

\mathbf{O}	Directors' Report to the Shareholders	3
<u>Q</u>		
	Condensed Interim Balance Sheet	4
P		
contents	Condensed Interim Profit and Loss Account	6
S		
	Condensed Interim Statement of Comprehensive Income	7
	Condensed Interim Cash Flow Statement	8
	Condensed Interim Statement of Changes in Equity	9
	Notes to the Condensed Interim Financial Information	11
	Company Information	18



Directors' Report to the Shareholders

The Directors of the Company are pleased to submit the first guarter report along with the condensed interim financial information of the company for the three months period ended March 31, 2017.

Pakistan's economy is showing positive trends with increasing per capita income. gradual improvement in economic growth, better law and order situation, easing energy crisis, political stability, and ongoing CPEC-inspired activity in power sector and infrastructure, which tends to open new vistas of growth for food and other industries. However, we are still operating in an uncertain environment which can result in disruption to the business.

We are pleased to report the following results, delivering good top line growth and improved profitability.

The financial performance for the three

months period is summarized be ow:

Sales:

Afghanistan.

Jan – Mar Jan – Mar Change 2017 2016 PKR Million PKR Million Sales 30,417 26,733 + 13.8% 11,420 9,725 +17.4% Gross Profit % of sales 37.5% 36.4% Operating Profit 6.269 5,545 + 13.1% % of sales 20.6% 20.7% 4,100 3,442 + 19.1% Net Profit after tax % of sales 13.5% 12.9% Earnings per share 90.42 75.89 + 19.1%

The sales revenue grew by PKR 3.7 billion, vielding a growth of +13.8% largely driven by volume. Our export sales during the

period stood at PKR 1.0 billion, largely impacted by the volatile security situation and border management issues with Gross Profit:

We delivered a Gross Margin of 37.5% (+117bps) on the back of favorable input costs and optimization of the value chain through Nestlé Continuous Excellence (NCE) initiatives.

Operating Profit:

We delivered an Operating Profit of 20.6% (-13bps). The change is largely owing to increased investment (+44bps) behind our brands in line with our priorities, change in product mix and increase in fuel prices, resulting in higher distribution costs (+27bps).

Net Profit after tax:

Our Net Profit After Tax stood at PKR 4.1 billion, registering a strong growth of 19.1%.

Future Outlook:

We continue to have a positive outlook for the business and our focus remains "A better and healthier future for all Pakistanis" and we will continue to drive sustainable profitable growth on the back of strong brands. I&R capabilities and operational excellence with NCE mindset.

> For and on behalf of the Board of Directors

BRUNO BORIS OLIERHOEK Chief Executive

Lahore: April 18, 2017





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Condensed Interim Balance Sheet As at March 31, 2017 (Un-audited)

	Note	(Un-audited) Mar. 31, 2017 (Rupees in	Dec. 31, 2016
Non-current assets			
Property, plant and equipment Capital work-in-progress	4	28,178,999 2,101,709	28,046,124 2,765,730
Intangible assets		29,583	31,600
Long term loans and advances Long term deposits and prepayments		328,508 32,578	338,449 32,046
		30,671,377	31,213,949
Current assets Stores and spares		1,353,077	1,308,329
Stock in trade		15,557,423	11,207,230
Trade debts - unsecured		1,960,111	564,460
Current portion of long term loans and advances		136,135	98,565
Sales tax refundable - net		5,085,176	5,374,745
Advances, deposits, prepayments and other receivabl Cash and bank balances	es	2,176,204	661,325
Cash and bank balances		251,430	353,167
Current liabilities		26,519,556	19,567,821
Short term borrowings - secured Short term running finance under mark-up		5,345,157	4,345,157
arrangements - secured		3,125,369	2,013,120
Customer security deposits - interest free		242,920	240,843
Income tax - net		1,671,463	1,458,740
Trade and other payables		24,470,101	24,920,599
Interest and mark-up accrued		57,116	48,888
		34,912,126	33,027,347
Net working capital		(8,392,570)	(13,459,526)
Total capital employed		22,278,807	17,754,423
Long term and deferred liabilities			
Long term finances - secured		6,021,527	5,637,473
Deferred taxation		1,942,267	1,943,343
Retirement benefits		1,392,780	1,361,555
	-	9,356,574	8,942,371
Contingencies and commitments Net assets	5	12,922,233	8,812,052
		12,022,200	0,012,002



