



## FIRST QUARTER RESULTS 2008

### KEY FINANCIALS

(unaudited)

€ million	First Quarter 2008		
	Current rates	Increase/(Decrease) Current rates	Constant rates
Turnover	9 571	0 %	6 %
Operating profit	1 815	39 %	46 %
Pre-tax profit	1 782	34 %	39 %
Net profit	1 407	34 %	39 %
EPS (Euros)	0.47	35 %	39 %

### A STRONG START TO THE YEAR

#### Financial Highlights

- Underlying sales growth of 7.2%.
- Operating margin of 19.0%, including €517 million disposal profits. Underlying improvement in operating margin of 0.3 percentage points before restructuring and disposals.
- Earnings per share up 35%, boosted by the disposal profits.

#### Operational Highlights

- Broad-based growth across regions and categories, with Developing and Emerging markets particularly strong.
- Increasing contribution from pricing, up 4.8%, in response to rising commodity costs.
- Further progress with accelerated restructuring plan including the start-up of three multi-country organisations in Europe and steps to increase supply chain productivity.
- Sale of Boursin and extension of the Pepsi/Lipton JV completed in the first quarter. Acquisition of Inmarko, the leading Russian ice cream company, completed in April.

### GROUP CHIEF EXECUTIVE COMMENT

"We have had a good start to the year, with strong organic growth across our categories and an underlying improvement in operating margin.

We continue to invest behind our brands, while taking the necessary pricing action to recover a sharp increase in commodity costs. We have a strong innovation programme for 2008, with many important initiatives already in the market. We expect our productivity and value improvement initiatives to continue to deliver excellent results.

The disciplined execution of our strategy, together with the combined advantage of strong brands, a product range serving consumer's everyday needs and our broad geographical footprint, leave us well placed to deliver competitive growth with an underlying improvement in operating margin in 2008, despite challenging conditions.

While it is early in the year, we now expect underlying sales growth in 2008 to exceed our 3-5% target range."

Patrick Cescau, Group Chief Executive

8 May 2008



## **UNILEVER FIRST QUARTER RESULTS 2008**

In the following commentary we report underlying sales growth (USG) at constant exchange rates, excluding the effects of acquisitions and disposals. Turnover includes the impact of exchange rates, acquisitions and disposals. Unilever uses 'constant rate' and 'underlying' measures primarily for internal performance analysis and targeting purposes. We also comment on trends in operating margins before RDIs (restructuring, disposals, impairments and other items), and use the movements in Ungearred Free Cash Flow and Return On Invested Capital to measure progress against our longer-term value creation goals. Unilever believes that such measures provide additional information for shareholders on underlying business performance trends. Such measures are not defined under IFRS and are not intended to be a substitute for GAAP measures of turnover, operating margin, profit, EPS and cash flow. Further information about these measures is available on our website at [www.unilever.com/ourcompany/investorcentre](http://www.unilever.com/ourcompany/investorcentre)

### **1. SUMMARY OF BUSINESS PERFORMANCE FOR THE FIRST QUARTER**

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Underlying sales grew by 7.2%, with 2.3% from volume and a 4.8% increase in price.

Europe grew by 2.3% against a relatively strong comparator. There was continued excellent growth in Russia and solid performances across most of Western Europe, notably the UK, but a weaker quarter in Germany. The Americas grew 6.4% with sales up 4.3% in North America and 9.6% in Latin America, helped by further positive developments in Mexico and Brazil and robust sales elsewhere. Asia Africa grew 14.2% with double-digit increases in almost every country in the region.

Growth was broad-based, with all categories up by more than 5%. This came from a combination of price growth, new product innovation and increasing consumption in Developing and Emerging markets. Tea, ice cream, spreads and laundry were particularly strong. Growth in personal care of 5.8% was lower than in a strong first quarter of 2007, reflecting a more even phasing of innovation.

Advertising and promotions increased broadly in line with sales, with almost all of the additional investment going to advertising in priority markets.

Commodity cost increases accelerated further in the quarter. We have continued to manage through this with a combination of innovation-led growth, savings programmes and price increases, to deliver an underlying improvement in operating margin.

### **2. FINANCIAL COMMENTARY**

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#### **2.1 Turnover**

Underlying sales growth was 7.2%. Turnover growth, including the effects of disposals and the strengthening of the Euro against other currencies, was 0.5%.

