

**UNILEVER**  
**Third Quarter and Cumulative**

Change in Volume, Price, Acquisition/Disposal and Sales

<b>Q3</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	1.2	2.1	8.5	3.9	(0.8)	2.1
Price	1.4	(0.1)	(0.5)	0.6	14.8	2.3
Underlying Sales	2.6	2.0	7.9	4.5	13.9	4.5
Acq/Disp	(5.9)	(8.5)	2.8	(2.9)	(5.0)	(5.5)
<b>Sales</b>	<b>(3.5)</b>	<b>(6.7)</b>	<b>10.8</b>	<b>1.5</b>	<b>8.3</b>	<b>(1.2)</b>

<b>Q3 Cum</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	1.3	0.1	3.0	1.9	(4.0)	0.5
Price	1.0	0.5	2.7	1.8	14.3	2.7
Underlying Sales	2.3	0.6	5.8	3.7	9.7	3.2
Acq/Disp	(5.2)	(5.3)	1.6	(2.1)	(3.5)	(4.1)
<b>Sales</b>	<b>(2.9)</b>	<b>(4.8)</b>	<b>7.5</b>	<b>1.5</b>	<b>5.9</b>	<b>(1.0)</b>

Change in Operating Margin BEIA and Advertising & Promotions

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

<b>Q3</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	90	120	100	60	(170)	50
A&P change	150	220	80	260	190	180

<b>Q3 Cum</b>	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	90	270	140	170	180	160
A&P change	60	70	50	110	70	60