

# Unilever Q3 2012 Trading Statement

Jean-Marc Huët – CFO

James Allison – Head of Investor Relations & M&A

October 25<sup>th</sup> 2012



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# Safe harbour statement



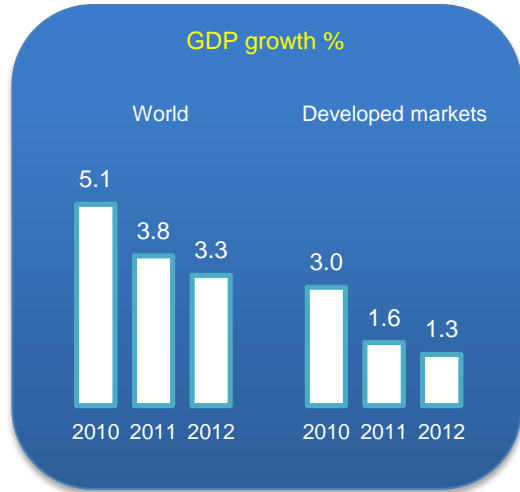
This announcement may contain forward-looking statements, including 'forward-looking statements' within the meaning of the United States Private Securities Litigation Reform Act of 1995. Words such as 'will', 'aim', 'expects', 'anticipates', 'intends', 'believes', 'vision', or the negative of these terms and other similar expressions of future performance or results, and their negatives, are intended to identify such forward-looking statements. These forward-looking statements are based upon current expectations and assumptions regarding anticipated developments and other factors affecting the Group. They are not historical facts, nor are they guarantees of future performance.

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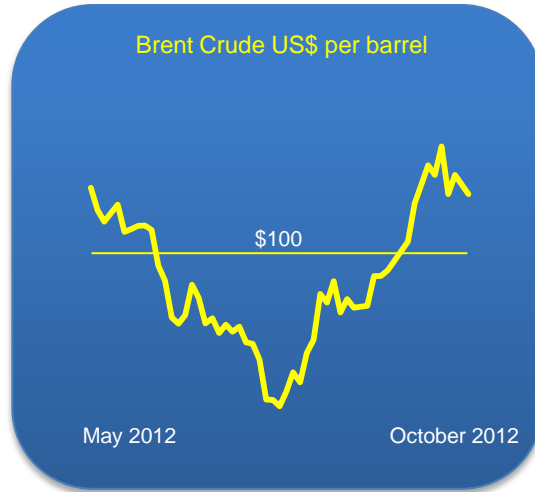
# Market environment remains challenging



