American Reprographics CO Form SC 13G/A February 14, 2007

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

#### **SCHEDULE 13G**

Under the Securities Exchange Act of 1934 (Amendment No. 1)\*

American Reprographics Company (Name of Issuer)

Common Stock, par value \$0.001 per share (Title of Class of Securities)

029263100 (CUSIP Number)

December 31, 2006 (Date of Event Which Requires Filing of this Statement)

Check the appropriate box to designate the rule pursuant to which this Schedule is filed:

o Rule 13d-1(b)

o Rule 13d-1(c)

b Rule 13d-1(d)

\* The remainder of this cover page shall be filled out for a reporting person's initial filing on this form with respect to the subject class of securities, and for any subsequent amendment containing information which would alter the disclosures provided in a prior cover page.

The information required in the remainder of this cover page shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934 ("Act") or otherwise subject to the liabilities of that section of the Act but shall be subject to all other provisions of the Act (however, see the Notes).

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

CUSII No.	P 029263100			Page	2	of	4						
1	OCB Reprographics	NAMES OF REPORTING PERSONS: OCB Reprographics, Inc.  I.R.S. IDENTIFICATION NOS. OF ABOVE PERSONS (ENTITIES ONLY): 95-2788663 CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP (SEE INSTRUCTIONS):											
2	(a) o (b) o	OPRIATE I	BOX IF A M	EMBER OF A GROU	JP (SEE )	INSTR	UCTIO	ONS):					
3	SEC USE ONLY:	SEC USE ONLY:											
4	CITIZENSHIP OR PLACE OF ORGANIZATION: California												
		5		SOLE VOTING PO	OWER:								
	NUMBER OF	S		1,857,474									
	SHARES OWNED BY	6		SHARED VOTING POWER: -0-									
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12	TYPE OF REPORT CO	TYPE OF REPORTING PERSON (SEE INSTRUCTIONS):											

CUSIP No.	029263100	3	of	4
Item 1(a)	Name of Issuer: American Reprographics Company, a Delaware Corpo	oration		
Item 1(b)	<b>Address of Issuer's Principal Executive Offices:</b> 700 North Central A Glendale, CA 91203	venue,	Suite	550,
Item 2(a)	Name of Person Filing: OCB Reprographics, Inc.			
Item 2(b)	Address of Principal Business Office or, if None, Residence: 17721 N CA 92714	Mitchel	ll Nortl	n, Irvine,
Item 2(c)	Citizenship: OCB Reprographics, Inc. is a California Corporation.			
Item 2(d)	<b>Title of Class of Securities:</b> Common Stock, \$0.001 per value per share ("Common Stock")	e, of the	e Issue	r
Item 2(e)	<b>CUSIP Number:</b> 029263100			
Item 3.	If this Statement is Filed Pursuant to Rule 13d-1(b), or 13d-2(b) or the Person Filing is: Not applicable	(c), Ch	eck wl	nether
Item 4.	<b>Ownership.</b> The percentages stated herein are based on a total of 45,317,50 Common Stock outstanding as of December 31, 2006.	846 sha	ares of	
	(a) 1,857,474 shares of Common Stock			
	(b) 4.1%			
	(c) OCB Reprographics, Inc., has sole power to vote or direct the vote, an dispose or direct the disposition of, 1,857,474 shares of Common Stock.	d sole j	power	to
Item 5.	Ownership of Five Percent or Less of a Class. If this statement is being fact that as of the date hereof the reporting person has ceased to be the beneficial owner of more the class of securities, check the following [Y].			
Item 6.	Ownership of More than Five Percent on Behalf of Another Person.	Not apj	plicabl	e
Item 7.	Identification and Classification of the Subsidiary Which Acquired to Reported on by the Parent Holding Company. Not applicable	he Sec	urity I	Being
Item 8.	Identification and Classification of Members of the Group. Not applied	cable		
Item 9.	Notice of Dissolution of Group. Not applicable			

Item 10.	Certifications.	Not	applicable
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CUSIP 029263100

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No.

#### **SIGNATURE**

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information set forth in this statement is true, complete and correct.

Date: February 14, 2007

OCB Reprographics, Inc.

/s/ Sathiyamurthy Chandramohan (Signature)
By: Sathiyamurthy Chandramohan

By: Sathiyamurthy Chandramohan Title: Chief Executive Officer

These actions could result in reduced margins and seriously harm our business.

We could face competitive pressures from new technologies or the expansion of existing technologies approved for use by the U.S. Postal Service. We may also face competition from a number of indirect competitors that specialize in electronic commerce and other companies with substantial customer bases in the computer and other technical fields. Additionally, companies that control access to transactions through a network or Web browsers could also promote our competitors or charge us a substantial fee for inclusion. In addition, changes in postal regulations could adversely affect our service and significantly impact our competitive position. We may be unable to compete successfully against current and future competitors, and the competitive pressures we face could seriously harm our business.

If we do not respond effectively to technological change, our services and products could become obsolete and our business will suffer.

The development of our services, products and other technology entails significant technical and business risks. To remain competitive, we must continue to enhance and improve the responsiveness, functionality and features of our online operations. The Internet and the electronic commerce industry are characterized by rapid technological change; changes in user and customer requirements and preferences; frequent new product and service introductions embodying new technologies; and the emergence of new industry standards and practices.

The evolving nature of the Internet or the postage markets could render our existing technology and systems obsolete. Our success will depend, in part, on our ability to license or acquire leading technologies useful in our business; enhance our existing services; develop new services or features and technology that address the increasingly sophisticated and varied needs of our current and prospective users; and respond to technological advances and emerging industry and regulatory standards and practices in a cost-effective and timely manner.

Future advances in technology may not be beneficial to, or compatible with, our business. Furthermore, we may not be successful in using new technologies effectively or adapting our technology and systems to user requirements or emerging industry standards on a timely basis. Our ability to remain technologically competitive may require substantial expenditures and lead time. If we are unable to adapt in a timely manner to changing market conditions or user requirements, our business, financial condition and results of operations could be seriously harmed.

Our operating results could be impaired if we or the Internet become subject to additional government regulation and legal uncertainties.

Due to the increasing popularity and use of the Internet, it is possible that a number of laws and regulations may be adopted with respect to the Internet, relating to user privacy, pricing, content, copyrights, distribution, characteristics and quality of products and services, and export controls.

The adoption of any additional laws or regulations may hinder the expansion of the Internet. A decline in the growth of the Internet could decrease demand for our products and services and increase our cost of doing business.

Moreover, the applicability of existing laws to the Internet is uncertain with regard to many issues, including property ownership, export of specialized technology, sales tax, libel and personal privacy. Our business, financial condition and results of operations could be seriously harmed by any new legislation or regulation. The application of laws and regulations from jurisdictions whose laws do not currently apply to our business, or the application of existing laws and regulations to the Internet and other online services could also harm our business.

We have employees and offer our services in multiple states, and we may in the future expand internationally. These jurisdictions may claim that we are required to qualify to do business as a foreign corporation in each state or foreign country. Our failure to qualify as a foreign corporation in a jurisdiction where we are required to do so could subject us to taxes and penalties. Other states and foreign countries may also attempt to regulate our services or prosecute us for violations of their laws. Further, we might unintentionally violate the laws of foreign jurisdictions and those laws may be modified and new laws may be enacted in the future.

#### Risks Related to Our Stock

#### Changes in stock option accounting rules will have an adverse affect on our operating results.

We use options to acquire our common stock to attract, incentivize and retain our employees in a competitive marketplace. Statement of Financial Accounting Standards (SFAS) No. 123, Accounting for Stock-Based Compensation, allowed companies the choice of either using a fair value method of accounting for options that would result in expense recognition for all options granted, or using an intrinsic value method, as prescribed by Accounting Principles Board Opinion (APB) No. 25, Accounting for Stock Issued to Employees, with a pro forma disclosure of the impact on net income (loss) of using the fair value option expense recognition method. Prior to our adoption of SFAS No. 123 (revised 2004), Share Based Payment, or Statement 123R, on January 1, 2006, we had elected to apply APB No. 25 and accordingly we generally did not recognize any expense with respect to employee options to acquire our common stock in periods ended on or prior to December 31, 2005 as long as such options were granted at exercise prices equal to the fair value of our common stock on the date of grant.

Statement 123R requires that the compensation cost relating to share-based payment transactions be recognized in financial statements. This cost will be measured based on the fair value of the equity instruments issued. We adopted Statement 123R on January 1, 2006, which is the first day of our 2006 fiscal year. We expect the adoption of Statement 123R to have an adverse effect on our operating results, as we continue to use options to attract, incentivize and retain our employees.

# The tax value of our net operating losses could be impaired if we trigger a change of control pursuant to Section 382 of the Internal Revenue Code.

Under Internal Revenue Code Section 382 rules, a change in ownership can occur whenever there is a shift in ownership by more than 50 percentage points by one or more five-percent shareholders within a three-year period. When a change of ownership is triggered, the NOLs may be impaired. We estimate that, as of December 31, 2006 we were approximately at 30% compared with the 50% level that would trigger impairment of our NOL asset. As part of our ongoing program to preserve future use of our NOL assets, *Stamps.com requests that all of our investors contact us prior to allowing their ownership interest to reach a five-percent level.* 

# Our charter documents could deter a takeover effort, which could inhibit your ability to receive an acquisition premium for your shares.

The provisions of our certificate of incorporation, bylaws and Delaware law could make it difficult for a third party to acquire us, even if it would be beneficial to our stockholders. In addition, we are subject to the provisions of Section 203 of the Delaware General Corporation Law, which could prohibit or delay a merger or other takeover of our Company, and discourage attempts to acquire us.

# The U.S. Postal Service may object to a change of control of our common stock.

The U.S. Postal Service may raise national security or similar concerns to prevent foreign persons from acquiring significant ownership of our common stock or of Stamps.com. The U.S. Postal Service also has regulations regarding the change of control of approved PC Postage providers. These concerns may prohibit or delay a merger or other takeover of our Company. Our competitors may also seek to have the U.S. Postal Service block

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the acquisition by a foreign person of our common stock or our Company in order to prevent the combined company from becoming a more effective competitor in the market for PC Postage.

#### Our stock price is volatile.

The price at which our common stock has traded since our initial public offering in June 1999 has fluctuated significantly. The price may continue to be volatile due to a number of factors, including the following, some of which are beyond our control:

variations in our operating results,

variations between our actual operating results and the expectations of securities analysts,

investors and the financial community,

announcements of developments affecting our business, systems or expansion plans by us or others,

and market volatility in general.

As a result of these and other factors, investors in our common stock may not be able to resell their shares at or above their original purchase price. In the past, securities class action litigation often has been instituted against companies following periods of volatility in the market price of their securities. This type of litigation, if directed at us, could result in substantial costs and a diversion of management s attention and resources.

Shares of our common stock held by existing stockholders may be sold into the public market, which could cause the price of our common stock to decline.

If our stockholders sell into the public market substantial amounts of our common stock purchased in private financings prior to our initial public offering, or purchased upon the exercise of stock options or warrants, or if there is a perception that these sales could occur, the market price of our common stock could decline. All of these shares are available for immediate sale, subject to the volume and other restrictions under Rule 144 of the Securities Act of 1933.

#### **Item 1B. Unresolved Staff Comments**

None.

#### **Item 2. Properties**

Our corporate headquarters are located in a 36,000 square foot facility in Los Angeles, California under a lease expiring in February 2010. We believe that our existing facility is suitable and adequate for our present purposes.

# **Item 3. Legal Proceedings**

On October 22, 2004, Kara Technology Incorporated filed suit against us in the United States District Court for the Southern District of New York, alleging, among other claims, that Stamps.com infringed certain Kara Technology patents and that Stamps.com misappropriated trade secrets owned by Kara Technology, most particularly with respect to our NetStamps feature. Kara Technology seeks an injunction, unspecified damages, and attorneys fees. On February 9, 2005, the court granted our motion to transfer this suit to the United States District Court for the Central District of California. On August 23, 2006, the court granted our summary judgment motions on the trade secret and other non-patent claims. The court has scheduled a Markman hearing to construe the terms of the Kara Technology patents for May 31, 2007, and has scheduled a trial commencement date of July 31, 2007. We dispute Kara Technology s claims and intend to defend the lawsuit vigorously.

On November 22, 2006, we filed a lawsuit against Endicia, Inc. and PSI Systems, Inc. in the United States District Court for the Central District of California for infringement of 11 Stamps.com patents covering, among other things, Internet postage technology. On January 8, 2007, Endicia, Inc. and PSI Systems, Inc. filed counterclaims asking for declaratory judgment that all 11 patents are invalid, unenforceable and not infringed. We dispute the counterclaims and intend to prosecute the lawsuit vigorously.

In May and June 2001, we were named, together with certain of our current and former board members and/or officers, as a defendant in 11 purported class-action lawsuits, filed in the U.S. District Court for the Southern District of New York. The lawsuits allege violations of the Securities Act of 1933 and the Securities Exchange Act of 1934 in connection with our initial public offering and secondary offering of our common stock. The lawsuits also name as defendants the principal underwriters in connection with our public offerings, and allege that the underwriters engaged in improper commission practices and stock price manipulations in connection with the sale of our common stock. The lawsuits allege that we and/or certain of our officers or directors knew of or recklessly disregarded these practices by the underwriter defendants, and failed to disclose them in our public filings. Plaintiffs seek damages and statutory compensation, including interest, costs and expenses (including attorneys fees). Over 1,000 similar lawsuits have been brought against over 250 companies that issued stock to the public from 1998 until 2000, and their underwriters. All of these lawsuits have been consolidated for pretrial purposes before U.S. District Court Judge Shira Scheindlin.

In October 2002, pursuant to a stipulation and tolling agreement with plaintiffs, our current and former board members and/or officers were dismissed without prejudice. In June 2003, we approved a proposed Memorandum of Understanding among the plaintiffs, issuers and insurers as to terms for a settlement of the litigation against us, which was further documented in a Stipulation and Agreement of Settlement filed with the court. The proposed settlement, which would not require Stamps.com to make any payments, was preliminarily approved by the court in February 2005 and was the subject of a fairness hearing in April 2006, but remains subject to final approval by the court.

We have placed our underwriters on notice of our rights to indemnification, pursuant to our agreements with the underwriters, but under the terms of the proposed settlement, we cannot assert these claims except as a defense to a claim against us by the underwriters. We have also provided notice to our directors—and officers—insurers who have agreed to fund the proposed settlement.

In October 2004, the court issued an order regarding class certification in certain related matters. In December 2006, the U.S. Court of Appeals for the Second Circuit vacated that order, and determined that the related matters could not be certified as a class. Plaintiffs have filed a petition for rehearing of the appellate court decision. The appellate court s decision renders uncertain whether our proposed settlement can be finally approved and consummated. If the proposed settlement does not receive final approval or is not consummated for any reason, we intend to defend the lawsuits vigorously because we believe that the claims against us and our officers and directors are without merit.

We are not currently involved in any other material legal proceedings, nor are we aware of any other material legal proceedings pending against us.