	(Un-audited) Mar. 31, 2017	(Audited) Dec. 31, 2016
	(Rupees in	thousand)
Financed by: Share capital and reserves Authorized capital 75,000,000 (December 31, 2016: 75,000,000) ordinary shares of Rs 10 each	750.000	750.000
Issued, subscribed and paid-up capital	453,496	453,496
Share premium	249,527	249,527
General reserve	280,000	280,000
Hedging reserve	(212)	(10,092)
Accumulated profit	11,939,422	7,839,121
	12,922,233	8,812,052

The annexed notes 1 to 13 form an integral part of this condensed interim financial information.

-/-'r' JOHN MICHAEL DAVIS Head of Finance & Control

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SYED YAWAR ALI Chairman







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4





Condensed Interim Profit and Loss Account For the three months period ended March 31, 2017 (Un-audited)

		ths ended
	Mar. 31, 2017	Mar. 31, 2016
	(Rupees i	n thousand)
Sales - net	30,416,937	26,733,304
Cost of goods sold	(18,996,562)	(17,008,647)
Gross profit	11,420,375	9,724,657
Distribution and selling expenses	(4,384,518)	(3,510,922)
Administration expenses	(766,741)	(668,890)
	(5,151,259)	(4,179,812)
Operating profit	6,269,116	5,544,845
Finance cost	(195,391)	(257,977)
Other operating expenses	(468,229)	(446,587)
	(663,620)	(704,564)
Other income	45,169	52,330
Profit before taxation	5,650,665	4,892,611
Taxation	(1,550,364)	(1,450,852)
Profit after taxation	4,100,301	3,441,759
Earnings per share – basic and diluted (Rupees)	90.42	75.89

The annexed notes 1 to 13 form an integral part of this condensed interim financial information.



Condensed Interim Statement of Comprehensive Income For the three months period ended March 31, 2017

(Un-audited)

	Three mont	<u>hs ended</u>
	Mar. 31, 2017	Mar. 31, 2016
	(Rupees in t	housand)
Profit after taxation	4,100,301	3,441,759
Other comprehensive income / (loss) : Items that are or may be classified subsequently to profit or loss:		
Cash flow hedges - effective portion of changes in fair value Related tax	13,720 (3,840)	(6,958) 2,157
	9,880	(4,801)
Total comprehensive income for the period	4,110,181	3,436,958

The annexed notes 1 to 13 form an integral part of this condensed interim financial information.

JOHN MICHAEL DAVIS Head of Finance & Control

BRUNO BORIS OLIERHOEK Chief Executive











JOHN MICHAEL DAVIS

Head of Finance & Control

BRUNO BORIS OLIERHOEK

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SYED YAWAR ALI Chairman









7



Condensed Interim Cash Flow Statement For the three months period ended March 31, 2017 (Un-audited)

		Three mor	nths ended
	Note	Mar. 31, 2017	Mar. 31, 2016
		(Rupees ir	n thousand)
Cash flow from operating activities			
Cash (used in) / generated from operations Increase in long term loans and advances (Increase) / decrease in long term deposits	6	(932,942) (27,629)	932,324 (20,951)
and prepayments Increase in customer security deposits -		(532)	1,777
interest free		2,077	1,386
Sales tax refundable - net		289,569	(241,320)
Retirement and other benefits paid		(99,930)	(49,767)
Finance cost paid		(187,164)	(166,251)
Income taxes paid		(1,342,557)	(1,493,491)
Net cash (used in) operating activities		(2,299,108)	(1,036,293)
Cash flow from investing activities			
Fixed capital expenditure		(324,424)	(97,101)
Sale proceeds of property, plant and equipment		25,631	19,825
Net cash (used in) investing activities		(298,793)	(77,276)
Cash flow from financing activities			
Long term finances - net		384,054	(523,625)
Short term borrowings - net		1,000,000	2,550,000
Dividend paid		(139)	-
Net cash generated from financing activities		1,383,915	2,026,375
Net (decrease) / increase in cash and cash equivalent	ts	(1,213,986)	912,806
Cash and cash equivalents at beginning of the period		(1,659,953)	(2,208,381)
Cash and cash equivalents at end of the period	7	(2,873,939)	(1,295,575)

The annexed notes 1 to 13 form an integral part of this condensed interim financial information.

