



UNILEVER TRADING STATEMENT THIRD QUARTER 2021

Performance highlights

Underlying performance		GAAP measures		
	<i>vs 2020</i>			<i>vs 2020</i>
Third quarter				
Underlying sales growth (USG)	2.5%	Turnover	€13.5bn	4.0%
Nine months				
USG	4.4%	Turnover	€39.3bn	1.7%
Quarterly dividend payable in December 2021		€0.4268 per share		

Third quarter highlights

- Underlying sales growth of 2.5%, with 4.1% price and (1.5)% volume
- Turnover increased 4.0%, including 1.6% from acquisitions net of disposals and (0.1)% from currency
- Quarterly shareholder dividend of €0.4268 per share, ongoing share buyback programme of €3 billion to be completed by the end of the year

Alan Jope: Chief Executive Officer statement

“We have delivered a good quarter against strong comparators, with underlying sales growth of 2.5%. The combination of our strategic choices and focus on operational excellence continue to drive competitive growth. Underlying sales growth is now at 4.4% for the year to date and we are confident that we will be well within our multi-year framework of 3-5% for the full year.

Our strategic choices are having a positive impact on our growth and business momentum

- Priority markets: we have delivered good growth across our three priority markets of the US, China and India. South East Asia continues to be impacted by Covid-19, and was the main source of volume decline in the quarter
- Channel: ecommerce grew 38% and is now 12% of our sales
- Portfolio: our high-growth new businesses, Prestige Beauty and Functional Nutrition, each grew double digit and we completed the acquisition of digitally-native skin care brand Paula’s Choice
- Brands and innovation: our focus on impactful innovation has led to a step up on measured product superiority and average innovation project size
- Organisation and culture: our organisational agility has allowed us to take rapid pricing actions in response to unprecedented cost inflation

Cost inflation remains at strongly elevated levels, and this will continue into next year. We have and will continue to respond across our categories and markets, taking appropriate pricing action and implementing a range of productivity measures to offset increased costs. We continue to expect that we will deliver in line with our margin guidance of around flat for the full year.”

21 October 2021