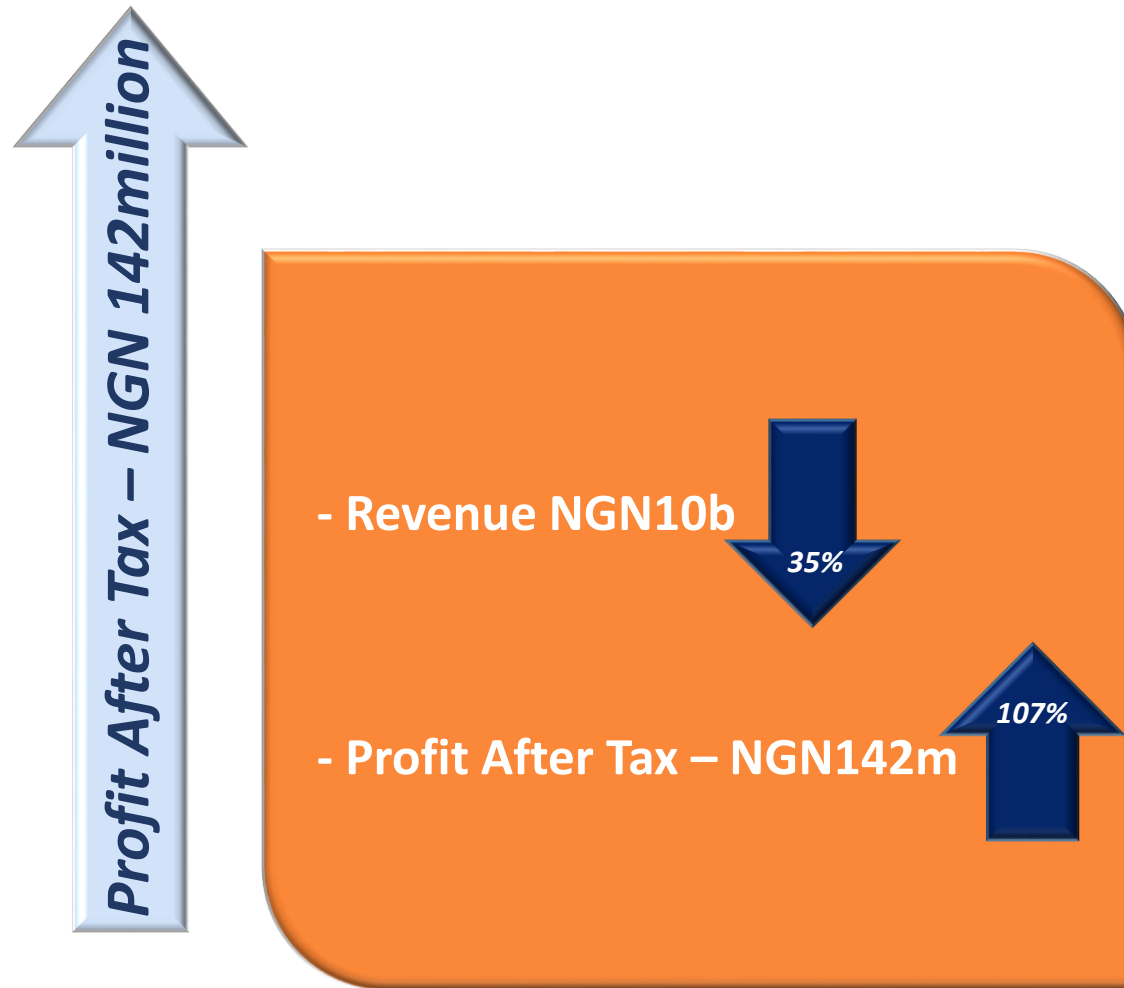


A white coffee cup on a saucer is positioned on the left side of the frame. In the foreground, a silver pen lies horizontally across a document. The document features a blue pie chart with three segments labeled '15%', '30%', and '55%', and a blue bar chart with several bars of varying heights. The background is softly blurred, showing another coffee cup and more documents.

