

Company Registration No. 00112955

The National Magazine Company Limited

Report and Financial Statements

31 December 2012

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The National Magazine Company Limited

Report and financial statements 2012

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The National Magazine Company Limited

Report and financial statements 2012

Officers and professional advisers

Directors

F A Bennack Jr (USA, Chairman)
J D Edwards (USA, Deputy Chairman)
S Home
J P Loughlin (USA)
G C Maurer (USA)
M Clinton (USA)
A de Puyfontaine
S Swartz
D F Carey
A Jones (appointed 24th April 2012)

Secretary

A Nisbet

Registered Office

National Magazine House
72 Broadwick Street
London
W1F 9EP

Bankers

HSBC plc
Bank of America, N A

Solicitors

Clifford Chance LLP
Field Fisher Waterhouse
Simon Muirhead and Burton

Auditor

Deloitte LLP
Chartered Accountants
London

The National Magazine Company Limited

Directors' report

The directors present their annual report and the audited financial statements of The National Magazine Company Limited (the "Company") and its subsidiaries (the "Group") for the year ended 31 December 2012

Business review and principal activities

The National Magazine Company Limited is a wholly-owned subsidiary of Hearst Communications Inc

The Group is a consumer media business publishing content to consumers both in print and electronically, through a range of mediums including magazines, electronic distribution direct to consumers for a range of tablet and smart phones and through consumer facing websites. The Group reaches large targeted consumer audiences through the various media it publishes and sells these target audiences to advertisers

On 16 January 2012 two titles, Prima Baby and You and Your Wedding were sold and on 14 June 2012, Coast was sold and the licence to publish Psychologies was terminated

The Company paid a dividend of £5,000,000 during the year (2011 £9,000,000)

As shown in the group's profit and loss account on page 8, the Group's revenue has increased by 3.4% to £335.6m and the profit on ordinary activities after tax has increased from £2.9 million in 2011 to a profit of £11.9 million in 2012

The balance sheet on page 10 of the financial statements shows that the Group's net asset position at the year-end has increased from £17.5 million to £21.5 million

The Group cash flow statement on page 11 shows that the Group's net cash inflow decreased from £7.0 million in 2011 to £1.5 million in 2012, driven largely by movements in working capital

The table below highlights some of the key performance indicators for the Group

| | 2012 £'000 | 2011 £'000 |
|------------------|---------------|---------------|
| Turnover | 335,550 | 324,363 |
| Operating profit | 13,481 | 10,156 |
| Operating margin | 4.0% | 3.1% |
| Pre-tax profit | 17,373 | 5,176 |

Excluding the disposals listed above, the average issue total circulation of the Company's magazines for the six month period ended 31st December 2012 (as audited by the Audit Bureau of Circulation) was 3,459,569 a decrease of 6.6% on the same period circulation of 3,706,017 last year

Future developments

The Group will continue to develop its magazine and online publishing business

Going concern

The directors have a reasonable expectation that the Company and the Group have adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis in preparing the financial statements

Further details regarding the adoption of the going concern basis can be found in Note 1 in the financial statements

The National Magazine Company Limited

Directors' report

Principal risks and uncertainties

The directors regularly review risks which face the Company in order to manage and mitigate any potential impact

As shown by the ABC circulation figures, circulation of printed copies is declining in a difficult market and with a shift to different forms of consumption. The rate of decline differs by sector and between weekly and monthly titles. The Group has a portfolio of titles across sectors and a mix of weekly and monthly titles.

The Group continues to explore opportunities to widen the reach of its brands through new routes to market, desktop and mobile websites, social media, enhanced digital tablet editions and events to deepen engagement and loyalty with our consumers and advertising clients.

Further non-core activities which support and complement the Group's client offering in the traditional distribution business are being pursued and system investment is ongoing to increase the ability to move into new areas and increase client service.

Fluctuations in advertising revenue could have a marked impact on profitability. However, the mixed portfolio of magazines and diversification into digital publishing limits the exposure to this risk.

As costs fluctuate with the current economic conditions and markets consolidate it is important that business planning is supported by cost and supplier stability. The Group works within Hearst's corporate structure on varied procurement initiatives to build long-term and successful supplier relationships which enable us to secure goods and services at the best quality and value over the long term.

Financial Risk

Due to the nature of the Group's business, and the assets and liabilities contained within the balance sheet, the principal financial risk that the directors consider relevant to the Group is credit risk. This risk is mitigated by the controls surrounding trade debtors, including obtaining credit insurance where appropriate. Whilst the current economic conditions create uncertainty, particularly over recoverability of the outstanding debts, the Group has a good record of recoverability.

Liquidity risk is mitigated by regular cash flow reviews to ensure the Company has sufficient cash to meet the operational requirements of the business.

In respect of the distribution business, Conde Nast & National Magazine Distributors Limited ("Comag"), rolling publisher contract renewals present some risk each year but this is managed and balanced off by business acquisition activity. No single client represents more than 5% of total company brokerage.

Comag is also exposed to foreign exchange risk. This is regularly reviewed and the use of forward contracts has been used during 2012 to reduce the exposure to this risk.

Employees

Details of the number of employees and related costs can be found in Note 7 to the financial statements on page 17.

Applications for employment by disabled persons are always fully considered, bearing in mind the aptitudes of the applicant concerned. In the event of members of staff becoming disabled every effort is made to ensure that their employment with the company continues and that appropriate training is arranged. It is the policy of the Group that the training, career development and promotion of disabled persons should, as far as possible, be identical with that of other employees.

The Group participates in its parent company's policies and practices to keep employees informed on matters relevant to them as employees through regular meetings, intranet and newsletter.

The National Magazine Company Limited

Directors' report

Directors

The directors of the Company at 31 December 2012 are listed on page 1

Directors' interests in shares

The directors had no interests in the shares of the Company at either the beginning or end of the year nor were there any disclosable interests in the shares of other group companies

Subsequent events

On 1st January 2013 the existing loan note (valued at \$108.6m at 31st December 2012) payable to Hearst Communication Inc was settled by the issue of an Original Issue Discount (OID) note to Hearst Investments LP. The OID note is valued at £109.4m including the Original Issue Discount of £42.3m and is repayable on 1 January, 2023. This change removes foreign exchange risk to the Company debt structure but otherwise has no impact on business operations.

Directors' indemnities

The Company has made qualifying third party indemnity provisions for the benefit of its directors which were made during the year and remain in force at the date of this report.

Auditor

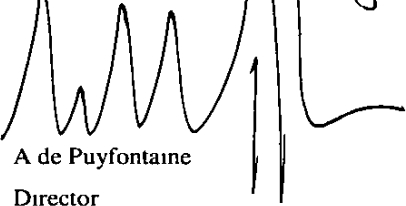
Each of the persons who is a director at the date of approval of this report confirms that

- so far as the director is aware there is no relevant audit information of which the Group's auditor is unaware, and
- the director has taken all reasonable steps that he/she ought to have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the Group's auditor is aware of that information.

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

Deloitte LLP have expressed their willingness to continue in office as auditor and a resolution to reappoint them will be proposed at the forthcoming Annual General Meeting.

