



# COMPUTER WAREHOUSE GROUP PLC

## 2013 FINANCIAL HIGHLIGHTS

# RESULT HIGHLIGHTS

## Summary of Results for the Year

	<b>The Group 2013 N '000</b>	<b>The Company 2013 N '000</b>
Turnover	20,669,298	20,055,736
Profit Before Tax	618,456	632,099
Tax	(5,609)	-
Profit After Tax	612,847	632,099

# AGENDA



- 2013 Group Financial Results
  - Group Consolidated Performance
- Segment Reports
  - Business Segments
  - Geographic Segments
- 2014 Focus & Prospects





# GROUP FINANCIAL RESULTS

# Computer Warehouse Group Plc

## Consolidated Financial Result

GROUP					COMPANY		
NGN 'm	2013	2012	% Change		2013	2012	% Change
Revenue	20,669	18,761	10%		20,055	18,312	10%
EBITDA	1,462	1,522	-4%		1,464	1,615	-9%
Depreciation & Amortisation	(444)	(542)	-18%		(438)	(535)	-18%
Finance Charges	(349)	(641)	-46%		(332)	(636)	-48%
Taxation	(5)	0			0	0	
Net Income	612	339	96%		632	444	49%
EBITDA Margin	7%	8%	-1%		7%	9%	-2%
Net Income Margin	3%	2%	78%		3%	2%	36%



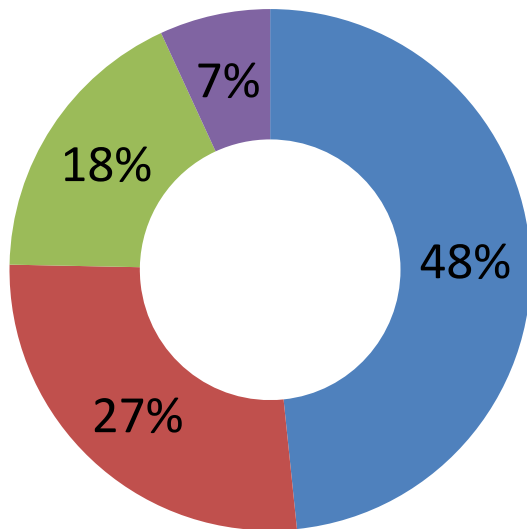
# **SEGMENT REPORTS**



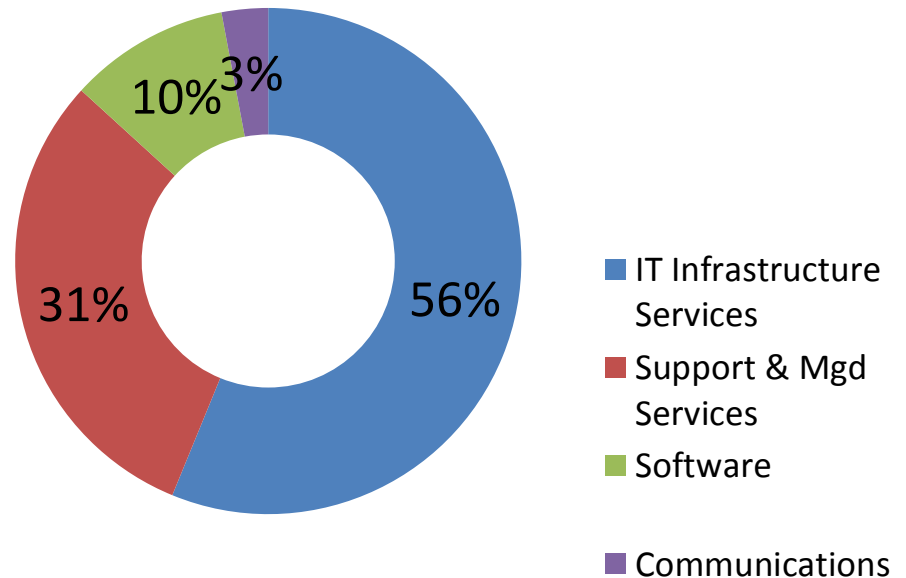
# REVENUE CONTRIBUTION BY SEGMENT

- The relative contribution of IT infrastructure services, reduced in 2013, due to a growth in Software services.
- Our Communications business also increased, with emphasis on the provision of private managed networks to larger clients.

