Unaudited results for the three months ended 31st March 2018

Continuing strong growth in revenue and EBITDA

Cherie Blair and Mick Davis join the Board as Independent Non-Executive Directors

Lagos, 24th April 2018: Dangote Cement PLC (DANGCEM-NL), Africa's largest cement producer, announces audited results for the three months ended 31st March 2018.

Financial highlights

- Group revenue up 16.3% to ₦242.1B
- Group EBITDA up 22.2% to ₦125.9B, 52.0% margin
- Nigeria EBITDA up 17.0% to ₦115.3B, 66.3% margin
- Pan-African EBITDA up 77.3% to ₦13.1B, 19.1% margin
- Earnings per share up 23.9% to ₦4.20

Operating highlights

- Group volumes up 2.8% to 6.2 million tonnes
- Nigerian volumes up 5.3% to nearly 4.0 million tonnes
- Stronger pricing increases revenue per tonne
- Nigeria exports 211Kt to Ghana, Togo and Niger
- Maiden Q1 contribution from Congo

Management and Board appointments

- Joe Makoju appointed Group Chief Executive Officer
- Cherie Blair and Mick Davis join the Board as Independent Non-Executive Directors

Joe Makoju, Group Chief Executive Officer, said:

"The first quarter of 2018 has started strongly with substantial increases in revenues and profitability that drove excellent cash generation across the Group. Despite a slightly slower start to the quarter, Nigerian volumes increased significantly in March and underpin our confidence that 2018 will be a good year for the Group. Across our Pan-African operations, higher revenue per tonne boosted revenues and increased EBITDA margins, with great potential to improve further when Tanzania switches to gas."

Alhaji Aliko Dangote, GCON, Chairman, said:

"I am delighted to welcome Cherie and Mick to the Board of Dangote Cement. They bring diverse and valuable experience of emerging-market business, sustainability and governance to our Board.

We are committed to achieving the highest standards of Governance and these appointments clearly strengthen the independence of our Board.

I am also pleased to report that going forwards the Company will be in the capable hands of Engineer Joe Makoju, whom we have appointed Group Chief Executive Officer."

About Dangote Cement

Dangote Cement is Africa's leading cement producer with nearly 46Mta capacity across Africa. A fully integrated quarry-to-customer producer, we have a production capacity of 29.25Mta in our home market, Nigeria. Our Obajana plant in Kogi state, Nigeria, is the largest in Africa with 13.25Mta of capacity across four lines; our Ibese plant in Ogun State has four cement lines with a combined installed capacity of 12Mta and our Gboko plant in Benue state has 4Mta. Through our recent investments, Dangote Cement has eliminated Nigeria's dependence on imported cement and has transformed the nation into an exporter of cement serving neighbouring countries.

In addition, we have operations in Cameroon (1.5Mta clinker grinding), Congo (1.5Mta), Ghana (1.5Mta import), Ethiopia (2.5Mta), Senegal (1.5Mta), Sierra Leone (0.5Mta import), South Africa (2.8Mta), Tanzania (3.0Mta), Zambia (1.5Mta).

Website: www.dangotecement.com

Twitter: @DangoteCement

Conference call details –

A conference call for analysts and investors will be held on Tuesday 24th April at 15.00 Lagos/UK time. Please register using the link below.

Dangote Cement unaudited results for the first three months of 2018

A replay facility will be available after the call has finished. Please find playback details below:

UK) +44 (0)20 7043 4129 or
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Playback Code: 743442#

