

# Unilever Q3 2019 Trading Statement

## Graeme Pitkethly & Richard Williams

17<sup>th</sup> October 2019



# 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 including to plastic packaging; the effect of climate change on Unilever's business; significant changes or deterioration in customer relationships; the recruitment and retention of talented employees; disruptions in our supply chain and distribution; increases or volatility in the cost of raw materials and commodities; the production of safe and high quality products; secure and reliable IT infrastructure; execution of acquisitions, divestitures and business transformation projects; economic, social 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 2018 and the Unilever Annual Report and Accounts 2018.

# Q3 2019: Momentum underpinned by emerging markets

## Total

Underlying Sales Growth

**+2.9%**

**+1.4%**

Underlying Volume Growth

## Emerging Markets

Underlying Sales Growth

**+5.1%**

**+2.2%**

Underlying Volume Growth

## Developed Markets

Underlying Sales Growth

**(0.1%)**

**+0.3%**

Underlying Volume Growth

**+3.4% Underlying Sales Growth YTD**

# Q3 highlights and context



- Home Care
- South East Asia
- Emerging market powerhouses
- E-commerce

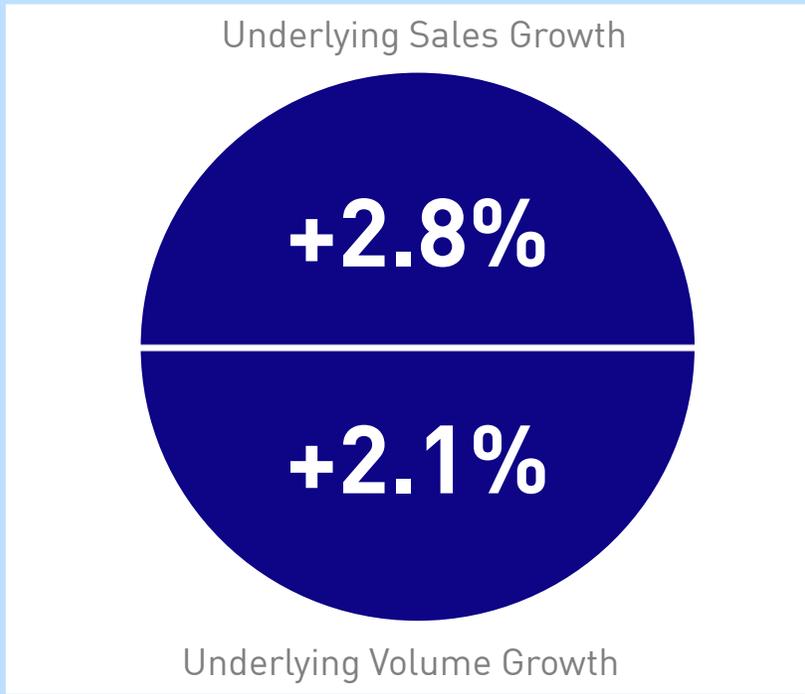


- Markets remain muted
- Lapping Brazil truckers strike recovery
- European ice cream

