



**Nestlé** Good food, Good life

**Nestlé Pakistan Ltd.**

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Pakistan.

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**Lahore: February 26, 2024**

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

Dear Sir,

**FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2023**

We wish to inform you that the Board of Directors of Nestlé Pakistan Ltd., in their meeting held on February 26, 2024 at 11:00 am, announced the following:

- 1- Final Cash Dividend: PKR 19 per share i.e. 190% in addition to PKR. 174/- Interim Cash Dividend already paid during the year 2023.
- 2- The financial results of the Company are as follows:

|  | 2023                         | 2022              |
|--|------------------------------|-------------------|
|  | --- (Pak Rupees in '000) --- |                   |
| Revenue from contracts with customers            | 200,605,005                  | 162,516,255       |
| Cost of goods sold                               | (129,845,135)                | (107,064,800)     |
| <b>Gross profit</b>                              | <b>70,759,870</b>            | <b>55,451,455</b> |
| Distribution and selling expenses                | (29,849,578)                 | (23,168,903)      |
| Administration expenses                          | (6,356,994)                  | (5,503,574)       |
| <b>Operating profit</b>                          | <b>34,553,298</b>            | <b>26,778,978</b> |
| Finance cost                                     | (2,623,853)                  | (2,335,994)       |
| Other expenses                                   | (3,384,073)                  | (2,282,490)       |
| Other income                                     | 499,497                      | 631,543           |
| <b>Profit before taxation</b>                    | <b>29,044,869</b>            | <b>22,792,037</b> |
| Taxation   | (12,552,070)                 | (7,742,321)       |
| <b>Profit after taxation</b>                     | <b>16,492,799</b>            | <b>15,049,716</b> |
| Earnings per share basic and diluted<br>(Rupees) | <b>363.68</b>                | <b>331.86</b>     |

**Nestlé Pakistan Ltd.**

**KOMAL ALTAF**

Chief Financial Officer