

**Nestlé Pakistan Ltd.**

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

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Lahore: October 24, 2017

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

Dear Sir,

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

We are pleased to inform you that the Board of Directors of Nestlé Pakistan Limited, in its meeting held on October 24, 2017 at 10:30 a.m. at 308-Upper Mall, Lahore recommended the following:

1. Cash Dividend : Rs. 70/- per Share i.e. 700% which is in addition to Rs. 170/- per Share i.e. 1700% interim Cash Dividend already paid to the entitled Shareholders.
2. The financial results of the Company are as follows:

	<b>Un-audited Nine months period ended</b>		<b>Un-audited Three months period ended</b>	
	<b>(Rupees in thousand)</b>		<b>(Rupees in thousand)</b>	
	<b>30-Sep-17</b>	<b>30-Sep-16</b>	<b>30-Sep-17</b>	<b>30-Sep-16</b>
Sales-net	92,395,385	84,356,909	30,454,325	28,060,433
Cost of goods sold	(58,264,419)	(53,306,009)	(20,040,437)	(18,066,623)
<b>Gross profit</b>	34,130,966	31,050,900	10,413,888	9,993,810
Distribution and selling expenses	(13,853,333)	(12,874,557)	(4,433,559)	(3,980,435)
Administration expenses	(2,149,680)	(2,161,587)	(733,866)	(783,079)
<b>Operating profit</b>	18,127,953	16,014,756	5,246,463	5,230,296
Finance cost	(751,348)	(877,110)	(274,119)	(277,656)
Other operating expenses	(1,387,379)	(1,177,678)	(410,812)	(378,143)
	(2,138,727)	(2,054,788)	(684,931)	(655,799)
Other income	250,417	326,034	101,483	30,213
<b>Profit before taxation</b>	16,239,643	14,286,002	4,663,015	4,604,710
Taxation	(4,907,908)	(4,469,333)	(1,264,977)	(1,208,732)
<b>Profit after taxation</b>	11,331,735	9,816,669	3,398,038	3,395,978
Earnings per share (Rupees)	249.88	216.47	74.93	74.88

Auditors' qualification/observations Not applicable

The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on November 07, 2017.

The Share Transfer Books of the Company will be closed from November 08, 2017 to November 14, 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 Shahr-e-Faisal, Karachi at close business on November 07, 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