### GDP growth revised down



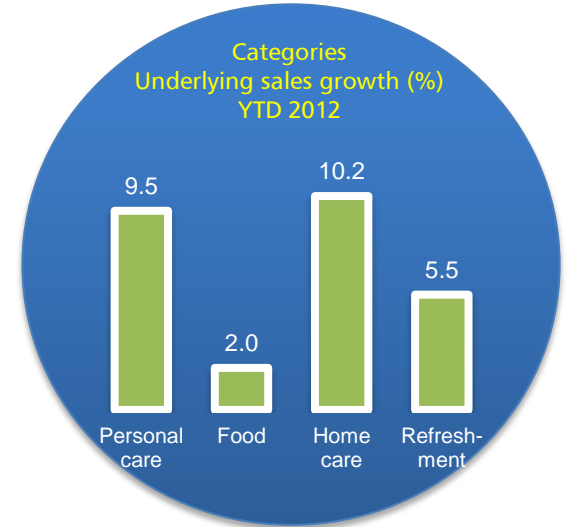
### Continuous volatility



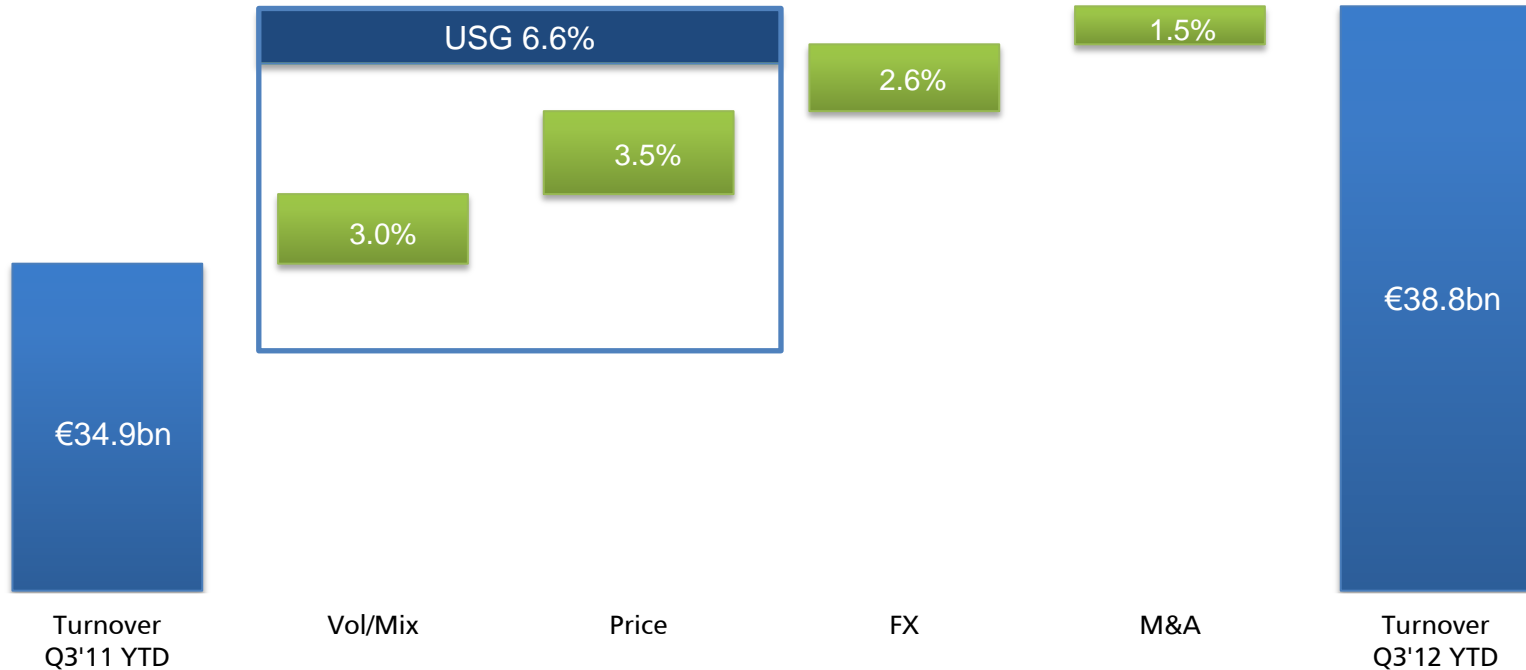
### Competitive intensity remains high



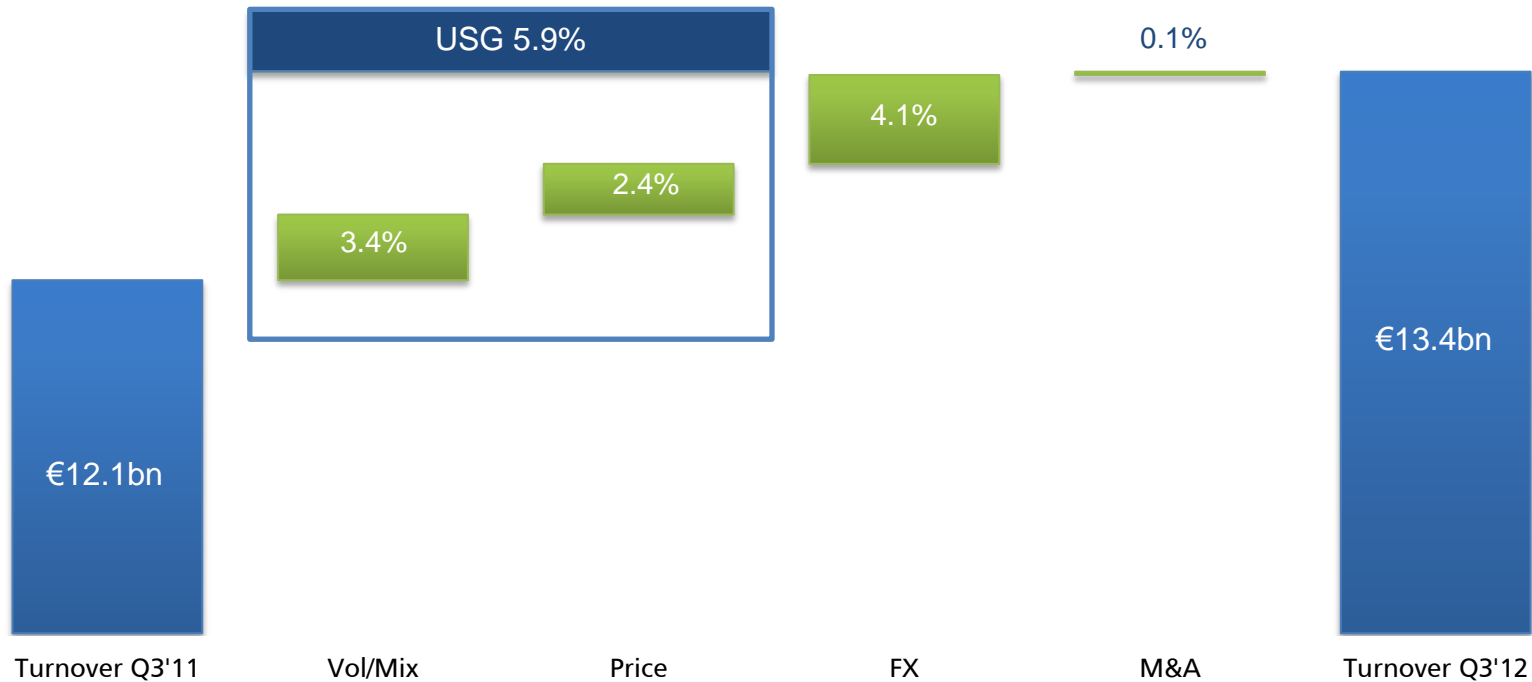
# Broad based, consistent growth ahead of our markets



