

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



Lahore: February 20, 2014

The General Manager
Karachi Stock Exchange
(Guarantee) Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

TEL : (92-42) 111-637-853
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Fax # 111-573-329

Dear Sir,

FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2013

We have to inform you that the Board of Directors of our Company, in their meeting held on February 20, 2014 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

- Cash Dividend : A final cash dividend for the year ended at 31.12.2013 at Rs. 75.00 per share i.e. 750%. This is in addition to interim dividend already paid at Rs.50.00 per share i.e. 500%.**
- The financial results of the Company are as follows:

	Year ended	
	(Rupees in thousand)	
	31-Dec-13	31-Dec-12
Sales-net	86,226,869	79,087,696
Cost of goods sold	(52,066,072)	(57,564,265)
Gross Profit	24,160,797	21,523,431
Distribution and selling expenses	(10,731,584)	(8,787,508)
Administration expenses	(1,957,943)	(1,769,803)
Operating profit	11,471,270	10,966,120
Finance cost	(2,113,096)	(1,827,969)
Other operating expenses	(1,439,777)	(1,320,319)
Other operating income	194,565	160,142
Profit before taxation	8,112,962	7,977,974
Provision for taxation	(2,246,199)	(2,113,463)
Profit after taxation	5,866,763	5,864,511
Earnings per share (Rs)	129.37	129.32
Auditors' qualification/observations	Nil	Nil

The Annual General Meeting of the Company will be held on 16.04.2014 at 11:00 am at Company 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 09.04.2014.

The share transfer books of the company will be closed from 10.04.2014 to 16.04.2014 (both days inclusive). Transfers received at the office of our independent Share Registrar M/s Gorski Associates (Pvt.) Ltd., 2nd Floor, 202-Sufi Chambers, Link McLeod Road, Lahore, at the close of business on 09.04.2014 will be treated in time for the purpose of above entitlement to the Transferees.

We shall be sending you 300 copies of printed Accounts for distribution amongst the members of the Exchange.

Nestlé Pakistan Ltd.


JOHN DAVIS
Head of Finance & Control