

Unilever Trading Statement Q1 2013

Jean-Marc Huët

James Allison

April 25th 2013



Unilever

'BRING OUT THE BEST'[®]

HELLMANN'S

HAPPY **100** YEARS

BLUE RIBBON

BEST QUALITY[®]

Jean-Marc Huët

CFO



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 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 cause actual results to differ materially are: Unilever's global brands not meeting consumer preferences; increasing competitive pressures; 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; secure and reliable IT infrastructure; successful execution of acquisitions, divestitures and business transformation projects; economic and political risks and natural disasters; the debt crisis in Europe; financial risks; failure to meet high product safety and 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 the Group's Annual Report on Form 20-F for the year ended 31 December 2012 and the Annual Report and Accounts 2012. 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

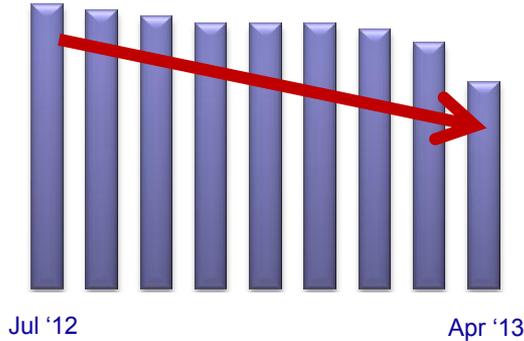


Europe difficult



US confidence weak

US consumer confidence index



Emerging economies mixed

Brazil



India



China



South Africa



Russia



Our strategy is working



Strong in-market execution

>5M perfect stores



Developed

Emerging

Innovation delivery

Average value per project up 75%



Improved product quality

95% win or parity in blind tests



The Unilever Sustainable Living Plan: good progress



Driving growth



Comfort one rinse



Compressed deos in UK

Reducing waste & cost



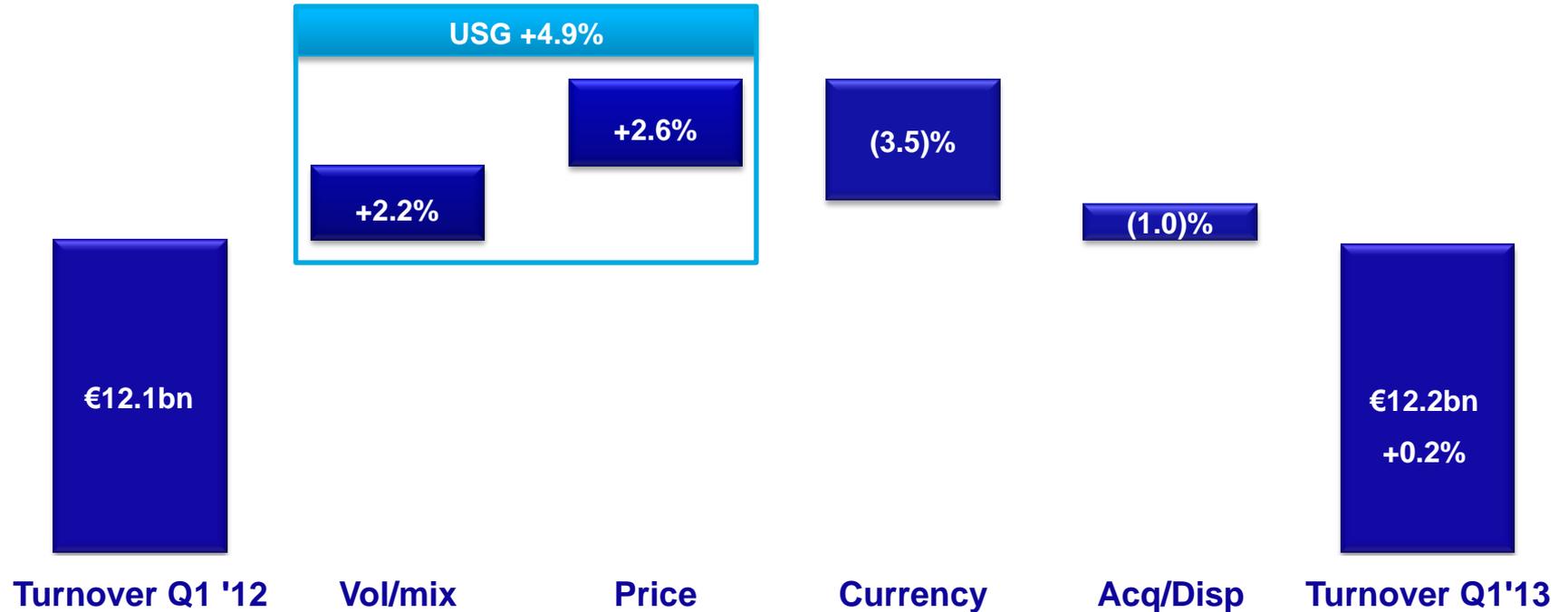
€300m costs avoided in 4 yrs

Managing risk



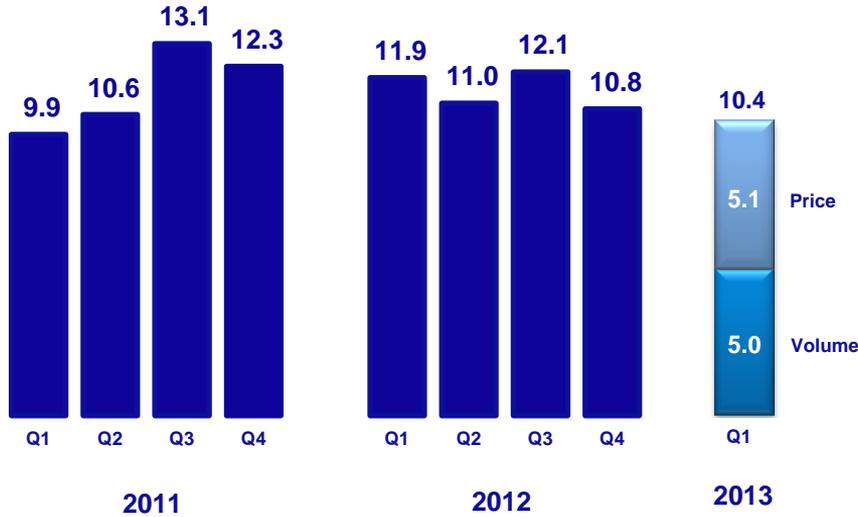
36% of raw materials from sustainable sources

