

**UNILEVER**  
**Second Quarter 2003**

Change in Volume, Price, Acquisition/Disposal and Sales

Q2 2003	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	2.8	(3.7)	7.0	2.0	(1.6)	0.8
Price	0.4	(0.6)	2.1	1.0	12.2	1.6
Underlying Sales	3.3	(4.3)	9.2	3.0	10.4	2.4
Acq/Disp	(4.9)	(5.1)	(3.2)	0.3	(3.3)	(3.8)
Sales	(1.7)	(9.1)	5.8	3.3	6.7	(1.5)

Cum	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	0.6	(2.9)	6.0	4.0	(2.2)	0.3
Price	0.7	(0.1)	3.2	(0.2)	12.8	1.8
Underlying Sales	1.3	(3.0)	9.3	3.8	10.4	2.1
Acq/Disp	(5.7)	(6.0)	(0.8)	(1.2)	(3.7)	(4.5)
Sales	(4.4)	(8.9)	8.4	2.5	6.3	(2.5)

Change in Operating Margin BEIA and Advertising & Promotions

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

Q2 2003	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	300	(270)	(320)	100	(290)	10
A&P change	120	0	(30)	60	160	70
Cum	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	280	(240)	(50)	0	(190)	20
A&P change	110	180	(20)	150	170	120