# One Media iP Group Plc ("One Media", the "Group" or the "Company")

### **UNAUDITED INTERIM RESULTS**

## Profit before taxation up 31.5%, turnover up 13% and interim dividend of 0.071pence declared USD\$2 million advance agreed with The Orchard

One Media iP Group plc (AIM: OMIP), the digital media content provider that exploits intellectual property rights around music and video, is pleased to announce its half year results for the period ended 30 April 2014 and an interim dividend.

### Highlights:

- Turnover up 13% to £1,492,412 (2013: £1,325,119);
- Profit before tax up 31.5% to £344,865 (2013: £262,180);
- Cash balances of £1,411,305 at 30 April 2014 (2013: £1,919,668);
- Dividend of 0.077p per ordinary share paid in November in respect of the year ended 31 October 2013; and
- Interim dividend of 0.071p per ordinary share declared in respect of the six month period ended 30 April 2014.

As announced on 10 June 2014, a USD\$2,000,000 advance against future royalties was agreed with the Company's distributor, The Orchard.

Michael Infante, Chairman and CEO, commented: "I am very pleased with our ongoing progress and today's published results and post-balance sheet events. The Group continues to deliver shareholder value, both through improved financial performance and the acquisition of content, which the Board believes adds considerable value to One Media setting the Company apart. We do face challenges however in our digital world and the Board recognises that there is no room for complacency. Streaming music sites such as Spotify and YouTube are beginning to dominate what was, only a short time ago, the majority 'selling space' held by the traditional digital stores such as iTunes"

"We embrace all forms of digital exploitation but the shifts in digital models today are demanding and require us to keep ahead of the curve on all our distribution services. We are constantly monitoring trends and keep ahead by training our team in new methods of digital marketing utilising social media. We are confident that your Company is correctly positioned to meet the many demands within the industry."

For further information, please contact:

One Media iP Group Plc **Chairman and Chief Executive** 

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#### **CHAIRMAN & CHIEF EXECUTIVE STATEMENT**

The Group has continued to show good progress in the six months period to 30 April 2014 with growth in both turnover and profit before taxation and has continued to develop its content portfolio with a number of small acquisitions of content and rights. Results for the six months ended 30 April 2014, the Group's consolidated turnover increased by 13% to £1,492,412 (2013: £1,325,119) and, an increase of 13% on the equivalent period last year when £1,325,119 was reported.

Profit before tax and interest increased by 31.5% to £344,865 is reported for the six months, up 31.5% on the equivalent figure of (2013: £262,180).

The Group continued to invest in intellectual property and copyrights, spending a further £375,901 in this area during the period.

Following the exercise in November 2013 of employee share options and the exercise of warrants by directors and an institutional investor in April 2014 a total of £92,500 was raised in new equity.

Cash balances at 30 April 2014 continued to remain strong at £1,411,305.

As announced on 10 June 2014, a USD\$2,000,000 advance against future royalties was agreed with The Orchard, the Company's primary digital distributor.

The Group receives the majority of its income in US Dollars. Recent shifts in exchange rates have not favoured us and the Board is conscious to carefully monitor exchange rates to ensure best conversion deals from time to time. One Media deals in a worldwide market and we have to convert our digital income from the many territories currencies in which we deal on a monthly basis. All of these local currencies are converted to US Dollars which are ultimately are reported in Pounds Sterling.

## Dividend

Pursuant to the dividend payment of 0.077p per share in November 2013, the Group is pleased to announce that it intends to pay an interim dividend of 0.071p per ordinary share in respect of the 6 month period ended 30 April 2014. The ex-dividend date of this payment is 25 June 2014, the record date is 27 June 2014 and the expected payment date 8 July 2014.

# **Contents and Acquisitions**

During the period, the Company has not issued new shares as consideration for acquisitions and has used existing cash resources as consideration. In December 2013, One Media acquired various rights for a consideration of USD\$100,000 for several back catalogues of music and video.

The first of four was for the Irish singer 'Rose-Marie'. This exclusive deal includes over 160 tracks (24 albums) of Irish and standard ballads. Rose-Marie is a prolific Irish performer well known within the cabaret, TV and recording circles. The catalogue includes a host of standards including Danny Boy, Ave Maria and Abide with Me.

