

**UNILEVER**  
**Third Quarter 2003**

Change in Volume, Price, Acquisition/Disposal and Sales

<b>Q3 2003</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	1.4	(2.9)	3.5	6.5	(0.8)	1.0
Price	(0.3)	0.3	1.7	0.3	11.4	1.3
Underlying Sales	1.1	(2.6)	5.2	6.8	10.5	2.3
Acq/Disp	(3.6)	(1.1)	(3.2)	(0.5)	(2.4)	(2.3)
Sales	(2.5)	(3.7)	1.9	6.2	7.8	0.0

<b>Cum</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	0.9	(2.9)	5.1	4.8	(1.7)	0.5
Price	0.4	0.0	2.6	(0.0)	12.3	1.6
Underlying Sales	1.3	(2.9)	7.8	4.8	10.4	2.2
Acq/Disp	(5.0)	(4.4)	(1.7)	(0.9)	(3.3)	(3.8)
Sales	(3.8)	(7.1)	6.0	3.8	6.8	(1.7)

Change in Operating Margin BEIA and Advertising & Promotions

Basis points increase/(decrease) as a percentage of sales

<b>Q3 2003</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	170	40	390	(90)	120	100
A&P change	50	(160)	(40)	(20)	100	(10)

  

<b>Cum</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	250	(150)	100	(30)	(90)	50
A&P change	90	60	(20)	100	150	70