

Nestlé Pakistan Ltd.

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

TEL : (92-42) 111-637-853
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Lahore: August 07, 2012.

The Managing Director
Karachi Stock Exchange
(Guarantee) Limited
Stock Exchange Building
Sooch Exchange Road
Karachi.

Fax # 111-573-329

Dear Sir,

FINANCIAL RESULTS FOR THE HALF YEAR ENDED JUNE 30, 2012

We have to inform you that the Board of Directors of our Company, in their meeting held on August 07, 2012 at 10:00 a.m. at 308-Upper Mall, Lahore recommended the following:

1. **Cash Dividend : NIL**
2. The financial results of the Company are as follows:

	Six months ended (Rupees in thousand)		Three months ended (Rupees in thousand)	
	30-Jun-12	30-Jun-11	30-Jun-12	30-Jun-11
Sales-net	41,179,014	32,941,533	20,985,333	16,663,340
Cost of goods sold	(29,862,777)	(24,035,729)	(15,172,610)	(12,321,112)
Gross Profit	11,316,237	8,905,804	5,812,723	4,342,228
Distribution and selling expenses	(4,701,257)	(3,743,166)	(2,636,794)	(1,947,014)
Administration expenses	(878,679)	(719,005)	(413,282)	(363,770)
Operating profit	5,736,301	4,443,633	2,762,647	2,031,444
Finance cost	(1,004,532)	(493,438)	(574,552)	(302,947)
Other operating expenses	(840,438)	(363,220)	(536,031)	(163,242)
Other operating income	90,999	83,743	53,050	4,400
Profit before taxation	3,982,330	3,670,718	1,705,114	1,569,655
Provision for taxation	(1,071,304)	(1,039,971)	(458,716)	(432,371)
Profit after taxation	2,911,026	2,630,747	1,246,398	1,137,284
Earnings per share (Rs)	64.19	58.01	27.48	25.08
Auditors' qualification/observations	NIL	NIL		

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

Nestlé Pakistan Ltd.

GIUSEPPE BONANNO
Head of Finance & Control