



# **Planet Payment, Inc**

## **Quarterly Report & Consolidated Condensed Financial Statements Three Months ended March 31, 2010**

### **Principal Offices**

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# Planet Payment, Inc

Page(s)

## QUARTERLY REPORT FOR FIRST QUARTER OF 2010

Incorporating

Consolidated Condensed Financial Statements (unaudited)

As of and for the Three Months ended March 31, 2010 and 2009 and as of December 31, 2009

Quarterly Report .....	2
Balance Sheets.....	3
Statements of Operations.....	4
Statements of Cash Flows .....	5
Statements of Stockholders' Equity/Deficit.....	6
Notes to Financial Statements.....	7-18
Management's Discussion and Analysis of Results of Operations.....	19-20
Additional Disclosure Items.....	21
Forward Looking Statements & Risk Factors.....	22-23
Certifications.....	24-25

# PLANET PAYMENT, INC.

## QUARTERLY REPORT FOR THE THREE MONTHS ENDED MARCH 31, 2010

**Issuer:**

Planet Payment, Inc.

**Principal Executive Offices:**

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**Shares Outstanding:**

- (i) As of March 31, 2010
- (ii) Authorized Shares
  - a. Common Stock: 70,000,000 shares
  - b. Preferred Stock: 4,000,000 shares
- (iii) Number of Shares Outstanding
  - a. Common Stock: 39,180,494
  - b. Preferred Stock: 2,243,750 (convertible into 6,851,144 shares of Common Stock)
- (iv) Public Float: 33,474,311 Common Shares
- (v) Beneficial Shareholders of Record: 286

## PLANET PAYMENT, INC.

### CONSOLIDATED CONDENSED BALANCE SHEETS AS OF MARCH 31, 2010 AND DECEMBER 31, 2009

	<b>March 31 2010</b>	<b>December 31 2009</b>
	(unaudited )	(audited)
<b>ASSETS</b>		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 2,082,136	\$ 3,752,423
Other current assets	<u>6,334,370</u>	<u>5,932,366</u>
Total current assets	8,416,506	9,684,789
PROPERTY AND EQUIPMENT, net	1,071,724	992,633
Intangible assets, net	5,145,226	4,873,263
Other assets	<u>286,970</u>	<u>297,528</u>
<b>TOTAL</b>	<b><u>\$ 14,920,426</u></b>	<b><u>\$ 15,848,213</u></b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities	7,697,178	7,361,465
Long-term and Convertible debt-less current maturities	9,119,795	9,036,402
Total liabilities	<u>16,816,973</u>	<u>16,397,867</u>
Stockholders' equity (deficit):	<u>(1,896,547)</u>	<u>(549,654)</u>
<b>TOTAL</b>	<b><u>\$ 14,920,426</u></b>	<b><u>\$ 15,848,213</u></b>

See notes to consolidated condensed financial statements.

**PLANET PAYMENT, INC.**

**CONSOLIDATED CONDENSED STATEMENTS OF OPERATIONS  
FOR THE THREE MONTH PERIODS ENDED MARCH 31, 2010 AND 2009**

	<b>Three Months Ended March 31</b>	
	<b>2010</b>	<b>2009</b>
	(unaudited )	(unaudited )
<b>REVENUE:</b>		
Multicurrency processing revenue	\$ 10,028,340	\$ 6,269,983
Other revenue	<u>3,174,751</u>	<u>4,048,617</u>
Total Revenue	13,203,091	10,318,600
<b>COST OF SALES:</b>		
Multicurrency processing cost of sales	6,559,481	3,956,268
Other cost of sales	<u>2,589,642</u>	<u>2,738,030</u>
Total cost of sales	9,149,123	6,694,298
Gross Profit	4,053,968	3,624,302
Total operating expenses	<u>5,293,127</u>	<u>4,689,535</u>
Loss From Operations	(1,239,159)	(1,065,233)
Total other expense	<u>(291,062)</u>	<u>(286,057)</u>
Loss before Provision for Income Taxes	(1,530,221)	(1,351,290)
Provision for income taxes	<u>-</u>	<u>-</u>
Net Loss	<u>\$ (1,530,221)</u>	<u>\$ (1,351,290)</u>

See notes to consolidated condensed financial statements.

**PLANET PAYMENT, INC.**

**CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS  
FOR THE THREE MONTH PERIODS ENDED MARCH 31, 2010 AND 2009**

	<b>Three Months Ended March 31</b>	
	<b>2010</b>	<b>2009</b>
	(unaudited )	(unaudited )
<b>Cash flows from operating activities:</b>		
Net loss	(1,530,221)	(1,351,290)
Other cash flows from operating activities	484,409	1,018,325
<b>Net cash used in operating activities</b>	<b>(1,045,812)</b>	<b>(332,965)</b>
<b>Cash flows from investing activities:</b>		
Capital expenditures	(735,967)	(445,855)
<b>Net cash used in investing activities</b>	<b>(735,967)</b>	<b>(445,855)</b>
<b>Cash flows from financing activities:</b>		
Proceeds from issuance of common stock		3,000,359
Proceeds from convertible debt and Loans Payable	-	389,547
Proceeds from Long term debt	132,559	-
Payment of capital-raising expense	-	(175,896)
Repayment of long term debt	(21,066)	-
<b>Net cash provided by financing activities</b>	<b>111,493</b>	<b>3,214,010</b>
<b>Increase / (decrease) in cash and cash equivalents</b>	<b>(1,670,287)</b>	<b>2,435,190</b>
Cash and cash equivalents—beginning of period	3,752,423	246,848
Cash and cash equivalents—end of period	<u>\$ 2,082,136</u>	<u>\$ 2,682,038</u>

See notes to consolidated condensed financial statements.

