	-	-	(561)
<b>30 April 2012</b>	<b>8,982</b>	<b>4,923</b>	<b>1,806</b>	<b>985</b>	<b>-</b>	<b>16,696</b>
<b>Net book value</b>						
<b>30 April 2012</b>	<b>5,261</b>	<b>1,752</b>	<b>2,631</b>	<b>171</b>	<b>221</b>	<b>10,036</b>
31 December 2010	4,578	1,548	888	92	3	7,109
31 December 2009	4,468	1,300	719	47	53	6,587

The net book value of plant and machinery includes £1,806,000 (2010: £2,950,000) in respect of assets held under finance leases or hire purchase contracts.

The impairment relates to the freehold property owned in Guernsey. In November 2011, HMRC announced the removal of the LVCR scheme. The Directors considered that the removal of this significant benefit to the Guernsey economy could lead to a reduction in the value of property on the island and consequently engaged a third party to value the property. This valuation has resulted in an impairment of £770,000, based on the fair value less costs to sell, calculated with reference to an active market.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 10 FINANCIAL ASSETS AND LIABILITIES

	30 April 2012	31 December 2010	31 December 2009
<b>Financial assets at fair value through profit or loss</b>			
Reverse contingent consideration	8,000	-	-
Current	6,731	-	-
Non-current	1,269	-	-
<b>Financial liabilities at fair value through profit or loss</b>			
Interest rate swap	105	-	-
Current	105	-	-
Non-current	-	-	-

**Reverse contingent consideration** As part of the purchase agreement with the previous owners of Moonpig.com Limited, reverse contingent consideration relating to any future changes to the LVCR scheme which adversely impact Moonpig.com revenue, was agreed. Consideration is due from the vendor, paid out of Escrow each month, dependent on monthly sales, and capped at a cumulative total of £8,000,000. The fair value at the date of the acquisition was £nil, as the Group did not envisage the loss of LVCR in its entirety and therefore the full amount was included in consideration (see Note 21). It is expected that the full amount of £8,000,000 will be refunded to the group during 2012 and 2013.

**Interest rate swap** In July 2011, the Group entered into an interest rate swap on the bank loan. At the balance sheet date, the notional amount of the debt to which the swap is applied is £31,920,000. The Group receives a fixed rate of 1.29% on the notional amount and pays a variable rate based on LIBOR. The fair value of this interest rate swap has been calculated as £105,000 and has been booked in its entirety in the year. Any future change in the value of this interest rate swap will be taken to the income statement.

#### Fair values

	Carrying amount			Fair value		
	30 April 2012	31 December 2010	31 December 2009	30 April 2012	31 December 2010	31 December 2009
<b>Financial assets</b>						
Trade and other receivables	11,316	4,494	2,594	11,316	4,494	2,594
Reverse contingent consideration	8,000	-	-	8,000	-	-
Cash	20,420	22,660	16,052	20,420	22,660	16,052
	39,736	27,154	18,646	39,736	27,154	18,646
<b>Financial liabilities</b>						
Trade and other payables	16,105	19,724	14,739	16,105	19,724	14,739
Interest-bearing loans and borrowings						
Obligations under finance leases	1,794	2,789	1,844	1,794	2,789	1,844
Floating rate borrowings	45,722	-	-	45,119	-	-
Other borrowings	-	48	-	-	48	-
Bank overdrafts	16	-	4	16	-	4
Interest rate swap	105	-	-	105	-	-
	63,742	22,561	16,587	63,139	22,561	16,587

Carrying values are assumed to approximate their fair values where discounting is not material. The fair value of floating rate borrowings has been calculated by discounting the expected future cash flows at prevailing market interest rates.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 10 FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

#### *Fair value hierarchy*

The Group uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique

Level 1 quoted (unadjusted) prices in active markets for identical assets and liabilities

Level 2 other techniques for which all inputs that have a significant effect on the recorded fair value are observable, either directly or indirectly

Level 3 techniques that use inputs that have a significant effect on the recorded fair value that are not based on observable market data

At 30 April 2012, the Group held the following financial instruments carried at fair value in the statement of financial position

	30 April 2012 £'000	Level 1 £'000	Level 2 £'000	Level 3 £'000
<b><i>Assets measured at fair value</i></b>				
Financial assets at fair value through profit or loss				
Reverse contingent consideration	8,000	-	8,000	-
	8,000	-	8,000	-
<b><i>Liabilities measured at fair value</i></b>				
Financial liabilities at fair value through profit or loss				
Interest rate swaps	105	-	105	-
	105	-	105	-

### 11 INVENTORY

	30 April 2012	Acquisition	Movement	31 December 2010	Movement	31 December 2009
<b><i>Gross values</i></b>						
Raw materials and consumables	2,516	383	518	1,615	635	980
	2,516	383	518	1,615	635	980
<b><i>Write down</i></b>						
Raw materials and consumables	(100)	-	(41)	(59)	(59)	-
	(100)	-	(41)	(59)	(59)	-
<b><i>Net values</i></b>						
Raw materials and consumables	2,416	383	477	1,556	576	980
	2,416	383	477	1,556	576	980

The cost of inventories recognised as an expense and included in cost of sales amounted to £23,605,000 (year ended 31 December 2010 £13,138,000)

**Photobox Holdco Limited**  
**NOTES TO THE FINANCIAL STATEMENTS**  
for the period ended 30 April 2012

**12 TRADE AND OTHER RECEIVABLES**

	At 30 April 2012 £'000	At 31 December 2010 £'000	At 31 December 2009 £'000
<i>Due within one year:</i>			
Trade receivables	1,448	1,558	1,236
Less provision for impairment of trade receivables	(52)	(12)	(27)
Trade receivables - net	1,396	1,546	1,209
Other receivables	7,904	1,270	50
Prepayments	2,016	1,678	1,335
	<b>11,316</b>	<b>4,494</b>	<b>2,594</b>
<i>Due after more than one year:</i>			
Other receivables	1,773	253	263

