

CONSOLIDATED PROFIT AND LOSS ACCOUNT – CONSTANT EXCHANGE RATES (unaudited)

Note: A description of the exchange rate conventions used is given on page 12.

Third Quarter			£ Millions – constant rates	Nine Months		
2004	2003	% Incr./ (Decr.)		2004	2003	% Incr./ (Decr.)
7,356	7,659	(4)%	TURNOVER	21,610	22,290	(3)%
(37)	(43)		Less: Share of turnover of joint ventures	(106)	(133)	
7,319	7,616	(4)%	Group turnover	21,504	22,157	(3)%
1,018	1,072	(5)%	Group operating profit	2,689	2,803	(4)%
10	9		Add: Share of operating profit of joint ventures	25	26	
1,028	1,081	(5)%	OPERATING PROFIT	2,714	2,829	(4)%
1,277	1,317	(3)%	Operating profit beia *	3,398	3,468	(2)%
(48)	(39)		Exceptional items	(93)	(53)	
(201)	(197)		Amortisation of goodwill and intangible assets	(591)	(586)	
11	6		Share of operating profit of associates	26	9	
4	0		Other income from fixed investments	19	(8)	
(118)	(130)		Interest	(350)	(435)	
(14)	(29)		Other finance income/(cost) - pensions and similar obligations	(46)	(87)	
911	928	(2)%	PROFIT BEFORE TAXATION	2,363	2,308	2 %
(269)	(309)		Taxation	(749)	(783)	
642	619	4 %	PROFIT AFTER TAXATION	1,614	1,525	6 %
(31)	(45)		Minority interests	(105)	(123)	
611	574	6 %	NET PROFIT	1,509	1,402	8 %
820	798	3 %	Net profit beia *	2,124	1,999	6 %
COMBINED EARNINGS PER SHARE (Constant rates)						
9.44	8.85	7 %	- per 1.4p ordinary PLC share (pence)	23.25	21.46	8 %
12.70	12.33	3 %	- per 1.4p ordinary PLC share – beia * (pence)	32.83	30.70	7 %
9.17	8.60	7 %	- per 1.4p ordinary PLC share – diluted (pence)	22.57	20.84	8 %

* Before exceptional items and amortisation of goodwill and intangible assets

NET PROFIT AND EARNINGS PER SHARE – CURRENT EXCHANGE RATES (unaudited)

Net profit and earnings per share given below are stated at average current exchange rates i.e. the results in both years have been translated at the exchange rates prevailing during the appropriate period.

For further details of the results at current exchange rates and impact of exchange rate movements see notes on page 12.

Third Quarter			£ Millions – current rates	Nine Months		
2004	2003	% Incr./ (Decr.)		2004	2003	% Incr./ (Decr.)
582	578	1 %	NET PROFIT	1,435	1,401	2 %
779	805	(3)%	Net profit beia *	2,016	2,002	1 %
COMBINED EARNINGS PER SHARE (Current rates)						
9.00	8.92	1 %	- per 1.4p ordinary PLC share (pence)	22.11	21.44	3 %
12.07	12.44	(3)%	- per 1.4p ordinary PLC share – beia * (pence)	31.15	30.74	1 %
8.75	8.67	1 %	- per 1.4p ordinary PLC share – diluted (pence)	21.46	20.82	3 %

* Before exceptional items and amortisation of goodwill and intangible assets

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES (unaudited)

£ Millions – current rates	Nine Months	
	2004	2003
		Restated
Net profit	1,435	1,401
Pension – actuarial gains / (losses) net of tax	(60)	42
Currency retranslation	(145)	429
Total recognised gains / (losses) for the period	<u>1,230</u>	<u>1,872</u>

MOVEMENTS IN SHAREHOLDERS' EQUITY (unaudited)

£ Millions – current rates

	Nine Months	
	2004	2003
		Restated
Shareholders' equity as at 1 January	4,190	3,058
Net profit	1,435	1,401
Dividends	(413)	(398)
Goodwill written back on disposals	9	98
Change in number of shares or certificates held in connection with share options	(237)	(256)
Actuarial gains / (losses) on pension schemes net of tax	(60)	42
Share option credit	117	90
Currency retranslation	(137)	462
Shareholders' equity as at the end of the period	<u>4,904</u>	<u>4,497</u>

