

CONSOLIDATED PROFIT AND LOSS ACCOUNT - CONSTANT EXCHANGE RATES (unaudited)

In the profit and loss account given below, the results in both years have been translated at constant exchange rates, being the annual average exchange rates for 2001. This reporting convention facilitates comparisons since the impact of exchange rate fluctuations is eliminated.

Third Quarter			£ Millions – constant	Nine Months		
2002	2001	% Incr./ (Decr.)		2002	2001	% Incr./ (Decr.)
8,152	8,254	(1)%	TURNOVER	24,101	24,343	(1)%
(74)	(117)		Less: Share of turnover of joint ventures	(251)	(315)	
8,078	8,137	(1)%	GROUP TURNOVER	23,850	24,028	(1)%
1,011	874	16 %	GROUP OPERATING PROFIT	2,838	2,663	7 %
1,302	1,277	2 %	Group operating profit beia *	3,653	3,297	11 %
(77)	(190)		Exceptional items	(181)	8	
(214)	(213)		Amortisation of goodwill and intangibles	(634)	(642)	
15	11		Add: Share of operating profit of joint ventures	40	33	
1,026	885	16 %	OPERATING PROFIT	2,878	2,696	7 %
1,319	1,293	2 %	Operating profit beia *	3,697	3,346	10 %
(77)	(190)		Exceptional items	(176)	8	
(216)	(218)		Amortisation of goodwill and intangibles	(643)	(658)	
8	-		Share of operating profit of associates	16	-	
1	2		Other income from fixed investments	(8)	4	
(199)	(261)		Interest	(604)	(783)	
836	626	33 %	PROFIT BEFORE TAXATION	2,282	1,917	19 %
(294)	(295)		Taxation	(940)	(810)	
542	331	64 %	PROFIT AFTER TAXATION	1,342	1,107	21 %
(42)	(34)		Minority Interests	(145)	(113)	
500	297	68 %	NET PROFIT AT CONSTANT 2001 EXCHANGE RATES	1,197	994	20 %
749	642	17 %	Net profit before exceptional items & amortisation of goodwill and intangibles (Constant rates)	1,995	1,581	26 %
492	306	61 %	NET PROFIT AT EXCHANGE RATES CURRENT IN EACH PERIOD	1,163	1,001	16 %
719	642	12 %	Net profit before exceptional items & amortisation of goodwill and intangibles (Current rates)	1,921	1,584	21 %
7.46p	4.57p	63 %	COMBINED EARNINGS PER SHARE (Current rates)	17.48p	14.91p	17 %
7.24p	4.44p	63 %	- per 1.4p ordinary share	16.96p	14.51p	17 %
			- per 1.4p ordinary share – diluted			

* beia means before exceptional items and amortisation of goodwill and intangibles.

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES (unaudited)

£ Millions	Nine Months	
	<u>2002</u>	<u>2001</u>
Net profit	1,163	Restated 1,001
Currency retranslation and other ⁽²⁾	(913)	(601)
Total recognised gains / (losses) since last annual accounts	<u>250</u>	<u>400</u>

MOVEMENTS IN SHAREHOLDERS' EQUITY (unaudited)

£ Millions	Nine Months	
	<u>2002</u>	<u>2001</u>
Shareholders' equity as at 1 January ⁽¹⁾	4,272	Restated 4,973
Net profit	1,163	1,001
Dividends	(355)	(324)
Goodwill movements	268	82
Currency retranslation and other ⁽²⁾	(880)	(603)
Change in number of shares or certificates of shares held in connection with share options	(374)	(260)
Shareholders' equity as at end period	<u>4,094</u>	<u>4,869</u>

SUMMARY BALANCE SHEET (unaudited)

£ Millions	As at 28th September	As at 31st December	As at 29th September
	<u>2002</u>	<u>2001</u>	<u>2001</u>
Goodwill and intangibles	13,516	Restated 15,300	Restated 15,745
Other fixed assets	5,479	6,185	6,409
Stocks	3,125	3,264	3,513
Debtors	5,922	6,080	6,097
Cash and current investments	2,814	1,405	2,114
Trade and other creditors	(7,353)	(7,781)	(8,044)
	<u>23,503</u>	<u>24,453</u>	<u>25,834</u>
Borrowings	14,665	15,578	16,378
Provisions for liabilities and charges	4,314	4,197	4,221
Minority interests	430	406	366
Capital and reserves	4,094	4,272	4,869
	<u>23,503</u>	<u>24,453</u>	<u>25,834</u>

Restatements relate to the implementation of United Kingdom Financial Reporting Standard 19 (see note on Page 13).