CWG PLC – 2016 financial highlights

Summary of 2016 Results



GROUP PROFIT OR LOSS ACCOUNT

	FY 16 NGN'000	FY 15 NGN'000
Revenue	10,165,971	15,613,282
Cost of Sales	(7,692,666)	(13,170,345)
Gross Profit	2,473,305	2,442,937
Other Income	395,436	350,234
Administrative Expenses	(2,614,218)	(4,412,186)
Finance Cost	(152,757)	(170,131)
Finance Income	40,238	42,149
Profit / (Loss) before Tax	142,004	(1,746,997)
Taxation	-	(48,849)
Profit / (Loss) after Tax	142,004	(1,795,846)

The Group recovered from the loss position recorded in 2015 to a 107% Profit After Tax growth in 2016.

Though there was a downward trend in revenue from NGN15.6b in 2015 to NGN10b in 2016, the company recorded the highest gross margin in 5years. This is attributable to the Group's strategic focus on profitable IT Solutions with less exposure to foreign exchange fluctuations and with predictable recurrent revenues.

During the period under review, there was no record of exchange loss, bad debts and write-offs compared to the high exchange loss, bad debt and inventory write off worth NGN1.3B recorded in 2015.

Through cost optimization initiatives adopted by the management, admin expenses significantly declined by 41%.

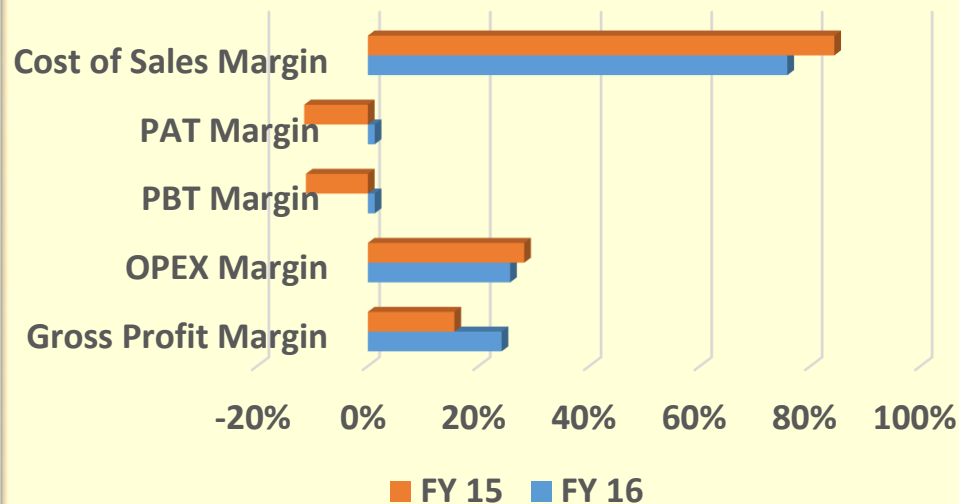
In the same vein, finance cost fell by 10% to close at NGN153m in 2016 as result of the conscious effort to reduce borrowings and improve receivable collections.

The bottom line was positively impacted as the Profit After Tax closed at NGN142m in 2016 compared to a loss after tax of NGN1.8billion in 2015.

KEY INCOME STATEMENT RATIOS

KEY RATIOS	FY 16	FY 15
Gross Profit Margin	24%	16%
OPEX Margin	26%	28%
PBT Margin	1%	-11%
PAT Margin	1%	-12%
Cost of Sales Margin	76%	84%

Key Income Statement Ratios



In 2016, the Group laid emphasis on closing business deals with lower cost of sales and also avoided dollar based transaction deals with high forex exposure which could not be transferred to the customer. As a result, the margins significantly improved.

