THIRD QUARTER RESULTS 2004 AND INTERIM DIVIDENDS

(Unaudited, constant 2003 average exchange rates, unless stated)

Urgent action is being taken to restore top line growth, as stated in the outlook given on 20 September. Low single digit EPS (beia*) growth is expected for the year.

FINANCIAL HIGHLIGHTS - € millions

Third Quarter 2004			Nine Months 2004	
10,641	-4 %	Turnover	31,264	-3 %
1,848	-3 %	Operating profit – beia*	4,916	-2 %
1,318	-2 %	Pre-tax profit	3,419	+2 %
883	+6 %	Net profit	2,183	+8 %
1,187	+3 %	Net profit – beia*	3,074	+6 %
1.23	+3 %	EPS NV – beia* (Euros)	3.17	+7 %
18.38	+3 %	EPS PLC – beia* (Euro cents)	47.50	+7 %

** Before exceptional items and amortisation of goodwill and intangible assets*

At current rates of exchange EPS (beia) was flat in the quarter and higher by 4% in the first nine months. Including exceptional items and amortisation of goodwill and intangibles, current rate EPS grew by 4% in the quarter and by 6% in the first nine months.

KEY FEATURES OF THE QUARTER

- **Underlying sales declined by 1.3% with a particularly poor performance in Western Europe including significant declines in ice cream and ready-to-drink tea and lower sales in Home & Personal Care in weaker markets. In Asia, competition remains intense in laundry and hair care in a number of key countries.**
- **Operating margin (beia) increased by 20 basis points.**
- **Continued cash generation has enabled net debt to be reduced to €11.8 billion at the quarter end, down by €2.5 billion over the last twelve months.**
- **EPS (beia) grew by 3%.**
- **Interim dividend of €0.63 per NV ordinary share and 6.33p per PLC ordinary share.**

CHAIRMEN'S COMMENT

In September we lowered our outlook for EPS beia growth for the year to low single digits following poorer than expected sales in July and August and pressure on some of our market positions. This revision includes an increase in the investment behind our brands from the fourth quarter to re-ignite growth.

We remain fully committed to driving long-term total shareholder return through increasing Free Cash Flow and Return on Invested Capital. A strong focus on the top line is a pre-requisite for this and is our immediate priority. We are dissatisfied with our performance and actions are being taken to improve the market competitiveness of our products. We are making adjustments to price points where necessary, stepping up support behind key innovations and increasing media spend for a number of our leading brands. These actions will be sustained into 2005 and we are accelerating the savings programmes already announced.

We are reviewing our assumptions for the period to 2010 and will communicate the outcome of this review together with the full year results.

Antony Burgmans Patrick Cescau
Chairmen of Unilever

27 October 2004