**13 TRADE AND OTHER PAYABLES**

	At 30 April 2012 £'000	At 31 December 2010 £'000	At 31 December 2009 £'000
Trade payables	5,618	6,656	4,479
Other payables	1,173	275	36
Other taxation and social security	2,203	2,693	2,961
Accruals	7,216	10,100	7,263
	<b>16,210</b>	<b>19,724</b>	<b>14,739</b>

**14 BORROWINGS**

	At 30 April 2012 £'000	At 31 December 2010 £'000	At 31 December 2009 £'000
<i>Current</i>			
Obligations under finance leases - current	692	666	564
Bank overdraft	16	-	4
Bank loan	5,714	-	-
Other borrowings	-	48	-
	<b>6,422</b>	<b>714</b>	<b>568</b>
<i>Non-current</i>			
Obligations under finance leases - non-current	1,102	2,123	1,280
Bank loan	40,008	-	-
	<b>41,110</b>	<b>2,123</b>	<b>1,280</b>
<b>Total borrowings</b>	<b>47,532</b>	<b>2,837</b>	<b>1,848</b>

Included in the bank loans is an amount of £24,380,000 (gross of costs relating to the raising of the debt), which is payable in instalments commencing in February 2012 and ending in July 2015, and carries interest of LIBOR plus 4%. The balance of £23,500,000 (gross of costs relating to the raising of the debt) carries interest of LIBOR plus 4.25%, and is repayable in a single instalment in July 2016. The remainder of the balance comprises costs related to the establishment of the debt of £2,586,000 (which are being amortised over the life of the loan) and interest accrued at the year end of £428,000.

Obligations under finance leases disclosed above are secured on the related assets

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 15 PROVISIONS

	Warranty provision	Restructuring provision	Other provisions	Total
At 1 January 2010	211	-	1,733	1,944
Additions to provisions	381	-	1,196	1,577
Use of provision in the year	(211)	-	-	(211)
At 1 January 2011	381	-	2,929	3,310
Additions to provisions	165	98	153	416
Use of provision in the year	(366)	-	(115)	(481)
Release of provision in the year	-	-	(2,727)	(2,727)
Other movements	-	-	(59)	(59)
Foreign exchange	-	-	(10)	(10)
	180	98	171	449

Warranty provision relates to the estimated cost for re-production of products which may require re-work. It is expected that most of these costs will be incurred in the next financial year.

Restructuring provision relates to the expected cost of redundancies announced in Guernsey in April 2012. The restructuring is expected to be complete in the next financial year.

Other provisions related to various litigation matters and dilapidation provisions. The timing of settlement for litigation matters is unknown but not anticipated in the next financial year.

### 16 SHARE CAPITAL AND RESERVES

	At 30 April 2012 £'000	At 31 December 2010 £'000	At 31 December 2009 £'000
<i>Allotted, issued and fully paid:</i>			
24,997,916 ordinary shares of 0.1p each*	25	21	21
31,350,187 "A" Preference shares of 0.1p each	31	31	31
7,077,781 "B" Preference shares of 0.1p each	7	7	7
36,758,342 "C" Preference shares of 0.1p each	37	-	-
	100	59	59

\*including 4,334 Non-voting Ordinary Shares

Under merger accounting, share capital is presented on the assumption that it has been in issue through both the comparative and the current period. Comparative balances have therefore been restated to reflect share capital at the date of the group reconstruction (19 July 2011), being the shares issued by Photobox Holdco Limited to acquire Photoways, Inc.

The issued share capital of the Company is divided into the following classes of shares: (i) Ordinary Shares, (ii) Non-voting Ordinary shares, (iii) Class A Preference Shares, (iv) Class B Preference Shares, and (v) Class C Preference Shares.

Each holder of outstanding Class A Preference Shares, Class B Preference Shares and Class C Preference Shares are entitled to cast such number of votes as is equal to the number of Ordinary Shares into which the Class A Preference Shares, Class B Preference Shares and/or Class C Preference Shares held by such holder are convertible as of the record date for determining shareholders entitled to vote on such matter.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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### 16 SHARE CAPITAL AND RESERVES (continued)

Subject to applicable laws and the Articles of association, holders of Class A Preference Shares, Class B Preference Shares and Class C Preference Shares shall vote together with the holders of Ordinary Shares as a single class

#### *Class A preference shares*

Class A preference shares carry a dividend US\$0.09229 per annum plus all dividend previously accrued on the shares of Series A Preferred Stock pursuant to the Photoways Inc articles of association. Accrued dividends are payable when and as declared by the Board or the Company, or upon liquidation, dissolution or winding up of the Company.

#### *Class B preference shares*

Class B preference shares carry a dividend US\$0.15256 per annum plus all dividend previously accrued on the shares of Series B Preferred Stock pursuant to the Photoways Inc articles of association. Accrued dividends are payable when and as declared by the Board or the Company, or upon liquidation, dissolution or winding up of the Company. Class B preference shares rank in preference to the holders of any other class or series of shares (other than the holders of Class C Preference Shares) and on a pari passu basis with the holders of Class C Preference Shares.

#### *Class C preference shares*

Class C preference shares carry a dividend of 8.0% per annum plus all dividend previously accrued on the shares of Series C Preferred Stock pursuant to the Photoways Inc articles of association. Accrued dividends are payable when and as declared by the Board or the Company, or upon liquidation, dissolution or winding up of the Company. Class C preference shares rank in preference to the holders of any other class or series of shares (other than the holders of Class B Preference Shares) and on a pari passu basis with the holders of Class B Preference Shares.