	As at 31st December	As at 31st December
	<u>2001</u>	<u>2000</u>
⁽¹⁾ Shareholders' equity as previously reported in 2001 Report & Accounts	4,396	5,095
Accounting policy change	(124)	(122)
Shareholders' equity as restated	<u>4,272</u>	<u>4,973</u>

⁽²⁾ Includes gain on sale of interest in subsidiary to related party.

CASH FLOW STATEMENT (unaudited)

£ Millions	<u>Nine Months</u>	
	<u>2002</u>	<u>2001</u>
Cash flow from operating activities	3,551	3,245
Dividends from joint ventures and associates	19	28
Returns on investments and servicing of finance	(652)	(866)
Taxation	(893)	(801)
Capital expenditure and financial investment	(823)	(707)
Acquisitions and disposals	929	2,001
Dividends paid on ordinary share capital	(642)	(577)
CASH INFLOW / (OUTFLOW) BEFORE MANAGEMENT OF LIQUID RESOURCES AND FINANCING	1,489	2,323
Management of liquid resources	(737)	247
Financing	(463)	(2,451)
INCREASE / (DECREASE) IN CASH IN THE PERIOD	289	119

RECONCILIATION OF CASH FLOW TO MOVEMENT IN NET DEBT

NET DEBT AT 1 JANUARY	(14,173)	(16,507)
INCREASE / (DECREASE) IN CASH IN THE PERIOD	289	119
Cash flow from (increase)/decrease in borrowings	466	2,448
Cash flow from increase/(decrease) in liquid resources	737	(247)
Change in net debt resulting from cash flows	1,492	2,320
Borrowings within group companies acquired	(48)	-
Borrowings within group companies sold	18	1
Liquid resources within group companies acquired	-	-
Liquid resources within group companies sold	(1)	-
Non cash movements	635	(15)
Currency retranslation	226	(63)
(INCREASE)/DECREASE IN NET DEBT IN THE PERIOD	2,322	2,243
NET DEBT AT PERIOD END	(11,851)	(14,264)

GEOGRAPHICAL ANALYSIS (CONSTANT)

<u>Third Quarter</u>			£ Millions	<u>Nine Months</u>		
<u>2002</u>	<u>2001</u>	<u>% Incr./ (Decr.)</u>		<u>2002</u>	<u>2001</u>	<u>% Incr./ (Decr.)</u>
8,152	8,254	(1)%	TURNOVER	24,101	24,343	(1)%
3,136	3,252	(4)%	Europe	9,245	9,526	(3)%
2,056	2,204	(7)%	North America	6,209	6,521	(5)%
622	561	11 %	Africa, Middle East and Turkey	1,711	1,593	7 %
1,258	1,240	1 %	Asia and Pacific	3,766	3,710	2 %
1,080	997	8 %	Latin America	3,170	2,993	6 %
			OPERATING PROFIT - before exceptional items and amortisation of goodwill and intangibles			
1,319	1,293	2 %		3,697	3,346	10 %
574	567	1 %	Europe	1,479	1,439	3 %
348	345	1 %	North America	991	865	15 %
80	67	20 %	Africa, Middle East and Turkey	213	177	20 %
178	169	6 %	Asia and Pacific	546	476	15 %
139	145	(5)%	Latin America	468	389	20 %
			OPERATING MARGIN - before exceptional items and amortisation of goodwill and intangibles			
16.2 %	15.7 %			15.3 %	13.7 %	
18.3 %	17.4 %		Europe	16.0 %	15.1 %	
16.9 %	15.7 %		North America	16.0 %	13.3 %	
13.0 %	12.0 %		Africa, Middle East and Turkey	12.5 %	11.1 %	
14.2 %	13.6 %		Asia and Pacific	14.5 %	12.8 %	
12.9 %	14.6 %		Latin America	14.8 %	13.0 %	

OPERATIONAL ANALYSIS (CONSTANT)

