Q3 2024 Trading Statement

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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 2023 and the Unilever Annual Report and Accounts 2023.

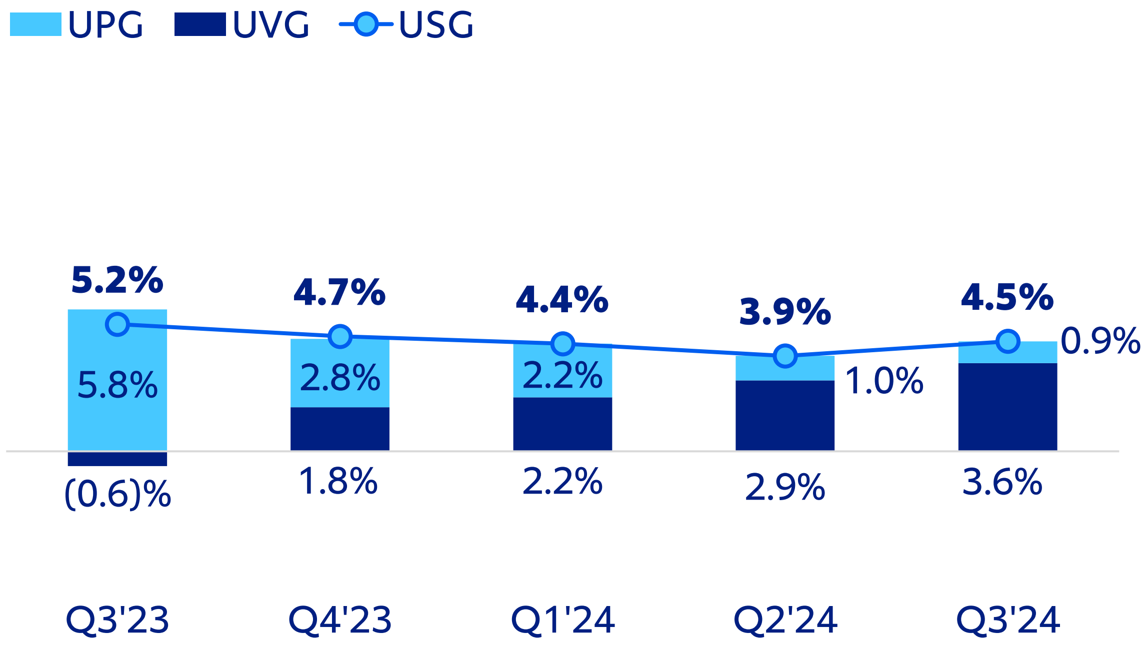
Executing the Growth Action Plan

1. **Volume-led growth driven by Power Brands**
2. **Making operational improvements in challenging markets**
3. **FY2024 guidance unchanged**
4. **Ice Cream separation and productivity programme on track**

Accelerated volume growth in Q3

Unilever	Power Brands
4.5% Underlying sales growth	**5.4%** Underlying sales growth
3.6% Underlying volume growth	**4.3%** Underlying volume growth
0.9% Underlying price growth	**1.1%** Underlying price growth

Volume and price



Beauty & Wellbeing *21% of Group turnover*

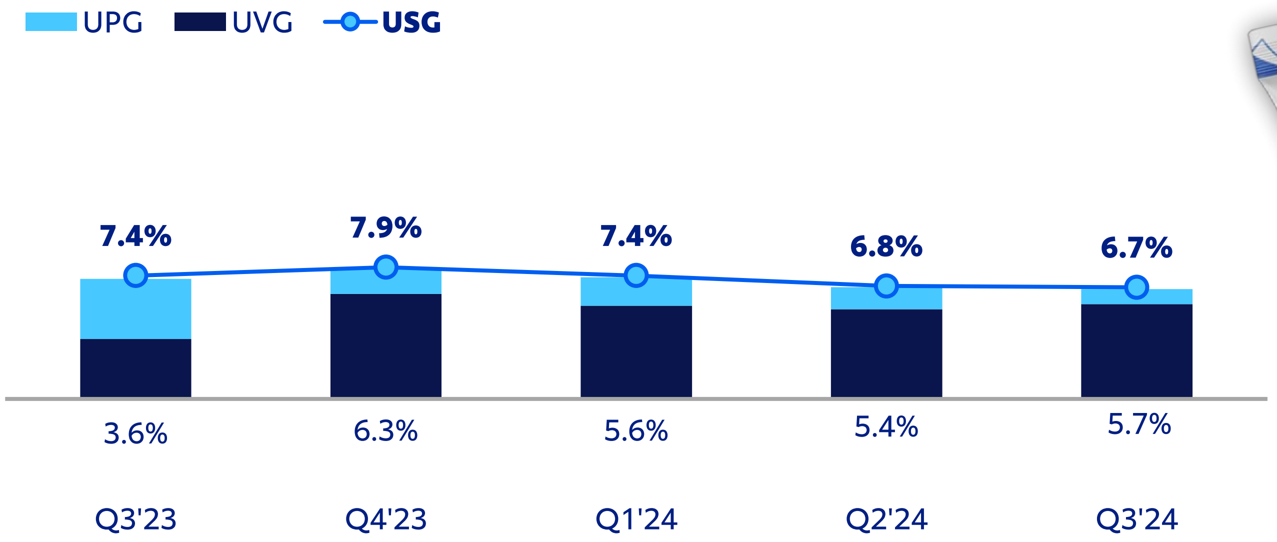
Strong volume-led growth, driven by Power Brands

