

Nestlé Pakistan Ltd.

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

TEL: (92-42) 111-637-853  
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**Lahore: April 30, 2020**

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

**Dear Sir,**

**FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2020**

We wish to inform you that the Board of Directors of Nestlé Pakistan Ltd., in their meeting held on April 30, 2020 at 10:00 a.m. at 308-Upper Mall, Lahore announced following:

The financial results of the Company are as follows:

	<b>Quarter ended</b> <b>(Rupees in thousand)</b>	
	<b>31-Mar-20</b>	<b>31-Mar-19</b>
Sales-net	29,883,365	29,135,878
Cost of goods sold	(21,043,197)	(20,366,370)
<b>Gross Profit</b>	<b>8,840,168</b>	<b>8,769,508</b>
Distribution and selling expenses	(3,570,348)	(3,790,883)
Administration expenses	(1,216,254)	(951,537)
<b>Operating profit</b>	<b>4,053,566</b>	<b>4,027,088</b>
Finance cost	(1,026,206)	(727,333)
Other operating expenses	(400,247)	(237,708)
Other income	62,388	85,718
<b>Profit before taxation</b>	<b>2,689,501</b>	<b>3,147,765</b>
Taxation	(750,559)	(873,427)
<b>Profit after taxation</b>	<b>1,938,942</b>	<b>2,274,338</b>
Earnings per share (Rupees)	42.76	50.15

Nestlé Pakistan Ltd.

**SYED SAIFUL ISLAM**

Chief Financial Officer