



2016 FIRST HALF YEAR RESULTS

CONSISTENT, COMPETITIVE AND PROFITABLE GROWTH IN CHALLENGING MARKETS

First half highlights

- **Underlying sales growth 4.7%**, ahead of our markets, with volume up 2.2%
- **Sales increased by 5.4% at constant exchange rates and decreased by (2.6)% at current exchange rates**
- **Emerging markets underlying sales growth 8.0%** with volume up 2.9%
- **Core operating margin at 15.0% up 50bps**, driven by an 80bps improvement in gross margin
- **Core earnings per share up 7.5%** at constant exchange rates, up 1.3% at current exchange rates

Second quarter highlights

- **Underlying sales growth 4.7%** with volume up 1.8%

Paul Polman: Chief Executive Officer statement

“Our first half results further demonstrate the progress we have made in the transformation of Unilever to deliver consistent, competitive, profitable and responsible growth. Despite a challenging environment with slower global economic growth and intensifying geopolitical instability, we have again grown profitably in our markets, competitively and driven by strong innovations.

This consistency of performance, achieved during a period of high volatility and accelerating change, shows that our long-term focus is paying off. We are seeing the benefits from delivery against the four differentiated category strategies that continue to guide investment in our brands, our infrastructure and our people.

We have been preparing ourselves for tougher market conditions in 2016 and do not see any sign of an improving global economy. Against this backdrop we continue to drive agility and cost discipline, implementing the key initiatives announced at the end of last year: net revenue management, zero based budgeting and ‘Connected 4 Growth’ which is the next stage in our organisational transformation. Our priorities continue to be volume-driven growth ahead of our markets, steady improvement in core operating margin and strong cash flow.”

Key Financials (unaudited) Current Rates	First Half 2016	
Underlying Sales Growth	4.7%	
Turnover	€26.3bn	(2.6)%
Operating Profit	€3.8bn	(0.1)%
Net Profit	€2.7bn	2.0%
Core earnings per share	€0.92	1.3%
Diluted earnings per share	€0.88	1.0%
Quarterly dividend payable in September 2016 €0.3201 per share		