JOHN MICHAEL DAVIS Head of Finance & Control

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BRUNO BORIS OLIERHOEK Chief Executive





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SYED YAWAR ALI

Chairman

Accumulated 3,441,759 15,093,770 3,441,759 11,652,011 profits Reserves Revenue in thousand) 280,000 280,000 General reserve 1 1 1 (Un-audited) (Rupees Hedging 2,728 (4, 801)(4, 801)(2,073)reserve **Capital Reserves** ı. For the three months period ended March 31, 2017 premium 249,527 249,527 Share 1 1 1 Share capital 453,496 453,496 . Т 1 .⊆ 2015 (audited)

Equity

Condensed Interim Statement of Changes in

(4, 801)(4,081,463)(3,174,472) (8,389,673) 3,441,759 (15, 645, 608)3,436,958 16,074,720 12,637,762 Total (8,389,673) (4,081,463)(3,174,472) (15,645,608) . 1 I. . 1 1 . 1 . . Т Interim dividend for the nine months period ended September 30, 2016 (Rs. 185 per share) Interim dividend for the six months period ended Cashflow hedges - effective portion of changes Total comprehensive income for the period: Balance as at March 31, 2016 (un-audited) Final dividend for the year ended December 31, 2015 (Rs. 90 per share) June 30, 2016 (Rs. 70 per share) Balance as at December 31, fair value - net Profit after tax



		Capital Reserves	eserves	Reve	Revenue Reserves	vestle
	Share capital	Share premium	Hedging reserve	General reserve	Accumulated profits	Total
			—(Rupees in	(Rupees in thousand) —		
Total comprehensive income for the period: Profit after tax	ı	ı	ı	ı	8,405,214	8,405,214
casmow needes - enecuve portion or crianges in fair value - net Remeasurement loss on employee retirement benefits	1 1		(8,109) -	1 1	- (14,255)	(8,109) (14,255)
Balance as at December 31, 2016 (audited)	453,496	249,527	(10,092)	280,000	7,839,121	8,812,052
Total comprehensive income for the period:						
Profit after tax Cashflow hadrae - aftartiva nortion of channes in	I	I	I	I	4,100,301	4,100,301
fair value - net	ı	ı	9,880	1	ı	9,880
	ı	I	9,880	I	4,100,301	4,110,181
Balance as at March 31, 2017 (un-audited)	453,496	249,527	(212)	280,000	11,939,422	12,922,233

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BRUNO BORIS OLIERHOEK Chief Executive

> JOHN MICHAEL DAVIS Head of Finance & Control

SYED YAWAR ALI Chairman

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Notes to the Condensed Interim Financial Information For the three months period ended March 31, 2017 (Un-audited)

1. Legal status and nature of business

Nestlé Pakistan Limited ("the Company") is a public limited company incorporated in Pakistan and its shares are quoted on the Pakistan Stock Exchange. The principal activity of the Company is manufacturing, purchase, processing and sale of food and beverages products including imported products (dairy, confectionery, culinary, coffee, beverages, infant nutrition and drinking water). Registered office of the Company is situated at Babar Ali Foundation Building, 308-Upper Mall, Lahore.

2. Basis of preparation

2.1 Statement of compliance

This condensed interim financial information is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984 and is un-audited.

This condensed interim financial information of the Company for the three months period ended 31 March 2017 has been prepared in accordance with the requirement of the International Accounting Standard 34 - "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

This condensed interim financial information does not include all of the information required for annual financial statements and should be read in conjunction with the annual financial statements as at and for the year ended 31 December 2016. Selected explanatory notes are included to explain events and transactions that are significant to and understanding of the changes in the Company's financial position and performance since the last financial statements.

2.2 Judgments and estimates

The preparation of condensed interim financial information requires management to make judgments, estimates and assumptions for the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. In preparing this condensed interim financial information, the significant judgments made by the management in applying accounting policies and key sources of estimation were the same as those that were applied to the financial statements as at and for the year ended 31 December 2016.

