

Nestlé Pakistan Ltd.

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

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



Lahore: February 22, 2017

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

Dear Sir,

FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2016

We are pleased to inform you that the Board of Directors of Nestlé Pakistan Limited, in their meeting held on February 22, 2017 at 11:00 a.m. at 308-Upper Mall, Lahore recommended the following:

1. Final Cash Dividend : Rs. 170 per Share i.e. 1700 % which is in addition to Interim Cash Dividend Rs. 255 per share already paid.
2. The financial results of the Company are as follows:

	Year ended	
	(Rupees in thousand)	
	31-Dec-16	31-Dec-15
Sales-net	112,392,654	102,985,916
Cost of goods sold	(72,609,392)	(68,859,344)
Gross profit	39,783,262	34,126,572
Distribution and selling expenses	(17,875,408)	(15,411,236)
Administration expenses	(2,760,186)	(2,397,996)
Operating profit	19,147,668	16,317,340
Finance cost	(959,005)	(1,477,480)
Other operating expenses	(1,563,496)	(2,457,480)
Other income	394,753	137,742
Profit before taxation	17,019,920	12,520,122
Provision for taxation	(5,172,947)	(3,759,192)
Profit after taxation	11,846,973	8,760,930
Earnings per share (Rupees)	261.23	193.18
Auditors' qualification/observations	NIL	NIL

Nestlé Pakistan Ltd.


JOHN MICHAEL DAVIS
Head of Finance & Control