

**UNILEVER**  
**Second Quarter 2004**

Change in Volume, Price, Acquisition/Disposal and Sales

<b>Q2 2004</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	(4.5)	2.4	6.1	3.1	1.7	(0.4)
Price	(0.4)	1.5	(2.4)	(2.4)	1.0	(0.3)
Underlying Sales	(4.9)	3.9	3.6	0.7	2.7	(0.7)
Acq.	0.1	0.9	0.1	0.1	0.0	0.3
Disp	(2.0)	(2.7)	(3.7)	(3.2)	(2.8)	(2.5)
Sales	(6.7)	1.9	(0.2)	(2.4)	(0.2)	(2.9)

<b>Cum</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	(2.9)	0.1	3.9	3.1	4.4	0.0
Price	(0.4)	1.1	(1.8)	(1.8)	1.9	(0.2)
Underlying Sales	(3.3)	1.1	2.1	1.2	6.4	(0.2)
Acq.	0.2	0.8	0.1	1.0	0.0	0.5
Disp	(2.8)	(2.9)	(3.8)	(3.0)	(2.3)	(2.9)
Sales	(5.8)	(1.0)	(1.6)	(0.8)	4.1	(2.6)

Change in Operating Margin BEIA and Advertising & Promotions

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

<b>Q2 2004</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	(90)	170	180	(150)	290	10
A&P change	20	(210)	(30)	(30)	30	(40)
<b>Cum</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	(70)	90	150	(130)	400	20
A&P change	60	(180)	40	20	10	(10)