Q1 2013 – Underlying momentum continues

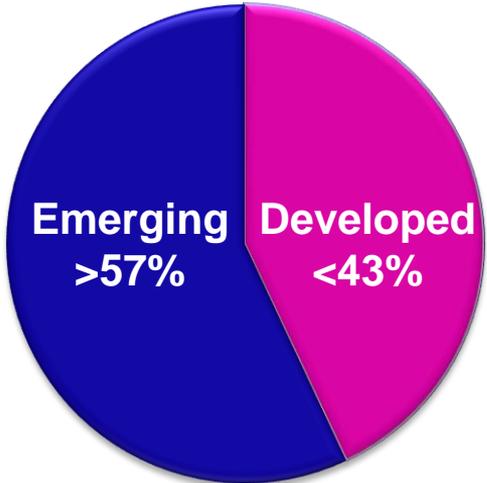


Emerging markets: 8 quarters of double-digit growth

Emerging market USG %



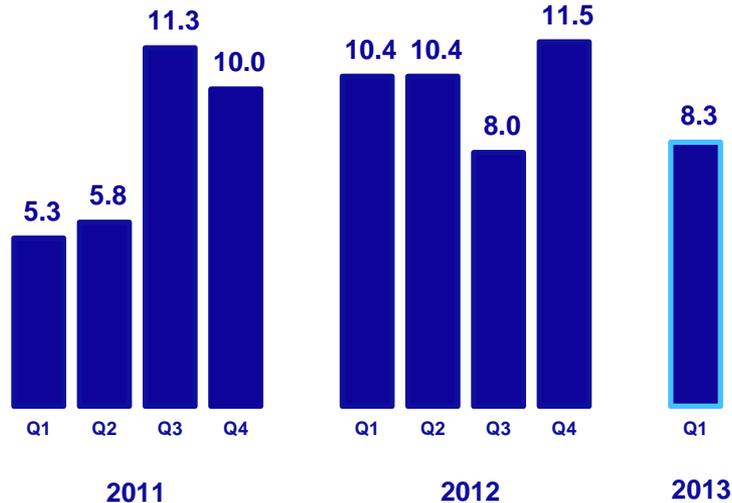
% Unilever Turnover



Q1 2013 – Personal Care: strong momentum continues



Underlying sales growth (%)



- Growth ahead of the market
- Broad based growth
- Successful white space expansion

Strong Personal Care innovations



AXE Apollo



60 countries in 3 months

Lifebuoy clini-care 10



Indonesia, Kenya & Ghana

Ponds BB+ cream



Thailand & Indonesia

Q1 2013 – Foods: mixed



- High prior year comparator
- Dressings performing well
- Baking bags & jelly bouillon drive savoury growth
- Spreads declined mid single digits

Foods innovations working



Dressings New Squeeze pack



On shelf in **West Europe**

Knorr baking bags



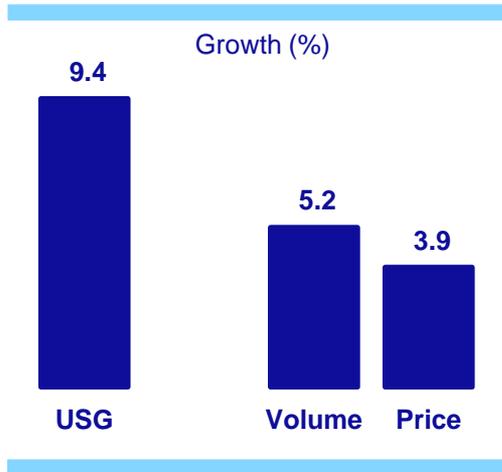
Market development in **LATAM**

Flora/Becel spreads



Winning on **taste**

Q1 2013 – Home Care: consistent broad-based growth



- 8 quarters of consistent strong growth
 - Better performing products
 - Sustained innovation delivery
- Up-trading e.g. liquids, fabric conditioners
- Household care white space expansion

Home Care innovations



Dirt is Good white space



Now in the **Philippines**

Comfort super-sensorials



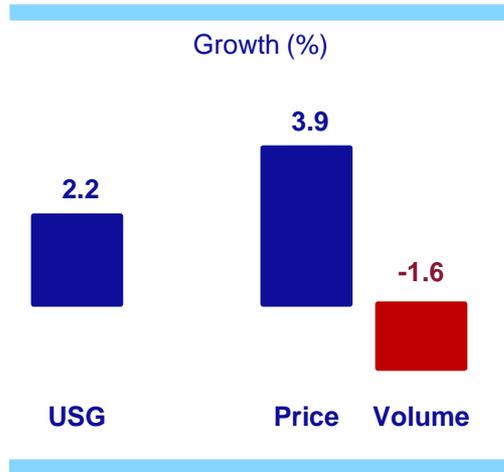
Now in **South East Asia**

Building household care



Now in **Brazil**

Q1 2013 – Refreshment: tea picking up



- Ice cream slightly up:
 - Emerging markets performing well
 - Europe down >10% because of late start to season
 - 2013 innovation programmes strong
- Further improvement in tea
 - Better quality
 - Better communication
 - Better in-market execution

