



## UNILEVER TRADING STATEMENT THIRD QUARTER 2020

### Performance highlights

| Underlying performance                      |                | GAAP measures     |         |                |
|---|----------------|-------------------|---------|----------------|
|   | <i>vs 2019</i> |                   |         | <i>vs 2019</i> |
| <b><u>Third quarter</u></b>                 |                |                   |         |                |
| Underlying sales growth (USG)               | 4.4%           | Turnover          | €12.9bn | (2.4)%         |
| <b><u>Nine months</u></b>                   |                |                   |         |                |
| USG   | 1.4%           | Turnover          | €38.6bn | (1.8)%         |
| Quarterly dividend payable in November 2020 |                | €0.4104 per share |         |                |

### Third quarter highlights

- Underlying sales growth of 4.4%, with 3.9% volume and 0.5% price
- Emerging markets underlying sales growth 5.3% and developed markets 3.1%
- Turnover decreased 2.4%, with a negative impact from currency of 7.7%
- Quarterly shareholder dividend maintained at €0.4104 per share

### Alan Jope: Chief Executive Officer statement

“We have delivered a strong performance this quarter. Volume-led growth shows the resilience of our portfolio and our agility in responding to rapidly changing dynamics across consumer segments, geographies and channels.

We continue to progress our strategic change agenda. Our proposals to simplify Unilever’s dual-headed legal structure have received strong support from both NV and PLC shareholders, and we have set out our Clean Future strategy in Home Care, to eliminate fossil fuel derived carbon from our cleaning products by 2030.

The environment we are operating in will remain unpredictable in the near term, so we will continue to maintain the speed and agility of our response. Our focus remains volume-led competitive growth, delivering absolute profit and free cash flow.”

22 October 2020