Approved by the Board
and signed on its behalf on 11 June 2013



A de Puyfontaine
Director

The National Magazine Company Limited

Statement of directors' responsibilities

The directors are responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations

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

- select suitable accounting policies and then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions with reasonable accuracy at any time the financial position of the Company and to 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.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Independent auditor's report to the members of The National Magazine Company Limited

We have audited the financial statements of The National Magazine Company Limited and its subsidiaries (together, "the group") for the year ended 31 December 2012 which comprise the group profit and loss account, the group statement of total recognised gains and losses, the group and company balance sheets, the group cash flow statement and the related notes 1 to 37. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

Respective responsibilities of directors and auditor

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

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the group and 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 annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the group's affairs and the parent company's affairs as at 31 December 2012 and of the group's profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

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

Independent auditor's report to the members of The National Magazine Company Limited (continued)

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 by the parent company, 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

M. C. Lee-Amies

Mark Lee-Amies (Senior Statutory Auditor)
for and on behalf of Deloitte LLP
Chartered Accountants and Statutory Auditor
London, United Kingdom

11 June 2013

The National Magazine Company Limited

Group profit and loss account Year ended 31 December 2012

| | Notes | 2012 £'000 | 2011 £'000 |
|--|---------|---------------|---------------|
| Turnover | | | |
| Existing operations | | | |
| (In addition share of joint venture turnover | | | |
| £8,274,126 (2011 £8,868,762) | 3, 4, 5 | 335,550 | 324,363 |
| Cost of sales | | (232,908) | (227,466) |
| Gross profit | | 102,642 | 96,897 |
| Other operating expenses | | (90,914) | (89,323) |
| Operating profit | | | |
| Existing operations | 10 | 11,728 | 7,574 |
| Share of joint venture operating profit | 5 | 1,753 | 2,582 |
| | | 13,481 | 10,156 |
| Profit on sale of intangible assets | | 2,896 | - |
| Profit on ordinary activities before interest | | 16,377 | 10,156 |
| Interest receivable and similar income | 8 | 4,297 | 782 |
| Interest payable and similar charges | 9 | (3,301) | (5,762) |
| Profit on ordinary activities before taxation | | 17,373 | 5,176 |
| Tax on profit on ordinary activities | 11 | (5,451) | (2,284) |
| Profit on ordinary activities after taxation | | 11,922 | 2,892 |
| Equity minority interests | 29 | 78 | 204 |
| Profit for the financial year | | 12,000 | 3,096 |

All results were derived from continuing operations in current and prior years

The National Magazine Company Limited.

Group statement of total recognised gains and losses Year ended 31 December 2012

| | Notes | 2012 £'000 | 2011 £'000 |
|---|-------|----------------|---------------|
| Profit for the financial year | | 12,000 | 3,096 |
| Actuarial gain relating to the pension scheme | 24 | 2,543 | 4,214 |
| Effect of asset limit | 24 | (6,339) | - |
| | | <u>(3,796)</u> | <u>4,214</u> |
| UK deferred tax attributable to actuarial (gain)/loss | 34 | 873 | (1,249) |
| Foreign exchange on Loan | | <u>-</u> | <u>(40)</u> |
| Total recognised gains relating to the year | | <u>9,077</u> | <u>6,021</u> |

The National Magazine Company Limited

Group and company balance sheet 31 December 2012

| | | Group | | Company | |
|--|-------|----------------|----------------|---------------|---------------|
| | Notes | 2012 £'000 | 2011 £'000 | 2012 £'000 | 2011 £'000 |
| Fixed assets | | | | | |
| Intangible assets | 14 | 75,043 | 82,706 | 62,347 | 67,651 |
| Tangible assets | 15 | 2,989 | 3,918 | 1,714 | 2,403 |
| Investments in subsidiaries | 16 | - | - | 18,405 | 18,405 |
| Investments in joint ventures | | | | | |
| - goodwill | 17 | 4,401 | 4,541 | 5,658 | 5,658 |
| - share of gross assets | | 2,605 | 2,563 | - | - |
| - share of gross liabilities | | (2,582) | (2,457) | - | - |
| | | <u>4,424</u> | <u>4,647</u> | <u>5,658</u> | <u>5,658</u> |
| | | <u>82,456</u> | <u>91,271</u> | <u>88,124</u> | <u>94,117</u> |
| Current assets | | | | | |
| Stocks | 18 | 4,188 | 5,277 | 4,188 | 5,277 |
| Debtors due within one year | 19 | 77,891 | 73,505 | 32,799 | 43,771 |
| Investments | 20 | 2 | 19 | 2 | 1 |
| Cash at bank and in hand | | 27,101 | 25,612 | 10,541 | 11,235 |
| | | <u>109,182</u> | <u>104,413</u> | <u>47,530</u> | <u>60,284</u> |
| Current liabilities | | | | | |
| Creditors due within one year | 21 | (89,763) | (94,358) | (39,354) | (60,594) |
| Net current assets / (liabilities) | | <u>19,419</u> | <u>10,055</u> | <u>8,176</u> | <u>(310)</u> |
| Total assets less current liabilities | | <u>101,875</u> | <u>101,326</u> | <u>96,300</u> | <u>93,807</u> |
| Creditors, amounts falling due after more than one year | 23 | (72,614) | (73,029) | (72,614) | (73,029) |
| Provisions for liabilities | 22 | (6,675) | (9,320) | (2,146) | (4,042) |
| Net assets excluding pension liability | | <u>22,586</u> | <u>18,977</u> | <u>21,540</u> | <u>16,736</u> |
| Pension liability, net of deferred tax | 24 | (1,058) | (1,448) | (1,058) | (1,448) |
| Net assets including pension liability | | <u>21,528</u> | <u>17,529</u> | <u>20,482</u> | <u>15,288</u> |
| Capital and reserves | | | | | |
| Called up share capital | 26 | 283 | 283 | 283 | 283 |
| Profit and Loss account | 27 | 20,358 | 16,281 | 10,796 | 5,602 |
| Unrealised reserve | | - | - | 9,403 | 9,403 |
| Shareholders' funds | 28 | <u>20,641</u> | <u>16,564</u> | <u>20,482</u> | <u>15,288</u> |
| Equity minority interests | 29 | 887 | 965 | - | - |
| Total capital employed | | <u>21,528</u> | <u>17,529</u> | <u>20,482</u> | <u>15,288</u> |

The financial statements of The National Magazine Company Limited registered number 112955 were approved by the Board of Directors and authorised for issue on 11 June 2013

They were signed on its behalf by

A de Puyfontaine
Director

The National Magazine Company Limited

Group cash flow statement Year ended 31 December 2012

| | Notes | 2012 £'000 | 2011 £'000 |
|---|-------|---------------|---------------|
| Net cash inflow from operating activities | 30 | 9,735 | 14,968 |
| Dividends received from joint ventures | | 1,375 | 1,900 |
| Returns on investment and servicing of finance | | | |
| Interest received | | 55 | 102 |
| Interest paid | | - | (4) |
| Dividends paid to minority interests | | - | (700) |
| | | 55 | (602) |
| Taxation | | | |
| UK corporation tax paid | | (3,458) | (3,200) |
| Group relief received | | - | - |
| | | (3,458) | (3,200) |
| Capital expenditure and financial investment | | | |
| Payments to acquire tangible fixed assets | | (664) | (680) |
| Sale of intangible assets | | 3,950 | 4,585 |
| | | 3,286 | 3,905 |
| Acquisitions | | | |
| Cash acquired on acquisition | | - | 9,442 |
| Acquisition Costs | | - | (76,581) |
| | | - | (67,139) |
| Equity dividends paid | | (5,000) | (9,000) |
| Cash inflow/ (outflow) before financing | | 5,993 | (59,168) |
| Financing | | | |
| Loan from parent company | | - | 66,143 |
| Loans to IPH BV & HM Netherlands BV | | (4,504) | - |
| Increase in cash in the year | | 1,489 | 6,975 |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

1. Going concern basis

The Group's business activities, together with the factors likely to affect its future development, principal risks and uncertainties, performance and position are set out in the directors' report

The Group has a good cash position, current asset position and is cash generative. The Group has met its day to day working capital requirements by cash generated from operations and an intercompany loan from the parent company. The Group's forecasts show that the Group should be able to operate within the level of its current funding for the foreseeable period.