#### **2.2 Operating profit**

Operating profit was 39% higher, and operating margin, at 19.0%, was 5.3 percentage points higher than a year ago. This included €517 million profits on disposals, mainly from the sale of the Boursin cheese business and the extension of the Pepsi/Lipton joint venture for ready-to-drink tea. Before the impact of restructuring and disposals the operating margin showed an underlying increase of 0.3 percentage points.

Commodity costs increased by €400 million, or 4.2 percentage points of sales, in the quarter.

Advertising and promotions increased in absolute terms, and was 0.1 percentage points lower as a percentage of sales.

## **2.3 Finance costs and tax**

Costs of financing net borrowings were 16% higher than last year reflecting a combination of higher average net debt and higher interest rates.

The tax rate in the quarter was 22%, in line with last year. The rate benefited from low tax on disposal profits and favourable settlement of outstanding tax issues. The underlying tax rate for the year is expected to be closer to our long-term guidance of 26%.

## **2.4 Joint ventures, associates and other income from non-current investments**

Our share in net profit from joint ventures increased to €44 million. This largely reflects the extension of the Pepsi/Lipton joint venture for ready-to-drink tea, including a one-time gain in Portugal.

Share of net profit of associates and other income from non-current investments, at €9 million, was €64 million lower than last year, entirely due to lower profits on disposals.

## **2.5 Net profit and earnings per share**

Net profit increased by 31% and EPS by 35%. EPS growth, before the impact of restructuring, disposals and other items, was 2% at current rates, or 6% at constant rates.

## **2.6 Share buy-backs**

As part of the planned 2008 share buy-back of at least €1.5 billion, we bought back 29.2 million shares at a value of €604 million in the first quarter.

## **2.7 Cash flow**

Net cash flow from operating activities was €0.1 billion lower than last year. In addition to the normal seasonal increase in working capital, there was an additional outflow of €0.3 billion largely as a result of higher commodity-driven prices and the planned build up of stocks during the change programme. The higher working capital outflow was partly offset by lower cash contributions to pension funds and favourable tax rebates.

## **2.8 Balance sheet**

Working capital shows the normal seasonal increase during the first quarter. In addition, increases in raw materials costs have flowed through into working capital balances. Trade payables and other current liabilities include the amount outstanding for the buy-back of shares under an irrevocable contract.

The overall funding position of the Group's pension arrangements improved during the first quarter as the impact of higher discount rates outweighed falls in asset values. The overall net liability for all arrangements was €0.8 billion at the end of the quarter, down from €1.1 billion at the start of the year.

The euro has strengthened against the currencies of many of the group's operations, reducing the translated values of assets and liabilities.

### 3. OPERATIONAL REVIEW

#### 3.1 Europe

First Quarter 2008			
			%
	2008	2007	Underlying sales growth
Turnover (€ million)	3 494	3 544	(1.4)
			2.3

Operating Margin (%)

28.3	14.4
11.9	(1.3)

Impact of RDIs (%)\*

\* Restructuring, business disposals and other items

#### Growth

Underlying sales grew 2.3%, all from pricing. The overall growth rate was slightly lower than the average of the last twelve months, reflecting a strong comparator in the first quarter of 2007.

Central and Eastern Europe (see also note 4 on page 12) grew 10.5%, mostly from volume. Another excellent quarter of growth in Russia was supported by robust sales in Poland and Hungary.

Western Europe grew 1.2%. The Netherlands, UK and Italy all saw a combination of volume and price growth, while France was slightly ahead in challenging conditions. Sales in Germany were lower, after a strong finish to last year. This reflects the timing of promotions and price increases, and a competitive market.

There were again some extra sales in the quarter ahead of price increases and systems implementations, similar to the effect in the last quarter of 2007, with no net impact in the quarter.

#### Profitability

The operating margin of 28.3% includes the profits on the disposal of Boursin and extension of the Pepsi/Lipton joint venture for ready-to-drink tea. Before these items, and restructuring charges, there was an improvement in margin of 0.7 percentage points. This improvement has been driven by lower overhead costs as we benefit from the ongoing restructuring programme. Pricing action and materials savings programmes have helped to mitigate the effect of commodity cost increases.

