

UNILEVER TRADING STATEMENT THIRD QUARTER 2018

GRAEME PITKETHLY / RICHARD WILLIAMS

18TH OCTOBER 2018



 "I was surprised at how Dove beauty bar was gentler."
Christina Brown
Lovebrownsugar.com



Proven to be gentler than pricier cleansing bar soaps. Dove. It's not a soap. It's a beauty bar.



DISCOVER RICH FLAVOUR WITH *new* KNORR ORGANIC STOCKS



ATLANTIC KELP ANTI-FATIGUE BODY WASH
GEL MICHÉ ENÉRGISANT ANTIFATIGUE CORPS
ALGAS DE L'ATLANTIQUE
REN
MADE WITH RECYCLED PLASTIC

Nouveau LES BIO



DAY 2 DRY WASH SPRAY
ORIGINAL
WITH DELICATES

REVIVE CLOTHES INSTANTLY

THE WORLD'S FIRST DRY WASH SPRAY

Tough on stains Not on nature



THE TRUSTED POWER OF OMO WITH PLANT-BASED CLEANING INGREDIENTS

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', 'looks', '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 Unilever Group (the 'Group'). They are not historical facts, nor are they guarantees of future performance.

Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements. Among other risks and uncertainties, the material or principal factors which could cause actual results to differ materially are: Unilever's global brands not meeting consumer preferences; Unilever's ability to innovate and remain competitive; Unilever's investment choices in its portfolio management; inability to find sustainable solutions to support long-term growth; the effect of climate change on Unilever's business; customer relationships; the recruitment and retention of talented employees; disruptions in our supply chain; the cost of raw materials and commodities; the production of safe and high quality products; secure and reliable IT infrastructure; successful execution of acquisitions, divestitures and business transformation projects; economic and political risks and natural disasters; financial risks; failure to meet high and ethical standards; and managing regulatory, tax and legal matters. These forward-looking statements speak only as of the date of this announcement. Except as required by any applicable law or regulation, the Group expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Group's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based. Further details of potential risks and uncertainties affecting the Group are described in the Group's filings with the London Stock Exchange, Euronext Amsterdam and the US Securities and Exchange Commission, including in the Annual Report on Form 20-F 2017 and the Unilever Annual Report and Accounts 2017.

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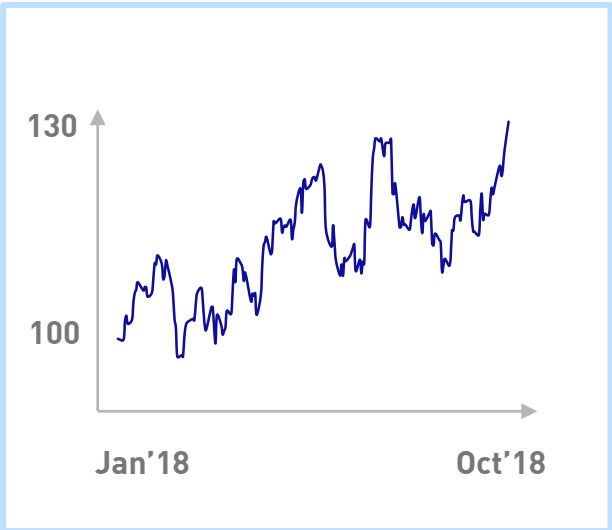
THE TRUSTED POWER OF OMO WITH BLAAT BASED CLEANING INGREDIENTS

Q3 2018

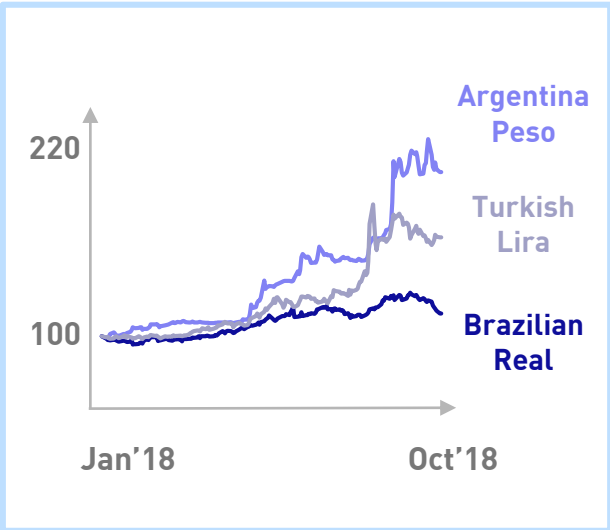
- Good growth from price and volume
- Emerging markets holding up
- All divisions accelerated
- Guidance unchanged

