

Edgar Filing: UNILEVER PLC - Form 6-K

UNILEVER PLC  
Form 6-K  
November 01, 2007

FORM 6-K  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

REPORT OF FOREIGN ISSUER

Pursuant to Rule 13a-16 or 15d-16  
of the Securities Exchange Act of 1934

For the month of November, 2007

UNILEVER PLC  
(Translation of registrant's name into English)

UNILEVER HOUSE, BLACKFRIARS, LONDON, ENGLAND  
(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F..X.. Form 40-F.....

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):\_\_\_\_\_

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):\_\_\_\_\_

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes ..... No .X..

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82- \_\_\_\_\_

Exhibit 99 attached hereto is incorporated herein by reference.

Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

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UNILEVER PLC

/S/ S H M A Dumoulin  
By S H M A Dumoulin  
Secretary

Date: November 1, 2007

## EXHIBIT INDEX

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EXHIBIT NUMBER	EXHIBIT DESCRIPTION
99	Notice to London Stock Exchange dated 1 November 2007, 3rd Quarter Results

Exhibit 99

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

### KEY FINANCIALS (unaudited)

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

### THIRD QUARTER RESULTS SUSTAIN MOMENTUM

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### 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 EUR234 million charged to operating profit in the third quarter.

#### Interim dividend

- Interim dividend of EURO.25 per NV share and 17.00p per PLC share.

#### GROUP CHIEF EXECUTIVE COMMENT

"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

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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)

### UNILEVER THIRD quarter results 2007 AND INTERIM DIVIDENDS

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 and acquisitions and disposals. Unilever uses 'constant rate' and 'underlying' measures primarily for internal performance analysis and targeting purposes. We also use the movements in Ungearing 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 or US GAAP and are not intended to be a substitute for GAAP measures of turnover, profit 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 THIRD QUARTER

Underlying sales grew by 4.5% in the third quarter. This sustained the positive momentum of the first half year. But for the systems implementation in the US, which boosted the second quarter by 0.7% and reduced the third quarter by the same amount, the third quarter underlying sales growth would have been 5.2%. The underlying sales growth for the first nine months was 5.3% with consistent performance across all three quarters. There has been an increasing contribution from pricing, to 2.1% in the third quarter, as we take increases against sharply rising commodity costs.

The steady underlying improvement in Europe has continued, with 1.9% growth in the first nine months. The third quarter growth, at 0.7%, was lower, primarily due to the effect of weather on ice cream sales, which reduced overall European growth in the quarter by about 2 percentage points. The Americas were up by 4.2% in the first nine months, with solid growth of 3.6% in the US and 5.1% growth in Latin America. Asia Africa is showing consistent, broad-based growth across countries and categories, up by 11.4% in the first nine months.

All categories are showing good, volume-driven, growth in the first nine months.

Savoury, dressings, spreads and home care performed particularly well in the third quarter. In ice cream and beverages, there has been sustained strong growth in developing and emerging markets, but lower sales in Europe in the third quarter. Personal care had a slower third quarter, after a strong start to the year, partly reflecting the different phasing of innovation and the US systems implementation.

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Investment in advertising and promotions is being focused behind priority initiatives and has been increased broadly in line with sales in the first nine months.

Material costs continue to increase sharply, but we have been able to more than counter this over the first nine months through savings programmes and pricing actions. In the third quarter, the impact of higher commodity costs was 2.5 percentage points of sales, but this was offset by price growth and an increased level of savings.

### 2. FINANCIAL COMMENTARY

#### 2.1 Turnover

The underlying sales growth of 4.5% in the quarter and 5.3% in the first nine months was partly offset by the effects of disposals and exchange rates to leave turnover ahead by 1.2% for the quarter and by 1.3% for the year to date.

#### 2.2 Operating profit

Operating profit was 6.6% lower in the quarter. The operating margin at 13.7% was 1.1 percentage points lower than a year ago because of a higher level of restructuring costs. Before the impact of restructuring, disposals and impairments, the operating margin was 0.2 percentage points higher in the quarter. Advertising and promotions as a percentage of sales was 0.4 points lower than last year.

For the first nine months, operating profit was 4.6% lower than a year ago. The operating margin at 13.7% included a higher level of restructuring charges and less profit on disposals. Before these items the operating margin was 0.3 percentage points higher than a year ago.

#### 2.3 Finance costs and tax

Costs of financing net borrowings were 4.3% lower than last year in the quarter with the benefits of a lower level of net debt more than offsetting higher rates. For the first nine months, the cost of financing net borrowings was 19% lower.