Refreshment innovations



Lipton Yellow Label with tea essence



Into **Middle East & Pakistan** in Q1

Lipton long leaf green tea



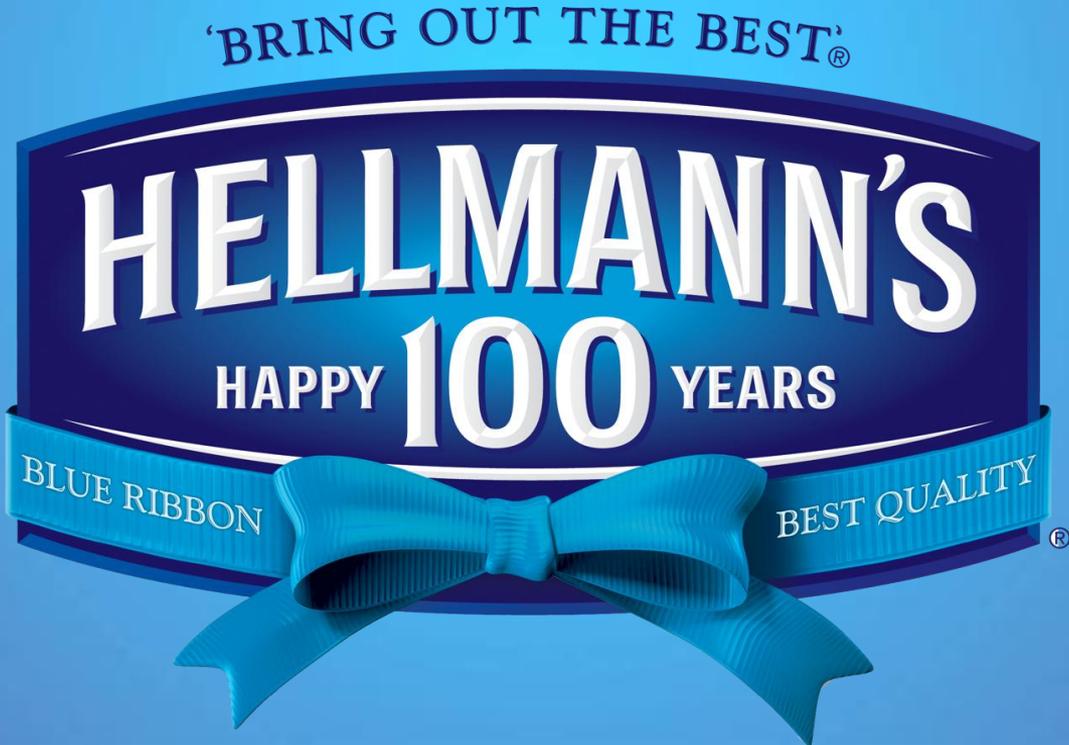
Now in **China**

Magnum 5 kisses



Fast rollout in **Europe**

James Allison
Head of Investor Relations

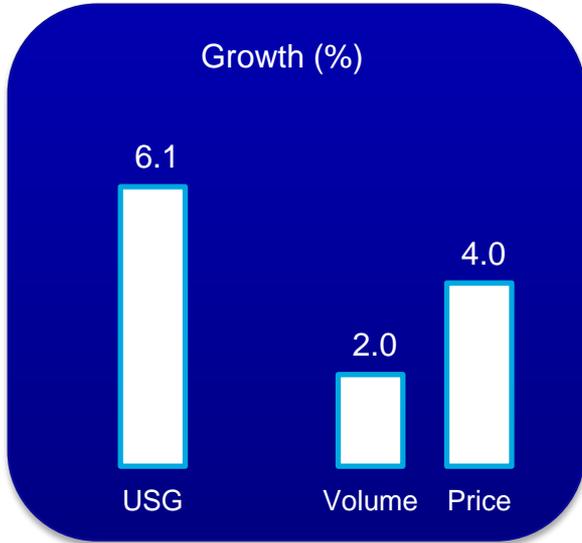


Q1 2013 – Asia/ AMET/ RUB: consistent volume-led growth



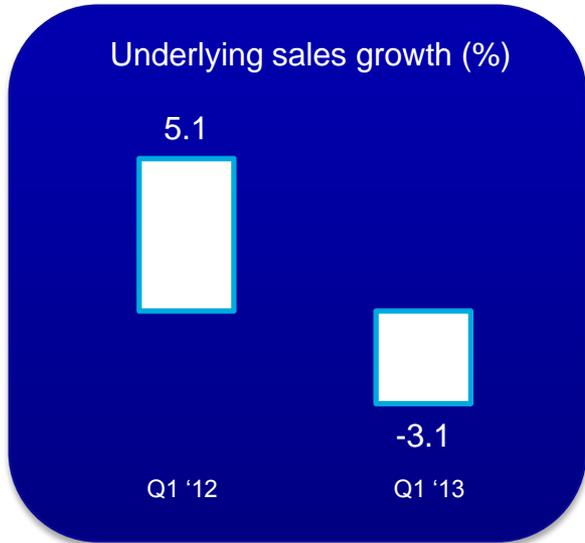
- Positive momentum continues
- Most countries growing double digits
- Investment in go-to-market
 - Deepening distribution in India & Indonesia
 - >3million perfect stores

Q1 2013 – Americas: Latin America drives growth



- **North America up 0.3%**
 - **Strong comparator**
 - **Weak markets**
