



Computer Warehouse Group

**FINANCIAL PERFORMANCE FOR THIRD QUARTER
ENDED 30TH SEPTEMBER, 2014**

COMPUTER WAREHOUSE GROUP PLC

COMPREHENSIVE STATEMENT OF PROFIT OR LOSS FOR THE THIRD QUARTER ENDED 30 SEPTEMBER, 2014

| | Q3 2014 N 'millions Unaudited | Q3 Ytd 2014 N 'millions Unaudited | Q3 Ytd 2013 N 'millions Unaudited | Variance (%) |
|-----------------------------------|-------------------------------------|---|---|-----------------|
| Turnover | 2,853 | 11,241 | 14,615 | -23% |
| Cost of Sales | 2,214 | 8,915 | 11,713 | -24% |
| Gross Profit | 638 | 2,326 | 2,902 | -20% |
| Other Income | 48 | 93 | 198 | -53% |
| Operating Expenses | (639) | (1,907) | (2,081) | -8% |
| EBITDA | 47 | 512 | 1,018 | -50% |
| Depreciation & Amortisation | (85) | (256) | (345) | -26% |
| EBIT | (38) | 256 | 673 | -62% |
| Interest & Finance Charges | (29) | (69) | (179) | -61% |
| Profit / (Loss) before Tax | (67) | 187 | 493 | -62% |
| Taxation (Provisional) | | (6) | (15) | |
| Profit / (Loss) after Tax | (67) | 181 | 479 | -62% |

COMPUTER WAREHOUSE GROUP PLC
STATEMENT OF FINANCIAL POSITION AS AT 30TH SEPTEMBER, 2014

| | | SEPTEMBER, 2014 | DECEMBER, 2013 |
|---|----------|----------------------------|---------------------------|
| | | N 'Millions Unaudited | N 'Millions Audited |
| NON-CURRENT ASSET | | | |
| Goodwill | | 814 | 814 |
| Property, Plant & Equipment | 2 | 516 | 659 |
| Intangible Asset | 3 | 78 | 112 |
| Available for sale financial assets | | 19 | 19 |
| Investment | 4 | 54 | |
| | | 1,482 | 1,604 |
| CURRENT ASSET | | | |
| Inventories | 5 | 2,248 | 2,721 |
| Loans and Receivables | | 27 | 14 |
| Trade and other Receivables | 6 | 6,717 | 7,390 |
| Prepayments | | 124 | 157 |
| Cash and cash equivalents | | 602 | 1,562 |
| | | 9,718 | 11,844 |
| TOTAL ASSET | | 11,200 | 13,448 |
| EQUITY | | | |
| Share capital | 7 | 1,262 | 1,262 |
| share premium | | 1,853 | 1,853 |
| Retained earnings | | 1,834 | 1,849 |
| Available for sale financial assets Reserve | | 12 | 11 |
| Foreign currency translation reserve | | 52 | 66 |
| | | 5,013 | 5,041 |
| NON-CURRENT LIABILITIES | | | |

| | | | |
|---------------------------------------|----------|---------------|---------------|
| Deferred Taxation | | 68 | 68 |
| | | 68 | 68 |
| CURRENT LIABILITIES | | | |
| Trade & other payables | 8 | 4,313 | 6,131 |
| Income tax payable | | 562 | 549 |
| Employee benefits | | 40 | 90 |
| Deferred revenue | | 528 | 1,059 |
| Short term loans & borrowings | | 675 | 509 |
| | | 6,119 | 8,338 |
| TOTAL LIABILITIES | | 6,187 | 8,406 |
| | | | |
| TOTAL EQUITY & LIABILITIES | | 11,200 | 13,448 |

