

Unilever Trading Statement Q3 2015

Graeme Pitkethly/Andrew Stephen

October 15th 2015



Unilever®



Graeme Pitkethly



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 such as our expectation of underlying sales growth for the year on the first page. 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.

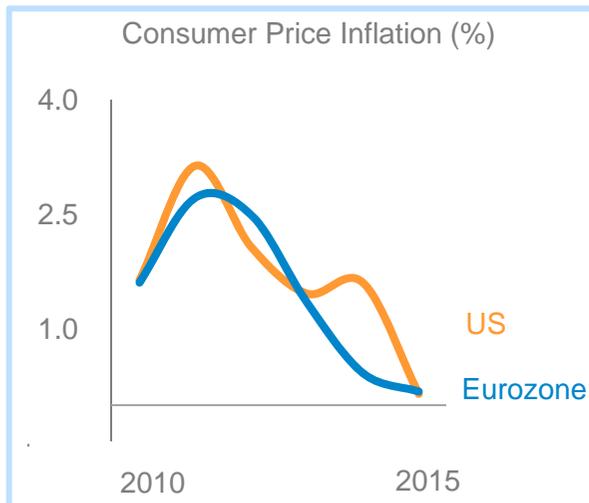
Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements. Among other risks and uncertainties, the material or principal factors which 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; 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 ethical standards; and managing regulatory, tax and legal matters. 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 Group's Annual Report on Form 20-F for the year ended 31 December 2014 and the Annual Report and Accounts 2014. 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.





Market environment remains challenging

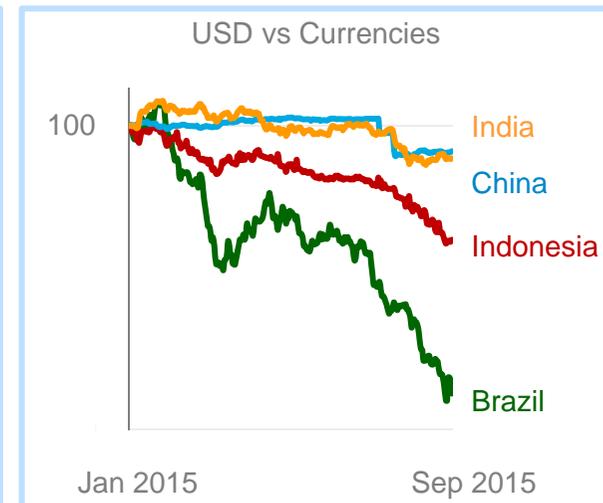
Weak developed markets



Mixed emerging markets



Volatile currencies



Source: Oxford Economics



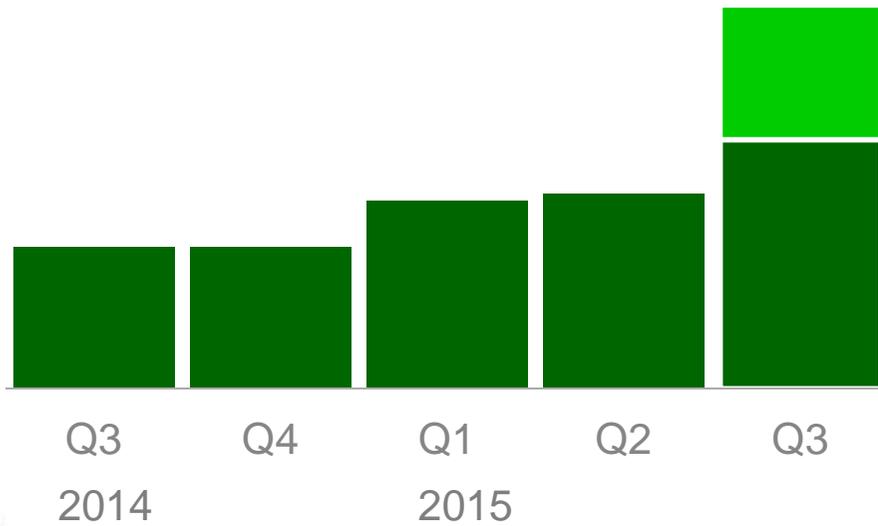
Strong growth in Q3, helped by some specific factors