**Contribution to Revenue - 2013**



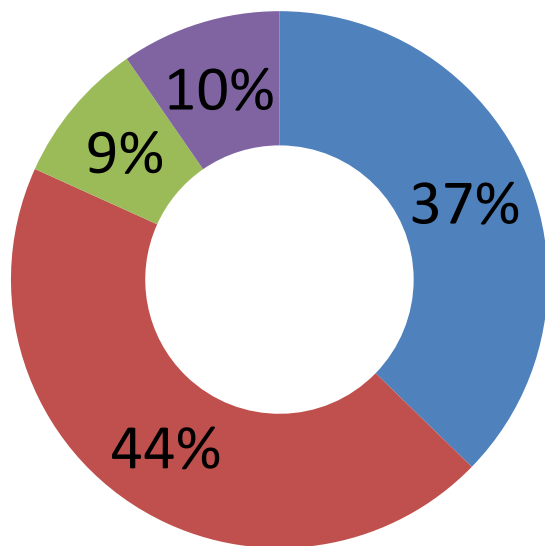
**Contribution to Revenue - 2012**



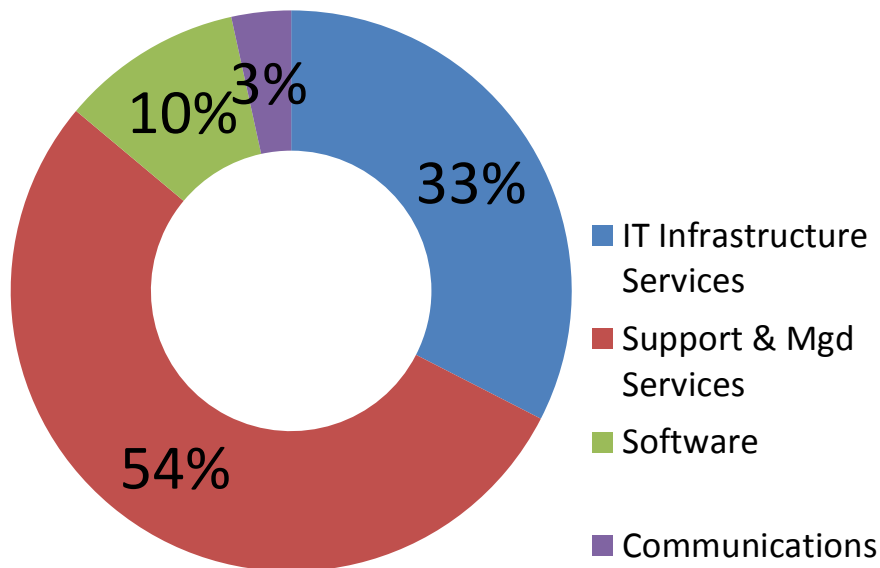
# PROFIT CONTRIBUTION BY SEGMENT

- Increase in profit contribution from Communications, emanated from growth in provision of private networks - an area of focus for the business going forward. Support and Managed Services remain the largest contributor to profit, and it is an area of continued focus for CWG.

