

Nestlé Pakistan Ltd.

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

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Lahore: October 29, 2019

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, 2019

We are pleased to inform you that the Board of Directors of Nestlé Pakistan Ltd., in their meeting held on October 29, 2019 at 10:30 am at 304-Upper Mall, Lahore recommended the following:

- 2nd Interim Cash Dividend : Rs. 20 per share i.e. 200%
- The financial results of the Company are as follows:

	Nine months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Sep-19	30-Sep-18	30-Sep-19	30-Sep-18
Sales-net	87,053,262	90,892,495	29,264,151	28,306,719
Cost of goods sold	(63,114,454)	(62,178,300)	(22,339,519)	(20,015,100)
Gross Profit	23,938,808	28,714,196	6,924,632	8,291,620
Distribution and selling expenses	(10,493,001)	(11,307,593)	(3,553,181)	(3,469,739)
Administration expenses	(2,506,569)	(2,359,403)	(847,518)	(729,528)
Operating profit	10,939,238	15,047,200	2,523,933	4,092,353
Finance cost	(2,310,919)	(1,288,808)	(830,468)	(474,639)
Other operating expenses	(1,122,500)	(1,218,676)	(410,027)	(369,833)
Other income	255,853	200,093	97,706	79,531
Profit before taxation	7,761,672	12,739,808	1,381,144	3,327,411
Taxation	(2,297,349)	(4,110,996)	(388,969)	(1,008,207)
Profit after taxation	5,464,323	8,628,812	992,175	2,319,204
Earnings per share (Rupees)	120.49	190.27	21.88	51.14

Nestlé Pakistan Ltd.

SYED SAIFUL ISLAM
Chief Financial Officer