After making enquiries, the directors believe that the Company and the Group have sufficient financial resources to adopt the going concern basis in preparing the financial statements.

2. Accounting policies

The principal accounting policies are summarised below. They have all been applied consistently throughout the current and the preceding years.

Basis of accounting

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

Basis of consolidation

The Group financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries) made up to 31 December each year. Control is achieved where the Company has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities.

Minority interests in the net assets of Group subsidiaries are identified separately from the Group's equity therein.

Losses applicable to the minority in excess of the minority's interest in the subsidiary's equity are allocated against the interests of the Group except to the extent that the minority has a binding obligation and is able to make an additional investment to cover the losses.

The result of subsidiaries acquired or disposed of during the year are included in the group Profit and Loss from effective date of acquisition or up to the effective date of disposal, as appropriate.

Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by the group.

All intra-group transactions, balances, income and expenses are eliminated on consolidation.

Accounting for joint ventures

The gross equity basis of accounting has been applied. Therefore the Group's share of joint venture operating profit or loss is included within group results. In addition the Group's share of gross assets and liabilities together with goodwill are included within Group net assets.

Intangible assets: Goodwill

Goodwill arising on businesses purchased is capitalised in the year in which it arises and amortised on a straight-line basis over its estimated useful life of 20 years.

The goodwill is reviewed for impairment at the end of each reporting period and provision is made for any impairment.

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

2. Accounting policies (continued)

Other intangible fixed assets

Intangible assets have been reviewed on an individual basis and been assigned amortisation rates (between 2 and 20 years) dependent on their useful economic lives. These assets include domain names and trademarks, customer relationships and other intangible assets.

Tangible fixed assets

Tangible fixed assets are recorded at purchase cost, together with any incidental costs of acquisition.

Provision is made for any impairment.

The principal annual rates used for this purpose are

| | |
|-------------------------------------|-------------------------------|
| Freehold buildings and improvements | - 2 to 10 per cent per annum |
| Motor vehicles | - 20 to 33 per cent per annum |
| Furniture and fittings | - 10 to 20 per cent per annum |
| Equipment | - 25 to 50 per cent per annum |

Short term leasehold properties and improvements thereto are amortised over 15 years or, if shorter, the period of the lease. Freehold land is not depreciated.

Investments

Investments are stated at cost less any provision for impairment in value.

Stocks and work-in-progress

Stocks and work-in-progress are valued at the lower of cost and net realisable value. Cost is determined generally on a "first-in, first-out" basis. Where necessary, provision is made for obsolete and slow moving stocks.

Finance and operating leases

Leasing agreements which transfer to the Group substantially all the benefits and risks of ownership of an asset are treated as if the asset had been purchased outright. The assets are included in fixed assets and the capital element of the leasing commitment is shown as obligations under finance leases. The lease rentals are treated as consisting of capital and interest elements. The capital element is recorded as an outstanding obligation and the interest element is charged against profit. Assets held under finance leases are depreciated over the shorter of the lease term and the estimated useful economic lives of the assets.

Operating lease rentals are charged to the profit and loss account on a straight line basis over the lease term. Benefits received as an incentive to sign an operating lease are similarly spread on a straight line basis over the lease term.

Foreign currencies

Transactions denominated in foreign currencies are translated into the functional currency of the group which is sterling at the rates ruling at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are retranslated at the rates ruling at that date. These translation differences are dealt with in the profit and loss account.

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

2. Accounting policies (continued)

Turnover

Turnover, which excludes value added tax, sales between Group companies and trade discounts, represents the invoiced value of goods and services supplied

Newstrade circulation and advertising revenue relating to a magazine is recognised as at the on-sale date of the magazine

Subscription revenues are shown as deferred income and released to the profit and loss account over the life of the subscription, in accordance with the on-sale date of the magazine. Distribution revenue is recognised in accordance with the on-sale date of the magazine

Digital advertising revenue is recognised rateably over the term of the advertising campaign

Taxation

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

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

Pension costs

For defined benefit schemes the amounts charged to operating profit are the current service costs and gains and losses on settlements and curtailments. They are included as part of staff costs. Past service costs are recognised immediately in the profit and loss account if the benefits have vested. If the benefits have not vested immediately, the costs are recognised over the period until vesting occurs. The interest cost and the expected return on assets are shown as a net amount of other finance costs or credits adjacent to interest. Actuarial gains and losses are recognised immediately in the statement of total recognised gains and losses. Defined benefit schemes are funded, with the assets of the scheme held separately from those of the group, in separate trustee administered funds. Pension scheme assets are measured at fair value and liabilities are measured on an actuarial basis using the projected unit method and discounted at a rate equivalent to the current rate of return on a high quality corporate bond of equivalent currency and term to the scheme liabilities. The actuarial valuations are obtained at least triennially and are updated at each balance sheet date. The resulting defined benefit asset or liability, net of the related deferred tax, is presented separately after other net assets on the face of the balance sheet.

For defined contribution schemes the amount charged to the profit and loss account in respect of pension costs and other post-retirement 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.

The National Magazine Company Limited

Notes to the accounts

Year ended 31 December 2012

3. Turnover

All turnover of the Group originates in the United Kingdom. The turnover of the Group by geographical area of destination in respect of its principal activities is set out below

| | 2012 £'000 | 2011 £'000 |
|-------------------|----------------|----------------|
| United Kingdom | 283,190 | 268,783 |
| Rest of Europe | 26,091 | 28,756 |
| USA/Canada | 11,358 | 11,872 |
| Australia | 9,348 | 9,110 |
| Rest of the world | 5,563 | 5,842 |
| | <u>335,550</u> | <u>324,363</u> |

4 Segmental analysis by class of business

The analysis by class of business of the Group's turnover and profit before taxation all of which originated in the United Kingdom is set out below

| | 2012 | | | 2011 | | |
|-------------------|----------------------------|---------------------------------------|-------------------------|----------------------------|---------------------------------------|-------------------------|
| | External sales £'000 | Inter- segmental sales £'000 | Total sales £'000 | External sales £'000 | Inter- segmental sales £'000 | Total sales £'000 |
| (i) Turnover | | | | | | |
| Class of business | | | | | | |
| Publishing | 164,516 | - | 164,516 | 154,749 | - | 154,749 |
| Distribution | 171,034 | 49,992 | 221,026 | 169,614 | 56,576 | 226,190 |
| | <u>335,550</u> | <u>49,992</u> | <u>385,542</u> | <u>324,363</u> | <u>56,576</u> | <u>380,939</u> |

Inter-segmental sales relate to sales generated by a subsidiary of the Company in respect of distributing magazines of the Company. Such sales do not form part of the Group turnover

| | 2012 £'000 | 2011 £'000 |
|---------------------------------------|---------------|---------------|
| (ii) Profit before taxation | | |
| Operating profit by class of business | | |
| Publishing | 13,572 | 9,242 |
| Distribution | (91) | 915 |
| Operating Profit | <u>13,481</u> | <u>10,157</u> |
| Profit on sale of intangible assets | 2,896 | - |
| Net interest payable | (1,894) | (674) |
| Gains/(Loss) on foreign exchange | 2,890 | (4,307) |
| | <u>17,373</u> | <u>5,176</u> |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

4. Segmental analysis by class of business (continued)

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| (iii) Net assets (all held within the UK) | | |
| Publishing | 18,994 | 14,560 |
| Distribution | 2,534 | 2,757 |
| | <u>21,528</u> | <u>17,317</u> |

5. Share of joint venture turnover and operating profit

| | Hearst-Rodale UK Limited | |
|---|-----------------------------|---------------|
| | 2012 £'000 | 2011 £'000 |
| Attributable share of turnover (50 10%) | 8,274 | 8,869 |
| Attributable share of profit on ordinary activities before taxation | 1,753 | 2,582 |
| Amortisation of goodwill | 140 | 140 |

