

## US DOLLAR SUPPLEMENT TO THE UNILEVER THIRD QUARTER AND NINE MONTH RESULTS 2007 AND INTERIM DIVIDENDS

This document is a supplement to the Unilever third quarter and nine month results 2007 and is prepared for reference purposes only, Unilever's reporting currency is the Euro. The income statement, statement of recognised income and expense, movements in equity and cash flow statement are translated at rates current in each period. These rates were €1 = US \$1.343 for the first nine months of 2007 and €1 = US \$1.244 for the first nine months of 2006. The balance sheet is translated at period-end rates of exchange. These were €1 = US \$1.418 at 30 September 2007, €1 = US \$1.317 at 31 December 2006 and €1 = US \$1.267 at 30 September 2006. Certain items in the income statement and statement of recognised income and expense, notably currency retranslation recognised on the disposal of businesses, will not reflect the result which would arise if the reporting currency were to be US dollar.

### INCOME STATEMENT

(unaudited)

| Third Quarter                      |        |                         |                   | US \$ million                                  | Nine Months |                  |                         |      |
|------------------------------------|--------|-------------------------|-------------------|--|-------------|------------------|-------------------------|------|
| 2007                               | 2006   | Increase/<br>(Decrease) |                   |  | 2007        | 2006             | Increase/<br>(Decrease) |      |
|                                    |        | Current<br>rates        | Constant<br>rates |  |             | Current<br>rates | Constant<br>rates       |      |
| <b>Continuing operations:</b>      |        |                         |                   |  |             |                  |                         |      |
| 14 038                             | 12 869 | 9 %                     | 4 %               | <b>Turnover</b>                                | 40 689      | 37 214           | 9 %                     | 4 %  |
| 1 923                              | 1 907  | 1 %                     | (4)%              | <b>Operating profit</b>                        | 5 571       | 5 407            | 3 %                     | (1)% |
| (319)                              | (94)   |                         |                   | After (charging)/crediting:                    | (638)       | (292)            |                         |      |
| 23                                 | (3)    |                         |                   | Restructuring                                  | 82          | 188              |                         |      |
|                                    |        |                         |                   | Business disposals and impairments             |             |                  |                         |      |
| (87)                               | (505)  |                         |                   | Net finance costs                              | (272)       | (794)            |                         |      |
| 69                                 | 43     |                         |                   | Finance income                                 | 163         | 126              |                         |      |
| (219)                              | (191)  |                         |                   | Finance costs                                  | (568)       | (589)            |                         |      |
| 6                                  | (374)  |                         |                   | Preference shares provision                    | (14)        | (374)            |                         |      |
| 57                                 | 17     |                         |                   | Pensions and similar obligations               | 147         | 43               |                         |      |
| 35                                 | 21     |                         |                   | Share in net profit/(loss) of joint ventures   | 110         | 64               |                         |      |
| (1)                                | (3)    |                         |                   | Share in net profit/(loss) of associates       | 67          | 4                |                         |      |
| 8                                  | 21     |                         |                   | Other income from non-current investments      | 49          | 34               |                         |      |
| 1 878                              | 1 441  | 30 %                    | 24 %              | <b>Profit before taxation</b>                  | 5 525       | 4 715            | 17 %                    | 11 % |
| (411)                              | (444)  |                         |                   | Taxation                                       | (1 128)     | (1 247)          |                         |      |
| 1 467                              | 997    | 47 %                    | 40 %              | <b>Net profit from continuing operations</b>   | 4 397       | 3 468            | 27 %                    | 20 % |
| –                                  | 42     |                         |                   | Net profit/(loss) from discontinued operations | 101         | 159              |                         |      |
| 1 467                              | 1 039  | 41 %                    | 34 %              | <b>Net profit for the period</b>               | 4 498       | 3 627            | 24 %                    | 18 % |
| <b>Attributable to:</b>            |        |                         |                   |  |             |                  |                         |      |
| 81                                 | 96     |                         |                   | Minority interests                             | 245         | 252              |                         |      |
| 1 386                              | 943    | 47 %                    | 39 %              | Shareholders' equity                           | 4 253       | 3 375            | 26 %                    | 19 % |
| <b>Combined earnings per share</b> |        |                         |                   |  |             |                  |                         |      |
| \$0.48                             | \$0.32 | 55 %                    | 47 %              | Continuing operations (Dollars)                | \$1.44      | \$1.12           | 29 %                    | 23 % |
| \$0.46                             | \$0.30 | 54 %                    | 46 %              | Continuing operations – diluted (Dollars)      | \$1.39      | \$1.08           | 28 %                    | 22 % |
| \$0.01                             | \$0.01 |                         |                   | Discontinued operations (Dollars)              | \$0.04      | \$0.05           |                         |      |
| \$0.01                             | \$0.02 |                         |                   | Discontinued operations – diluted (Dollars)    | \$0.04      | \$0.06           |                         |      |
| \$0.49                             | \$0.33 | 48 %                    | 40 %              | Total operations (Dollars)                     | \$1.48      | \$1.17           | 26 %                    | 20 % |
| \$0.47                             | \$0.32 | 47 %                    | 40 %              | Total operations – diluted (Dollars)           | \$1.43      | \$1.14           | 25 %                    | 19 % |