In the third quarter of last year, a provision of EUR300 million was taken in relation to the 2005 conversion of preference shares issued in 1999. We are close to making the final payments and, with fees, the overall cost is some EUR310 million.

The credit on pensions financing increased to EUR42 million in the third quarter and EUR109 million for the first nine months, reflecting an improved funding position of our schemes and higher expected equity returns.

The tax rates of 22% in the quarter and 21% in the first nine months were lower than last year mainly reflecting the favourable settlement of tax audits and a better country mix. We now expect a tax rate of around 23% for the full year 2007.

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

Our share in net profit from joint ventures has increased by around 50% in the quarter and by around 60% in the first nine months, mainly driven by continuing strong growth in the partnerships between Lipton and PepsiCo for ready-to-drink tea.

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The combined share of net profit in associates and other income was slightly lower in the quarter but has increased to EUR88 million in the first nine months, from EUR30 million last year. This mainly reflects a gain in the first quarter in one of our venture capital funds.

### 2.5 Net profit and earnings per share

Net profit from continuing operations grew by 37% in the quarter and by 17% in the first nine months. EPS on the same basis grew by 44% and by 20% respectively.

Net profit, including discontinued operations, increased by 31% in the quarter and by 15% in the first nine months, with earnings per share on this basis up by 38% and 17%.

### 2.6 Dividends

In accordance with policy, the interim dividend has been set at 35% of last year's total dividend, based on the stronger of the two reporting currencies over the first nine months, which for this period was Sterling. The interim dividend, to be paid on 5 December 2007, is therefore fixed at 17.00p per 3 1/9p ordinary share of Unilever PLC, an increase of 9% from last year. The interim dividend per EURO.16 ordinary share of Unilever N.V., is set at EURO.25, also an increase of 9% from last year. The Unilever PLC shares will go ex-dividend on 7 November 2007, and the Unilever N.V. shares will go ex-dividend on 2 November 2007.

### 2.7 Share buy-backs

By the end of September we had bought back shares to a value of EUR1.1 billion as part of this year's planned EUR1.5 billion programme.

### 2.8 Cash flow

In the first nine months of the year, cash flow from operating activities was EUR0.4 billion lower than in the same period of 2006. Cash flow from underlying operations was up but was more than offset by higher cash outflows on restructuring programmes and by working capital, particularly in Europe, following a low position at the start of the year.

Other investing activities include higher profits in joint ventures and associates.

The inflow on treasury stocks is largely from executive share option plans. Other financing activities were EURO.3 billion higher and include compensation payments to former holders of preference shares.

### 2.9 Balance sheet

Improvements in the funding position of pension schemes are reflected in higher assets for schemes in surplus and lower liabilities for schemes in deficit. Deferred tax liabilities and assets have moved mainly in response to the pensions changes.

The reduction in goodwill and intangible assets is due to the impact of a strong euro on translating US dollar assets.

Working capital has increased from a particularly low point at the start of the year. Trade payables and other current liabilities include obligations to purchase shares under the buy-back programme.

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### 2.10 Pensions

The funding position of the group's main pension schemes has improved since the start of the year with higher valuations of assets, contributions and reduced liabilities due to higher discount rates, net of slightly increased inflation assumptions. Since the start of 2007 the changes have been incorporated in the balance sheet each quarter.

The net liability for all schemes was EUR0.8 billion, a reduction from EUR3.1 billion at the start of the year. This includes funded schemes in surplus with a net balance of EUR2.4 billion, funded schemes in deficit with a net balance of EUR0.9 billion and unfunded schemes of EUR2.3 billion. Some previously unfunded schemes are now partially funded.

### 3. OPERATIONAL REVIEW

#### 3.1 Europe

		Third Quarter 2007				
2007	2006	%	%	2007	2006	Cha
		Change	Underlying sales growth			
3 880	3 905	(0.6)	0.7	Turnover (EUR million)	11 465	11 385
13.0	15.1			Operating Margin (%)	13.7	15.0
				Includes:		
(4.6)	(1.1)		-	RDIs*	(2.6)	(0.6)

\* Restructuring, business disposals and impairments

#### Growth

The region has sustained its steady improvement with underlying sales growth of 1.9% in the first nine months. Consumer demand is holding up across the region and our business is benefiting from the 'One Unilever' programme and improved innovation.