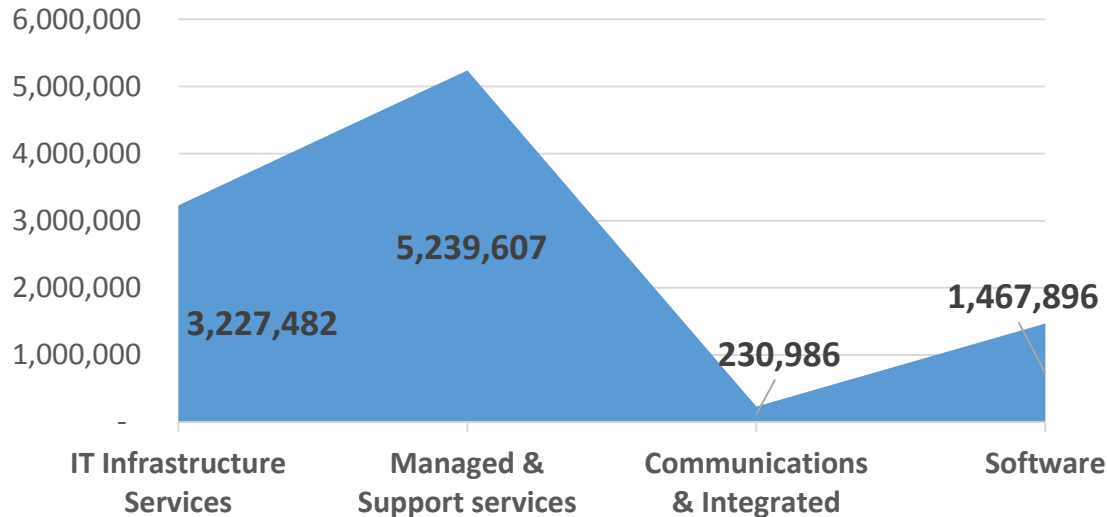
Gross Profit Margin improved from 16% in 2015 to 24% in 2016 as well as the PAT Margin which improved from -12% in 2015 to 1% in 2016.

The OPEX Margin dropped from 28% in 2015 to 26% in 2016 and Cost Of Sales Margin dropped from 84% in 2015 to 76% in 2016.

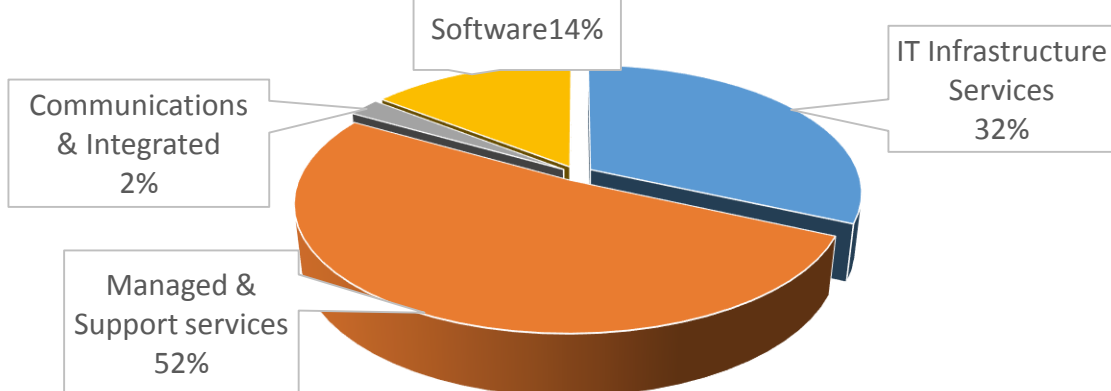
With the aim to increase recurrent business deals in the coming years, we anticipate that the margins would continue to improve.

TURNOVER BY SEGMENT

2016 Turnover By Segment (NGN'000)



2016 Turnover Contribution by Segment



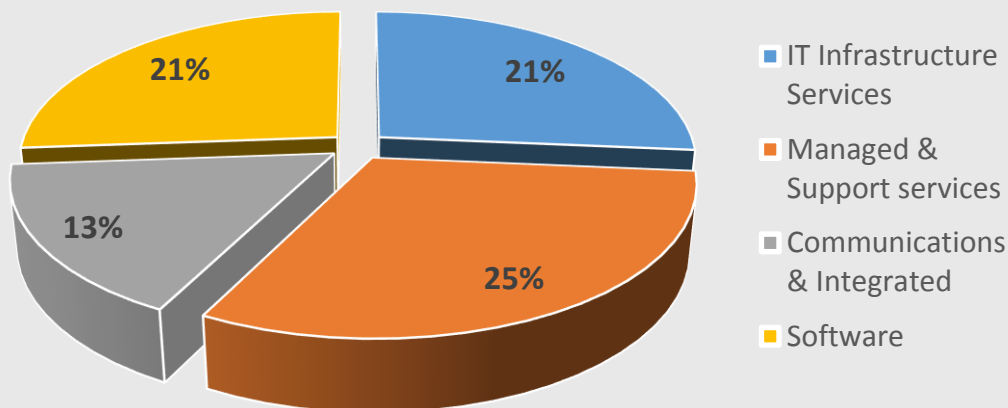
About 52% of the Group's turnover was attributed to revenue from managed services which is focused on internal and external clients outsourcing services and provides related accessories for equipment and service maintenance.