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Operating review

Summary

Cement volumes sold	**Q1 2018 '000 tonnes**	**Q1 2017 '000 tonnes**	**% change**
Nigeria	3,969	3,770	5.3%
Pan-Africa	2,239	2,342	(4.4%)
Inter-company sales	(13)	(87)	
Total cement sold	**6,195**	**6,025**	**2.8%**
Regional revenues	**₦m**	**₦m**	**%**
Nigeria	173,907	152,355	14.1%
Pan-Africa	68,559	58,715	16.8%
Inter-company sales	(350)	(2,904)	
Total revenues	**242,116**	**208,166**	**16.3%**
EBITDA	**₦m**	**₦m**	**%**
Nigeria	115,337	98,539	17.0%
Pan-Africa	13,064	7,368	77.3%
Central costs & eliminations	(2,484)	(2,904)	
Total EBITDA	**125,917**	**103,003**	**22.2%**
EBITDA margins*			
Nigeria	66.3%	64.7%	1.6pp
Pan-Africa	19.1%	12.5%	6.6pp
Group EBITDA margins	**52.0%**	**49.5%**	**2.5pp**
	₦m	**₦m**	**%**
Group net profit**	**72,123**	**55,866**	**29.1%**
	₦	**₦**	**%**
Earnings per share **	**4.20**	**3.39**	**23.9%**

* Excluding central costs / eliminations
**After prior-year tax adjustment

Nigerian operations

Nigeria's economy continued its recovery, with GDP growth rising to 1.9% in the final quarter of 2017, and full-year growth of 0.83%, according to the Nigerian National Bureau of Statistics in its Q4 2017 GDP Report, published in February 2018.

We estimate Nigeria's total market for cement to have been 5.6Mt in Q1 2018, approximately the same as in Q1 2017. However, we believe that March sales were nearly 9% higher than in March 2017, at 2.1Mt. This strong recovery, driven by housing and commercial construction demand, is reflected in Dangote Cement's sales for March, which were well ahead of March 2017. Overall Q1 sales were nearly 4.0Mt, up 5.3% on Q1 2017 after slightly lower sales in January and February. Of Nigeria's total Q1 sales, nearly 211Kt was exported to countries including Ghana, Niger and Togo. We do not believe any cement was imported into Nigeria in the first quarter of 2018, thus reinforcing the country's status as a net exporter of cement.

The tonnage sold by Nigerian operations represents 63.9% of total Group volumes before inter-company adjustments. The average realised price on total sales volume was about ₦43,800 per tonne. In the Nigerian market, our sales of nearly 3.7Mt gave us an estimated market share of approximately 66%.

In Nigeria, our 13.3Mta Obajana plant sold 1.8Mt of cement in Q1 2018, with the 12.0Mta Ibese plant selling more than 1.6Mt. Our 4.0Mta plant at Gboko, in Benue State, sold nearly 0.3Mt.

Nigerian operations increased revenues by 14.1% to ₦173.9B and EBITDA by 17.0% to ₦115.3 at a margin of 66.3% excluding central costs and eliminations (Q1 2017: ₦98.5, 64.7%). The increase in EBITDA was helped by the more favourable fuel mix at Obajana and Ibese, as detailed in the table below, both of which were able to use coal from mines mainly operated by our parent, Dangote Industries Limited.

Use of expensive LPFO has been eliminated and our reliance on imported coal has ended now that we are using own-mined and third-party Nigerian coal, improving our margins and reducing foreign currency demands. All of our ten kilns across Nigeria are capable of running entirely on gas, coal, LPFO or a mixture of these fuels. Use of Nigerian coal mitigated the effects of gas supply problems during the quarter, thus demonstrating the benefits of securing our own coal supplies.

During the first quarter of 2018 we acquired 100 bulk cement transporters to increase sales of bulk cement into the important corporate sector, to support commercial building. In addition, we increased our penetration of branded containers in the retail market, to provide secure and dry storage facilities for many more of our smaller distributors. We have now deployed more than 500 containers as part of this initiative.

Fuel mix

Three months to 31st March 2018	**Obajana**		**Ibese**	
	2018	**2017**	**2018**	**2017**
Gas	57%	48%	62%	54%
Coal	43%	46%	38%	43%
LPFO	-	6%	-	3%
	100%	**100%**	**100%**	**100%**

Pan-African operations

Pan-African operations sold more than 2.2Mt of cement in Q1 2018, a slight decrease of 4.4% on the 2.3Mt sold in Q1 2017, because of lower sales in Tanzania owing to maintenance, and because of disruptions due to civil unrest in Ethiopia. Stronger performances were recorded in other Pan-African territories, which also benefited from maiden Q1 sales from Congo and a full quarter of sales in Sierra Leone. The total Pan-African volume represents 36.1% of Group sales volumes before inter-company adjustments.

