

Nestlé Pakistan Ltd.

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

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Lahore: August 19, 2016

The General Manager
Pakistan Stock Exchange
(Guarantee) Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Dear Sir,

FINANCIAL RESULTS FOR THE HALF YEAR ENDED JUNE 30, 2016

This is to inform you that the Board of Directors of Nestlé Pakistan Limited, in their meeting held on August 19, 2016 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

1. Interim Cash Dividend : Rs. 70 per Share i.e. 700 %

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

	Six months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Jun-16	30-Jun-15	30-Jun-16	30-Jun-15
Sales-net	56,296,476	53,225,553	29,563,172	27,881,884
Cost of goods sold	(35,239,386)	(34,569,719)	(18,230,739)	(18,766,002)
Gross Profit	21,057,090	18,655,834	11,332,433	9,115,882
Distribution and selling expenses	(8,894,122)	(7,589,901)	(5,383,200)	(4,698,697)
Administration expenses	(1,378,508)	(1,150,186)	(709,618)	(551,005)
Operating profit	10,784,460	9,915,747	5,239,615	3,866,180
Finance cost	(599,454)	(1,005,357)	(329,364)	(572,826)
Other operating expenses	(799,535)	(683,328)	(365,061)	(235,208)
Other income	295,821	110,011	243,491	56,070
Profit before taxation	9,681,292	8,337,073	4,788,681	3,114,216
Provision for taxation	(3,260,601)	(2,131,789)	(1,809,749)	(582,715)
Profit after taxation	6,420,691	6,205,284	2,978,932	2,531,501
Earnings per share (Rupees)	141.58	136.83	65.69	55.82
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