

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

TEL : (92-42) 111-637-853  
FAX : (92-42) 35789303

Fax # 111-573-329

Dear Sir,

**FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2011**

We have to inform you that the Board of Directors of our Company, in their meeting held on April 15, 2011 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

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

	Three months ended (Rupees in thousand)	
	31-Mar-11	31-Mar-10
Sales-net	16,278,193	12,051,544
Cost of goods sold	(11,714,617)	(8,696,918)
Gross Profit	4,563,576	3,354,626
Distribution and selling expenses	(1,796,152)	(1,441,364)
Administration expenses	(355,235)	(274,987)
Operating profit	2,412,189	1,638,275
Finance cost	(190,491)	(142,231)
Other operating expenses	(199,978)	(139,835)
Other operating income	79,343	25,436
Profit before taxation	2,101,063	1,381,645
Provision for taxation	(607,600)	(389,287)
Profit after taxation	1,493,463	992,358
Earnings per share (Rs)	32.93	21.88

We shall be sending you 300 copies of printed Accounts for distribution amongst the members of the Exchange.

Nestlé Pakistan Ltd.

  
GIUSEPPE BONANNO  
Head of Finance & Control



Lahore: April 15, 2011

The General Manager  
Karachi Stock Exchange  
(Guarantee) Limited  
Stock Exchange Building  
Sooch Exchange Road  
Karachi.