

Nestlé Pakistan Ltd.

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

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Lahore: April 16, 2018

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

Dear Sir,

FINANCIAL RESULTS FOR THE PERIOD ENDED MARCH 31, 2018

We wish to inform you that the Board of Directors of Nestlé Pakistan Limited, in its meeting held on April 16, 2018 at 11:30 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-18	31-Mar-17
Sales-net	32,856,849	30,416,937
Cost of goods sold	(21,660,796)	(18,996,562)
Gross profit	11,196,053	11,420,375
Distribution and selling expenses	(4,914,658)	(4,384,518)
Administration expenses	(887,395)	(766,741)
Operating profit	5,394,000	6,269,116
Finance cost	(355,532)	(195,391)
Other operating expenses	(412,289)	(468,229)
	(767,821)	(663,620)
Other income	68,334	45,169
Profit before taxation	4,694,513	5,650,665
Taxation	(1,305,520)	(1,550,364)
Profit after taxation	3,388,993	4,100,301
Earnings per share (Rupees)	74.73	90.42

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