There have been positive contributions from Southern Europe (particularly Italy, Spain and Greece) and from Central and Eastern Europe (notably Russia and Poland). Our businesses in France and Germany have continued to improve. In the UK, performance has been mixed with market share gain in dressings and deodorants, but share loss in hair care and laundry.

The weather in Northern Europe hit ice cream sales in the third quarter reducing overall growth in Europe by 2 percentage points to 0.7%. However, with a strong innovation and marketing programme, we have gained market share in ice cream and after a good start to the season, sales for the first nine months have been broadly in line with last year.

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Volumes grew by 2.5% for the year to date. We have been increasing prices in a number of categories, but have also responded to a step-up in competitor promotional activity in a number of markets. This, together with lower olive oil prices led to a small overall reduction in pricing in the first nine months.

### Accelerating change

There has already been substantial progress with portfolio development and restructuring. We agreed to expand the successful international joint venture for Lipton ready-to-drink tea with PepsiCo to include all countries in Europe, and plan to sell the Boursin brand. We have furthered moves to three new multi-country organisations and have announced the streamlining or closure of factories in four countries.

### Innovation

Innovations continue to be targeted at Vitality opportunities. We have introduced Lipton Linea slimming teas to France, Switzerland and Portugal and have rolled-out Knorr Vie shots to Germany. Growth in Hellmann's has been boosted by the new light mayonnaise with citrus fibre technology. In ice cream, a strong innovation programme this year has seen Frusi frozen yoghurt with wholegrain cereals and real fruit pieces, complementing fresh initiatives behind Magnum.

Clear anti-dandruff shampoo has been launched in Russia, at the same time as launches in Asia and Latin America, with good initial results. The new Dove pro-age range of products specifically designed for the over 50's is building well in Europe as well as elsewhere. 'Small and mighty' concentrated liquid laundry detergents have been launched in six European countries this year.

### Profitability

The operating margin, at 13.7% for the first nine months, was 1.3 percentage points lower than a year ago. This was entirely due to higher restructuring, disposal and impairment costs. Before these items, the operating margin was 0.7 percentage points higher than a year ago. Savings programmes and a lower level of advertising and promotions more than offset increases in materials and other costs.

## 3.2 The Americas

### Third Quarter 2007

2007	2006	%	%	2007	2006	Cha
2007	2006	Change	Underlying sales growth	2007	2006	(2
3 357	3 435	(2.3)	2.8	10 108	10 331	(2
14.8	15.9			14.7	15.5	
				Includes:		
(0.7)	(0.7)		- RDIs*	(0.7)	(0.2)	

\* Restructuring, business disposals and impairments



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### Growth

Underlying sales grew by 4.2% in the first nine months, with a robust contribution from the US at 3.6%. Pricing is coming through well, with increases being taken in most countries and categories and totalling 2.1% for the region for the year to date.

Stocking-up by customers ahead of the implementation of a unified IT system (as part of the 'One Unilever' programme) in the US boosted sales in the second quarter and reduced sales in the third quarter by about EUR70 million. This reduced the third quarter growth for the Americas by about 2 percentage points to 2.8% but had no effect on the year to date.

In the US, consumer demand in our markets has so far been fairly robust. Our sales have grown well in the first nine months in most categories. In the third quarter, there were particularly good performances by Skippy spreads, Bertolli frozen meals and Hellmann's mayonnaise. However, it was a weaker quarter in personal care with a different phasing of innovation this year and some share loss in skin care in a very competitive market. In ice cream, sales are down for the year to date as higher prices were offset by lower volume.

Our business in Mexico has made further progress and grew well in the quarter. The improved performance was driven by Knorr savoury products, AdeS soy-based drinks and Hellmann's mayonnaise. Sales in Brazil grew only modestly in the first nine months in the face of increased competition from local manufacturers in spreads, tomato products and skin care. In hair care, we have taken significant price increases in Seda which led to lower sales in the quarter with a sharp reduction in trade stocks and some share loss. There have been strong performances overall in Canada, Argentina, Andina and Central America.

### Accelerating change

During the quarter, we completed the creation of a joint venture with Perdigao to develop our heart health margarine Becel and the disposal of our local Brazilian margarine brands. We announced the integration of the North American ice cream operations into our US and Canadian businesses.

