



## FOURTH QUARTER AND ANNUAL RESULTS 2007

### KEY FINANCIALS

(unaudited)

Fourth Quarter 2007			€million	Full Year 2007		
Current rates	Increase/(Decrease) Current rates	Constant rates		Current rates	Increase/(Decrease) Current rates	Constant rates
			Continuing operations:			
9 890	2 %	5 %	Turnover	40 187	1 %	5 %
1 097	3 %	11 %	Operating profit	5 245	(3)%	1 %
1 070	3 %	10 %	Pre-tax profit	5 184	7 %	11 %
782	(13)%	(6)%	Net profit from continuing operations	4 056	10 %	14 %
787	(63)%	(59)%	Net profit from total operations*	4 136	(18)%	(15)%
0.25	(12)%	(5)%	EPS from continuing operations (Euros)	1.32	12 %	16 %
0.25	(64)%	(61)%	EPS from total operations* (Euros)	1.35	(18)%	(15)%

\* Includes €1.2 billion profit on disposal of frozen foods businesses in Europe in the fourth quarter of 2006, as discontinued operations.

### STRONG FINISH TO A GOOD YEAR

#### Full Year Financials

- Underlying sales growth of 5.5%. Operating margin of 13.1%, with an underlying improvement of 0.2 percentage points.
- Earnings per share from continuing operations up 12%.
- Proposed final dividend of €0.50 per NV ordinary share and 34.11p per PLC ordinary share, raising the total regular dividend for the year by 7% for both NV and PLC. Share buy-back of at least €1.5 billion planned for 2008.

#### Fourth Quarter Financials

- Underlying sales growth of 6.1%, including 3.0% from pricing.
- Operating margin of 11.1%, with an underlying improvement of 0.2 percentage points, after an increase in advertising and promotions of 0.6 percentage points of sales.

#### Operational Highlights of the Year

- Widespread growth across regions and categories consistent with our strategy of concentrating resources on developing and emerging markets, personal care and Vitality focused innovation.
- Marked improvement in Europe: growth of 2.8% in the year, and a strong fourth quarter.
- Increasing contribution from price in response to rising commodity costs.
- Strong cost savings programmes delivering €1 billion in the year. Accelerated restructuring plan progressing well.
- Further steps to shape the portfolio including the announcements of the acquisition of the leading Russian ice cream company Inmarko, the extension of the Pepsi/Lipton partnership and the disposals of Lawry's and Boursin.

## GROUP CHIEF EXECUTIVE COMMENT

“The fourth quarter was a strong finish to a good year. 2007 marks the third successive year of accelerating sales growth and came with an underlying improvement in margin. This is clear evidence that our strategy of focusing resources on faster growing and profitable segments is succeeding.

The re-shaping of the business and the acceleration of our change programme are bringing real benefits. They make Unilever a more flexible and resilient company, better placed to meet the challenges of operating in a tougher economic and cost environment.

We therefore remain confident of achieving our 2010 goals – for an operating margin in excess of 15% while delivering consistent, competitive growth along the way.

In 2008 we expect underlying sales growth to be towards the upper end of our 3-5% target range and to see a further underlying improvement in operating margin.”

Patrick Cescau, Group Chief Executive

7 February 2008

## 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)