The amortisation of goodwill arising on consolidation has been deducted from the attributable share of profit on ordinary activities before taxation in calculating the share of joint venture operating profit as shown in the Group profit and loss account

6. Directors' emoluments

| | 2012 £'000 | 2011 £'000 |
|------------|---------------|---------------|
| Emoluments | 1,194 | 1,037 |
| | <u>1,194</u> | <u>1,037</u> |

Retirement benefits are accruing to two directors (2011 two directors) under the Group's defined benefit scheme

| | 2012 £'000 | 2011 £'000 |
|--|---------------|---------------|
| Emoluments payable to the highest paid director are as follows: | | |
| Aggregate emoluments excluding pension contributions | 935 | 998 |

Retirement benefits paid to the highest paid director in 2012 were £122,352 (2011 £128,750)

The National Magazine Company Limited

Notes to the accounts

Year ended 31 December 2012

7. Employee information

Group

The average monthly number of persons (including executive directors) employed by the Group during the year was

| | 2012 No. | 2011 No. |
|--------------|--------------|--------------|
| Publishing | 904 | 764 |
| Distribution | 264 | 263 |
| | <u>1,168</u> | <u>1,027</u> |

Staff costs (including executive directors) incurred during the year in respect of employees were

| | £'000 | £'000 |
|-----------------------|---------------|---------------|
| Wages and salaries | 47,644 | 45,338 |
| Social security costs | 4,716 | 4,596 |
| Other pension costs | 3,191 | 2,403 |
| | <u>55,551</u> | <u>52,337</u> |

8. Interest receivable and similar income

| | 2012 £'000 | 2011 £'000 |
|--|---------------|---------------|
| Interest receivable from bank | 92 | 102 |
| Foreign exchange gain | 2,890 | - |
| Net return on pension scheme (see note 24) | 1,315 | 680 |
| | <u>4,297</u> | <u>782</u> |

9. Interest payable and similar charges

| | 2012 £'000 | 2011 £'000 |
|--------------------------------|----------------|----------------|
| Interest payable to bank | - | (4) |
| Loan interest payable to group | (3,301) | (1,452) |
| Foreign exchange loss | - | (4,306) |
| | <u>(3,301)</u> | <u>(5,762)</u> |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

10. Operating profit

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| Operating profit is stated after charging: | | |
| Depreciation on tangible fixed assets | 1,212 | 1,344 |
| Amortisation of intangible assets | 5,326 | 2,914 |
| Operating lease rentals – Land and buildings | 6,668 | 5,529 |
| Operating leases – Other | 705 | 667 |
| Impairment of intangible assets | 1,448 | - |
| Vacant space provision | (892) | 2,914 |
| Integration costs | - | 3,486 |

The analysis of auditors' remuneration is as follows

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| Fees payable to the Company's auditors for the audit of the Company's annual accounts | 147 | 148 |
| Fees payable to the Company's auditors and their associates for other services to the Group | | |
| - The audit of the Company subsidiaries pursuant to legislation | - | 112 |
| - Other audit related services | 40 | - |
| Total audit fees | 187 | 260 |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

11. Tax on profit on ordinary activities

The tax charge comprises

| | 2012 £'000 | 2011 £'000 |
|---|---------------------|---------------------|
| Analysis of tax charge on ordinary activities | | |
| United Kingdom corporation tax at 24.5% (2011: 26.5%) | | |
| Current year | 2,800 | 1,421 |
| Share of joint ventures | 437 | 705 |
| Adjustment in respect of prior years | (1,054) | 99 |
| | <u>2,183</u> | <u>2,225</u> |
| Deferred tax at 23% (2011: 25.0%) | | |
| Current year | 1,112 | (811) |
| Share of joint ventures | 9 | (6) |
| Adjustment in respect of prior year | 729 | (28) |
| Effect of rate change on opening balances | 379 | 2 |
| Deferred tax relating to pensions | <u>1,039</u> | <u>902</u> |
| Total tax on profit on ordinary activities | <u><u>5,451</u></u> | <u><u>2,284</u></u> |

Factors affecting tax charge for the current year

The tax assessed for the year is higher than that resulting from applying the standard rate of corporation tax in the UK of 23%. The differences are explained below

| | 2012 £'000 | 2011 £'000 |
|--|---------------------|---------------------|
| Profit on ordinary activities before tax | <u>17,373</u> | <u>5,176</u> |
| Tax at 24.5% (2011: 26.5%) | 4,256 | 1,372 |
| Effects of | | |
| Expenses not deductible for tax purposes | 1,645 | 1,823 |
| Capital allowances in excess of depreciation | 75 | 102 |
| Movement in short term timing differences | (834) | (66) |
| Utilisation of tax losses | (161) | (148) |
| Profit on disposal of intangible assets | (710) | - |
| Prior period adjustments | (1,054) | 99 |
| Short-term timing differences relating to pensions | <u>(1,034)</u> | <u>(957)</u> |
| Current tax charge for the year | <u><u>2,183</u></u> | <u><u>2,225</u></u> |

12. Profit for the financial 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 retained profit for the financial year was £8,117,062 after the payment of £5,000,000 of dividend (2011: Retained loss £15,364,720, dividends £9,000,000).

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

13. Dividends on Equity Shares

Amounts recognised as distributions to equity holders in the period

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| Final dividend for the year ended 31 December 2012 of 1,764p per ordinary share (2011 3,170p) | 5,000 | 9,000 |

14. Intangible fixed assets

| Group | Goodwill £'000 | Customer database £'000 | Domain names and trademarks £'000 | Customer relationships £'000 | Other intangibles £'000 | Total £'000 |
|---------------------------------|-------------------|-------------------------------|--|------------------------------------|-------------------------------|------------------------|
| Cost | | | | | | |
| At 1 January 2012 | 107,340 | 2,400 | 18,751 | 14,624 | 15,726 | 158,841 |
| Additions | - | - | - | - | 165 | 165 |
| Impairment | - | - | - | - | (2,095) | (2,095) |
| Disposals | (12,788) | - | - | - | - | (12,788) |
| At 31 December 2012 | 94,552 | 2,400 | 18,751 | 14,624 | 13,796 | 144,123 |
| Amortisation | | | | | | |
| At 1 January 2012 | 64,037 | 2,400 | 675 | 4,117 | 4,906 | 76,135 |
| Charge for year | 2,227 | - | 975 | 1,238 | 886 | 5,326 |
| Impairment | - | - | - | - | (647) | (647) |
| Disposals | (11,734) | - | - | - | - | (11,734) |
| At 31 December 2012 | 54,530 | 2,400 | 1,650 | 5,355 | 5,145 | 69,080 |
| Net book value | | | | | | |
| At 31 December 2012 | 40,022 | - | 17,101 | 9,269 | 8,651 | 75,043 |
| At 31 December 2011 | 43,307 | - | 18,076 | 10,507 | 10,820 | 82,706 |
| Company | | | | | | Total £'000 |
| Cost | | | | | | |
| At 1 January 2012 | | | | | | 117,812 |
| Disposals | | | | | | (12,788) |
| At 31 December 2012 | | | | | | 105,024 |
| Accumulated depreciation | | | | | | |
| At 1 January 2012 | | | | | | 50,161 |
| Charge for the year | | | | | | 4,250 |
| Disposals | | | | | | (11,734) |
| At 31 December 2012 | | | | | | 42,677 |
| Net book value | | | | | | |
| At 31 December 2012 | | | | | | 62,347 |
| At 31 December 2011 | | | | | | 67,651 |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

14. Intangible fixed assets (continued)

The Group and Company disposals relate to the disposal of You and Your Wedding and Coast titles during 2012

