

Nestlé Pakistan Ltd.

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

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Lahore: October 20, 2016

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

Dear Sir,

**FINANCIAL RESULTS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2016**

This is to inform you that the Board of Directors of Nestlé Pakistan Limited, in their meeting held on October 20, 2016 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

1. Interim Cash Dividend : Rs. 185 per Share i.e. 1850 %
2. The financial results of the Company are as follows:

	Nine months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Sep-16	30-Sep-15	30-Sep-16	30-Sep-15
Sales-net	84,356,909	77,197,031	28,060,433	23,971,478
Cost of goods sold	(53,306,009)	(50,733,958)	(18,066,623)	(16,164,239)
Gross profit	31,050,900	26,463,073	9,993,810	7,807,239
Distribution and selling expenses	(12,874,557)	(11,038,706)	(3,980,435)	(3,448,805)
Administration expenses	(2,161,587)	(1,766,159)	(783,079)	(615,973)
Operating profit	16,014,756	13,658,208	5,230,296	3,742,461
Finance cost	(877,110)	(1,432,421)	(277,656)	(427,064)
Other operating expenses	(1,177,678)	(1,785,293)	(378,143)	(1,101,965)
Other income	326,034	124,488	30,213	14,477
Profit before taxation	14,286,002	10,564,982	4,604,710	2,227,909
Provision for taxation	(4,469,333)	(2,882,502)	(1,208,732)	(750,713)
Profit after taxation	9,816,669	7,682,480	3,395,978	1,477,196
Earnings per share (Rupees)	216.47	169.41	74.88	32.57
Auditors' qualification/observations	NIL	NIL		

The above entitlement will be paid to the Shareholders whose names will appear in the register of members on November 03, 2016.

The Share transfer books of the Company will be closed from November 04, 2016 to November 10, 2016 (both days inclusive). Transfers received at the office of Nestlé Pakistan's independent Share Registrar M/s. Central Depository Company of Pakistan Ltd., CDC House, 99-B, Block-B, S.M.C.H.S., Main Shakra e Faisal, Karachi. Tel: 021-111-111-500, at the close of business on November 03, 2016 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