**PLANET PAYMENT, INC.**

**CONSOLIDATED CONDENSED STATEMENTS OF STOCKHOLDERS' EQUITY/DEFICIT  
FOR THE THREE MONTHS ENDED MARCH 31, 2010**

	Preferred Stock \$0.01 Par Value— 4,000,000 Shares Authorized Series A		Common Stock \$0.01 par Value— 70,000,000 Shares Authorized		Additional Paid- In Capital	Warrants	Accumulated Deficit	Total Stockholders' Equity (Deficit)
	Shares Issued	Par Value	Shares Issued	Par Value				
BALANCE—DECEMBER 31, 2009	2,243,750	\$ 22,438	39,170,213	\$ 391,701	\$ 73,969,455	\$ 1,517,982	\$ (76,451,230)	(549,654)
Stock issued								0
Warrants exercised								0
Options exercised			10,281	103	(103)			0
Value of warrants issued						48,242		48,242
Stock option expense					135,086			135,086
Net loss							(1,530,221)	(1,530,221)
BALANCE—MARCH 31, 2010	2,243,750	22,438	39,180,494	391,804	74,104,438	1,566,224	(77,981,451)	(1,896,547)

See notes to consolidated condensed financial statements.

## Notes to Consolidated Condensed Financial Statements

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Business Description** — Planet Payment, Inc. (the “Company”) was incorporated in the State of Delaware in October 1999 as Planet Group, Inc. and changed its name to Planet Payment, Inc. on June 18, 2007. The Company enables processors, acquiring banks and their merchants to accept, process and reconcile credit card transactions in multiple currencies, allowing cardholders to view prices and settle transactions in their native currency. The *Pay in Your Currency*<sup>™</sup> service is the Company’s suite of multi-currency processing solutions, which includes a multi-currency pricing e-commerce service and a Dynamic Currency Conversion service. The Company’s *BuyVoice*<sup>™</sup>, a mobile payment and commerce solution, allows merchants to accept payments and sell product to customers using any mobile or landline phone. With the acquisition of the *iPAY*<sup>™</sup> business, the Company also offers comprehensive Internet processing solutions for credit card and electronic check payments. On March 20, 2006, the Company’s common shares were admitted to trading on the London Stock Exchange’s Alternative Investment Market (AIM) market. On November 19, 2008, the Company’s common shares were also admitted to trading on the OTCQX market tier operated by Pink OTC Markets Inc in the United States.

The Company is a registered third-party processor for acquiring banks under Visa, MasterCard, Discover, American Express and JCB card association rules. Visa and MasterCard operating regulations require the Company to be sponsored by an acquirer in order to process card transactions; the Company has third party processor agreements with American Express and JCB. The Company is currently registered with Visa and MasterCard for each bank with which it has a processing agreement. Accordingly, although not a member of either card association (all members are banks), the Company is required to comply with all applicable card association rules.

**Interim Period Format and Scope of Condensed Statements** — In the opinion of management, the unaudited consolidated condensed financial statements include all adjustments, which consist of normal recurring accruals, necessary to present fairly the financial position as of March 31, 2010 and December 31, 2009, the results of operations for the three months ended March 31, 2010 and 2009, the cash flows for the three months ended March 31, 2010 and 2009 and the changes in shareholders’ equity/deficit for the three months ended March 31, 2010. In accordance with accounting principles generally accepted in the United States of America for interim financial information, these statements do not include certain information and footnote disclosures required for complete annual financial statements. The results of operations and the cash flows for the three months ended March 31, 2010 and 2009 are not necessarily indicative of the results to be expected for the full year and should be read in conjunction with the most recent annual audited consolidated financial statements of the Company as of and for the year ended December 31, 2009. Financial information for the period ended December 31, 2009 has been derived from the audited consolidated financial statements.

**Principles of Consolidation** — The consolidated condensed financial statements include the accounts of the Company, one wholly owned U.S. subsidiary and seven wholly owned foreign subsidiaries located in Bermuda, Canada, Hong Kong, Ireland, Isle of Man, The People’s Republic of China and Singapore. All inter-company accounts and transactions are eliminated on consolidation.

**Foreign Currency Translation** — Statement of operations accounts are translated at the average exchange rates during the period. Assets and liabilities are translated at the balance sheet date exchange rates. The related adjustments for all accounts are included in net income. These amounts are immaterial for all periods presented and have not been reported separately.



**Cash and Cash Equivalents** — Cash and cash equivalents consist of cash and highly liquid debt instruments purchased with an original maturity of three months or less.

**Accounts Receivable** — The Company evaluates the collectability of its accounts receivable based on a combination of factors. In cases where the Company is aware of circumstances that may impair a specific customer’s ability to meet its financial obligations, an allowance is recorded against amounts due thereby reducing the net recognized receivable to the amount that the Company reasonably believes will be collected. For all other customers, the Company recognizes an allowance for doubtful accounts based on the length of time the receivables are past due, the current business environment and historical experience. As of March 31, 2010 and December 31, 2009, the Company has included an allowance for doubtful accounts of approximately \$1.9 million due to certain receivables being subject to litigation.