### Innovation

In Latin America, Knorr has been building its health credentials with new varieties of bouillons and improved soups. Hellmann's 'real' campaign highlights its simple ingredients, naturally rich in Omega 3, and a cholesterol-free mayonnaise has been launched in the US. In ice cream, we have extended Breyers 'double churn' in the US to fat-free, light and no sugar added versions, while innovations in Latin America address both Vitality and low income consumer opportunities. In the third quarter, cholesterol-lowering mini-drinks, already successful in Europe, were introduced to the US as Promise Activ SuperShots.

Innovation in personal care this year reflects the new more global approach. Clear anti-dandruff shampoo has recently been launched in Brazil, while the Dove pro-age range of skin, deodorants and shampoos has been introduced in the US at the same time as in Europe. Axe now comes in the same new 'telescoping' can as in Europe and the new variant Vice is available across the region.

### Profitability

The operating margin, at 14.7% for the first nine months, was 0.8 percentage points lower than a year ago, mainly due to a higher level of restructuring,

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disposal and impairment costs. Before these items the margin was 0.3 percentage points lower than last year. With flat advertising and promotions, sharp increases in material and other costs have not yet been fully offset by price increases and savings programmes.

### 3.3 Asia Africa

2007	2006	Third Quarter 2007		2007	2006	Cha
		% Change	Underlying sales growth			
3 006	2 782	8.1	11.7	Turnover (EUR million)	8 724	8 199
13.3	13.1			Operating Margin (%)	12.5	12.6
(0.6)	(0.5)			Includes: - RDIs*	(0.6)	0.1

\* Restructuring, business disposals and impairments

#### Growth

The region had another strong quarter, taking the growth for the first nine months to 11.4%. Demand remains buoyant in most countries and we are growing in line with our markets in home and personal care and gaining share in foods. Pricing is making an increasing contribution, with 3.2% for the year to date.

Growth is broad-based by category and country. India has delivered consistent double-digit growth in the first three quarters. In laundry, hair care and tea, we have successfully implemented price increases to offset rising costs. Sales in China are up by close to 20% in the first nine months, with all categories contributing and tea, savoury, and hair care particularly strong.

Growth in Indonesia has been driven by foods categories, off a small base, and by further building of our personal care brands. Thailand has continued to improve through the year after a disappointing 2006. Japan had a good quarter driven by innovation in tea and personal care and has shown modest growth for the first nine months. Australia is also ahead for the year to date, but declined in the third quarter in competitive markets and against a tougher comparator.

Turkey has been having a good year, particularly benefiting from a successful cabinet placement programme in ice cream. Our business in South Africa has enjoyed broad-based growth and has taken price increases, particularly in personal care.

#### Accelerating change

In the third quarter, we announced the acquisition of the Buavita brand of fruit-based vitality drinks in Indonesia. We have also announced the reorganisation of our shareholdings in South Africa and Israel helping to facilitate the 'One Unilever' organisation.

#### Innovation

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The new, more global, approach to innovation is evident in this year's programme. Clear anti-dandruff shampoo has been launched in China, Arabia, Egypt, Pakistan and the Phillipines. In Japan, we have followed up the launch of Axe with the introduction of Dove pro-age in the third quarter. An improved range of Dove shower products has just been extended to North East Asia, while in India we have introduced a new variant of Lifebuoy soap and in the third quarter launched the latest version of Axe.

The 'Moo' range of ice creams containing super absorbent calcium for children's development continues to be extended through the region. Knorr seasonings are being rejuvenated with premium ingredients, as in Europe, and in China we are launching a new form of Knorr bouillions for preparing thick soups. At the same time, milk tea powders have been launched under the Lipton brand in South East Asia.

### Profitability

The operating margin of 12.5% for the first nine months was broadly in line with last year. There was a net charge for restructuring, disposals and impairments this year compared with a small profit last year. Before these items the operating margin was 0.6 percentage points higher than a year ago. The improvement was driven by the benefits of volume growth, pricing actions and the delivery of savings programmes. These more than offset higher input costs and an increased level of advertising and promotions.

### SAFE HARBOUR STATEMENT

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.

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## OTHER INFORMATION

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 fourth quarter and for the year 2007 will be published on 7 February 2008.