Q3 2024

6.7%
Underlying sales growth

5.7%
Underlying volume growth

0.9%
Underlying price growth



Hair Care grew low-single digit with good performance from **Dove** & **TRESemmé**

Vaseline, Ponds & **Dove** led mid-single digit growth in Core Skin Care, with continued success in our premium innovations

Health & Wellbeing and Prestige Beauty combined delivered double-digit growth for the 15th consecutive quarter

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Personal Care *22% of Group turnover*

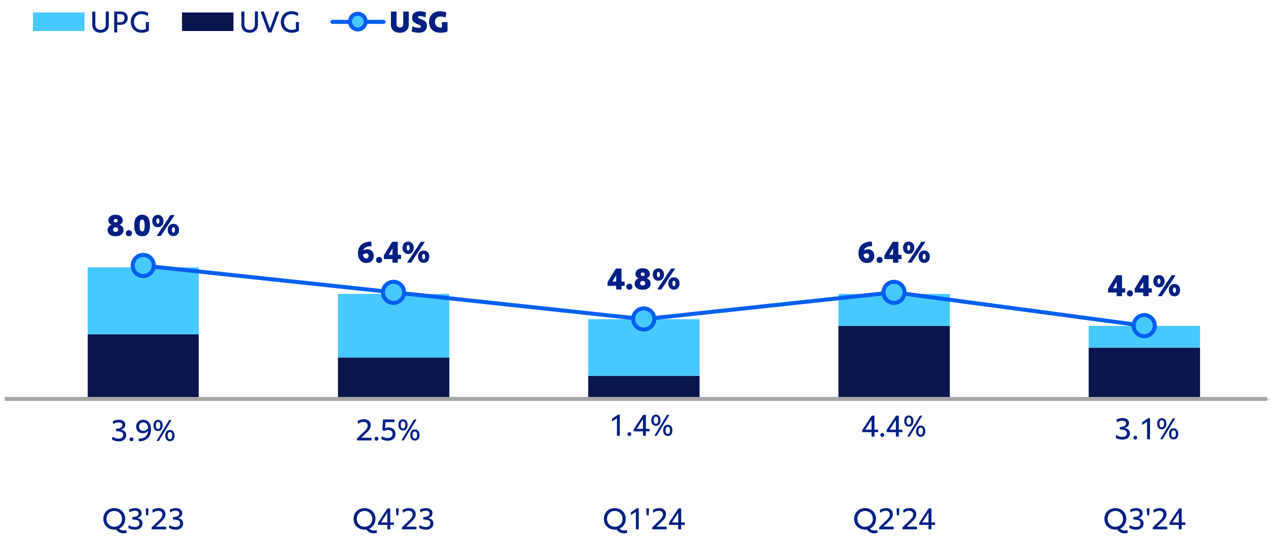
Volume-led growth driven by strong Dove performance

Q3 2024

4.4%
Underlying sales growth

3.1%
Underlying volume growth

1.3%
Underlying price growth



Deodorants' high-single digit growth was volume-led, driven by **Dove** & **Axe**

Skin Cleansing grew low-single digit, with growth in Europe & the US offset by declines in India & Indonesia

Dove delivered high-single digit volume growth and positive price in both Skin Cleansing & Deodorants

