



## UNILEVER TRADING STATEMENT FIRST QUARTER 2016

### CONSISTENT, COMPETITIVE GROWTH IN CHALLENGING MARKETS

#### First quarter highlights

- **Underlying sales growth 4.7%** with emerging markets up 8.3%
- **Underlying volume growth 2.6%** and pricing up 2.0%
- **Turnover declined (2.0)% to €12.5 billion** including a negative currency impact of (7.1)%
- **Quarterly dividend raised 6% to €0.3201** per share

#### Paul Polman: Chief Executive Officer statement

“The first quarter demonstrates a strong volume-driven performance, following on from a good delivery in 2015. We are maintaining momentum despite a tougher external environment, with all four categories gaining market share. This broad-based growth, including over 8% in emerging markets, shows the validity of our strategy, portfolio management and a step-up in innovation.

With markets remaining volatile, we continue to focus on driving agility and resilience in our business through the key programmes which we set out at the end of last year: net revenue management, zero based budgeting and the next stage in our continued organisational transformation. This will position us well to deliver another year of volume-driven growth ahead of our markets, steady improvement in core operating margin and strong cash flow. These underpin sustained long-term value creation for our shareholders.”

14 April 2016