#### Item 4. Submission of Matters To A Vote of Security Holders

No matters were submitted to a vote of security holders during the quarter ended December 31, 2006.

#### PART II.

Item 5. Market For The Registrant s Common Equity, Related Stockholder Matters and Issuer Repurchases of Equity Securities

#### **Market Information**

Our common stock is traded on The Nasdaq National Market under the symbol STMP . The following table sets forth the range of high and low closing sales prices reported on The Nasdaq National Market for our common stock for the following periods:

	]	High	Low		
Fiscal 2005					
First Quarter	\$	18.27	\$	12.36	
Second Quarter	\$	22.54	\$	15.53	
Third Quarter	\$	19.73	\$	15.99	
Fourth Quarter	\$	23.98	\$	15.98	
Fiscal 2006					
First Quarter	\$	35.59	\$	22.70	
Second Quarter	\$	38.81	\$	26.98	
Third Quarter	\$	27.51	\$	18.05	
Fourth Quarter	\$	20.02	\$	14.86	

#### **Recent Share Prices**

The following table sets forth the closing sales prices per share of our common stock on The Nasdaq National Market on (i) December 31, 2006 and (ii) February 28, 2007.

	Closing Price
December 31, 2006	\$ 15.75
February 28, 2007	\$ 15.51

#### Stock Performance Graph

The information contained in this section shall not be deemed to be soliciting material or filed or incorporated by reference in future filings with the Securities and Exchange Commission, or subject to the liabilities of Section 18 of the Securities Exchange Act of 1934, except to the extent that we specifically incorporate it by reference into a document filed under the Securities Act of 1933, as amended, or the Exchange Act.

The following line graph compares the cumulative total return to stockholders of our common stock from December 31, 2001 to December 31, 2006 to the cumulative total return over such period of (i) Nasdaq US Index and (ii) The Philadelphia Thestreet.com Internet Sector Index, an equal-dollar-weighted index composed of 23 leading companies involved in Internet commerce, service and software. The graph assumes that \$100 was invested on December 31, 2001 in our common stock and in each of the other two indices and the reinvestment of all dividends, if any.

The graph is presented in accordance with SEC requirements. Stockholders are cautioned against drawing any conclusions from this data, as past results are not necessarily indicative of future performance.

	Base	Base					Quarters Ending						
	December 31		Dec 31	]	Dec 31	]	Dec 31	I	Dec 31				
ndex	2001	2002		2003		2004		2005					
Inc.	100.00	\$	130.48	\$	173.26	\$	282.35	\$	409.27				
ket Index	100.00	\$	68.47	\$	102.72	\$	111.54	\$	113.07				
TheStreet.com Index	100.00	\$	44.40	\$	79.34	\$	107.97	\$	109.01				

#### **Holders**

As of February 28, 2007, there were approximately 1,206 stockholders of record and approximately 21,868,552 shares of our common stock issued and outstanding.

#### **Dividend Policy**

Future declaration and payment of dividends will be in the discretion of our Board of Directors and will be dependent upon our future earnings, financial condition and capital requirements. The Board of Directors does not presently contemplate the payment of any dividends in the near future.

### Securities Authorized for Issuance under Equity Compensation Plans

The information under the caption Executive Compensation and Related Information, appearing in the Proxy Statement, is hereby incorporated by reference. For additional information on our stock incentive plans and activity,

see Note 10 of Notes to Financial Statements, included in Part IV, Item 15 of this Report.

# Recent Sales of Unregistered Securities

We did not have any unregistered sales of common stock during the fiscal year ended December 31, 2006.

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# Issuer Purchases of Equity Securities

	Total Number of Shares Purchased	Number of Average Shares Price Pai		Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	App Doll of Th Y Pur Un Pl	
06 July 31, 2006	244,600	\$	19.77	244,600	\$	1:
2006 August 31, 2006	28,900	\$	18.96	28,900	\$	14
r 1, 2006 September 30, 2006	124,589	\$	18.46	124,589	\$	12
, 2006 October 31, 2006	625,199	\$	16.09	625,199	\$	2
1, 2006 November 30, 2006	517,787	\$	15.95	517,787	\$	13
1, 2006 December 31, 2006	46,654	\$	14.85	46,654	\$	13

#### **Item 6. Selected Financial Data**

The following data should be read in conjunction with the Management s Discussion and Analysis of Financial Condition and Results of Operations and our financial statements, including the notes thereto, included elsewhere in this Report.

	Year Ended December 31,									
		2006		2005		2004		2003		2002
				(in thous	ands,	except per s	hare	data)		
Statement of Operations Data:										
Revenues	\$	84,586	\$	61,911	\$	38,112	\$	21,200	\$	16,329
Cost and expenses:										
Cost of sales		24,797		17,434		13,307		8,264		5,328
Research and development		8,817		6,596		6,221		4,820		4,790
Sales and marketing		27,793		19,804		12,586		6,298		2,509
General and administrative		11,649		9,633		12,985		14,459		15,467
Income (loss) from operations		11,530		8,444		(6,987)		(12,641)		(11,765)
Other income, net		5,096		2,231		2,254		3,314		4,918
Provision for income taxes		164		246						
Net income (loss)	\$	16,462	\$	10,429	\$	(4,733)	\$	(9,327)	\$	(6,847)
Basic net income (loss) per share Diluted net income (loss) per	\$	0.71	\$	0.46	\$	(0.21)	\$	(0.42)	\$	(0.28)
share Weighted average shares	\$	0.69 23,233	\$	0.44 22,738	\$	(0.21) 22,361	\$	(0.42) 22,056	\$	(0.28) 24,645
weighted average shares		25,255		22,730		22,301		44,030		44,043

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outstanding used in basic per-share calculation					
Weighted average shares outstanding used in diluted per-share calculation	24,032	23,744	22,361	22,056	24,645
Cash dividends declared per common share	\$ 0.00	\$ 0.00	\$ 3.50	\$ 0.00	\$ 0.00

	As of December 31,									
		2006		2005		2004		2003		2002
		(in thousands)								
<b>Balance Sheet Data:</b>										
Cash and investments	\$	106,074	\$	103,979	\$	87,207	\$	162,774	\$	172,714
Working capital		27,724		36,295		26,911		74,553		99,410
Total assets		121,550		118,454		100,428		178,264		188,951
Total stockholders equity		110,535		109,940		94,887		174,485		186,336

#### Item 7. Management s Discussion and Analysis of Financial Condition and Results of Operations.

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with the Selected Financial Data and our financial statements and the related notes thereto. This discussion contains forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from historical results or anticipated results including those set forth in the Risk Factors section of this report.

#### Overview

Stamps.com® is the leading provider of Internet-based postage solutions. Customers use our service to mail and ship a variety of mail pieces including postcards, envelopes, flats and packages, and using a wide range of USPS mail classes including First Class Mail®, Priority Mail®, Express Mail®, Media Mail®, Parcel Post®, and others. Our customers include home businesses, small businesses, corporations and individuals. Stamps.com was the first ever USPS-licensed vendor to offer PC Postage® in a software-only business model in 1999. On August 10, 2004, we publicly launched a market test of PhotoStamps®, a new form of postage that allows consumers to turn digital photos, designs or images into valid US postage. Throughout this document and in general when we refer to the PC Postage business, we mean excluding the PhotoStamps business.

Stamps.com Inc. (the Company or Stamps.com ) was founded in September 1996 to investigate the feasibility of entering into the U.S. Postal Service s Information-Based Indicia Program and to initiate the certification process for our PC Postage service. In January 1998, we were incorporated in Delaware as StampMaster, Inc. and we changed our name to Stamps.com Inc. in December 1998. We completed our initial public offering in June 1999. Our common stock is listed on the Nasdaq stock market under the symbol STMP.

Our principal executive offices are located at 12959 Coral Tree Place, Los Angeles, California, 90066, and our telephone number is (310) 482-5800.

#### PC Postage Service

Our U.S. Postal Service-approved PC Postage service enables users to print information-based indicia, or electronic stamps, directly onto envelopes, plain paper, or labels using ordinary laser or inkjet printers. Our service currently supports USPS classes including First-Class Mail ®, Priority Mail ®, Express Mail ®, Parcel Post<sup>TM</sup>, Media Mail<sup>TM</sup>, Bound Printed Matter, and international mail. Customers can also add USPS Special Services such as Delivery Confirmation<sup>TM</sup>, Signature Confirmation<sup>TM</sup>, Registered Mail, Certified Mail, Insured Mail, Return Receipt, Collect on Delivery ("COD") and Restricted Delivery to their mail pieces. Our service requires only a standard PC, printer and Internet connection. Our free software can be downloaded from the Internet or installed from a CD-ROM. After installing the software and completing the registration process, customers can purchase and print postage 24 hours a day, seven days a week. When a customer purchases postage for use through our service, the customer pays face value, and the funds are transferred directly from the customer s account to the U.S. Postal Service s account. The majority of new customers currently signing up for our service pay a monthly convenience fee of \$15.99. Our current customer mix includes monthly convenience fees ranging from \$4.49 to \$24.99 or more based on individual pricing and promotions.

Stamps.com offers its customers three primary ways to print PC Postage. First, our NetStamps® feature and Photo NetStamps® feature enables customers to print postage for any value and most classes of mail on NetStamps or Photo NetStamps labels. After they are printed, NetStamps and Photo NetStamps can be used just like regular stamps. Second, our shipping feature tab allows customers to print postage for packages on plain 8.5 x 11 paper or on special labels, and to add electronic Delivery or Signature Confirmation at discounted prices. Third, our mailing feature tab is typically used to print the postage and address directly on envelopes or on other types of mail or labels, in a single-step process that saves time and provides a professional look. Our PC Postage services also incorporate address

verification technology that verifies each destination address for mail sent using our service against a database of all known addresses in the U.S. In addition, our PC Postage services have been designed to integrate into common small business and productivity software applications such as word processing, contact and address management, and accounting and financial applications.

#### PhotoStamps®.

On May 17, 2006, we publicly launched our third market test of PhotoStamps, a patented form of postage that allows consumers to turn digital photos, designs or images into valid U.S. postage. With this product, people can now create customized U.S. postage using pictures of their children, pets, vacations, celebrations and more. PhotoStamps is used as regular postage to send letters, postcards or packages. The product is available via our separately-marketed website at www.photostamps.com. Customers upload a digital photograph or image file, customize the look and feel by choosing a border color to complement the photo, select the value of postage, and place the order online. Each sheet includes 20 individual PhotoStamps, and orders arrive via US Mail in a few business days.

Since the beginning of the second market test on May 17, 2005, PhotoStamps has been prominently featured in the national media. For example, in its December 19, 2005 issue, *BusinessWeek* named PhotoStamps one of the best products of 2005. From the May 2005 to December 2006, we shipped more than 1.5 million sheets, or more than 30 million individual PhotoStamps.

PhotoStamps is currently available under authorization of the USPS for its third phase market test, with an initial authorization for one year through May 16, 2007 and an option for the USPS to extend the test for a second year.

#### Mailing & Shipping Supplies Store

With the launch of NetStamps in July 2002, we began selling NetStamps labels directly to our customers via our Supplies Store (previously also referred to as our Online Store ) which is available to our customers from within our PC Postage software. Our Supplies Store has since expanded to sell themed NetStamps labels, shipping labels, other mailing labels, dedicated postage printers, OEM and private label inkjet and laser toner cartridges, scales, and other mailing and shipping-focused office supplies.

In September 2006 we launched a brand new Mailing & Shipping Supplies Store within version 6.0 of the PC Postage client software. This new store features a totally overhauled and reorganized store catalog, same day shipping capabilities, strong messaging of our free or discounted shipping promotions, strong cross sell during checkout, SKU search capabilities, and new expedited and rush shipping options. We plan to continue to increase the breadth of products offered in our Supplies Store, in order to enhance our customer convenience.

#### Branded Insurance

We offer Stamps.com branded insurance to our users so that they may insure their mail or packages in a fully integrated, online process that eliminates any trips to the post office or the need to complete any special forms. We also offer official U.S. Postal Service insurance alongside our branded insurance product. Our insurance is provided in partnership with Parcel Insurance Plan and is underwritten by Fireman s Fund.

#### **Recent Developments**

On November 3, 2006 Stamps.com s Board of Directors approved a one-year share repurchase program authorizing our Company to purchase up to \$20 million of Stamps.com stock as market and business conditions warrant (the November 2006 Program ). During the fourth quarter of 2006 and in the first quarter of 2007 to date, our Company purchased approximately 0.8 million shares for a total amount of \$12.0 million under the November 2006 Program.

On February 8, 2007, Stamps.com s Board of Directors approved an additional share repurchase program authorizing our Company to purchase up to \$20 million of Stamps.com stock as market and business conditions warrant (the February 2007 Program ). The February 2007 Program will commence when the November 2006 Program is completed and will expire one year from its commencement date.

Share purchases may be made from time to time on the open market or in negotiated transactions in compliance with Rule 10b-18 of the United States Securities and Exchange Commission. Our Company s purchase of any of our shares is subject to limitations that may be imposed on such purchases by applicable securities laws and regulations and the rules of the Nasdaq Stock Market. Purchases may be made in the open market, or in privately negotiated transactions from time to time at our Company s discretion. The timing of purchases, if any, and the number of shares to be bought at any one time will depend on market conditions.

In February 2007, Stamps.com announced that we plan to change our publicly available customer metrics starting with the fourth quarter 2006 earnings release and continuing forward into fiscal 2007. The new metrics will be based primarily on paid subscribers whereas the prior Company customer metrics were based primarily on registered subscribers. We believe that the new metrics will provide a simpler and clearer depiction of our Company s business while also providing an improved means of comparing our Company s metrics to those of other subscription-based Internet companies. A complete set of the old and new quarterly customer metrics is available currently at http://investor.stamps.com.

#### **Critical Accounting Policies**

General. The discussion and analysis of our financial condition and results of operations are based on our Company s financial statements which have been prepared in accordance with U.S. generally accepted accounting principles. The preparation of these financial statements requires us to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses, and related disclosure of contingent assets and liabilities. On an on-going basis, we evaluate our estimates, including those related to patents, contingencies and litigation. We base our estimates on historical experience and on various other assumptions that we believe are reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions.

We believe the following critical accounting policies affect our more significant judgments and estimates used in the preparation of our financial statements.

*Revenue Recognition.* We recognize revenue from product sales or services rendered, as well as from licensing the use of our software and intellectual property, when the following four revenue recognition criteria are met: persuasive evidence of an arrangement exists, delivery has occurred or services have been rendered, the selling price is fixed or determinable, and collectibility is reasonably assured.

Service revenue is based on monthly convenience fees and is recognized in the period that services are provided. Product sales, net of return allowances, are recorded when the products are shipped and title passes to customers. Sales of items, including PhotoStamps, sold to customers are made pursuant to a sales contract that provides for transfer of both title and risk of loss upon our delivery to the carrier. Return allowances, which reduce product revenue by our best estimate of expected product returns, are estimated using historical experience. Licensing revenue is recognized ratably over the contract period. Commissions from the advertising or sale of products by a third party vendor to our customer base are recognized when the revenue is earned and collection is deemed probable.