The second was for the exclusive license with an on-going royalty for certain titles taken from the 'Delta Leisure Group' video library for digital exploitation. Over 250 programmes of trains, planes and automobiles and various special interest content including cookery, sports, fishing and keep fit instructional videos were included. All of the content will be made available through One Media's emerging video channels on YouTube and other advertising funded broadcast mediums.

The third was for the exclusive audio book rights to the 'Lost Elvis Diaries' written and edited by Aubrey Malone. The book which is a recreation of Elvis's life is written in diary form. This audio-visual digital book deal which contains many previously unpublished photographs from Elvis's life will be offered in all formats including: electronic written publication ('Kindle' style) and via download in spoken word format for all the Group's digital stores such as iTunes, Amazon, Spotify and serialised on YouTube.

The fourth deal concluded was a revisit to one of One Media's original licensors and royalty partners. One Media invested in the High Energy/Northern Soul/Motorcity catalogues (Tropicana) originally in 2006. This deal was extended in 2010 for a period of 25 years. The Group can now report that it has taken ownership of the 2,500 soul/dance music tracks and associated videos. The catalogue contains 80s chart topping artists like 'Evelyn Thomas' performing her number one hit 'High Energy', performances from 'Johnny Bristol', 'Barbara Pennington', 'Martha Reeves', 'Marv Johnson' and the 'Former Ladies of the Supremes' just to mention a few of the 200 artists featured within the catalogue.

In January 2014, One Media consolidated a long term licensor's agreement for their audio rights for a consideration of USD75,000. We continue to actively pursue 'buy-out' deals with our royalty partners as they impact positively on profitability but of course have no effect on turnover.

Subsequent to the balance sheet date in May 2014, One Media announced that it had acquired, under an exclusive license with an on-going royalty, the 'Rock and Roll Palace' and 'Church Street Station' music-video catalogues; this deal was concluded with the 'Henry Hadaway Organisation' ("HHO") for a total consideration of £300,000 plus VAT. The two catalogues contain hundreds of music-video performances by various artists such as; 'Tammy Wynette', 'Charlie Rich', 'George Jones', 'Lynn Anderson', 'Mickey Giley', 'Tanya Tucker', 'The Bellamy Brothers', 'The Osmonds', 'Del Shannon', 'The Platters', and the 'Shirelles' to name just a few.

### **Directors Share Trading**

The Group announced that on 9 April 2014, and to satisfy investor demand, the directors of the Company sold their warrants to institutional investors.

A total of 5,250,000 warrants were realised in the Directors' Dealings. There are no outstanding warrants issued to the directors. We saw this as a tidying up event to remove the 'overhang' and to increase liquidity within the market place.

### The Market

At the beginning of this financial year (November 2013 to April 2014) the Board implemented several changes within the Group's internal technical operations, to ensure we keep 'current' with digital market forces. As digital 'streaming' begins to have greater traction in both our video and audio markets, we have commenced a series of cross-training exercises with our team of in-house creative technicians. As you may recall, I stated that we would be focused on investing in people this time last year to facilitate video. The day-to-day job of delivering both music and video to over 600 digital stores has advanced in line with industry changes. Our foresight and investment over the last nine years has made our systems, eminently flexible. Our bespoke ingestion system, developed in-house, caters for our needs and has been handling upwards of 20 million digital transactions per month. Couple this with the arrival of the monetisation and managing our emerging YouTube channels - there is a lot of data to monitor.

What is changing is the diverse consumer choice between the iTunes (downloading) model and that of the Spotify 'streaming' model. I have long believed - if one can say that in an industry less than ten years old- that 'streaming' will be the driving force in both video and audio consumer preference. Liberating a consumer's chosen device's hard drive from having to contain 'terabytes' and potentially 'petabytes' of data is far too restrictive and not necessary. Therefore 'streaming' and 'on-demand' services will be the way forward.

Additionally, sound purists will tell you that music and video can stand only so much 'compression' before the quality of the content is challenged. As broadband becomes broader and more widely accessible via the static delivery of your home phone line or via the roaming services of 4G, more data is being delivered into our daily lives than ever before. It is therefore an engineering challenge (even with micro-chips and hard drives being miniscule) to store the quantity of data now required for the longer term onto your chosen device. This data (whether it be music or video) is available at any time

anywhere in the world via a streaming service. *The 'Cloud' has no limits*. This makes hardware cheaper and processors faster.