COMPUTER WAREHOUSE GROUP PLC
CASH FLOW STATEMENT AS AT 30 SEPT, 2014

| | SEPTEMBER, 2014 | DECEMBER, 2013 |
|---|----------------------------|---------------------------|
| | N 'Millions | N 'Millions |
| | Unaudited | Unaudited |
| Cash flows from operating activities | | |
| Profit before tax | 187 | 613 |
| Depreciation & Amortisation | 256 | 444 |
| (Gain)/loss on disposal of PPE | (3) | (21) |
| Changes in Inventories | 473 | (1,292) |
| Changes in Trade and Other receivables | 660 | (894) |
| Changes in Trade and Other payables | (2,400) | 2,814 |
| Interest | 68 | 349 |
| WHT Utilized | 0 | (625) |
| Net Cash (used in) from operating activities | (759) | 1,389 |
| Cash flow from investing activities | | |
| Purchase of Property, Plant & Equipment | (54) | (128) |
| Purchase of Investment | (54) | 0 |
| Proceeds from sales of Property, Plant & Equipment | 11 | 393 |
| Net cash (used in) from investing activities | (98) | 264 |
| Cash flows from financing activities | | |
| Loan granted /(repayment) | 173 | (1,085) |
| Interest payment | (68) | (349) |
| Dividend paid | (202) | (120) |
| Net cash (used in) from financing activities | (98) | (1,554) |
| Increase/ (decrease) in cash | (954) | 99 |
| Opening cash | 1,172 | 1,073 |
| Closing cash | 218 | 1,172 |

COMPUTER WAREHOUSE GROUP PLC
CONSOLIDATED STATEMENT OF CHANGES IN EQUITY AS AT 30 SEPTEMBER, 2014

| DESCRIPTION | SHARE CAPITAL | RETAINED EARNINGS | SHARE PREMIUM | CONVERTIBLE LOAN RESERVE | AVAILABLE FOR SALE RESERVE | FOREIGN CURRENCY TRANSLATION RESERVE | TOTAL |
|--------------------------------------|------------------|----------------------|------------------|-----------------------------|----------------------------------|---|-------------|
| | N 'Millions | N 'Millions | N 'Millions | N 'Millions | N 'Millions | N 'Millions | N 'Millions |
| Balance as at 1, January 2013 | 1,000 | 1,356 | 411 | 244 | 6 | 26 | 3,044 |
| Issue of Ordinary shares | 262 | | | | | | 262 |
| Issue shares premium | | | 1,442 | (244) | | | 1,198 |
| Dividend | | (120) | | | | | (120) |
| Profit & Loss | | 613 | | | | | 613 |
| Other comprehensive income | | | | | 4 | | 4 |
| Foreign currency translation reserve | | | | | | 40 | 40 |
| | | | | | | | 0 |
| | 1,262 | 1,849 | 1,853 | 0 | 11 | 66 | 5,041 |
| Balance as at 31 Dec 2013 | | | | | | | |
| Dividend | | (202) | | | | | (202) |
| Profit & Loss | | 187 | | | | | 187 |
| Other comprehensive income | | | | | | | 0 |
| Foreign currency translation reserve | | | | | | (14) | (14) |
| | 0 | (15) | 0 | 0 | 0 | (14) | (29) |
| | | | | | | | |
| Balance as at 30 June 2014 | 1,262 | 1,834 | 1,853 | | 11 | 52 | 5,012 |

COMPUTER WAREHOUSE GROUP PLC
NOTES TO THE ACCOUNTS AS AT 30TH, SEPT 2014

| | | SEPT '2014 ACTUAL | SEPT'2013 ACTUAL | | | | | | | | | |
|----------|--|----------------------|---------------------|------------------------------|-------------------------|----------------------------------|-----------------------|--------------------|-----------------------------|---------------------------------|------------------------|--------------|
| 1 | Operating Expenses | | | | | | | | | | | |
| | Staff Cost | 1,105 | 1,123 | | | | | | | | | |
| | Admin | 705 | 719 | | | | | | | | | |
| | Selling & Distribution | 44 | 168 | | | | | | | | | |
| | | 1,854 | 2,010 | | | | | | | | | |
| 2 | Property, Plant & Equipment | | | | | | | | | | | |
| | | Land | Building | Plant & Machinery | Office Equipment | Furnitures & Fittings | Motor Vehicles | Loose Tools | Building Improvement | Communication Equipments | Serviced Option | Total |
| | COST: | =N= 'm | =N= 'm | =N= 'm | =N= 'm | =N= 'm | =N= 'm | =N= 'm | =N= 'm | =N= 'm | =N= 'm | =N= 'm |
| | AS AT JAN 1 2014 | 111 | 60 | 78 | 225 | 92 | 254 | 25 | 11 | 972 | 1,076 | 2,904 |
| | Additions /(Disposal) | | 0 | 9 | 9 | 11 | 5 | | 12 | (5) | 14 | 53 |
| | AS AT SEPT 30 2014 | 111 | 60 | 87 | 233 | 103 | 258 | 25 | 23 | 967 | 1,089 | 2,957 |
| | DEPRECIATION | | | | | | | | | | | |
| | AS AT JAN 1 2014 | | 18 | 58 | 161 | 70 | 202 | 22 | 1 | 732 | 980 | 2,245 |
| | Charge for the year | | 1 | 10 | 24 | 7 | 20 | 2 | 2 | 83 | 73 | 221 |
| | DISPOSAL | | | (18) | | | | | | (8) | | (25) |
| | AS AT SEPT 30 2014 | 0 | 19 | 50 | 186 | 77 | 222 | 24 | 3 | 807 | 1,053 | 2,441 |
| | NET BOOK VALUE | | | | | | | | | | | |
| | AS AT SEPT 30 2014 | 111 | 42 | 37 | 47 | 26 | 36 | 1 | 21 | 160 | 36 | 516 |

