

Nestlé Pakistan Ltd.

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

TEL : (92-42) 111-637-853
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Lahore: April 18, 2017

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

Dear Sir,

FINANCIAL RESULTS FOR THE PERIOD ENDED MARCH 31, 2017

We wish to inform you that the Board of Directors of Nestlé Pakistan Limited, in its meeting held on April 18, 2017 at 10:00 a.m. at 308-Upper Mall, Lahore approved following:

The financial results of the Company are as follows:

	Un-audited	
	Three months period ended	
	(Rupees in thousand)	
	31-Mar-17	31-Mar-16
Sales-net	30,416,937	26,733,304
Cost of goods sold	(18,996,562)	(17,008,647)
Gross profit	11,420,375	9,724,657
Distribution and selling expenses	(4,384,518)	(3,510,922)
Administration expenses	(766,741)	(668,890)
Operating profit	6,269,116	5,544,845
Finance cost	(195,391)	(257,977)
Other operating expenses	(468,229)	(446,587)
	(663,620)	(704,564)
Other income	45,169	52,330
Profit before taxation	5,650,665	4,892,611
Taxation	(1,550,364)	(1,450,852)
Profit after taxation	4,100,301	3,441,759
Earnings per share (Rupees)	90.42	75.89

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