**Inventory** —The Company purchased certain software licenses for resale. The licenses are for a point-of-sale credit card application that has been customized to the Company’s specifications, in order to support the Company’s multi-currency applications. Inventory is valued at the lower of cost or market price. Cost is arrived at using the first-in, first-out method. Market price is estimated based on anticipated sales of licenses.

**Property and Equipment** — Property and equipment are recorded at cost less accumulated depreciation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets as follows:

Equipment	5 years
Hardware	5 years
Software	5 years
Furniture and fixtures	5–7 years

Leasehold improvements are amortized using the straight-line method over the lesser of the estimated useful life of the assets or the term of the underlying lease arrangements.

Expenditures for maintenance and repairs, which do not improve or extend the useful life of the respective asset, are charged to expense as incurred.

**Intangible Assets** — Intangible assets are recorded at cost less accumulated depreciation. Intangible assets are being amortized on a straight-line basis over their estimated lives, as follows:

License agreements	7 years
Patents	15 years
Trademarks	15 years
Customer contracts	5 years
Capitalized Projects	5 years

The Company performs an annual impairment test comparing the estimated fair value of the intangibles to its carrying value. No impairment was recorded for the year ended December 31, 2009 and the three month period ending March 31, 2010.

The Company follows Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) 350, *Intangibles, Goodwill and Other* (“ASC 350”). The Company develops software that is used in providing processing services to customers. Software development costs are capitalized once technological feasibility of the software has been established. Costs incurred prior to establishing technological feasibility are expensed as incurred. Technological feasibility is established

when the Company has completed all planning, designing, coding and testing activities that are necessary to determine that a product can be produced to meet its design specifications, including functions, features and technical performance requirements. Capitalization of costs ceases when the product is available for general use. Software development costs are amortized using the straight-line method over the estimated useful life of the software, which is generally five years. During the three months ended March 31, 2010 and 2009, the amount capitalized was \$407,622 and \$256,257, respectively.

**Security Deposits** — Security deposits are primarily held by landlords to cover rental obligations and are included in other assets in the consolidated condensed financial statements.

**Restricted Cash** — Restricted cash is primarily held by processing partners where the Company holds a share of underwriting risk and for other potential liabilities under processing agreements and is included in other assets in the consolidated condensed financial statements.

**Due to Merchants** — Due to merchants represents funds collected on behalf of merchants using the iPAY gateway ACH product, which are held on average for three days before payment to the merchant, as part of our risk management procedures and the amount held is included in settlement assets and are included in current liabilities in the consolidated condensed financial statements.

**Use of Estimates** — The preparation of financial statements are in conformity with accounting principles generally accepted in the United States of America (GAAP) and requires management to make certain estimates and assumptions that may affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Significant estimates include valuation of stock options and warrants, provision for doubtful accounts, asset capitalization and impairment testing. Actual results could differ from those estimates.

**Revenue Recognition** — Processing revenue is based on the mark up and fees charged to customers for services provided in facilitating the sale of goods and services by means of credit and debit cards and does not include the gross sales price paid by the ultimate buyer. Revenues are recorded on a gross basis and offset by the associated costs of sales and are recognized at the time of settlement of the transactions.

Revenue from multi-currency processing is based on the margin earned on the conversion of credit card transactions from one currency into another currency. Multi-currency conversion revenue is recognized when the settlement proceeds of relevant credit card transactions are paid by the Card Associations to the relevant acquiring bank, with which the Company undertakes the multi-currency processing service.

Transaction based fees are earned at the time the transaction is submitted for processing. Administrative fees revenue comprises fixed monthly amounts, which are recognized at the time charged to each customer. Fees arising from referral of business to third-party processors are recognized upon receipt.

Certain members of the Company's point-of-sale software development team provide external development and consulting services to third parties under the name Planet Technology Services (PTS). The revenue associated with PTS is principally time and materials consulting revenue that is recognized when earned and invoiced.

**Income Taxes** — The Company accounts for income taxes in accordance with FASB ASC 740, *Income Taxes*, which requires the recognition of deferred income taxes for differences between the bases of assets and liabilities for financial statement and income tax purposes. Deferred tax assets and liabilities represent the future tax consequence for those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled. Deferred taxes are also recognized for operating losses that

are available to offset future taxable income. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized.

**Fair Value of Financial Instruments** — FASB ASC 825, *Financial Instruments*, requires certain disclosures regarding the fair value of financial instruments. Cash and cash equivalents, receivables, debt, accounts payable, due to merchants, accrued expenses and amounts due to affiliates are reflected in the consolidated financial statements at cost which approximates fair value because of the short-term nature of these instruments. The carrying value of the short term portion of the long term and convertible debt approximates fair value primarily due to the short term nature of the debt and because the interest rates applicable to the debt are consistent with current market rates.

**Stock Incentive Plan** — FASB ASC 718, *Compensation – Stock Compensation* (“ASC 718”) requires compensation cost related to share-based payments to employees to be recognized in the financial statements based on their fair value. This method requires that the provisions of ASC 718 be applied to new awards and awards modified, repurchased or cancelled after the effective date. See Note 6 for disclosure on the Company’s stock incentive plan.

**Warrants** — The Company has issued detachable warrants to purchase common shares as part of certain debt instruments. These warrants have been accounted for as equity in accordance with the provisions of ASC 470-20, *Debt with Conversion and Other Options*. The fair value of the warrants is determined using the Black-Scholes Merton methodology. The fair value of the warrants is expensed to interest over the expected life of the loans. See Note 7 for disclosure on the Company’s warrants.

