

**UNILEVER**  
**Third Quarter 2004**

Change in Volume, Price, Acquisition/Disposal and Sales

| <b>Q3 2004</b>   | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
|------------------|--------|---------------|----------------------|----------------|---------------|-------|
| Volume           | (5.1)  | (1.8)         | 6.7                  | 1.1            | 4.9           | (1.4) |
| Price            | (0.3)  | 1.8           | (2.4)                | (0.9)          | 1.5           | 0.1   |
| Underlying Sales | (5.3)  | (0.0)         | 4.1                  | 0.2            | 6.4           | (1.3) |
| Acq. / Disp.     | (1.7)  | (2.3)         | (2.9)                | (4.8)          | (3.6)         | (2.7) |
| Sales            | (7.0)  | (2.4)         | 1.1                  | (4.6)          | 2.6           | (4.0) |

| <b>Year to date</b> | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
|---------------------|--------|---------------|----------------------|----------------|---------------|-------|
| Volume              | (3.7)  | (0.6)         | 4.9                  | 2.4            | 4.6           | (0.5) |
| Price               | (0.4)  | 1.3           | (2.0)                | (1.5)          | 1.8           | (0.1) |
| Underlying Sales    | (4.0)  | 0.7           | 2.8                  | 0.9            | 6.4           | (0.6) |
| Acq. / Disp.        | (2.2)  | (2.2)         | (3.4)                | (3.0)          | (2.7)         | (2.5) |
| Sales               | (6.2)  | (1.5)         | (0.6)                | (2.1)          | 3.6           | (3.0) |

Change in Operating Margin BEIA and Advertising & Promotions

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

| <b>Q3 2004</b> | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
|----------------|--------|---------------|----------------------|----------------|---------------|-------|
| Margin BEIA    | 120    | 40            | (130)                | (40)           | (200)         | 20    |
| A&P change     | (110)  | (30)          | (130)                | (50)           | 10            | (70)  |

  

| <b>Year to date</b> | Europe | North America | Africa & Middle East | Asia & Pacific | Latin America | Total |
|---------------------|--------|---------------|----------------------|----------------|---------------|-------|
| Margin BEIA         | (10)   | 70            | 60                   | (100)          | 200           | 10    |
| A&P change          | 0      | (130)         | (20)                 | (10)           | 10            | (30)  |