

## US DOLLAR SUPPLEMENT TO THE UNILEVER FOURTH QUARTER AND ANNUAL RESULTS 2006

This document is a supplement to the Unilever fourth quarter and annual results 2006 and is prepared for reference purposes only, Unilever's reporting currency is the Euro. The income statement, statement of recognised income and expense, movements in equity and cash flow statement are translated at rates current in each period. These rates were €1 = US \$1.25 for 2006 and €1 = US \$1.24 for 2005. The balance sheet is translated at period-end rates of exchange. These were €1 = US \$1.32 at 31 December 2006 and €1 = US \$1.18 at 31 December 2005. Certain items in the income statement and statement of recognised income and expense, notably currency retranslation recognised on the disposal of businesses, will not reflect the result which would arise if the reporting currency were to be US dollar.

### INCOME STATEMENT

(unaudited)

Fourth Quarter				US \$ million	Full Year			
2006	2005	Increase/ (Decrease)			2006	2005	Increase/ (Decrease)	
		Current rates	Constant rates			Current rates	Constant rates	
<b>Continuing operations:</b>								
12 497	11 680	7%	3%	<b>Turnover</b>	49 711	47 771	4%	3%
1 376	1 193	15%	10%	<b>Operating profit</b>	6 783	6 311	7%	6%
(591)	(244)			After (charging)/crediting:	(883)	(408)		
58	(1)			Restructuring	246	(310)		
334	–			Business disposals and impairments	334	–		
				Gains on US healthcare and UK pensions				
(110)	(181)			Net finance costs	(904)	(762)		
34	7			Finance income	160	161		
(152)	(173)			Finance costs	(741)	(857)		
–	–			Preference shares provision	(374)	–		
8	(15)			Pensions and similar obligations	51	(66)		
34	18			Share in net profit/(loss) of joint ventures	98	59		
42	(24)			Share in net profit/(loss) of associates	46	(32)		
2	11			Other income from non-current investments	36	42		
1 344	1 017	32%	25%	<b>Profit before taxation</b>	6 059	5 618	8%	7%
(191)	(203)			Taxation	(1 438)	(1 469)		
1 153	814	42%	35%	<b>Net profit from continuing operations</b>	4 621	4 149	11%	10%
1 509	49			Net profit/(loss) from discontinued operations	1 668	796		
2 662	863	208%	195%	<b>Net profit for the period</b>	6 289	4 945	27%	26%
<b>Attributable to:</b>								
87	61			Minority interests	339	260		
2 575	802	221%	206%	Shareholders' equity	5 950	4 685	27%	26%
<b>Combined earnings per share</b>								
0.37	0.27	42%	35%	Continuing operations (Dollars)	1.49	1.34	11%	10%
0.36	0.25	42%	35%	Continuing operations – diluted (Dollars)	1.44	1.29	11%	10%
0.52	0.01			Discontinued operations (Dollars)	0.57	0.27		
0.50	0.02			Discontinued operations – diluted (Dollars)	0.56	0.27		
0.89	0.28	220%	206%	Total operations (Dollars)	2.06	1.61	28%	27%
0.86	0.27	220%	205%	Total operations – diluted (Dollars)	2.00	1.56	28%	27%

**STATEMENT OF RECOGNISED INCOME AND EXPENSE**

(unaudited)

US \$ million

	Full Year	
	2006	2005
Fair value gains/(losses) on financial instruments net of tax	(950)	411
Actuarial gains/(losses) on pension schemes net of tax	1 070	(61)
Currency retranslation gains/(losses) net of tax	1 800	(877)
<b>Net income/(expense) recognised directly in equity</b>	1 920	(527)
Net profit for the period	6 289	4 945
<b>Total recognised income and expense for the period</b>	8 209	4 418
<b>Attributable to:</b>		
Minority interests	346	263
Shareholders' equity	7 863	4 155

**MOVEMENTS IN EQUITY**

(unaudited)

US \$ million

	Full Year	
	2006	2005
Equity at 1 January	10 378	8 899
Total recognised income and expense for the period	8 209	4 418
Dividends	(3 366)	(2 322)
Conversion of preference shares	–	1 157
Movements in treasury stock	148	(1 570)
Share-based payment credit	139	230
Dividends paid to minority shareholders	(231)	(271)
Currency retranslation gains/(losses) net of tax	96	(183)
Other movements in equity	(2)	20
<b>Equity at the end of the period</b>	15 371	10 378