## 2. GOING CONCERN

The Company has incurred net operating losses and negative cash flows from operations during the three month periods ending March 31, 2010 and 2009, which is traditionally the Company’s slowest quarter of the year, because of seasonal factors. During the three month period ended March 31, 2010, the Company’s operations were largely funded by equity capital and other financing including a November 2009 private placement of common shares that raised approximately \$4,000,000 (before expenses). During the three month period ended March 31, 2010, additional retail and hotel merchant locations were launched in the United States, Greater China, Malaysia, and India, which have resulted in an increase in the Company’s gross profit. During the three months ended March 31, 2010 revenue and gross profit grew 28% and 12%, respectively, as compared to the three month period ended March 31, 2009. Operating expenses increased \$0.6m or 13% in order to support further bank and merchant implementations which are planned for the remainder of 2010. The Company believes these implementations will have a positive impact on the Company’s revenue and cash flows. The Company believes that the operating plans and implementations, together with the investment capital raised, will be sufficient to support the Company’s current liquidity requirements, but there are no assurances that these plans and proposals will come to fruition and the ultimate ability of the Company to continue as a going concern is dependent on the Company achieving positive cash-flow from operations.

### 3. CURRENT AND LONG TERM DEBT

Long term debt at March 31, 2010 and December 31, 2009 consisted of the following:

	March 31, 2010	December 31, 2009
8% Note payable to Inter-Atlantic Fund, L.P. due November 2010. Interest is payable annually in cash or common stock at the Company's election. The Company issued one warrant exercisable for 3,053,435 shares of common stock as additional consideration for entering into the note. As long as the note remains outstanding and Inter-Atlantic chooses to exercise the warrant, in part or in full, the principal amount of note must be offset against the purchase price of the common stock under the warrant. The note and warrant are only assignable together.	\$ 4,000,000	\$ 4,000,000
Capital leases to various lessors secured by financed equipment and software with interest rates ranging from 9.29% to 19.43%, Principal and interest payable monthly through January 2014.	210,945	99,293
Non-interest bearing amount from First Horizon Merchant Services, Inc. ("FHMS") and First Tennessee Bank National Association ("FTB") payable on demand. The advance is secured by the underlying cash flow associated with the contract in respect of which the advance was made.	660,000	660,000
Non-interest bearing amount from FHMS and FTB payable on demand. The advance is secured by the underlying cash flow associated with the contract in respect of which the advance was made.	<u>40,000</u>	<u>40,000</u>
	4,910,945	4,799,293
Less current portion	<u>4,771,077</u>	<u>4,742,817</u>
Long term portion	<u>\$ 139,868</u>	<u>\$ 56,476</u>

In June 2006 the Company received a request for repayment of the \$700,000 of long term debt which is payable on demand. The Company does not believe it is liable to repay such amount and no action has been taken by the creditor to collect it

Total interest expense related to long term debt for the three months ended March 31, 2010 and 2009 was \$83,325 and \$83,958, respectively.

#### 4. CONVERTIBLE DEBT

In February 2007, the Company issued a \$5 million five-year term Note convertible into 2,272,727 common shares as part of a \$7.6 million private placing which included the issuance of 1,141,491 new common shares at a price of \$2.28 per share (equivalent to £1.16 per share). The Note carries an interest rate of 8% per annum and is convertible at any time at the option of the Noteholders, or automatically upon the achievement by the Company of certain milestones, namely a qualified U.S. initial public offering (IPO) or the achievement of certain liquidity and market value in the trading of the Company's common shares. Interest is payable semi-annually commencing June 30, 2007, but at the Company's sole option, interest payments through December 31, 2008, totaling \$811,057 were capitalized and added to the principal amount. Also, at the Company's election, subject to specified conditions, at any time after January 1, 2009, interest may be payable in the form of common shares at the fair market value. As a result of the \$100,000 convertible note referred to below, the interest rate increased to 9% per annum.

In April 2008, concurrent with the iPay acquisition, the Company issued a \$3 million convertible promissory note, with a four year term, convertible into 1,333,333 common shares at a conversion price of \$2.25 per share. The note carries an interest rate of 8% per annum and is convertible at any time at the option of the Noteholders, or automatically upon the achievement of certain milestones, namely a qualified U.S. IPO or the achievement of certain liquidity and market value in the trading of the Company's common shares. Interest is payable semi-annually commencing June 30, 2008, but at the Company's sole option, interest payments through December 31, 2008, totaling \$168,870 were capitalized and added to the principal amount. Also, at the Company's election, subject to specified conditions, at any time after January 1, 2009, interest may be payable in the form of common shares at the fair market value. As a result of the \$100,000 convertible note referred to below, the interest rate increased to 9% per annum.