3. Significant accounting policies

- 3.1 The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial information are same as those applied in the preparation of the financial statements for the year ended 31 December 2016 except for valuation method for goods purchased for resale which has been changed from FIFO to weighted average basis. The resulting impact is considered to be immaterial.
- 3.2 There is no significant impact of new standards and amendments to standards, including any consequential amendments to other standards, with a date of initial application of 01 January 2017, as mentioned in the financial statements for the year ended 31 December 2016.



11

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			(Un-audited) Mar. 31, 2017	(Audited) Dec. 31, 2016
		Note	(Rupees in t	housand)
4.	Property, plant and equipment			
	Opening balance - net book value		28,046,124	29,996,095
	Additions during the period / year		988,446	2,182,268
			29,034,570	32,178,363
	Book value of property, plant and equipment			
	disposed / scrapped during the period / year		(19,388)	(428,019)
	Depreciation charged during the period / year		(836,183)	(3,495,831)
	Impairment reversed during the period / year		-	68,546
	Assets charged off during the period / year		-	(276,935)
	Closing balance - net book value		28,178,999	28,046,124

5. Contingencies and commitments

5.1 There is no material contingency as at balance sheet date.

		(Un-audited) Mar. 31, 2017 (Rupees in t	(Audited) Dec. 31, 2016 housand)
5.2	Guarantees		
	Outstanding guarantees	256,242	263,486
_	Un-utilized portion of limits with banks	621,758	296,514

5.3 Commitments

5.3.1 The amount of future payments under Ijarah and the period in which these payments will become due are as follows:

	(Un-audited) Mar. 31, 2017 (Rupees in t	Dec. 31, 2016
Not later than one year	40,720	41,925
Later than one year but not later than five years	3,277	13,164
	43,997	55,089
5.3.2 Commitments in respect of capital expenditure	2,596,550	275,704
5.4 Letters of credit Outstanding letters of credit	3,353,670	2,480,350
Un-utilized portion of limits with banks	7,506,730	7,111,680

	(Un-audited) Mar. 31, 2017	(Un-audited) Mar. 31, 2016
	(Rupees in	thousand)
Cash generated from operations		
Profit before taxation Adjustment for non-cash items:	5,650,665	4,892,611
Depreciation on property, plant and equipment Assets charged off	836,183 -	881,395 276,935
Amortization of intangible assets	2,017	2,017
Provision for stock in trade	(7,819)	27,123
Provision for obsolete stores and spares	81,955	95,106
Provision for workers' profit participation fund	303,184	263,203
Provision for workers' welfare fund Gain on disposal of property, plant and equipment	109,840 (6,244)	108,236 (7,218)
Unrealised exchange loss	19,705	22,883
Unrealised exchange loss on foreign currency loan	10,100	22,000
from associated company	-	(476)
Retirement and other benefits	131,155	88,911
Finance cost	195,392	270,090
Profit before working capital changes Effect on cash flow due to working capital changes:	7,316,033	6,920,816
Increase in current assets:		
Stores and spares	(126,703)	(68,924)
Stock in trade	(4,342,374)	(5,917,564)
Trade debts	(1,395,651)	(525,646)
Advances, deposits, prepayments and other receivables (Decrease) / increase in current liabilities:	(1,522,113)	(718,865)
Trade and other payables	(862,134)	1,242,507
	(8,248,975)	(5,988,492)
	(932,942)	932,324
Cash and cash equivalents		
Cash and bank balances	251,430	643,578
Short term running finances - secured	(3,125,369)	(1,939,153)
	(2,873,939)	(1,295,575)

8. Transactions with related parties

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Related parties comprise of Nestlé S.A (holding company), its subsidiaries and associates, and other companies with common directors that of Nestlé Pakistan Limited, employees retirement benefit funds and key management personnel. Significant transactions with related parties are summarized as follows:



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	Mar. 31, 2017	(Un-audited) Mar. 31, 2016 thousand)
Associated companies: Royalty and technical assistance fee Purchase of assets, goods, services and rental Interest on foreign currency loan Repayment of foreign currency loan Insurance claims received Sales of goods	924,391 4,375,784 - 5,149 14,314	749,079 4,189,233 5,913 524,100 7,306 12,136
Other related parties Contribution to staff retirement benefit plan Remuneration to key management personnel	175,937 1,274,607	155,706 1,021,836

All transactions with related parties have been carried out on commercial terms and conditions except for donations.