#### Accelerating change

Further progress was made on the portfolio shaping and restructuring programmes. We completed the sale of Boursin cheese and the expansion of the ready-to-drink tea joint venture with Lipton to include all countries in Europe. In April we completed the acquisition of Inmarko ice cream in Russia. Three new multi-country organisations started up in January. Supply chain improvements are well under way, and now include the announcement of centralisation of transport management in Poland.

#### Innovation

Vitality is the key theme of our innovation programme in Europe. At the same time a number of initiatives are being pursued which drive margin improvement through cost reduction and value enhancement.

We are strengthening the nutritional credentials of our brands through the new *Knorr* 'eat colour' soups range and the *Rama* 'healthy oils' campaign. Our partnership with the Rainforest Alliance has seen the certification of *Lipton Yellow Label* teas across the region and *PG Tips* in the UK. In ice cream we have extended the *Frusi* range of fruit, yoghurt and cereal snacks, and launched new *Magnum* 'minis'. Lower fat spreads and dressings, such as *Hellmann's* new 'free range egg' extra light mayonnaise, offer a healthy option while at the same time reducing our dependence on costly vegetable oils.

A global initiative for the 'Dirt is Good' laundry brand has seen the introduction of new 'Active Clean' products which offer improved cleaning performance as well as longer-lasting freshness through encapsulated fragrance technology. The latest *Axe* fragrance, 'Chocolate' has been launched across the region, and *Clear* shampoo continues to build its presence in Russia with new variants. The amount of packaging in our products is being reduced through the moves to concentrated liquid laundry products, upside-down roll-on deodorants that also provide superior performance, and a new design for *Dove* bodywash.

### 3. OPERATIONAL REVIEW (continued)

#### 3.2 The Americas

	First Quarter 2008			% Underlying sales growth
	2008	2007	% Change	
Turnover (€ million)	3 139	3 231	(2.8)	6.4
Operating Margin (%)	13.9	14.4		
Impact of RDIs (%)*	(0.8)	(0.6)		

\* Restructuring, business disposals and other items

#### Growth

Underlying sales grew 6.4%, including price increases of 5.9%.

In the US, the aggregate market growth of our categories has remained steady. Within this, foods categories are higher, due to pricing, while personal care markets are weaker. Our own sales in the US grew 4.9%, slightly ahead of the market.

Our business in Latin America returned to strong growth, up by 9.6%. This included a further improvement in Mexico and a solid performance in Brazil, as well as good performances in Argentina, Chile and Colombia.

#### Profitability

The operating margin, at 13.9%, was 0.5 percentage points lower than a year ago. On an underlying basis the margin was 0.3 percentage points lower, reflecting increased investment in advertising and promotions as a percentage of sales, all behind priority initiatives in Latin America. Pricing action and savings programmes fully offset the impact of higher commodity costs.

#### Accelerating change

We are progressing with the disposal process for our North American laundry business and have had interest from a number of parties. Meanwhile, the business continues to perform satisfactorily and we have a healthy programme of innovations.

The move to a single head office location for the US business is well under way and will be complete by the middle of this year. The integration of the US ice cream business is progressing and the Canadian ice cream integration is complete. At the beginning of May we transferred our financial shared services in Latin America to CapGemini.

#### Innovation

We launched *Wishbone* 'Bountifuls' dressings, full of flavour and less than one gram of fat per serving, and a new *Hellmann's* light mayonnaise with an even better taste. These initiatives are helping to stimulate increased consumption of lower fat products. *Hellmann's* has also introduced an olive oil based mayonnaise and we have launched *Ragú* and *Bertolli* sauces in convenient microwaveable pouches.

In the US, the move to concentrated liquids is proceeding to plan, and in the first quarter we introduced Snuggle 'FRESH Release' fabric softeners. The new 'Dirt is Good' laundry mix with improved cleaning and longer-lasting freshness has been introduced in Brazil, Argentina and Chile.

The new *Dove* 'Go Fresh' range includes skin cleansing bars, body washes, deodorants, mists and shampoos. *Axe* 'Bullet' in a new pocket size and 'proximity' body sprays with more subtle fragrances broaden the brand's appeal.