# Beauty & Personal Care

## Dove microbiome

## Oral care naturals



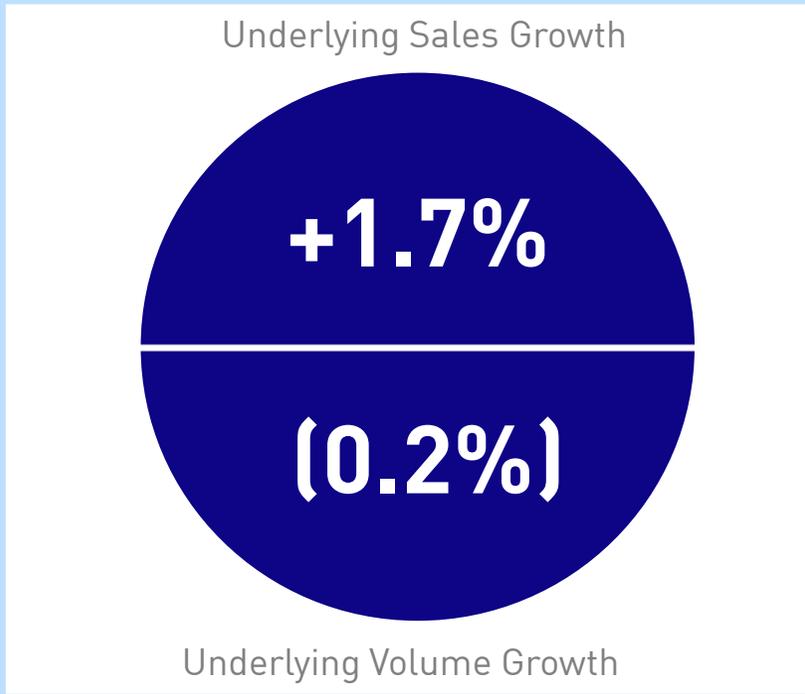
**+3.3% Underlying Sales Growth YTD**

Reflecting treatment of hyperinflation in USG as announced in September 2019

# Foods & Refreshment

## Premium ice cream

## Plant - based



**+1.5% Underlying Sales Growth YTD**

Reflecting treatment of hyperinflation in USG as announced in September 2019