In December 2008, the Company issued a \$100,000 convertible promissory note, with a five year term, convertible into 100,000 common shares at a conversion price of \$1.00 per share, to an existing shareholder. The Noteholder also received 25,000 warrants at an exercise price of \$1.00. In January and February 2009, the Company issued \$350,000 in convertible promissory Notes, with a 5 year term, convertible into 350,000 common shares at a conversion price of \$1.00 per share, to existing shareholders. The Noteholders also received 87,500 warrants at an exercise price of \$1.00. The Company could prepay the unpaid balance of the Notes at any time on or after July 31, 2009 (First Measurement Date) without prior consent of the Noteholders and without penalty. As a result of the March 2009 private placing, the conversion price of the notes and the exercise price under the Warrants were adjusted to \$0.45. The Notes carried an interest rate of 8% per annum. The notes were convertible at any time at the option of the Noteholders. Interest was payable upon the First Measurement Date, but at the Company's sole option, interest payments through July 31, 2009 totaling \$18,613 were capitalized and added to the principal amount. The Noteholders exercised their rights to convert the principal amount and all accrued interest under the notes to an aggregate of 1,076,283 common shares as of December 31, 2009 and the notes were discharged as paid in full as of that date.

Convertible debt as of December 31, 2009, was comprised of the following:

<b>Principal</b>	<b>Accrued Capitalized Interest</b>	<b>Total Convertible Debt</b>	<b>Maturity Date</b>	<b>Interest Rate</b>	<b>Conversion Price</b>
\$ 5,000,000	\$ 811,056	\$ 5,811,056	February 7, 2012	9%	\$2.20
<u>\$ 3,000,000</u>	<u>\$ 168,870</u>	<u>\$ 3,168,870</u>	April 21, 2012	8%	\$0.45
\$ 8,000,000	\$ 979,926	\$ 8,979,926			

Convertible debt as of March 31, 2010, was comprised of the following:

<b>Principal</b>	<b>Accrued Capitalized Interest</b>	<b>Total Convertible Debt</b>	<b>Maturity Date</b>	<b>Interest Rate</b>	<b>Conversion Price</b>
\$ 5,000,000	\$ 940,014	\$ 5,940,014	February 7, 2012	9%	\$2.20
<u>\$ 3,000,000</u>	<u>\$ 239,193</u>	<u>\$ 3,239,193</u>	April 21, 2012	8%	\$0.45
\$ 8,000,000	\$ 1,179,207	\$ 9,179,207			

Total interest expense related to Convertible Debt for the three months ended March 31, 2010 and 2009 was \$199,281 and \$205,777, respectively, which has been accrued pending the next interest payment date of June 30 in each year.

## **5. RELATED-PARTY TRANSACTIONS**

During the three months ended March 31, 2010 and 2009, the Company incurred rent expense totaling \$118,509 and \$117,057 respectively, which was paid to an affiliated company that is principally owned by executives, directors or stockholders of the Company (BDP Realty Associates LLC).

## **6. STOCK INCENTIVE PLAN**

The Board of Directors and Stockholders approved a new equity incentive plan (“2006 Equity Incentive Plan” or “Plan”) in January 2006. The Remuneration Committee of the Board of Directors (the “Committee”) administers the Plan. Employees and certain contractors, who in the judgment of the Committee render significant service to the Company, are eligible to participate.

Under the terms of the Plan, participants may be granted restricted shares or options to purchase the Company’s common stock at the fair market value on the date the option is granted. Options granted generally vest equally over three years and expire ten years after the grant date. At March 31, 2010 and December 31, 2009, a total of 6,556,020 and 6,793,229 shares, respectively, were reserved for issuance under the Plan. No restricted shares have been issued as of March 31, 2010 and of the stock options

granted in 2009 and 2010, none were at a strike price lower than the market price at the time of the grant. At March 31, 2010 1,732,754 common shares remained available for future stock option and restricted stock awards under the Plan.

Stock option plan activity for the three months ended March 31, 2010 was as follows:

	Options	Weighted-Average Exercise Price
Balance— December 31,2009	6,793,299	\$ 2.36
Granted	75,000	1.70
Exercised	(10,281)	0.63
Cancelled	(301,998)	2.60
Forfeited	-	-
	<hr/>	<hr/>
Balance—March 31, 2010	6,556,020	\$ 2.34
Options exercisable at December 31, 2009	<u>5,535,148</u>	<u>\$ 2.32</u>
Options exercisable at March 31, 2010	<u>5,780,787</u>	<u>\$ 2.37</u>

**Options Outstanding at March 31, 2010**

Exercise Price	Number Outstanding	Weighted-Average Exercise Price	Weighted-Average Remaining Life (Years)	Number Exercisable
\$ 0.60	100,000	\$ 0.60	2.4	100,000
1.20	1,193,828	1.20	8.4	1,168,825
1.28	99,000	2.50	9.4	-
1.65	200,000	2.53	9.4	-
1.70	75,000	2.88	9.4	-
1.75	24,500	3.01	9.4	-
2.50	2,781,279	2.50	5.0	2,692,779
2.53	334,167	2.53	6.4	331,667
2.88	661,916	2.88	6.4	661,916
3.01	783,163	3.01	7.5	528,433
3.05	19,167	3.05	7.4	13,167
3.07	75,000	3.07	7.4	75,000
4.00	50,000	4.00	5.4	50,000
4.40	<u>159,000</u>	<u>4.40</u>	1.2	<u>159,000</u>
	<u>6,556,020</u>	<u>\$ 2.34</u>		<u>5,780,787</u>

The Company's Plan provides for acceleration of exercisability of the options upon the occurrence of certain events related to a change in control, merger, and sale of assets or liquidation of the Company. FASB ASC 718 requires compensation cost related to share-based payments to employees to be recognized in the financial statements based on their fair value. Under the public company standard, companies must adopt FASB ASC 718 using the modified prospective application method. This method requires companies to (1) record compensation cost for the unvested portion of previously issued stock option awards that remain outstanding at the initial date of adoption and (2) record compensation cost for any awards issued, modified, repurchased or cancelled after the effective date of FASB ASC 718. For the three months ended March 31, 2010, the Company incurred total share-based expense of \$135,086; \$125,511 related to employee compensation and \$9,575 related to non-employee directors and professionals. For the three months ended March 31, 2009, the Company incurred total share-based expense of \$444,083; \$395,782 related to employee compensation and \$48,301 related to non-employee directors and professionals. As of March 31, 2010, the total remaining unrecognized compensation expense related to the Company's unvested stock options was \$488,331. This unrecognized compensation expense is expected to be recognized over a weighted-average period of less than one year.