15. Tangible fixed assets

| | Short-term leasehold and improvements | Freehold land and buildings | Motor vehicles | Furniture, fixtures, fittings and equipment | Total |
|---------------------|---|-----------------------------------|-------------------|--|----------|
| Group | | | | | |
| Cost | £'000 | £'000 | £'000 | £'000 | £'000 |
| At 1 January 2012 | 3,700 | 1,896 | 13 | 11,946 | 17,555 |
| Additions | 73 | - | - | 426 | 499 |
| Disposals | (137) | (5) | - | (491) | (633) |
| At 31 December 2012 | 3,636 | 1,891 | 13 | 11,881 | 17,421 |
| Depreciation | | | | | |
| At 1 January 2012 | (2,757) | (1,086) | (13) | (9,781) | (13,637) |
| Charge for year | (139) | (52) | - | (1,021) | (1,212) |
| Disposals | - | - | - | 417 | 417 |
| At 31 December 2012 | (2,896) | (1,138) | (13) | (10,385) | (14,432) |
| Net book value | | | | | |
| At 31 December 2011 | 943 | 810 | - | 2,165 | 3,918 |
| At 31 December 2012 | 740 | 753 | - | 1,496 | 2,989 |
| Company | | | | | |
| Cost | | | | | |
| At 1 January 2012 | 2,320 | - | 13 | 8,882 | 11,215 |
| Additions | 73 | - | - | 426 | 499 |
| Disposals | (77) | - | - | - | (77) |
| At 31 December 2012 | 2,316 | - | 13 | 9,308 | 11,637 |
| Depreciation | | | | | |
| At 1 January 2012 | (1,945) | - | (13) | (6,854) | (8,812) |
| Charge for year | (92) | - | - | (1,019) | (1,111) |
| Disposals | - | - | - | - | - |
| At 31 December 2012 | (2,037) | - | (13) | (7,873) | (9,923) |
| Net book value | | | | | |
| At 31 December 2011 | 375 | - | - | 2,028 | 2,403 |
| At 31 December 2012 | 279 | - | - | 1,435 | 1,714 |

Included within freehold land and buildings is land with a cost of £335,000, which is not depreciated

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

16. Investments in subsidiaries

| Company | Interest in subsidiary undertaking £'000 |
|---------------------|---|
| Cost | |
| At 1 January 2012 | 18,405 |
| At 31 December 2012 | 18,405 |

Interests in subsidiary undertakings

| Name of undertaking | Country of incorporation | Description of share held | Proportion of nominal value of issued shares held by Company % |
|--|-----------------------------|------------------------------|---|
| Conde Nast & National Magazine Distributors Limited | Great Britain | Ordinary Shares of £1 each | 65 |
| Handbag com Limited | Great Britain | Ordinary Shares of £1 each | 100 |
| F E P (UK) Limited | Great Britain | Ordinary Shares of £1 each | 100 |
| Hearst Dutch Trademark Holding Company BV | Holland | Ordinary Shares of €1 each | 100 |
| Hearst Magazines UK 2012-1 Limited | Great Britain | Ordinary Shares of £1 each | 100 |

All subsidiary undertakings have been included in the consolidation

The principal business activity of Conde Nast & National Magazine Distributors Limited is the distribution of magazines and periodicals

The principal activity of Handbag com Limited is the operation of websites targeted at women

The principal activity of F E P (UK) Limited is a holding company for the subsidiaries Hearst Dutch Trademark Holding Company BV and Hearst Magazines UK 2012-1 Limited

The principal activity of Hearst Dutch Trademark Holding Company BV is a holding company for a magazine masthead trademark

Hearst Magazines UK 2012-1 Limited is not a trading company and solely holds a lease for a building

17. Investment in joint ventures

| Group | 2012 £'000 | 2011 £'000 |
|--|---------------|---------------|
| Investment in joint ventures | | |
| Goodwill – Hearst-Rodale UK Limited | 4,401 | 4,541 |
| Share of net assets – Hearst-Rodale UK Limited | 23 | 106 |
| | <u>4,424</u> | <u>4,647</u> |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

17. Investment in joint ventures (continued)

| Company | Interest in joint venture £'000 |
|---|--|
| Cost | |
| At 1 January 2012 and at 31 December 2012 | 5,658 |

The balances above relate to Hearst-Rodale UK Limited (formerly Natmag-Rodale Limited) at 31 December 2012. The movement on the goodwill balance in Hearst-Rodale UK Limited relates to amortisation charge of £140,354.

Interests in joint ventures

| Name of undertaking | Country of incorporation | Description of Holdings | Proportion of holdings | |
|----------------------------|-----------------------------|----------------------------|------------------------|--------------|
| | | | Group % | Company % |
| Hearst – Rodale UK Limited | Great Britain | Ordinary Shares of £1 each | 50.10 | 50.10 |

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| Fixed assets | 11 | 18 |
| Current assets | 2,595 | 2,453 |
| Creditors – amounts falling due within one year | (2,560) | (2,341) |
| Creditors – amounts falling due after one year | (23) | (25) |

The principal business activity of Hearst – Rodale UK Limited is that of magazine publishing.

18. Stocks

| | Group | | Company | |
|------------------------------|---------------|---------------|---------------|---------------|
| | 2012 £'000 | 2011 £'000 | 2012 £'000 | 2011 £'000 |
| Raw material and consumables | 2,223 | 2,635 | 2,223 | 2,635 |
| Work-in-progress | 1,965 | 2,642 | 1,965 | 2,642 |
| | 4,188 | 5,277 | 4,188 | 5,277 |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

19. Debtors: amounts falling due within one year

| | Group | | Company | |
|--|---------------|---------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 |
| | £'000 | £'000 | £'000 | £'000 |
| Trade debtors | 66,393 | 66,203 | 26,474 | 27,124 |
| Amounts owed by group undertakings | - | - | 2,552 | 11,123 |
| Amounts owed by fellow group companies | 5,402 | - | - | - |
| Marketable Securities | 585 | - | - | - |
| Prepayments and accrued income | 3,478 | 3,045 | 2,589 | 2,260 |
| Deferred tax (see note 34) | 2,033 | 4,257 | 1,184 | 3,264 |
| | <u>77,891</u> | <u>73,505</u> | <u>32,799</u> | <u>43,771</u> |

20. Investments

| | Group | | Company | |
|---|----------|-----------|----------|----------|
| | 2012 | 2011 | 2012 | 2011 |
| | £'000 | £'000 | £'000 | £'000 |
| Unlisted investments – Class ‘A’ shares | 2 | 19 | 2 | 1 |
| | <u>2</u> | <u>19</u> | <u>2</u> | <u>1</u> |

The Class ‘A’ Shares carry a right to the payment of a dividend which shall be declared daily and distributed monthly. Class ‘A’ Shares seek to maintain a Net Asset Value per share of £1

21. Creditors: amounts falling due within one year

| | Group | | Company | |
|--|---------------|---------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 |
| | £'000 | £'000 | £'000 | £'000 |
| Trade creditors | 49,971 | 46,022 | 6,264 | 733 |
| Amounts owed to parent | - | 382 | - | 382 |
| Amounts owed to group undertakings | - | - | 7,238 | 19,112 |
| Corporation tax payable | 11 | 486 | 179 | 99 |
| Group relief payable | - | - | - | 106 |
| Other taxation and social security payable | 1,775 | 2,857 | 1,465 | 2,501 |
| Other creditors | 3,994 | 4,570 | 2,116 | 9,122 |
| Accruals and deferred income | 34,012 | 40,041 | 22,092 | 28,539 |
| | <u>89,763</u> | <u>94,358</u> | <u>39,354</u> | <u>60,594</u> |