#### *Ordinary shares*

On 19 July 2011, 20,525,655 £0.001 ordinary shares were issued as part of a share for share exchange with the former shareholders of Photoways Inc for cash consideration of £nil.

On 22 July 2011, 1,327,842 £0.001 ordinary shares were converted into 1,327,842 £0.001 "C" Preference shares for cash consideration of £nil.

On 26 July 2011, 5,618,414 £0.001 ordinary shares were issued for in exchange for 5,618,414 convertible loan notes in Photobox Alpha Limited (which were converted into ordinary share capital in Photobox Holdco Alpha Limited immediately after this swap).

On 10 August 2011, 100,000 options over ordinary shares were exercised for cash consideration of £70,376, and 100,000 ordinary shares were issued.

On 30 August 2011, 81,687 £0.001 ordinary shares were issued for cash consideration.

#### *"A" Preference shares:*

On 19 July 2011, 31,369,641 £0.001 "A" Preference shares were issued as part of a share for share exchange with the former shareholders of Photoways Inc for cash consideration of £nil.

On 22 July 2011, 19,454 £0.001 "A" Preference shares were converted into 19,454 £0.001 "C" Preference shares for cash consideration of £nil.

#### *"B" Preference shares:*

On 19 July 2011, 7,077,781 £0.001 "B" Preference shares were issued as part of a share for share exchange with the former shareholders of Photoways Inc for cash consideration of £nil.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS for the period ended 30 April 2012

### 16 SHARE CAPITAL AND RESERVES (continued)

#### "C" Preference shares

On 22 July 2011, 27,430,906 £0 001 "C" Preference shares were issued for cash consideration of £48,123,546

On 22 July 2011, 1,347,296 £0 001 "C" Preference shares were issued in respect of the conversion of 1,327,842 ordinary shares and 19,454 "C" Preference shares referred to above

On 26 July 2011, 7,980,140 £0 001 "C" Preference shares were issued in exchange for 7,980,140 convertible loan notes in Photobox Holdco Alpha Limited (which were converted into ordinary share capital in Photobox Holdco Alpha Limited immediately after this swap)

The merger reserve arose on the group reconstruction when Photobox Holdco Limited was inserted as the ultimate parent of the group and purchased the share capital of the previous parent, Photoways, Inc

The foreign exchange reserve represents the exchange difference arising on the retranslation of foreign currency denominated group companies into the group's Sterling presentation currency

### 17 SHARE OPTIONS

Following a group reconstruction, the Group's ultimate parent company changed from Photoways, Inc to Photobox Holdco Limited Up until 22 July 2011, all options were granted by the Photoways, Inc Board of Directors under the 2005 Stock Option and Grant Plan Photoways, Inc (together with various Amendments and Addendums) All options issued since 22 July 2011 have been granted under the Long Term Incentive Plan of Photobox Holdco Limited

Except as determined at the sole discretion of the Board of Directors (of Photoways Inc for options granted prior to 22 July 2011, and Photobox Holdco Limited for options granted since 22 July 2011), the vesting period of the options starts on the 1<sup>st</sup> anniversary of the grant date (where 25% of the options vest), and continues with monthly vesting over a period of 36 months The maximum term of an option is 10 years from the date the option is granted

Following the reconstruction, all option holders entered into either a swap agreement or a put and call agreement whereby the options remain under the rules of Photoways Inc plan Where a swap agreement is in place, the only modification to this scheme is that upon exercise, the holder receives an ordinary share in Photobox Holdco Limited rather than a share of common stock in Photoways, Inc Where a put and call agreement is in place, when option holders exercise their option, they receive a share of common stock in Photoways, Inc Immediately upon issue, Photobox Holdco Limited will exercise a call option to acquire this share of common stock in Photoways, Inc for an ordinary share in Photobox Holdco Limited Under both arrangements, the change to the settlement of the option reflects a modification but does not result in any change in the fair value of the options originally issued under the 2005 plan

	16 month period to 30 April 2012		Year ended 31 December 2010	
	Number	Weighted average exercise price	Number	Weighted average exercise price
At start of period	12,852,488	£0 82	11,050,158	£0 74
Granted	4,643,000	£0 88	4,620,031	£0 89
Forfeited	(947,259)	£0 86	(2,817,701)	£0 76
Exercised	(623,938)	£0 72	-	-
At end of period	15,924,291	£0 82	12,852,488	£0 82

The weighted average remaining contractual life for the share options outstanding as at 30 April 2012 is 6.89 years (at 31 December 2010 7.21 years)

The weighted average fair value of options granted during the period was £0.45 (year ended 31 December 2010 £0.51)

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS for the period ended 30 April 2012

### 17 SHARE OPTIONS (continued)

The following table illustrates the number of options granted, their vesting start and end dates, their exercise prices, movements during the period to 30 April 2012 and the numbers of share options remaining to vest at the end of April 2012