There is the additional benefit to content owners and artists alike that the 'streaming' model offers. Young consumers that do not have the ability of using credit cards to purchase music online are drawn to free illegal download sites. Many of these sites, and the various illegal torrent stores or file sharing sites offer vast amounts of music and video at no charge. If consumers can access safely and legitimately and without fear of 'bugs' and 'viruses' and/or at low subscription prices a legitimate music store (and sometimes free via ad-funded revenue sharing schemes), why risk the pirate sites. Additionally telecom companies (such as Vodafone) have offered subscription memberships to music stores as part of their monthly mobile tariffs. These initiatives I see as growing and ultimately good for the industry in the fight against piracy and growing legitimate continual revenue streams.

### Outlook

A recent report by *PriceWaterhouseCoopers* ("PwC") has predicted that global streaming music revenues will see compound growth of 13.4% over the next five years, but that music downloads will still grow as well, albeit by just 3.3%. PwC thinks that the global media and entertainment industry will grow at a 5% compound annual growth rate to USD2.15 trillion by 2018, with digital spending growing at 12.2%, and accounting for 65% of the overall revenue growth in that period. By 2018, the report suggests that China, Brazil, Russia, India, Mexico, South Africa, Turkey, Argentina and Indonesia will account for 21.7% of global revenues.

The first half of our year emulates the trend above in turnover. Stores such as iTunes are being repositioned by the competiveness and the affordability of streaming stores such as Spotify, Deezer and YouTube. Whilst we are not seeing a drop in revenues from the downloading stores such as iTunes we are seeing a slowing of growth in their model. Conversely we have seen enlarged growth in the "streaming' stores model as they ingratiate themselves with consumers. A final word on growth, not all consumers both here in the UK and the rest of the world have yet switched to digital consumption. We must not forget, albeit your Group does not trade in it, that physical product still exists in the form of CD and DVD. We are still only experiencing approximately 37% of music and video consumers worldwide who have embraced the digital medium so far, so with a headroom of circa 63% of worldwide consumers yet to discover digital music and video, we are very much still in a growth market.

MICHAEL INFANTE CHAIRMAN AND CHIEF EXECUTIVE 17<sup>th</sup> June 2014

# Unaudited Consolidated Statement of Comprehensive Income For the six months ended 30 April 2014

	Unaudited	Unaudited	Audited
	6 months	6 months	12 months
	ended	ended	ended
	30 April 2014	30 April 2013	31 October 2013
	£	£	£
Revenue	1,492,412	1,325,119	2,649,130
Cost of sales	(712,822)	(628,384)	(1,273,592)
	779,590	696,735	1,375,538
Administrative expenses	(434,725)	(434,555)	(851,890)
Profit from continuing activities	344,865	262,180	523,648
Other expenses - Aim float and			
associated costs	-	(196,559)	(196,559)
Operating profit			
	344,865	65,621	327,089
Finance income	705	1,046	2,800
Profit on ordinary activities before			
taxation	345,570	66,667	329,889
Taxation	(21,000)	(49,200)	(90,980)
Profit for period attributable to			
equity shareholders	324,570 ======	17,467 ======	238,909 ======
Basic adjusted earnings per share	0.49p	0.031p	0.40p
	=======	======	=======