Customers who purchase postage for use through our NetStamps, shipping label or mailing features, pay face value, and the funds are transferred directly from the customers to the U.S. Postal Service. No revenue is recognized for this postage as it is purchased by our customers directly from the U.S. Postal Service.

PhotoStamps revenue includes the price of postage and is made pursuant to a sales contract that provides for transfer of both title and risk of loss upon our delivery to the carrier.

On a limited basis, we allow third parties to offer products and promotions to the Stamps.com customer base. These arrangements generally provide payment in the form of a flat fee or revenue sharing arrangements where we receive payment upon customers accessing third party products and services. Total revenue from such advertising arrangements is currently immaterial.

We provide our customers with the opportunity to purchase parcel insurance directly through the Stamps.com software. Insurance revenue represents the gross amount charged to the customer for purchasing insurance and the related cost represents the amount paid to the insurance broker, Parcel Insurance Plan. We recognize revenue on

insurance purchases upon the ship date of the insured package.

Advertising Costs. We expense the costs of producing advertisements as incurred, and expense the costs of communicating and placing the advertising in the period in which the advertising space or airtime is used.

*Internet Advertising.* We recognize expense based on the specifics of the individual agreements. Under partner and affiliate agreements, third parties refer prospects to our web site and we pay the third parties when the customer completes the customer registration process, completes the first purchase or in some cases, upon the first successful billing of a customer. We record these expenses on a monthly basis as prospects are successfully converted to customers.

*Intangibles.* We make an assessment of the estimated useful lives of our patents and other amortizable intangibles. These estimates are made using various assumptions that are subjective in nature and could change as economic and competitive conditions change. If events were to occur that would cause our assumptions to change, the amounts recorded as amortization would be adjusted.

Contingencies and Litigation. We are involved in various litigation matters as a claimant and as a defendant. We record any amounts recovered in these matters when collection is certain. We record liabilities for claims against us when the losses are probable and estimable. Any amounts recorded would be based on reviews by outside counsel, in-house counsel and management. Actual results may differ from estimates.

*Promotional Expense*. New core service customers are generally offered promotional items that are redeemed using coupons that are qualified for redemption after a customer is successfully billed beyond an initial trial period. This includes free postage and a free digital scale and is expensed in the period in which a customer qualifies using estimated redemption rates based on historical data. Promotional expense which is included in cost of service is incurred as customers qualify and thereby may not correlate directly with changes in revenue as the revenue associated with the acquired customer is earned over the customer s lifetime.

#### **Results of Operations**

# Years Ended December 31, 2006 and 2005

During 2006, we experienced continued revenue growth in our core PC postage business, PhotoStamps and Supplies Store, with total revenue reaching approximately \$85 million. We continued to see positive trends on usage of our core service during the year as a result of the improvements we made to our PC postage software features. Total postage printed using our service during fiscal year 2006 was up 21% to approximately \$229 million as compared to approximately \$189 million during fiscal year 2005. We continued to attract a significant number of new customers from online advertising and direct mail, our primary marketing channels. As a result, we increased the total number of successfully billed customers during the first, second, third and fourth quarters of 2006 totaling approximately 324,000, 327,000, 311,000 and 319,000, respectively, as compared to 291,000, 300,000, 293,000, and 299,000 for the comparable quarters in 2005.

The following table sets forth our results of operation as a percentage of total revenue for the periods indicated:

	Twelve Months Ended December 31,				
	2006	2005			
Total Revenues					
Service	64 %	69 %			
Photostamps	22 %	14 %			
Product	10 %	12 %			
Other	4 %	5 %			
Total revenues	100 %	100 %			
Cost of revenues					
Service	12 %	15 %			
Photostamps	14 %	9 %			
Product	2 %	3 %			

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Other	1 %	1 %
Total cost of revenues	29 %	28 %
Gross profit	71 %	72 %
Operating expenses:		
Sales and marketing	33 %	32 %
Research and development	10 %	11 %
General and administrative	14 %	16 %
Total operating expenses	57 %	59 %
Income from operations	14 %	13 %
Other income, net	6 %	4 %
Income before income taxes	20 %	17 %
Provision for income taxes		
Net income	20 %	17 %

Revenue. Revenue is derived primarily from four sources: (1) service fees charged to customers for use of our PC Postage service; (2) PhotoStamps revenue from the sale of PhotoStamps; (3) product sales consisting of Supplies Store revenue from the direct sale of consumables and supplies; and (4) other revenue consisting of advertising revenue from controlled access advertising to our existing customer base, insurance revenue from our branded insurance offering, and licensing revenue. Revenue increased from approximately \$61.9 million in fiscal 2005 to approximately \$84.5 million in fiscal 2006, an increase of 37%.

Service fee revenue increased from \$42.4 million in fiscal 2005 to \$53.8 million in fiscal 2006, an increase of 27%. The increase in service fee revenue is primarily due to the increase in our successfully billed customers as a result of the growth in our customer base, plus the migration of our existing customers from our Simple Plan price point of \$4.49 per month to the Power/Pro Plan at \$15.99 per month and the Premier Plan at higher price points, resulting in higher service fee revenue per customer. Average monthly service fee revenue per paid customer increased approximately 17% from \$11.9 during the fiscal 2005 to \$14.0 during fiscal 2006. As a percentage of total revenue, service fee revenue decreased five percentage points to 64% in fiscal 2006 as compared to 69% in fiscal 2005. The decrease in service fee revenue as a percentage of total revenue is attributable to the increase in revenue from our PhotoStamps product. As a percentage of revenue, service fee revenue may decline over future periods as we continue to sell a greater volume of PhotoStamps.

PhotoStamps revenue increased from \$8.9 million in fiscal 2005 to \$18.8 million in fiscal 2006, an increase of 111%. As a percentage of total revenue, PhotoStamps revenue increased eight percentage points to 22% in fiscal 2006 as compared to 14% in fiscal 2005. The increase, both on an absolute basis and as a percentage of total revenue is primarily due to the increase in PhotoStamps sheet shipped as a result of our marketing efforts. Total PhotoStamps sheets shipped during fiscal 2006 was approximately 1.0 million as compared to 0.5 million in fiscal 2005. The increase is also partially attributable to the fact that we did not have PhotoStamps revenue in the first quarter of 2005 as the second market test had not yet been launched. We expect PhotoStamps revenue to grow both on an absolute basis and as a percentage of total revenue in future periods as we continue to increase our level of marketing activity.

Product revenue increased from \$7.4 million in fiscal 2005 to \$8.7 million in fiscal 2006, an increase of 18%. The increase is primarily due to the expansion of our consumable and supplies sales through our Supplies Store as a result of the growth in the size of our customer base and our continued effort to market these offerings to our existing and new customers. Additionally, in September 2006 we launched a brand new Mailing & Shipping Supplies Store within version 6.0 of the PC Postage client software. This new store features a totally overhauled and reorganized store catalog, same day shipping capabilities, strong messaging of our free or discounted shipping promotions, strong cross sell during checkout, SKU search capabilities, and new expedited and rush shipping options. As a percentage of total revenue, product revenue decreased two percentage points to 10% in fiscal 2006 as compared to 12% in fiscal 2005. This decrease is primarily due to the increase in PhotoStamps revenue. We expect product revenue to continue to increase on an absolute basis as we plan to continue to increase the breadth of products offered in our Supplies Store, in order to enhance our customer convenience. Other revenue was approximately \$3.3 million in fiscal 2005 and 2006, respectively. As a percentage of total revenue, other revenue decreased one percentage point to 4% in fiscal 2006 as compared to 5% in fiscal 2005. Included in other revenue is our branded insurance program which was approximately \$1.4 million in fiscal 2005 and 2006, respectively, or approximately 2.3% and 1.7%, respectively.

Cost of Revenue. Cost of revenue principally consists of the cost of customer service, certain promotional expenses, system operating costs, credit card processing fees, the cost of postage for PhotoStamps, image review, printing and fulfillment costs for PhotoStamps, parcel insurance offering costs, customer misprints and products sold through our Supplies Store and the related costs of shipping and handling. Cost of revenue increased from \$17 million in fiscal

2005 to \$25 million in fiscal 2006, an increase of 42%. As a percentage of total revenue, cost of revenue increased one percentage point to 29% in fiscal 2006 as compared to 28% in fiscal 2005.

Cost of service revenue increased from \$9.2 million in fiscal 2005 to \$9.9 million in fiscal 2006, an increase of 8%. The increase is mainly attributable to the increase in the cost of customer service. Additionally, included in cost of service revenue for fiscal 2006 was approximately \$273,000 of stock-based employee compensation expense related to our adoption of the new accounting pronouncement effective on January 1, 2006. We did not incur a similar charge in fiscal 2005. As a percentage of total revenue, cost of service revenue decreased three percentage points to 12% in fiscal 2006 as compared to 15% in fiscal 2005. The decrease in cost of service revenue as a

percentage of total revenue is primarily due to the increase in PhotoStamps revenue which has a lower gross margin than service revenue.

Included in cost of service revenue are promotional expenses. This includes free postage and a free digital scale offered to new customers, and was approximately \$2.2 million in fiscal 2006 and 2005. Promotional expense, which represents a material portion of total cost of service revenue, is expensed in the period in which a customer qualifies for the promotion. However, the revenue associated with the acquired customer is earned over the customer s lifetime. Therefore, promotional expense for newly acquired customers may be higher than the revenue earned from those customers in that period.

Cost of PhotoStamps revenue increased from \$5.5 million in fiscal 2005 to \$11.6 million in fiscal 2006, an increase of 112%. As a percentage of total revenue, cost of PhotoStamps increased five percentage points to 14% in fiscal 2006 as compared to 9% in fiscal 2005. The increase, both on an absolute basis and as a percentage of total revenue is primarily due to the increase in PhotoStamps sheets shipped as a result of our marketing efforts. Additionally, the gross margin from PhotoStamps is significantly lower than that of our other sources of revenue because we include the stated value of U.S. Postal Service postage as part of our cost of PhotoStamps revenue. As a result, future increases in PhotoStamps sales would further increase the overall cost of Photostamps revenue as a percentage of total revenue. Additionally, we had no PhotoStamps revenue during the first quarter of 2005 as the second market test was not launched until May 2005. We expect cost of PhotoStamps revenue to grow both on an absolute basis and as a percentage of total revenue in future periods.

Cost of product revenue increased from \$2.2 million in fiscal 2005 to \$2.7 million in fiscal 2006, an increase of 21%. The increase is primarily due to the expansion of our consumable and supplies sales through our Supplies Store as a result of our continued effort to market these offerings to our existing and new customers. As a percentage of total revenue, cost of product revenue decreased one percentage point to 2% in fiscal 2006 as compared to 3% in fiscal 2005. The decrease in cost of product revenue as a percentage of total revenue is primarily due to the increase in PhotoStamps revenue. We expect the cost of product sales to continue to increase in future periods which is consistent with the aforementioned expectation that product sales will also increase in future periods.

Cost of other revenue increased from \$535,000 in fiscal 2005 to \$607,000 in fiscal 2006, an increase of 13%. The increase is primarily due to the increase in insurance premium cost of sale. As a percentage of total revenue, cost of other revenue was one percent during the fiscal 2006 and 2005.

Sales and Marketing. Sales and marketing expense principally consists of costs associated with strategic partnership relationships, advertising, and compensation and related expenses for personnel engaged in sales, marketing, and business development activities. Sales and marketing expense increased from \$19.8 million in fiscal 2005 to \$27.8 million in fiscal 2006, an increase of 40%. The increase in sales and marketing expense is primarily due to the increase in various marketing program expenditures relating to the acquisition of customers for our core business and for PhotoStamps. Ongoing marketing programs include the following: traditional advertising, partnerships, customer referral programs, customer re-marketing efforts, telemarketing, direct mail, and online advertising. Additionally, included in sales and marketing expense for fiscal 2006 was approximately \$336,000 of stock-based employee compensation expense related to our adoption of the new accounting pronouncement effective on January 1, 2006. We did not incur a similar charge in fiscal 2005. As a percentage of total revenue, sales and marketing expense increased one percentage point to 33% in fiscal 2006 as compared to 32% in fiscal 2005. We currently expect sales and marketing expenses to increase significantly in fiscal 2007 as compared to fiscal 2006 as we plan to increase our marketing activity in order to increase customer acquisition.

*Research and Development*. Research and development expense principally consists of compensation for personnel involved in the development of our services, depreciation of equipment and software and expenditures for consulting services and third party software. Research and development expense increased from \$6.6 million in fiscal 2005 to \$8.8 million in fiscal 2006, an increase of 34%. This increase is primarily due to the increase in salary, software

maintenance, and depreciation expense. Additionally, included in research and development expense for fiscal 2006 was approximately \$799,000 of stock-based employee compensation expense related to our adoption of the new accounting pronouncement effective on January 1, 2006. We did not incur a similar charge in fiscal 2005. As a percentage of total revenue, research and development expense decreased one percentage point to 10% in fiscal 2006 as compared to 11% in fiscal 2005. We currently expect research and development expenses to increase in fiscal 2007 as compared to fiscal 2006 as we plan to hire additional employees in this area.

General and Administrative. General and administrative expense principally consist of compensation and related costs for executive and administrative personnel, fees for legal and other professional services, depreciation of equipment and software used for general corporate purposes and amortization of intangible assets. General and administrative expense increased from \$9.6 million in fiscal 2005 to \$11.6 million in fiscal 2006, an increase of 21%. The increase in general and administrative expense is primarily due to the increase in salary expense and insurance expense. Additionally, included in general and administrative for fiscal 2006 was approximately \$1.2 million of stock-based employee compensation expense related to our adoption of the new accounting pronouncement effective on January 1, 2006. We did not incur a similar charge in fiscal 2005. As a percentage of total revenue, general and administrative expense decreased two percentage points to 14% in fiscal 2006 as compared to 16% in fiscal 2005. We currently expect general and administrative expenses to increase in fiscal 2007 as compared to fiscal 2006 as we expect an increase in legal activity and spending as a result of increased activity in existing litigation.

Other Income, Net. Other income, net consists of interest income from cash equivalents and short-term and long-term investments. Other income, net increased from \$2.2 million in fiscal 2005 to \$5.1 million in fiscal 2006, an increase of 128%. As a percentage of total revenue, other income, net increased two percentage points to 6% in fiscal 2006 as compared to 4% in fiscal 2005. The increase, both on an absolute basis and as a percentage of total revenue is due to the increase in interest rates and invested balance as we maintain our profitability.