	Date of grant	Date of expiry	Options at 31/12/10	Grants in period	Forfeitures in period	Exercised	Options at 30/4/12	No of options exercisable at 30 April 2012	Exercise price
Plan 1	09/07/2005	09/07/2015	-	-	-	-	-	-	\$1.15
Plan 2.1	23/11/2005	23/11/2015	288,010	-	-	-	288,010	288,010	\$1.15
Plan 2.2	23/11/2005	23/11/2015	667,003	-	-	-	667,003	667,003	\$1.15
Plan 2.3	23/11/2005	23/11/2015	200,101	-	-	-	200,101	200,101	\$1.15
Plan 2.3 bis	23/11/2005	23/11/2015	-	-	-	-	-	-	\$1.15
Plan 3.1	05/04/2006	04/04/2016	-	-	-	-	-	-	\$1.15
Plan 3.1 bis	05/04/2006	04/04/2016	52,209	-	-	-	52,209	52,209	\$1.15
Plan 3.2	05/04/2006	04/04/2016	-	-	-	-	-	-	\$1.15
Plan 4	06/10/2006	05/10/2016	3,185,000	-	-	(500,438)	2,684,562	2,684,562	\$1.15
Plan 5.1	06/12/2006	05/12/2016	242,000	-	(1,000)	(100,000)	141,000	141,000	\$1.15
Plan 5.2	06/12/2006	05/12/2016	242,000	-	(23,000)	(20,000)	199,000	199,000	\$1.15
Plan 5.3	06/12/2006	05/12/2016	901,940	-	-	-	901,940	901,940	\$1.15
Plan 5.3 bis	06/12/2006	05/12/2016	342,334	-	-	-	342,334	342,334	\$1.15
Plan 6	03/10/2007	02/10/2017	500,000	-	-	-	500,000	500,000	\$1.15
Plan 7.1	23/05/2007	22/05/2017	14,000	-	(3,000)	-	11,000	11,000	\$1.15
Plan 7.2	23/05/2007	22/05/2017	2,000	-	(1,000)	-	1,000	1,000	\$1.15
Plan 8.1	19/12/2007	18/12/2017	500,000	-	(58,356)	-	441,644	441,644	\$1.39
Plan 8.2	19/12/2007	18/12/2017	68,000	-	-	-	68,000	68,000	\$1.39
Plan 8.3	19/12/2007	18/12/2017	209,000	-	(67,000)	-	142,000	142,000	\$1.39
Plan 9.1	09/04/2008	09/04/2018	30,000	-	-	-	30,000	30,000	\$1.39
Plan 9.2	19/11/2008	19/11/2018	556,413	-	(258,000)	-	298,413	267,153	\$1.39
Plan 10.1	26/01/2009	26/01/2019	84,000	-	(12,000)	-	72,000	59,944	\$1.39
Plan 10.2	26/01/2009	26/01/2019	140,000	-	(42,500)	(3,500)	94,000	77,764	\$1.39
Plan 10.3	03/09/2009	03/09/2019	117,000	-	(30,000)	-	87,000	56,102	\$1.39
Plan 10.4	03/09/2009	03/09/2019	144,000	-	(19,000)	-	125,000	80,612	\$1.39
Plan 10.5	03/09/2009	03/09/2019	40,000	-	-	-	40,000	32,896	\$1.39
Plan 11.1	17/02/2010	17/02/2020	152,000	-	-	-	152,000	82,310	\$1.39
Plan 11.2	17/02/2010	17/02/2020	102,000	-	(5,000)	-	97,000	52,488	\$1.39
Plan 11.3 - 1	25/03/2010	24/03/2020	2,000	-	(1,000)	-	1,000	510	\$1.39
Plan 11.3 - 2	25/03/2010	24/03/2020	758,806	-	(379,403)	-	379,403	197,602	\$1.39
Plan 11.3 - 3	25/03/2010	24/03/2020	2,655,822	-	-	-	2,655,822	1,383,231	\$1.39
Plan 11.3 - 4	25/03/2010	24/03/2020	94,850	-	-	-	94,850	94,850	\$1.39
Plan 11.4 - 1	23/09/2010	22/09/2020	124,000	-	-	-	124,000	49,067	\$1.39
Plan 11.4 - 2	23/09/2010	22/09/2020	38,000	-	-	-	38,000	15,030	\$1.39
Plan 11.4 - 3	23/09/2010	22/09/2020	380,000	-	-	-	380,000	150,412	\$1.39
Plan 11.4 - 4	23/09/2010	22/09/2020	20,000	-	-	-	20,000	7,912	\$1.39
Plan 12.1	10/02/2011	09/02/2021	-	399,000	(23,000)	-	376,000	109,630	\$1.39
Plan 12.2	10/02/2011	09/02/2021	-	160,000	-	-	160,000	46,666	\$1.39
Plan 12.3	10/02/2011	09/02/2021	-	177,000	(24,000)	-	153,000	44,612	\$1.39
Plan 12.4	10/02/2011	09/02/2021	-	250,000	-	-	250,000	72,916	\$1.39
Plan 12.5	10/02/2011	09/02/2021	-	16,000	-	-	16,000	4,664	\$1.39
Plan 12.6	20/09/2011	19/09/2021	-	693,000	-	-	693,000	-	£0.89
Plan 12.7	20/09/2011	19/09/2021	-	400,000	-	-	400,000	-	£0.89
Plan 12.8	15/12/2011	14/12/2021	-	1,500,000	-	-	1,500,000	-	£0.89
Plan 12.9	15/12/2011	14/12/2021	-	1,000,000	-	-	1,000,000	-	£0.89
Plan 13.1	02/02/2012	01/02/2022	-	48,000	-	-	48,000	-	£0.89
			<b>12,852,488</b>	<b>4,643,000</b>	<b>(947,259)</b>	<b>(623,938)</b>	<b>15,924,291</b>	<b>9,556,174</b>	

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 17 SHARE OPTIONS (continued)