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

22. Provisions for liabilities

| | Fair value of lease £'000 | Vacant space £'000 | Other £'000 | Total £'000 |
|--|------------------------------------|--------------------------|----------------|----------------|
| Group | | | | |
| At 1 January 2012 | 3,028 | 2,914 | 3,378 | 9,320 |
| Charged to the profit and loss account | - | - | 217 | 217 |
| Released unused | - | - | (442) | (442) |
| Utilisation of provision | (524) | (892) | (1,004) | (2,420) |
| At 31 December 2012 | <u>2,504</u> | <u>2,022</u> | <u>2,149</u> | <u>6,675</u> |
| | | Vacant space £'000 | Other £'000 | Total £'000 |
| Company | | | | |
| At 1 January 2012 | | 2,914 | 1,128 | 4,042 |
| Charged to the profit and loss account | | - | - | - |
| Released unused | | - | - | - |
| Utilisation of provision | | (892) | (1,004) | (1,896) |
| At 31 December 2012 | | <u>2,022</u> | <u>124</u> | <u>2,146</u> |

Included in the other provisions are amounts provided for potential liabilities arising from historic intra-group transactions. Amounts provided are expected to be recoverable against purchaser warranties within the Sale Purchase Agreement. Expected recoverable amounts have not been recognised on the basis that they are contingent.

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

23. Creditors: amounts falling due after more than one year

| | Group | | Company | |
|--------------------------|---------------|---------------|---------------|---------------|
| | 2012 £'000 | 2011 £'000 | 2012 £'000 | 2011 £'000 |
| Deferred lease incentive | 708 | 894 | 708 | 894 |
| Deferred income | 289 | 344 | 289 | 344 |
| Loan | 71,617 | 71,791 | 71,617 | 71,791 |
| | <u>72,614</u> | <u>73,029</u> | <u>72,614</u> | <u>73,029</u> |

The deferred lease incentive is being amortised (on a straight line basis) over the lease term

The loan at 31 December 2012 is due to the parent company, Hearst Communications Inc, and is repayable by 29 July 2021. Interest on the initial loan of \$108.6 million is at 5% and is payable on repayment of the capital. This loan was settled by the issue of a sterling Original Issue Discount note of £42.3m in January 2013 – details are provided in note 37.

24. Pensions

The Group operates a funded and unfunded defined benefit pension scheme and defined contribution pension schemes for its employees.

Defined benefit scheme

The assets of the scheme are held separately from those of the Group, being invested with unit trust managers.

The pensions cost for the group's defined benefit pension schemes is calculated in accordance with the requirements of Financial Reporting Standard 17 ("FRS 17"). The employer's contribution to the Group's defined benefit pension scheme was £4,306,000 (2011: £4,373,000) of which £2,652,937 (2011: £2,990,000) related to National Magazine employees, £1,653,063 (2011: £1,383,000) related to employees within its subsidiary undertakings and to other related scheme members. The liability for the unapproved unfunded retirement benefit scheme increased by £252,000 (2011: increased by £71,000). 26.7% of pensionable earnings, which includes the employee's contribution, is the agreed funding rate for future years. The pension cost is assessed in accordance with the advice of an independent qualified actuary using the projected unit method. The latest full actuarial valuation of the scheme was at 1 April 2011, which was formally agreed at the Trustee meeting in June 2012.

The scheme was reviewed on 31 December 2012. The assumptions that have the most significant effect on the results of the 31 December 2012 accounting valuation are those relating to the rate of return on investments and the rates of increase in salaries and pensions. It was assumed that the average investment returns would be 6.40% per annum, that the discount rate would be 5.11% per annum, that salary increases would average 3.00% per annum and that present and future pensions earned in respect of service between 6 April 1997 and 5 April 2005 would increase at the rate of 2.85% per annum and in respect of service after 6 April 2005 at the rate of 2.9% per annum.

At the date of the latest actuarial valuation as at 1 April 2011, the past service deficit was £5,800,000 (excluding the Unapproved Unfunded Retirement Benefits Scheme). The market value of the scheme's assets was £103,600,000. The total past service liability was £109,400,000 (excluding the Unapproved Unfunded Retirement Benefits Scheme). Based on the actuarial value of the scheme's assets, the level of funding, i.e. the ratio of the assets to the accrued liabilities based on expected salaries at retirement, was 95% at the valuation date. In order to reduce the shortfall a recovery plan has been agreed between the trustees and employer which will result in additional payments in excess of £12,028,000 between 2011 and 2014. The Company expects to

The National Magazine Company Limited

Notes to the accounts Year ended 31 December 2012

24. Pensions (continued)

contribute £4,439,000 in 2012, of which £3,161,000 is in respect of additional payments to address the shortfall determined at 1 April 2008

| | 2012 | 2011 |
|----------------------------------|-------|-------|
| Inflation assumption | 3.00% | 3.10% |
| Rate of increase in salaries | 3.00% | 3.10% |
| Rate of 5% LPI pension increases | 2.90% | 2.85% |
| Discount rate | 5.11% | 5.13% |

The amounts recognised in the balance sheet are as follows:

Defined benefit pension plans

| | 2012 £'000 | 2011 £'000 |
|---------------------------------------|---------------|---------------|
| Present value of funded obligations | 106,864 | 102,212 |
| Fair value of plan assets | (113,471) | (101,672) |
| Effect of asset limit | 6,339 | - |
| Present value of unfunded obligations | 1,642 | 1,390 |
| Deficit | 1,374 | 1,930 |
| Related deferred tax asset | (316) | (482) |
| Net liability | 1,058 | 1,448 |

The amounts recognised in profit and loss are as follows:

Defined benefit pension plans

| | 2012 £'000 | 2011 £'000 |
|--------------------------------|---------------|---------------|
| Current service cost | 1,269 | 1,445 |
| Interest on obligation | 5,239 | 5,720 |
| Expected return on plan assets | (6,554) | (6,400) |
| Total | (46) | 765 |
| Actual return on plan assets | 10,444 | 1,002 |

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Notes to the accounts Year ended 31 December 2012

24. Pensions (continued)

Changes in the present value of the benefit obligation are as follows:

| | 2012 £'000 | 2011 £'000 |
|---|----------------|----------------|
| Opening defined benefit obligation | 103,602 | 109,303 |
| Current service cost | 1,269 | 1,445 |
| Interest cost | 5,239 | 5,720 |
| Plan member contributions | 321 | 379 |
| Actuarial loss / (gain) | 947 | (9,612) |
| Benefits paid | (2,394) | (2,868) |
| Expenses paid | (478) | (765) |
| Closing defined benefit obligation | <u>108,506</u> | <u>103,602</u> |

Changes in the fair value of plan assets are as follows:

| | 2012 £'000 | 2011 £'000 |
|--|----------------|----------------|
| Opening fair value of defined benefit plan assets | 101,672 | 99,551 |
| Expected return | 6,554 | 6,400 |
| Actuarial loss / (gain) | 3,490 | (5,398) |
| Contributions by employer | 4,306 | 4,373 |
| Contributions by members | 321 | 379 |
| Benefits paid from plan | (2,394) | (2,868) |
| Expenses paid | (478) | (765) |
| Closing fair value of defined benefit plan assets | <u>113,471</u> | <u>101,672</u> |

Components of pension expense under FRS 17

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| Current service cost | 1,269 | 1,445 |
| Expected return on pension scheme assets | (6,554) | (6,400) |
| Interest on pension scheme liabilities | 5,239 | 5,720 |
| Total pension (credit) / expense recognised in profit and loss | <u>(46)</u> | <u>765</u> |
| Less amounts recognised in First Data Bank Ltd's profit and loss account | (73) | (165) |
| Total pension (credit) / expense recognised in The National Magazine Company's Group profit and loss account | <u>(119)</u> | <u>600</u> |