## CONDENSED INTERIM FINANCIAL STATEMENTS

### INCOME STATEMENT (unaudited)

		Third Quarter		EUR million		Nine	
2007	2006	Increase/ (Decrease) Current Constant rates rates			2007	2006	Cu
Continuing operations:							
10 243	10 122	1 %	4 %	Turnover	30 297	29 915	
1 403	1 501	(7)%	(4)%	Operating profit	4 148	4 346	
After (charging)/crediting:							
(234)	(74)			Restructuring	(475)	(235)	
16	(4)			Business disposals and impairments	61	151	
(64)	(403)			Net finance costs	(204)	(638)	
50	33			Finance income	121	101	
(161)	(149)			Finance costs	(424)	(473)	
5	(300)			Preference shares provision	(10)	(300)	
42	13			Pensions and similar obligations	109	34	
25	17			Share in net profit/(loss) of joint ventures	82	51	
(1)	(2)			Share in net profit/(loss) of associates	50	4	
7	15			Other income from non-current investments	38	26	
1 370	1 128	21 %	24 %	Profit before taxation	4 114	3 789	
(301)	(349)			Taxation	(840)	(1 002)	
1 069	779	37 %	40 %	Net profit from continuing operations	3 274	2 787	
(1)	33			Net profit/(loss) from discontinued operations	75	128	
1 068	812	31 %	34 %	Net profit for the period	3 349	2 915	

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				Attributable to:		
58	75			Minority interests	182	202
1 010	737	37 %	39 %	Shareholders' equity	3 167	2 713
				Combined earnings per share		
0.35	0.25	44 %	47 %	Continuing operations (Euros)	1.07	0.90
0.34	0.24	44 %	46 %	Continuing operations - diluted (Euros)	1.04	0.87
0.00	0.00			Discontinued operations (Euros)	0.03	0.04
0.00	0.00			Discontinued operations - diluted (Euros)	0.02	0.04
0.35	0.25	38 %	40 %	Total operations (Euros)	1.10	0.94
0.34	0.24	37 %	40 %	Total operations - diluted (Euros)	1.06	0.91

STATEMENT OF RECOGNISED INCOME AND EXPENSE

(unaudited)

EUR million

	Nine Months 2007
Fair value gains/(losses) on financial instruments net of tax	43
Actuarial gains/(losses) on pension schemes net of tax	1 125
Currency retranslation gains/(losses) net of tax	(185)
Net income/(expense) recognised directly in equity	983
Net profit for the period	3 349
Total recognised income and expense for the period	4 332
Attributable to:	
Minority interests	177
Shareholders' equity	4 155

CASH FLOW STATEMENT

(unaudited)

EUR million

	Nine Months 2007
Operating activities	
Cash flow from operating activities	3 463
Income tax paid	(871)
Net cash flow from operating activities	2 592
Investing activities	

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Interest received	105
Net capital expenditure	(634)
Acquisitions and disposals	34
Other investing activities	212
 Net cash flow from/(used in) investing activities	 (283)
 Financing activities	
Dividends paid on ordinary share capital	(1 518)
Interest and preference dividends paid	(331)
Change in financial liabilities	1 387
Share buy-back programmes	(1 144)
Other movements on treasury stock	287
Other financing activities	(473)
 Net cash flow from/(used in) financing activities	 (1 792)
 Net increase/(decrease) in cash and cash equivalents	 517
 Cash and cash equivalents at the beginning of the year	 710
 Effect of foreign exchange rate changes	 28
 Cash and cash equivalents at the end of period	 1 255

### BALANCE SHEET

(unaudited)

EUR million

	As at 30 September 2007	As at 31 December 30 2006
 Non-current assets		
Goodwill and intangible assets	16 769	17 206
Property, plant and equipment	6 260	6 276
Pension asset for funded schemes in surplus	2 396	1 697
Deferred tax assets	960	1 266
Other non-current assets	1 214	1 126
 Total non-current assets	 27 599	 27 571
 Current assets		
Inventories	4 120	3 796
Trade and other current receivables	4 995	4 254
Current tax assets	261	125
Other financial assets	237	273
Cash and cash equivalents	1 566	1 039
Non-current assets held for sale	146	14
 Total current assets	 11 325	 9 501
 Current liabilities		

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Financial liabilities	(5 095)	(4 458)
Trade payables and other current liabilities	(8 364)	(7 838)
Current tax liabilities	(595)	(579)
Provisions	(770)	(1 009)
Liabilities associated with non-current assets held for sale	(43)	-
Total current liabilities	(14 867)	(13 884)
Net current assets/(liabilities)	(3 542)	(4 383)
Total assets less current liabilities	24 057	23 188
Non-current liabilities		
Financial liabilities due after one year	4 944	4 377
Pensions and post-retirement healthcare benefits liabilities:		
Funded schemes in deficit	874	1 379
Unfunded schemes	2 339	3 398
Provisions	754	826
Deferred tax liabilities	1 286	1 003
Other non-current liabilities	471	533
Total non-current liabilities	10 668	11 516
Equity		
Shareholders' equity	12 883	11 230
Minority interests	506	442
Total equity	13 389	11 672
Total capital employed	24 057	23 188