### 3. OPERATIONAL REVIEW (continued)

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#### 3.3 Asia Africa

	First Quarter 2008			% Underlying sales growth
	2008	2007	% Change	
Turnover (€ million)	2 938	2 753	6.7	14.2
Operating Margin (%)	13.2	11.9		
Impact of RDIs (%)*	-	(0.7)		

\* Restructuring, business disposals and other items

#### Growth

Underlying sales growth accelerated to 14.2%. This included continued volume gain of 7.5% and price increases of 6.3%.

The good performance remains very broad-based, with most countries, and most categories, growing more than 10%. India, China and Turkey have been particularly strong in terms of both sales and market share gain. Australia, Japan and Thailand were weaker against relatively tough comparators in the first quarter of last year.

#### Profitability

The operating margin, at 13.2%, was 1.3 percentage points higher than last year. The underlying improvement was 0.6 percentage points, driven by overheads savings programmes and the benefit of higher sales on fixed costs and marketing investment. Higher commodity costs were largely offset by pricing action and materials savings programmes.

#### Accelerating change

Plans to move to a single SAP system for the region are progressing, with South Africa going live in January and joining Turkey, Arabia and Israel where the implementation is already complete. Further roll-outs are planned through 2008 and 2009.

We have announced the formation of a regional supply chain organisation, to be based in Singapore.

#### Innovation

*Clear* shampoo continues to strengthen its position in the countries where it was launched last year. An updated *Sunsilk* range with new variants and advertising campaign oriented to younger consumers has been introduced in India, Indonesia and the Philippines. The *Pond's* range has been revitalised in most of the larger countries with the launch of 'Age Miracle' and 'Flawless White' and the core moisturising range is now being renovated.

In laundry, we have introduced multi-chamber sachets under the *Surf Excel* brand in India. In Turkey a series of initiatives include the new global 'Dirt is Good' mix, and more 'natural' propositions for *Surf* and *Rinso*.

The new Knorr bouillon jellies for preparing thick soups are building distribution in China. *Lipton* green teas have been launched in Turkey, and gained Rainforest Alliance certification in Japan. *Amaze* nutritional snacks, launched last year in Turkey, have been introduced in India.

## CAUTIONARY STATEMENT

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This announcement may contain forward-looking statements, including 'forward-looking statements' within the meaning of the United States Private Securities Litigation Reform Act of 1995. Words such as 'expects', 'anticipates', 'intends' or the negative of these terms and other similar expressions of future performance or results, including financial objectives to 2010, and their negatives are intended to identify such forward-looking statements. These forward-looking statements are based upon current expectations and assumptions regarding anticipated developments and other factors affecting the Group. They are not historical facts, nor are they guarantees of future performance. Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements, including, among others, competitive pricing and activities, consumption levels, costs, the ability to maintain and manage key customer relationships and supply chain sources, currency values, interest rates, the ability to integrate acquisitions and complete planned divestitures, physical risks, environmental risks, the ability to manage regulatory, tax and legal matters and resolve pending matters within current estimates, legislative, fiscal and regulatory developments, political, economic and social conditions in the geographic markets where the Group operates and new or changed priorities of the Boards. Further details of potential risks and uncertainties affecting the Group are described in the Group's filings with the London Stock Exchange, Euronext Amsterdam and the US Securities and Exchange Commission, including the Annual Report on Form 20-F. These forward-looking statements speak only as of the date of this document. Except as required by any applicable law or regulation, the Group expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Group's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

## CONDENSED FINANCIAL STATEMENTS

### INCOME STATEMENT

(unaudited)

€ million

	First Quarter		Increase/ (Decrease)	
	2008	2007	Current rates	Constant rates
<b>Continuing operations:</b>				
<b>Turnover</b>	9 571	9 528	– %	6 %
<b>Operating profit</b>	1 815	1 302	39 %	46 %
After (charging)/crediting:				
Restructuring, business disposals and other items (see note 3)	393	(86)		
Net finance costs	(86)	(70)		
Finance income	24	27		
Finance costs	(145)	(131)		
Pensions and similar obligations	35	34		
Share in net profit/(loss) of joint ventures	44	27		
Share in net profit/(loss) of associates	9	48		
Other income from non-current investments	–	25		
<b>Profit before taxation</b>	1 782	1 332	34 %	39 %
Taxation	(375)	(280)		
<b>Net profit from continuing operations</b>	1 407	1 052	34 %	39 %
Net profit/(loss) from discontinued operations	–	22		
<b>Net profit for the period</b>	1 407	1 074	31 %	36 %
<b>Attributable to:</b>				
Minority interests	68	61		
Shareholders' equity	1 339	1 013	32 %	37 %
<b>Combined earnings per share</b>				
Continuing operations (Euros)	0.47	0.34	37 %	42 %
Continuing operations – diluted (Euros)	0.46	0.33	37 %	42 %
Discontinued operations (Euros)	–	0.01		
Discontinued operations – diluted (Euros)	–	0.01		
Total operations (Euros)	0.47	0.35	35 %	39 %
Total operations – diluted (Euros)	0.46	0.34	34 %	39 %

