

UNILEVER ANALYSTS' CONSENSUS COLLECTION FOR Q3 2024

€ million

	3Q 2024			4Q 2024			Full Year 2024		
	Min	Max	Average	Min	Max	Average	Min	Max	Average
Turnover	15,201	15,792	15,489	13,976	14,549	14,279	60,100	61,382	60,821
Turnover change (%)	(0.5)%	3.6%	1.5%	(1.4)%	3.4%	1.1%	0.8%	3.0%	2.0%
Exchange rates (%)	(3.1)%	(0.6)%	(1.7)%	(3.2)%	(0.1)%	(1.8)%	(2.1)%	(0.8)%	(1.5)%
Acquisitions and disposals (%)	(1.7)%	0.0%	(0.9)%	(1.8)%	0.6%	(0.9)%	(1.2)%	(0.3)%	(0.8)%
Underlying sales growth (%)	3.4%	4.7%	4.2%	3.7%	4.9%	4.2%	4.0%	4.5%	4.2%
Price (%)	0.4%	1.5%	1.0%	0.8%	1.9%	1.3%	1.2%	1.6%	1.4%
Volume (%)	2.9%	3.6%	3.2%	2.1%	3.6%	2.8%	2.6%	3.1%	2.8%
Underlying Operating profit							10,973	11,303	11,117
Underlying operating margin (%)							18.1%	18.5%	18.3%
Change in Underlying operating margin (%)							1.4%	1.8%	1.6%
Non A&D restructuring costs							(731)	(550)	(677)
Operating profit							10,296	10,898	10,528
Operating margin (%)							17.0%	18.0%	17.3%
Underlying Operating profit							10,973	11,303	11,117
Net finance cost							(725)	(500)	(653)
Joint ventures, associates							215	276	250
Non-current investments							(20)	24	10
Underlying profit before taxation							10,541	10,836	10,695
Underlying Tax Rate (%)							(27.2)%	(24.8)%	(26.0)%
Underlying Taxation							(2,804)	(2,616)	(2,712)
Net profit (underlying)							7,865	8,128	7,977
Attributable to non controlling interests (NCI)							580	765	657
Underlying profit attributable to shareholders' equity							7,214	7,449	7,327
Average # of shares on a fully diluted basis							2,492	2,506	2,499
Underlying EPS (in Euros)							2.89	2.99	2.93
Underlying EPS growth (%)							10.8%	14.8%	12.6%

Notes

- 1 Consensus is based on input from 18 analysts.
- 2 Each line item is treated in isolation, taking the Min/Max/Average across each individually submitted line item.
- 3 Min/Max/Average are determined after removing the lowest and highest estimates for each line item.
- 4 Unilever does not endorse these consensus numbers.