Improved growth momentum

Specific factors

USG

+5.7%

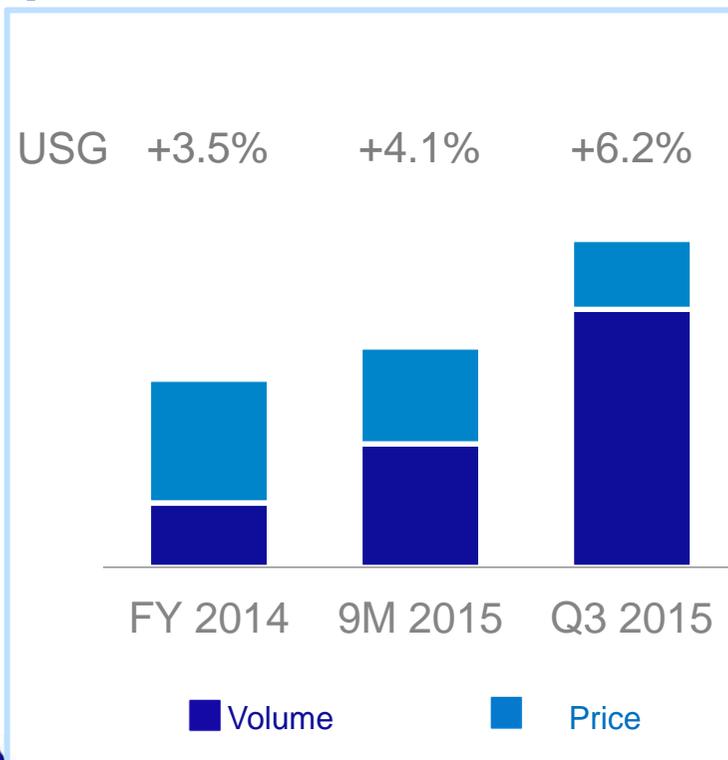


	Q3	Q4
Good weather in Southern Europe	↑	↔
Advanced sales in Latin America	↑	↓
Soft comparator in China	↑	↑