## **STATEMENT OF RECOGNISED INCOME AND EXPENSE**

(unaudited)

US \$ million

|   | Nine Months  |              |
|---|--------------|--------------|
|   | 2007         | 2006         |
| Fair value gains/(losses) on financial instruments net of tax | 58           | (685)        |
| Actuarial gains/(losses) on pension schemes net of tax        | 1 510        | 7            |
| Currency retranslation gains/(losses) net of tax              | 985          | 1 096        |
| <b>Net income/(expense) recognised directly in equity</b>     | <b>2 553</b> | <b>418</b>   |
| Net profit for the period                                     | 4 498        | 3 626        |
| <b>Total recognised income and expense for the period</b>     | <b>7 051</b> | <b>4 044</b> |
| <b>Attributable to:</b>                                       |              |              |
| Minority interests  | 277          | 252          |
| Shareholders' equity  | 6 774        | 3 792        |

## **CASH FLOW STATEMENT**

(unaudited)

US \$ million

|   | Nine Months    |                |
|---|----------------|----------------|
|   | 2007           | 2006           |
| <b><u>Operating activities</u></b>                            |                |                |
| Cash flow from operating activities                           | 4 651          | 4 765          |
| Income tax paid   | (1 170)        | (893)          |
| <b>Net cash flow from operating activities</b>                | <b>3 481</b>   | <b>3 872</b>   |
| <b><u>Investing activities</u></b>                            |                |                |
| Interest received   | 140            | 98             |
| Net capital expenditure                                       | (852)          | (821)          |
| Acquisitions and disposals                                    | 46             | 226            |
| Other investing activities                                    | 286            | 68             |
| <b>Net cash flow from/(used in) investing activities</b>      | <b>(380)</b>   | <b>(429)</b>   |
| <b><u>Financing activities</u></b>                            |                |                |
| Dividends paid on ordinary share capital                      | (2 038)        | (1 664)        |
| Interest and preference dividends paid                        | (445)          | (497)          |
| Change in financial liabilities                               | 1 862          | (1 499)        |
| Share buy-back programme                                      | 385            | –              |
| Other movements on treasury stock                             | (1 536)        | (6)            |
| Other financing activities                                    | (634)          | (221)          |
| <b>Net cash flow from/(used in) financing activities</b>      | <b>(2 406)</b> | <b>(3 887)</b> |
| <b>Net increase/(decrease) in cash and cash equivalents</b>   | <b>695</b>     | <b>(444)</b>   |
| <b>Cash and cash equivalents at the beginning of the year</b> | <b>935</b>     | <b>1 498</b>   |
| Effect of foreign exchange rate changes                       | 149            | 497            |
| <b>Cash and cash equivalents at the end of period</b>         | <b>1 779</b>   | <b>1 551</b>   |

