

Nestlé Pakistan Ltd.

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Lahore: October 26, 2021

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-MONTH PERIOD ENDED ON SEPTEMBER 30, 2021

We are pleased to inform you that the Board of Directors of Nestlé Pakistan Ltd., in their meeting held on October 26, 2021 at 10:30 a.m., announced following:

1. 2nd Interim Cash Dividend : PKR 80 per share i.e. 800%.
2. The financial results of the Company are as follows:

	<u>Nine month period ended</u>		<u>Three month period ended</u>	
	<u>Sep 30, 2021</u>	<u>Sep 30, 2020</u>	<u>Sep 30, 2021</u>	<u>Sep 30, 2020</u>
	----- (Rupees in '000) -----		----- (Rupees in '000) -----	
Revenue from contracts with customers	100,358,753	88,669,523	34,553,907	30,279,197
Cost of goods sold	<u>(70,431,714)</u>	<u>(62,736,054)</u>	<u>(24,220,692)</u>	<u>(21,760,283)</u>
Gross Profit	29,927,039	25,933,469	10,333,215	8,518,914
Distribution and selling expenses	(11,304,020)	(10,642,277)	(3,607,114)	(3,490,249)
Administration expenses	<u>(2,933,868)</u>	<u>(3,455,230)</u>	<u>(941,823)</u>	<u>(1,162,306)</u>
Operating profit	15,689,151	11,835,962	5,784,278	3,866,359
Finance cost	(1,421,054)	(2,383,560)	(421,662)	(534,886)
Other expenses	(1,722,727)	(855,364)	(761,981)	(100,644)
Other income	257,205	153,881	55,316	44,255
Profit before taxation	12,802,575	8,750,919	4,655,951	3,275,084
Taxation	<u>(3,709,891)</u>	<u>(2,555,303)</u>	<u>(1,346,551)</u>	<u>(955,516)</u>
Profit after taxation	<u>9,092,684</u>	<u>6,195,616</u>	<u>3,309,400</u>	<u>2,319,568</u>
Earnings per share basic and diluted (Rupees)	<u>200.50</u>	<u>136.62</u>	<u>72.98</u>	<u>51.15</u>

Nestlé Pakistan Ltd.

SYED SAIFUL ISLAM

Chief Financial Officer