



## THIRD QUARTER AND NINE MONTH RESULTS 2007 AND INTERIM DIVIDENDS

### KEY FINANCIALS

(unaudited)

Third Quarter 2007			€million	Nine Months 2007		
Current rates	Increase/(Decrease) Current rates	Constant rates		Current rates	Increase/(Decrease) Current rates	Constant rates
			Continuing operations:			
10 243	1 %	4 %	Turnover	30 297	1 %	4 %
1 403	(7)%	(4)%	Operating profit	4 148	(5)%	(1)%
1 370	21 %	24 %	Pre-tax profit	4 114	9 %	11 %
1 069	37 %	40 %	Net profit from continuing operations	3 274	17 %	20 %
1 068	31 %	34 %	Net profit from total operations	3 349	15 %	18 %
			EPS from continuing operations (Euros)			
0.35	44 %	47 %	EPS from total operations (Euros)	1.07	20 %	23 %
0.35	38 %	40 %		1.10	17 %	20 %

### THIRD QUARTER RESULTS SUSTAIN MOMENTUM

#### HIGHLIGHTS

##### Financial Highlights

- Underlying sales growth of 5.3% in the first nine months. Third quarter underlying sales growth of 4.5% (5.2% adjusted for systems change in the US which pulled sales forward into the second quarter).
- Operating margin of 13.7% in the quarter and in the first nine months, with an underlying improvement of 0.2 percentage points and 0.3 percentage points respectively.
- Earnings per share from continuing operations up 20% in the first nine months, with an increased contribution from joint ventures and associates, lower financing costs, and a lower tax rate.

##### Operational Highlights

- Growth momentum sustained across regions and categories, broadly in line with markets.
- Further sharp rise in commodity costs offset by increased pricing and strong contribution from savings programmes.
- Good progress in implementation of accelerated restructuring plans and portfolio development. Restructuring charges of €234 million charged to operating profit in the third quarter.

##### Interim dividend

- Interim dividend of €0.25 per NV share and 17.00p per PLC share.

## GROUP CHIEF EXECUTIVE COMMENT

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"The third quarter marks a continuation of the momentum established in the first half of 2007.

The focus on our growth priorities, together with stronger innovation, improved speed to market and better in-market execution, is delivering consistent and sustainable organic growth.

At the same time, we have seen a third consecutive quarter of underlying improvement in operating margins, despite a significantly tougher cost environment. Commodity pressures have increased sharply, but we have successfully offset these through timely pricing action and continued delivery from our savings programmes.

We have made a strong start in implementing the accelerated change programme announced in August. In the third quarter, we have progressed the establishment of several new multi-country organisations as well as significant supply chain restructuring in Europe. We have also announced a number of portfolio changes, including the extension of our international Lipton ready-to-drink-tea joint venture with PepsiCo.

Looking forward, I am confident that we will achieve our outlook for 2007, given in August, and that our change programme leaves us well placed to deliver our longer term objectives."

Patrick Cescau, Group Chief Executive

1 November 2007

## ENQUIRIES

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There will be a web cast of the results presentation available at:

[www.unilever.com/ourcompany/investorcentre/results/quarterlyresults/default.asp](http://www.unilever.com/ourcompany/investorcentre/results/quarterlyresults/default.asp)