



UNILEVER TRADING STATEMENT FIRST QUARTER 2013

FIRST QUARTER: GROWTH MOMENTUM CONTINUES

First quarter highlights

- **Underlying sales growth 4.9%** with emerging markets up 10.4%
- **Underlying volume growth 2.2%**; pricing up 2.6%
- **Turnover increased 0.2% to €12.2 billion** including a negative currency impact of (3.5)%
- **Disposals reduced turnover by (1.1)%** reflecting the disposal of Skippy and the US Frozen Food business
- **Quarterly dividend up 10.7% to €0.2690**

Paul Polman: Chief Executive Officer statement

"We maintained good growth momentum in the first quarter despite challenging economies and the tough competitive environment. This performance is further evidence that Unilever is becoming fit to win and capable of delivering consistent growth ahead of our markets. Our strategy is working.

Emerging markets delivered double digit growth for the eighth successive quarter and represented over 57% of our turnover. This strong performance reflects the impact of our successful innovations, the introduction of our brands into new markets, improved product quality and competitive in-market execution.

Developed markets growth remained sluggish. Europe faced a particularly strong prior year comparator and whilst the overall performance was solid, the reported growth was held back by the slow start to the ice cream season and weakness in spreads.

The Unilever Sustainable Living Plan is becoming embedded across the business and increasingly driving our day-to-day decisions and actions, helping to drive increased sales whilst reducing costs and risks. Brands like **Lifebuoy**, **Dove**, **Domestos**, **Knorr** and **Signal** that have made sustainability central to their brand proposition continue to perform well. At the same time we have focused on eco-efficiencies in our factories. By reducing our usage of energy, water and materials, and by driving down waste, we release funds to invest in our brands and further drive growth.

We remain focused on achieving another year of profitable volume growth ahead of our markets, steady and sustainable core operating margin improvement and strong cash flow."

25 April 2013