#### Years Ended December 31, 2005 and 2004

The following table sets forth our results of operation as a percentage of total revenue for the periods indicated:

	Twelve Months Ended		
	December 31,		
	2005	2004	
Total Revenues			
Service	69 %	% 73	%
Photostamps	14 %	% 6	%
Product	12 %	% 15	%
Other	5 %	% 6	%
Total revenues	100 %	% 100	%
Cost of revenues			
Service	15 %	% 25	%
Photostamps	9 %	% 4	%
Product	3 %	% 4	%
Other	1 %	% 2	%
Total cost of revenues	28 %	% 35	%
Gross profit	72 %	% 65	%
Operating expenses:			
Sales and marketing	32 %	% 33	%
Research and development	11 %	% 16	%
General and administrative	16 %	% 34	%
Total operating expenses	59 %	% 83	%
Income (loss) from operations	13 %	% (18	)%

Other income, net	4 %	6 %
Income (loss) before income taxes	17 %	(12)%
Provision for income taxes		
Net income (loss)	17 %	(12)%

Revenue. Revenue is derived primarily from four sources: (1) service fees charged to customers for use of our PC Postage service; (2) PhotoStamps revenue from the sale of PhotoStamps; (3) product sales consisting of Supplies Store revenue from the direct sale of consumables and supplies; and (4) other revenue consisting of advertising revenue from controlled access advertising to our existing customer base, insurance revenue from our branded insurance offering, and licensing revenue. Revenue increased from \$38.1 million in fiscal 2004 to \$61.9 million in fiscal 2005, an increase of 62%.

Service fee revenue increased from \$27.9 million in fiscal 2004 to \$42.4 million in fiscal 2005, an increase of 52%. The increase in service fee revenue was primarily due to the growth of our customer base and the migration of our existing customers from our Simple Plan price point of \$4.49 per month to the Power/Pro Plan at \$15.99 per month and the Premier Plan at higher price points, resulting in higher service fee revenue per customer. As of December 31, 2005, Power/Pro Plan or Premier Plan customers accounted for 94% of total registered customers as compared to 51% as of December 31, 2004. We successfully billed approximately 291,000, 300,000, 293,000 and 299,000 unique customers during the first, second, third and fourth quarters of 2005, respectively, as compared to approximately 249,000, 258,000, 264,000 and 286,000 unique customers during the first, second, third and fourth quarters of 2004, respectively. Average monthly service fee revenue per paid customer increased approximately 35% from \$8.8 during fiscal 2004 to \$11.9 during fiscal 2005. As a percentage of total revenue, service fee revenue decreased four percentage points from 73% in fiscal 2004 to 69% in fiscal 2005. The decrease in service fee revenue as a percentage of total revenue is attributable to the increase in revenue from our PhotoStamps product.

PhotoStamps revenue increased from \$2.3 million in fiscal 2004 to \$8.9 million in fiscal 2005, an increase of 283%. As a percentage of total revenue, PhotoStamps revenue increased eight percentage points from 6% in fiscal 2004 to 14% in fiscal 2005. The PhotoStamps revenue increase, both on an absolute basis and as a percentage of total revenue was primarily due to the increase in customer orders as a result of our marketing efforts from seasonal demand during the holiday period and due to the limited sales period of PhotoStamps in 2004.

Product revenue increased from \$5.5 million in fiscal 2004 to \$7.4 million in fiscal 2005, an increase of 33%. The increase was primarily due to the expansion of our consumable and supplies sales through our Supplies Store as a result of the growth in the size of our customer base and our continued effort to market these offerings to our existing and new customers. As a percentage of total revenue, product revenue decreased three percentage points to 12% in fiscal 2005 as compared to 15% in fiscal 2004. This decrease was primarily due to the increase in PhotoStamps revenue.

Other revenue increased from \$2.3 million in fiscal 2004 to \$3.3 million 2005, an increase of 41%. This was primarily due to the increase in licensing revenue. We had four quarters of licensing revenue in fiscal 2005 as compared to two quarters in fiscal 2004. As a percentage of total revenue, other revenue decreased one percentage point to 5% in fiscal 2005 as compared to 6% in fiscal 2004. Included in other revenue was our branded insurance program which was approximately \$1.2 million and \$1.4 million in fiscal 2004 and 2005, respectively, or approximately 3% and 2%, respectively.

Cost of Revenue. Cost of revenue principally consists of the cost of customer service, certain promotional expenses, system operating costs, credit card processing fees, the cost of postage for PhotoStamps, image review, printing and fulfillment costs for PhotoStamps, parcel insurance offering costs, customer misprints and products sold through our Supplies Store and the related costs of shipping and handling. Cost of revenue increased from \$13.3 million in fiscal 2004 to \$17.4 million in fiscal 2005, an increase of 31%. As a percentage of total revenue, cost of revenue decreased seven percentage points from 35% in fiscal 2004 to 28% in fiscal 2005. This decrease primarily related to the promotional expense decline as a percentage of revenue. Promotional costs were primarily incurred as customers were acquired and thereby may not correlate with changes in revenue.

Cost of service revenue decreased from \$9.5 million in fiscal 2004 to \$9.2 million in fiscal 2005, a decrease of four percent. As a percentage of total revenue, cost of service revenue decreased ten percentage points from 25% in fiscal 2004 to 15% in fiscal 2005. The decrease in total cost of service was a result of a decrease in promotional expense, offset by an increase in cost of sales owing to an increase in credit card processing fees and an increase in customer support costs.

The decrease in promotional expense was attributable to the decrease in the redemption rate of our promotional offerings as well as a reduced carrying cost of promotional items. Promotional expenses were primarily incurred as customers were acquired and thereby may not correlate directly with changes in revenue. Promotional expense

includes free postage and a free digital scale offered to new customers, and was approximately \$2.2 million and \$3.6 million in fiscal 2005 and 2004, respectively. Promotional expense, which represents a material portion of total cost of service revenue, is expensed in the period in which a customer is acquired. However, the revenue associated with the acquired customer is earned over the customer s lifetime. Therefore, promotional expense for newly acquired customers may be higher than the revenue earned from those customers in that period.

The increase in credit card processing fees was a result of higher total revenue levels. The increase in customer support costs was a result of growth in the customer support workforce needed to support more customers. In

addition, during the first quarter of fiscal 2004, we incurred a charge of approximately \$185,000 relating to cash and stock distributed to customer service employees as compensation for a loss in value of employee stock options as a result of our return of capital cash dividend of \$1.75 per share in February 2004. We did not incur a similar charge in 2005.

Cost of PhotoStamps revenue increased from \$1.5 million in fiscal 2004 to \$5.5 million in fiscal 2005, an increase of 270%. As a percentage of total revenue, cost of PhotoStamps revenue increased five percentage points from 4% in fiscal 2004 to 9% in fiscal 2005. The cost of PhotoStamps revenue increase, both on an absolute basis and as a percentage of total revenue, is primarily due to the increase in customer orders as a result of our marketing efforts, and from seasonal strength from holiday demands. Cost of PhotoStamps revenue includes the face value of the postage, credit card processing fees, customer support costs, and cost associated with the printing and fulfillment of the product.

Cost of product revenue increased from \$1.7 million in fiscal 2004 to \$2.2 million in fiscal 2005, an increase of 30%. The increase was primarily due to the expansion of our consumable and supplies sales through our Supplies Store as a result of our continued effort to market these offerings to our existing and new customers. As a percentage of total revenue, cost of product revenue was four percentage points in fiscal 2004 and 2005, respectively.

Cost of other revenue decreased from \$578,000 in fiscal 2004 to \$535,000 in fiscal 2005, a decrease of 7%. The decrease was primarily due to a purchase of equipment in fiscal 2004 for the procurement of other revenue. We did not incur any such purchase in fiscal 2005. As a percentage of total revenue, cost of other revenue decreased one percentage point to 1% in fiscal 2005 as compared to 2% in fiscal 2004.

Sales and Marketing. Sales and marketing expense principally consists of costs associated with strategic partnership relationships, advertising, and compensation and related expenses for personnel engaged in sales, marketing, and business development activities. Sales and marketing expense increased from \$12.6 million in fiscal 2004 to \$19.8 million in fiscal 2005, an increase of 57%. As a percentage of total revenue, sales and marketing expense was 33% and 32% in fiscal 2004 and 2005, respectively. The increase in sales and marketing expense was primarily due to the increase in various marketing program expenditures relating to the acquisition of customers for our core business and for PhotoStamps. During the first quarter of fiscal 2004, we incurred a charge of approximately \$328,000 relating to cash and stock distributed to employees to compensate them for the loss in value of employee stock options held by sales and marketing personnel as a result of our return of capital cash dividend of \$1.75 per share in February 2004. We did not incur a similar charge in 2005.

Research and Development. Research and development expense principally consists of compensation for personnel involved in the development of our services and expenditures for consulting services and third party software. Research and development expense increased from \$6.2 million in fiscal 2004 to \$6.6 million in fiscal 2005, an increase of six percent. This increase was primarily due to an increase in salary, software maintenance, and depreciation expense. During the first quarter of fiscal 2004, we incurred a charge of approximately \$900,000 relating to cash and stock distributed to employees to compensate them for the loss in value of employee stock options held by research and development personnel as a result of our return of capital cash dividend of \$1.75 per share in February 2004. We did not incur a similar charge in 2005. As a percentage of total revenue, research and development expense decreased five percentage points from 16% in fiscal 2004 to 11% in fiscal 2005 due to the growth in revenues.

General and Administrative. General and administrative expense principally consist of compensation and related costs for executive and administrative personnel, fees for legal and other professional services, depreciation of equipment and software used for general corporate purposes and amortization of intangible assets. General and administrative expense decreased from \$13.0 million in fiscal 2004 to \$9.6 million in fiscal 2005, a decrease of 26%. As a percentage of total revenue, general and administrative expenses decreased 18 percentage points from 34% in fiscal 2004 to 16% in fiscal 2005. The decrease in general and administrative expense both on an absolute basis and as a percentage of

total revenue was primarily due to the decrease in legal expense related to a one-time expense of \$1.4 million associated with the settlement of an eBay litigation in July 2004. In addition, during the first quarter of fiscal 2004, we incurred a charge of approximately \$1.6 million relating to cash and stock distributed to employees to compensate them for the loss in value of employee stock options held by general and administrative personnel as a result of our return of capital cash dividend of \$1.75 per share in February 2004.

*Other Income, Net.* Other income, net consists of interest income from cash equivalents and short-term and long-term investments and income relating to a legal settlement in the amount of \$64,000 in 2005. Other income, net

decreased from \$2.3 million in fiscal 2004 to \$2.2 million in fiscal 2005, a decrease of 6%. As a percentage of total revenue, other income, net decreased two percentage points from 6% in fiscal 2004 to 4% in fiscal 2005. The decrease, both on an absolute basis and as a percentage of total revenue, was mainly attributable to the recognition of legal settlement income of \$1.4 million related to the eBay litigation, offset by a loss of \$987,000 recognized for the disposal of assets in fiscal 2004 associated with the relocation of our corporate headquarters. In addition, income from investments increased by \$287,000 in fiscal 2005 as compared to fiscal 2004.

### **Liquidity and Capital Resources**

As of December 31, 2006 and 2005, we had approximately \$106 million and \$104 million in cash, restricted cash and short-term and long-term investments, respectively. We invest available funds in short and long term money market funds, commercial paper, corporate notes and municipal securities and do not engage in hedging or speculative activities.

In November 2003, we entered into a facility lease agreement commencing in March 2004 for our new corporate headquarters with aggregate lease payments of approximately \$4.0 million through February 2010.

The following table is a schedule of our significant contractual obligations and commercial commitments which is comprised of the future minimum lease payments under operating leases at December 31, 2006 (in thousands):

	Ope	erating
Years ended:		
2007		694
2008		751
2009		794
2010		134
2011		
Thereafter		
	\$	2,373

During fiscal year 2006, we repurchased approximately 1.6 million shares of common stock for approximately \$26.7 million. We will consider repurchasing stock throughout our current repurchase program by evaluating such factors as the price of the stock, the daily trading volume and the availability of large blocks of stock and any additional constraints related to material inside information we may possess.

Net cash provided by operating activities was \$22.4 million and \$15.0 million for the years ended December 31, 2006 and 2005, respectively. The increase in net cash provided by operating activities resulted primarily from the increase in revenues.

Net cash used in investing activities was \$12.9 million and \$9.9 million for the years ended December 31, 2006 and 2005, respectively. The increase in net cash used in investing activities is primarily due to the purchase of additional investments as we continued to increase operating cash flow in fiscal 2006.

Net cash used in financing activities was \$18.5 million for the year ended December 31, 2006. Net cash provided by financing activities was \$4.5 million for the year ended December 31, 2005. The increase in net cash used in financing activities resulted primarily from the repurchase of our Company s common stock.

We believe our available cash and marketable securities, together with the cash flow from operations will be sufficient to fund our business for the foreseeable future.

## **Recent Accounting Pronouncements**

In June 2006, the FASB issued FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes, an Interpretation of FASB Statement No. 109 (FIN 48). FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise s financial statements in accordance with FAS No. 109, Accounting for Income Taxes. FIN 48 prescribes a two-step process to determine the amount of tax benefit to be recognized. First, the tax position must be evaluated to determine the likelihood that it will be sustained upon external examination. If the tax position is deemed more-likely-than-not to be sustained, the tax position is then assessed to determine the amount of benefit to recognize in the financial statements. The amount of the benefit that may be recognized is the largest

amount that has a greater than 50% likelihood of being realized upon ultimate settlement. We were required to adopt FIN 48 effective as of January 1, 2007. We are currently evaluating the effect FIN 48 will have on our financial statements. We do not expect the impact will be material.

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements (Statement 157), which addresses how companies should measure fair value when they are required to use a fair value measure for recognition or disclosure purposes under generally accepted accounting principles. Statement 157 defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles and expands disclosures about fair value measurements. Statement 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007 and should be applied prospectively, except in the case of a limited number of financial instruments that require retrospective application. We are currently evaluating the potential impact of Statement 157 on our financial statements. We do not expect the impact will be material.

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities-including an amendment of FAS 115 (Statement 159). Statement 159 allows entities to choose, at specified election dates, to measure eligible financial assets and liabilities at fair value that are not otherwise required to be measured at fair value. If a company elects the fair value option for an eligible item, changes in that item s fair value in subsequent reporting periods must be recognized in current earnings. Statement 159 is effective for fiscal years beginning after November 15, 2007. We are currently evaluating the potential impact of Statement 159 on our financial statements. We do not expect the impact will be material.

### Item 7A. Quantitative and Qualitative Disclosures About Market Risk.

Our exposure to market rate risk for changes in interest rates relates primarily to our investment portfolio. We have not used derivative financial instruments in our investment portfolio. Our cash equivalents and investments are comprised of money market, U.S. government obligations and public corporate debt securities with weighted average maturities of 328 days at December 31, 2006. Our cash equivalents and investments, net of restricted cash, approximated \$105 million and had a related weighted average interest rate of approximately 5.3%. Interest rate fluctuations impact the carrying value of the portfolio. We do not believe that the future market risks related to the above securities will have a material adverse impact on our financial position, results of operations or liquidity.

#### Item 8. Financial Statements and Supplementary Data.

Our financial statements, schedules and supplementary data, as listed under Item 15, appear in a separate section of this Report beginning on page F-1.

## Item 9. Changes In and Disagreements with Accountants On Accounting and Financial Disclosure.

None.

