

## Nestlé Pakistan Ltd.

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

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



Lahore: August 27, 2013.

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

(021)

Fax # 111-573-329

Dear Sir,

**FINANCIAL RESULTS FOR THE HALF YEAR ENDED JUNE 30, 2013**

We have to inform you that the Board of Directors of our Company, in their meeting held on August 27, 2013 at 9:30 a.m. at 308-Upper Mall, Lahore recommended the following:

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

|                                      | Six months ended<br>(Rupees in thousand ) |              | Three months ended<br>(Rupees in thousand ) |              |
|--------------------------------------|---|--------------|---|--------------|
|                                      | 30-Jun-13                                 | 30-Jun-12    | 30-Jun-13                                   | 30-Jun-12    |
| Sales-net                            | 42,428,430                                | 41,179,014   | 22,001,427                                  | 20,985,333   |
| Cost of goods sold                   | (29,208,939)                              | (29,862,777) | (15,241,241)                                | (15,172,610) |
| Gross Profit                         | 13,219,491                                | 11,316,237   | 6,760,186                                   | 5,812,723    |
| Distribution and selling expenses    | (5,962,875)                               | (4,701,257)  | (3,342,521)                                 | (2,636,794)  |
| Administration expenses              | (963,423)                                 | (878,679)    | (472,845)                                   | (413,282)    |
| Operating profit                     | 6,293,193                                 | 5,736,301    | 2,944,820                                   | 2,762,647    |
| Finance cost                         | (1,025,973)                               | (1,004,532)  | (613,229)                                   | (574,552)    |
| Other operating expenses             | (596,862)                                 | (840,438)    | (202,237)                                   | (536,031)    |
| Other operating income               | 106,708                                   | 90,999       | 56,987                                      | 53,050       |
| Profit before taxation               | 4,777,066                                 | 3,982,330    | 2,186,341                                   | 1,705,114    |
| Provision for taxation               | (1,284,196)                               | (1,071,304)  | (585,582)                                   | (458,716)    |
| Profit after taxation                | 3,492,870                                 | 2,911,026    | 1,600,759                                   | 1,246,398    |
| Earnings per share (Rs)              | 77.02                                     | 64.19        | 35.30                                       | 27.48        |
| Auditors' qualification/observations | NIL                                       | NIL          |   |              |

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

Nestlé Pakistan Ltd.

  
JOHN MICHAEL DAVIS  
Head of Finance & Control