<u>Third Quarter</u>			£ Millions	<u>Nine Months</u>		
<u>2002</u>	<u>2001</u>	<u>% Incr./ (Decr.)</u>		<u>2002</u>	<u>2001</u>	<u>% Incr./ (Decr.)</u>
8,152	8,254	(1)%	TURNOVER	24,101	24,343	(1)%
4,568	4,571	- %	Foods	13,395	13,541	(1)%
1,539	1,495	3 %	Savoury and Dressings	4,543	4,556	- %
956	1,000	(4)%	Spreads and Cooking Products	2,930	3,048	(4)%
709	684	4 %	Health & Wellness and Beverages	2,085	2,009	4 %
1,364	1,392	(2)%	Ice Cream and Frozen Foods	3,837	3,928	(2)%
1,381	1,641	(16)%	Home Care and Professional Cleaning	4,457	4,887	(9)%
2,112	1,952	8 %	Personal Care	6,010	5,636	7 %
91	90	- %	Other Operations	239	279	(14)%
1,319	1,293	2 %	OPERATING PROFIT – before exceptional items and amortisation of goodwill and intangibles	3,697	3,346	10 %
758	722	5 %	Foods	1,978	1,898	4 %
242	251	(4)%	Savoury and Dressings	674	714	(6)%
148	134	10 %	Spreads and Cooking Products	447	432	4 %
114	85	35 %	Health & Wellness and Beverages	289	245	18 %
254	252	1 %	Ice Cream and Frozen Foods	568	507	12 %
159	175	(9)%	Home Care and Professional Cleaning	536	435	23 %
408	402	1 %	Personal Care	1,171	1,001	17 %
(6)	(6)	6 %	Other Operations	12	12	5 %
16.2 %	15.7 %		OPERATING MARGIN – before exceptional items and amortisation of goodwill and intangibles	15.3 %	13.7 %	
16.6 %	15.8 %		Foods	14.8 %	14.0 %	
15.7 %	16.7 %		Savoury and Dressings	14.8 %	15.7 %	
15.4 %	13.5 %		Spreads and Cooking Products	15.2 %	14.2 %	
16.2 %	12.4 %		Health & Wellness and Beverages	13.9 %	12.2 %	
18.6 %	18.1 %		Ice Cream and Frozen Foods	14.8 %	12.9 %	
11.5 %	10.6 %		Home Care and Professional Cleaning	12.0 %	8.9 %	
19.3 %	20.6 %		Personal Care	19.5 %	17.8 %	
(6.6) %	(6.3) %		Other Operations	5.2 %	4.3 %	

Earnings per share in Sterling

	<u>Constant rates</u>		<u>Current rates</u>	
	<u>2002</u>	<u>2001</u>	<u>2002</u>	<u>2001</u>
	Thousands of units			
Average number of combined share units of 1.4p	6,521,267	6,554,541	6,521,267	6,554,541

COMBINED EPS

Net profit	1,197	994	1,163	1,001
Less: Preference dividends	(23)	(23)	(23)	(23)
Net profit attributable to ordinary capital	<u>1,174</u>	<u>971</u>	<u>1,140</u>	<u>978</u>
Combined EPS per 1.4p	<u>17.99p</u>	<u>14.82p</u>	<u>17.48p</u>	<u>14.91p</u>

COMBINED EPS – BEIA

Net profit	1,197	994	1,163	1,001
Add back exceptional items net of tax	179	(49)	172	(53)
Add back amortisation of goodwill / intangibles net of tax	619	636	586	636
Net profit beia	<u>1,995</u>	<u>1,581</u>	<u>1,921</u>	<u>1,584</u>
Less: Preference dividends	(23)	(23)	(23)	(23)
Net profit attributable to ordinary capital – beia	<u>1,972</u>	<u>1,558</u>	<u>1,898</u>	<u>1,561</u>
Combined EPS beia per 1.4p	<u>30.24p</u>	<u>23.75p</u>	<u>29.10p</u>	<u>23.82p</u>

COMBINED EPS – Diluted

	Thousands of units			
	<u>2002</u>	<u>2001</u>	<u>2002</u>	<u>2001</u>
Adjusted average combined share units of 1.4p	6,721,676	6,737,550	6,721,676	6,737,550
Net profit attributable to ordinary capital	1,174	971	1,140	978
Combined diluted EPS per 1.4p	<u>17.46p</u>	<u>14.41p</u>	<u>16.96p</u>	<u>14.51p</u>