The following table lists the inputs used

	Grant date	Strike price	Risk free rate	Volatility	Expected life	Fair value
Plan 1	09/07/05	\$1.15	3.70%	65.42%	5.68	\$0.70
Plan 2.1	23/11/05	\$1.15	3.70%	65.42%	5.77	\$0.70
Plan 2.2	23/11/05	\$1.15	3.70%	65.42%	5.58	\$0.70
Plan 2.3	23/11/05	\$1.15	3.70%	65.42%	5.89	\$0.70
Plan 2.3 bis	23/11/05	\$1.15	3.70%	65.42%	5.89	\$0.00
Plan 3.1	05/04/06	\$1.15	3.70%	56.77%	6.08	\$0.65
Plan 3.1 bis	05/04/06	\$1.15	3.70%	56.77%	6.08	\$0.65
Plan 3.2	05/04/06	\$1.15	3.70%	56.77%	6.00	\$0.65
Plan 4	06/10/06	\$1.15	3.70%	56.77%	5.88	\$0.65
Plan 5.1	06/12/06	\$1.15	3.70%	56.77%	5.58	\$0.63
Plan 5.2	06/12/06	\$1.15	3.70%	56.77%	6.08	\$0.65
Plan 5.3	06/12/06	\$1.15	3.70%	56.77%	6.08	\$0.65
Plan 5.3 bis	06/12/06	\$1.15	3.70%	56.77%	6.08	\$0.65
Plan 6	03/10/07	\$1.15	4.50%	100.00%	6.00	\$0.93
Plan 7.1	23/05/07	\$1.15	4.50%	100.00%	6.00	\$0.93
Plan 7.2	23/05/07	\$1.15	4.50%	100.00%	6.00	\$0.93
Plan 8.1	19/12/07	\$1.39	4.50%	100.00%	6.00	\$1.12
Plan 8.2	19/12/07	\$1.39	4.50%	100.00%	6.00	\$1.12
Plan 8.3	19/12/07	\$1.39	4.50%	100.00%	6.00	\$1.12
Plan 9.1	09/04/08	\$1.39	4.00%	100.00%	6.08	\$1.12
Plan 9.2	19/11/08	\$1.39	4.00%	100.00%	6.08	\$1.12
Plan 10.1	26/01/09	\$1.39	2.50%	100.00%	6.08	\$1.11
Plan 10.2	26/01/09	\$1.39	2.50%	100.00%	6.08	\$1.11
Plan 10.3	03/09/09	\$1.39	2.10%	100.00%	6.08	\$1.11
Plan 10.4	03/09/09	\$1.39	2.10%	100.00%	6.08	\$1.11
Plan 10.5	03/09/09	\$1.39	2.10%	100.00%	6.08	\$1.11
Plan 11.1	17/02/10	\$1.39	1.93%	60.00%	6.08	\$0.79
Plan 11.2	17/02/10	\$1.39	1.93%	60.00%	6.08	\$0.79
Plan 11.3 - 1	25/03/10	\$1.39	1.83%	60.00%	6.08	\$0.79
Plan 11.3 - 2	25/03/10	\$1.39	1.83%	60.00%	6.08	\$0.79
Plan 11.3 - 3	25/03/10	\$1.39	1.83%	60.00%	6.08	\$0.79
Plan 11.3 - 4	25/03/10	\$1.39	1.83%	60.00%	6.08	\$0.79
Plan 11.4 - 1	23/09/10	\$1.39	1.27%	60.00%	6.08	\$0.78
Plan 11.4 - 2	23/09/10	\$1.39	1.27%	60.00%	6.08	\$0.78
Plan 11.4 - 3	23/09/10	\$1.39	1.27%	60.00%	6.08	\$0.78
Plan 11.4 - 4	23/09/10	\$1.39	1.27%	60.00%	6.08	\$0.78
Plan 12.1	10/02/11	\$1.39	2.80%	57.00%	6.00	\$0.77
Plan 12.2	10/02/11	\$1.39	2.80%	57.00%	6.00	\$0.77
Plan 12.3	10/02/11	\$1.39	2.80%	57.00%	6.00	\$0.77
Plan 12.4	10/02/11	\$1.39	2.80%	57.00%	6.00	\$0.77
Plan 12.5	10/02/11	\$1.39	2.80%	57.00%	6.00	\$0.77
Plan 12.6	20/09/11	£0.89	1.3196%	57.00%	6.00	£0.45
Plan 12.7	20/09/11	£0.89	1.3196%	57.00%	6.00	£0.45
Plan 12.8	15/12/11	£0.89	1.0345%	57.00%	6.00	£0.45
Plan 12.9	15/12/11	£0.89	1.0345%	57.00%	6.00	£0.45
Plan 13.1	02/02/12	£0.89	1.0468%	57.00%	6.00	£0.45

The expected volatility is based on the historical volatility of comparator listed companies for a period of at least 4 years from the date of grant

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS for the period ended 30 April 2012

### 18 CASH GENERATED FROM OPERATIONS

	At 30 April 2012 £'000	At 31 December 2010 £'000
Loss before taxation	(21,455)	(50)
Adjustments for		
- Depreciation	4,612	2,720
- Amortisation	7,170	1,573
- Goodwill impairment charge	27,566	-
- Intangible fixed asset impairment charge	2,608	-
- Tangible fixed asset impairment charge	770	-
- Loss on disposal of property plant and equipment	158	-
- Share based payment charge	1,236	1,292
- Net finance costs / (income)	2,989	(37)
- Unrealised foreign exchange gain on operating activities	(601)	(363)
Changes in working capital		
- Inventories	(520)	(599)
- Trade and other receivables	(7,877)	(773)
- Trade and other payables	(9,241)	5,483
	7,415	9,246

### 19 COMMITMENTS AND CONTINGENCIES

#### a) *Contingencies*

All group companies, excluding Photobox Holdco Limited, have given a guarantee in respect of the bank borrowings of another group company, which amounted to £47,880,000 at 30 April 2012

The Group is involved in litigation with unions concerning the French Collective Bargaining Agreement. The Group's position was ratified by a recent court decision, but the claimants have lodged an appeal, which is pending.