## **BALANCE SHEET**

(unaudited)

<b>US \$ million</b>	<b>As at 31 December 2006</b>	<b>As at 31 December 2005</b>
<b><u>Non-current assets</u></b>		
Goodwill and intangible assets	22 659	21 376
Property, plant and equipment	8 266	7 686
Pension asset for funded schemes in surplus	2 235	1 226
Deferred tax assets	1 667	2 017
Other non-current assets	1 484	1 269
<b>Total non-current assets</b>	<b>36 311</b>	<b>33 574</b>
<b><u>Current assets</u></b>		
Inventories	5 001	4 863
Trade and other current receivables	5 649	5 719
Current tax assets	164	147
Other financial assets	312	396
Cash and cash equivalents	1 368	1 811
Non-current assets held for sale	17	258
<b>Total current assets</b>	<b>12 511</b>	<b>13 194</b>
<b><u>Current liabilities</u></b>		
Borrowings due within one year	(5 745)	(7 036)
Trade payables and other current liabilities	(10 449)	(9 742)
Current tax liabilities	(761)	(656)
Provisions	(1 329)	(762)
Liabilities associated with non-current assets held for sale	–	(31)
<b>Total current liabilities</b>	<b>(18 284)</b>	<b>(18 227)</b>
<b>Net current assets/(liabilities)</b>	<b>(5 773)</b>	<b>(5 033)</b>
<b>Total assets less current liabilities</b>	<b>30 538</b>	<b>28 541</b>
<b><u>Non-current liabilities</u></b>		
Borrowings due after one year	5 583	7 645
Pensions and post-retirement healthcare benefits liabilities:		
Funded schemes in deficit	1 816	2 859
Unfunded schemes	4 475	4 975
Provisions	1 088	866
Deferred tax liabilities	1 321	1 105
Other non-current liabilities	884	713
<b>Total non-current liabilities</b>	<b>15 167</b>	<b>18 163</b>
<b><u>Equity</u></b>		
Shareholders' equity	14 789	9 900
Minority interests	582	478
<b>Total equity</b>	<b>15 371</b>	<b>10 378</b>
<b>Total capital employed</b>	<b>30 538</b>	<b>28 541</b>

## **CASH FLOW STATEMENT**

(unaudited)

**US \$ million**

	<b>Full Year</b>	
	<b>2006</b>	<b>2005</b>
<b>Operating activities</b>		
Cash flow from operating activities	6 990	7 370
Income tax paid	(1 333)	(1 954)
<b>Net cash flow from operating activities</b>	<b>5 657</b>	<b>5 416</b>
<b>Investing activities</b>		
Interest received	157	162
Net capital expenditure	(1 171)	(1 011)
Acquisitions and disposals	2 228	975
Other investing activities	235	515
<b>Net cash flow from/(used in) investing activities</b>	<b>1 449</b>	<b>641</b>
<b>Financing activities</b>		
Dividends paid on ordinary share capital	(3 264)	(2 244)
Interest and preference dividends paid	(758)	(800)
Change in borrowings and finance leases	(4 114)	(1 095)
Movement on treasury stock	123	(1 588)
Other financing activities	(228)	(271)
<b>Net cash flow from/(used in) financing activities</b>	<b>(8 241)</b>	<b>(5 998)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>(1 135)</b>	<b>59</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>1 498</b>	<b>1 921</b>
Effect of foreign exchange rate changes	572	(482)
<b>Cash and cash equivalents at the end of period</b>	<b>935</b>	<b>1 498</b>

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

(unaudited)

**US \$ million**

	<b>Full Year</b>	
	<b>2006</b>	<b>2005</b>
Net profit	6 289	4 945
Taxation	1 671	1 619
Share of net profit of joint ventures/associates and other income from non-current investments	(182)	(68)
Net finance costs	909	769
Depreciation, amortisation and impairment	1 232	1 585
Changes in working capital	109	240
Pensions and similar provisions less payments	(1 302)	(662)
Restructuring and other provisions less payments	134	(286)
Elimination of (profits)/losses on disposals	(2 031)	(982)
Non-cash charge for share-based compensation	151	239
Other adjustments	10	(29)
<b>Cash flow from operating activities</b>	<b>6 990</b>	<b>7 370</b>

