

FAX NO. 111-573-329

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Nestlé Pakistan Ltd.

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

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Lahore: October 24, 2011

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

Fax # 111-573-329

Dear Sir,

FINANCIAL RESULTS FOR THE THIRD QUARTER ENDED SEPTEMBER 30, 2011

We have to inform you that the Board of Directors of our Company, in their meeting held on October 24, 2011 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

- Cash Dividend : An Interim cash dividend for the half year ended on 30.09.2011 Rs. 25.00 per share i.e. 250%.**
- The financial results of the Company are as follows:

	Nine months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Sep-11	30-Sep-10	30-Sep-11	30-Sep-10
Sales-net	48,850,413	38,273,886	15,908,880	12,672,471
Cost of goods sold	(35,938,218)	(27,783,129)	(11,902,489)	(9,123,398)
Gross Profit	12,912,195	10,490,757	4,006,391	3,549,073
Distribution and selling expenses	(5,357,096)	(4,357,568)	(1,613,930)	(1,327,448)
Administration expenses	(1,076,422)	(895,533)	(357,417)	(321,085)
Operating profit	6,478,677	5,237,656	2,035,044	1,900,540
Finance cost	(826,366)	(303,230)	(332,928)	(66,881)
Other operating expenses	(631,359)	(699,366)	(268,139)	(284,392)
Other operating income	139,082	65,510	55,339	18,518
Profit before taxation	5,160,034	4,300,570	1,489,316	1,567,785
Provision for taxation	(1,413,575)	(1,204,259)	(373,604)	(441,965)
Profit after taxation	3,746,459	3,096,311	1,115,712	1,125,820
Earnings per share (Rs)	82.61	68.28	24.60	24.83

The above entitlement will be paid to the shareholders whose names will appear in the register of members on 15.11.2011.

The share transfer books of the company will be closed from 16.11.2011 to 22.11.2011 (both days inclusive). Transfers received at the office of our independent Share Registrar M/s Gorsl Associates (Pvt.) Ltd., 2nd Floor, 202-Sufi Chambers, Link McLeod Road, Lahore, at the close of business on 15.11.2011 will be treated in time for the purpose of above entitlement to the transferees.

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