Personal Care: Innovating to grow the core and build premium



Dry spray deodorants



Zendium toothpaste



Lux body wash

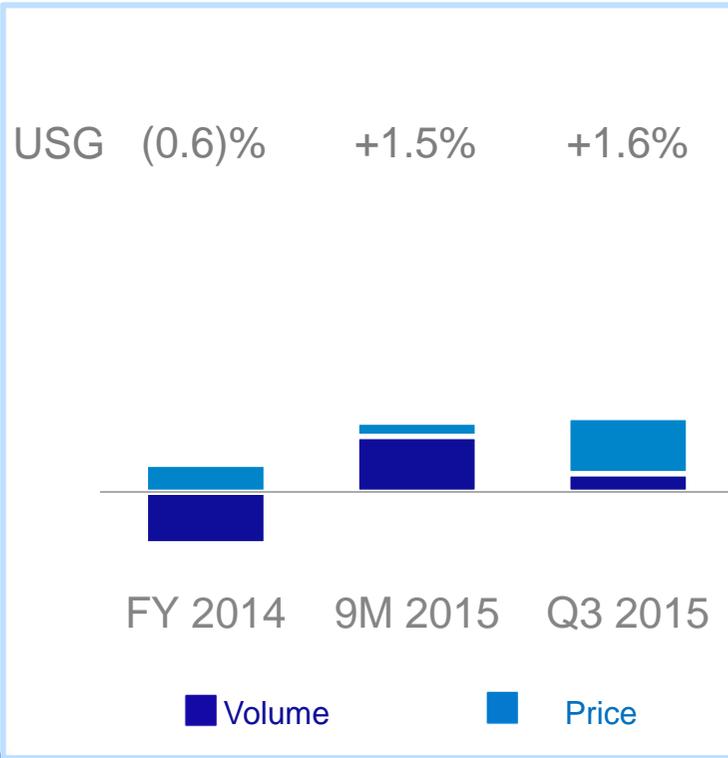


Dove Advanced Hair Series





Foods: Innovating to drive volume growth



Knorr 100% natural ingredients meal maker



Hellmann's squeeze bottle



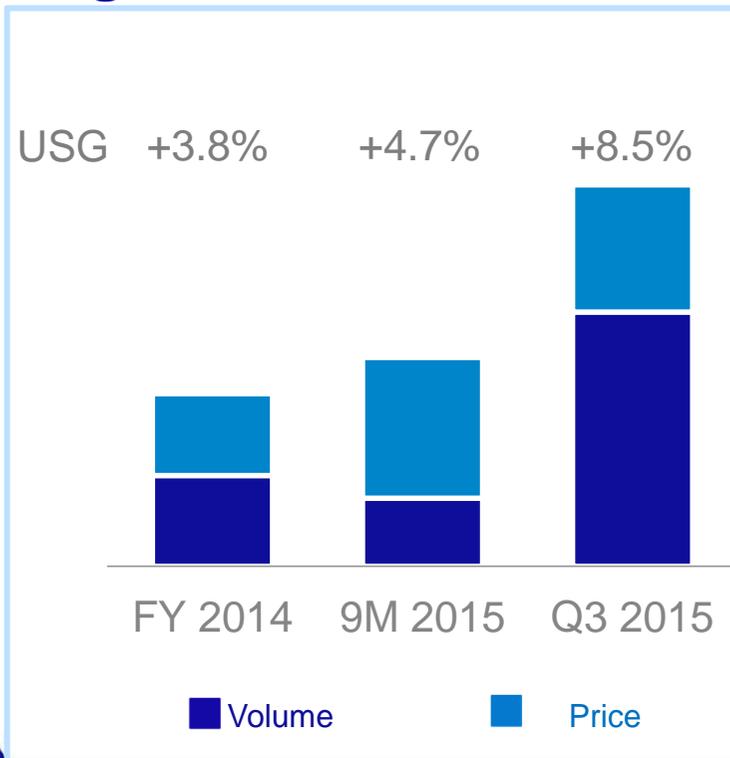
Knorr iron-fortified bouillon



Spreads with blends of butter



Refreshment: Innovating in fast growing and premium segments



Magnum Pink & Black