## Item 9A. Controls and Procedures.

#### **Evaluation of Disclosure Controls and Procedures.**

The company s management evaluated, with the participation of the Chief Executive Officer and Chief Financial Officer, the effectiveness of the company s disclosure controls and procedures as of the end of the period covered by this report. Based on that evaluation, the Chief Executive Officer and Chief Financial Officer have concluded that the company s disclosure controls and procedures were effective as of the end of the period covered by this report.

There has been no change in the company s internal control over financial reporting that occurred during the fourth fiscal quarter that has materially affected, or is reasonably likely to material affect, the company s internal control over

financial reporting.

# **Changes In Internal Controls.**

During the fiscal quarter ended December 31, 2006, there has been no change in our internal control over financial reporting (as defined in Rule 13a-15(f) under the Exchange Act) that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

## Management s Report on Internal Control Over Financial Reporting.

Our management is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Exchange Act Rule 13a-15(f) and 15d-15(f). Our internal control system was designed to provide reasonable assurance to our management and Board of Directors regarding the preparation and fair presentation of published financial statements. All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

Under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control-Integrated Framework. Based on our assessment and those criteria, management, including our CEO and CFO, concluded that our internal control over financial reporting was effective as of December 31, 2006.

Our management s assessment of the effectiveness of our internal control over financial reporting as of December 31, 2006 has been audited by Ernst & Young LLP, an independent registered public accounting firm, as stated in their report which is included below.

1		
Item 9B. Other Information.		

None.

# REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM ON INTERNAL CONTROL OVER FINANCIAL REPORTING

The Board of Directors and Stockholders of Stamps.com Inc.

We have audited management s assessment, included in the accompanying Management s Report on Internal Control over Financial Reporting, that Stamps.com Inc. maintained effective internal control over financial reporting as of December 31, 2006, based on criteria established in Internal Control Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (the COSO criteria). Stamps.com Inc. s management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting. Our responsibility is to express an opinion on management s assessment and an opinion on the effectiveness of the company s internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, evaluating management s assessment, testing and evaluating the design and operating effectiveness of internal control, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company s internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company s internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company s assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, management s assessment that Stamps.com Inc. maintained effective internal control over financial reporting as of December 31, 2006, is fairly stated, in all material respects, based on the COSO criteria. Also, in our opinion, Stamps.com Inc. maintained, in all material respects, effective internal control over financial reporting as of December 31, 2006, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the balance sheets of Stamps.com Inc. as of December 31, 2006 and 2005, and the related statements of operations, stockholders—equity, and cash flows for each of the three years in the period ended December 31, 2006 of Stamps.com Inc. and our report dated March 14, 2007 expressed an unqualified opinion thereon.

/s/ Ernst & Young LLP

Los Angeles, California March 14, 2007

#### PART III.

#### Item 10. Directors and Executive Officers of the Registrant.

We incorporate by reference the information under the caption Proposal One: Election of Directors , appearing in our proxy statement for our 2007 annual meeting of stockholders.

We incorporate by reference the information under the caption Management , appearing in our proxy statement for our 2007 annual meeting of stockholders.

We incorporate by reference the information under the caption Section 16(a) Beneficial Ownership Reporting Compliance, appearing in our proxy statement for our 2007 annual meeting of stockholders.

We have adopted a written code of ethics that applies to our principal executive officer, principal financial officer, and principal accounting officer. Our code of ethics, which also applies to our directors and all of our officers and employees, can be found on our web site, which is located at www.stamps.com. We intend to make all required disclosures concerning any amendments to, or waivers from, our code of ethics on our web site.

### **Item 11. Executive Compensation.**

We incorporate by reference the information under the caption Executive Compensation and Related Information , appearing in our proxy statement for our 2007 annual meeting of stockholders.

#### Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters.

We incorporate by reference the information under the caption Beneficial Ownership of Securities , appearing in our proxy statement for our 2007 annual meeting of stockholders.

## Item 13. Certain Relationships and Related Transactions, and Director Independence.

We incorporate by reference the information under the heading Certain Relationships and Related Transactions, appearing in our proxy statement for our 2007 annual meeting of stockholders.

#### Item 14. Principal Accounting Fees and Services.

We incorporate by reference the information under the heading  $\,$  Principal Accounting Fees and Services  $\,$ , appearing in our proxy statement for our 2007 annual meeting of stockholders.

### PART IV.

## Item 15. Exhibits, Financial Statement Schedules.

- (a) Documents filed as part of this report.
- 1. *Financial Statements*. The following financial statements of Stamps.com are included in a separate section of this Annual Report on Form 10-K commencing on the pages referenced below:

### STAMPS.COM FINANCIAL STATEMENTS

	Page
Report of Independent Registered Public Accounting Firm	F-1
Balance Sheets at December 31, 2006 and 2005	F-2
Statements of Operations for the Years Ended December 31, 2006, 2005 and 2004	F-3
Statements of Stockholders Equity for the Years Ended December 31, 2006, 2005	and 2004 F-4
Statements of Cash Flows for the Years Ended December 31, 2006, 2005 and 2004	F-5
Notes to Financial Statements	F-6

- 2. *Financial Statement Schedules*. All financial statement schedules of Stamps.com have been omitted because they are not applicable, not required, or the information is included in the financial statements or notes thereto.
- 3. *Exhibits*. The following Exhibits are incorporated herein by reference or are filed with this report as indicated below:

Exhibit Number	Description
3.1	Amended and Restated Certificate of Incorporation of the Company.(1)
3.2	Bylaws of the Company.(1)
4.1	Specimen common stock certificate.(1)
10.1	Patent Assignment from Mohan P. Ananda to the Company, dated January 20, 1998.(1)
10.2	Assignment and License Agreement between the Company and Mohan P. Ananda, dated January 20, 1998.(1)
10.3	1998 Stock Plan and Forms of Notice of Grant and Stock Option Agreement.(1)
10.4	1999 Stock Incentive Plan.(1)
10.5	1999 Employee Stock Purchase Plan.(1)
10.6	Form of Indemnification Agreement between the Company and its directors and officers.(1)
10.7	Lease Agreement, dated August 27, 1998, between the Company and Spieker Properties, L.P. and Amendment No. One, dated January 8, 1999.(1)
10.8	Master Lease Agreement between the Company and FirstCorp, dated June 5, 1998.(1)
10.9	Lease, dated April 12, 1999, between the Company and Spieker Properties, L.P.(1)
10.10+	Distributor Agreement, dated January 15, 1999, between the Company and Office Depot, Inc.(1)
10.11+	Distributor Agreement, dated March 11, 1999, between the Company and Dymo-Costar Corporation.(1)

10.12	License Agreement, dated May 13, 1999, between the Company and Mohan Ananda.(1)
10.13	Lease Agreement dated as of May 7, 2000 between Sterling Realty Organization Co. and iShip.com, Inc.(5)
10.14	Amended and Restated Loan Repayment Agreement dated as of August 10, 2000 by and among the Company, Salomon Smith Barney Inc. and John M. Payne.(6)
10.15	Revolving Note Secured by Stock Pledge Agreement dated as of April 12, 2000 between the Company and John M. Payne.(6)
10.16	Stock Pledge Agreement dated as of April 12, 2000 between the Company and John M. Payne.(6)
10.17	Separation Letter Agreement dated as of December 20, 2000 by and between the Company and John M. Payne.(7)

Exhibit Number	Description						
10.18	Consulting Services Agreement dated as of December 20, 2000 by and between the Company and John M. Payne.(7)						
10.19	Confidential Information and Invention Assignment Agreement dated as of December 20, 2000 by and between the Company and John M. Payne.(7)						
10.20	Security Agreement dated as of November 30, 2000 by and between the Company and John M. Payne.(7)						
10.21	Note Secured by Security Agreement dated as of November 30, 2000 by and between the Company and John M. Payne.(7)						
10.22	Amendment dated February 13, 2001 to the December 20, 2000 Separation Letter Agreement by and between the Company and John M. Payne.*						
10.23+	Asset Purchase Agreement dated April 27, 2001 by and between the Company and E-Stamp Corporation.(9)						
10.24+	Amendment to the Online Store Outsourcing Agreement dated January 31, 2002 by and between the Company and Office Depot, Inc.(10)						
10.25+	Patent License and Settlement Agreement dated December 19, 2003 by and between Stamps.com Inc. and Pitney Bowes Inc. (11)						
10.26++	Agreement dated July 14, 2004 by and between Stamps.com Inc., eBay Inc. and PayPal, Inc. (12)						
21.1	Subsidiaries of the Company.(3)						
23.1	Consent of Ernst & Young LLP.(13)						
24.1	Power of Attorney by G. Bradford Jones.(13)						
24.2	Power of Attorney by Mohan Ananda.(13)						
24.3	Power of Attorney by Lloyd I. Miller.(13)						
24.4	Power of Attorney by Kevin Douglas.(13)						
31.1	Certification of Chief Executive Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.						
31.2	Certification of Chief Financial Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.						
32.1	Certification of Chief Executive Office pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.(13)						
32.2	Certification of Chief Financial Office pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.(13)						
99.1	Form of Notice of Grant of Stock Option.(3)						
99.2	Form of Stock Option Agreement.(3)						
99.3	Form of Addendum to Stock Option Agreement Involuntary Termination Following Corporate Transaction/Change in Control.(3)						
99.4	Form of Addendum to Stock Option Agreement-Limited Stock Appreciation Right.(3)						
99.5	Form of Stock Issuance Agreement.(3)						
99.6	Form of Addendum to Stock Issuance Agreement-Involuntary Termination Following Corporate Transaction/Change in Control.(3)						

99.7	Form Automatic Stock Option Agreement.(3)
99.8	Form Notice of Grant of Non-Employee Director-Automatic Stock Option (Initial).(3)
99.9	Form Notice of Grant of Non-Employee Director-Automatic Stock Option (Annual).(3)
99.10	Form of Enrollment/Change Form for Employee Stock Purchase Plan.(3)
99.11	Form of Stock Purchase Agreement for Employee Stock Purchase Plan.(3)
99.12	iShip.com, Inc. Amended and Restated 1997 Stock Plan.(4)
99.13	Form of Option Assumption Agreement (iShip.com, Inc. Option Shares).(4)
99.14++	Mutual General Release, dated March 7, 2001, by and between the Company and DraftWorldwide, Inc., and Joint Stipulation of Dismissal.*

(1)

Incorporated herein by reference to the Company s Registration Statement on Form S-1, originally filed with the Securities and Exchange Commission on April 26, 1999, as subsequently amended (File No. 333-77025).

(2)

Incorporated herein by reference to the Company s Registration Statement on Form S-1, originally filed with the Securities and Exchange Commission on November 2, 1999, as subsequently amended (File No. 333-90115).

(3)

Incorporated herein by reference to the Company s Registration Statement on Form S-8 filed with the Securities and Exchange Commission on June 28, 1999 (File No. 333- ).

(4)

Incorporated herein by reference to the Company s Registration Statement on Form S-8 filed with the Securities and Exchange Commission on March 30, 2000 (File No. 333- ).

(5)

Incorporated herein by reference to the Company s Form 10-Q filed with the Securities and Exchange Commission on May 15, 2000 (File No. 000-26427).

(6)

Incorporated herein by reference to the Company s Form 10-Q filed with the Securities and Exchange Commission on August 14, 2000 (File No. 000-26427).

(7)

Incorporated herein by reference to the Company s Form 8-K filed with the Securities and Exchange Commission on December 29, 2000 (File No. 000-26427).

(8)

Incorporated herein by reference to the Company s Annual Report on Form 10-K/A, originally filed with the Securities and Exchange Commission on April 27, 2001 (File No. 000-26427).

(9)

Incorporated herein by reference to the Company s Form 10-Q filed with the Securities and Exchange Commission on May 15, 2001 (File No. 000-26427).

(10)

Incorporated herein by reference to the Company s Annual Report on Form 10-K, originally filed with the Securities and Exchange Commission on March 29, 2002 (File No. 000-26427).

(11)

Incorporated herein by reference to the Company s Form 8-K filed with the Securities and Exchange Commission on December 22, 2003 (File No. 000-26427).

(12)

Incorporated herein by reference to the Company	s Form 8-K filed with the Securities and Exchange Commission on
July 16, 2004 (File No. 000-26427).	

(13)

Filed with the Securities and Exchange Commission with this Annual Report on Form 10-K.

\*

Previously filed.

+

Confidential treatment requested and received as to certain portions.

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Confidential treatment has been requested for certain confidential portions of this exhibit pursuant to Rule 24b-2 under the Securities Exchange Act of 1934, as amended. In accordance with Rule 24b-2, these confidential portions have been omitted from this exhibit and filed separately with the Securities and Exchange Commission.

#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Board of Directors and Stockholders of Stamps.com Inc.

We have audited the accompanying balance sheets of Stamps.com Inc. as of December 31, 2006 and 2005, and the related statements of operations, stockholders equity, and cash flows for each of the three years in the period ended December 31, 2006. These financial statements are the responsibility of the Company s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Stamps.com Inc. at December 31, 2006 and 2005, and the results of its operations and cash flows for each of the three years in the period ended December 31, 2006, in conformity with U.S. generally accepted accounting principles.

As discussed in Note 2 to the financial statements, Stamps.com Inc. adopted Statement of Financial Accounting Standards No. 123(R) on January 1, 2006.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the effectiveness of Stamps.com Inc. s internal control over financial reporting as of December 31, 2006, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission and our report dated March 14, 2007 expressed an unqualified opinion thereon.

/s/ Ernst & Young LLP

Los Angeles, California March 14, 2007

# STAMPS.COM INC.

# BALANCE SHEETS (in thousands, except per share data)

	December 31,			
	2006		2005	
ASSETS				
Current assets:				
Cash and cash equivalents	\$	11,740	\$	20,768
Restricted cash		554		554
Short-term investments		21,314		19,450
Trade accounts receivable, net		2,365		2,131
Other accounts receivable		671		628
Other current assets		2,095		1,278
Total current assets		38,739		44,809
Property and equipment, net		5,084		4,492
Intangible assets, net		1,956		3,666
Long-term investments		72,466		63,207
Other assets		3,305		2,280
Total assets		121,550	\$	118,454
LIABILITIES AND STOCKHOLDERS EQUITY				
Current liabilities:				
Accounts payable and accrued expenses	\$	11,015	\$	8,514
Total current liabilities		11,015		8,514
Commitments and contingencies				
Stockholders equity:				
Common stock, \$.001 par value Authorized shares 47,500 in 2006 and 2005 Issued shares of 24,082 in 2006 and 23,372 in 2005				
Outstanding shares of 22,185 in 2006 and 23,063 in 2005		47		46
Additional paid-in capital		618,664		607,869
Accumulated deficit		(477,221)		(493,683)
Treasury stock, at cost, 1,897 shares in 2006 and 309 shares in 2005		(30,429)		(3,737)
Accumulated other comprehensive loss		(526)		(555)
Total stockholders equity		110,535		109,940
Total liabilities and stockholders equity	\$	121,550	\$	118,454

The accompanying notes are an integral part of these financial statements.