Mixed market conditions

Crude oil \$ barrel price rebased to 100



Currencies vs. USD rebased to 100



Mixed market performance



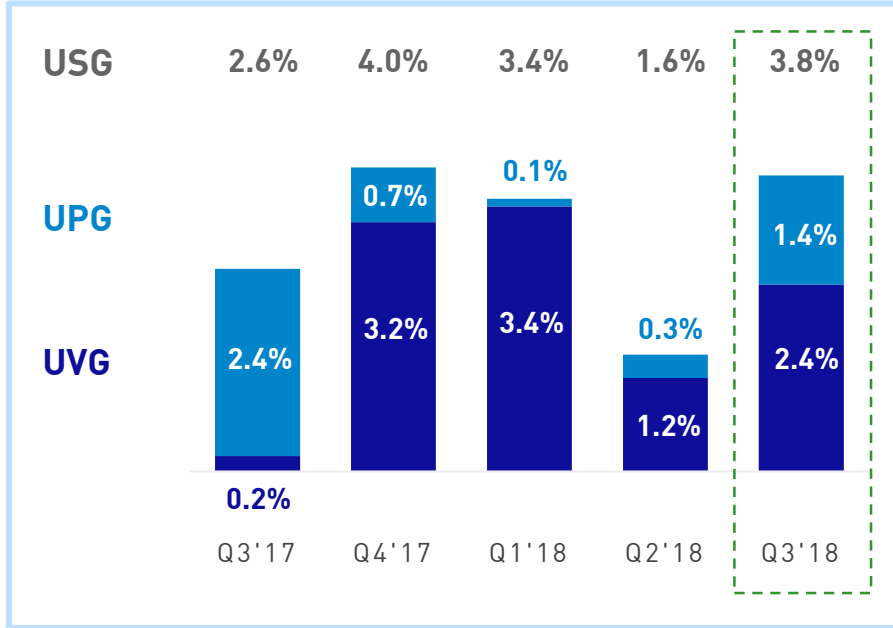
Lots of moving parts

- Soft developed markets comparators
- Brazil truckers
- Argentina

Underlying Sales Growth Q3'18



USG 3.8%: Balanced growth from volume and price



- Pricing coming back
- Volume strong
- Challenges to navigate

Beauty & Personal Care

Grow the core

Strong
core



Purpose-led
brands

Evolve the portfolio

New
brands



Prestige &
acquisitions

USG +4.0%, UVG +2.8%

Home Care