Ben & Jerry's Cookie Cores



Lipton speciality tea range

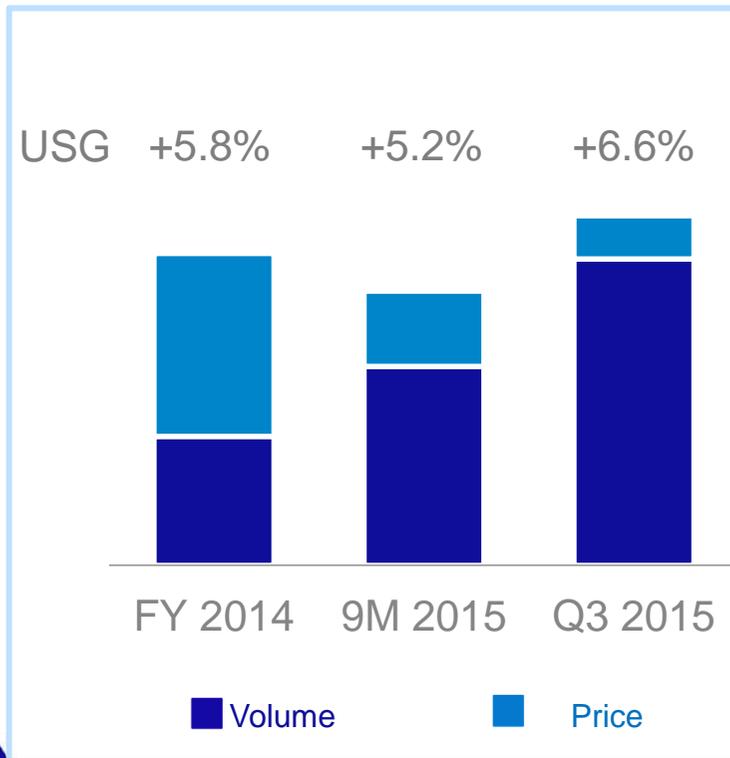


PG tips fruit and herbal infusions





Home Care: Innovating to grow margin

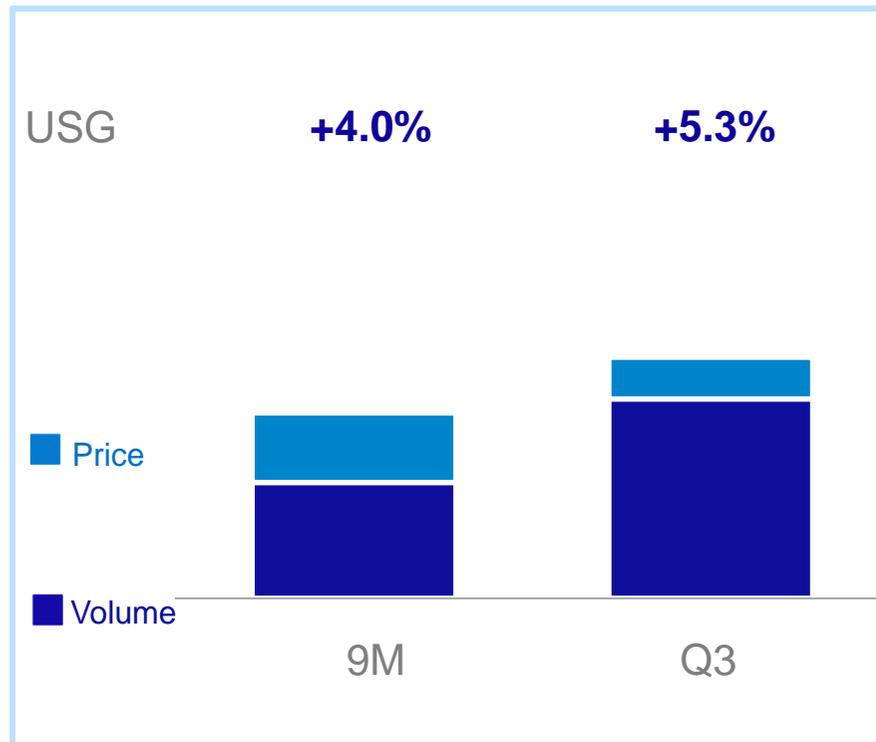


Andrew Stephen



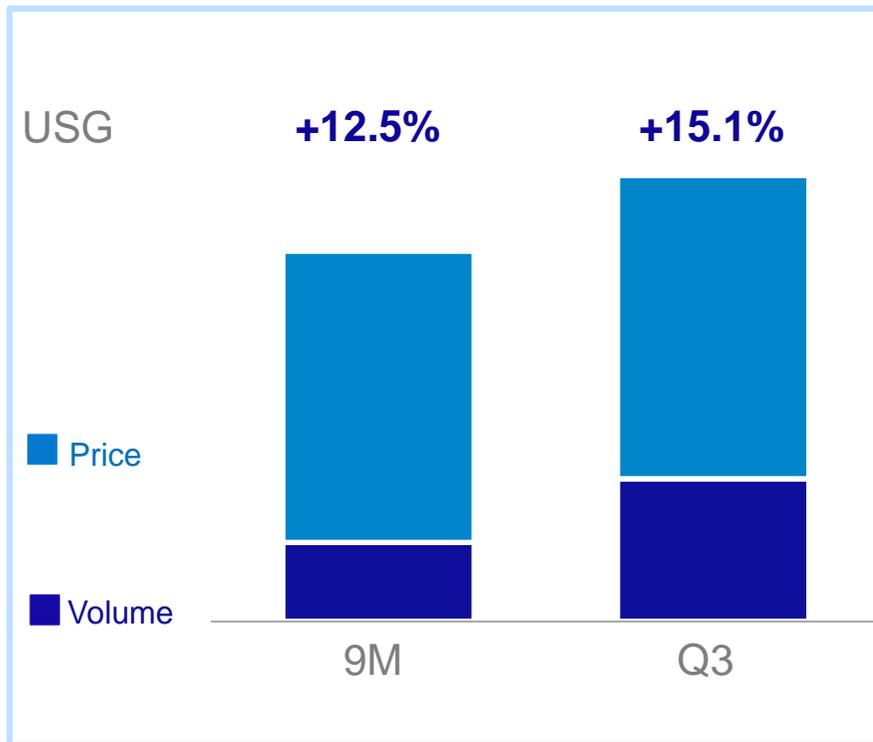


Asia / AMET / RUB: Volume-driven growth



- India: solid volume growth
- China: strong growth on a soft comparator
- South East Asia: broad-based volume growth
- Russia: price-driven growth
- Africa: low growth in difficult markets