## CONDENSED FINANCIAL STATEMENTS (continued)

### STATEMENT OF RECOGNISED INCOME AND EXPENSE

(unaudited)

€ million	First Quarter	
	2008	2007
Fair value gains/(losses) on financial instruments net of tax	(76)	1
Actuarial gains/(losses) on pension schemes net of tax	77	450
Currency retranslation gains/(losses) net of tax	(671)	(13)
<b>Net income/(expense) recognised directly in equity</b>	<b>(670)</b>	<b>438</b>
Net profit for the period	1 407	1 074
<b>Total recognised income and expense for the period</b>	<b>737</b>	<b>1 512</b>
<b>Attributable to:</b>		
Minority interests	37	61
Shareholders' equity	700	1 451

### CASH FLOW STATEMENT

(unaudited)

€ million	First Quarter	
	2008	2007
<b>Operating activities</b>		
Cash flow from operating activities	268	451
Income tax paid	(160)	(249)
<b>Net cash flow from operating activities</b>	<b>108</b>	<b>202</b>
<b>Investing activities</b>		
Interest received	38	11
Net capital expenditure	(217)	(194)
Acquisitions and disposals	497	14
Other investing activities	71	64
<b>Net cash flow from/(used in) investing activities</b>	<b>389</b>	<b>(105)</b>
<b>Financing activities</b>		
Dividends paid on ordinary share capital	(39)	(157)
Interest and preference dividends paid	(61)	(85)
Change in financial liabilities	265	647
Share buy-back programmes	(604)	(92)
Other movements on treasury stock	4	13
Other financing activities	(2)	(36)
<b>Net cash flow from/(used in) financing activities</b>	<b>(437)</b>	<b>290</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>60</b>	<b>387</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>901</b>	<b>710</b>
Effect of foreign exchange rate changes	(27)	63
<b>Cash and cash equivalents at the end of period</b>	<b>934</b>	<b>1 160</b>

## CONDENSED FINANCIAL STATEMENTS (continued)

### BALANCE SHEET

(unaudited)

€million	As at 31 March 2008	As at 31 December 2007	As at 31 March 2007
<b>Non-current assets</b>			
Goodwill	11 804	12 244	12 393
Intangible assets	4 353	4 511	4 744
Property, plant and equipment	5 942	6 284	6 165
Pension asset for funded schemes in surplus	2 155	2 008	1 779
Deferred tax assets	935	1 003	1 164
Other non-current assets	1 229	1 324	1 240
<b>Total non-current assets</b>	<b>26 418</b>	<b>27 374</b>	<b>27 485</b>
<b>Current assets</b>			
Inventories	4 305	3 894	4 140
Trade and other current receivables	4 790	4 194	4 833
Current tax assets	239	367	160
Cash and cash equivalents	1 254	1 098	1 535
Other financial assets	167	216	266
Non-current assets held for sale	142	159	17
<b>Total current assets</b>	<b>10 897</b>	<b>9 928</b>	<b>10 951</b>
<b>Current liabilities</b>			
Financial liabilities	(4 121)	(4 166)	(5 102)
Trade payables and other current liabilities	(8 372)	(8 017)	(8 096)
Current tax liabilities	(430)	(395)	(664)
Provisions	(868)	(968)	(874)
Liabilities associated with non-current assets held for sale	–	(13)	–
<b>Total current liabilities</b>	<b>(13 791)</b>	<b>(13 559)</b>	<b>(14 736)</b>
<b>Net current assets/(liabilities)</b>	<b>(2 894)</b>	<b>(3 631)</b>	<b>(3 785)</b>
<b>Total assets less current liabilities</b>	<b>23 524</b>	<b>23 743</b>	<b>23 700</b>
<b>Non-current liabilities</b>			
Financial liabilities due after one year	5 678	5 483	4 353
Non-current tax liabilities	218	233	211
Pensions and post-retirement healthcare benefits liabilities:			
Funded schemes in deficit	853	827	785
Unfunded schemes	2 077	2 270	3 305
Provisions	741	694	881
Deferred tax liabilities	1 294	1 213	1 108
Other non-current liabilities	226	204	252
<b>Total non-current liabilities</b>	<b>11 087</b>	<b>10 924</b>	<b>10 895</b>
<b>Equity</b>			
Shareholders' equity	11 977	12 387	12 234
Minority interests	460	432	571
<b>Total equity</b>	<b>12 437</b>	<b>12 819</b>	<b>12 805</b>
<b>Total capital employed</b>	<b>23 524</b>	<b>23 743</b>	<b>23 700</b>