SUMMARY BALANCE SHEET (unaudited)

£ Millions – current rates

	As at 25	As at 31	As at 27
	September	December	September
	2004	2003	2003
			Restated
Goodwill and intangible assets	11,699	12,535	13,202
Other fixed assets	4,664	4,850	4,985
Stocks	2,857	2,955	3,170
Debtors	4,244	4,162	4,858
Cash and current investments	1,822	2,367	2,093
Trade and other creditors	(6,768)	(7,292)	(7,620)
	<u>18,518</u>	<u>19,577</u>	<u>20,688</u>
Borrowings	9,815	11,252	12,022
Provisions for liabilities and charges (excluding pensions and similar Obligations)	975	1,164	1,249
Net pension asset for funded schemes in surplus	(371)	(347)	(283)
Net pension liability for funded schemes in deficit	1,113	1,153	1,127
Net pension liability for unfunded schemes	1,829	1,854	1,788
Minority interests	253	311	288
Capital and reserves	4,904	4,190	4,497
	<u>18,518</u>	<u>19,577</u>	<u>20,688</u>

Amounts for September 2003 have been restated following a number of reclassifications, principally the presentation of net pension assets for funded schemes in surplus.

CASH FLOW STATEMENT (unaudited)

£ Millions – current rates

	Nine Months	
	2004	2003
Cash flow from group operating activities	3,004	3,229
Dividends from joint ventures	13	18
Returns on investments and servicing of finance	(380)	(570)
Taxation	(745)	(682)
Capital expenditure and financial investment	(569)	(487)
Acquisitions and disposals	67	158
Dividends paid on ordinary share capital	(754)	(736)
CASH INFLOW / (OUTFLOW) BEFORE MANAGEMENT OF LIQUID RESOURCES AND FINANCING	636	930
Management of liquid resources	(233)	8
Financing	(900)	(1,350)
INCREASE / (DECREASE) IN CASH IN THE PERIOD	(497)	(412)

RECONCILIATION OF CASH FLOW TO MOVEMENT IN NET DEBT (unaudited)

£ Millions – current rates

	Nine Months	
	2004	2003
NET DEBT AT 1 JANUARY	(8,885)	(11,036)
INCREASE / (DECREASE) IN CASH IN THE PERIOD	(497)	(412)
Cash flow from (increase) / decrease in borrowings	1,002	1,353
Cash flow from sale and leaseback transaction	(99)	-
Cash flow from increase / (decrease) in liquid resources	233	(8)
Change in net debt resulting from cash flows	639	933
Borrowings within group companies acquired	-	(18)
Borrowings within group companies sold	28	3
Liquid resources within group companies sold	(1)	(2)
Non cash movements	(380)	172
Currency retranslation	507	19
MOVEMENT IN NET DEBT IN THE PERIOD	793	1,107
NET DEBT AT PERIOD END	(8,092)	9,929

GEOGRAPHICAL ANALYSIS (at constant rates – unaudited)

Third Quarter			£ Millions – constant rates	Nine Months		
2004	2003	% Incr./ (Decr.)		2004	2003	% Incr./ (Decr.)
7,356	7,659	(4)%	TURNOVER	21,610	22,290	(3)%
3,072	3,302	(7)%	Europe	9,005	9,601	(6)%
1,723	1,765	(2)%	North America	5,062	5,138	(1)%
601	594	1 %	Africa, Middle East and Turkey	1,688	1,698	(1)%
1,187	1,245	(5)%	Asia and Pacific	3,568	3,644	(2)%
773	753	3 %	Latin America	2,287	2,208	4 %
1,277	1,317	(3)%	OPERATING PROFIT – beia *	3,398	3,468	(2)%
617	625	(1)%	Europe	1,549	1,661	(7)%
307	307	0 %	North America	783	758	3 %
92	99	(6)%	Africa, Middle East and Turkey	234	226	4 %
155	168	(8)%	Asia and Pacific	476	522	(9)%
106	118	(10)%	Latin America	356	300	19 %
17.4 %	17.2 %		OPERATING MARGIN – beia *	15.7 %	15.6 %	
20.1 %	18.9 %		Europe	17.2 %	17.3 %	
17.8 %	17.4 %		North America	15.5 %	14.8 %	
15.3 %	16.6 %		Africa, Middle East and Turkey	13.9 %	13.3 %	
13.0 %	13.4 %		Asia and Pacific	13.3 %	14.3 %	
13.7 %	15.7 %		Latin America	15.6 %	13.6 %	