#### b) *Capital commitments*

Capital expenditure contracted for at the end of the reporting period but not yet incurred is £nil (31 December 2011 £nil)

#### c) *Operating lease commitments*

The group leases various premises and machinery under non-cancellable operating leases. The future aggregate minimum lease payments under non-cancellable operating leases are as follows:

	At 30 April 2012 £'000	At 31 December 2010 £'000
No later than 1 year	2,421	1,381
Later than 1 year and no later than 5 years	4,503	2,747
Later than 5 years	951	-
	7,875	4,128

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 19 COMMITMENTS AND CONTINGENCIES (continued)

#### d) Finance lease commitments

The group has finance leases for various items of plant and machinery. Future minimum lease payments under finance leases together with the present value of the net minimum lease payments are as follows:

	At 30 April 2012		At 31 December 2010	
	Minimum payments £'000	Present value of payments £'000	Minimum payments £'000	Present value of payments £'000
No later than 1 year	702	658	990	895
Later than 1 year and no later than 5 years	1,182	1,136	1,995	1,894
Total minimum lease payments	1,884	1,794	2,985	2,789
Less amounts representing finance charges	(90)	-	(196)	-
Present value of minimum lease payments	1,794	1,794	2,789	2,789

### 20 RELATED PARTY TRANSACTIONS

#### Insight Venture Management LLC

During the period, the Group paid £37,000 to Insight Venture Management LLC ("Insight") for consultancy services.

LR Handen, a director of Photobox Holdco Limited, is an employee of Insight and a Managing Director in investment funds which are managed by Insight (and which are shareholders in Photobox Holdco Limited).

#### Key Management

During the year, I S Martin (a member of Key Management) became a trustee of a registered charity Moonpig Foundation (registered no. 7171262), which is a separate legal entity from Moonpig.com Ltd. There were financial transactions between the two entities during the year to the value of £32,000, of which £1,000 was received by Moonpig.com Ltd for the re-imbursment of fundraising expenses and £31,000 was paid to the Foundation as a charitable donation.

#### Compensation of Key Management personnel of the Group

	16 months ended 30 April 2012	Year ended 31 December 2010
	£'000	£'000
Short-term employee benefits	2,460	1,081
Post-employment pension and medical benefits	40	17
Share-based payment transactions	1,033	1,080
Total compensation relating to Key Management personnel	3,533	2,178

The amounts disclosed in the table are the amounts recognised as an expense during the reporting period related to Key Management personnel. Key Management are those persons having authority and responsibility for planning, directing and controlling the activities of the group.

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

### 20 RELATED PARTY TRANSACTIONS (continued)

#### *Interests in long term incentive plans*

Share options held by executive and non-executive members of the Board of Directors and Key Management personnel, under the 2005 Stock Option and Grant Plan Photoways, Inc and the Photobox Holdco Limited Long Term Incentive Plan, to purchase ordinary shares have the following expiry dates and exercise prices

			30 April 2012	31 December 2010
	Expiry date	Exercise price	Number outstanding	Number outstanding
Issue date				
2005	2015	\$1 15	200,101	200,101
2006	2016	\$1 15	3,440,335	3,940,773
2007	2017	\$1 15	1,153,501	1,153,501
2008	2018	\$1 39	250,000	250,000
2009	2019	\$1 39	15,000	15,000
2010	2020	\$1 39	3,525,225	3,525,225
2011	2021	£0 89	3,710,000	-
			12,294,162	9,084,600

### 21 BUSINESS COMBINATIONS

#### *Acquisition of Moonpig.com Limited*

In 2011, the Group acquired the entire share capital of Moonpig com Limited, an unlisted company based in the UK and specialising in the sale of personalised greetings cards. The Group acquired Moonpig com Limited as it significantly boosts the group's market share over personalised photographic products.

#### *Assets acquired and liabilities assumed*

The fair value of the identifiable assets and liabilities of Moonpig com Limited at the date of acquisition were

	Note	Fair value recognised on acquisition £'000
Cash		84,807
Cash held in Escrow		12,000
Share capital		23,856
Deferred consideration		100
<b>Total consideration</b>		<b>120,763</b>
Net assets acquired		
Assets		
Tangible and intangible fixed assets	8,9	4,763
Cash and cash equivalents		8,125
Trade and other receivables		748
Inventories		383
		<b>14,019</b>
Liabilities		
Trade and other payables		8,776
Deferred tax liability	7	119
<b>Total identifiable net assets at fair value</b>		<b>5,124</b>
Goodwill and intangibles arising on acquisition	8	<b>115,639</b>
Analysed as follows		
Intangible assets	8	66,236
Deferred tax arising on intangible assets	7	(16,560)
Remaining goodwill	8	65,963

# Photobox Holdco Limited

## NOTES TO THE FINANCIAL STATEMENTS

for the period ended 30 April 2012

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### 21 BUSINESS COMBINATIONS (continued)

Goodwill is allocated entirely to the Moonpig segment. None of the goodwill recognised is deductible for income tax purposes.

From the date of acquisition, Moonpig.com Limited has contributed £35,279,000 of revenue and £9,187,000 to the net profit before tax of the Group.

The Group issued 5,700,101 ordinary shares and 7,980,140 "C" Preference Shares as part consideration for the 100% interest in Moonpig.com Limited.

Transactions costs of £2,341,000 have been expensed and included in exceptional items. Costs attributable to the issuance of the shares of £475,000 have been charged directly to equity as a reduction in share premium.

Of the total goodwill and intangibles arising of £115,639,000, intangible assets to the value of £66,236,000 have been recognised on acquisition, primarily in terms of the trademark and customer relationships. The remaining goodwill represents the value derived from future incremental profitability over and above that which existed at the time of the acquisition, including synergies and cost savings through economies of scale.

**Reverse contingent consideration** As part of the purchase agreement with the previous owners of Moonpig.com Limited, reverse contingent consideration relating to any future changes to the LVCR scheme which adversely impact Moonpig.com revenue, was agreed. Consideration is due from the vendor, paid out of Escrow each month, dependent on monthly sales, and capped at a cumulative total of £8,000,000. The fair value at the date of the acquisition was £nil, as the Group did not envisage the loss of LVCR in its entirety and therefore the full amount was included in consideration. It is expected that the full amount of £8,000,000 will be refunded to the group during 2012 and 2013. A debtor in respect of this £8,000,000 has been recognised on the balance sheet at the year end, and the credit taken to the Income Statement in the year.