## NOTES TO THE FINANCIAL STATEMENTS

(unaudited)

### 1 ACCOUNTING INFORMATION AND POLICIES

The condensed interim financial statements are based on International Financial Reporting Standards (IFRS) as adopted by the EU and IFRS as issued by the International Accounting Standards Board, and have been prepared in accordance with International Accounting Standard (IAS) 34 'Interim Financial Reporting'. The basis of preparation is consistent with that applied for the year ended 31 December 2007.

The condensed financial statements are shown at current exchange rates, while percentage year-on-year changes are shown at both current and constant exchange rates to facilitate comparison.

The income statement on page 8 and the statement of recognised income and expense and the cash flow statement on page 9 are translated at rates current in each period. The balance sheet on page 10 is translated at period-end rates of exchange.

The financial statements attached do not constitute the full financial statements within the meaning of Section 240 of the UK Companies Act 1985. Full accounts for Unilever for the year ended 31 December 2007 will be delivered to the Registrar of Companies. The auditors' report on these accounts was unqualified and did not contain a statement under Section 237(2) or Section 237(3) of the UK Companies Act 1985.

### 2 NON-GAAP MEASURES

In our financial reporting we use certain measures that are not recognised under IFRS or other generally accepted accounting principles (GAAP). We do this because we believe that these measures are useful to investors and other users of our financial statements in helping them to understand underlying business performance. Wherever we use such measures, we make clear that these are not intended as a substitute for recognised GAAP measures. Wherever appropriate and practical, we provide reconciliations to relevant GAAP measures.

The principal non-GAAP measure which we apply in our quarterly reporting is underlying sales growth, which we reconcile to changes in the GAAP measure turnover in note 4. We also report annually against two further non-GAAP measures: Ungearred Free Cash Flow and Return on Invested Capital. Further information about these measures and their reconciliation to GAAP measures is given on our website at [www.unilever.com/ourcompany/investorcentre](http://www.unilever.com/ourcompany/investorcentre)

### 3 SIGNIFICANT ITEMS WITHIN THE INCOME STATEMENT

In our income statement reporting we recognise restructuring costs, profits and losses on business disposals and certain other one-off items, which we collectively term RDIs. We disclose on the face of our income statement the total value of such items that arise within operating profit. In our operating review by geographic segment and in note 4 we highlight the impact of these items on our operating margin. The impact of these items, and of similar items arising within other elements of our income statement, on our reported net profit for the first quarter was as follows:

€million	First Quarter	
	2008	2007
RDIs within operating profit:		
Restructuring	(124)	(121)
Business disposals	517	30
Other one-off items	–	5
	<hr/>	<hr/>
	393	(86)
Tax effect of RDIs within operating profit:	(61)	35
RDIs arising below operating profit:	24	80
Total impact of RDIs on net profit	<hr/>	<hr/>
	356	29

The impact of RDIs on reported Earnings Per Share is given in note 9.

## NOTES TO THE FINANCIAL STATEMENTS (continued)

(unaudited)

### 4 SEGMENTAL ANALYSIS (Continuing operations)

On 28 February 2008 Unilever announced a number of organisational changes. As part of these changes, our operations in Central and Eastern Europe will in future be managed within an enlarged region together with those in Asia and Africa, with Western Europe becoming a standalone region. Since these changes are taking place progressively during the remainder of 2008, we are continuing to report quarterly against our structure as it applied in 2007. In our fourth quarter reporting for 2008 we will provide additional analysis of our regional results against the new structure, including restated amounts for each of the quarters of 2008, and will report on the new basis thereafter.