Pan-African revenues of ₦68.6B were 16.8% higher than Q1 2017 and represented 28.3% of total Group revenues, while the region's EBITDA contribution of ₦13.1B (before central costs and eliminations) represented 10.4% of Group EBITDA, at a regional margin of 19.1%, compared to a margin of 12.5% in the first quarter of 2017.

Cameroon

We estimate the total market for cement in Cameroon was 760Kt in the first three months of 2018. The market is primarily driven by increased house building enabled by greater access to finance, infrastructure projects such as new sports stadia, hotels and hospitals to support the African Cup of Nations in 2019, as well as increased investment in roads.

Our 1.5Mta clinker grinding facility in Douala sold approximately 332Kt of cement in Q1 2018, an increase of 9.6% on almost 303Kt sold in Q1 2017. We estimate our market share to have been 44% during the period, slightly higher than in Q1 2017. The ex-factory price of cement was about US$119 per tonne in March.

The increase in our sales can be attributed to a number of factors, notably strong brand recognition, increased point-of-sale branding, improvements in our sales and marketing strategies and processes, new promotions to incentivise both internal sales staff and third-party distributors, higher visibility through trade shows, sponsorship and advertising, improved relationships with key distributors and better analysis of customer needs. In addition, we improved throughput of trucks in the packing lines and introduced performance targets for drivers in our delivery fleet.

Congo

Our 1.5Mta integrated plant in Mfila, Republic of Congo, began operations in late September 2017 and sold 39,000 tonnes of cement in the first quarter of 2018. We plan to increase sales into both the local market and into the Central African Republic. In addition, we will develop distribution routes into the Democratic Republic of Congo, which has recently relaxed restrictions on the importation of finished cement. The average ex-factory price of cement was about $92 at the end of the quarter.

Ethiopia

Sales at our 2.5Mta factory in Mugher, Ethiopia, fell by 16.7% in Q1 2018 as a result of continuing disruption due to civil unrest in the Oromia region, as well as more local challenges we are experiencing with the communities around our mining operations in Mugher. As a result, we sold approximately 443Kt of cement in the quarter, down from 532Kt in Q1 2018 with a market share of 22%, meaning we remain the market leader in Ethiopia.

In response to the disruption, which cost ten days of shipments from the plant, we took the opportunity to conduct kiln maintenance in February and increased initiatives to improve relationships with the local community. We are also improving efficiency at our plant and increasing distribution of cement to more remote areas, especially those from which we backhaul raw materials such as Gypsum and extenders. In addition, our focus on quality and service has led to our being contracted to supply an additional 250Kt of cement to government housing projects in the capital, Addis Ababa.

Since the quarter ended, and with the appointment of a new Prime Minister, we have seen a resolution of regional political issues and roads are now clear, enabling us to deliver without hindrance to all markets. In addition, we have reached agreement with local communities on royalties for raw materials, with the intention that they be used to support local development initiatives. The additional cost of these will be more than offset by increased pricing we introduced during the quarter. The ex-factory price across the quarter was $67 per tonne.

Ghana

Ghana's economy is expected to accelerate in the next two years, with the IMF forecasting GDP growth of 5.9% in 2017 and 8.9% in 2018. The outlook for cement demand remains attractive, driven by the strong GDP growth and investment to support the expanding oil and gas industries, as well as new housing projects, improvements to the Tema-Accra motorway and school renovations across the country.

Dangote Cement Ghana sold approximately 193Kt of cement in Q1 2018, down 32.8% on the 287Kt cement sold during Q1 2017, as a result of limited availability of imported cement. Ex-factory pricing was $98 at the end of the quarter.