# Photobox Holdco Limited (Company)

## DIRECTORS' RESPONSIBILITIES STATEMENT

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The directors are responsible for preparing the Directors' 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 the profit or loss for that period.

In preparing these financial statements, the directors are required to

- a select suitable accounting policies and then apply them consistently,
- b make judgements and estimates that are reasonable and prudent,
- c state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- d 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.

# Photobox Holdco Limited (Company)

## REPORT OF THE INDEPENDENT AUDITOR

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We have audited the financial statements of Photobox Holdco Limited for the period ended 30 April 2012 which comprise the Balance Sheet and the related notes 1 to 8. 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 set out on page 44, 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 parent 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 Directors' 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 the financial statements**

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 30 April 2012 and of its profit for the period 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 Directors' Report for the financial period for which the financial statements are prepared is consistent with the financial statements.

# Photobox Holdco Limited (Company)

## REPORT OF THE INDEPENDENT AUDITOR

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### 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.

*Ernst & Young LLP*

NICK POWELL (Senior Statutory Auditor)  
For and on behalf of ERNST & YOUNG LLP, Statutory Auditor  
1 More London Place  
London SE1 2AF

17/08/2012

# Photobox Holdco Limited (Company)

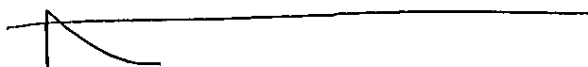
Company balance sheet

As at 30 April 2012

	<i>Notes</i>	<b>30 April 2012 £'000</b>
<b>Fixed assets</b>		
Investments in group companies	3	112,252
<b>Current liabilities</b>		
Creditors amounts falling due within one year	4	(103)
<b>NET CURRENT LIABILITIES</b>		<b>(103)</b>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>112,149</b>
<b>NET ASSETS</b>		<b>112,149</b>

<b>Capital and reserves</b>		
Ordinary share capital	5	25
"A" Preference share capital	5	31
"B" Preference share capital	5	7
"C" Preference share capital	5	37
Share premium	6	71,160
Merger reserve	6	40,875
Retained earnings	6	14
<b>TOTAL SHAREHOLDERS' FUNDS</b>	<b>7</b>	<b>112,149</b>

The financial statements on pages 47 to 52 were approved by the board of directors and authorised for issue on 17 August 2012 and are signed on its behalf by



**S Laurent**  
Director

# Photobox Holdco Limited (Company)

Notes to the financial statements

For the period ended 30 April 2012

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## 1. PRINCIPAL ACCOUNTING POLICIES

The financial statements have been prepared in accordance with the Companies Act 2006 and applicable Accounting Standards in the UK. A summary of the material accounting policies, which have been consistently applied and reviewed by the board of directors in accordance with Financial Reporting Standard (FRS) 18, "Accounting policies", is set out below.

### **Basis of accounting**

The financial statements are prepared in accordance with the historical cost convention.

### **Going concern**

The company has sufficient financial resources and as a consequence, the directors believe that they are well placed to manage its business risk successfully and to continue in operational existence for the foreseeable future. Therefore they consider it appropriate to adopt the going concern basis in preparing the financial statements.

### **Investments in subsidiaries**

Investments in subsidiaries are initially recorded at cost. Where an acquisition satisfies the provisions of section 612 of the Companies Act 2006 for merger relief, the investment is stated at the nominal value of shares issued plus the fair value of any other consideration.

### **Cash flow statement**

The Company has taken advantage of the exemption in FRS 1 Revised 1996 "Cash flow statements" which provides that where a company is a member of a group and a consolidated cash flow statement is published, the company does not have to prepare a cash flow statement.

### **Foreign currency**

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

### **Taxation**

Current tax is provided at amounts expected to be paid using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

### **Financial instruments**

The Company does not have any financial instruments, other than intercompany payables and receivables and cash. Due to the short-term nature of these balances, the Company considers the fair value of these items to equal the carrying value.

## 2. PROFIT FOR THE YEAR

As permitted by Section 408 of the Companies Act 2006, the parent company's profit and loss account has not been included in these financial statements. The parent company's profit after taxation was £14,000. The Company has no employees. Emoluments for the company directors were borne by a fellow group company. Audit fees are disclosed in note 2 to the consolidated financial statements. The company has paid no dividends in the period.

# Photobox Holdco Limited (Company)

Notes to the financial statements

For the period ended 30 April 2012

## 3 INVESTMENTS IN GROUP COMPANIES

	2012 £'000
<i>Cost and net book value</i>	
Additions in the year	112,252
	<b>112,252</b>

The company was incorporated in the year and following a group reorganisation, the company became the new parent of the group

### *Interests in group undertakings*

Details of subsidiary undertakings are as follows

Name of Company	Country of incorporation	Holding	Proportion of voting rights and shares directly held	Proportion of voting rights and shares indirectly held	Nature of business
Photobox Holdco Gamma Ltd	UK	Ordinary shares	100 0%	-	Holding company
Photobox Holdco Alpha Ltd	UK	Ordinary shares	-	100 0%	Holding company
Photobox Holdco Beta Ltd	UK	Ordinary shares	-	100 0%	Holding company
Photobox Ltd	UK	Ordinary shares	-	100 0%	Trading company
Moonpig com Ltd	UK	Ordinary shares	-	100 0%	Trading company
Photobox SAS	France	Share capital	-	100 0%	Trading company
Photoways Inc	USA	Common stock	-	100 0%	Holding company
		Preference stock			
Photobox GmbH	Germany	Share capital	-	100 0%	Service company
Online Photo Sverige AB	Sweden	Share capital	-	100 0%	Service company