**Contribution to Gross Profit - 2013**



**Profit Contribution by Segment - 2012**

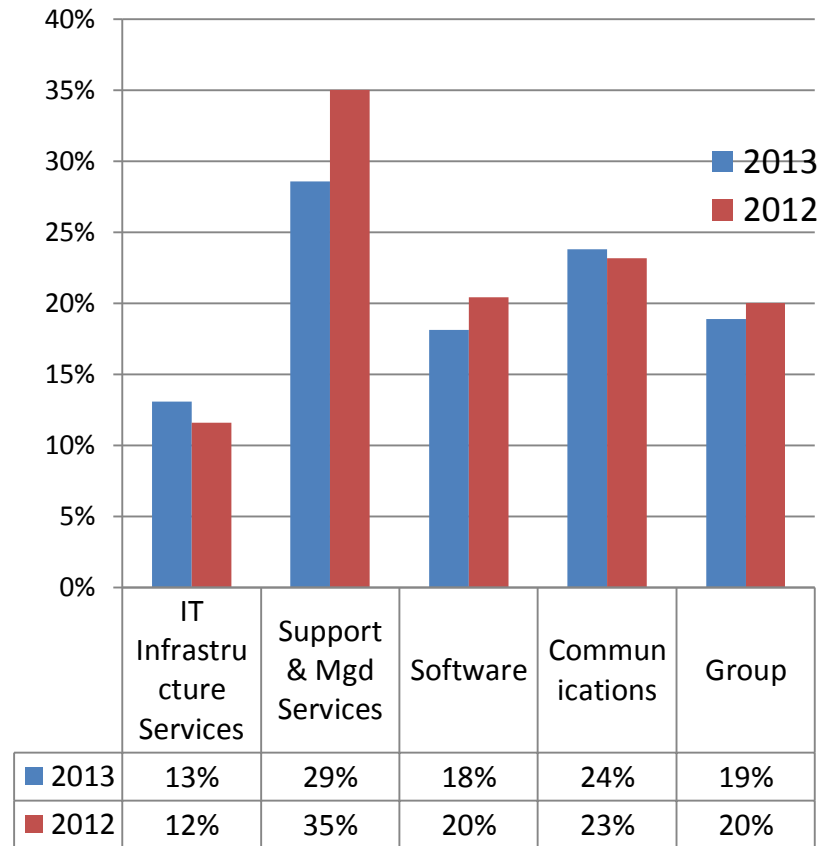




# MARGIN TREND BY SEGMENT

- Decrease in the Group's gross margin in 2013 was due mainly to decrease margin on Support and Managed Services.
- Support and Managed Services margin declined in 2013, because the company strategically decided to invest in improving support services. We believe this investment will attract more business and improve volumes and margins, going forward.

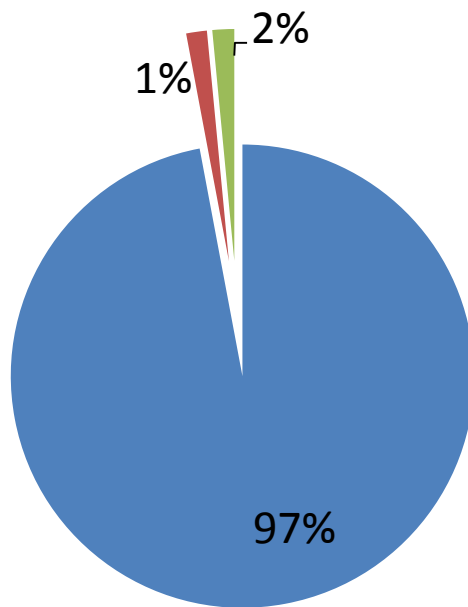
**Gross Margin Trend by Segment**



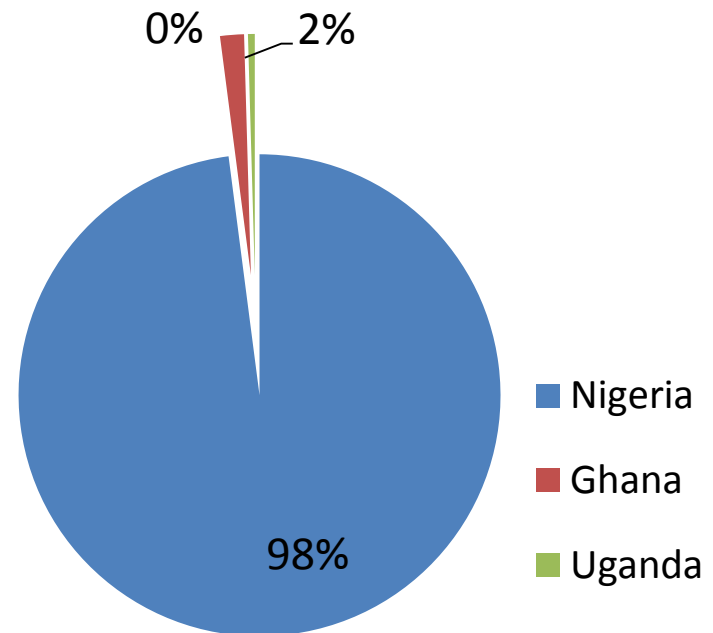
# REVENUE CONTRIBUTION BY GEOGRAPHY

- CWG Uganda grew revenues by 370% in 2013 to reach N315m (2012;N83m)
- Though the contribution of both subsidiaries are low currently, they continue to be an important part of the Company's strategy to expand her services across the African Continent.

