

Nestlé Pakistan Ltd.

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

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FAX : (92-42) 35789303



Lahore: April 25, 2016

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

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2016

We are pleased to inform you that the Board of Directors of Nestlé Pakistan Limited, in its meeting held on April 25, 2016 at 10:30 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 period ended	
	(Rupees in thousand)	
	31-Mar-16	31-Mar-15
Sales-net	26,733,304	25,343,669
Cost of goods sold	(17,008,647)	(15,803,717)
Gross Profit	9,724,657	9,539,952
Distribution and selling expenses	(3,510,922)	(2,891,204)
Administration expenses	(668,890)	(599,181)
Operating profit	5,544,845	6,049,567
Finance cost	(270,090)	(432,531)
Other operating expenses	(434,474)	(448,120)
	(704,564)	(880,651)
Other income	52,330	53,941
Profit before taxation	4,892,611	5,222,857
Taxation	(1,450,852)	(1,549,074)
Profit after taxation	3,441,759	3,673,783
Earnings per share (Rupees)	75.89	81.01

Auditors' qualification/observations

Not applicable

We shall be sending you 200 copies of printed Accounts for distribution amongst the members of the Pakistan Stock Exchange and 200 copies to the Pakistan Stock Exchange's Regional Office Lahore.

Nestlé Pakistan Ltd.


JOHN MICHAEL DAVIS
Head of Finance & Control