## STAMPS.COM INC.

# **STATEMENTS OF OPERATIONS** (in thousands, except per share data)

# Year Ended December 31,

	2006		2005		2004	
Revenues:						
Service	\$	53,827	\$	42,391	\$	27,936
PhotoStamps		18,801		8,901		2,327
Product		8,696		7,365		5,548
Other		3,262		3,254		2,301
Total revenues		84,586		61,911		38,112
Cost of revenues:						
Service		9,882		9,193		9,536
PhotoStamps		11,618		5,483		1,481
Product		2,690		2,223		1,712
Other		607		535		578
Total cost of revenues		24,797		17,434		13,307
Gross profit		59,789		44,477		24,805
Operating expenses:						
Sales and marketing		27,793		19,804		12,586
Research and development		8,817		6,596		6,221
General and administrative		11,649		9,633		12,985
Total operating expenses		48,259		36,033		31,792
Income (loss) from operations		11,530	8,444			(6,987)
Other income (loss):						
Other income				64		1,360
Interest income		5,096		2,167		1,881
Loss on disposal of assets						(987)
Total other income, net		5,096		2,231		2,254
Income (loss) before income taxes		16,626		10,675		(4,733)
Provision for income taxes		164		246		
Net income (loss)	\$	16,462	\$	10,429	\$	(4,733)
Net income (loss) per share:						
Basic	\$	0.71	\$	0.46	\$	(0.21)
Diluted	\$	0.69	\$	0.44	\$	(0.21)
Weighted average shares outstanding:						
Basic		23,233		22,738		22,361
Diluted		24,032		23,744		22,361

The accompanying notes are an integral part of these financial statements.

## STAMPS.COM INC.

## STATEMENTS OF STOCKHOLDERS EQUITY (In thousands)

	Common Stock		Additional Treasury Paid-in Stock at		Accumulated	Other Comprehensive			
	Shares	Amount	Capital	Cost	Deficit	Loss	To		
ce at January 1, 2004	22,064	45	676,568	(2,673)	(499,379)	(76)	17		
rehensive income (loss):									
SS					(4,733)		(4		
ized loss on investments						(623)			
rehensive loss							(.		
se of stock options	213		1,388						
purchased under the ESPP	33		285						
of capital dividend			(77,695)				(7'		
of capital make-up payment to									
yees	153		518	1,262					
ce at December 31, 2004	22,463	45	601,064	(1,411)	(504,112)	(699)	94		
rehensive income:									
come					10,429		10		
ized gain on investments						144			
rehensive income							10		
se of stock options	696	1	6,424				(		
purchased under the ESPP	43		381						
repurchase	(139)			(2,326)			(2		
ce at December 31, 2005	23,063	46	607,869	(3,737)	(493,683)	(555)	109		
rehensive income:									
come					16,462		10		
ized gain on investments						29			
ehensive income							10		
based compensation expense			2,638				,		
se of stock options	654	1	7,619				a.		
purchased under the ESPP	56		538						
repurchase	(1,588)			(26,692)			(20		
ce at December 31, 2006	22,185	\$ 47	\$ 618,664	\$ (30,429)	\$ (477,221)	\$ (526)	\$ 110		

The accompanying notes are an integral part of these financial statements.

# STAMPS.COM INC.

# STATEMENTS OF CASH FLOWS (in thousands)

	2006	2005	2004
Operating activities:			
Net income (loss)	\$ 16,462	\$ 10,429	\$ (4,733)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:			
Depreciation and amortization	2,937	2,936	3,154
Stock-based compensation expense	2,638		
Loss on disposal of capitalized assets			987
Compensation charge relating to the return of capital dividend			1,780
Changes in operating assets and liabilities:			
Trade accounts receivable	(234)	(597)	(586)
Other accounts receivable	(43)	(458)	607
Other current assets	(817)	(577)	(30)
Other assets	(1,025)	298	433
Accounts payable and accrued expenses	2,500	2,973	1,762
Net cash provided by operating activities	22,418	15,004	3,374
Investing activities:			
Sale of short-term investments	34,475	17,241	62,460
Purchase of short-term investments	(36,298)	(18,477)	(33,321)
Sale of long-term investments	31,447	58,006	92,139
Purchase of long-term investments	(40,717)	(63,828)	(62,830)
Sale of restricted cash investments			3,168
Acquisition of property and equipment	(2,429)	(2,856)	(2,296)
Proceeds from other investing activities	610		
Net cash (used in) provided by investing activities	(12,912)	(9,914)	59,320
Financing activities:			
Proceeds from exercise of stock options	7,620	6,425	1,388
Issuance of common stock under ESPP	538	381	285
Return of capital dividend			(77,695)
Repurchase of common stock	(26,692)	(2,326)	, ,
Net cash (used in) provided by financing activities	(18,534)	4,480	(76,022)
Net (decrease) increase in cash and cash	·		·
equivalents	(9,028)	9,570	(13,328)

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Cash and cash equivalents at beginning of period	20,768	11,198	24,526
Cash and cash equivalents at end of period	\$ 11,740	\$ 20,768	\$ 11,198
Supplemental cash flow information:			
Income taxes paid during the period	\$ 192	\$ 189	

The accompanying notes are an integral part of these financial statements.

#### STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 1. Description of Business

The Company s core service allows customers to buy and print United States Postal Service (U.S. Postal Service or USPS) approved postage using any PC, an ordinary inkjet or laser printer, and an internet connection. Customers use the Company s service to mail and ship a variety of mail pieces including postcards, envelopes, flats and packages, and using a wide range of USPS mail classes including First Class Mail®, Priority Mail®, Express Mail®, Media Mail®, Parcel Post®, and others. The Company s customers include home businesses, small businesses, corporations and individuals. In 1999, Stamps.com became the first ever USPS-licensed vendor to offer PC Postage in a software-only business model. On August 10, 2004, the Company publicly launched a market test of PhotoStamps®, a new form of postage that allows consumers to turn digital photos, designs or images into valid US postage. Stamps.com completed the first market test on September 30, 2004, launched a second market test of PhotoStamps on May 17, 2005 and subsequently a third market test on May 17, 2006. This third phase of the market test has an initial authorization period of one year, through May 16, 2007, and includes an option for the USPS to extend the test for a second year to May 16, 2008.

## 2. Summary of Significant Accounting Policies

#### Use of Estimates and Risk Management

The preparation of financial statements in conformity with US generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and the accompanying notes. Actual results could differ from those estimates and such differences may be material to the financial statements. Examples include estimates of loss contingencies, promotional coupon redemptions and estimates regarding the useful lives of patents and other amortizable intangibles.

New core service customers are generally offered promotional items that are redeemed using coupons that are qualified for redemption after a customer is successfully billed beyond an initial trial period. This includes free postage and a free digital scale and is expensed in the period in which a customer qualifies using estimated redemption rates based on historical data. Promotional expense which is included in cost of service is incurred as customers qualify and thereby may not correlate directly with changes in revenue as the revenue associated with the acquired customer is earned over the customer s lifetime.

The Company is involved in various litigation matters as a claimant and a defendant. The Company records any amounts recovered in these matters when received. The Company records liabilities for claims against it when the loss is probable and estimable. Amounts recorded are based on reviews by outside counsel, in-house counsel and management. Actual results could differ from estimates.

#### Cash Equivalents and Investments

The Company considers all highly liquid investments with an original or remaining maturity of three months or less at the date of purchase to be cash equivalents.

The Company s cash equivalents and investments are comprised of money market, U.S. government obligations and public corporate debt securities at December 31, 2006 and 2005. All investments are classified as available for sale and are recorded at market value using the specific identification method. Realized gains and losses are reflected in other income and expense while unrealized gains and losses are included as a separate component of stockholders equity.

### Trade Accounts Receivable

The Company s trade accounts receivable primarily relate to PC Postage Services and Branded Insurance provided to customers prior to billing. Trade accounts receivable, net of allowances for uncollectible accounts of \$8,713 as of the fiscal years ended December 31, 2006 and 2005, were approximately \$2,365,000 and \$2,131,000 as of December 31, 2006 and 2005, respectively.

#### STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

The Company evaluates the collectibility of its accounts receivable based on a combination of factors. If the Company becomes aware of a customer—s inability to meet its financial obligations, an allowance is recorded to reduce the net receivable to the amount reasonably believed to be collectable from the customer. For all other customers, the Company recognizes allowances for doubtful accounts based on the length of time the receivables are past due, the current business environment and their historical experience. If the financial condition of the Company—s customers were to deteriorate, resulting in their inability to make payments, additional provisions are recorded in that period.

#### Fair Value of Financial Instruments

Carrying amounts of certain of the Company s financial instruments, including cash, cash equivalents, restricted cash, short-term investments, accounts receivable, notes receivable, accrued payroll, and other accrued liabilities, approximate fair value due to their short maturities. The fair values of investments are determined using quoted market prices for those securities or similar financial instruments.

### Concentration of Risk

The Company s investments are subject to market risk, primarily interest rate and credit risk. The Company s investments are managed by a limited number of outside professional managers within investment guidelines set by the Company. Such guidelines include security type, credit quality and maturity and are intended to limit market risk by restricting the Company s investments. Investments are held with high-quality financial institutions, government and government agencies, and corporations, thereby reducing credit risk and credit risk concentrations. From time to time, the Company s investments held with its financial institutions may exceed Federal Deposit Insurance Corporation insurance limits. Interest rate fluctuations impact the carrying value of the portfolio.

For the years ended December 31, 2006, 2005 and 2004 the Company did not recognize revenue from any one customer that represented 10% or more of revenues.

As of December 31, 2006 and 2005, the Company did not have trade accounts receivable from any one customer that represented 10% or more of the total trade accounts receivable balance and does not require collateral.

## Reclassifications

Certain reclassifications have been made to prior year amounts to conform to current year presentations.

### Property and Equipment

Property and equipment are stated at cost. Depreciation and amortization are computed principally on a straight-line method over the estimated useful life of the asset, ranging from three to five years. The Company has a policy of capitalizing expenditures that materially increase assets—useful lives and charges ordinary maintenance and repairs to operations as incurred. When property or equipment is disposed of, the cost and related accumulated depreciation and amortization are removed from the accounts and any gain or loss is included in operations.

## Trademarks and Patents

Trademarks, patents and other intangibles are included in intangible assets, net in the accompanying balance sheets and are carried at cost less accumulated amortization.

Amortization is calculated on a straight-line basis over the estimated useful lives of the assets, ranging from 4 to 17 years. During the twelve months ended December 31, 2006, 2005 and 2004, amortization expense including the amortization of trademarks and patents, was approximately \$1.1 million per year.

#### STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

## Impairment of Long-Lived Assets and Intangibles

Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell.

The Company adopted SFAS No. 142 beginning with the first quarter of fiscal 2002. SFAS No. 142 requires that goodwill and intangible assets that have indefinite useful lives not be amortized but, instead, tested at least annually for impairment while intangible assets that have finite useful lives continue to be amortized over their respective useful lives.

SFAS No. 142 requires that goodwill and other intangibles be tested for impairment using a two-step process. The first step is to determine the fair value of the reporting unit, which may be calculated using a discounted cash flow methodology, and compare this value to its carrying value. If the fair value exceeds the carrying value, no further work is required and no impairment loss would be recognized. The second step is an allocation of the fair value of the reporting unit to all of the reporting unit s assets and liabilities under a hypothetical purchase price allocation. Based on the annual evaluations performed by the Company, there was no impairment during the years ended December 31, 2006, 2005 or 2004.

## Revenue Recognition

The Company recognizes revenue from product sales or services rendered, as well as from licensing the use of our software and intellectual property, when the following four revenue recognition criteria are met: persuasive evidence of an arrangement exists, delivery has occurred or services have been rendered, the selling price is fixed or determinable, and collectibility is reasonably assured.

Service revenue is based on monthly convenience fees and is recognized in the period that services are provided. Product sales, net of return allowances, are recorded when the products are shipped and title passes to customers. Sales of items, including PhotoStamps, sold to customers are made pursuant to a sales contract that provides for transfer of both title and risk of loss upon our delivery to the carrier. Return allowances, which reduce product revenue by our best estimate of expected product returns, are estimated using historical experience. Licensing revenue is recognized ratably over the contract period. Commissions from the advertising or sale of products by a third party vendor to our customer base are recognized when the revenue is earned and collection is deemed probable.

Customers who purchase postage for use through our NetStamps, shipping label or mailing features, pay face value, and the funds are transferred directly from the customers to the U.S. Postal Service. No revenue is recognized for this postage as it is purchased by our customers directly from the U.S. Postal Service.

PhotoStamps revenue includes the price of postage and is made pursuant to a sales contract that provides for transfer of both title and risk of loss upon our delivery to the carrier.

On a limited basis, the Company allows third parties to offer products and promotions to its customer base. These arrangements generally provide payment in the form of a flat fee or revenue sharing arrangements where the Company receives payment upon customers accessing third party products and services. Total revenue from such advertising arrangements was immaterial during the years ended December 31, 2006, 2005 and 2004.

The Company provides its customers with the opportunity to purchase parcel insurance directly through the Stamps.com software. Insurance revenue represents the gross amount charged to the customer for purchasing insurance and the related cost represents the amount paid to the insurance broker, Parcel Insurance Plan. The Company recognizes revenue on insurance purchases upon the ship date of the insured package.

#### STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

### Cost of Revenue

Cost of revenue principally consists of the cost of customer service, certain promotional expenses, system operating costs, credit card processing fees, the cost of postage for PhotoStamps, image review, printing and fulfillment costs for PhotoStamps, parcel insurance offering costs, customer misprints and products sold through our Supplies Store and the related costs of shipping and handling.

## Research and Development Costs

Research and development costs are expensed as incurred. These costs primarily consist of compensation for personnel involved in the development of our services, depreciation of equipment and software and expenditures for consulting services and third party software.

### Sales and Marketing

Sales and marketing expense primarily consist of costs associated with strategic partnership relationships, advertising, and compensation and related expenses for personnel engaged in marketing and business development activities.

#### **Advertising Costs**

The Company expenses the costs of producing advertisements as incurred, and expenses the costs of communicating and placing the advertising in the period in which the advertising space or airtime is used. For the years ended December 31, 2006, 2005 and 2004, advertising and tradeshow costs were \$3.2 million, \$1.3 million and \$126,000, respectively.

#### **Internet Advertising**

The Company recognizes Internet advertising expense based on the specifics of the individual agreements. Under partner and affiliate agreements, third parties refer prospects to the Company s web site and the Company pays the third parties when the customer completes the customer registration process, completes the first purchase or in some cases, upon the first successful billing of a customer. The Company records these expenses on a monthly basis as prospects are successfully converted to customers.

## General and Administrative

General and administrative expense principally consist of compensation and related costs for executive and administrative personnel, fees for legal and other professional services, depreciation of equipment and software used for general corporate purposes and amortization of intangible assets.

#### STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

## Net Income (Loss) per Share

Net income (loss) per share represents net income (loss) attributable to common stockholders divided by the weighted average number of common shares outstanding during a reported period. The diluted net income (loss) per share reflects the potential dilution that could occur if securities or other contracts to issue common stock, including convertible preferred stock and stock options and warrants (commonly and hereafter referred to as common stock equivalents), were exercised or converted into common stock. Diluted net income (loss) per share is calculated by dividing net income during a reported period by the sum of the weighted average number of common shares outstanding plus common stock equivalents for the period. Basic and diluted income (loss) per share for the years ended December 31, 2005 and 2004 were calculated based on net income (loss) not including stock based compensation expense as required by Statement of Financial Accounting Standards No. 123 (revised 2004), Share-Based Payment (SFAS 123R). The Company adopted SFAS 123R on January 1, 2006 using the modified prospective transition method which does not require the Company s prior period financial statements to be restated. Therefore, prior period earnings (loss) per share have not been restated as allowed by SFAS 123R. The following table reconciles share amounts utilized to calculate basic and diluted net income (loss) per share (in thousands, except per share data):

	Year Ended December 31,					
		2006		2005		2004
Net income (loss)	\$	16,462	\$	10,429	\$	(4,733)
Basic weighted average common shares		23,233		22,738		22,361
Diluted effect of common stock equivalents		799		1,006		
Diluted weighted average common shares		24,032		23,744		22,361
Net income (loss) per share:						
Basic	\$	0.71	\$	0.46	\$	(0.21)
Diluted	\$	0.69	\$	0.44	\$	(0.21)

The calculation of dilutive shares excludes the effect of the following options that are considered anti-dilutive (in thousands):

	Year Ended December 31,				
	2006	2005	2004		
Anti-dilutive stock options shares	557	526	3,208		
Income Taxes					

The provision for income taxes consists solely of alternative minimum federal and state taxes. The Company s effective income tax rate differs from the statutory income tax rate primarily as a result of the establishment of a valuation allowance for the future benefits to be received from the deferred tax assets including net operating loss

carryforwards and research tax credits carryforwards to offset taxable income. The Company recorded a tax provision subject to the corporate alternative minimum federal and state taxes of approximately \$164,000 and \$246,000 for the years ended December 31, 2006 and 2005, respectively. No tax provision was recorded for the year ended December 31, 2004 because the Company had a net loss.

### STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

## **Stock-Based Compensation**

Effective January 1, 2006, the Company adopted the Statement of Financial Accounting Standards No. 123 (revised 2004), Share-Based Payment (SFAS 123R), and related SEC rules included in Staff Accounting Bulletin No. 107 (SAB 107), which require the measurement and recognition of compensation expense for all share-based payment awards made to employees and directors including employee stock options and employee stock purchases related to the Employee Stock Purchase Plan (employee stock purchases) based on estimated fair values.

The Company adopted SFAS 123R using the modified prospective transition method, which requires the application of the accounting standard as of January 1, 2006, the first day of the Company s fiscal year 2006. The Company s financial statements as of and for the year ended December 31, 2006 reflect the impact of SFAS 123R. In accordance with the modified prospective transition method, the Company s financial statements for prior periods have not been restated to reflect, and do not include, the impact of SFAS 123R. Stock-based compensation expense recognized under SFAS 123R was \$2.6 million for the year ended December 31, 2006. Stock-based compensation expense related to employee and director stock options was \$1.8 million for the year ended December 31, 2006. Stock-based compensation expense related to employee stock purchases was \$810,000 for the year ended December 31, 2006.

SFAS 123R requires companies to estimate the fair value of share-based payment awards on the date of grant using an option-pricing model. The value of the portion of the award that is ultimately expected to vest is recognized as expense over the requisite service periods in the Company s Statement of Operations. Prior to the adoption of SFAS 123R, the Company accounted for stock-based awards to employees and directors using the intrinsic value method in accordance with APB 25 as allowed under Statement of Financial Accounting Standards No. 123, Accounting for Stock-Based Compensation (SFAS 123). Under the intrinsic value method, no stock-based compensation expense had been recognized in the Company s Statement of Operations prior to January 1, 2006 because the exercise price of the Company s stock options granted to employees and directors was equal to or greater than the fair market value of the underlying stock at the date of grant.

The following table illustrates the reported and pro forma effect on net income (loss) and earnings (loss) per share if the Company had elected to apply the fair value recognition provisions of SFAS 123 for the years ended December 31, 2005 and 2004 (in thousands, except per share data):

	2005		2004	
Net income (loss) as reported	\$	10,429	\$	(4,733)
Add: Stock price based employee expense included in net income				3,076
Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards, net of related tax effects		(1,332)		(7,884)
Net income (loss) pro forma	\$	9,097	\$	(9,541)
Basic net income (loss) per common share-as reported	\$	0.46	\$	(0.21)
Diluted net income (loss) per common share-as reported	\$	0.44	\$	(0.21)
Basic net income (loss) per common share-pro forma	\$	0.40	\$	(0.43)
Diluted net income (loss) per common share-pro forma	\$	0.38	\$	(0.43)

Stock-based compensation expense recognized during the period is based on the value of the portion of share-based payment awards that is ultimately expected to vest during the period. Stock-based compensation expense recognized in the Company s Statement of Income for the year ended December 31, 2006 included 1) compensation expense for share-based payment awards granted prior to, but not yet vested as of January 1, 2006 based on the grant date fair value estimated in accordance with the pro forma provisions of SFAS 123 and 2) compensation expense for the share-based payment awards granted subsequent to December 31, 2005 based on the grant date fair value estimated in accordance with the provisions of SFAS 123R.

### STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

Compensation expense recognized for all employee stock options awards granted is recognized using the straight-line single method over their respective vesting periods of three or four years. As stock-based compensation expense recognized in the Statement of Operations for the year ended December 31, 2006 is based on awards ultimately expected to vest, it has been reduced for estimated forfeitures. SFAS 123R requires forfeitures to be estimated at the time of grant and revised, if necessary, in subsequent periods if actual forfeitures differ from those estimates. In the Company s pro forma information required under SFAS 123 for the periods prior to fiscal 2006, the Company accounted for forfeitures as they occurred.

SFAS 123R requires the cash flow resulting from tax benefits resulting from tax deduction in excess of the compensation cost recognized for those options (excess tax benefits) to be classified as financing cash flows. Prior to fiscal 2005 the Company had a history of net operating losses and because it is uncertain as to when and if it may realize its deferred tax assets, the Company has placed a valuation allowance against its otherwise recognizable deferred tax assets. Therefore, there are no excess tax benefits recorded in the financing cash inflow that would have been classified as an operating cash inflow if the Company had not adopted SFAS 123R. During the year ended December 31, 2006, the Company received \$7.6 million and \$538,000, respectively, in cash from stock options exercised and from shares issued through the Employee Stock Purchase Program.

Upon adoption of SFAS 123R the Company continued to use the Black-Scholes option valuation model, which requires management to make certain assumptions for estimating the fair value of employee stock options granted at the date of the grant. The Black-Scholes option valuation model was developed for use in estimating the fair value of traded options that have no vesting restrictions and are fully transferable. In addition, option valuation models require the input of highly subjective assumptions including the expected stock price volatility. Because the Company s employee stock options have characteristics significantly different from those of traded options, and because changes in the subjective input assumptions can materially affect the fair value estimates, in management s opinion the existing models may not necessarily provide a reliable single measure of the fair value of the Company s employee stock options. Although the fair value of employee stock options is determined in accordance with SFAS 123R using an option valuation model, that value may not be indicative of the fair value observed in a willing buyer/willing seller market transaction.

For options granted, the Company s assumption of expected volatility for valuing options using the Black-Scholes model was based on the historical volatility of the Company s stock price for the period January 1, 2002 through the date of option grant because management believes the historical volatility since January 1, 2002 is more representative of prospective volatility. The risk-free interest rate is based on U.S. Treasury zero-coupon issues with a remaining term equal to the expected life assumed at the date of grant.

The following are the weighted average assumptions used in the Black-Scholes valuation model for the periods indicated:

	2006	2005	2004	
Expected dividend yield				
Risk-free interest rate	4.74 %	4.11 %	3.43 %	
Expected volatility	49 %	48 %	48 %	

Expected life (in years) 5 5 5 Expected forfeiture rate 15 %

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

The following table summarizes stock option activity related to the Company s plan for the year ended December 31, 2006:

	Options Av (in Ex		Weighted Average Exercise Price	Weighted Average Remaining Contractual Life (in years)	Ii	ggregate ntrinsic Value housands)
Outstanding at December 31, 2005	2,608	\$	15.03			
Granted	319		27.53			
Exercised	(656)		9.83			
Forfeited or expired	(74)		22.48			
Balance at December 31, 2006	2,197		17.52	6.4	\$	7,799
Exercisable at December 31, 2006	1,765		16.22	5.8	\$	7,620

The aggregate intrinsic value in the table above represents the total pretax intrinsic value, based on the company s closing stock price of \$15.75 at December 29, 2006, representing the last trading day of fiscal 2006, which would have been received by award holders had all award holders exercised their awards that were in-the-money as of that date.

The weighted average grant date fair value of options granted during the years ended December 31, 2006, 2005 and 2004 were \$13.41, \$9.34 and \$5.81 respectively. The total intrinsic value of options exercised during the year ended December 31, 2006, 2005 and 2004 were \$11,460,570, \$7,172,993 and \$1,740,326, respectively.

The following table summarizes the status of the Company s nonvested shares as of December 31, 2006:

	Number of Stock Options (in thousands)	Weighted Average Grant Date Fair Value		
Nonvested at December 31, 2005	416	\$	7.37	
Granted	319		12.49	
Vested	(229)		8.12	
Forfeited	(74)		12.63	
Nonvested at December 31, 2006	432	\$	11.28	

As of December 31, 2006, there was approximately \$3.8 million of total unrecognized compensation cost related to nonvested share-based compensation arrangements, which is expected to be recognized over a weighted-average period of 2.8 years.

## Treasury Stock

During the years ended December 31, 2006 and 2005, the Company repurchased approximately 1.6 million shares for \$26.7 million and 139,000 shares for \$2.3 million, respectively. The Company will consider repurchasing stock throughout the current repurchase program by evaluating such factors as the price of the stock, the daily trading volume and the availability of large blocks of shares and any additional constraints because of material inside information the Company may possess.

## **Segment Information**

SFAS No. 131, Disclosures about Segments of an Enterprise and Related Information establishes standards of reporting information regarding operating segments in annual financial statements and requires selected information for those segments to be presented in interim financial reports issued to stockholders. The Company operates in a single segment.

## STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 2. Summary of Significant Accounting Policies (continued)

## Website Development Costs

The Company develops and maintains its website. Costs associated with the operation of the website consist primarily of software and hardware purchased from third parties, which are capitalized based on the Company s capitalization policy. These capitalized costs are amortized based on their estimated useful life. Costs related to the maintenance and development of the website content are expensed as incurred.

#### Recent Accounting Pronouncements

In June 2006, the FASB issued FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes, an Interpretation of FASB Statement No. 109 (FIN 48). FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise s financial statements in accordance with FAS No. 109, Accounting for Income Taxes. FIN 48 prescribes a two-step process to determine the amount of tax benefit to be recognized. First, the tax position must be evaluated to determine the likelihood that it will be sustained upon external examination. If the tax position is deemed more-likely-than-not to be sustained, the tax position is then assessed to determine the amount of benefit to recognize in the financial statements. The amount of the benefit that may be recognized is the largest amount that has a greater than 50 percent likelihood of being realized upon ultimate settlement. We are required to adopt FIN 48 effective as of January 1, 2007. The Company is currently evaluating the effect FIN 48 will have on its financial statements. The Company does not expect the impact will be material.

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements (Statement 157), which addresses how companies should measure fair value when they are required to use a fair value measure for recognition or disclosure purposes under generally accepted accounting principles. Statement 157 defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles and expands disclosures about fair value measurements. Statement 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007 and should be applied prospectively, except in the case of a limited number of financial instruments that require retrospective application. The Company is currently evaluating the potential impact of Statement 157 on its financial statements. The Company does not expect the impact will be material.

In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities-including an amendment of FAS 115 (Statement 159). Statement 159 allows entities to choose, at specified election dates, to measure eligible financial assets and liabilities at fair value that are not otherwise required to be measured at fair value. If a company elects the fair value option for an eligible item, changes in that item s fair value in subsequent reporting periods must be recognized in current earnings. Statement 159 is effective for fiscal years beginning after November 15, 2007. The Company is currently evaluating the potential impact of Statement 159 on its financial statements. The Company does not expect the impact will be material.

## 3. Goodwill and Intangible Assets

The Company wrote off all of its goodwill in the first quarter of 2001 due to impairment. The Company s other intangible assets, which consist of patents, trademarks and other intellectual property with a gross carrying value of \$8.3 million and \$8.9 million as of December 31, 2006 and 2005, respectively, and accumulated amortization of \$6.3 million and \$5.2 million as of December 31, 2006 and 2005, respectively, continue to be amortized over their expected useful lives ranging from 4 to 17 years with a remaining weighted average amortization period of 1 year. During the fiscal years 2006, 2005 and 2004, the Company assessed whether events or changes in circumstances

occurred that could potentially indicate that the carrying amount of the Company s intangible assets may not be recoverable. The Company concluded that there were no such events or changes in circumstances during the years ended December 31, 2006, 2005 and 2004 and determined that the fair value of the Company s intangible assets were in excess of their carrying value as of December 31, 2006, 2005 and 2004.

Aggregate amortization expense on patents and trademarks was approximately \$1.1 million per year for the three years ended December 31, 2006, 2005, and 2004. Amortization expense on patents and trademarks is estimated to approximate \$1.1 million for fiscal year 2007.

## STAMPS.COM INC.

## NOTES TO FINANCIAL STATEMENTS

## 4. Cash, Cash Equivalents and Investments

The following table summarizes the Company s cash, cash equivalents, restricted cash and investments as of December 31, 2006 and 2005 (in thousands):

	<b>December 31, 2006</b>						
		Cost or mortized Cost	Gross Unrealized Gains	Gross Unrealized Losses		stimated nir Value	
Cash and cash equivalents:							
Cash	\$	6,789	\$	\$	\$	6,789	
Money market		2,555				2,555	
Commercial paper		2,396				2,396	
Cash and cash equivalents		11,740				11,740	
Restricted cash:							
Corporate notes and bonds		554				554	
Restricted cash		554				554	
Short-term investments:							
Corporate notes and bonds		12,069		(32)		12,037	
U.S. Government and agency securities		9,335		(58)		9,277	
Short-term investments		21,404		(90)		21,314	
Long-term investments:							
Corporate notes and bonds		43,331		(326)		43,005	
U.S. Government and agency securities		29,571		(110)		29,461	
Long-term investments		72,902		(436)		72,466	
Cash and equivalents, restricted cash and investments	\$	106,600		(526)	\$	106,074	

	<b>December 31, 2005</b>							
	An	Cost or nortized Cost	Gross Unrealized Gains	Gr Unrea Los	alized		timated ir Value	
Cash and cash equivalents:								
Cash	\$	16,812	\$	\$		\$	16,812	
Money market		559					559	
Commercial paper		3,398			(1)		3,397	
Cash and cash equivalents		20,769			(1)		20,768	

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Restricted cash:				
Corporate notes and bonds	554			554
Restricted cash	554			554
Short-term investments:				
Corporate notes and bonds	6,111		(30)	6,081
U.S. Government and agency				
securities	13,466		(97)	13,369
Short-term investments	19,577		(127)	19,450
Long-term investments:				
Corporate notes and bonds	29,105		(129)	28,976
U.S. Government and agency				
securities	34,529		(298)	34,231
Long-term investments	63,634		(427)	63,207
Cash and equivalents, restricted				
cash and investments	\$ 104,534	\$ \$	(555)	\$ 103,979

## STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 4. Cash, Cash Equivalents and Investments (continued)

The following table summarizes contractual maturities of our marketable fixed-income securities as of December 31, 2006 (in thousands):

	nortized Cost	Estimated Fair Value		
Due within one year	\$ 21,404	\$	21,314	
Due after one year through three years	32,059		31,910	
Asset-backed and agency securities with various maturities	41,397		41,110	
	\$ 94,860	\$	94,334	

Total restricted cash of approximately \$554,000 as of December 31, 2006 and 2005 is related to a letter of credit for a facility leased by the Company which will expire in February 2010.