| | AS AT JUNE '2014 | | | |
|----------|-----------------------|-------------------|-----------------|-----|
| | Softwares =N= 'm | Licence =N= 'm | Total =N= 'm | |
| 3 | INTANGIBLES | | | |
| | Cost | | | |
| | AS AT JAN 1 2014 | 137 | 25 | 162 |
| | Addition | 2 | | 2 |
| | AS AT SEPT 30 2014 | 137 | 25 | 164 |
| | Charges | | | |
| | AS AT JAN 1 2014 | 38 | 13 | 51 |
| | Charge for the year | 34 | 2 | 36 |
| | | 72 | 15 | 87 |
| | NET BOOK VALUE | | | |
| | AS AT SEPT 30 2014 | 65 | 10 | 78 |

Licence represents the cost of operating licence obtained from Nigeria Communications Commission (NCC) in 2009.
This will be amortised for a period of 10 years and its amortisation is charged as cost of sales

4 Investment
This represent CWG holding in Etailers (owners of Openshopen)

| | AS AT SEPT 2014 NGN 'm | AS AT SEPT 2014 NGN 'm |
|----------|---------------------------|---------------------------|
| 5 | Inventories | |
| | Stocks | 862 |
| | WIP | 1,869 |
| | | 2,732 |

| | AS AT SEPT 2014 NGN 'm | AS AT SEPT 2014 NGN 'm |
|----------|------------------------------------|---------------------------|
| 6 | Trade and other Receivables | |
| | Trade debtors | 3,414 |
| | Witholding tax recoverable | 3,218 |
| | Deposits | 88 |
| | Other debtors | 669 |
| | Cameroun current account | 5 |
| | | 7,390 |

| | AS AT SEPT 2014 NGN 'm | AS AT SEPT 2014 NGN 'm |
|-----------|------------------------------|---------------------------|
| 6i | TRADE DEBTORS | |
| | Trade debtors | 3,542 |
| | Provision for doubtful debts | (53) |

| | <u>2,915</u> | <u>3,414</u> |
|--|------------------------|------------------------|
| 7 SHARE CAPITAL | | |
| 7i Issued and Fully Paid | | |
| 2,524,826,359 Ordinary shares of 50k eac | 1,262 | 1,262 |
| | <u>1,262</u> | <u>1,262</u> |
| 8 Trade and other Payables | | |
| | AS AT SEPT 2014 | AS AT SEPT 2014 |
| | NGN 'm | NGN 'm |
| Trade Creditors | 823 | 2,372 |
| Accrued expenses | 468 | 824 |
| VAT Payable | 2,800 | 2,672 |
| Withholding tax | 194 | 224 |
| Other creditors | 28 | 38 |
| | <u>4,313</u> | <u>6,131</u> |
| 9 Cash and Cash equivalent | | |
| | AS AT SEPT 2014 | AS AT SEPT 2014 |
| | NGN 'm | NGN 'm |
| Bank and cash | 602 | 1,562 |
| overdraft | (384) | (390) |
| | <u>218</u> | <u>1,172</u> |