Home Care *20% of Group turnover*

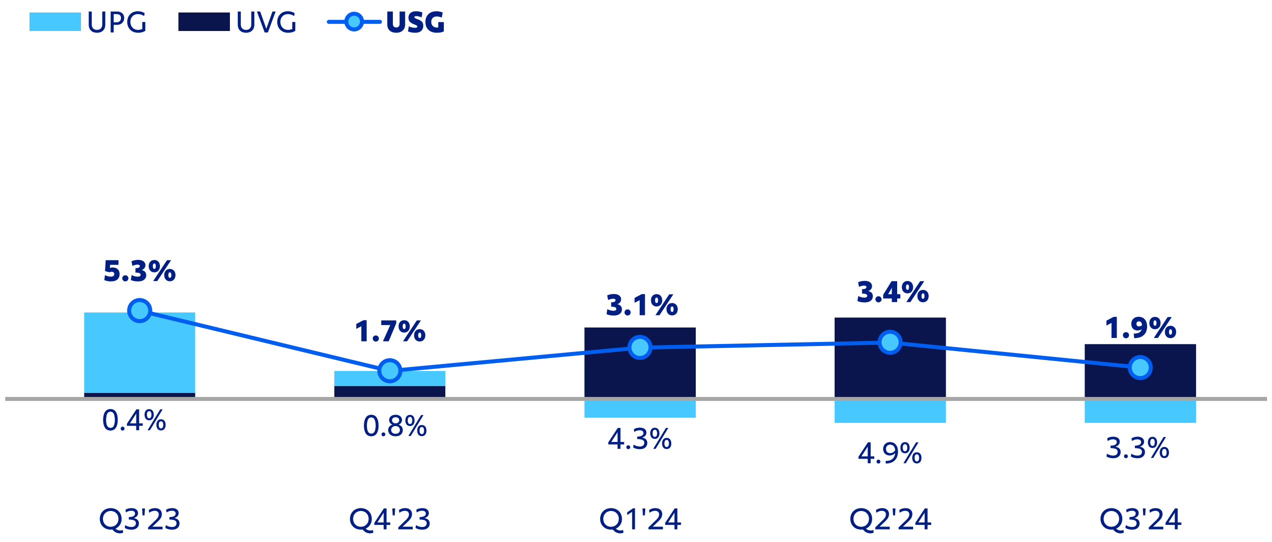
Premium innovations drive volume growth while price remains negative

Q3 2024

1.9%
Underlying sales growth

3.3%
Underlying volume growth

(1.4)%
Underlying price growth



Fabric Cleaning declined low-single digit with positive volume more than offset by negative price

Home & Hygiene delivered mid-single digit volume-led growth led by **Cif** & **Domestos**

Fabric Enhancers grew double-digit, led by **Comfort** with continued success in our Botanical & Elixir ranges

Nutrition *21% of Group turnover*

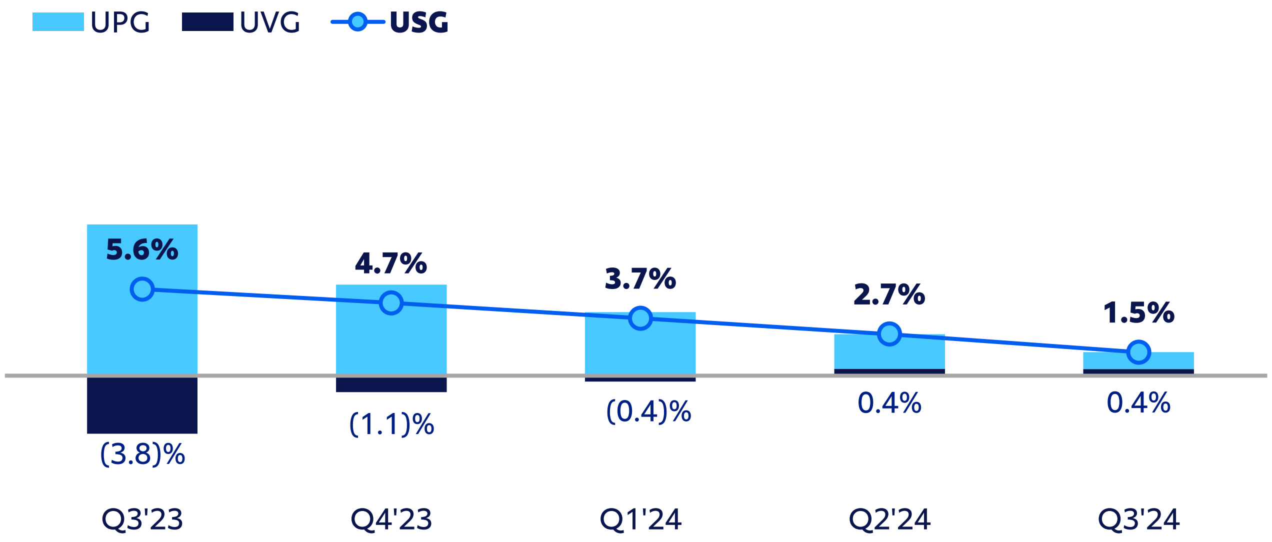
Muted volume growth amidst moderating prices and market slowdown

