

FAX NO. 021-111 573 329

Nestlé Pakistan Ltd.308-Upper Mall,
P.O. Box: 874
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Lahore: April 17, 2012

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

Dear Sir,

FINANCIAL RESULTS FOR THE FIRST QUARTER ENDED MARCH 31, 2012

We have to inform you that the Board of Directors of our Company, in their meeting held on April 17, 2012 at 10:00 am 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-12	31-Mar-11
Sales-net	20,193,681	16,278,193
Cost of goods sold	(14,690,167)	(11,714,617)
Gross Profit	5,503,514	4,563,576
Distribution and selling expenses	(2,064,463)	(1,796,152)
Administration expenses	(465,397)	(355,235)
Operating profit	2,973,654	2,412,189
Finance cost	(429,980)	(190,491)
Other operating expenses	(304,407)	(199,978)
Other operating income	37,949	79,343
Profit before taxation	2,277,216	2,101,063
Provision for taxation	(612,588)	(607,600)
Profit after taxation	1,664,628	1,493,463
Earnings per share (Rs)	36.71	32.93

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