The National Magazine Company Limited

Notes to the accounts

Year ended 31 December 2012

24. Pensions (continued)

Analysis of the amount recognised in statement of total recognised gains and losses (STRGL) under FRS 17

| | 2012 £'000 | 2011 £'000 |
|--|-----------------|-----------------|
| Actuarial gain relating to the pension scheme | 2,543 | 4,214 |
| Effect of asset limit | (6,339) | - |
| Actuarial (loss)/gain immediately recognised in the STRGL | <u>(3,796)</u> | <u>4,214</u> |
| Cumulative amount of actuarial (loss) immediately recognised | <u>(13,837)</u> | <u>(10,041)</u> |

The surplus in the scheme has been restricted to reflect the ability to recover the surplus through either reduced contributions in the future or through refunds in the scheme

The major categories of plan assets as a percentage of total plan assets are as follows:

| | 2012 | 2011 |
|---|---------------|---------------|
| The asset allocations at the year end were as follows | | |
| Equities | 47.3% | 47.0% |
| Bonds | 28.2% | 32.75% |
| Other | 24.5% | 20.25% |
| | <u>100.0%</u> | <u>100.0%</u> |

To develop the expected long-term rate of return on assets assumption, the Company considered the current level of expected returns on risk free investments (primarily government bonds), the historical level of the risk premium associated with other asset classes in which the portfolio is invested and the expectations for future returns of each asset class. The expected return for each asset class was then weighted based on the target asset allocation to develop the expected long term rate of return on assets assumption for the portfolio. This resulted in the selection of the 6.40% assumption at 31 December 2011 (6.37% at 31 December 2010).

Principal actuarial assumptions at the balance sheet date (expressed as weighted averages)

Weighted average assumptions used to determine benefit obligations:

| | 2012 | 2011 |
|-------------------------------|-------|-------|
| Discount rate | 5.11% | 5.13% |
| Rate of compensation increase | 3.00% | 3.10% |

Weighted average assumptions used to determine pension expense for year ended:

| | 2012 | 2011 |
|--|-------|-------|
| Discount rate | 5.13% | 5.30% |
| Expected long-term return on plan assets | 6.40% | 6.37% |

The National Magazine Company Limited

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24. Pensions (continued)

Weighted average life expectancy for mortality tables used to determine benefit obligations at:

| | 2012 | 2011 |
|---|------|------|
| Male | | |
| Member age 65 (current life expectancy) | 23.2 | 22.8 |
| Member age 45 (life expectancy at 65) | 24.9 | 24.1 |
| Female | | |
| Member age 65 (current life expectancy) | 24.8 | 24.4 |
| Member age 45 (life expectancy at 65) | 26.8 | 26.0 |

The five-year history of experience adjustments is as follows

| | 2012 £ | 2011 £ | 2010 £ | 2009 £ | 2008 £ |
|--|-----------|-----------|-----------|-----------|-----------|
| Present value of defined benefit obligations | 108,506 | 103,602 | 109,303 | 102,341 | 88,574 |
| Fair value of scheme assets | (113,471) | (101,672) | (99,551) | (88,104) | (73,057) |
| (Surplus) / deficit in the scheme | (4,965) | 1,930 | 9,752 | 14,237 | 15,517 |
| Experience adjustments on scheme liabilities Amount (£) | 1,196 | (4,489) | (2,010) | (1,020) | 190 |
| Percentage of scheme liabilities (%) | 1% | (4%) | (2%) | (1%) | 0% |
| Experience adjustments on scheme assets Amount (£) | (3,490) | 5,398 | (3,753) | (8,210) | 23,543 |
| Percentage of scheme assets (%) | (3%) | 5% | (4%) | (9%) | 32% |

The defined benefit pension scheme is closed to new entrants. Under the projected unit method the current service cost will increase as the age profile of the active members in the scheme increases significantly as members approach retirement. The Company is to fund the pension scheme using the attained age method which will result in a level contribution rate throughout the life of the scheme.

Defined contribution scheme

In addition, the Group operates defined contribution schemes. The cost of these in the year was £1,424,523 (2011: £1,038,000).

The outstanding liability remaining at the balance sheet date amounted to £174,272 (2011: £141,774).

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25. Derivatives not included at fair value

The Group has derivatives which are not included at fair value in the accounts

| | | Fair Value | |
|------------------------------------|-------------------------|-------------------|-------------|
| | | 2012 | 2011 |
| | Principal Amount | £ | £ |
| Forward foreign exchange contracts | 2,023,838 | (22,698) | (8 656) |

The Group uses the derivatives to hedge its exposures to changes in foreign currency exchange rates. The fair values are based on market values of equivalent instruments at the balance sheet date.

26. Share capital

| | 2012 | 2011 |
|--|--------------|--------------|
| | £'000 | £'000 |
| Authorised: | | |
| 300,000 ordinary shares of £1 each | 300 | 300 |
| Allotted, called up and fully paid: | | |
| 283,392 ordinary shares of £1 each (2011: 283,392) | 283 | 283 |

27. Reserves

| | Profit and loss account |
|--|--------------------------------|
| | £'000 |
| Group | |
| At 1 January 2012 | 16,281 |
| Profit for the year | 12,000 |
| Dividend paid to parent company | (5,000) |
| Other recognised gains and losses relating to the year | (2,923) |
| At 31 December 2012 | 20,358 |
| Company | |
| At 1 January 2012 | 5,602 |
| Profit for the year | 13,117 |
| Dividend paid to parent company | (5,000) |
| Other recognised gains and losses relating to the year | (2,923) |
| At 31 December 2012 | 10,796 |

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28. Reconciliation of movements in group shareholders' funds

| | 2012 £'000 | 2011 £'000 |
|--|---------------|---------------|
| Profit for the financial year | 12,000 | 3,096 |
| Dividend paid to parent company | (5,000) | (9,000) |
| Other recognised (losses) / gains relating to the year | (2,923) | 2,924 |
| Net increase / (decrease) in shareholders' funds | 4,077 | (2,980) |
| Opening shareholders' funds | 16,564 | 19,544 |
| Closing shareholders' funds | 20,641 | 16,564 |

29. Equity minority interests

| | 2012 £'000 | 2011 £'000 |
|-----------------------------|---------------|---------------|
| At 1 January | 965 | 1,869 |
| Profit and loss account | (78) | (204) |
| Minority interest dividends | - | (700) |
| At 31 December | 887 | 965 |

Equity minority interests comprise 35% of the ordinary shares of £1 each in Conde Nast & National Magazine Distributors Limited. The shares do not entitle the holders to any rights against other Group companies.