# Unaudited Consolidated Statement of Financial Position As at 30 April 2014

	Unaudited 30 April 2014	Unaudited 30 April 2013	Audited 31 October 2013
	£	£	£
Assets			
Non-current assets	2 100 750	1 661 416	1000 535
Intangible assets Property, plant and	2,108,759	1,661,416	1808,535
equipment	18,547	38,388	26,439
	2,127,306	1,699,804	1,834,974
Current assets			
Trade and other receivables	585,119	435,198	481,453
Cash and cash equivalents	1,411,305	1,919,668	1,688,093
Cash and Cash equivalents		_,,,,,,,,	
Total current assets	1,996,424	2,354,866	2,169,546
Total assets	4,123,730	4,054,670	4,004,520
	=======	=======	=======
<b>Liabilities</b> Current liabilities			
Current habilities			
Trade and other payables	1,206,414	1,720,339	1,468,312
		4 700 000	4.450.040
Total liabilities	1,206,414	1,720,339	1,468,312
Equity			
Called up above souther	252.540	220.040	224 762
Called up share capital	353,518	320,018	324,768
Share redemption reserve Share premium account	239,546 1,452,895	239,546	239,546
Share based payment reserve	40,629	1,370,895 18,835	1,389,145 26,192
Retained earnings	830,728	385,037	556,557
netained earnings	030,720	303,037	330,337
Total equity	2,917,316	2,334,331	2,536,208
Total equity and liabilities	4,123,730	4,054,670	4,004,520
	=======	=======	=======

# Unaudited Consolidated Statement of Changes in Equity For the six months ended 30 April 2014

	Share capital	Share redemption reserve	Share premium	Share based payment reserve	Retained earnings	Total equity
At 1 November	£	£	£	£	£	£
2012 Issue of share	273,143	239,546	718,271	12,416	387,783	1,631,159
capital Costs of share	46,875	-	703,125	-	-	750,000
issue Profit for the six months to	-	-	(50,501)	-	-	(50,501)
30 April 2013 Share option	-	-	-	-	17,467	17,467
charge	-	-	-	6,419	-	6,419
Dividends	-	-	-	-	(20,213)	(20,213)
At 30 April 2013 Issue of share	320,018	239,546	1,370,895	18,835	385,037	2,334,331
capital Profit for the six months to	4,750	-	18,250	-	-	23,000
31 October 2013 Share option	-	-	-	-	221,442	221,442
charge	-	-	-	7,357	-	7,357
Dividends	-	-	-	-	(49,922)	(49,922)
At 31 October						
2013 Issue of share capital	324,768	239,546	1,389,145	26,192	556,557	2,536,208
cupitu.	28,750	-	63,750	-	-	92,500
Profit for the six months to						
30 April 2014 Share option	-	-	-	-	324,570	324,570
charge	-	-	-	14,437		14,437
Dividends	-	-	-	-	(50,399)	(50,399)
Balance at 30 April 2014	353,518	239,546	1,452,895	40,629	830,728	2,917,316
	======	=======	=======	=======	=======	=======

On 8 November 2013 500,000 employee share options, over ordinary shares of 0.5p each, were exercised at 2.75p per share. Further, as announced on 10 April 2014, Michael Infante sold 1,800,000 warrants in ordinary shares of 0.5p each, with an exercise price of 1.5p directly to one institutional investors. The investor immediately exercised the warrants over 1,800,000 new ordinary shares. Also a further 3,450,000 million warrants, over ordinary shares of 0.5p each, with an exercise price of 1.5p were exercised by directors.

# Unaudited Consolidated Cash Flow Statement For the six months ended 30 April 2014

Cash flows from operating activities	Unaudited 6 months ended 30 April 2014 £	Unaudited 6 months ended 30 April 2013 £	Audited 12 months ended 31 October 2013 £
Profit before taxation	345,570	66,667	329,889
Amortisation	75,677	53,933	118,959
Depreciation	10,557	13,267	27,389
Share based payments	14,437	6,419	13,776
Finance income	(705)	(1,046)	(2,800)
(Increase)/decrease in receivables	(103,666)	(29,436)	(75,691)
(Decrease)/increase in payables	(282,898)	1,037,986	819,873
Corporation tax paid	-	-	(75,694)
Net cash inflow from operating			
activities	58,972	1,147,790	1,155,701
Cash flows from investing activities			
Investment in copyrights	(375,901)	(273,209)	(485,354)
Investment in fixed assets	(2,665)	(3,900)	(6,073)
Finance income Corporation tax paid	705	1,046	2,800
Net cash used in investing activities	(377,861)	(276,063)	(488,627)
Cash flow from financing activities			
Proceeds from the issue of new shares	92,500	750,000	773,000
Share issue costs	-	(50,501)	(50,501)
Dividend paid	(50,399)	(20,213)	(70,135)
Net cash outflow from financing			
activities	42,101	679,286	652,364
Net change in cash and cash	(276 706)	4 554 043	4 240 422
equivalents	(276,788)	1,551,013	1,319,438
Cash at the beginning of the period	1,688,093	368,655	368,655
Cash at end of the period	1,411,305	1,919,668	1,688,093
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# Notes to the Interim Report For the six months ended 30 April 2014

### 1. Nature of operations and general information

One Media iP Group Plc and subsidiaries' ("the Group") principal activities are the acquisition and licensing of audio-visual intellectual copyrights and publishing for distribution through the digital medium and to a lesser extent through traditional media outlets.

