

Nestlé Pakistan Ltd.

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

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Lahore: February 21, 2018

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

Dear Sir,

FINANCIAL RESULTS FOR THE YEAR ENDED 31, 2017

We are pleased to inform you that the Board of Directors of Nestlé Pakistan Limited, in its meeting held on February 21, 2018 at 11:00 a.m. at 308-Upper Mall, Lahore recommended the following:

1. Cash Dividend : Rs. 80/- per Share i.e. 800 % which is in addition to Rs. 240/- per Share i.e. 2400% interim Cash Dividend already paid to the entitled Shareholders.
2. The financial results of the Company are as follows:

	Audited	
	For the year ended	
	(Rupees in thousand)	
	31-Dec-17	31-Dec-16
Sales-net	122,214,698	112,392,654
Cost of goods sold	(77,458,749)	(72,609,392)
Gross profit	44,755,949	39,783,262
Distribution and selling expenses	(18,406,725)	(17,875,408)
Administration expenses	(2,741,743)	(2,760,186)
Operating profit	23,607,481	19,147,668
Finance cost	(1,095,630)	(959,005)
Other operating expenses	(1,837,203)	(1,509,403)
	(2,932,833)	(2,468,408)
Other income	313,857	340,660
Profit before taxation	20,988,505	17,019,920
Taxation	(6,346,723)	(5,172,947)
Profit after taxation	14,641,782	11,846,973
Earnings per share (Rupees)	<u>322.86</u>	<u>261.23</u>

Auditors' qualification/observations Unmodified Opinion

The Annual General Meeting of the Company will be held on April 19, 2018 at 09:00 am at Company's Office situated at 304-Upper Mall, Lahore.

The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on April 11, 2018.

The Share Transfer Books of the Company will be closed from April 12, 2018 to April 19, 2018 (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 April 11, 2018 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.

SYED SAIFUL ISLAM
Head of Finance & Control