

Nestlé Pakistan Ltd.

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**Lahore: October 23, 2020**

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

**Dear Sir,**

**FINANCIAL RESULTS FOR THE 3RD QUARTER AND NINE MONTHS ENDED SEPTEMBER 30, 2020**

We wish to inform you that the Board of Directors of Nestlé Pakistan Ltd., in their meeting held on October 23, 2020 at 10:00 AM., announced following:

1. 2nd Interim Cash Dividend : PKR 50 per share i.e. 500%
2. The financial results of the Company are as follows:

	<b>Nine months ended</b>		<b>Quarter ended</b>	
	<b>(Rupees in thousand)</b>		<b>(Rupees in thousand)</b>	
	<b>Sep 30, 2020</b>	<b>Sep 30, 2019</b>	<b>Sep 30, 2020</b>	<b>Sep 30, 2019</b>
Sales-net	88,669,523	87,053,262	30,279,197	29,264,151
Cost of goods sold	(62,736,054)	(62,136,593)	(21,760,283)	(21,977,572)
<b>Gross Profit</b>	<b>25,933,469</b>	<b>24,916,669</b>	<b>8,518,914</b>	<b>7,286,579</b>
Distribution and selling expenses	(10,642,277)	(11,124,593)	(3,490,249)	(3,735,575)
Administration expenses	(3,455,230)	(2,852,838)	(1,162,306)	(1,027,070)
<b>Operating profit</b>	<b>11,835,962</b>	<b>10,939,238</b>	<b>3,866,359</b>	<b>2,523,933</b>
Finance cost	(2,383,560)	(2,310,920)	(534,886)	(830,468)
Other operating expenses	(855,364)	(1,122,499)	(100,644)	(410,026)
Other income	153,881	255,853	44,255	97,705
<b>Profit before taxation</b>	<b>8,750,919</b>	<b>7,761,672</b>	<b>3,275,084</b>	<b>1,381,144</b>
Taxation	(2,555,303)	(2,297,349)	(955,516)	(388,969)
<b>Profit after taxation</b>	<b>6,195,616</b>	<b>5,464,323</b>	<b>2,319,568</b>	<b>992,175</b>
Earnings per share (Rupees)	136.62	120.49	51.15	21.88

Nestlé Pakistan Ltd.

**SYED SAIFUL ISLAM**

Chief Financial Officer