



## Unilever Trading Statement – Third Quarter 2022

### Another strong quarter of growth, sales guidance raised

(unaudited)	Third Quarter 2022			Nine Months 2022		
	USG	Turnover	TO vs 2021	USG	Turnover	TO vs 2021
<b>Unilever</b>	<b>10.6%</b>	<b>€15.8bn</b>	<b>17.8%</b>	8.9%	€45.6bn	16.1%
<b>Beauty &amp; Wellbeing</b>	<b>6.7%</b>	<b>€3.3bn</b>	<b>24.4%</b>	7.8%	€9.0bn	21.9%
<b>Personal Care</b>	<b>8.9%</b>	<b>€3.6bn</b>	<b>20.0%</b>	7.5%	€10.1bn	16.4%
<b>Home Care</b>	<b>13.6%</b>	<b>€3.2bn</b>	<b>22.0%</b>	11.6%	€9.3bn	18.5%
<b>Nutrition</b>	<b>11.8%</b>	<b>€3.3bn</b>	<b>4.8%</b>	8.2%	€10.5bn	9.4%
<b>Ice Cream</b>	<b>13.2%</b>	<b>€2.4bn</b>	<b>20.8%</b>	10.1%	€6.7bn	15.7%

### Third Quarter highlights

- **Underlying sales growth accelerated to 10.6%** in the quarter, and sales guidance raised for the full year
- **Price growth stepped up to 12.5% in the quarter, with volumes declining 1.6%**
- **Turnover increased 17.8%** including a currency impact of 8.8% and (2.1)% from disposals net of acquisitions
- **The billion+ Euro brands**, accounting for more than 50% of Group turnover, grew 14%, led by strong performances from **OMO, Hellmann's, Rexona, Magnum** and **Lux**
- **Simpler, more category-focused organisation operating since 1 July**
- **Continued portfolio reshaping** with the sale of the global tea business completed and the acquisition of **Nutrafol**, a leading provider of hair wellness products
- **Second €750 million share buyback tranche**, announced in September, will complete in December 2022
- **Quarterly interim dividend** for Q3 2022 is maintained at €0.4268

### Chief Executive Officer statement

"Unilever has delivered another quarter of growth in challenging macroeconomic conditions. Underlying sales growth improved to 10.6%, led by further increases in pricing with only a limited impact on volume, and we now expect underlying sales growth for the full year 2022 to be above 8%.

We have delivered growth in each of our five Business Groups, led by a strong performance from our billion+ Euro brands, growing 14% in the quarter. Strong pricing allows us to continue to drive increased investment behind our brands.

Our organisation is now better structured to deliver consistent growth through a simpler, more category-focused operating model. The full benefits will be realised over time, and we are seeing encouraging early signs of improved accountability and faster decision-making.

The global macroeconomic outlook remains mixed, and we expect the challenges of high inflation to persist in 2023. The delivery of consistent growth remains our first priority."

**Alan Jope**

27 October 2022