

## UNILEVER

### Second Quarter and Cumulative

#### Change in Volume, Price, Acquisition/Disposal and Sales

Q2	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	1.2	-1.0	1.3	4.6	-3.6	0.6
Price	0.7	0.8	2.8	1.4	16.1	2.7
Underlying Sales	2.0	-0.2	4.1	6.1	11.9	3.3
Acq/Disp	-5.0	-3.9	2.7	-3.2	-3.4	-3.7
Sales	-3.1	-4.1	7.0	2.8	8.1	-0.4

Q2 Cum	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Volume	1.3	-0.9	0.1	0.9	-5.5	-0.3
Price	0.9	0.7	4.6	2.3	14.0	2.9
Underlying Sales	2.2	-0.1	4.6	3.3	7.7	2.6
Acq/Disp	-4.8	-3.6	0.9	-1.7	-2.7	-3.4
Sales	-2.7	-3.8	5.6	1.5	4.7	-0.9

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

Q2	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	0	310	350	160	510	190
A&P change	30	130	20	110	50	60

Q2 Cum	Europe	North America	Africa & Middle East	Asia & Pacific	Latin America	Total
Margin BEIA	90	350	150	230	360	210
A&P change	20	0	30	30	10	10