

## Sterling supplement to the restatement of financial information under IFRS

This document is a supplement to the restatement of financial information for the year ended 31 December 2004 under International Financial Reporting Standards as published on 2 November 2005. This document is prepared for reference purposes only, Unilever's reporting currency is the Euro. The income statement, statement of recognised income and expense and cash flow statement are translated at rates current in each period. The balance sheet is translated at period-end rates of exchange.

### Consolidated income statements

(unaudited)

	27 March 2004 £ million	26 June 2004 £ million	25 September 2004 £ million	For the quarter ended 31 December 2004 £ million	For the year ended 31 December 2004 £ million
<b>Turnover</b>	6 180	6 795	6 680	6 864	26 519
Operating costs	(5 282)	(5 753)	(5 541)	(7 018)	(23 594)
<b>Operating profit/(loss)</b>	898	1 042	1 139	(154)	2 925
After charging:					
Impairment of <i>Slim-Fast</i>	–	–	–	(536)	(536)
Provision for Brazilian sales tax	–	–	–	(115)	(115)
Finance costs	(96)	(99)	(97)	(95)	(387)
Other finance income/(cost) – pensions and similar obligations	(13)	(15)	(12)	(1)	(41)
Share of net profit of joint ventures	6	6	9	5	26
Share of net profit of associates	1	–	–	–	1
Income from other non-current investments	9	13	1	14	37
<b>Profit/(loss) before taxation</b>	805	947	1 040	(231)	2 561
Taxation	(258)	(232)	(251)	174	(567)
<b>Profit/(loss) for the period</b>	547	715	789	(57)	1 994
<b>Attributable to:</b>					
Minority interests	33	36	30	27	126
Shareholders' equity	514	679	759	(84)	1 868
<b>Combined earnings per share</b>					
Per 1.4p ordinary PLC share (pence)	7.90	10.50	11.75	(1.36)	28.79
Per 1.4p ordinary PLC share (pence) – diluted	7.59	10.07	11.28	(1.29)	27.65

### Consolidated statements of recognised income and expense

(unaudited)

	27 March 2004 £ million	26 June 2004 £ million	25 September 2004 £ million	For the quarter ended 31 December 2004 £ million	For the year ended 31 December 2004 £ million
Actuarial gains/(losses) on pension schemes net of tax	22	(58)	(31)	(258)	(325)
Net currency retranslation adjustments net of tax	(239)	(135)	235	183	44
<b>Net income/(expense) recognised directly in equity</b>	(217)	(193)	204	(75)	(281)
Profit/(loss) for the period	547	715	789	(57)	1 994
<b>Total recognised income and expense for the period</b>	330	522	993	(132)	1 713
<b>Attributable to:</b>					
Minority interests	33	25	32	22	112
Shareholders' equity	297	497	961	(154)	1 601