9. Segment reporting

Segment information is presented in respect of the Company's business. The primary format, business segment, is based on the Company's management reporting structure.

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated assets and liabilities include short term and long term borrowings, employees retirement benefits and other operating liabilities.

Segment capital expenditure is the total cost incurred during the period to acquire segment assets that are expected to be used for more than one year.

The Company's operations comprise of the following main business segments and product categories:

i) Milk and nutrition products

Milk based products and cereals

ii) Beverages

Juices & water



9.1 Segment analysis for the three months ended 31 March 2017 (Un-audited)

	Milk & Nutrition Products	Beverages — (Rupees ir	Other Operations n thousand)——	Total
Sales				
External sales	23,881,909	6,304,498	230,530	30,416,937
Inter-segment sales	-	-	-	-
Total revenue	23,881,909	6,304,498	230,530	30,416,937
Depreciation and amortization	591,602	228,055	18,543	838,200
Operating profit before tax and before				
unallocated expenses	5,312,407	1,051,761	(95,052)	6,269,116
Unallocated expenses:				
Finance cost				(195,391)
Other operating expenses				(468,229)
Other income				45,169
Taxation				(1,550,364)
Profit after taxation				4,100,301

Segment analysis for the three months ended 31 March 2016 (Un-audited)

	Milk & Nutrition Products	Beverages — (Rupees i	Other Operations n thousand) —	Total
Sales				
External sales	21,467,091	5,092,280	173,933	26,733,304
Inter-segment sales	-	-	-	-
Total revenue	21,467,091	5,092,280	173,933	26,733,304
Depreciation and amortization	626,317	238,074	19,021	883,412
Operating profit before tax and				
before unallocated expenses	4,939,609	706,330	(101,094)	5,544,845
Unallocated expenses:				
Finance cost				(257,977)
Other operating expenses				(446,587)
Other income				52,330
Taxation				(1,450,852)
Profit after taxation				3,441,759



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Reportable segment assets and liabilities

	Milk & Nutrition Products	Beverages —— (Rupees	Other Operations in thousand)—	Total
As at March 31, 2017 (Un-audited) Segment assets Unallocated assets	38,105,222	10,712,048	363,632	49,180,902 8,010,031
Total assets				57,190,933
Segment liabilities Unallocated liabilities	19,212,741	5,314,821	185,459	24,713,021 19,555,679
Total liabilities				44,268,700
As at December 31, 2016 (Audited) Segment assets Unallocated assets Total assets	31,513,706	11,927,256	482,510	43,923,472 6,858,298 50,781,770
Segment liabilities Unallocated liabilities	19,640,343	5,360,924	160,175	25,161,442 16,808,276
Total liabilities				41,969,718
			(Un-audited) Mar. 31, 2017	(Un-audited) Mar. 31, 2016
			(Rupees in	thousand)
.2 Geographical segments Sales are made by the Company i	n following count	ries:		
Pakistan Afghanistan Other foreign countries			29,408,222 991,285 17,430	25,746,131 980,133 7,040
			30,416,937	26,733,304

-The company manages and operates manufacturing facilities and sales offices in Pakistan only.



10. Financial risk management

The Company's financial risk management objective and policies are consistent with that disclosed in the audited financial statements of the Company for the year ended 31 December 2016.

There is no change in the nature and corresponding hierarchies of fair valuation levels of financial instruments from those as disclosed in the audited financial statements of the Company for the year ended 31 December 2016.

11. Date of authorization for issue

This un-audited condensed interim financial information was authorized for issue on April 18, 2017 by the Board of Directors.

12. Dividend

The Board of Directors in their meeting held on April 18, 2017 have proposed an interim cash dividend for the three months ended 31 March 2017 of Rs. Nil (31 March 2016: Rs. Nil) per share, amounting to Rs. Nil (31 March 2016 : Rs. Nil). This condensed interim financial information does not reflect this dividend.