**Revenue by Regions 2013**



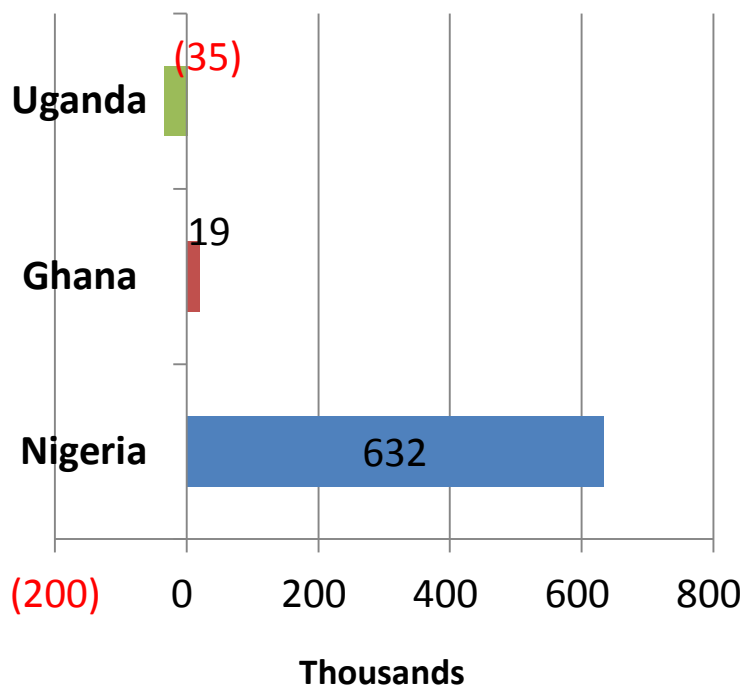
**Revenue by Regions 2012**



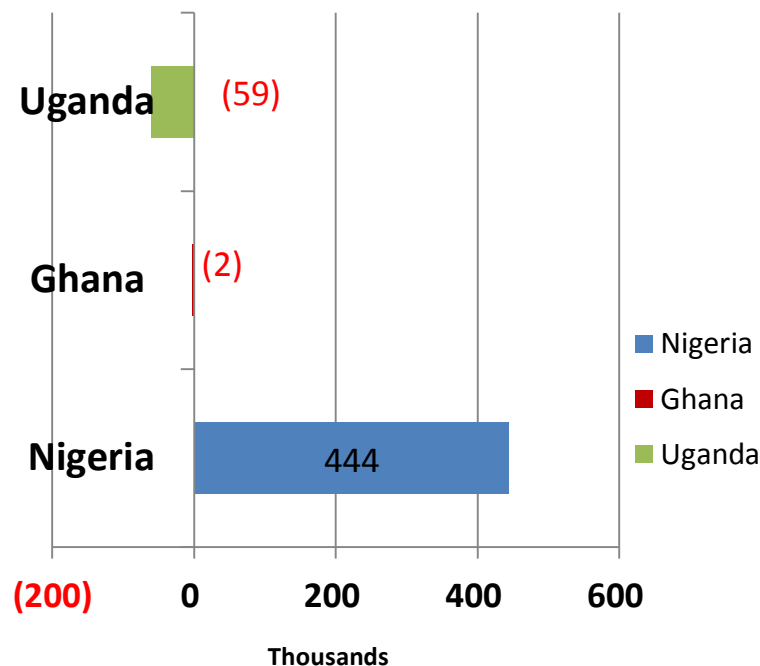
# PROFIT CONTRIBUTION BY GEOGRAPHY

- 2013 Showed a marked improvement in the profitability of CWG's subsidiaries in Ghana and Uganda.
- While the Ghana office achieved a profit of N18m, Uganda reduced its loss for 2013 (N34m) relative to 2012 (N59m). Our focus in 2014 is to bring the Subsidiary to consistent profitability, even as we continue to grow volumes.

**PBT BY REGION - 2013**



**PBT BY REGION - 2012**





A conceptual illustration of cloud computing. A hand is shown holding a large, stylized orange cloud with a white outline. From the bottom of the cloud, several thin white lines hang down, each ending in a different technology icon. The icons include a laptop, a mobile phone, a server rack, a wireless antenna, a satellite dish, and two computer monitors. The background is a soft, out-of-focus grey.

# 2014 FOCUS & PROSPECTS

# CWG 2.0

## Power Sector



Metering gap of 7m meters in the next two years



50%+ AT&C loss due to theft, under metering



Significant requirements for private networks



Significant requirements for data centre, compute and storage infrastructure and maintenance thereof



Nationwide coverage

## Utility / Cloud Enablement



MTN Diamond Yellow Account involving integration of our FinEdge to Ericsson Wallet and to Diamond Bank core banking.



ERP Solution targeted at 17.3M Micro, Small and Medium Enterprises in Nigeria



A service platform that efficiently enables micro-finance banking operations and financial intermediary collaborations without the cost and complexity of ownership



50 rack Tier 3 Data Centre