Grow the core



Locally
relevant

Strong
core



Evolve the portfolio



**REVIVE
CLOTHES
INSTANTLY**

THE WORLD'S FIRST DRY WASH SPRAY

New
brands

Acquisitions



USG +4.5%, UVG +1.5%

Foods & Refreshment

Grow the core



Market
development

Purpose-led
brands



Evolve the portfolio

Acquisitions



New brands



Out of home

USG +3.2%, UVG +2.5%

RICHARD WILLIAMS



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THE TRUSTED POWER OF OMO WITH 70% PLANT-BASED CLEANING INGREDIENTS

Asia / AMET / RUB

Third quarter

TO €5.6bn



USG 6.6%

UVG 4.3%

Quarterly trend

USG

6.0%

6.5%

5.9%

6.3%

6.6%

UPG

UVG

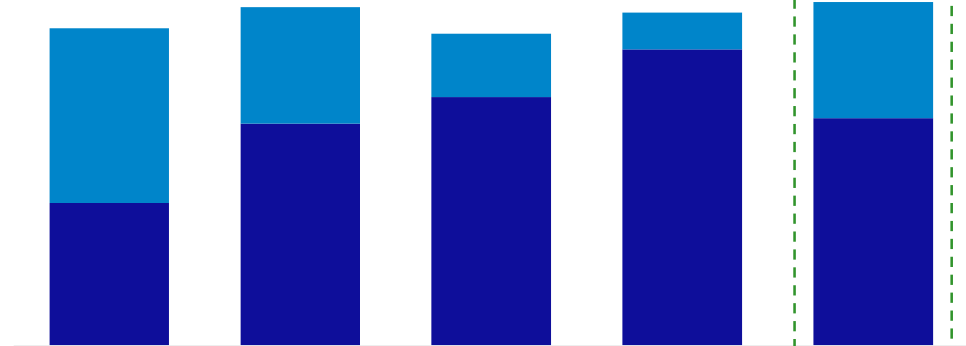
Q3'17

Q4'17

Q1'18

Q2'18

Q3'18



Latin America

Third quarter

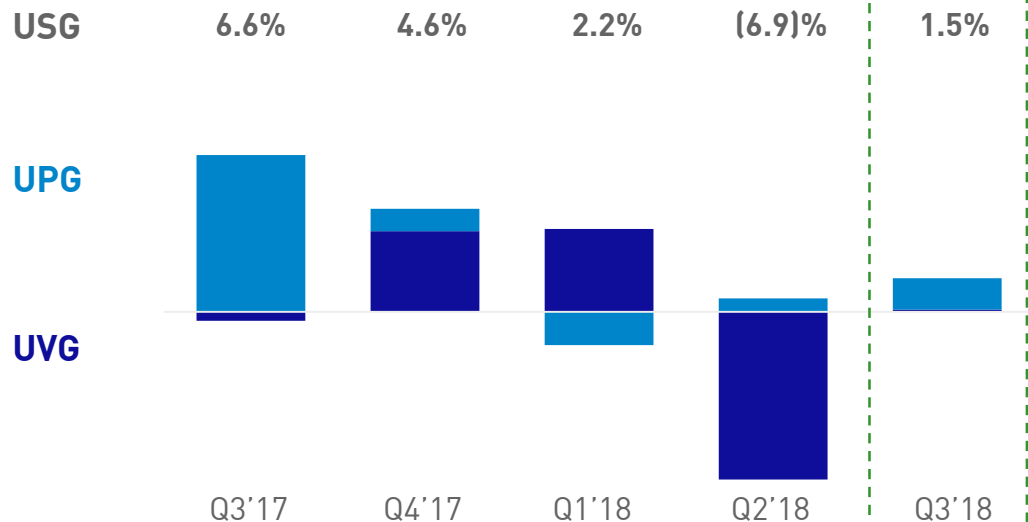
TO €1.7bn



USG 1.5%

UVG 0.1%

Quarterly trend



Argentina hyperinflation

Price impact
Total Unilever

15bps

35bps

70bps

USG
Argentina

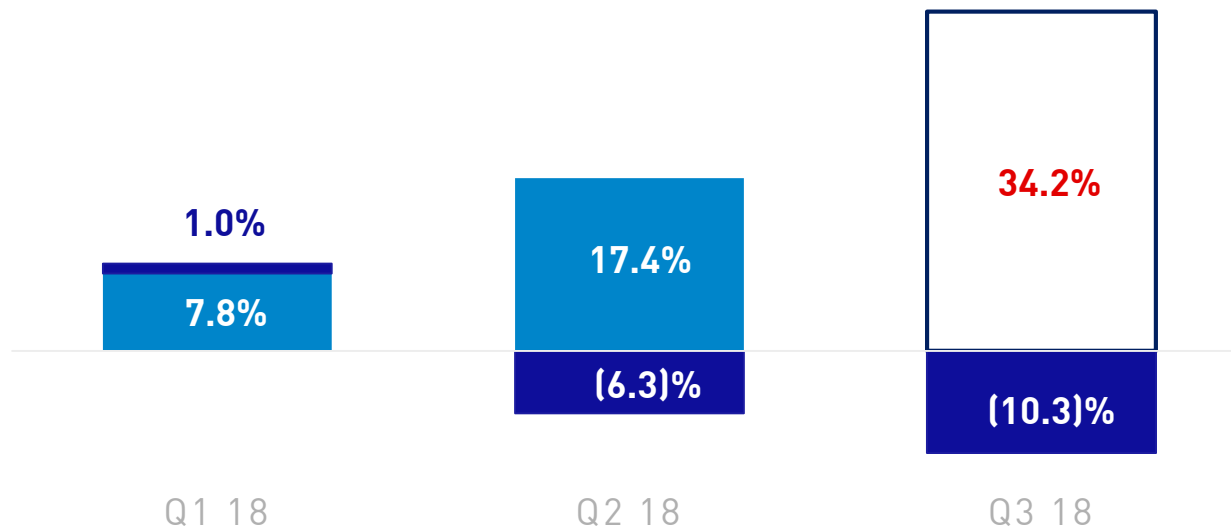
8.9%

10.0%

(10.3)%

■ UVG

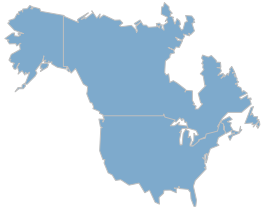
■ UPG



North America

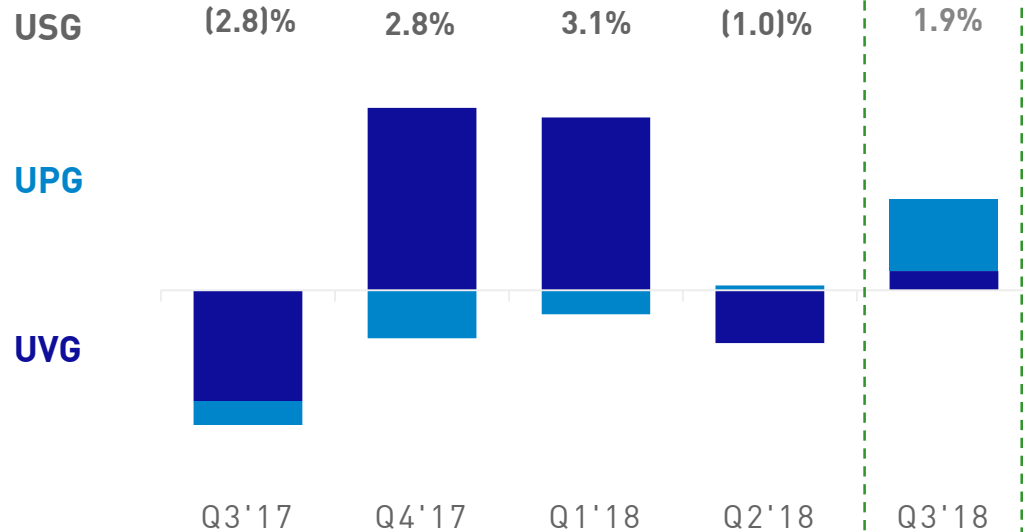
Third quarter

TO €2.3bn



USG 1.9%
UVG 0.4%

Quarterly trend