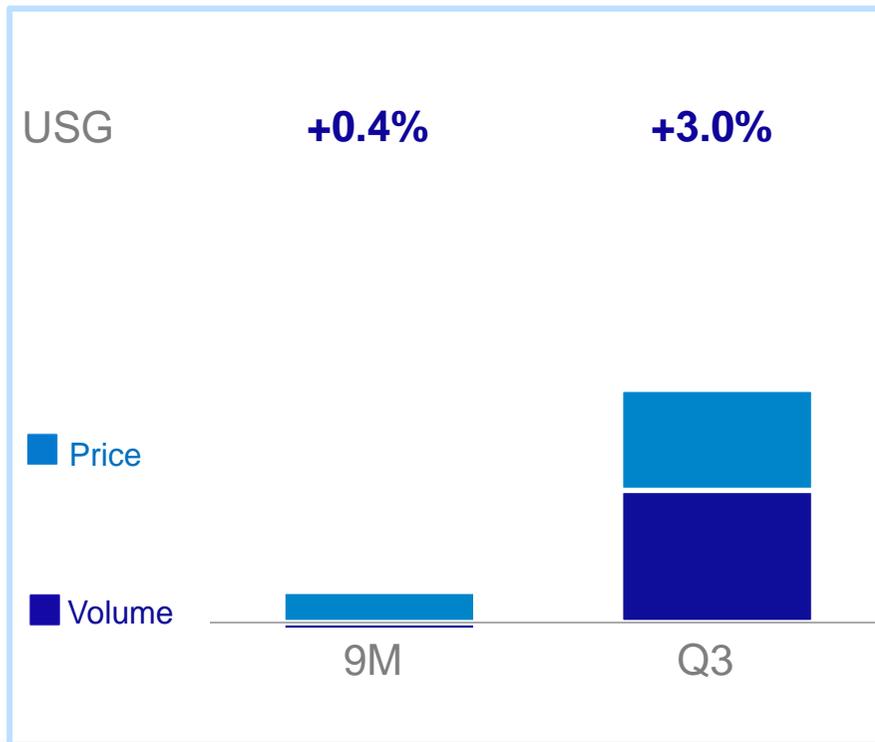
Latin America: Resilient performance, strong Q3 growth



- Managing effectively through volatility
- Benefiting from strong, well supported brands
- Extra volume in Q3 ahead of price increases
- Volume likely to be down in Q4



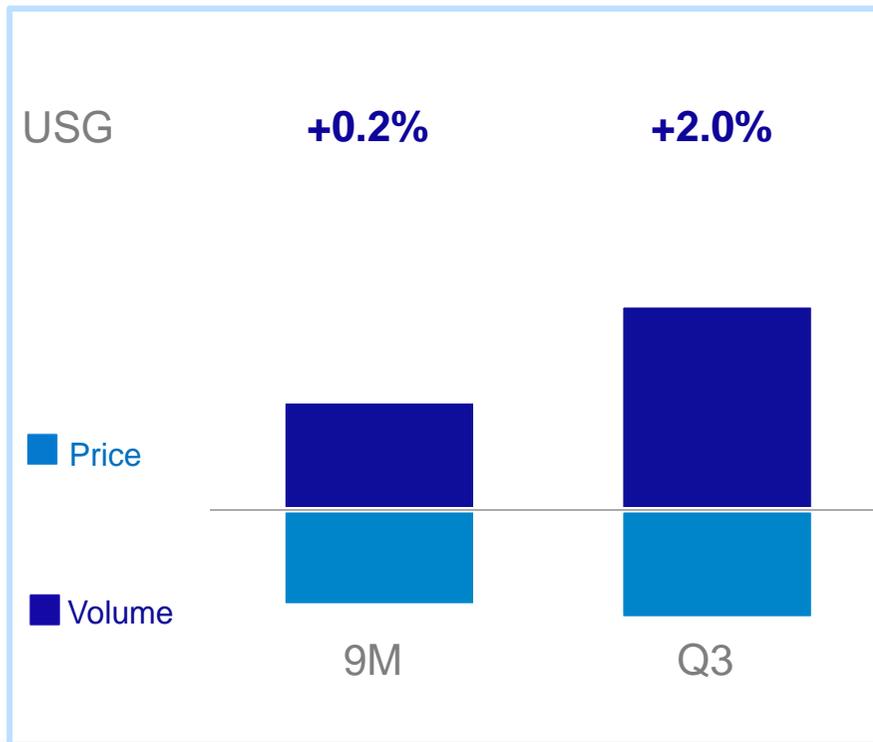
North America: Solid growth driven by volume