Senegal

Our 1.5Mta plant in Pout sold 388Kt of cement in Q1 2018, up 7.7% on sales volumes achieved in Q1 2017. The volume sold represents 103% capacity utilisation at the factory, owing to a higher proportion of 32.5-grade cement sold. Ex-factory pricing was approximately US$74 per tonne in Q1 2018.

The factory sold 145Kt of cement to customers in Mali, which represents a 116% rise in export sales compared to the first quarter of 2017.

In Senegal, the local cement market is benefiting from infrastructure projects including the Dakar Airport Railway, the Ilaa Touba highway project and various smaller road and urban infrastructure projects.

Sierra Leone

Sierra Leone's cement market is picking up after the Ebola crisis, with increased infrastructure spending, more foreign aid being made available and the resumption of previously abandoned building projects in the corporate sector

Our 0.5Mta import and bagging facility, which began operations in Freetown in January 2017, sold nearly 33,000 tonnes of cement, representing 44.5% growth on the first quarter of 2017. The average price per tonne was $97, which is slightly higher than the price achieved in the prior year. We estimate that our market share increased to 24% during the quarter.

The increase in sales volume was supported by new corporate sales, the deployment of more point-of-sales materials to improve brand awareness and an increased focus upon competitive pricing. In addition, we increased our marketing efforts in the upcountry regions, where we have established a permanent sales presence. The average price of cement during the period was $97.

South Africa

Econometrix estimates the total cement market to have been 2.7 million tonnes during the first quarter of 2018, which we believe is approximately the same as the comparable quarter in 2017.

However, Dangote Cement South Africa increased sales volumes by 7.3% in the first quarter of 2018, in part benefiting from production problems elsewhere in the market. The increase in sales came despite a 5% price increase being introduced across key regions in February 2018. Residential building remains an important driver of cement demand, given that the government is cutting back on infrastructure investment in an attempt to reign in debt and enforce fiscal discipline.

In addition to February's price increase, cost control initiatives at our plants helped South Africa achieve a strong improvement in EBITDA margins to more than 25% in the first quarter of 2018.

Tanzania

Tanzania's strong economy is supporting a number of large infrastructure projects that are driving construction activity in the country, including the Dar es Salaam-Morogoro Railway, the Kenya-Tanzania Railway, major road and bridge building projects and commercial housing.

Our 3.0Mta factory at Mtwara sold 123Kt of cement during the period. This was approximately 46% lower than sales for the first quarter of 2017, owing to plant maintenance and shutdowns pending the commissioning of gas turbines, to avoid unnecessary losses at the plant, which stopped production for much of February and March.

The factory remained reliant on diesel gensets for electrical power, which resulted in EBITDA losses that weighed on Pan-African margins. The installation of gas turbines was again delayed and these are now expected to begin to operate in late May or early June 2018.

Zambia

Our 1.5Mta factory in Ndola sold nearly 194,000 tonnes of cement in Q1 2018, which was 30% higher than Q1 2017, helped by improved distribution through the use of additional third-party trucks and rail networks to complement our own direct delivery fleet. We estimate our domestic market share to have been about 43%. Cement prices were about US$87 in March 2018.

Sales growth was helped by lower rainfall and better harvests that helped the country's economy, in addition to the impact of lower interest rates and improved output from mines. Major infrastructure projects include improvements to the Lusaka and Ndola airports, as well as improvements to roads across the country.

Management and Board appointments

Joe Makoju has been appointed Group Chief Executive, having taken on the role in an acting capacity at the beginning of the year. He has worked in several world-class corporations including Shell, BP, Blue Circle (UK) and WAPCO, which he led as Managing Director/CEO for a decade before taking up the appointment as Managing Director/CEO of National Electric Power Authority (Power Holding Company of Nigeria). He also served as Special Adviser (Electric Power) to the President of the Federal Republic of Nigeria, under two separate administrations.

Cherie Blair and Sir Michael (Mick) Davis have been appointed to the Board of Dangote Cement as Independent Non-Executive Directors, effective 20th April 2018.