# Q3 YTD 2012 - Turnover growth 11.1% with positive M&A contribution



# Q3 2012 - Turnover growth 10.3%, balanced volume / price contribution



# Q3 2012 – Emerging markets: consistent double-digit growth



Broad based growth – no country accounts for more than 8% of group turnover

# Q3 2012 - Personal Care: strong momentum continues



## Roll out Clear – Australia



Now in 43 markets

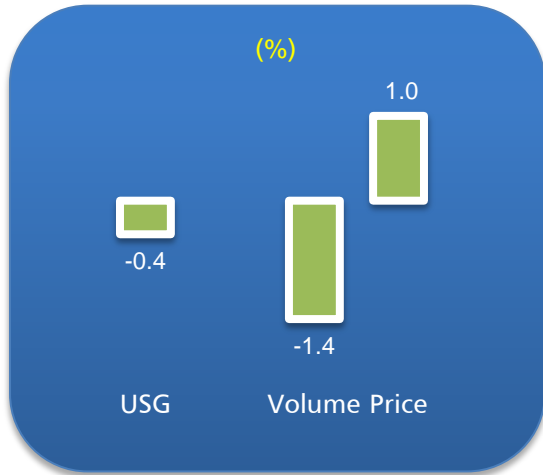
- Volume led growth
- Strong momentum in Hair:
  - Innovation and white spaces
- Deodorants value shares up:
  - Achieving record highs



# Q3 2012 - Foods: sales impacted by performance in Spreads



## Brazil - Hellmann's 50 years



- Spreads volumes are down:
  - Impact of relative pricing
- Dressings performing well
- Volume shares are broadly flat

Stable underlying sales growth +2.0% year-to-date

# Q3 2012 - Home care: broad based growth across our markets



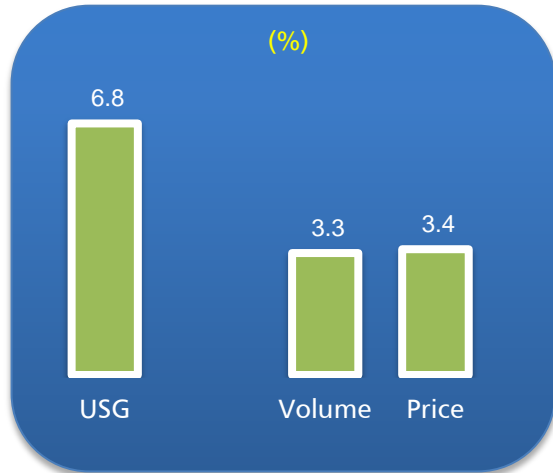
Into more than 20 markets

- Strong volume and value share gains
- Growth driven by:
  - Improved product quality
  - Innovation
  - Market development

