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

TEL : (92-42) 111-637-853
FAX : (92-42) 35789303

Nestlé

Lahore: February 18, 2013

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

Fax # 111-573-329

Dear Sir,

FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2012

We have to inform you that the Board of Directors of our Company, in their meeting held on February 18, 2013 at 10:00 a.m. at Company's Kabirwala Factory situated at 10th Kilometer, Khanewal – Kabirwala Road, Kabirwala, District Khanewal, Punjab, Pakistan recommended the following:

1. **Cash Dividend : A final cash dividend for the year ended at 31.12.2012 at Rs. 70.00 per share i.e. 700%.**

2. The financial results of the Company are as follows:

	Year ended (Rupees in thousand) 31-Dec-12	31-Dec-11
Sales-net	79,087,696	64,824,364
Cost of goods sold	(57,564,265)	(48,099,046)
Gross Profit	21,523,431	16,725,318
Distribution and selling expenses	(8,787,508)	(6,862,113)
Administration expenses	(1,769,803)	(1,405,298)
Operating profit	10,966,120	8,457,907
Finance cost	(1,827,969)	(1,050,355)
Other operating expenses	(1,320,319)	(1,064,233)
Other operating income	160,142	159,545
Profit before taxation	7,977,974	6,502,864
Provision for taxation	(2,113,463)	(1,834,507)
Profit after taxation	5,864,511	4,668,357
Earnings per share (Rs)	129.32	102.94
Auditors' qualification/observations	Nil	Nil

The Annual General Meeting of the Company will be held on 27.03.2013 at 11:00 am at Company Office situated at 309-Upper Mall, Lahore.

The above entitlement will be paid to he shareholders whose names will appear in the register of members on 20.03.2013.

The share transfer books of th company will be closed from 21.03.2013 to 27.03.2013 (both days inclusive). Transfers received at the office of our Independent Share Regitrar M/s Gorsi Associates (Pvt.) Ltd., 2nd Floor, 202-Sufi Chambers, Link McLeod Road, Lahore, at the close of business on 20.03.2013 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

GIUSEPPE BONANNO
Head of Finance & Control