Cherie Blair CBE, QC, is a leading international lawyer, arbitrator and mediator, a former judge and a committed campaigner for women's rights. She is a Queen's Counsel and the wife of former British Prime Minister Tony Blair.

She is the Founder of the Cherie Blair Foundation for Women, and the Founder and Chair of Omnia Strategy LLP, a boutique international law firm. She is Chancellor of the Asian University for Women, Chancellor Emeritus of the Liverpool John Moores University, President of the Loomba Foundation, Honorary Vice President of Barnardo's and Patron of Scope, as well as a number of other charities. Cherie also sits on the Leadership Council for Concordia, is an Honorary Chair of the World Justice Project, and is an advisor to the B-Team.

Cherie currently serves as an independent director on the Board of Groupe Renault which is part of the Renault/Nissan/Mitsubishi Alliance, the world's leading zero emissions vehicle manufacturer and the world's second largest car manufacturer by volume in 2017. She was awarded a CBE in 2013 for services to women's issues and to charity in the UK and overseas.

Sir Mick Davis is currently Chairman of Macsteel, a global trading and shipping company, and Chief Executive of the Conservative Party of the United Kingdom.

From 2001 to 2013 he was Chief Executive of Xstrata, one of the world's largest global diversified mining and metal companies. Prior to joining Xstrata he was Executive Director and Chief Financial Officer of Billiton plc.

Sir Mick has extensive capital markets and corporate transaction experience. During his career, he has raised more than $40 billion from global capital markets and successfully completed more than $120 billion of corporate transactions. He participated in the creation of the Ingwe Coal Corporation in South Africa, the listing of Billiton on the London Stock Exchange, the merger of BHP and Billiton into the largest diversified mining company in the world and the successful merger of Xstrata and Glencore.

Financial review

Summary

Three months ended 31st March **Volume of cement sold**	**2018 '000 tonnes**	**2017 '000 tonnes**
Nigeria	3,969	3,770
Pan-Africa	2,239	2,342
Inter-company sales	(13)	(87)
Total cement sold	**6,195**	**6,025**

Revenues	**2018 ₦m**	**2017 ₦m**
Nigeria	173,907	152,355
Pan-Africa	68,559	58,715
Inter-company sales	(350)	(2,904)
Total revenues	**242,116**	**208,166**
Group EBITDA*	**125,917**	**103,003**
EBITDA margin	52.0%	49.5%
Operating profit	103,787	83,248
Profit before tax	108,403	77,317
Tax charge	(36,280)	(21,451)
Net profit	72,123	55,866
Earnings per ordinary share (Naira)	**4.20**	**3.39**
	As at 31/3/2018 ₦m	**As at 31/12/2017 ₦m**
Total assets	1,718,977	1,665,883
Net debt	84,674	203,707

*Earnings before interest, taxes, depreciation and amortisation

Overall Group revenue increased by 16.3% from ₦208.2B to ₦242.1B, driven by increased volumes in Nigeria and increased per-tonne revenue in Pan-African operations. The increased per-tonne revenue in Pan Africa is mainly as a result of the depreciation in the Naira which stood at ₦337:$1 at the end of Q1 2018, compared to an exchange rate of ₦305:$1 at the end of Q1 2017.

Total cement volumes sold increased by 2.8% from 6.0Mt to almost 6.2Mt. Nigeria volumes increased by 5.3% from 3.8Mt to almost 4.0Mt. Of cement dispatched from Nigerian plants, 3.8Mt was sold to domestic customers, with the remaining 0.2Mt being exported to countries including Togo and Niger.

The increase in Nigeria was partially offset by the decline in Pan-African volumes, which were mainly driven by the fall in Ethiopian sales due to civil unrest in the region our plant is located, as well as a fall in sales in Ghana and Tanzania as previously described. New capacity in Congo and Sierra Leone made a small contribution to total sales volumes in the region.