# Q3 2012 - Refreshment: Ice Cream driving growth in the category



## Launch of Ice Cream Pints – Europe



- Ice Cream strong growth driven by:
  - Innovation
  - White space: Magnum Philippines
- Beverages grew mid-single digit:
  - Driven by emerging markets
  - But still more to do

James Allison  
Head of Investor Relations & M&A



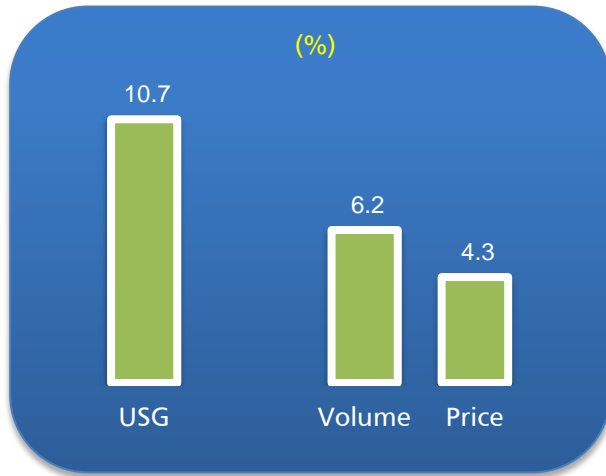
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# Q3 2012 – Asia / AMET / RUB: 5th successive quarter of double-digit growth



- Double-digit growth across the majority of countries
- Volume and value share gains across most markets
- Strong momentum in Home and Personal care
- Employer brand strengthening across the region:
  - Now #2 in China and Russia

## Q3 2012 - Americas: growth driven by Latin America



- North America underlying sales growth -3.5%
- In line with market growth after adjusting for sales brought forward last year
- Share gains in Personal care, Foods down for the quarter
- Latin America +13.7% USG, with a good balance between volume and price
- Brazil strong, volume led double digit growth
- Gaining share across the region despite high competitive intensity

## Q3 2012 - Europe: modest growth driven by volume



- Economic situation remains difficult, particularly in Southern Europe
- Growing in line with the market
- Continuing to innovate across all categories

Europe underlying sales growth +1.0% year-to-date

# Q3 2012 - Europe: innovation at different points of the price pyramid



Premium range:  
Dove Men+Care Face in UK



Value range:  
Cornetto Packs in Southern Europe



Value range:  
Elais in Greece





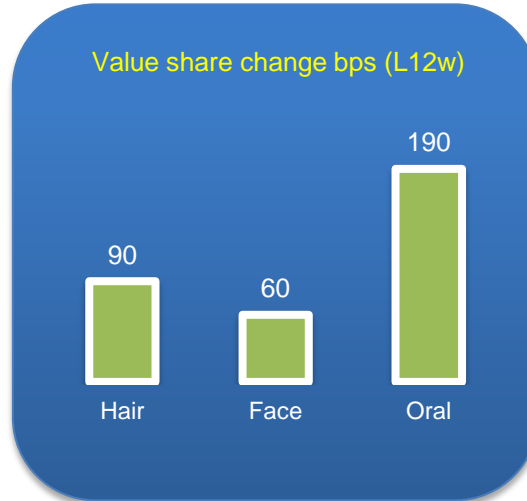
# M&A: improving the growth profile of Unilever



Sara Lee : Radox roll-out across CEE



Concern Kalina growing double-digit



N.A. Frozen Food disposal completed



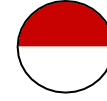
# Alberto Culver fully integrated - TRESemmé roll-out continues



Brazil – Q4 2011



India – Q2 2012



Indonesia - Q3 2012

TRESemmé  
USED BY PROFESSIONALS

Thaila Ayala  
atriz

TRESemmé.  
Tenha resultado de salão  
todos os dias sem sair de casa.

USADA POR CABELEIREIROS  
AO REDOR DO MUNDO

TRESemmé. RESULTADO DE SALÃO TODOS OS DIAS.  
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TRESemmé  
USED BY PROFESSIONALS

Salon Style Hair, at Home  
**Everyday**

TRESemmé  
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Seindah Rambut Salon,  
Setiap Hari

Sebagai pilihan utama hairstylist profesional duna, sekarang Anda juga dapat  
merasakan TRESemmé untuk rambut indah secantik habis dari salon, setiap hari.

TRESemmé Baru.

TRESemmé. Professional. Everyday.

Jean-Marc Huët  
CFO



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# Our priorities remain unchanged



1. Volume growth ahead of the market
2. Steady and sustainable core operating margin improvement
3. Strong cash flow



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