

Nestlé Pakistan Ltd.

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

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



Lahore: October 16, 2015

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 THIRD QUARTER & NINE MONTHS ENDED SEPTEMBER 30, 2015

This is to inform you that the Board of Directors of Nestlé Pakistan Limited, in their meeting held on October 16, 2015 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

1. Cash Dividend : Rs. 50/- per share
2. The financial results of the Company are as follows:

	Nine months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Sep-15	30-Sep-14	30-Sep-15	30-Sep-14
Sales-net	77,197,031	74,302,031	23,971,478	23,970,534
Cost of goods sold	(50,733,958)	(52,628,299)	(16,164,239)	(17,127,012)
Gross Profit	26,463,073	21,673,732	7,807,239	6,843,522
Distribution and selling expenses	(11,038,706)	(8,601,679)	(3,448,805)	(2,536,060)
Administration expenses	(1,766,159)	(1,596,332)	(615,973)	(539,490)
Operating profit	13,658,208	11,475,721	3,742,461	3,767,972
Finance cost	(1,432,421)	(1,714,365)	(427,064)	(498,718)
Other operating expenses	(1,785,293)	(843,264)	(1,101,965)	(539,882)
Other operating income	124,488	350,428	14,477	102,537
Profit before taxation	10,564,982	9,268,520	2,227,909	2,831,909
Provision for taxation	(2,882,502)	(2,863,688)	(750,713)	(1,066,080)
Profit after taxation	7,682,480	6,404,832	1,477,196	1,765,829
Earnings per share (Rupees)	169.41	141.23	32.57	38.94

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