#### By geography – First Quarter

€million	Europe	Americas	Asia Africa	Total
<b>Turnover</b>				
2007	3 544	3 231	2 753	9 528
2008	3 494	3 139	2 938	9 571
Change	(1.4)%	(2.8)%	6.7 %	0.5 %
<b>Impact of:</b>				
Exchange rates	(2.0)%	(7.7)%	(6.3)%	(5.3)%
Acquisitions	0.0 %	0.0 %	0.1 %	0.0 %
Disposals	(1.6)%	(1.1)%	(0.4)%	(1.1)%
<b>Underlying sales growth</b>	2.3 %	6.4 %	14.2 %	7.2 %
Price	2.5 %	5.9 %	6.3 %	4.8 %
Volume	(0.2)%	0.5 %	7.5 %	2.3 %

#### Operating profit

2007	510	465	327	1 302
2008	991	437	387	1 815
Change current rates	94.4 %	(6.2)%	18.4 %	39.4 %
Change constant rates	96.4 %	2.5 %	29.2 %	46.2 %

#### Operating margin

2007	14.4 %	14.4 %	11.9 %	13.7 %
2008	28.3 %	13.9 %	13.2 %	19.0 %

*Includes restructuring, business disposals and other items*

2007	(1.3)%	(0.6)%	(0.7)%	(0.9)%
2008	11.9 %	(0.8)%	0.0 %	4.1 %

#### By operation – First Quarter

€million	Savoury, dressings and spreads	Ice cream and beverages	Personal care	Home care and other	Total
<b>Turnover</b>					
2007	3 375	1 614	2 749	1 790	9 528
2008	3 426	1 622	2 720	1 803	9 571
Change	1.6 %	0.5 %	(1.1)%	0.7 %	0.5 %
<b>Impact of:</b>					
Exchange rates	(4.3)%	(5.5)%	(6.2)%	(5.5)%	(5.3)%
Acquisitions	0.0 %	0.2 %	0.0 %	0.0 %	0.0 %
Disposals	(1.6)%	(1.1)%	(0.4)%	(1.2)%	(1.1)%
<b>Underlying sales growth</b>	7.9 %	7.3 %	5.8 %	7.8 %	7.2 %
<b>Operating profit</b>					
2007	457	114	542	189	1 302
2008	915	216	515	169	1 815
Change current rates	100.1 %	89.5 %	(5.0)%	(10.7)%	39.4 %
Change constant rates	107.6 %	97.8 %	1.3 %	(4.8)%	46.2 %
<b>Operating margin</b>					
2007	13.5 %	7.1 %	19.7 %	10.6 %	13.7 %
2008	26.7 %	13.3 %	18.9 %	9.4 %	19.0 %

## NOTES TO THE FINANCIAL STATEMENTS (continued)

(unaudited)

### 5 TAXATION

The tax rate for the first quarter was 22%, in line with the first quarter last year. The tax rate is calculated by dividing the tax charge by pre-tax profit excluding the contribution of joint ventures and associates. The tax charge for the first quarter includes €18 million (2007: €61 million) relating to United Kingdom taxation.

### 6 RECONCILIATION OF NET PROFIT TO CASH FLOW FROM OPERATING ACTIVITIES

€million	First Quarter	
	2008	2007
Net profit	1 407	1 074
Taxation	375	282
Share of net profit of joint ventures/associates and other income from non-current investments	(53)	(100)
Net finance costs	86	70
Operating profit (continuing and discontinued operations)	1 815	1 326
Depreciation, amortisation and impairment	233	242
Changes in working capital	(1 222)	(956)
Pensions and similar provisions less payments	(31)	(78)
Restructuring and other provisions less payments	(9)	(63)
Elimination of (profits)/losses on disposals	(540)	(55)
Non-cash charge for share-based compensation	22	37
Other adjustments	–	(2)
<b>Cash flow from operating activities</b>	<b>268</b>	<b>451</b>

### 7 NET DEBT

€million	As at	As at
	31 March 2008	31 December 2007
Total financial liabilities	(9 799)	(9 649)
Financial liabilities due within one year	(4 121)	(4 166)
Financial liabilities due after one year	(5 678)	(5 483)
Cash and cash equivalents as per balance sheet	1 254	1 098
Cash and cash equivalents as per cash flow statement	934	901
Add bank overdrafts deducted therein	320	197
Financial assets	167	216
<b>Net debt</b>	<b>(8 378)</b>	<b>(8 335)</b>

On 21 February 2008 Unilever issued Swiss franc notes to the value of CHF 600 million (€360 million) in two tranches: CHF 250 million with an interest rate of 3.125% and maturing in January 2012, and CHF 350 million at 3.5% maturing in March 2015.