 - **Continuing strong performance in Personal Care**
- **Latin America up 12.3%**
 - **Broad-based growth in Brazil & Argentina**
 - **Innovation and in-market execution driving growth**

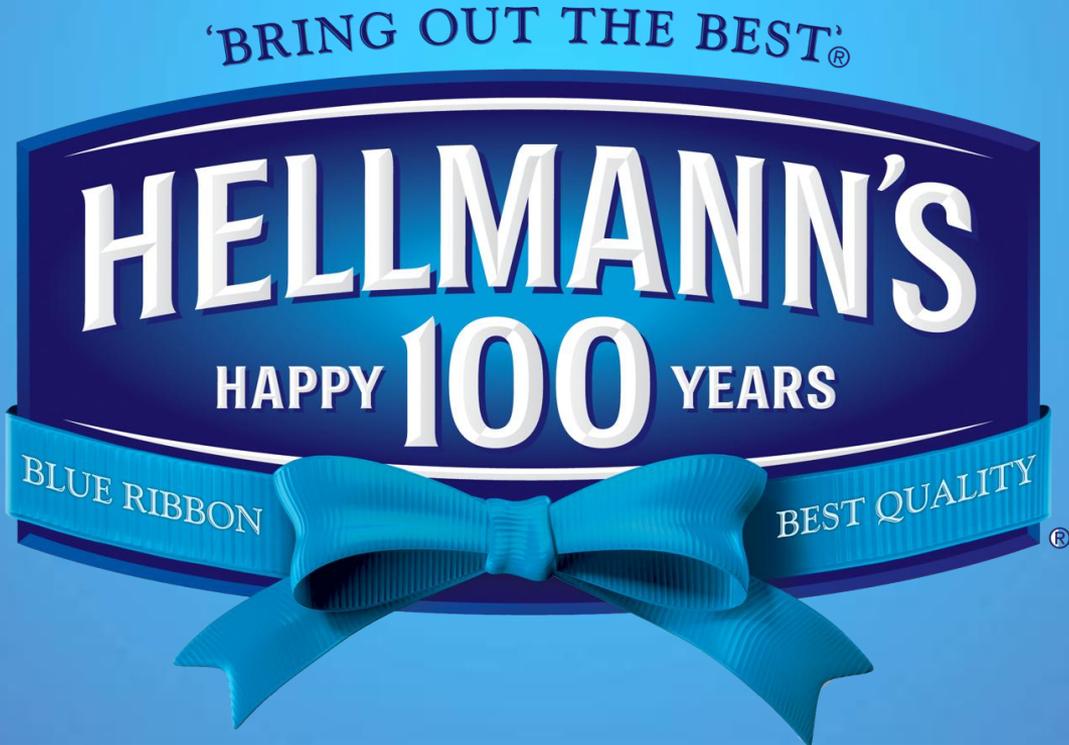
Q1 2013 – Europe: sales down in tough conditions



- **Very weak markets in Southern Europe**
- **North Europe held up better**
- **Volume growth in the UK & France**
- **Growth in Personal Care & Home Care**
- **H1 will give a more realistic view**

Jean-Marc Huët

CFO



Our priorities for 2013 remain unchanged



- 1 Volume growth ahead of our markets
- 2 Steady and sustainable improvement in core operating margin
- 3 Strong cash flow

+10.7% increase in dividend

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