The IT infrastructure services contributed about 32% to the revenue through the installation and support of Computer hardware, operating and middle ware systems, Automated Teller Machines "ATM" etc.

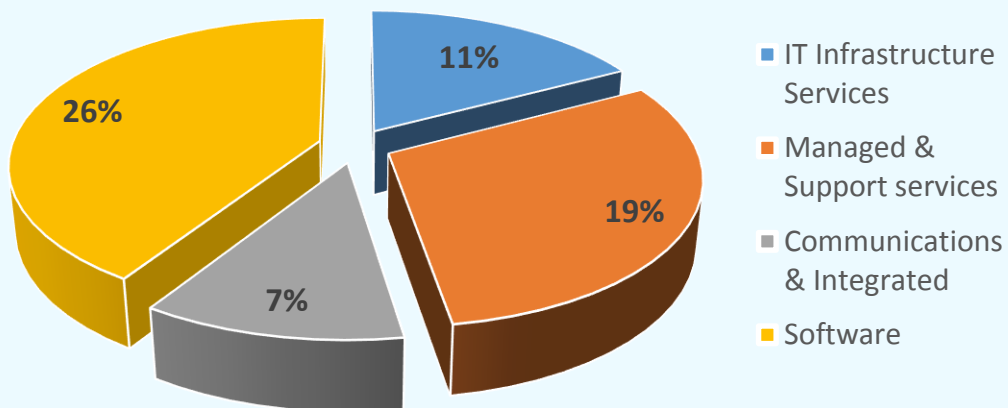
Software and Communications & Integrated services contributed about 16% of the revenue

GROSS PROFIT CONTRIBUTION BY SEGMENT

2016 Gross Margin



2015 Gross Margin



As focus continue to grow on services and recurrent businesses, the gross profit margin on Managed & Support Services increased from 19% in 2015 to 25% in 2016.

Through the scrutiny and conscious efforts to eliminate foreign exchange losses and non-profitable deals, a better gross margin was also achieved under the IT infrastructure services segment from 11% in 2015 to 21% in 2016.

Gross margin for Communication and integrated services segment increased from 7% in 2015 to 13% in 2016.

All segments improved on gross margin with the exception of software services which declined from 26% in 2015 to 21% in 2016

GROUP BALANCE SHEET

	Dec-16	Dec-15		Dec-16	Dec-15
	NGN'000	NGN'000		NGN'000	NGN'000
Non-Current Asset			Equity		
Goodwill and other intangibles	814,088	814,088	Share Capital	1,262,413	1,262,413
Property, Plant & Equipment	423,225	479,180	Share Premium	1,852,748	1,852,748
Intangible Asset	119,324	135,388	Retained Earnings	48,535	(79,140)
Available for Sale Financial Assets	67,548	69,791	Available for Sale Financial Assets Reserve	(846)	1,397
	1,424,185	1,498,447	Foreign Currency Translation Reserve	23,537	25,423
				3,186,387	3,062,841
Current Asset			Current Liabilities		
Inventories	3,471,636	1,449,320	Trade & Other Payables	10,238,421	6,501,165
Trade and Other Receivables	7,126,994	6,169,796	Short Term Loans and Borrowing	169,426	251,115
Prepayments	938,814	586,968	Income Tax Payable	643,411	561,584
Cash and Cash Equivalents	1,806,651	821,589	Deferred Revenue	530,635	149,415
	13,344,095	9,027,673	Total Liabilities	11,581,893	7,463,279
Total Asset	14,768,280	10,526,120	Total Equity and Liabilities	14,768,280	10,526,120