## **ANALYSIS OF NET DEBT**

(unaudited)

<b>US \$ million</b>	<b>As at</b>	<b>As at</b>
	<b>31 December</b>	<b>31 December</b>
	<b>2006</b>	<b>2005</b>
Total borrowings	(11 328)	(14 681)
Borrowings due within one year	(5 745)	(7 036)
Borrowings due after one year	(5 583)	(7 645)
Cash and cash equivalents as per balance sheet	1 368	1 811
Cash and cash equivalents as per cash flow statement	935	1 498
Add bank overdrafts deducted therein	433	314
Less cash and cash equivalents in assets/liabilities held for sale	–	(1)
Other financial assets	312	396
Derivatives and finance leases included in other receivables and other liabilities	(260)	39
<b>Net debt</b>	<b>(9 908)</b>	<b>(12 435)</b>

## **GEOGRAPHICAL ANALYSIS**

(unaudited)

### **Continuing operations – Fourth Quarter**

<b>US \$ million</b>	<b>Europe</b>	<b>Americas</b>	<b>Asia Africa</b>	<b>Total</b>
<b>Turnover</b>				
2005	4 321	4 225	3 134	11 680
2006	4 647	4 428	3 422	12 497
Change	7.6%	4.8%	9.2%	7.0%
<b>Impact of:</b>				
Exchange rates	8.1%	1.2%	2.5%	4.1%
Acquisitions	0.3%	0.1%	0.0%	0.1%
Disposals	(0.9)%	(0.8)%	(0.4)%	(0.7)%
<b>Underlying sales growth</b>	0.1%	4.3%	7.0%	3.4%
Price	0.1%	1.3%	2.4%	1.2%
Volume	0.0%	2.9%	4.5%	2.2%
<b>Operating profit</b>				
2005	166	711	316	1 193
2006	257	736	383	1 376
Change current rates	54.2%	3.6%	21.0%	15.3%
Change constant rates	19.6%	3.0%	17.7%	9.6%
<b>Operating margin</b>				
2005	3.8%	16.8%	10.1%	10.2%
2006	5.5%	16.6%	11.2%	11.0%
<i>Includes restructuring, business disposals and impairments, and Q4 2006 gains on UK pensions and US healthcare plans</i>				
2005	(3.7)%	(1.6)%	(0.3)%	(2.0)%
2006	(4.0)%	0.8%	(1.6)%	(1.6)%

### **Continuing operations – Full Year**

<b>US \$ million</b>	<b>Europe</b>	<b>Americas</b>	<b>Asia Africa</b>	<b>Total</b>
<b>Turnover</b>				
2005	18 586	16 395	12 790	47 771
2006	18 810	17 279	13 622	49 711
Change	1.2%	5.4%	6.5%	4.1%
<b>Impact of:</b>				
Exchange rates	1.0%	2.3%	(0.3)%	1.0%
Acquisitions	0.1%	0.1%	0.0%	0.1%
Disposals	(0.9)%	(0.7)%	(0.8)%	(0.8)%
<b>Underlying sales growth</b>	1.0%	3.7%	7.7%	3.8%
Price	(0.1)%	1.4%	1.8%	0.9%
Volume	1.1%	2.3%	5.8%	2.8%
<b>Operating profit</b>				
2005	2 567	2 138	1 606	6 311
2006	2 387	2 731	1 665	6 783
Change current rates	(7.0)%	27.7%	3.6%	7.5%
Change constant rates	(7.9)%	25.0%	4.0%	6.3%
<b>Operating margin</b>				
2005	13.8%	13.0%	12.6%	13.2%
2006	12.7%	15.8%	12.2%	13.6%
<i>Includes restructuring, business disposals and impairments, and Q4 2006 gains on UK pensions and US healthcare plans</i>				
2005	(0.9)%	(3.4)%	0.0%	(1.5)%
2006	(1.4)%	0.0%	(0.3)%	(0.6)%

