

UNILEVER
Fourth Quarter and Cumulative

Change in Volume, Price, Acquisition/Disposal and Sales

Q4	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	4.6	2.3	(0.8)	6.8	1.1	3.5
Price	1.0	0.3	9.4	1.0	17.4	3.6
Underlying Sales	5.6	2.6	8.5	7.9	18.7	7.2
Acq/Disp	(6.6)	(7.5)	3.3	(2.7)	(4.9)	(5.3)
Sales	(1.4)	(5.1)	12.0	5.0	12.9	1.6

Q4 Cum	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	2.0	0.6	2.0	3.2	(2.6)	1.3
Price	1.0	0.4	4.4	1.6	15.1	2.9
Underlying Sales	3.1	1.1	6.5	4.8	12.1	4.2
Acq/Disp	(5.5)	(5.9)	2.0	(2.3)	(3.9)	(4.4)
Sales	(2.6)	(4.9)	8.6	2.4	7.8	(0.3)

Change in Operating Margin BEIA and Advertising & Promotions
Basis points increase/(decrease) as a percentage of sales

Q4	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	(40)	(50)	(230)	(180)	(90)	(100)
A&P change	290	300	260	380	290	300

Q4 Cum	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	60	190	30	70	100	100
A&P change	120	130	100	180	130	120