**Consolidated balance sheets**  
(unaudited)

	At 1 January 2004 £ million	At 27 March 2004 £ million	At 26 June 2004 £ million	At 25 September 2004 £ million	At 31 December 2004 £ million	At 1 January 2005 £ million
<b>Non-current assets</b>						
Goodwill	9 526	9 221	9 138	9 309	8 559	8 465
Intangible assets	3 615	3 492	3 478	3 537	3 463	3 420
Property, plant and equipment	4 640	4 457	4 381	4 446	4 369	4 277
Biological assets	21	19	21	24	23	23
Joint ventures and associates	40	41	46	53	39	39
Other non-current investments	498	485	494	495	493	493
Pension asset for funded schemes in surplus	490	556	526	510	442	442
Trade and other receivables due after more than one year	156	141	169	179	197	528
Deferred tax assets	818	791	884	891	1 054	1 054
<b>Total non-current assets</b>	<b>19 804</b>	<b>19 203</b>	<b>19 137</b>	<b>19 444</b>	<b>18 639</b>	<b>18 741</b>
<b>Assets held for sale</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>265</b>
<b>Current assets</b>						
Inventories	2 954	3 018	2 875	2 856	2 655	2 644
Trade and other receivables due within one year	3 331	3 559	3 480	3 291	2 920	2 994
Financial assets	1 130	896	791	686	716	378
Cash and cash equivalents	1 237	1 500	1 529	1 136	1 124	1 117
<b>Total current assets</b>	<b>8 652</b>	<b>8 973</b>	<b>8 675</b>	<b>7 969</b>	<b>7 415</b>	<b>7 133</b>
<b>Current liabilities</b>						
Creditors due within one year	(10 777)	(10 473)	(10 310)	(9 096)	(8 956)	(9 910)
Borrowings	(5 261)	(5 014)	(4 871)	(3 878)	(3 644)	(4 558)
Trade and other payables	(5 516)	(5 459)	(5 439)	(5 218)	(5 312)	(5 352)
Current tax liabilities	(515)	(585)	(639)	(587)	(507)	(508)
<b>Net current assets/(liabilities)</b>	<b>(2 640)</b>	<b>(2 085)</b>	<b>(2 274)</b>	<b>(1 714)</b>	<b>(2 048)</b>	<b>(3 285)</b>
<b>Total assets less current liabilities</b>	<b>17 164</b>	<b>17 118</b>	<b>16 863</b>	<b>17 730</b>	<b>16 591</b>	<b>15 721</b>
<b>Non-current liabilities</b>						
Creditors due after more than one year	6 461	6 309	6 554	6 482	5 380	5 608
Borrowings	5 991	5 801	6 020	5 937	4 873	5 105
Trade and other payables	470	508	534	545	507	503
Provisions for liabilities and charges (excluding pensions and similar obligations)	636	569	528	556	964	963
Restructuring and other provisions	617	551	512	542	953	952
Interest in associate	19	18	16	14	11	11
Liabilities for pensions and similar obligations	4 147	4 117	4 097	4 042	4 297	4 295
Pension liability for funded schemes in deficit	1 633	1 649	1 638	1 563	1 620	1 619
Pension liability for unfunded schemes	2 514	2 468	2 459	2 479	2 677	2 676
Deferred tax liabilities	841	803	797	769	557	555
<b>Total non-current liabilities</b>	<b>12 085</b>	<b>11 798</b>	<b>11 976</b>	<b>11 849</b>	<b>11 198</b>	<b>11 421</b>
<b>Liabilities held for sale</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>13</b>
<b>Shareholders' equity</b>						
<b>Total shareholders' equity</b>	<b>4 768</b>	<b>5 000</b>	<b>4 628</b>	<b>5 626</b>	<b>5 135</b>	<b>4 029</b>
Minority interests	311	320	259	255	258	258
<b>Total equity</b>	<b>5 079</b>	<b>5 320</b>	<b>4 887</b>	<b>5 881</b>	<b>5 393</b>	<b>4 287</b>
<b>Total capital employed</b>	<b>17 164</b>	<b>17 118</b>	<b>16 863</b>	<b>17 730</b>	<b>16 591</b>	<b>15 721</b>

**Consolidated cash flow statements**  
(unaudited)

	27 March 2004 £ million	26 June 2004 £ million	25 September 2004 £ million	For the period ended 31 December 2004 £ million
<b>Operating activities</b>				
Cash flow from operating activities	655	1 724	3 026	4 696
Income tax paid	(164)	(388)	(745)	(934)
<b>Net cash flow from operating activities</b>	<b>491</b>	<b>1 336</b>	<b>2 281</b>	<b>3 762</b>
<b>Investing activities</b>				
Dividends from joint ventures, associates and other non-current investments	8	14	28	62
Interest received	8	24	52	114
Purchase of intangible assets	(11)	(24)	(32)	(60)
Purchase of property, plant and equipment	(123)	(261)	(409)	(663)
Disposal of property, plant and equipment	18	33	42	134
Acquisition of group companies, associates and joint ventures	(10)	(11)	(25)	(27)
Acquisition of other non-current investments	(4)	(4)	(9)	(17)
Consideration paid in respect of acquisitions made in previous years	(105)	(108)	(108)	(107)
Disposal of group companies, associates and joint ventures	54	115	200	280
Disposal of other non-current investments	6	27	45	46
Payments in advance for future disposals	–	–	–	68
(Purchase)/sale of financial assets	(63)	(126)	24	88
<b>Net cash flow from/(used in) investing activities</b>	<b>(222)</b>	<b>(321)</b>	<b>(192)</b>	<b>(82)</b>
<b>Financing activities</b>				
Dividends paid on ordinary share capital	–	(649)	(754)	(1 166)
Preference dividends paid	(1)	(8)	(8)	(19)
Dividends and other payments to minority shareholders and joint ventures	(10)	(42)	(121)	(147)
Interest paid	(72)	(220)	(310)	(515)
Purchase of own shares	(82)	(231)	(227)	(225)
Issue/(purchase) of shares by group companies to/(from) minority shareholders	–	–	3	5
Additional borrowings and change in short-term borrowings	2 626	4 004	2 986	2 012
Repayment of borrowings	(2 565)	(3 817)	(3 987)	(4 074)
Sale and leaseback transactions resulting in finance leases	126	125	127	143
Capital element of finance lease rental payments	(31)	(33)	(37)	(40)
<b>Net cash flow from/(used in) financing activities</b>	<b>(9)</b>	<b>(871)</b>	<b>(2 328)</b>	<b>(4 026)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>260</b>	<b>144</b>	<b>(239)</b>	<b>(346)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>1 011</b>	<b>1 011</b>	<b>1 011</b>	<b>1 011</b>
Effect of foreign exchange rate changes	29	191	226	329
<b>Cash and cash equivalents at the end of the period</b>	<b>1 300</b>	<b>1 346</b>	<b>998</b>	<b>994</b>