For awards granted in 2009 and 2010, the Company used the Black-Scholes model for valuation. Assumptions, including volatility, term and risk-free rate, utilized in the model were provided by or confirmed by an independent entity. Since the Company had little historical information regarding the volatility of its share price, estimated volatility was based on the historic volatility of comparative companies from the same industry. The Company believes that its historical share option experience does not provide a reasonable basis upon which to estimate expected term. Following the guidance of SAB ASC Topic 14, *Share-Based Payment*, the Company used a "simplified" method to determine expected term based on the vesting and original contractual terms. The valuation for stock option awards for the three months ended March 31, 2010 was:

Award Date	January <u>2010</u>
Exercise Price	\$1.70
Implied Volatility	36.21%
Expected Term (years)	6.0
Risk-Free Rate	3.01%
Fair Value per Option	\$0.69

## 7. WARRANTS

The Company had outstanding warrants to purchase 3,798,192 shares of common stock as of March 31, 2010, in addition to the stock options granted under the stock incentive plan.



Warrant activity for the three months ended March 31, 2010 was as follows:

	Warrants	Weighted-Average Exercise Price
<b>BALANCE— December 31, 2009</b>	<b><u>3,785,328</u></b>	<b><u>\$ 1.50</u></b>
Granted	12,864	0.25
Exercised	-	-
Cancelled	-	-
<b>BALANCE— March 31, 2010</b>	<b><u>3,798,192</u></b>	<b><u>\$ 1.48</u></b>
Warrants exercisable—December 31, 2009	<u>3,785,328</u>	<u>\$ 1.50</u>
Warrants exercisable— March 31, 2010	<u>3,798,192</u>	<u>\$ 1.49</u>

Warrants Outstanding at March 31, 2010				
Exercise Price	Number Outstanding	Weighted - Average Exercise Price	Weighted-Average Remaining Life (Years)	Number Exercisable
0.25	228,266	0.25	3.3	228,266
0.45	112,500	0.45	4.0	112,500
1.31	3,053,435	1.31	0.5	3,053,435
2.50	220,903	2.50	3.6	220,903
5.50	<u>183,088</u>	<u>5.50</u>	3.6	<u>183,088</u>
	<u>3,798,192</u>	<u>\$ 1.49</u>		<u>3,798,192</u>

During the three months ended March 31, 2010 and 2009, the Company issued 12,864 and 13,036 warrants respectively with an exercise price of \$0.25 per share as partial payment for legal services rendered and recognized an expense of \$48,242 and \$48,886 respectively. These expenses are included in Total operating expenses on the Consolidated Condensed Statements of Operations.

## 8. CAPITAL STOCK

During the three months ended March 31, 2010, the Company issued 10,281 new common shares upon exercise of stock options.

The terms on the Company's various classes and series of capital stock are summarized as follows:

**Series A Convertible Preferred Stock** —The Series A preferred stock had the following right as of March 31, 2010:

**Liquidation Preference** — The holders of the Series A preferred stock are entitled upon a liquidation event, to receive back their original investment, in priority to any return of capital to all other stockholders, with no further participation.

**Common Stock** — The common stockholders are entitled to a distribution of all remaining assets (which may be more or less than the original investment), on a proportionate basis, in the event of the dissolution or winding up of the Company, after payment of all liabilities of the Company and the liquidation

preference of all series of preferred stock then outstanding. The common stock has no conversion or redemption rights. The common stock is entitled to one vote per share at all general meetings of the Company. The common stockholders are entitled to share in all dividends and distributions, which may be declared by the Company, on a proportionate basis with all other classes and series of stock outstanding.

## 9. LOSS PER SHARE

**Computation of Loss per Common Share** — Basic loss per common share is computed using the weighted-average number of common shares outstanding during the period. Diluted loss per common share is computed using the weighted-average number of common and dilutive common equivalent shares outstanding during the period. Dilutive common equivalent shares consist primarily of preferred shares, warrants, stock options and convertible debt. Due to the Company's net loss for all periods presented, the diluted loss calculation is not provided, in that the results of this calculation would be anti-dilutive.

