

Nestlé Pakistan Ltd.

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

TEL (92-42) 111-637-853
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Lahore: April 19, 2013

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, 2013


We have to inform you that the Board of Directors of our Company, in their meeting held on April 19, 2013 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)	
	<u>31-Mar-13</u>	<u>31-Mar-12</u>
Sales-net	20,427,003	20,193,681
Cost of goods sold	(13,967,698)	(14,690,167)
Gross Profit	6,459,305	5,503,514
Distribution and selling expenses	(2,620,354)	(2,064,463)
Administration expenses	(490,578)	(465,397)
Operating profit	3,348,373	2,973,654
Finance cost	(412,744)	(429,980)
Other operating expenses	(394,625)	(304,407)
Other operating income	49,721	37,949
Profit before taxation	2,590,725	2,277,216
Provision for taxation	(698,614)	(612,588)
Profit after taxation	<u>1,892,111</u>	<u>1,664,628</u>
Earnings per share (Rs)	<u>41.72</u>	<u>36.71</u>

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