

Nestlé Pakistan Ltd.

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

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



Lahore: August 22, 2017

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

Dear Sir,

**FINANCIAL RESULTS FOR THE PERIOD ENDED JUNE 30, 2017**

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

1. 1st Interim Cash Dividend : Rs. 170/- per Share i.e. 1700 %
2. The financial results of the Company are as follows:

	Un-audited Six months period ended		Un-audited Three months period ended	
	30-Jun-17	30-Jun-16	30-Jun-17	30-Jun-16
	(Rupees in thousand)			
Sales-net	61,941,060	56,296,476	31,524,123	29,563,172
Cost of goods sold	(38,223,982)	(35,239,386)	(19,227,420)	(18,230,739)
<b>Gross profit</b>	<b>23,717,078</b>	<b>21,057,090</b>	<b>12,296,703</b>	<b>11,332,433</b>
Distribution and selling expenses	(9,419,774)	(8,894,122)	(5,035,256)	(5,383,200)
Administration expenses	(1,415,814)	(1,378,508)	(649,073)	(709,618)
<b>Operating profit</b>	<b>12,881,490</b>	<b>10,784,460</b>	<b>6,612,374</b>	<b>5,239,615</b>
Finance cost	(477,229)	(599,454)	(281,838)	(329,364)
Other operating expenses	(976,567)	(799,535)	(508,338)	(365,061)
	(1,453,796)	(1,398,989)	(790,176)	(694,425)
Other income	148,934	295,821	103,765	243,491
<b>Profit before taxation</b>	<b>11,576,628</b>	<b>9,681,292</b>	<b>5,925,963</b>	<b>4,788,681</b>
Taxation	(3,642,931)	(3,260,601)	(2,092,567)	(1,809,749)
<b>Profit after taxation</b>	<b>7,933,697</b>	<b>6,420,691</b>	<b>3,833,396</b>	<b>2,978,932</b>
Earnings per share (Rupees)	174.95	141.58	84.53	65.69
Auditors' qualification/observations	NIL	NIL	NIL	NIL

The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on September 05, 2017.

The Share Transfer Books of the Company will be closed from September 06, 2017 to September 12, 2017 (both days inclusive). Transfers received at the Share Registrar Department, Central Depository Company of Pakistan Limited., CDC House, 99-B, Block "B", S.M.C.H.S., Main Shahrah-e-Faisal, Karachi at close business on September 05, 2017 will be treated in time for the purpose of the 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