13. General

This condensed interim financial information is presented in Pakistan rupees which is the Company's functional currency and the figures have been rounded off to the nearest thousand of rupee.

Corresponding figures have been re-arranged and re-classified, wherever necessary, for the purposes of comparison and better presentation as per reporting framework, however no material reclassification has been made.



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SYED YAWAR ALI Chairman

JOHN MICHAEL DAVIS Head of Finance & Control



COMPANY INFORMATION

Board of Directors	Syed Yawar Ali Bruno Boris Olierhoek Syed Babar Ali Syed Hyder Ali Osman Khalid Waheed John Michael Davis Juan Jose Aranols Campillo Naveed Ahmad Khan John Martin Miller	Chairman Chief Executive / Managing Director Director Director Director Director Director Director Director
Company Secretary	Ali Sadozai	General Counsel
Management	Abdullah Jawaid Ahmad Akmal Saeed Ali Sadozai Arsalan Ul Haq Khan Asim Rifat Babar Hussain Khan Bruno Boris Olierhoek Fuad Saqib Ghazanfar Haseeb Aslam Humaira Ashar John Michael Davis Khurram Zia Muhammad Nauman Khan Naveed Ahmad Khan Rustem Oguz Samra Maqbool Sheikh Waqar Ahmad Syeda Nausheen Iqbal Jaffery Usman Iqbal Bhatti	Business Executive Officer - Chilled Dairy Head of Human Resources Head of Legal Affairs & Company Secretary Head of Sales Business Executive Officer - Infant Nutrition Business Executive Officer - Juices Managing Director Business Executive Officer - Food, Coffee, CPW Business Executive Officer - Family Dairy Market Innovation Lead Head of Finance and Controls Business Executive Officer - Nestlé Waters Pakistan Business Executive Officer - Nestlé Professional Head of Technical Head of Supply Chain Head of Communication and Marketing Services Head of Corporate Affairs Market Business Execulive Officer - Dairy Nutrition Solution

Registered & Corporate Office

308 – Upper Mall, Lahore – 54000, Pakistan. PABX : (042) 111 637 853 Fax : (042) 35789303 - 4

Corporate Office Annex

304 – Upper Mall, Lahore – 54000, Pakistan. 309 – Upper Mall, Lahore – 54000, Pakistan. 309-A – Upper Mall, Lahore – 54000, Pakistan.



Factories

Sheikhupura

29 Kilometer, Lahore – Sheikhupura Road Sheikhupura, Punjab, Pakistan. Phone: (056) 3406615 - 25

Kabirwala

10 Kilometer, Khanewal - Kabirwala Road, Kabirwala District Khanewal, Punjab, Pakistan. Phone: (065) 111 637 853 Fax: (065) 2411432

Karachi

Plot No. A – 23, North Western Industrial Zone, Port Qasim, Karachi, Pakistan. Phone: (021) 34720151-4

Islamabad

Plot No. 32, Sector (I-10/3), Industrial Area, Islamabad, Pakistan. Phone: (051) 4445997

Auditors

Legal

Advisor

Bankers

Share Registrar / Transfer Agent Share Registrar Department

KPMG Taseer Hadi & Co. (Chartered Accountants)

Central Depository Company of Pakistan Limited CDC-House, 99-B, Block-B, SMCHS, Main Shahra – e- Faisal

Karachi-74400, Tel: Customer Support Services (Toll Free) 0800-CDCPL(23275) Fax: (92-21) 34326053 E-mail: info@cdcpak.com website: www.cdcpakistan.com

Public dealings: : Monday to Friday: 09:00 am to 07:00 pm Saturday: 09:00 am to 01:00 pm

Chima & Ibrahim Advocates Corporate Counsel

Conventional banking relations

Allied Bank Limited Citibank N.A Deutsche Bank A.G. Habib Bank Limited MCB Bank Limited Meezan Bank Limited National Bank of Pakistan Limited Standard Chartered Bank (Pakistan) Limited United Bank Limited Tameer Microfinance Bank Limited

Islamic banking relations

Meezan Bank Limited Standard Chartered Bank (Pakistan) Limited Habib Bank Limited



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