* Before exceptional items and amortisation of goodwill and intangible assets

OPERATIONAL ANALYSIS (at constant rates – unaudited)

Third Quarter			£ Millions – constant rates	Nine Months		
2004	2003	% Incr./ (Decr.)		2004	2003	% Incr./ (Decr.)
7,356	7,659	(4)%	TURNOVER	21,610	22,290	(3)%
4,148	4,342	(4)%	Foods	12,165	12,695	(4)%
1,443	1,440	0 %	Savoury and dressings	4,357	4,323	1 %
810	847	(4)%	Spreads and cooking products	2,378	2,539	(6)%
578	640	(10)%	Health & wellness and beverages	1,740	1,879	(7)%
1,317	1,415	(7)%	Ice cream and frozen foods	3,690	3,954	(7)%
1,201	1,258	(5)%	Home care	3,610	3,734	(3)%
1,972	1,996	(1)%	Personal care	5,699	5,699	0 %
35	63	(44)%	Other operations	136	162	(16)%
1,277	1,317	(3)%	OPERATING PROFIT – beia *	3,398	3,468	(2)%
721	803	(10)%	Foods	1,928	2,030	(5)%
253	240	6 %	Savoury and dressings	750	683	10 %
121	164	(26)%	Spreads and cooking products	371	415	(11)%
87	97	(11)%	Health & wellness and beverages	245	256	(4)%
260	302	(14)%	Ice cream and frozen foods	562	676	(17)%
145	161	(10)%	Home care	439	480	(8)%
407	356	14 %	Personal care	1,031	962	7 %
4	(3)	211 %	Other operations	-	(4)	88 %
17.4 %	17.2 %		OPERATING MARGIN – beia *	15.7 %	15.6 %	
17.4 %	18.5 %		Foods	15.9 %	16.0 %	
17.5 %	16.6 %		Savoury and dressings	17.2 %	15.8 %	
15.0 %	19.4 %		Spreads and cooking products	15.6 %	16.4 %	
15.0 %	15.1 %		Health & wellness and beverages	14.1 %	13.6 %	
19.8 %	21.4 %		Ice cream and frozen foods	15.2 %	17.1 %	
12.1 %	12.8 %		Home care	12.2 %	12.9 %	
20.6 %	17.8 %		Personal care	18.1 %	16.9 %	
11.3 %	(5.7)%		Other operations	(0.4)%	(2.7)%	

* Before exceptional items and amortisation of goodwill and intangible assets

Earnings per share in Sterling for the nine months

	Constant rates		Current rates	
	2004	2003	2004	2003
	Thousands of units			
Average number of combined share units of 1.4p	6,426,284	6,464,865	6,426,284	6,464,865
	€ Millions			
<u>COMBINED EPS</u>				
Net profit	1,509	1,402	1,435	1,401
Less: Preference dividends	(14)	(15)	(14)	(15)
Net profit attributable to ordinary capital	1,495	1,387	1,421	1,386
Combined EPS per 1.4p (pence)	23.25	21.46	22.11	21.44
	£ Millions			
<u>COMBINED EPS – beia *</u>				
Net profit	1,509	1,402	1,435	1,401
Add back exceptional items net of tax	54	35	58	36
Add back amortisation of goodwill / intangible assets net of tax	561	562	523	565
Net profit beia *	2,124	1,999	2,016	2,002
Less: Preference dividends	(14)	(15)	(14)	(15)
Net profit attributable to ordinary capital – beia *	2,110	1,984	2,002	1,987
Combined EPS – beia* per 1.4p (pence)	32.83	30.70	31.15	30.74
	Thousands of units			
<u>COMBINED EPS – Diluted</u>				
Adjusted average combined share units of 1.4p	6,620,789	6,659,387	6,620,789	6,659,387
	£ Millions			
Net profit attributable to ordinary capital	1,495	1,387	1,421	1,386
Combined diluted EPS per 1.4p (pence)	22.57	20.84	21.46	20.82

* Before exceptional items and amortisation of goodwill and intangible assets