

## Nestlé Pakistan Ltd.

308-Upper Mall,  
P.O. Box : 874  
LAHORE-PAKISTAN

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The Managing Director  
Karachi Stock Exchange  
(Guarantee) Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi.

Lahore: February 07, 2008

Dear Sir,

### FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2007

We have to inform you that the Board of Directors of our Company, in their meeting held on February 07, 2008 at 10:00 a.m. at 308 - Upper Mall, Lahore recommended the following:

1. **Cash Dividend : 100%**
2. The financial results of the Company are as follows:

	Year Ended	
	(Rupees in thousand )	
	31/Dec/2007	31/Dec/2006
Sales-net	28,235,393	22,030,958
Cost of goods sold	(20,291,270)	(15,778,330)
Gross Profit	7,944,123	6,252,628
Distribution and selling expenses	(3,538,669)	(2,925,118)
Administration expenses	(894,309)	(687,092)
Operating profit	3,511,145	2,640,418
Finance cost	(584,434)	(447,774)
Other operating expenses	(442,914)	(245,150)
Other operating income	65,959	57,961
Profit before taxation	2,549,756	2,005,455
Provision for taxation	(744,544)	(642,165)
Profit after taxation	1,805,212	1,363,290
Earnings per share (Rs)	39.81	30.06
Auditors' qualification/observations	Nil	Nil

The Annual General Meeting of the Company will be held on 31.03.2008 at 11:00 a.m. at company office situated at 304-Upper Mall, Lahore.

The above entitlement will be paid to the shareholders whose name will appear in the register of members on 24-03-2008.

The share transfer books of the company will be closed from 25-03-2008 to 31-03-2008 (both days inclusive). The transfers received at 308-Upper Mall Lahore at the close of the business on 24-03-2008 will be treated in time for the purpose of the above entitlement to the transferees.

We will be sending you 300 copies of printed accounts for distribution amongst the members of the exchange 21 days before the date of AGM.

Yours truly,  
Nestlé Pakistan Ltd.