Q3 2024

1.5%
Underlying sales growth

0.4%
Underlying volume growth

1.1%
Underlying price growth



Scratch Cooking Aids grew low-single digit with balanced volume and price growth in **Knorr**

Dressings was flat with low-single digit volume offset by price due to increased promotional activity

Unilever Food Solutions grew low-single digit with positive volume despite a decline in China

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Ice Cream *16% of Group turnover*

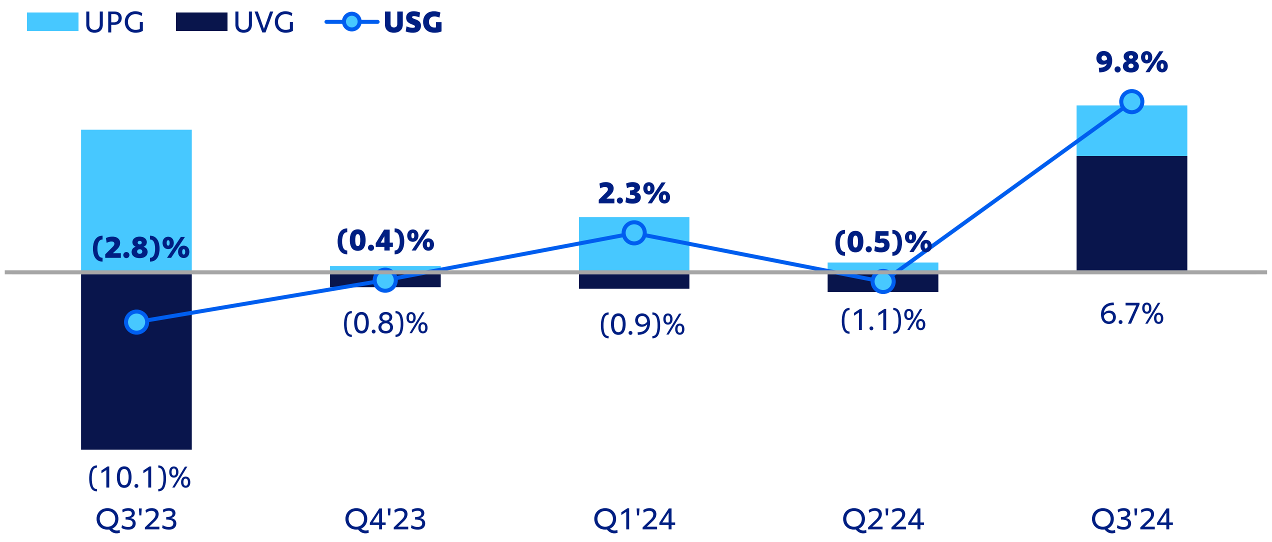
Operational improvements drove improved growth vs. weak prior year comparator

Q3 2024

9.8%
Underlying sales growth

6.7%
Underlying volume growth

2.9%
Underlying price growth



Performance supported by distribution gains and optimised promotions with more work ahead

Magnum grew double-digit with good performances in our premium innovations, Bon Bons & 'Pleasure Express'

Cornetto grew high-single digit following its global relaunch with improved formulation and packaging

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Q3 volume growth led by Europe and North America