NOTES TO THE FINANCIAL STATEMENTS  
(unaudited)

1 SEGMENTAL ANALYSIS BY GEOGRAPHY

Continuing operations - Third Quarter  
EUR million

	Europe	Americas	Asia Africa	Tot
Turnover				
2006	3 905	3 435	2 782	10 1
2007	3 880	3 357	3 006	10 2
Change	(0.6)%	(2.3)%	8.1%	1.
Impact of:				
Exchange rates	0.2 %	(4.6)%	(2.9)%	(2.3
Acquisitions	0.0 %	0.1 %	0.0 %	0.0
Disposals	(1.5)%	(0.5)%	(0.4)%	(0.9
Underlying sales growth	0.7 %	2.8 %	11.7 %	4.5
Price	(0.6)%	4.1 %	3.2 %	2.1

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Volume	1.3 %	(1.3) %	8.2 %	2.3 %
Operating profit				
2006	591	547	363	1 5
2007	504	498	401	1 4
Change current rates	(14.7) %	(9.0) %	10.3 %	(6.6) %
Change constant rates	(14.7) %	(4.1) %	14.4 %	(3.8) %
Operating margin				
2006	15.1 %	15.9 %	13.1 %	14.8 %
2007	13.0 %	14.8 %	13.3 %	13.7 %
Includes restructuring, business disposals and impairments				
2006	(1.1) %	(0.7) %	(0.5) %	(0.8) %
2007	(4.6) %	(0.7) %	(0.6) %	(2.1) %
Continuing operations - Nine Months				
EUR million	Europe	Americas	Asia Africa	T
Turnover				
2006	11 385	10 331	8 199	29 9
2007	11 465	10 108	8 724	30 2
Change	0.7 %	(2.2) %	6.4 %	1.3 %
Impact of:				
Exchange rates	0.3 %	(5.7) %	(4.1) %	(3.0) %
Acquisitions	0.1 %	0.1 %	0.1 %	0.1 %
Disposals	(1.6) %	(0.5) %	(0.5) %	(0.9) %
Underlying sales growth	1.9 %	4.2 %	11.4 %	5.3 %
Price	(0.5) %	2.1 %	3.2 %	1.4 %
Volume	2.5 %	2.1 %	8.0 %	3.9 %
Operating profit				
2006	1 712	1 603	1 031	4 3
2007	1 571	1 486	1 091	4 1
Change current rates	(8.3) %	(7.3) %	5.8 %	(4.6) %
Change constant rates	(8.4) %	(1.4) %	11.0 %	(1.2) %
Operating margin				
2006	15.0 %	15.5 %	12.6 %	14.5 %
2007	13.7 %	14.7 %	12.5 %	13.7 %
Includes restructuring, business disposals and impairments				
2006	(0.6) %	(0.2) %	0.1 %	(0.3) %
2007	(2.6) %	(0.7) %	(0.6) %	(1.4) %



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### Continuing operations - Third Quarter

EUR million	Savoury, dressings and spreads	Ice cream and beverages	Foods	Personal care	Home care and other	Home and Personal Care
Turnover						
2006	3 321	2 170	5 491	2 870	1 761	4 631
2007	3 464	2 096	5 560	2 861	1 822	4 683
Change	4.3 %	(3.4)%	1.3 %	(0.3)%	3.5 %	1.1 %
Impact of:						
Exchange rates	(1.9)%	(2.2)%	(2.0)%	(3.2)%	(1.9)%	(2.7)%
Acquisitions	0.1 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %
Disposals	(0.4)%	(1.2)%	(0.7)%	(0.8)%	(1.4)%	(1.1)%
Underlying sales growth	6.6 %	(0.1)%	4.0 %	3.8 %	7.1 %	5.0 %
Operating profit						
2006	457	393	850	492	159	651
2007	489	341	830	457	116	573
Change current rates	7.1 %	(13.2)%	(2.3)%	(7.3)%	(27.2)%	(12.1)%
Change constant rates	10.3 %	(11.8)%	0.1 %	(3.9)%	(23.9)%	(8.8)%
Operating margin						
2006	13.8 %	18.1 %	15.5 %	17.2 %	9.0 %	14.1 %
2007	14.1 %	16.2 %	14.9 %	16.0 %	6.3 %	12.2 %

