

Nestlé Pakistan Ltd.

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

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Lahore: October 23, 2018

The General Manager
Pakistan Stock Exchange
(Guarantee) Limited
Stock Exchange Building
Stock Exchange Road
Karachi - 74000

Dear Sir,

FINANCIAL RESULTS FOR THE NINE MONTHS AND 3RD QUARTER ENDED SEPTEMBER 30, 2018

We are pleased to inform you that the Board of Directors of our Company, in their meeting held on October 23, 2018 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

1. 2nd Interim Cash Dividend : Rs. 75 per Share
2. The financial results of the Company are as follows:

	Nine months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Sep-18	30-Sep-17	30-Sep-18	30-Sep-17
Sales-net	94,085,454	92,395,385	29,517,653	30,454,325
Cost of goods sold	(62,182,700)	(58,264,419)	(20,006,731)	(20,040,437)
Gross Profit	31,902,754	34,130,966	9,510,922	10,413,888
Distribution and selling expenses	(14,506,069)	(13,853,333)	(4,662,648)	(4,433,559)
Administration expenses	(2,373,627)	(2,149,680)	(711,448)	(733,866)
Operating profit	15,023,058	18,127,953	4,136,826	5,246,463
Finance cost	(1,264,668)	(751,348)	(469,252)	(274,119)
Other operating expenses	(1,218,676)	(1,387,379)	(369,833)	(410,812)
Other income	200,094	250,417	79,532	101,483
Profit before taxation	12,739,808	16,239,643	3,377,273	4,663,015
Taxation	(4,110,996)	(4,907,908)	(1,008,207)	(1,264,977)
Profit after taxation	8,628,812	11,331,735	2,369,066	3,398,038
Earnings per share (Rupees)	190.27	249.88	52.24	74.93
Auditors' qualification/observations	NIL	NIL		

Nestlé Pakistan Ltd.

Syed Saiful Islam
Chief Financial Officer