The basic (loss) per share is calculated on the following data:

	<b>3 months ended March 31,</b>	
	<b>2010</b>	<b>2009</b>
	<b>number of shares</b>	<b>number of shares</b>
	<u>                    </u>	<u>                    </u>
Weighted average number of common shares (for basic loss per share)	39,176,921	29,256,150
Potential dilutive ordinary shares:		
Preferred shares	6,851,144	6,851,144
Warrants	3,815,882	4,620,870
Stock incentive plan	6,556,020	6,660,443
Convertible debt	4,049,776	4,599,776
Diluted basis	<u>60,449,743</u>	<u>51,988,383</u>
Net Loss	<u>\$ (1,530,221)</u>	<u>\$ (1,351,290)</u>
Basic loss per share	<u>(\$0.04)</u>	<u>(\$0.05)</u>

## 10. **SUBSEQUENT EVENTS**

The Company evaluated subsequent events through May 11, 2010, the date on which these financial statements were finalized. The Company recently settled one of the proceedings disclosed in prior financial statements in which it sought to recover damages for a breach of contract and other related wrongful acts. As a result of this settlement the Company expects to receive net proceeds in the approximate amount of \$500,000 USD.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion and analysis should be read in conjunction with the accompanying financial statements and related notes thereto. The following discussion may contain forward-looking statements that reflect future plans, estimates, beliefs, and expected performance. The forward-looking statements are dependent upon events, risks, and uncertainties that may be outside our control. Our actual results could differ materially from those discussed in these forward-looking statements. As such, the forward-looking events discussed may not occur. See discussion under the headings "*Forward Looking Statements*" and "*Risk Factors*" below.

The financial information with respect to the three month periods ended March 31, 2010 and 2009 that is discussed below is unaudited. In the opinion of management, this information contains all adjustments, consisting of normal recurring accruals, necessary for the fair presentation of the results for such periods. The results of operations for the interim periods are not necessarily indicative of the results of operations for the full fiscal year. The Company provides certain non-GAAP financial measures in this statement, in order to provide investors with additional perspective of underlying business trends and results. In addition management utilizes these measures in monitoring performance. These non-GAAP key business indicators, which include Adjusted EBITDA loss, cash operating expenses, and cash compensation expense, transaction volumes, merchant locations, and same store sales, should not be considered replacements for and should be read in conjunction with the GAAP financial measures.

### RESULTS OF OPERATIONS

#### Three Months Ended March 31, 2010 Compared to the Three Months Ended March 31, 2009

*Revenue:* Total revenue increased 28% to \$13.2m (Q1'09: \$10.3m) as a result of the increase in multi-currency processing from new merchant deployments in all regions. Revenue from multi-currency processing services increased 60% to \$10m (Q1'09: \$6.3m), while revenue from processing services decreased 21% to \$3.2m (Q1'09: \$4.0m), and represented 24% of total revenue (Q1'09: 39%).

*Transaction Volume:* The Company processed total settled transaction volume of \$520m, up 9% over the same period in 2009 (Q1'09: \$479m). Transaction volume from multi-currency processing services increased 59% to \$279m (Q1'09: \$175m). Settled processing volume decreased 21% to \$241m (Q1'09: \$304m).

*Gross Profit:* Gross profit rose 12% to \$4.1m (Q1'09: \$3.6m). Overall gross margin percentage was 31% as compared to the Q1'09 gross margin percentage of 35% due to certain customers achieving processing volume tiers.

*Operating Expenses:* The Company's operating costs as a percentage were reduced to 40% of revenue compared to 45% in Q1'09. Operating expenses grew \$0.6m, to \$5.3m, (Q1'09: \$4.7m). Cash operating expenses increased 19% to \$4.7m (Q1'09: \$3.9m) in support of service launches in new markets in 2010.

Cash compensation expenses totaled \$2.8m, an increase of 18% over Q1'09, representing 60% of total cash operating expenses for the quarter (Q1'09: \$2.4m, representing 60% of total cash operating

expenses). Increases were due to headcount growth from 130 at the end of March 2009 to 139 at the end of March 2010 and certain salary increases effective throughout the quarter. Other cash operating expenses increased 21% over 2009.

*EBITDA:* Adjusted EBITDA loss for the period was (\$0.7m) compared to a loss of (\$0.3m) a year ago. See Table 1 below for a reconciliation of Net loss to adjusted EBITDA

*Net Loss:* Net loss for the period was (\$1.5m) compared to a net loss of (\$1.4m) a year ago.

## **LEGAL PROCEEDINGS**

The Issuer is not and was not during the quarter ended March 31, 2010, party to any legal proceedings or administrative actions that could have a material effect on the Issuer's business, financial condition, or operations nor have any such proceedings been threatened. Neither are there any current, past or pending trading suspensions by a securities regulator.

## **DEFAULTS UPON SENIOR SECURITIES**

Not applicable.

## **OTHER INFORMATION**

Information regarding the sales of the Issuer's equity securities during the period ended 31<sup>st</sup> March 2010 has already been disclosed and are included in the notes to the Financial Statements for such period. Otherwise not applicable.

## EXHIBITS

There are no Exhibits which are required to be attached to this report.

**Table 1. Reconciliation of Net Loss to Adjusted EBITDA  
For the three month periods ended March 31, 2010 and 2009**

	<b>Three Months Ended</b>	
	<b>March 31</b>	
	<b><u>2010</u></b>	<b><u>2009</u></b>
Net loss	\$(1.5)	\$(1.4)
Interest expense, net	0.3	0.3
Depreciation and amortization	0.4	0.3
Stock compensation expense	0.1	0.4
Income taxes	0.0	0.0
Other expenses	0.0	0.1
<b>Adjusted EBITDA</b>	<b>(\$0.7)</b>	<b>\$(0.3)</b>

## FORWARD-LOOKING STATEMENTS

Information contained in this report may include ‘forward-looking statements’. All statements other than statements of historical facts included herein, including, without limitation, those regarding the financial position, business strategy, plans and objectives of management for future operations of both Planet Payment and its business partners, are forward-looking statements. Such forward-looking statements are based on a number of assumptions regarding Planet Payment’s present and future business strategies, and the environment in which Planet Payment expects to operate in future, which assumptions may or may not be fulfilled in practice. Implementation of some or all of the new services referred to is subject to regulatory or other third party approvals. Actual results may vary materially from the results anticipated by these forward-looking statements as a result of a variety of risk factors, including the risks discussed under the heading “Risk Factors”. These forward-looking statements speak only as to the date of this report and cannot be relied upon as a guide to future performance. Planet Payment expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this report to reflect any changes in its expectations with regard thereto or any change in events, conditions or circumstances on which any statement is based.