One Media iP Group Plc is the Group's ultimate parent company incorporated under the Companies Act in England and Wales. The address of One Media iP Group Plc registered office is 623 East Props Building, Goldfinger Avenue, Pinewood Road, Iver Heath, Buckinghamshire, SLO ONH.

The financial information set out in this Interim Report does not constitute statutory accounts. The Group's statutory financial statements for the year ended 31 October 2013 are available from the Group's website. The auditor's report on those financial statements was unqualified.

### 2. Accounting Policies

### **Basis of Preparation**

These interim consolidated financial statements are for the six months ended 30 April 2014. They have been prepared following the recognition and measurement principles of IFRS. They do not include all the information required for full annual statements, and should be read in conjunction with the consolidated financial statements of the Group for the year ended 31 October 2013.

This unaudited interim statement has not been subject to a review by the Group's auditors James Cowper LLP.

### **Comparatives**

The comparative periods represent the unaudited results for the six months period ended 30 April 2013 and the audited twelve months figures for the year ended 31 October 2013.

## 3. Earnings per share

The calculation of the earnings per share is based on the profit for the financial period divided by the weighted average number of shares in issue during the period.

Basic earnings per share	Unaudited 6 months ended 30 April 2014	Unaudited 6 months ended 30 April 2013	Audited 12 months ended 31 October 2012
Profit for period attributable to equity shareholders Weighted average number of	324,570	17,467	238,909
shares in issue at period end	66,037,498	55,716,405	59,999,725
Basic earnings per share	0.49p	0.031p	0.40p

The diluted earnings per share would be lower than the basic profit per share as the exercise of warrants and options would be dilutive.

### 4. Share capital

Group and company	Unaudited 30 April 2014 £	Unaudited 30 April 2013 £	Audited 31 October 2013 £
Authorised:			
200,000,000 ordinary shares of 0.5p each	1,000,000 ======	1,000,000 ======	1,000,000 ======
Issued:			
Ordinary shares of 0.5p each			
70,703,698 at 30 April 2014 , 64,003,698 at 30 April 2013 and 64,953,698 at 31			
October 2013 ordinary shares of 0.5p each	353,518	320,018	324,768
	========	========	========

### 5. Dividend

The Directors are delighted to announce a second divided for the year of £50,200 (0.071p per share) following the earlier dividend of £50,399 (0.077p per share). Our intention is to reward those investors that have been loyal and to further demonstrate that One Media is an investment opportunity providing a return that we believe we will enhance shareholder value.

## 6. Interim statement

Copies of this statement are available from Group's registered Office at:

623 East Props Building, Goldfinger Avenue, Pinewood Road, Iver Heath, Buckinghamshire, SLO 0NH.

## Notes to Editors:

One Media is a digital music and video rights owner. The consumer led but B2B (Business-to-business) operation looks to exploit its catalogue of over 200,000 music tracks and over 7,000 hours of video by recompiling the content for sale through over 600 digital music and video stores worldwide. The Company has a team of Creative Technicians who digitise the content, create the metadata and re-compile and prepare the digital music & video releases using bespoke in-house software.

Additionally, One Media makes its library of content available for TV shows, movies, adverts, games and websites. One Media operates an online sync database system that enables music supervisors to explore the library and select tracks for music briefs.

One Media focuses on music performed by well known artists from every genre, including; pop, rock, reggae, R&B, children's music, karaoke, jazz, soul, blues, rap, hip-hop, gospel, world-music, plus stand-up comedy, spoken-word and over 1,000 hours of classical music.

One Media is eligible for Enterprise Investment Schemes ("EIS") and Venture Capital Trusts ("VCT")