# Home Care

## Concentration

## Premium new brand

Underlying Sales Growth

**+5.4%**

**+3.2%**

Underlying Volume Growth



**+7.0% Underlying Sales Growth YTD**

# Richard Williams

## Head of Investor Relations



# Asia / AMET / RUB

Q3 Turnover  
€6.1bn



Q3 USG 5.6%  
Q3 UVG 3.1%

USG

6.6%

6.0%

6.0%

6.3%

5.6%

UPG

UVG

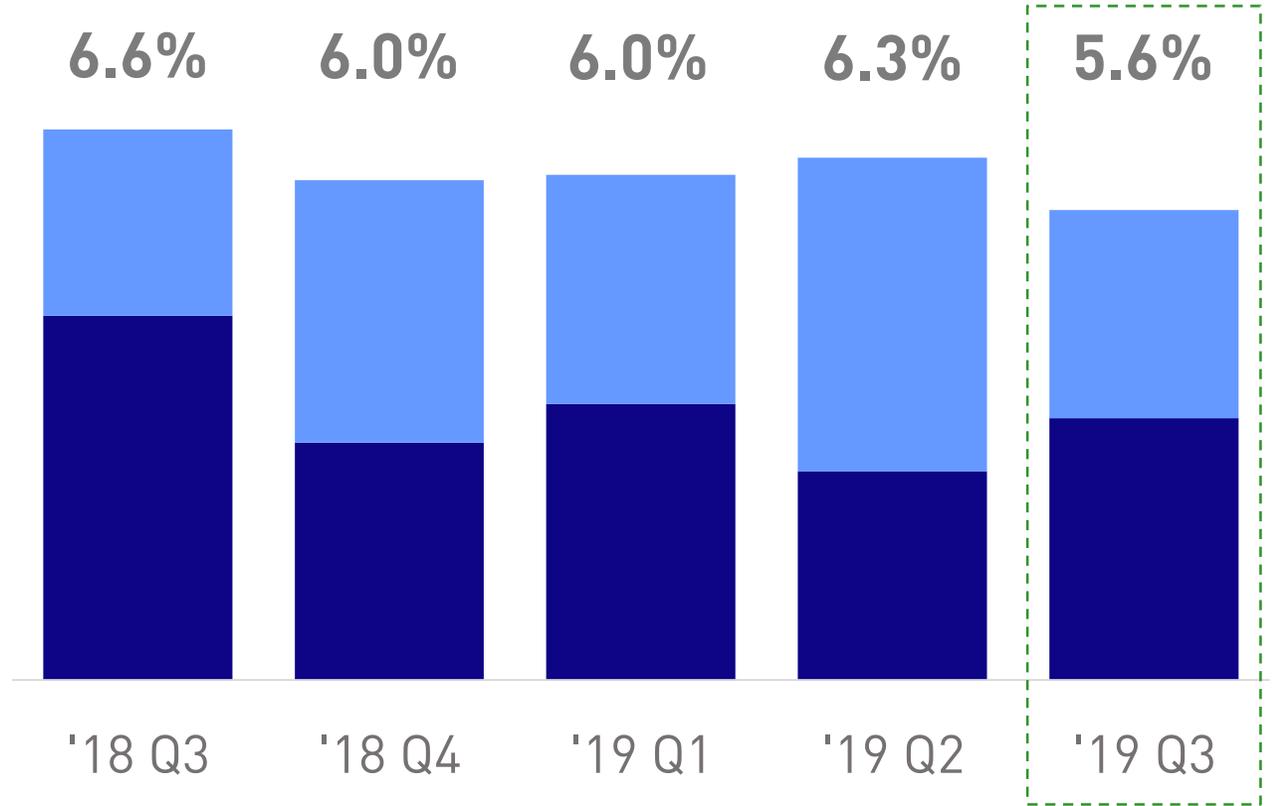
'18 Q3

'18 Q4

'19 Q1

'19 Q2

'19 Q3

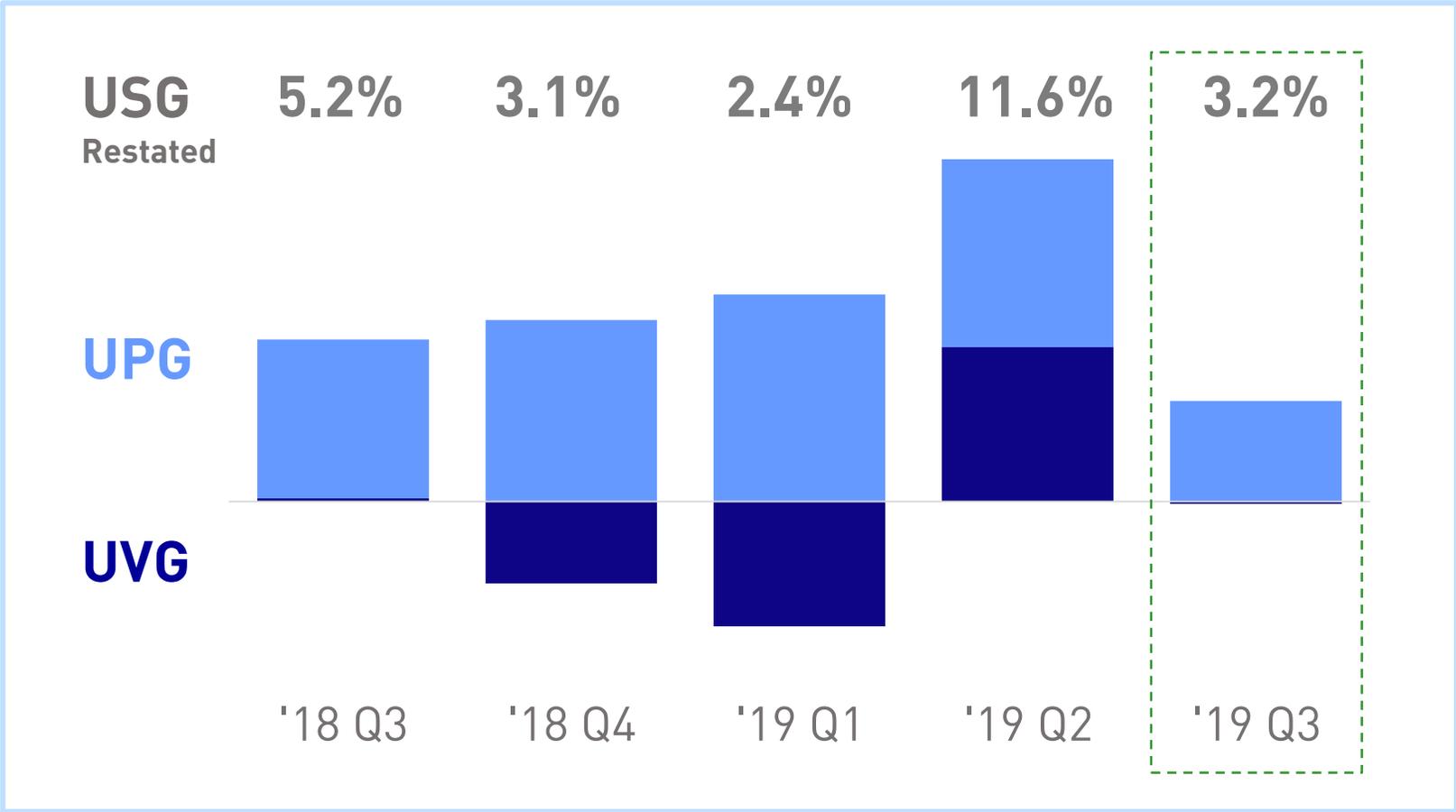


# Latin America

**Q3 Turnover**  
**€1.8bn**



**Q3 USG** 3.2%  
**Q3 UVG** (0.1)%



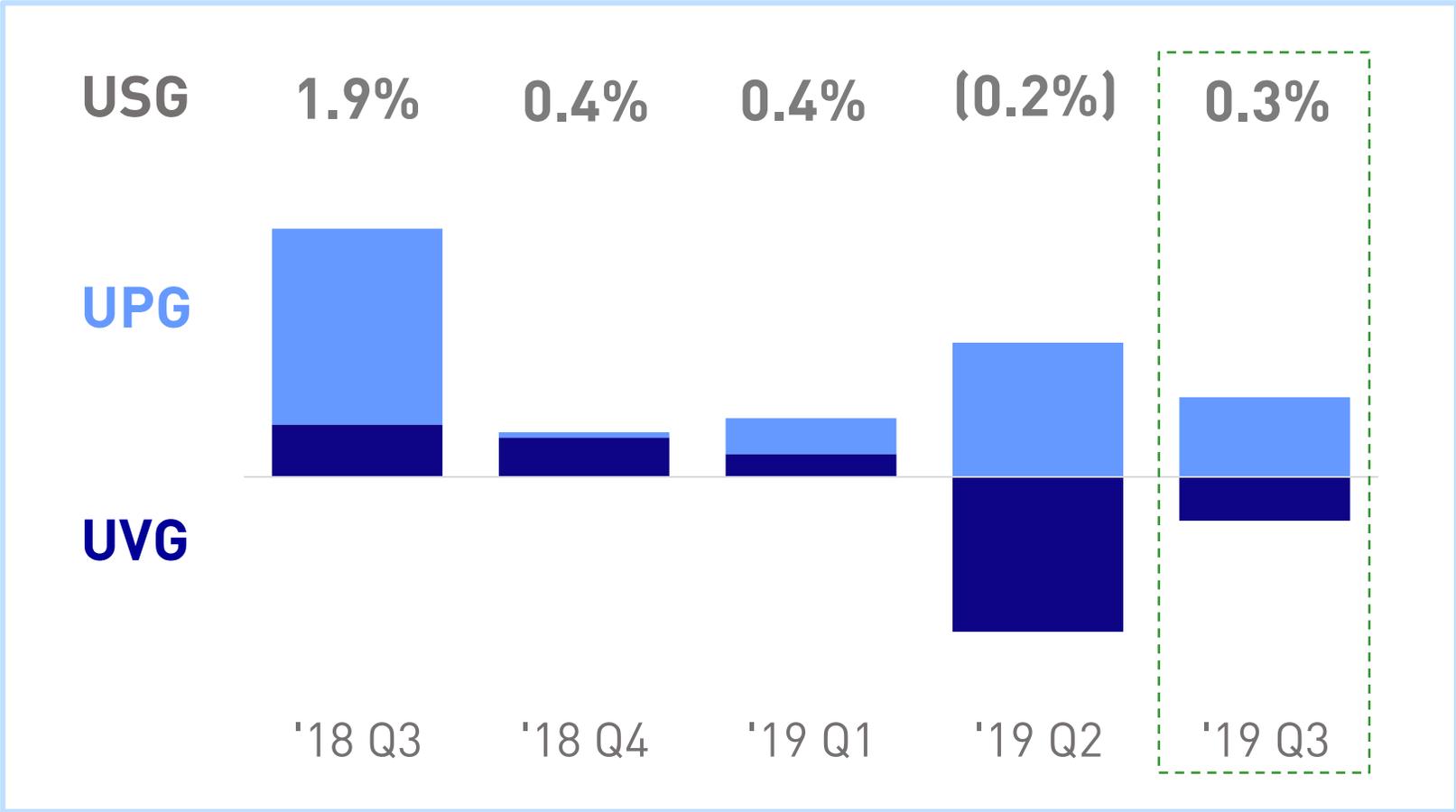
Reflecting treatment of hyperinflation in USG as announced in September 2019