Manufacturing costs

Three months ended 31st March	**2018 ₦m**	**2017 ₦m**
Materials consumed	28,763	27,425
Fuel & power consumed	32,115	28,775
Royalties	351	257
Salaries and related staff costs	7,472	6,008
Depreciation & amortisation	16,021	13,802
Plant maintenance costs	8,042	6,556

Other production expenses	6,434	6,469
Increase/(decrease) in finished goods and work in progress	(1,846)	(1,490)
Total manufacturing costs	**97,352**	**87,802**

In general, manufacturing costs increased as a result of increased volumes in Nigeria and the increases in costs at Pan-African operations, mainly driven by the exchange rate for Naira which was ₦337/US$1 at the end of Q1 2018 compared to ₦305/$1 in Q1 2017.

Manufacturing costs in Nigeria increased by 9.6% from ₦43.1B to ₦47.2B as a result of the increased sales volume and the impact of foreign currency translation from the change in exchange rate detailed above, which affected dollar-denominated costs.

Manufacturing costs in Pan Africa increased by 12.1% from ₦44.7B to ₦50.1B. Exchange rate effects for the Naira contributed about a ₦4.5B increase to Pan-African costs.

Administration and selling expenses

Three months ended 31st March	**2018 ₦m**	**2017 ₦m**
Administration and selling costs	41,419	37,779

Total selling and administration expenses rose by 9.6% to ₦41.4B, mostly as a result increased costs in Pan Africa as new operations in Congo and Sierra Leone ramps up. Nigeria administration and selling expenses remained broadly constant at about ₦25B.

The depreciation of the Naira from ₦305/$1 at the end of Q1 2017 to ₦337/$1 at the end of Q1 2018 also contributed about ₦1.5B to the overall increase in Pan-African operating costs when these were converted to Naira.

Profitability

Three months ended 31st March	**2018 ₦m**	**2017 ₦m**
EBITDA	125,917	103,003
Depreciation and amortisation	(22,130)	(19,755)
Operating profit	**103,787**	**83,248**
EBITDA by operating region		
Nigeria	115,337	98,539
Pan-Africa	13,064	7,368
Central administration costs and inter-company	(2,484)	(2,904)
Total EBITDA	**125,917**	**103,003**

Group earnings before interest, tax, depreciation and amortisation (EBITDA) for the period increased by 22.2% to ₦125.9B at a margin of 52.0% (Q1 2017: ₦103.0B, 49.5%) as a result of the increased volumes in Nigeria and better margins in Pan Africa.

Excluding eliminations and central costs, EBITDA increased by 17.0% in Nigeria, to ₦115.3B at a margin of 66.3% (Q1 2017: ₦98.5B, 64.7%). The EBITDA margins quarter on quarter remained broadly constant with the increase in EBITDA coming mainly from the increased volumes.

Pan-African EBITDA rose by 77.3% to ₦13.1B, at 19.1% margin (Q1 2017: ₦7.4B, 12.5%) driven by better pricing when local revenue is converted to Naira that helped to offset losses in Tanzania and Ghana.

Group operating profit of ₦103.8B was 24.7% higher than the ₦83.2B for Q1 2017, at a margin of 42.9% (Q1 2017: 40.0%).

Interest and similar income/expense

Three months ended 31st March	2018 ₦m	2017 ₦m
Interest income	2,622	2,564
Net exchange gain	12,476	3,077
Finance income	**15,098**	**5,641**
Finance costs	(10,482)	(11,572)
Net finance income / (cost)	**4,616**	**(5,931)**

During the first quarter of 2018, the Nigerian Naira was devalued from about ₦331/US$1 to ₦337/US$1 as compared to Q1 2017 when it remained almost constant at ₦305/US$1. The N12.5B net exchange gain was mainly driven by the devaluation of the Naira, resulting in gains on intergroup assets that do not eliminate in full on consolidation.

The average interest rate on borrowings was 12.1%.