Europe

Third quarter

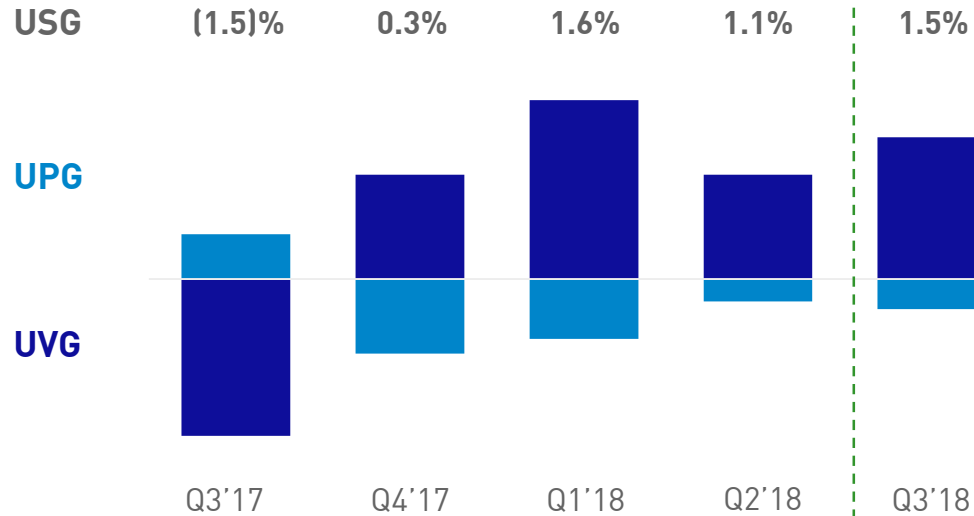
TO €3.0bn



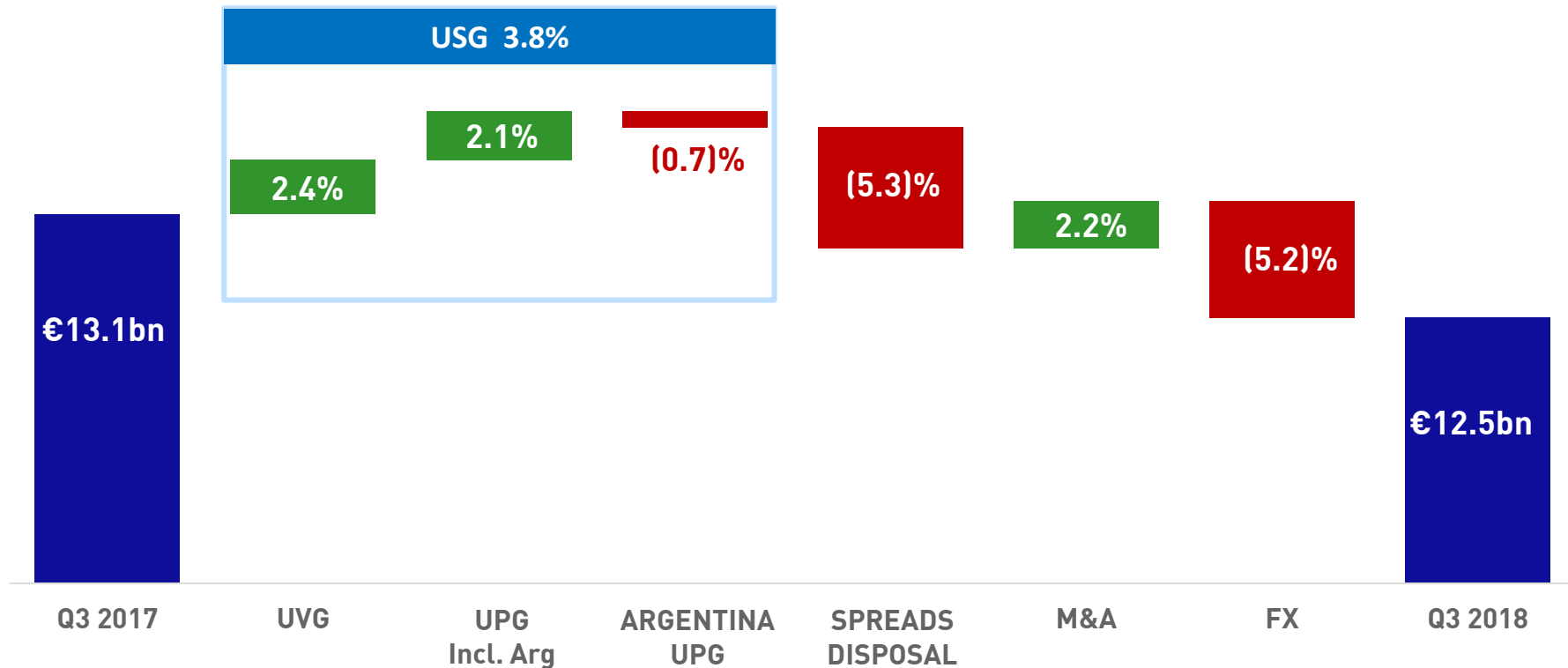
USG 1.5%

UVG 1.9%

Quarterly trend



Q3 2018: Turnover



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Knorr Organic
CHICKEN STOCK
CHICKEN STOCK POT

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OMO
EcoACTIVE
SALICILATE

2018 full year outlook

- ❑ Underlying Sales Growth within the 3-5% range
- ❑ Underlying Operating Margin: continued progress to 2020 target
- ❑ Strong cash flow

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