

Nestlé Pakistan Ltd.

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

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



Lahore: August 25, 2014

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 HALF YEAR ENDED JUNE 30, 2014

We are pleased to inform you that the Board of Directors of our Company, in their meeting held on August 25, 2014 at 10:00 am at 308-Upper Mall, Lahore recommended the following:

1. **Cash Dividend : An interim Cash Dividend for the Second Quarter/ Half Year ended June 30, 2014 at Rs. 30 per Share i.e. 300%**

2. The financial results of the Company are as follows:

| | Six months ended (Rupees in thousand) | | Three months ended (Rupees in thousand) | |
|--------------------------------------|---|--------------|---|--------------|
| | 30-Jun-14 | 30-Jun-13 | 30-Jun-14 | 30-Jun-13 |
| Sales-net | 50,331,497 | 42,428,430 | 26,327,944 | 22,001,427 |
| Cost of goods sold | (35,501,287) | (29,208,939) | (18,578,122) | (15,241,241) |
| Gross Profit | 14,830,210 | 13,219,491 | 7,749,822 | 6,760,186 |
| Distribution and selling expenses | (6,065,619) | (5,962,875) | (3,336,030) | (3,342,521) |
| Administration expenses | (1,056,842) | (963,423) | (502,832) | (472,845) |
| Operating profit | 7,707,749 | 6,293,193 | 3,910,960 | 2,944,820 |
| Finance cost | (1,215,647) | (1,025,973) | (632,457) | (613,229) |
| Other operating expenses | (590,850) | (596,862) | (312,151) | (202,237) |
| Other operating income | 535,359 | 106,708 | 121,194 | 56,987 |
| Profit before taxation | 6,436,611 | 4,777,066 | 3,087,546 | 2,186,341 |
| Provision for taxation | (1,797,608) | (1,284,196) | (527,071) | (585,582) |
| Profit after taxation | 4,639,003 | 3,492,870 | 2,560,475 | 1,600,759 |
| Earnings per share (Rs) | 102.29 | 77.02 | 56.46 | 35.30 |
| Auditors' qualification/observations | NIL | NIL | | |

We shall be sending you 200 copies of printed Accounts for distribution amongst the members of the Exchange.

Nestlé Pakistan Ltd.


JOHN MICHAEL DAVIS
Head of Finance & Control