# North America

**Q3 Turnover**  
**€2.4bn**



**Q3 USG**    **0.3%**  
**Q3 UVG**    **(0.3)%**

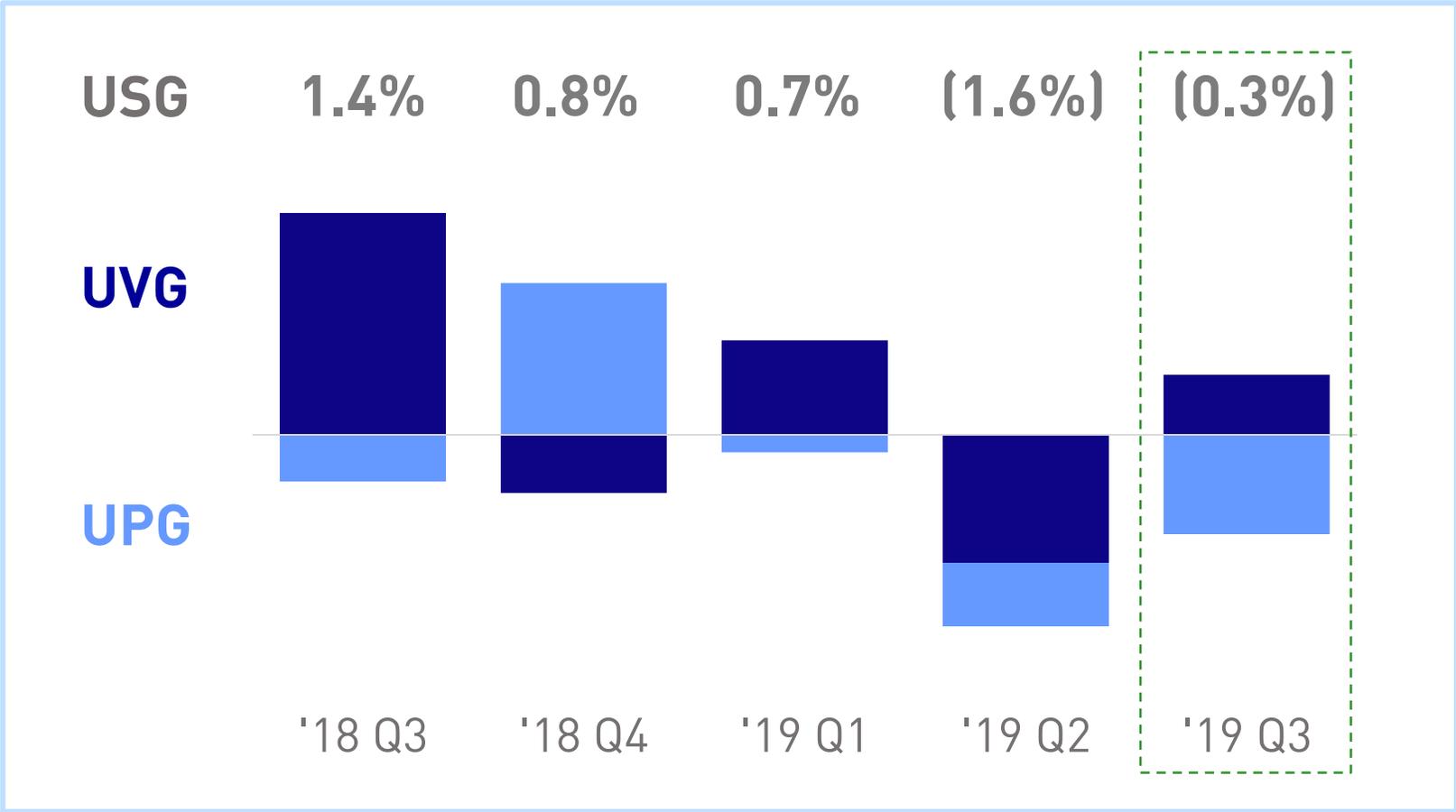


# Europe

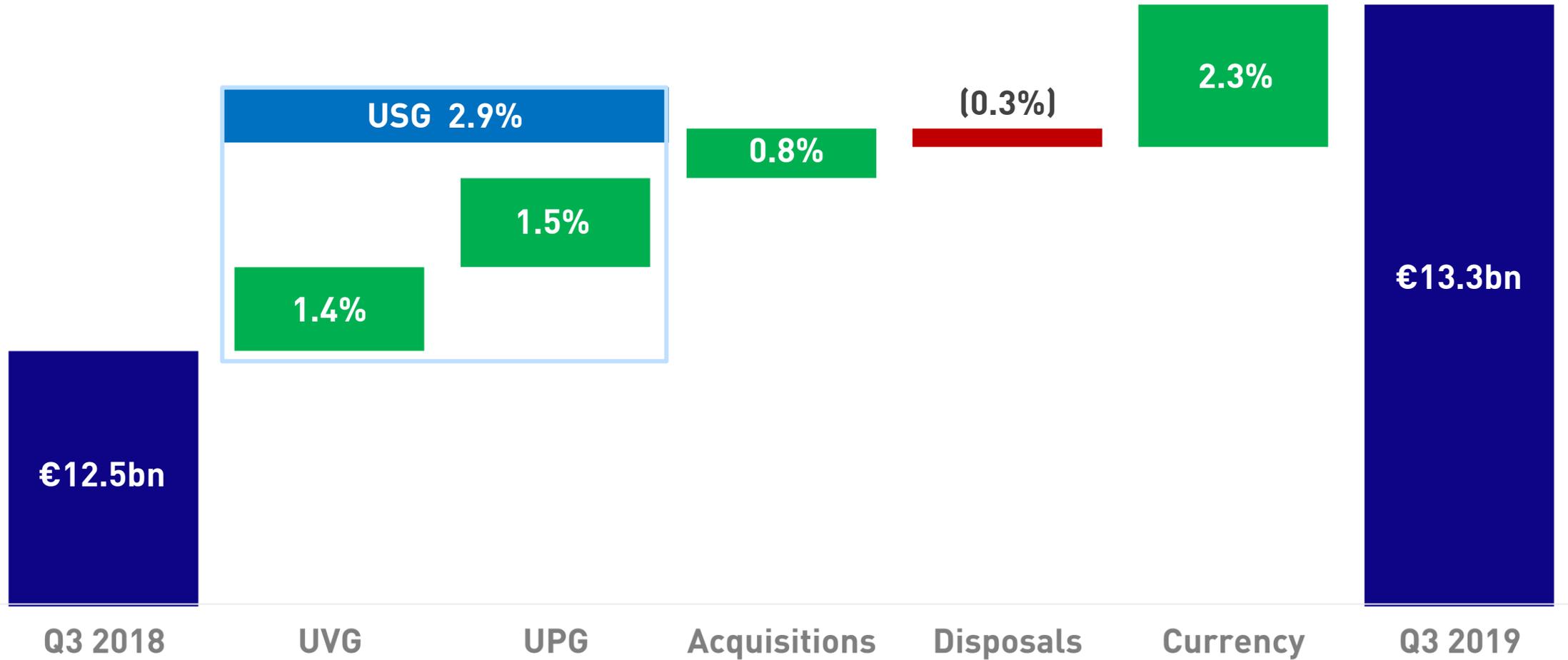
**Q3 Turnover**  
**€3.0bn**



**Q3 USG** (0.3)%  
**Q3 UVG** 0.5%



# Q3 2019: Turnover



# Graeme Pitkethly

## CFO



Unilever®



# Unilever's plastic targets and initiatives

## Our 2025 targets

1. Halve our use of virgin plastic  
*More than 100,000 tonnes from absolute reduction, the rest from using more recycled plastic*
2. Collect and process more plastic than we sell
3. 100% of plastic packaging reusable, recyclable or compostable
4. Increase use of recycled plastic content in our packaging to at least 25% by 2025

## Our initiatives



Indonesia  
community  
waste banks

Recyclable  
black plastic  
technology



# 2019 outlook

- Underlying Sales Growth in lower half of multi-year 3-5% range**
- Underlying Operating Margin: continued progress to 20%**
- Strong cash flow**

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