

UNILEVER
First Quarter 2003

Change in Volume, Price, Acquisition/Disposal and Sales

Q1 2003	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	(1.9)	(2.1)	4.7	6.2	(2.8)	(0.3)
Price	1.0	0.5	4.5	(1.5)	13.5	2.0
Underlying Sales	(0.9)	(1.7)	9.4	4.6	10.3	1.7
Acq/Disp	(6.6)	(7.0)	1.8	(2.7)	(4.1)	(5.3)
Sales	(7.4)	(8.6)	11.4	1.7	5.8	(3.7)

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

Q1 2003	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	270	(220)	270	(120)	(100)	30
A&P change	80	370	0	250	170	180
Margin BEIA	270	(220)	270	(120)	(100)	30
A&P change	80	370	0	250	170	180