

Nestlé Pakistan Ltd.

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

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Lahore: October 20, 2014

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

Fax # 111-573-329

Dear Sir,

FINANCIAL RESULTS FOR THE NINE MONTHS PERIOD ENDED SEPTEMBER 30, 2014

We are pleased to inform you that the Board of Directors of Nestle Pakistan Limited, in their meeting held on October 20, 2014 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

- Cash Dividend : An interim Cash Dividend for the Third Quarter/ Nine months ended September 30, 2014 at the rate Rs. 50 per Share i.e.500% .This is in addition to First Interim Cash Dividend already paid at the rate Rs. 30 per share i.e. 300%.**
- The financial results of the Company are as follows:

	Nine months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Sep-14	30-Sep-13	30-Sep-14	30-Sep-13
Sales-net	74,302,031	63,830,660	23,970,534	21,402,230
Cost of goods sold	(52,628,299)	(45,189,375)	(17,127,012)	(15,980,436)
Gross Profit	21,673,732	18,641,285	6,843,522	5,421,794
Distribution and selling expenses	(8,601,679)	(8,550,537)	(2,536,060)	(2,587,662)
Administration expenses	(1,596,332)	(1,426,438)	(539,490)	(463,015)
Operating profit	11,475,721	8,664,310	3,767,972	2,371,117
Finance cost	(1,714,365)	(1,598,714)	(498,718)	(572,741)
Other operating expenses	(843,264)	(1,227,473)	(539,882)	(630,611)
Other income	350,428	151,535	102,537	44,827
Profit before taxation	9,268,520	5,989,658	2,831,909	1,212,592
Provision for taxation	(2,863,688)	(1,519,005)	(1,066,080)	(234,809)
Profit after taxation	6,404,832	4,470,653	1,765,829	977,783
Earnings per share (Rs)	141.23	98.58	38.94	21.56
Auditors' qualification/observations	N/A	N/A		

The above entitlement will be paid to the Shareholders whose names will appear in the register of members on 03.11.2014.

The Share Transfer books of the Company will be closed from 04.11.2014 to 10.11.2014 (both days inclusive). Transfers received at the office of our independent Share Registrar M/s Gors Associates (Pvt.) Ltd., 2nd Floor, 202-Sufi Chambers, Link McLeod Road, Lahore, at the close of business on 03.11.2014 will be treated in time for the purpose of above entitlement to the Transferees.

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