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 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; the effect of climate change on Unilever’s business; Unilever’s ability to find sustainable solutions to its plastic packaging; significant changes or deterioration in customer relationships; the recruitment and retention of talented employees; disruptions in our supply chain and distribution; increases or volatility in the cost of raw materials and commodities; the production of safe and high quality products; secure and reliable IT infrastructure; execution of acquisitions, divestitures and business transformation projects; economic, social and political risks and natural disasters; financial risks; failure to meet high and ethical standards; and managing regulatory, tax and legal matters. A number of these risks have increased as a result of the current COVID-19 pandemic. These forward-looking statements speak only as of the date of this document. 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. 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 Annual Report on Form 20-F 2019 and the Unilever Annual Report and Accounts 2019.
Alan Jope

Unilever Q3 2020 Trading Statement

22nd October 2020
Q3 2020 Trading update

<table>
<thead>
<tr>
<th>Total</th>
<th>Emerging Markets</th>
<th>Developed Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Underlying Sales Growth</td>
<td>+4.4%</td>
<td>+5.3%</td>
</tr>
<tr>
<td>Underlying Volume Growth</td>
<td>+3.9%</td>
<td>+3.7%</td>
</tr>
</tbody>
</table>

+1.4% Underlying Sales Growth YTD
Agility and operational excellence

**Changing dynamics**

- Increased consumer consumption
  - hygiene, in-home eating
- Channel switching
  - offline to online
- Decreased consumer occasions
  - personal care & beauty
- Channel closures
  - food service, out of home ice cream

**5 growth fundamentals**

1. Improved penetration
2. Impactful innovation
3. Design for channel
4. Purposeful brands
5. Fuel for growth
Strategic change agenda

- Legal simplification
- Clean Future strategy
- Shaping the portfolio
Category portfolio

Hygiene
- Skin Cleansing + Home & Hygiene
- Personal Care excl. Skin Cleansing

Hygiene turnover FY 2019:
- Q1: 7%
- Q2: 26%
- Q3: 19%

Laundry turnover FY 2019:
- Q1: 0%
- Q2: (1)%
- Q3: 4%

Personal Care turnover FY 2019:
- Q1: (1)%
- Q2: (10)%
- Q3: 8%

In Home turnover FY 2019:
- Q1: 4%
- Q2: 17%
- Q3: 12%

Prestige turnover FY 2019:
- Q1: (2)%
- Q2: (10)%
- Q3: 8%

Laundry turnover FY 2019:
- Q1: 7bn
- Q2: €7bn
- Q3: €14bn

Personal Care turnover FY 2019:
- Q1: €16bn
- Q2: €5.5bn
- Q3: €5.5bn

Out of Home turnover FY 2019:
- Q1: (18)%
- Q2: (42)%
- Q3: (16)%
Beauty & Personal Care

Skin Cleansing

- Dove hand sanitiser +20% Q3 USG

Prestige

- Prestige Skin Care +8% Q3 USG

Rest of BPC

- (2)% Q3 USG

Channel impact

- Health & Beauty channel partially open
- Shift to eCommerce

Hair Care

<table>
<thead>
<tr>
<th>Q3 USG%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wash &amp; Care</td>
</tr>
<tr>
<td>Styling</td>
</tr>
<tr>
<td>Total Hair</td>
</tr>
</tbody>
</table>
Food & Refreshment

In Home

+12% Q3 USG

<table>
<thead>
<tr>
<th>Category</th>
<th>Q2 USG%</th>
<th>Q3 USG%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Savoury, Dressings, Tea</td>
<td>+14%</td>
<td>+12%</td>
</tr>
<tr>
<td>In Home Ice Cream</td>
<td>+26%</td>
<td>+16%</td>
</tr>
</tbody>
</table>