**Segmental analysis by operation**  
(unaudited)

	27 March 2004 £ million	26 June 2004 £ million	For the quarter ended 25 September 2004 £ million	For the quarter ended 31 December 2004 £ million	For the year ended 31 December 2004 £ million
<b>Turnover</b>					
Foods	3 395	3 926	3 785	3 788	14 894
Savoury and dressings	1 288	1 378	1 320	1 555	5 541
Spreads and cooking products	709	736	747	855	3 047
Beverages	500	516	499	528	2 043
Ice cream and frozen foods	898	1 296	1 219	850	4 263
Home and Personal Care	2 785	2 869	2 895	3 076	11 625
Personal care	1 620	1 732	1 761	1 886	6 999
Home care and other	1 165	1 137	1 134	1 190	4 626
<b>Total</b>	<b>6 180</b>	<b>6 795</b>	<b>6 680</b>	<b>6 864</b>	<b>26 519</b>
<b>Operating profit</b>					
Foods	459	645	657	(331)	1 430
Savoury and dressings	213	247	215	156	831
Spreads and cooking products	116	119	132	95	462
Beverages	63	72	65	(544)	(344)
Ice cream and frozen foods	67	207	245	(38)	481
Home and Personal Care	439	397	482	177	1 495
Personal care	263	280	353	176	1 072
Home care and other	176	117	129	1	423
<b>Total</b>	<b>898</b>	<b>1 042</b>	<b>1 139</b>	<b>(154)</b>	<b>2 925</b>
<b>Operating margin</b>					
Foods	13.5%	16.4%	17.4%	(8.7)%	9.6%
Savoury and dressings	16.5%	17.9%	16.3%	10.1%	15.0%
Spreads and cooking products	16.3%	16.3%	17.6%	11.1%	15.2%
Beverages	12.6%	13.9%	13.1%	(103.1)%	(16.9)%
Ice cream and frozen foods	7.4%	16.0%	20.1%	(4.6)%	11.3%
Home and Personal Care	15.8%	13.8%	16.6%	5.8%	12.9%
Personal care	16.3%	16.2%	20.0%	9.4%	15.3%
Home care and other	15.1%	10.3%	11.4%	(0.1)%	9.1%
<b>Total</b>	<b>14.5%</b>	<b>15.3%</b>	<b>17.0%</b>	<b>(2.2)%</b>	<b>11.0%</b>

**Segmental analysis by geography**  
(unaudited)

	27 March 2004 £ million	26 June 2004 £ million	25 September 2004 £ million	For the quarter ended 31 December 2004 £ million	For the year ended 31 December 2004 £ million
<u>Turnover</u>					
Europe	2 650	2 995	2 923	2 928	11 496
The Americas	1 995	2 143	2 125	2 231	8 494
Asia/Africa	1 535	1 657	1 632	1 705	6 529
Total	6 180	6 795	6 680	6 864	26 519
<u>Operating profit</u>					
Europe	404	453	567	147	1 571
The Americas	299	370	339	(362)	646
Asia/Africa	195	219	233	61	708
Total	898	1 042	1 139	(154)	2 925
<u>Operating margin</u>					
Europe	15.3%	15.1%	19.4%	5.0%	13.7%
The Americas	15.0%	17.3%	16.0%	(16.2)%	7.6%
Asia/Africa	12.7%	13.2%	14.2%	3.6%	10.8%
Total	14.5%	15.3%	17.0%	(2.2)%	11.0%