### 8 MOVEMENTS IN EQUITY

€million	First Quarter	
	2008	2007
Equity at 1 January	12 819	11 672
Total recognised income and expense for the period	737	1 512
Movement in treasury stock	(1 110)	(494)
Share-based payment credit	22	30
Dividends paid to minority shareholders	(6)	(6)
Currency retranslation gains/(losses) net of tax	(16)	(3)
Other movements in equity	(9)	94
<b>Equity at the end of the period</b>	<b>12 437</b>	<b>12 805</b>

During the quarter we completed the purchase of shares to the value of €604 million under the share buy-back programme announced in February 2008.

## NOTES TO THE FINANCIAL STATEMENTS (continued)

(unaudited)

### 9 COMBINED EARNINGS PER SHARE

The combined earnings per share calculations are based on the average number of share units representing the combined ordinary shares of NV and PLC in issue during the period, less the average number of shares held as treasury stock.

In calculating diluted earnings per share, a number of adjustments are made to the number of shares, principally the following: (i) conversion into PLC ordinary shares in the year 2038 of shares in a group company under the arrangements for the variation of the Leverhulme Trust and (ii) the exercise of share options by employees.

Earnings per share for total operations for the first quarter were calculated as follows:

	<u>2008</u>	<u>2007</u>
<b>Combined EPS – Basic</b>		
	Millions of units	
Average number of combined share units	2 839.9	2 890.5
	€ million	
Net profit attributable to shareholders' equity	1 339	1 013
Combined EPS (Euros)	0.47	0.35
<b>Combined EPS – Diluted</b>		
	Millions of units	
Adjusted average number of combined share units	2 936.6	2 984.9
Combined EPS – diluted (Euros)	0.46	0.34
<b>Impact of RDIs on Earnings Per Share</b>		
	€ million	
Total impact of RDIs on reported net profit (see note 3)	356	29
Impact of RDIs on basic earnings per share (Euros)	0.12	0.01
<b>Earnings per share in US Dollars and Sterling</b>		
Combined EPS (Dollars)	0.71	0.46
Combined EPS – diluted (Dollars)	0.68	0.44
Combined EPS (Pounds)	0.36	0.23
Combined EPS – diluted (Pounds)	0.35	0.23

The numbers of shares included in the calculation of earnings per share is an average for the period. During the period the following movements took place in the numbers of shares included in the basic earnings per share calculation:

	<u>Millions</u>
Number of shares at 31 December 2007 (net of treasury stock)	2 853.1
Net movements in shares under incentive schemes	3.0
Share buy-back	(29.2)
Number of shares at 31 March 2008	2 826.9

## NOTES TO THE FINANCIAL STATEMENTS (continued)

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(unaudited)

### 10 OTHER INFORMATION

On 4 February 2008 Unilever announced that it had signed an agreement to acquire Inmarko, the leading Russian ice cream company, for an undisclosed amount. The transaction was completed on 2 April 2008. The company had a turnover in 2007 of approximately €115 million.

On 10 April 2008, Unilever entered into a settlement with Mars to bring an end to all claims made by Mars concerning Unilever's distribution arrangements for the sale of impulse ice cream. Prior to the settlement, Mars had initiated proceedings against Unilever in a number of European jurisdictions. The settlement does not imply any admission of liability on Unilever's part. The payment to be made by Unilever to Mars under the terms of the settlement has been fully provided for and is not material to Unilever's results.

Supplementary information in US Dollars and Sterling is available on our website at: [www.unilever.com/ourcompany/investorcentre](http://www.unilever.com/ourcompany/investorcentre)

The results for the second quarter and for the first half year 2008 will be published on 31 July 2008. The Annual General Meetings (AGM's) for Unilever PLC and Unilever N.V. will be held on 14 May and 15 May 2008 respectively.

### 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)

8 May 2008