North America
22% of Group turnover

7.4%
Underlying sales growth

6.2%
Underlying volume growth

1.1%
Underlying price growth

Europe
21% of Group turnover

6.5%
Underlying sales growth

7.7%
Underlying volume growth

(1.0)%
Underlying price growth

Latin America
14% of Group turnover

3.8%
Underlying sales growth

2.0%
Underlying volume growth

1.7%
Underlying price growth

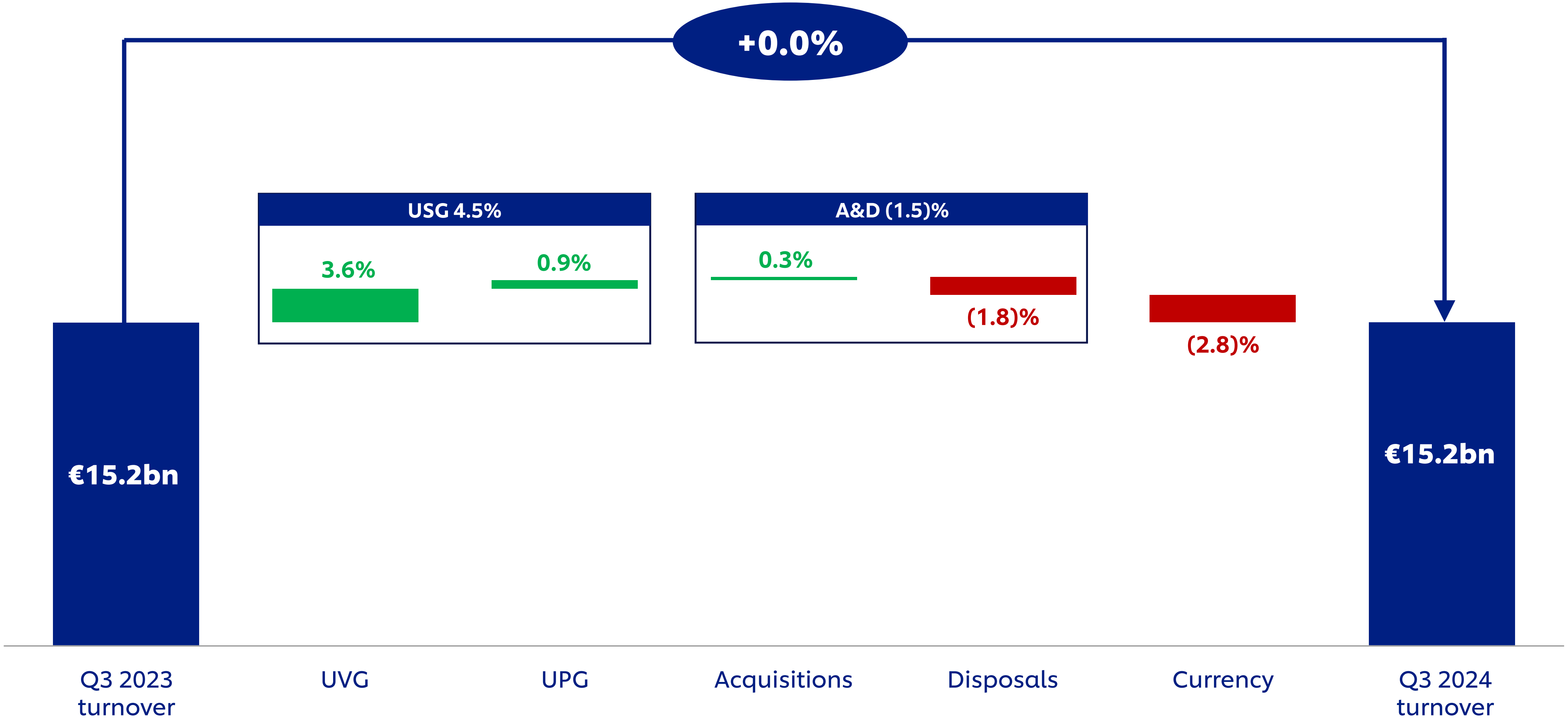
Asia Pacific Africa
43% of Group turnover

2.5%
Underlying sales growth

1.0%
Underlying volume growth

1.5%
Underlying price growth

Turnover in line with prior year



On track to deliver FY2024 outlook

Growth	Margin

Growth

- Underlying sales growth (USG) for full year 2024 to be within our multi-year range of 3 to 5%
- Majority of growth driven by volume

Margin

- Expect underlying operating margin for full year 2024 to be at least 18%, with increasing investment behind our brands
- Year-on-year margin progression in H2 expected to be smaller than in H1

1. **Executing the Growth Action Plan and addressing key issues**
2. **Driving improved, more consistent delivery through innovation and investment**
3. **Much to do in transforming Unilever into a higher performing business**

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Q&A

Other financial guidance for 2024

- Capex around 3% of turnover
- Restructuring around 1.2% of turnover
- Expected currency impact* on full year turnover around (1.5)% and around (20)bps on full year underlying operating margin
- Net finance costs around 3% on average net debt
- Underlying effective tax rate around 26%
- Net debt around 2x net debt / underlying EBITDA

*exchange rates plus extreme price growth above 26% in hyperinflationary markets