

A. PROFIT & LOSS

CWG PLC		
Quarterly management report		
	Quarter 3 2013	Quarter 3 2012
	Actual	Actual
	NGN	NGN
Outright	10,782,608,280	10,736,066,042
Recurrent	3,832,006,807	4,259,662,249
Turnover	14,614,615,087	14,995,728,292
Cost of Sales	11,540,181,592	11,990,044,536
Gross Profit	3,074,433,495	3,005,683,755
Admin Expenses (Salary, Admin, Marktn, Sales&D, Comision)	2,258,623,103	1,666,358,336
Other Income	198,119,885	39,028,376
EBITDA	1,013,930,277	1,378,353,795
Depreciation & Amortisation	338,969,092	411,784,990
EBIT	674,961,185	966,568,805
Interest & Finance Charges	179,425,388	452,670,105
Profit / (Loss) before Tax	495,535,797	513,898,700
D. KEY RATIOS		
Gross Profit Margin	21.0%	20.0%
Operating Profit Margin	3.4%	3.4%
EBITDA Margin	6.9%	9.2%