



UNILEVER TRADING STATEMENT THIRD QUARTER 2013

GOOD PROGRESS IN SLOWER MARKETS

Nine months highlights

- **Underlying sales growth 4.4%** with emerging markets up 8.8%
- **Underlying volume growth 2.4%** ahead of our markets and pricing up 1.9%
- **Turnover decreased (2.0)% to €38.0 billion** including a negative currency impact of (5.0)%

Third quarter highlights

- **Underlying sales growth 3.2%** with emerging markets up 5.9%
- **Underlying volume growth 1.9%** and pricing up 1.3%
- **Turnover decreased (6.5)% to €12.5 billion** including a negative currency impact of (8.5)%
- **Acquisitions & Disposals reduced turnover by (1.0)%** reflecting the disposal of non-core businesses

Paul Polman: Chief Executive Officer statement

“Underlying sales growth of 4.4% over the first nine months is ahead of our markets. Emerging markets continue to be the main driver of our growth and, despite the current slow-down, they remain a significant growth opportunity which the company is well-placed to capitalise on. We have not yet seen an improvement in market conditions in North America or Europe.

We will continue to accelerate our innovations, backed with competitive support, to build long term growth and value. We expect to report a sequential quarterly improvement in underlying sales growth in the fourth quarter driven by a strong innovation pipeline. 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.”

24 October 2013