The directors are of the opinion that the individual investments in the subsidiary undertakings have a value not less than the amount at which they are shown in the Balance Sheet

## 4 CREDITORS: Amounts falling due within one year

	30 April 2012 £'000
Amounts owed to group undertakings	103

# Photobox Holdco Limited (Company)

Notes to the financial statements

For the period ended 30 April 2012

## 5 SHARE CAPITAL

30 April 2012

£'000

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**Allotted, issued and fully paid:**

24,997,920 ordinary shares of 0.1p each	25
31,350,187 "A" Preference shares of 0.1p each	31
7,077,781 "B" Preference shares of 0.1p each	7
36,758,342 "C" Preference shares of 0.1p each	37

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\*including 4,334 Non-voting Ordinary Shares

The issued share capital of the Company is divided into the following classes of shares (i) Ordinary Shares, (ii) Non-voting Ordinary shares, (iii) Class A Preference Shares, (iv) Class B Preference Shares, and (v) Class C Preference Shares

Each holder of outstanding Class A Preference Shares, Class B Preference Shares and Class C Preference Shares are entitled to cast such number of votes as is equal to the number of Ordinary Shares into which the Class A Preference Shares, Class B Preference Shares and/or Class C Preference Shares held by such holder are convertible as of the record date for determining shareholders entitled to vote on such matter

Subject to applicable laws and the Articles of association, holders of Class A Preference Shares, Class B Preference Shares and Class C Preference Shares shall vote together with the holders of Ordinary Shares as a single class

***Class A preference shares***

Class A preference shares carry a dividend US\$0.09229 per annum plus all dividend previously accrued on the shares of Series A Preferred Stock pursuant to the Photoways Inc articles of association. Accrued dividends are payable when and as declared by the Board or the Company, or upon liquidation, dissolution or winding up of the Company.

***Class B preference shares***

Class B preference shares carry a dividend US\$0.15256 per annum plus all dividend previously accrued on the shares of Series B Preferred Stock pursuant to the Photoways Inc articles of association. Accrued dividends are payable when and as declared by the Board or the Company, or upon liquidation, dissolution or winding up of the Company. Class B preference shares rank in preference to the holders of any other class or series of shares (other than the holders of Class C Preference Shares) and on a pari passu basis with the holders of Class C Preference Shares.

***Class C preference shares***

Class C preference shares carry a dividend of 8.0% per annum plus all dividend previously accrued on the shares of Series C Preferred Stock pursuant to the Photoways Inc articles of association. Accrued dividends are payable when and as declared by the Board or the Company, or upon liquidation, dissolution or winding up of the Company. Class C preference shares rank in preference to the holders of any other class or series of shares (other than the holders of Class B Preference Shares) and on a pari passu basis with the holders of Class B Preference Shares.

# Photobox Holdco Limited (Company)

Notes to the financial statements

For the period ended 30 April 2012

## 5 SHARE CAPITAL (continued)

### *Ordinary shares:*

On 19 July 2011, 20,525,655 £0 001 ordinary shares were issued as part of a share for share exchange with the former shareholders of Photoways Inc for cash consideration of £nil

On 22 July 2011, 1,327,842 £0 001 ordinary shares were converted into 1,327,842 £0 001 "C" Preference shares for cash consideration of £nil

On 26 July 2011, 5,618,414 £0 001 ordinary shares were issued for in exchange for 5,618,414 convertible loan notes in Photobox Alpha Limited (which were converted into ordinary share capital in Photobox Holdco Alpha Limited immediately after this swap)

On 10 August 2011, 100,000 options over ordinary shares were exercised for cash consideration of £70,376, and 100,000 ordinary shares were issued

On 30 August 2011, 81,687 £0 001 ordinary shares were issued for cash consideration

### *"A" Preference shares:*

On 19 July 2011, 31,369,641 £0 001 "A" Preference shares were issued as part of a share for share exchange with the former shareholders of Photoways Inc for cash consideration of £nil

On 22 July 2011, 19,454 £0 001 "A" Preference shares were converted into 19,454 £0 001 "C" Preference shares for cash consideration of £nil

### *"B" Preference shares:*

On 19<sup>th</sup> July 2011, 7,077,781 £0 001 "B" Preference shares were issued as part of a share for share exchange with the former shareholders of Photoways Inc for cash consideration of £nil

### *"C" Preference shares:*

On 22<sup>nd</sup> July 2011, 27,430,906 £0 001 "C" Preference shares were issued for cash consideration of £48,123,546

On 22 July 2011, 1,347,296 £0 001 "C" Preference shares were issued in respect of the conversion of 1,327,842 ordinary shares and 19,454 "C" Preference shares referred to above

On 26<sup>th</sup> July 2011, 7,980,140 £0 001 "C" Preference shares were issued in exchange for 7,980,140 convertible loan notes in Photobox Holdco Alpha Limited (which were converted into ordinary share capital in Photobox Holdco Alpha Limited immediately after this swap)

## 6 STATEMENT OF MOVEMENT ON RESERVES

	Share premium account £'000	Merger reserve £'000	Profit and loss account £'000
Profit for the year	-	-	14
Issue of share capital (net of costs)	71,160	-	-
Merger reserve	-	40,875	-
At 30 April 2012	71,160	40,875	14

# Photobox Holdco Limited (Company)

Notes to the financial statements

For the period ended 30 April 2012

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## 7 RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

	£'000
Opening shareholders' funds/(deficit)	-
Profit for the financial year	14
Issue of share capital (net of costs)	71,260
Merger reserve	40,875
Closing shareholders' funds	112,149

## 8 RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemption from disclosure available to parent companies under FRS 8 "Related party disclosures", where transactions and balances between group entities have been eliminated on consolidation