Out of Home

(16)% Q3 USG

<table>
<thead>
<tr>
<th>Category</th>
<th>Q2 USG%</th>
<th>Q3 USG%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food Service</td>
<td>(56)%</td>
<td>(21)%</td>
</tr>
<tr>
<td>Out of Home Ice Cream</td>
<td>(35)%</td>
<td>(13)%</td>
</tr>
</tbody>
</table>

Shaping the portfolio

Food Service still negative

(21)% Q3 USG

China rebound

(71)% April USG
Home Care

Home & Hygiene

Domestos multi-surface cleaner

+18% Q3 USG

Laundry

Superior performance, sustainability & value

OMO

75% plastic reduction

20-30% lower price than standard 3L

OMO 3L

Q3 USG +6.7%  Q3 UVG +8.5%
Q3 2020: Group USG performance

Reflecting treatment of hyperinflation in USG as announced in September 2019

- Disconnect between the progress of the pandemic and economic activity
- Opening up economies to protect livelihoods vs. lockdowns to protect health
- Policy response, incl. emergency stimulus and consumer handouts impacting the quarter – e.g. Brazil, USA
Asia / AMET / RUB

- **China**: sales up double digit led by BPC and a return to growth in Food Service
- **India**: low single digit growth driven by Foods & Refreshment and hygiene products
- **SEA**: low single digit growth

Reflecting treatment of hyperinflation in USG as announced in September 2019
Latin America

- Covid-19 cases rising and many markets still in lockdown

- **Brazil**: high single digit sales growth, with demand stimulated by emergency cash pay-outs

- **Argentina**: continued volume growth, but soft comparator due to price increases in prior year

Reflecting treatment of hyperinflation in USG as announced in September 2019
### North America

<table>
<thead>
<tr>
<th></th>
<th>'19 Q3</th>
<th>'19 Q4</th>
<th>'20 Q1</th>
<th>'20 Q2</th>
<th>'20 Q3</th>
</tr>
</thead>
<tbody>
<tr>
<td>USG</td>
<td>0.3%</td>
<td>0.6%</td>
<td>4.8%</td>
<td>9.5%</td>
<td>9.1%</td>
</tr>
<tr>
<td>UPG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>8.6%</td>
</tr>
<tr>
<td>UVG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0.5%</td>
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</tbody>
</table>

- **Growth driven by in-home foods & ice cream, and hygiene products**
- **Regional growth includes c.(1.5)% negative impact from Food Service due to channel closures**
- **USA**: Foods & Refreshment (excl. Food Service)
  USG +18%
Europe

- OOH ice cream and Food Service impacted by channel closures
- Price declines driven by a step up in promotional intensity across the region
- **UK**: up mid single digit, as demand for in-home foods and hygiene products remains high
Q3 2020: Turnover (2.4)%

<table>
<thead>
<tr>
<th>Component</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Q3 2019</td>
<td>€13.3 bn</td>
</tr>
<tr>
<td>UVG</td>
<td>3.9%</td>
</tr>
<tr>
<td>UPG</td>
<td>0.5%</td>
</tr>
<tr>
<td>Acquisitions</td>
<td>1.4%</td>
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<tr>
<td>Disposals</td>
<td>(0.2)%</td>
</tr>
<tr>
<td>Currency</td>
<td>(7.7)%</td>
</tr>
<tr>
<td>Q3 2020</td>
<td>€12.9 bn</td>
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</table>

Reflecting treatment of hyperinflation in USG as announced in September 2019.
<table>
<thead>
<tr>
<th>Resilience</th>
<th>Agility</th>
<th>Strategic future</th>
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<tbody>
<tr>
<td>• Portfolio</td>
<td>• Category</td>
<td>• Unification</td>
</tr>
<tr>
<td>• Operational excellence</td>
<td>• Geography</td>
<td>• Sustainability</td>
</tr>
<tr>
<td>• Financial strength</td>
<td>• Supply</td>
<td>• Portfolio evolution</td>
</tr>
</tbody>
</table>

We are focused on volume led, competitive growth, delivering absolute underlying operating profit and free cash flow.