## RISK FACTORS

Risk factors that may affect the Company’s future prospects, performance and results, are referenced in the Company’s Admission document to the AIM market, which is available on its website at [www.planetpayment.com/Investors](http://www.planetpayment.com/Investors). Some of the risk factors that investors or potential investors in Planet Payment’s securities should consider are summarized as follows:

- The business is still in a substantial growth phase, which makes it difficult to evaluate and forecast the Company’s future prospects.
- The Company has incurred losses since its inception and cannot guarantee that it will achieve profitability.
- The Company may require additional capital in the future to fund operations, or it may elect to raise additional capital if market conditions are favorable.
- The Company relies on third parties to implement the Company’s solutions and to market them to end customers, and cardholders may not adopt the Company’s services.
- Implementation, adoption and offering of the service by processors, acquirers, merchants and others may take longer than anticipated, or may not occur at all.
- The Company’s industry is highly competitive.
- The Company may face decreasing gross margins.
- Changes in the credit card industry, regulatory changes, particularly in the United States and China and changes in card association regulations and practices may impair the Company’s business. Visa has recently adopted certain rule changes applicable to dynamic currency conversion (“DCC”) in certain regions in which the Company operates and has continued to prohibit DCC in certain other regions where the Company operates. These rule changes are intended to limit the growth of DCC. The full impact of these rule changes on the Company’s future business and financial results cannot be fully assessed at this time.
- The Company is required to be registered with card associations in order to provide its services and the Company relies on bank sponsorship for this registration.
- Changes in credit card industry billing and disclosure of cross-currency transactions may impact the Company’s revenues and gross margins.
- Third parties claiming that the Company infringes their proprietary rights could cause the Company to incur significant legal expenses, for itself and on behalf of certain customers who are indemnified by the Company and prevent the Company from offering its services.
- The Company may be subject to litigation in the future.

- The Company may not be able to protect and enforce its contractual and intellectual property rights.
- Rapid technological change could render the Company's services obsolete.
- The Company's business exposes it to currency exchange risk.
- If the Company were to lose the services of its CEO or other members of its senior management team, the Company may not be able to execute its business strategy.
- The Company faces risks in foreign markets.
- Additional risks may arise with respect to commencing operations in new countries and regions of which the Company is not fully aware at this time.
- The Company could be subject to liability in the event of unauthorized disclosure of cardholder or transaction data.
- Merchant fraud or insolvency could, in some cases, negatively affect the Company's cash flows and operating results and result in liability to the Company.
- Adverse economic and other global conditions, general economic risks and decrease in volume of international travel and commerce could result in a decrease in transaction volumes.
- The Company relies on third party and organic new technology and systems; delays in development and implementation of new technology could delay revenues from the relevant projects or customers.
- The Company could face liability or termination of key contractual relationships in the event of a system failure or a failure to perform to contracted standards.
- Material past or future acquisitions made by the Company may have an adverse effect on its results.
- Additional risks may arise with respect to the acquired assets and assumed contracts of which Planet Payment is not fully aware at this time.
- The Company may be required to comply with U.S. federal securities law reporting and corporate governance regulations in the future, which would entail significant expense and could materially impair the Company's operating results.
- Securities traded on the AIM, Pink Sheets and OTCQX markets may involve greater risk, potentially greater volatility and lower liquidity than securities traded on other public markets.
- The Company is not currently subject to the same reporting requirements as companies whose stock is traded on other public markets.
- Ownership of the Company's Common Shares is concentrated among a small number of large shareholders, and substantial sales by these shareholders could depress the Company's stock price.



**PLANET PAYMENT, INC.**

**QUARTERLY REPORT**


**ENDED MARCH 31, 2010**

**CERTIFICATIONS**

I, Philip D Beck, certify that:

1. I have reviewed this Quarterly Report for the quarter ended March 31, 2010 of Planet Payment, Inc.;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

Date: May 11, 2010



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Philip D Beck, CEO

I, Robert Cox, certify that:

1. I have reviewed this Quarterly Report for the year ended March 31, 2010 of Planet Payment, Inc.;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and

3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

Date: May 11, 2010



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Robert Cox, CFO

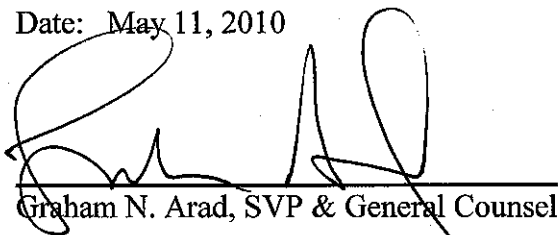
I, Graham N. Arad, certify that:

1. I have reviewed this Quarterly Report for the year ended March 31, 2010 of Planet Payment, Inc.;

2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and

3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

Date: May 11, 2010



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Graham N. Arad, SVP & General Counsel