

PT Unilever Indonesia Tbk.

FY 2022 Result Earnings Call | Feb 9th, 2023



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Ira Noviarti

President Director of Unilever Indonesia

**MENGANDUNG
ESSENTIAL OIL
YANG TERBUAT DARI
100% EKSTRAK
ALAMI**

Molto

Parfum Boost

10x LEBIH WANGI & ANTI BAU

**CARI TAU YANG
COCOK UNTUKMU**



CARTE D'OR
Bon Appetit

CARTE D'OR
AU CHOCOLAT NOIR
CAMEL AU BEURRE
À LA FRAISE



BARU POND'S | MEN
ULTRA BRIGHT OIL FIGHTER

**POND'S
MEN**
NEW
ULTRA BRIGHT OIL FIGHTER
OIL CONTROL + BRIGHTENING
ICY FOAM

**CHARCOAL
+ MINT**

**10x
VITAMIN
PENCERAH**

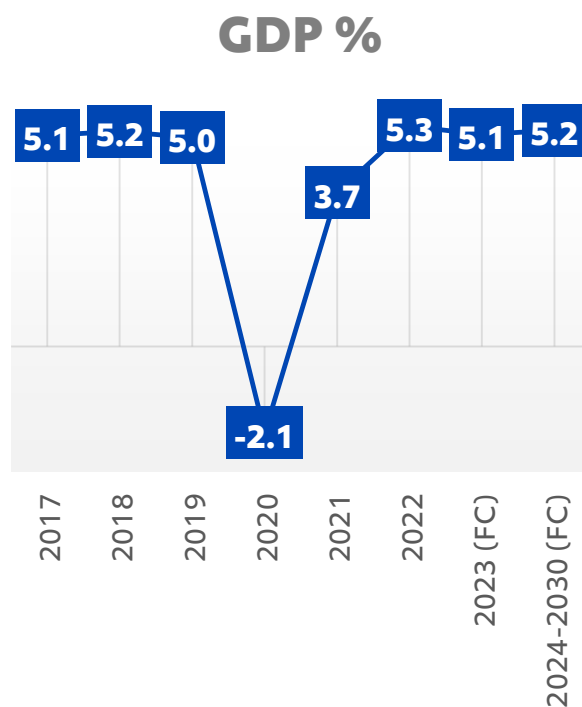
Kontrol minyak hingga **8 jam**

**ANGKAT KUSAM
WAJAH 2x LEBIH CERAH**

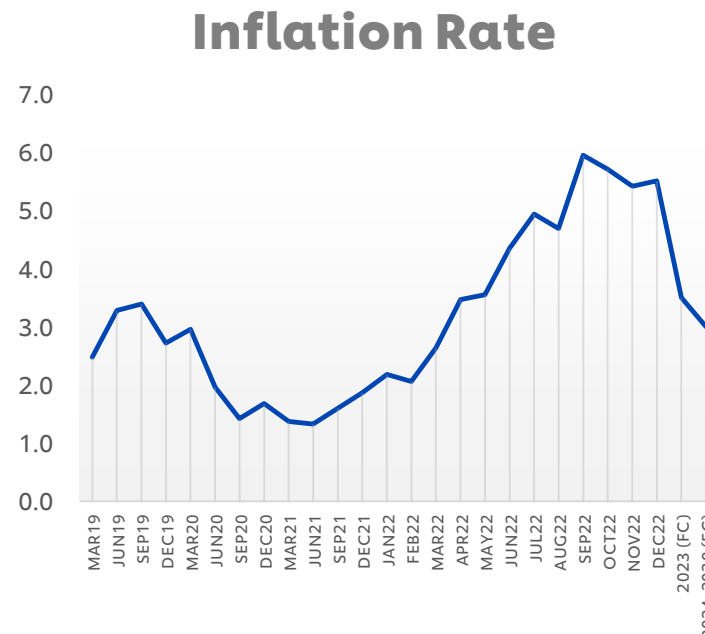
#MinyakGoneGantengOn



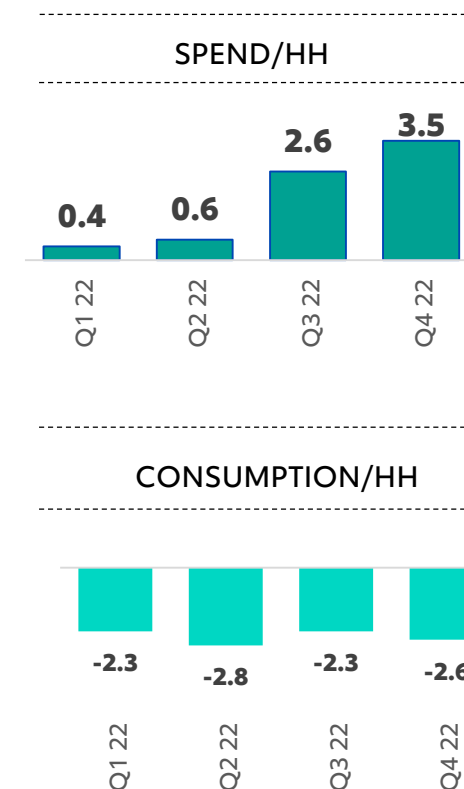
GDP remains resilience at 5%
driven by domestic consumption.