30. Reconciliation of operating profit to net cash inflow from operating activities

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| Operating profit | 11,728 | 7,574 |
| Foreign exchange movements | - | - |
| Amortisation on joint venture investment | 140 | 140 |
| Depreciation charge | 1,212 | 1,344 |
| Loss on disposal of tangible fixed assets | 217 | 1 |
| Amortisation of intangible assets | 5,326 | 2,914 |
| Impairment of intangible assets | 1,448 | - |
| Other provisions | (1,416) | 2,914 |
| Decrease in stocks | 1,089 | (124) |
| (Increase) in debtors | (1,868) | 365 |
| (Decrease) in creditors | (4,045) | 2,736 |
| (Decrease) in long term creditors | (241) | (134) |
| Impact of pension adjustments | (3,855) | (2,762) |
| Net cash inflow from operating activities | 9,735 | 14,968 |

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31. Reconciliation of net cash flow to movement in net funds

| | 2012 £'000 | 2011 £'000 |
|---|---------------|----------------|
| Increase/(decrease) in cash in the year | 1,489 | 6,975 |
| Decrease in current asset investments | (17) | (4,585) |
| Movement in net funds | 1,472 | (2,390) |
| Net funds at 1 January | 25,631 | 23,241 |
| Net funds at 31 December | 27,103 | 25,631 |

32. Analysis of net debt

| | At January 2012 £'000 | Cashflow £'000 | Exchange movement £'000 | Other non- cash charges £ | At December 2012 £ |
|---------------------------|--------------------------------|-------------------|-------------------------------|---------------------------------------|-----------------------------|
| Cash at bank and in hand | 25,612 | 1,489 | - | - | 27,101 |
| Current asset investments | 19 | (17) | - | - | 2 |
| Amount owed to parent | (71,791) | - | 3,475 | (3,301) | (71,617) |
| Net debt | (46,160) | 1,472 | 3,475 | (3,301) | (44,514) |

The Amount owed to parent relates to a loan of \$108.6m set up in 2011 and originally valued at £66.146m. Interest of £1.452m and exchange rate movements of £4.192m took the sterling value to £71.791m at 31 December 2011. The current asset investments are not classified as cash and have therefore been excluded from the Group cash flow statement. However, the Group uses these investments to fund their operations hence the Group discloses these in the analysis of net funds.

33. Financial commitments

At 31 December 2012 the Group had annual commitments under non-cancellable operating leases as follows:

| | 2012 | | 2011 | |
|-------------------------------------|--------------------------------|----------------|--------------------------------|----------------|
| Group | Land and buildings £'000 | Other £'000 | Land and buildings £'000 | Other £'000 |
| Expiring within one year | 151 | 2 | 80 | 29 |
| Expiring between two and five years | 43 | 495 | 184 | 443 |
| Expiring in over five years | 6,467 | - | 6,467 | - |
| | 6,661 | 497 | 6,731 | 472 |

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33. Financial commitments (continued)

| Company | 2012 | | 2011 | |
|-------------------------------------|-----------------------------|----------------|-----------------------------|----------------|
| | Land and buildings £'000 | Other £'000 | Land and buildings £'000 | Other £'000 |
| Expiring within one year | 108 | - | 43 | - |
| Expiring between two and five years | - | 311 | 65 | 313 |
| Expiring in over five years | 5,955 | -- | 5,955 | - |
| | <u>6,063</u> | <u>311</u> | <u>6,063</u> | <u>313</u> |

There were no capital expenditure commitments contracted but not provided for at the year end (2011 £nil)
Leases of land and buildings are typically subject to rent reviews at specified intervals and provide for the lessee to pay all insurance, maintenance and repair costs

34. Deferred tax

There is a deferred tax asset of £2,349,000 (2011 £4,739,000) in respect of short and long-term timing differences. The directors believe it is more likely than not that this asset is recoverable against future taxable profits

| | 2012 £'000 | 2011 £'000 |
|--|---------------|---------------|
| Movement on deferred taxation balance in the year | | |
| Opening balance asset | 4,739 | 4,138 |
| (Charge)/credit to profit and loss account | (2,404) | 939 |
| Acquired from F E P Group | - | 154 |
| Prior Year Adjustments | (729) | - |
| Deferred tax on fair value adjustment | (130) | 757 |
| Increase / (decrease) due to change in pensions in STRGL | 873 | (1,249) |
| Closing balance | <u>2,349</u> | <u>4,739</u> |
| Analysis of deferred tax balance | | |
| Depreciation in excess of capital allowances | 730 | 790 |
| Deferred tax on fair value adjustment | 626 | 757 |
| Short term timing differences | 677 | 2,710 |
| | <u>2,033</u> | <u>4,257</u> |
| Deferred tax on pension liability | 316 | 482 |
| Total deferred tax asset | <u>2,349</u> | <u>4,739</u> |

There are unrecognised deferred tax assets of £757,152 (2011 £834,000), which the management do not believe to be recoverable against future taxable profits

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35. Related party transactions

The National Magazine Company Limited's related parties, as defined by Financial Reporting Standard 8, the nature of the relationship and the extent of transactions with them, are summarised below

| | 2012 £'000 | 2011 £'000 |
|---|---------------|---------------|
| Hearst Magazines | | |
| Royalties, management fees and other charges to Hearst Magazines | 6,277 | 11,180 |
| Royalties, management fees and other charges from Hearst Magazines | (15,104) | (4,678) |
| Amount due (to)/from Hearst Magazines at balance sheet date | 981 | (381) |
| Hearst Communications Inc | | |
| Interest payable on loan note to Hearst Communications Inc | 4,856 | 1,452 |
| Amount due to Hearst Communications Inc at balance sheet date | (71,617) | (71,791) |
| Hearst - Rodale UK Limited | | |
| Management fees and other charges to Hearst – Rodale UK Limited | 1,428 | 1,325 |
| Amount due from Hearst – Rodale UK Limited at balance sheet date | 1,321 | 353 |
| International Publications Holdings BV | | |
| Interest received on loan note from International Publications Holdings BV | 2 | - |
| Amount from International Publications Holdings BV at balance sheet date | 408 | - |
| CDS Global Limited ("CDS") | | |
| Subscription fulfilment charge for the year from CDS | 2,845 | 2,403 |
| Conde Nast & National Magazine Distributors Limited | | |
| Services and other charges from Conde Nast & National Magazine Distributors Limited | 53,604 | 56,902 |
| Amount due at balance sheet date from Conde Nast & National Magazine Distributors Limited | 1,457 | 3,397 |
| Hearst Magazines Netherlands BV | | |
| Royalties to Hearst Magazines Netherlands BV | 776 | 351 |
| Interest received on loan note from Hearst Magazines Netherlands BV | 35 | - |
| Amount from Hearst Magazines Netherlands B V at balance sheet date | 4,008 | (38) |

The Company has taken advantage of the exemption in FRS 8, not to disclose transactions or balances between the Company and its own subsidiary entities with the exception of Conde Nast & National Magazine Distributors Limited, as this is not wholly owned

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Transactions and balances disclosed with Conde Nast & National Magazines Distribution Limited are with The National Magazine Company Limited. All other transactions and balances are disclosed on a group basis. The amounts due from related parties are included within trade debtors and creditors in the group balance sheet.

35. Related party transactions (continued)

“Hearst Magazines” refers to the US subsidiary undertakings of The Hearst Corporation, the ultimate parent. Hearst Magazines Netherlands BV is a company incorporated in The Netherlands in which The Hearst Corporation has a controlling interest, and is therefore a fellow subsidiary undertaking of The Hearst Corporation.

International Publications Holdings BV is a company incorporated in The Netherlands in which The Hearst Corporation has a controlling interest, and is therefore a fellow subsidiary undertaking of The Hearst Corporation.

CDS Global Limited is a UK registered company in which The Hearst Corporation has a controlling interest, and is therefore a fellow subsidiary undertaking of The Hearst Corporation.

All transactions are entered into in the ordinary course of business.

Hearst – Rodale UK Limited is a UK registered company in which The National Magazine Company Limited has a 50.1% interest in its share capital.

36. Ultimate parent company

The Hearst Corporation, which is incorporated in the United States of America, is the Company's ultimate parent company and controlling party. The group's immediate parent company is Hearst Communications Inc. The Hearst Corporation is the largest and smallest group for which group accounts are prepared and of which the Company is a member.

37. Subsequent events

On 1st January 2013 the existing loan note (valued at \$108.6m at 31st December 2012) payable to Hearst Communication Inc was settled by the issue of an Original Issue Discount (OID) note to Hearst Investments LP. The OID note is valued at £109.4m including the Original Issue Discount of £42.3m and is repayable on 1 January, 2023. This change removes foreign exchange risk to the Company debt structure but otherwise has no impact on business operations.