Taxation

Three months ended 31st March	2018 ₦m	2017 ₦m
Tax charge	36,280	21,451

In prior years, we determined our tax charge on profits earned from Ibese production lines 3 & 4 and Obajana production line 4 on the basis that they were entitled to a tax holiday under the Pioneer Status Incentive.

With reference to disclosures in the annual financial statement for the year ended 31st December 2017, where it is stated that Directors decided to provide for tax on new lines awaiting Pioneer approval, the tax charge for Q1 2017 increased by ₦14.7B.

The effective tax rate for Nigerian operations was 30.0%. The Group's effective tax rate was higher at 33.5% mainly because of start-up subsidiaries making losses that reduced the Group's profit without any tax benefits for those losses.

The Group's profit for the year was up 29.1% to ₦72.1B (Q1 2017: ₦55.9B). As a result, earnings per share increased by 23.9% to ₦4.20 (Q1 2017: ₦3.39).

Financial position

	31st March 2018 ₦m	31st December 2017 ₦m
Property, plant and equipment	1,195,138	1,192,140
Other non-current assets	59,353	57,089
Intangible assets	7,412	6,355
Total non-current assets	**1,261,903**	**1,255,584**
Current assets	241,822	241,912
Cash and bank balances	215,252	168,387
Total assets	1,718,977	1,665,883
Non-current liabilities	144,789	121,153
Current liabilities	410,029	391,276
Debt	299,926	372,094
Total liabilities	854,744	884,523

Non-current assets increased marginally from ₦1,255.6B at the end of 2017 to ₦1,261.9B at 31st March 2018. This was mainly as a result of exchange gains on assets held outside Nigeria following the devaluation of the Naira which was partially offset by depreciation.

Additions to property, plant and equipment were ₦4.5B, of which ₦2.9B was spent in Nigeria and ₦1.6B in Pan Africa operations.

The utilisation of tax capital allowances on operations outside of tax holiday resulted in increased deferred tax liabilities pushing the total non-current liabilities up.

Movement in net debt

	Cash ₦m	Debt ₦m	Net debt ₦m
As at 1st January 2018	168,387	(372,094)	(203,707)
Cash generated from operations before working capital changes	132,727		132,727
Change in working capital	4,167		4,167
Income tax paid	(30)		(30)
Additions to fixed assets	(4,540)		(4,540)
Other investing activities	(901)		(901)
Change in non-current prepayments and payables	(577)		(577)
Net interest payments	(3,468)		(3,468)
Net loans repaid	(81,392)	81,392	-
Dividend paid	-	-	-
Other cash and non-cash movements	879	(9,224)	(8,345)
As at 31st March 2018	**215,252**	**(299,926)**	**(84,674)**

Cash of ₦132.7B generated from operations before changes in working capital was 22.7% ahead of the ₦108.2B generated in Q1 2017. After change in working capital of ₦4.2B, the net cash flow from operations was ₦136.9B. Financing outflows of ₦93.7B (Q1 2017: ₦63.3B) reflected net loans paid of ₦87.6B (excluding overdrafts) and interest paid of ₦6.1B.

Cash and cash equivalents (net of bank overdrafts used for cash management purposes) increased from ₦161.8B at the end of 2017 to ₦202.4B at 31st March 2018. Closing net debt at ₦84.7B was 58.4% lower than the opening net debt of ₦203.7B, reflecting the continuing strong cash generation achieved by the Group.

Capital Expenditure by region

	Nigeria ₦m	Pan-Africa ₦m	Total ₦m
Nigeria	2,885	-	2,885
Senegal	-	60	60
Cameroon	-	541	541
Congo	-	28	28
Ghana	-	4	4
Cote d'Ivoire	-	44	44
Sierra Leone	-	3	3
South Africa	-	15	15
Ethiopia	-	125	125
Tanzania	-	345	345
Zambia	-	447	447
Other	-	43	43
Total	**2,885**	**1,655**	**4,540**

Compared to Q1 2017, the ₦4.5B of capital expenditure is 72% lower in Q1 2018 due to major energy efficiency and expansion projects reaching the completion stage.