### **Operating profit of discontinued operations – Full Year**

<b>US \$ million</b>	<b>Europe</b>	<b>Americas</b>	<b>Asia Africa</b>	<b>Total</b>
2005	284	25	–	309
2006	213	–	–	213

## PRODUCT AREA ANALYSIS

(unaudited)

### Continuing operations – Fourth Quarter

US \$ million	Savoury, dressings and spreads	Ice cream and beverages	Foods	Personal care	Home care and other	Home and Personal Care	Total
<b>Turnover</b>							
2005	4 487	1 723	6 210	3 300	2 170	5 470	11 680
2006	4 751	1 838	6 589	3 578	2 330	5 908	12 497
Change	5.9%	6.7%	6.1%	8.4%	7.4%	8.0%	7.0%
<b>Impact of:</b>							
Exchange rates	4.3%	5.3%	4.6%	3.3%	4.1%	3.6%	4.1%
Acquisitions	0.1%	0.2%	0.1%	0.2%	0.0%	0.2%	0.1%
Disposals	(0.7)%	(0.8)%	(0.7)%	(1.0)%	(0.5)%	(0.8)%	(0.7)%
<b>Underlying sales growth</b>	2.2%	1.9%	2.1%	5.8%	3.7%	4.9%	3.4%
<b>Operating profit</b>							
2005	519	15	534	534	125	659	1 193
2006	641	(37)	604	605	167	772	1 376
Change current rates	23.5%	(338.0)%	13.2%	13.0%	33.6%	16.9%	15.3%
Change constant rates	17.6%	(278.6)%	5.3%	9.4%	28.6%	13.1%	9.6%
<b>Operating margin</b>							
2005	11.6%	0.9%	8.6%	16.2%	5.8%	12.1%	10.2%
2006	13.5%	(2.0)%	9.2%	16.9%	7.2%	13.1%	11.0%

### Continuing operations – Full Year

US \$ million	Savoury, dressings and spreads	Ice cream and beverages	Foods	Personal care	Home care and other	Home and Personal Care	Total
<b>Turnover</b>							
2005	16 865	9 121	25 986	13 044	8 741	21 785	47 771
2006	17 264	9 502	26 766	13 948	8 997	22 945	49 711
Change	2.4%	4.2%	3.0%	6.9%	2.9%	5.3%	4.1%
<b>Impact of:</b>							
Exchange rates	1.0%	0.8%	1.0%	1.4%	1.1%	1.2%	1.0%
Acquisitions	0.0%	0.1%	0.0%	0.1%	0.0%	0.1%	0.1%
Disposals	(1.2)%	(0.4)%	(0.9)%	(0.9)%	(0.5)%	(0.7)%	(0.8)%
<b>Underlying sales growth</b>	2.6%	3.7%	2.9%	6.3%	2.3%	4.7%	3.8%
<b>Operating profit</b>							
2005	2 520	757	3 277	2 230	804	3 034	6 311
2006	2 499	1 129	3 628	2 400	755	3 155	6 783
Change current rates	(0.8)%	49.1%	10.7%	7.5%	(6.0)%	4.0%	7.5%
Change constant rates	(1.5)%	48.5%	10.1%	5.6%	(7.4)%	2.2%	6.3%
<b>Operating margin</b>							
2005	14.9%	8.3%	12.6%	17.1%	9.2%	13.9%	13.2%
2006	14.5%	11.9%	13.6%	17.2%	8.4%	13.7%	13.6%

**EARNINGS PER SHARE FOR TOTAL OPERATIONS IN US DOLLARS FOR THE FULL YEAR**

	<u>2006</u>	<u>2005</u>
<b>Combined EPS</b>		
Average number of combined share units	Thousands of units <u>2 883 258</u>	<u>2 912 970</u>
Net profit attributable to shareholders' equity	US \$ million <u>5 950</u>	<u>4 685</u>
Combined EPS (Dollars)	<u>2.06</u>	<u>1.61</u>
<b>Combined EPS – Diluted</b>		
Adjusted average number of combined share units	Thousands of units <u>2 972 468</u>	<u>3 006 909</u>
Adjusted net profit attributable to shareholders' equity	US \$ million <u>5 950</u>	<u>4 688</u>
Combined EPS – diluted (Dollars)	<u>2.00</u>	<u>1.56</u>