**BALANCE SHEET**

(unaudited)

| <b>US \$ million</b>  | <b>As at<br/>30 September<br/>2007</b> | <b>As at<br/>31 December<br/>2006</b> | <b>As at<br/>30 September<br/>2006</b> |
|---|--|---------------------------------------|--|
| <b>Non-current assets</b>                                     |  |                                       |  |
| Goodwill and intangible assets                                | 23 778                                 | 22 659                                | 22 207                                 |
| Property, plant and equipment                                 | 8 877                                  | 8 266                                 | 7 853                                  |
| Pension asset for funded schemes in surplus                   | 3 397                                  | 2 235                                 | 1 429                                  |
| Deferred tax assets   | 1 361                                  | 1 667                                 | 1 739                                  |
| Other non-current assets                                      | 1 722                                  | 1 484                                 | 1 393                                  |
| <b>Total non-current assets</b>                               | <b>39 135</b>                          | <b>36 311</b>                         | <b>34 621</b>                          |
| <b>Current assets</b>   |  |                                       |  |
| Inventories   | 5 843                                  | 5 001                                 | 4 979                                  |
| Trade and other current receivables                           | 7 083                                  | 5 601                                 | 5 782                                  |
| Current tax assets  | 371                                    | 164                                   | 116                                    |
| Other financial assets  | 335                                    | 360                                   | 524                                    |
| Cash and cash equivalents                                     | 2 220                                  | 1 368                                 | 1 824                                  |
| Non-current assets held for sale                              | 207                                    | 17                                    | 645                                    |
| <b>Total current assets</b>                                   | <b>16 059</b>                          | <b>12 511</b>                         | <b>13 870</b>                          |
| <b>Current liabilities</b>                                    |  |                                       |  |
| Financial liabilities   | (7 226)                                | (5 871)                               | (7 424)                                |
| Trade payables and other current liabilities                  | (11 860)                               | (10 323)                              | (9 419)                                |
| Current tax liabilities                                       | (844)                                  | (761)                                 | (559)                                  |
| Provisions  | (1 091)                                | (1 329)                               | (989)                                  |
| Liabilities associated with non-current assets held for sale  | (60)                                   | –                                     | (300)                                  |
| <b>Total current liabilities</b>                              | <b>(21 081)</b>                        | <b>(18 284)</b>                       | <b>(18 691)</b>                        |
| <b>Net current assets/(liabilities)</b>                       | <b>(5 022)</b>                         | <b>(5 773)</b>                        | <b>(4 821)</b>                         |
| <b>Total assets less current liabilities</b>                  | <b>34 113</b>                          | <b>30 538</b>                         | <b>29 800</b>                          |
| <b>Non-current liabilities</b>                                |  |                                       |  |
| Financial liabilities due after one year                      | 7 011                                  | 5 765                                 | 6 537                                  |
| Pensions and post-retirement healthcare benefits liabilities: |  |                                       |  |
| Funded schemes in deficit                                     | 1 239                                  | 1 816                                 | 2 599                                  |
| Unfunded schemes  | 3 316                                  | 4 475                                 | 5 058                                  |
| Provisions  | 1 071                                  | 1 088                                 | 998                                    |
| Deferred tax liabilities                                      | 1 824                                  | 1 321                                 | 1 178                                  |
| Other non-current liabilities                                 | 667                                    | 702                                   | 613                                    |
| <b>Total non-current liabilities</b>                          | <b>15 128</b>                          | <b>15 167</b>                         | <b>16 983</b>                          |
| <b>Equity</b>   |  |                                       |  |
| Shareholders' equity  | 18 268                                 | 14 789                                | 12 296                                 |
| Minority interests  | 717                                    | 582                                   | 521                                    |
| <b>Total equity</b>   | <b>18 985</b>                          | <b>15 371</b>                         | <b>12 817</b>                          |
| <b>Total capital employed</b>                                 | <b>34 113</b>                          | <b>30 538</b>                         | <b>29 800</b>                          |