### Continuing operations - Nine Months

EUR million	Savoury, dressings and spreads	Ice cream and beverages	Foods	Personal care	Home care and other	Home and Personal Care
Turnover						
2006	10 058	6 162	16 220	8 336	5 359	13 695
2007	10 216	6 151	16 367	8 471	5 459	13 930
Change	1.6 %	(0.2)%	0.9 %	1.6 %	1.9 %	1.7 %
Impact of:						
Exchange rates	(2.6)%	(2.8)%	(2.7)%	(3.7)%	(3.0)%	(3.4)%
Acquisitions	0.1 %	0.1 %	0.1 %	0.1 %	0.0 %	0.0 %
Disposals	(0.5)%	(1.1)%	(0.8)%	(1.0)%	(1.2)%	(1.1)%
Underlying sales growth	4.7 %	3.8 %	4.4 %	6.5 %	6.3 %	6.4 %
Operating profit						
2006	1 494	937	2 431	1 442	473	1 915
2007	1 472	858	2 330	1 382	436	1 818
Change current rates	(1.5)%	(8.5)%	(4.2)%	(4.2)%	(7.7)%	(5.0)%
Change constant rates	1.7 %	(6.0)%	(1.3)%	(0.4)%	(3.4)%	(1.1)%
Operating margin						
2006	14.9 %	15.2 %	15.0 %	17.3 %	8.8 %	14.0 %
2007	14.4 %	13.9 %	14.2 %	16.3 %	8.0 %	13.1 %

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### 3 ACCOUNTING INFORMATION AND POLICIES

The condensed interim financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU. The basis of preparation is consistent with the year ended 31 December 2006 except that:

- Finance lease creditors and funding-related derivatives have been reclassified in the balance sheet in order to facilitate the presentation of net debt. Comparatives for 31 December 2006 and 30 September 2006 have been restated accordingly; and
- Line items relating to borrowings in the balance sheet have been renamed to financial liabilities to align with the requirements of IFRS 7 'Financial Instruments - Disclosures' which Unilever has adopted as at 1 January 2007.

The condensed interim financial statements, which comply with IAS 34, 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 10, the statement of recognised income and expense and the cash flow statement on page 11 and the movements in equity on page 17 are translated at rates current in each period.

The balance sheet on page 12 and the analysis of net debt on page 18 are 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 2006 have been 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.

### 4 TAXATION

The tax rate for the first nine months of 2007 was 21.1% compared with 26.8% for the first nine months of 2006. 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 nine months of 2007 includes EUR112 million (2006: EUR95 million) relating to United Kingdom taxation.

### 5 DISCONTINUED OPERATIONS

Operating profit of discontinued operations (excluding profit/loss on disposals) was as follows:

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Third Quarter EUR million	Europe	Americas	Asia Africa	Total
2006	44	-	-	44
2007	-	-	-	-

Nine Months EUR million	Europe	Americas	Asia Africa	Total
2006	163	-	-	163
2007	-	-	-	-

The net cash flows attributable to the discontinued operations in respect of operating, investing and financing activities for the first nine months of 2007 were EUR(3) million, EUR81 million and EURnil million respectively (2006: EUR83 million, EUR13 million and EUR(1) million).

### 6 COMBINED EARNINGS PER SHARE

The earnings per share information given below, including the comparative amounts for 2006, is expressed in terms of the nominal share values which have applied since 22 May 2006 following the split of NV shares and the consolidation of PLC shares which were approved at the 2006 AGMs.

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 nine months were calculated as follows:

	2007
Combined EPS	Thousa
Average number of combined share units	2 880 727
	E
Net profit attributable to shareholders' equity	3 167
Combined EPS (Euros)	1.10

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Combined EPS - Diluted	Thousa
Adjusted average number of combined share units	2 979 792
Combined EPS - diluted (Euros)	1.06
Earnings per share in US Dollars and Sterling	
Combined EPS (Dollars)	1.48
Combined EPS - diluted (Dollars)	1.43
Combined EPS (Pounds)	0.74
Combined EPS - diluted (Pounds)	0.72

The numbers of shares included in the calculation of earnings per share is an average for the period. These numbers are influenced by the share buy-back programme that we have undertaken during 2007. During that period the following movements in shares have taken place:

Number of shares at 31 December 2006 (net of treasury stock)  
 Net movements in shares under incentive schemes  
 Share buy-back

Number of shares at 30 September 2007

### 7 DIVIDENDS

The Boards have declared interim dividends in respect of 2007 on the ordinary shares at the following rates which are equivalent in value at the rate of exchange applied under the terms of the Equalisation Agreement between the two companies:

Per Unilever N.V. ordinary share:	EUR0.25 (2006: EUR0.23)
Per Unilever PLC ordinary share:	17.00p (2006: 15.62p)

The NV interim dividend will be payable as from 5 December 2007, to shareholders registered at close of business on 6 November 2007.