## 5. Accounts Payable and Accrued Expenses

The following table summarizes the Company s accounts payable and accrued expenses as of December 31, 2006 and 2006 (in thousands):

	2006			2005		
Payroll and related accrual	\$	2,019	\$	1,728		
Legal and related accrual		234		488		
Deferred rent accrual		293		227		
Sales and marketing related accrual		4,298		3,227		
Sales tax accrual		59		556		
Other accruals		4,112		2,288		
Accounts payable and Accrued expenses	\$	11,015	\$	8,514		

## 6. Allowance for Doubtful Accounts

As of December 31, 2006, and 2005, the allowance for doubtful accounts totaled \$8,713, respectively. Increases in the allowance for doubtful accounts totaled \$0 and \$2,408 for the years ended December 31, 2006 and 2005, respectively. There were no write-offs against the allowance for doubtful accounts during the years ended December 31, 2006 and 2005, respectively.

## 7. Property and Equipment

Property and equipment is summarized as follows (in thousands):

2006	2005
<b>∠</b> ∪∪∪	2003

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Furniture and equipment	\$ 1,713 \$	1,713
Computers and software	15,237	13,127
Leasehold improvements	1,602	1,283
	18,552	16,123
Less accumulated depreciation and amortization	(13,468)	(11,631)
Property and equipment, net	\$ 5,084 \$	4,492

During 2006, 2005 and 2004, depreciation expense was approximately \$1.8 million, \$1.8 million and \$2.0 million, respectively.

#### NOTES TO FINANCIAL STATEMENTS

## 8. Income Taxes

The provision for income taxes consists solely of alternative minimum state and federal taxes. The Company's effective tax rate differs from the statutory federal income tax rate primarily as a result of the establishment of a valuation allowance for the future benefits to be received from the deferred tax assets including net operating loss carryforwards and research tax credit carryforwards. The tax effect of temporary differences that give rise to a significant portion of the deferred tax assets and liabilities at December 31, 2006 and 2005 are presented below (in thousands):

	2006	2005
Deferred tax assets (liabilities):		
Net operating loss carryforward	\$ 103,046 \$	105,221
Tax credits	1,128	983
Depreciation	(551)	(285)
Capitalized start-up costs	485	208
Accruals	1,340	1,570
Total deferred tax assets	105,448	107,697
Valuation allowance	(105,448)	(107,697)
Net deferred tax assets	\$ \$	

Because the Company is uncertain as to when and if it may realize its deferred tax assets, the Company has placed a valuation allowance against its otherwise recognizable deferred tax assets.

The Company has a net operating loss carryforward of approximately \$269 million and \$199 million for federal and state income tax purposes at December 31, 2006, respectively, and approximately \$278 million and \$215 million for federal and state income tax purposes at December 31, 2005, respectively, which can be carried forward to offset future taxable income. The Company had available a tax credit carryforward of approximately \$1.1 million and \$983,000 at December 31, 2006 and 2005, respectively, which can be carried forward to offset future taxable liabilities. The Company s federal net operating losses will begin to expire in 2018; state net operating losses began to expire in 2006. The federal credits begin to expire in 2018 and the state credits began to expire in 2006. The Federal Tax Reform Act of 1986 and similar state tax laws contain provisions which may limit the net operating losses carryforwards to be used in any given year upon the occurrence of certain events, including a significant change in ownership interests.

The Company maintains a study to understand the status of net operating losses (NOL or NOLs). Based on that study, the Company believes that they have not undergone an Internal Revenue Code (IRC) Section 382 change of control that would trigger an impairment of the use of NOLs since their secondary offering in December 1999. Under IRC Section 382 rules, a change in ownership can occur whenever there is a shift in ownership by more than 50 percentage points by one or more five-percent shareholders within a three-year period. When a change of ownership is triggered, the NOLs may be impaired. The Company estimates that, as of December 31, 2006 they were approximately at 30% compared with the 50% level that would trigger impairment of the NOL asset.

The provision for income taxes is comprised of (in thousands):

2006	2005	2004
<b>∠</b> 000	<b>4003</b>	<b>∠</b> ∪∪¬

Current			
Federal	\$ 123	\$ 185	\$
State	41	61	1
	164	246	1
Deferred			
Provision for income taxes	\$ 164	\$ 246	\$ 1

#### NOTES TO FINANCIAL STATEMENTS

#### 8. Income Taxes (continued)

Differences between the provision for income taxes and income taxes at the statutory federal income tax rate are as follows (in thousands):

	2006	2005	2004
Income tax at statutory federal rate	\$ 5,653	\$ 3,630	\$ (1,609)
State income taxes, net of federal benefit	1,095	645	(276)
Effect of permanent differences	1	1	3
Other	(4,336)	(1,165)	
Change in valuation allowance	(2,249)	(2,865)	1,883
	\$ 164	\$ 246	\$ 1

## 9. Commitments and Contingencies

## **Operating Leases**

The following is a schedule of significant future minimum lease payments under operating leases at December 31, 2006 (in thousands):

	Ope	rating
Years ended:		
2007		694
2008		751
2009		794
2010		134
2011		
Thereafter		
	\$	2,373

Total rent expense from operations for the years ended December 31, 2006, 2005 and 2004 were \$657,000, \$646,000, and \$1.1 million, respectively.

In November 2003, we entered into a facility lease agreement commencing on March 2004 for our corporate headquarters with aggregate lease payments of approximately \$4.0 million through February 2010. As of December 31, 2006, the Company maintained a letter of credit for the facility lease in the amount of \$554,000.

## 10. Employee Stock Plans

#### Stock Incentive Plans

The 1999 Stock Incentive Plan (the 1999 Plan ) serves as the successor to the 1998 Stock Plan (the Predecessor Plan ). The 1999 Plan became effective in June 1999. At that time, all outstanding options under the Predecessor Plan were transferred to the 1999 Plan, and no further option grants can be made under the Predecessor Plan. All outstanding options under the Predecessor Plan continue to be governed by the terms and conditions of the existing option agreements for those grants, unless the Company s compensation committee decides to extend one or more features of the 1999 Plan to those options.

As of December 31, 2006, the total number of shares authorized for issuance under the 1999 Plan approximated 7,654,262 which amount includes an automatic annual increase to the share reserve of 3% of the Company s outstanding common shares on the last trading day in December. The automatic increase on January 1, 2006 was approximately 692,000 shares based upon 23,063,000 shares outstanding on the last day of 2005.

## STAMPS.COM INC.

#### NOTES TO FINANCIAL STATEMENTS

## 10. Employee Stock Plans (continued)

In no event will this annual increase exceed 782,358 shares. In addition, no participant in the 1999 Plan may be granted stock options or direct stock issuances for more than 562,500 shares of common stock in total in any calendar year.

Options granted under the 1999 Plan generally vest 25% per year, and the Board of Directors has the discretion with respect to vesting periods applicable to a particular grant. Each option granted has a 10 year contractual life. On November 3, 2004, the Company issued options to purchase 1,000,000 shares of common stock vesting immediately at a price of \$17.50, representing an exercise price that was \$3.14 higher than the fair market value on the date of grant of \$14.36. During 2006, 2005 and 2004, the Company issued options to purchase a total of 318,500, 265,500 and 1,220,626 shares of common stock, respectively, at prices at or above the market price at the date of grant.

A summary of stock option activity is as follows (in thousands, except per share amounts):

	Options Outstanding Number of Options	Weighted Average Exercise Price
Balance at January 1, 2004	2,286	12.20
Granted	1,221	16.54
Forfeited	(75)	15.42
Exercised	(213)	6.20
Balance at December 31, 2004	3,219	\$ 14.28
Granted	265	18.89
Forfeited	(180)	15.67
Exercised	(696)	9.25
Balance at December 31, 2005	2,608	\$ 15.03
Granted	319	27.53
Forfeited	(74)	22.48
Exercised	(656)	11.66
Balance at December 31, 2006	2,197	17.56

The weighted-average fair value of stock grants for the years ended December 31, 2006, 2005 and 2004 using the Black-Scholes valuation method are as follows:

	2006	2005	2004
Weighted-average fair value of stock options with an exercise price equal to the market price on the grant date	\$ 13.41	\$ 9.20 7.93	\$ 6.06 5.76

Weighted-average fair value of stock options with an exercise price greater than the market price on the grant date

Total	\$	13.41 \$	9.10 \$	5.81
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Weighted average exercise prices for 2006 stock options are as follows:

	2006
Weighted-average exercise price of stock options with an exercise price equal to the market price on the grant date	\$ 8.15
Weighted-average exercise price of stock options with an exercise price greater than the market price on the grant date	17.50
Total weighted-average exercise price	\$ 11.66

#### NOTES TO FINANCIAL STATEMENTS

## 10. Employee Stock Plans (continued)

The following tables summarize information concerning outstanding and exercisable options at December 31, 2006 (in thousands, except number of years and per share amounts):

**Options Outstanding** 

Exercise Prices	Number Outstanding	Weighted Average Remaining Contractual Life (in Years)	erage Remaining Weighted ontractual Life Average Exercise Numb		Number Exercisable	Weig Average Price pe
6.20	988	5.3	\$	7.79	921	\$
332.40	944	7.8	\$	19.46	684	\$
648.60	161	7.7	\$	34.27	56	\$
664.80	65	2.8	\$	59.19	65	\$
881.00	31	2.8	\$	70.47	31	\$
5113.40	2	2.9	\$	98.50	2	\$
\$129.60	1	3.0	\$	117.50	1	\$
\$145.80	5	2.9	\$	131.50	5	\$
45.80	2,197	6.4	\$	17.52	1,765	\$

## Employee Stock Purchase Plan

In June 1999, the Company s Board of Directors adopted an Employee Stock Purchase Plan (ESPP or Purchase Plan) which allows eligible employees of the Company to purchase shares of common stock, at semi-annual intervals, with their accumulated payroll deductions.

Eligible participants may contribute up to 15% of cash earnings through payroll deductions, and the accumulated deductions will be applied to the purchase of shares on each semi-annual purchase date. The purchase price per share will be equal to 85% of the fair market value per share on the participant s entry date into the offering period or, if lower, 85% of the fair market value per share on the semi-annual purchase date.

Upon adoption of the plan, 150,000 shares of common stock were reserved for issuance. This reserve will automatically increase on the first trading day in January each year, beginning in calendar year 2000, by an amount equal to 1% of the total number of outstanding shares of the Company s common stock on the last trading day in December in the prior year. In no event will any annual increase exceed 260,786 shares.

Total shares of common stock issued pursuant to the ESPP during 2006, 2005 and 2004 were 55,825, 43,170 and 32,449, respectively.

**Options Exercisable** 

## Savings Plan

During 1999, the Company implemented a savings plan for all eligible employees, which qualifies under Section 401(k) of the Internal Revenue Code. Participating employees may contribute up to 15% of their pretax salary, but not more than statutory limits. The Company matches 50% of the first 4% a participant contributes. The Company expensed approximately \$187,000, \$150,000 and \$141,000 in 2006, 2005 and 2004, respectively, related to this plan.

#### NOTES TO FINANCIAL STATEMENTS

## 15. Legal Proceedings

In addition to the legal proceedings described in Item 3 of this Annual Report, the Company is a party to various other legal actions, claims and proceedings incidental to its business. Litigation is uncertain, and the outcome of individual cases is not predictable with any assurance. The Company has established loss provisions only for matters in which losses are probable and can be reasonably estimated. Some of the matters pending against the Company involve potential compensatory, punitive or treble damage claims, or sanctions, that if granted, could require the Company to pay damages or make other expenditures in amounts that could have a material adverse effect on the Company s financial position or results of operations. At this time the Company has not reached a determination that any of the Company s litigation proceedings are expected to result in liabilities that will have a material adverse effect on the Company s financial position, cash flows, or results of operations.

## 16. Quarterly Information (Unaudited)

	Quarter Ended							
	I	March		June	Se	ptember	De	ecember
			(in tl	housands exc	ept per	share data)		
Fiscal Year 2006:								
Revenues	\$	20,542	\$	20,160	\$	18,909	\$	24,975
Gross profit		14,611		14,632		13,814		16,732
Income from operations		2,291		2,814		2,978		3,447
Net income		3,357		4,160		4,263		4,682
Net income per share:								
Basic	\$	0.14	\$	0.18	\$	0.18	\$	0.21
Diluted	\$	0.14	\$	0.17	\$	0.18	\$	0.20
Weighted average shares outstanding:								
Basic		23,268		23,601		23,458		22,609
Diluted		24,386		24,561		24,091		23,090
Fiscal Year 2005:								
Revenues	\$	11,797	\$	14,223	\$	15,273	\$	20,618
Gross profit		8,653		10,240		11,173		14,411
Income from operations		1,063		1,718		2,033		3,630
Net income		1,641		2,121		2,564		4,103
Net income per share:								
Basic	\$	0.07	\$	0.09	\$	0.11	\$	0.18
Diluted	\$	0.07	\$	0.09	\$	0.11	\$	0.17
Weighted average shares outstanding:								
Basic		22,514		22,689		22,974		22,948

Diluted 23,442 23,819 23,749 23,966

## **SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this Annual Report on Form 10-K to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Los Angeles, State of California, on the 16th day of March 2007.

## STAMPS.COM INC.

By: /s/ Kenneth McBride

Kenneth McBride

Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, this Report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated:

Signature	Title	Date
/s/ Kenneth McBride Kenneth McBride	Chief Executive Officer and Director (Principal Executive Officer)	March 16, 2007
/s/ Kyle Huebner Kyle Huebner	Chief Financial Officer (Principal Financial Officer)	March 16, 2007
* Kevin G. Douglas	Director	March 16, 2007
* Mohan P. Ananda	Director	March 16, 2007
* G. Bradford Jones	Director	March 16, 2007
*	Director	March 16, 2007

Lloyd I. Miller

<sup>\*</sup>By Kenneth McBride as Attorney-in-fact.