- Competitive performance ahead of markets
- Innovations driving growth and share gain
- Ice cream helped by a competitor recall



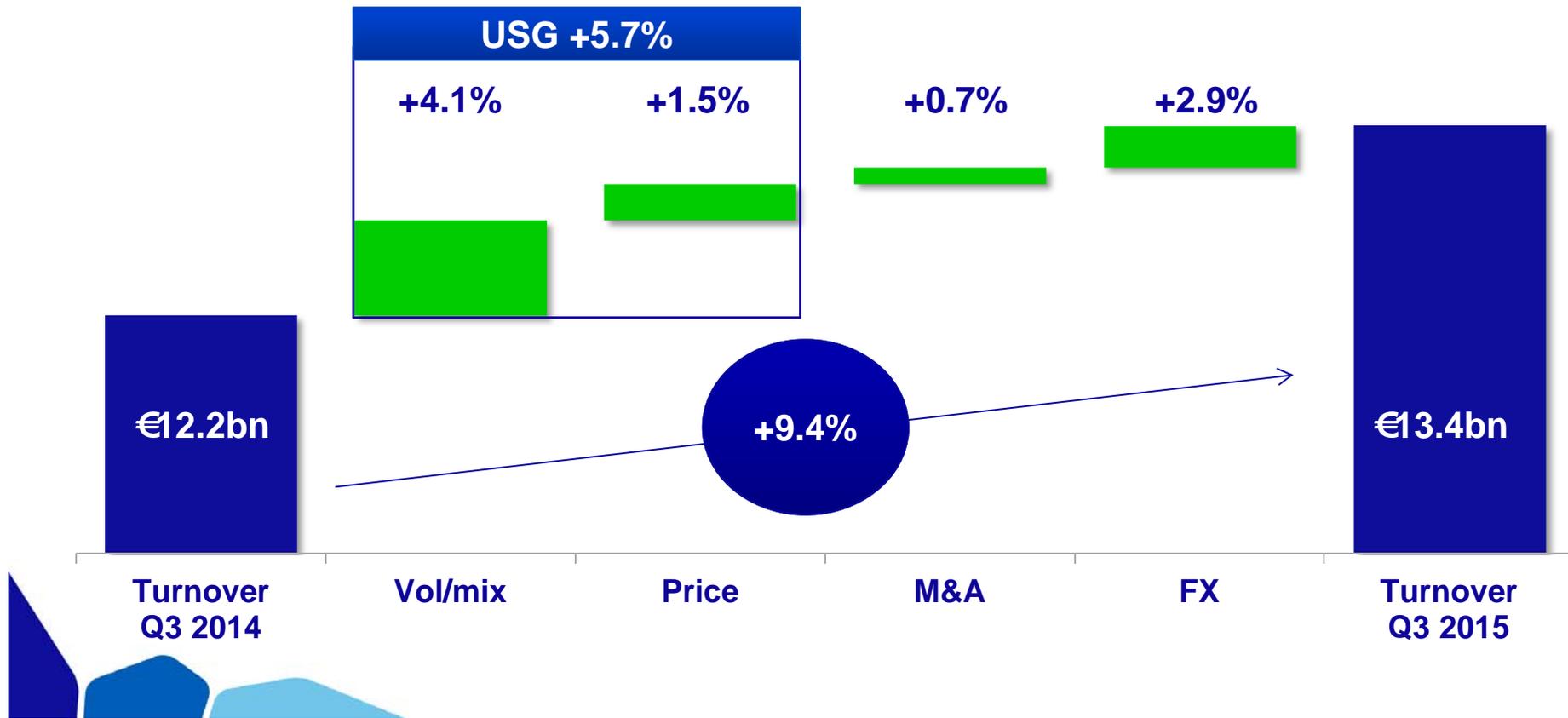
Europe: Improved growth



- Good volume growth partly offset by price
- Innovations landing well
- Strong ice cream season
- All key countries growing in the quarter



Q3 2015: Turnover up 9.4%



Graeme Pitkethly





On track to deliver our objectives in 2015

- Growth momentum improving**
- Portfolio working**
- Sustained brand & marketing investment**
- Strengthening go-to-market capabilities**
- Driving cost savings**

Our priorities remain unchanged

- Volume growth ahead of our markets
- Steady & sustainable margin improvement
- Strong cash flow

But markets remain challenging

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