

Nestlé Pakistan Ltd.

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

TEI (92-42) 111-637-853
FAX (92-42) 35789303



Lahore: April 16, 2014

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

Fax # 111-573-329

FINANCIAL RESULTS FOR THE FIRST QUARTER ENDED MARCH 31, 2014

We have to inform you that the Board of Directors of our Company, in their meeting held on April 16, 2014 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:

	Three months ended	
	(Rupees in thousand)	
	31-Mar-14	31-Mar-13
Sales-net	24,003,553	20,427,003
Cost of goods sold	(16,923,165)	(13,967,698)
Gross Profit	7,080,388	6,459,305
Distribution and selling expenses	(2,729,589)	(2,620,354)
Administration expenses	(554,010)	(490,578)
Operating profit	3,796,789	3,348,373
Finance cost	(583,190)	(412,744)
Other operating expenses	(449,472)	(394,625)
Other operating income	584,938	49,721
Profit before taxation	3,349,065	2,590,725
Provision for taxation	(1,270,537)	(698,614)
Profit after taxation	2,078,528	1,892,111
Earnings per share (Rs)	45.83	41.72

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

Nestle Pakistan Ltd.


JOHN MICHAEL DAVIS
Head of Finance & Control