

Nestlé Pakistan Ltd.

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

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Lahore: February 16, 2016

The General Manager  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi

Dear Sir,

**FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2015**

We are pleased to inform you that the Board of Directors of Nestlé Pakistan Limited, in its meeting held on February 16, 2016 at 10:30 a.m. at 308-Upper Mall, Lahore recommended the following:

1. Cash Dividend : Rs. 90/- per Share i.e. 900% which is in addition to Rs. 100/- per Share i.e. 1000% interim Cash Dividend already paid to the entitled Shareholders.
2. The financial results of the Company are as follows:

	<b>For the year ended</b>	
	<b>(Rupees in thousand)</b>	
	<b>31-Dec-15</b>	<b>31-Dec-14</b>
Sales-net	102,985,916	96,457,743
Cost of goods sold	(68,859,344)	(69,133,753)
<b>Gross Profit</b>	<b>34,126,572</b>	<b>27,323,990</b>
Distribution and selling expenses	(15,411,236)	(11,085,448)
Administration expenses	(2,397,996)	(2,125,079)
<b>Operating profit</b>	<b>16,317,340</b>	<b>14,113,463</b>
Finance cost	(1,724,420)	(2,155,637)
Other operating expenses	(2,210,540)	(1,472,550)
	(3,934,960)	(3,628,187)
Other income	137,742	523,892
<b>Profit before taxation</b>	<b>12,520,122</b>	<b>11,009,168</b>
Provision for taxation	(3,759,192)	(3,079,897)
<b>Profit after taxation</b>	<b>8,760,930</b>	<b>7,929,271</b>
Earnings per share (Rupees)	<b>193.18</b>	<b>174.85</b>

Auditors' qualification/observations NIL

The Annual General Meeting of the Company will be held on April 25, 2016 at 12:30 pm at Company's Office situated at 304-Upper Mall, Lahore.

The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on April 15, 2016 (16th & 17th of October closed being Saturday and Sunday).

The Share Transfer Books of the Company will be closed from April 18, 2016 to April 25, 2016 (both days inclusive). Transfers received at the Share Registrar Department, Central Depository Company of Pakistan Limited, CDC House, 99-B, Block "B", S.M.C.H.S., Main Shahrah-e-Faisal, Karachi at close business on April 15, 2016 will be treated in time for the purpose of the 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