The PLC interim dividend will be paid on 5 December 2007, to shareholders registered at close of business on 9 November 2007.

The NV interim dividend, when converted at the Euro/Dollar European Central Bank rate of exchange on 31 October 2007, represents US \$0.3612 per New York Share of EUR0.16 (2006: US \$0.2934) before deduction of Netherlands withholding tax. The New York shares of NV will go ex-dividend on 2 November 2007; US dollar

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checks for the interim dividend, after deduction of Netherlands withholding tax at the appropriate rate, will be mailed on 4 December 2007, to holders of record of New York shares at the close of business on 6 November 2007. The interim dividend will be payable on 5 December 2007.

Each American Depositary Receipt of PLC represents one 3 1/9p ordinary share of PLC. When converted at the Bank of England Sterling/Dollar rate of exchange on 31 October 2007, the interim dividends for holders resident in the US will therefore be US \$0.3525 per American Depositary Receipt (2006: US \$0.2983).

The American Depositary Receipts of PLC will go ex-dividend on 7 November 2007; US dollar checks for the interim dividend will be mailed on 4 December 2007 to holders of record of American Depositary Receipts at the close of business on 9 November 2007. The interim dividend will be payable on 5 December 2007.

### 8 MOVEMENTS IN EQUITY

EUR million	Nine Months 2007
Equity at 1 January	11 672
Total recognised income and expense for the period	4 332
Dividends	(1 362)
Movement in treasury stock	(1 218)
Share-based payment credit	93
Dividends paid to minority shareholders	(169)
Currency retranslation gains/(losses) net of tax	(9)
Other movements in equity	50
Equity at the end of the period	13 389

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

EUR million	Nine Months 2007
Net profit	3 349
Taxation	847
Share of net profit of joint ventures/associates and other income from non-current investments	(170)
Net finance costs	204
Operating profit (continuing and discontinued operations)	4 230
Depreciation, amortisation and impairment	712
Changes in working capital	(836)
Pensions and similar provisions less payments	(509)
Restructuring and other provisions less payments	(26)
Elimination of (profits)/losses on disposals	(194)
Non-cash charge for share-based compensation	106
Other adjustments	(20)

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Cash flow from operating activities

3 463

### 10 NET DEBT

EUR million

As at  
30 September 3  
2007

Total financial liabilities	(10 039)
Financial liabilities due within one year	(5 095)
Financial liabilities due after one year	(4 944)
Cash and cash equivalents as per balance sheet	1 566
Cash and cash equivalents as per cash flow statement	1 255
Add bank overdrafts deducted therein	311
Financial assets	237
Net debt	(8 236)

There was one repayment of 4.25% bonds during the quarter of EUR1.0 billion.

During the quarter we continued to purchase shares under the share buy-back programme announced in March 2007. As at the end of September, shares to the value of EUR1.1 billion had been purchased under these arrangements.

### 11 ACQUISITIONS AND DISPOSALS

On 14 September 2007, Unilever and PepsiCo announced they have agreed to expand their International partnership for the marketing and distribution of ready-to-drink tea products under the Lipton brand, the world's best-selling tea. The new agreement adds 11 countries to the partnership's existing Lipton ready-to-drink tea business. The business in these countries - eight in Europe (Germany, Italy, France, Netherlands, Switzerland, Austria, Belgium and Portugal) as well as Korea, Taiwan and South Africa - had combined systems sales of around EUR300 million in 2006.

With effect from 1 October 2007, Unilever and Remgro Ltd. have reached agreement to reorganise their respective shareholdings in the Unilever businesses in South Africa and Israel. In the reorganised shareholding Unilever will have a majority share in a single South African business and will fully own the Unilever Israel foods and home and personal care business. As a result of this transaction, Unilever will in its fourth quarter results report a profit of approximately EUR200 million in respect thereof.

1 November 2007