After the peak in Q3, **inflation is expected to be maintained at around 3%**



Household FMCG basket continues to increase in value while managing the volume as impact of inflation



1

We delivered FY 2022 with 4.2% net sales growth, and net profit at IDR 5.4 Tn.

2

Competitive growth has progressed well with ULI market share exiting 2022 at 38.8%, higher than closing 2021 at 37.6%.

3

2022 performance is the result of our focus in landing the Strategic Priorities and strengthening the fundamentals of the business.

4

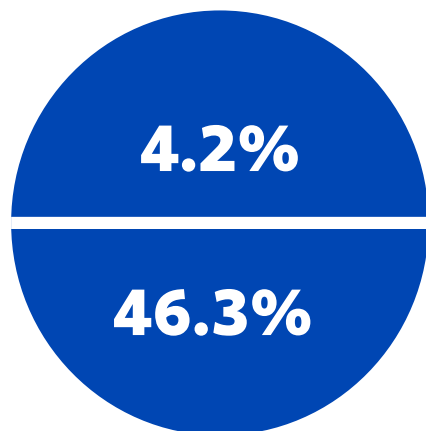
Price vs Cost Agility: Landing the price increases while balancing with nett cost inflation and competitiveness.



CONSISTENT & PROFITABLE GROWTH

FY 2022

Net Sales
Reported GM

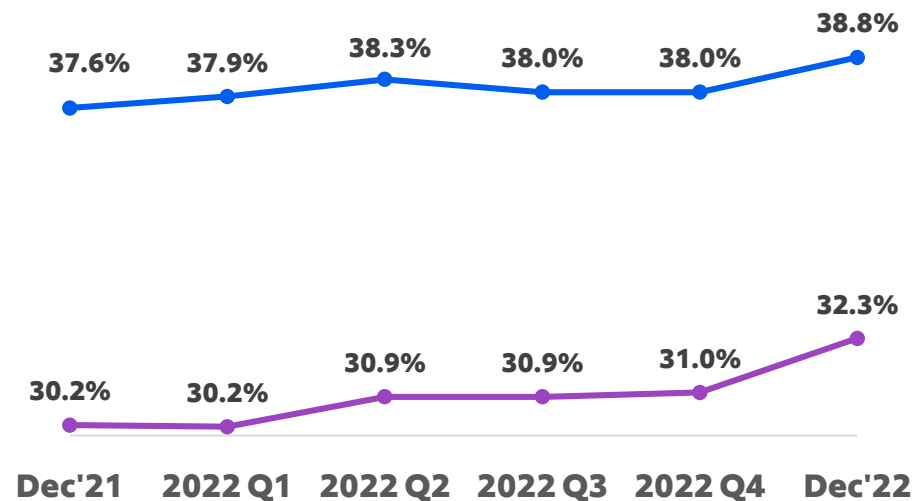


Reported Net Profit
IDR 5.4 Tn



COMPETITIVE GROWTH

Exit 2022 with stronger market share vs the beginning of the year.



— Value — Volume

1.

Strengthen & Unlock Core with Market Development program & impactful innovation

2.

Developing our **full portfolio play** across consumers' segment

3.

Build the **execution powerhouse**

4.

E-everything, including **Data Driven Capabilities**

5. Sustainability at Our Core

More than 65% products are superior

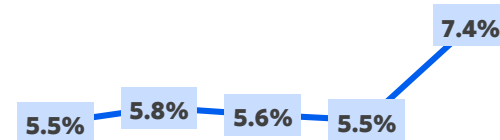


25% brands gain more penetration in Q4



Increasing media investment

Advertising
as % of Net Sales



2018 2019 2020 2021 2022

Driving MDM through innovations



Sunlight Korean Strawberry
6.9% Penetration in Y1 launch



Paddle Pop Upin Ipin
6% Penetration since launched in Q1



Feast Pop
1% Penetration since launched in Q4

Drive Premiumization

25% Contribution to total ULI Sales



Vaseline Gluta-Hya

+210bps share gain in
Total Vaseline Serum



PAM Ultimate Serum

Increasing PAM
Penetration by +20bps
Amongst LSM 7+

*TO of SKU in API 120+

Play in Value Segment

+30bps share improvement in L3M vs LY

Launching strategic new brands on the value segment



*TO of SKU in API <80 and coinage price GT

STRENGTHENING THE FUNDAMENTAL

Improved Fundamentals



More stores: increasing active outlet by +5%

Better stores: double digits increase in assortment



Healthier inventory

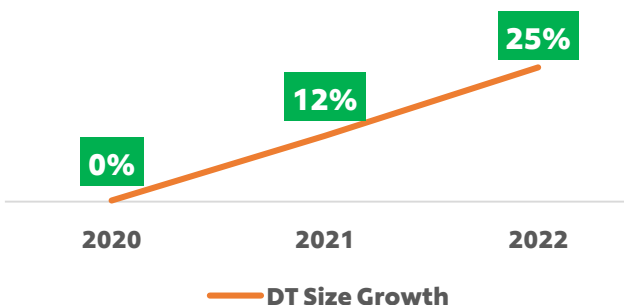


SoliDT Partner to Win
program launched

Future-Fit DT

- ❑ Fewer Bigger Healthier Distributors

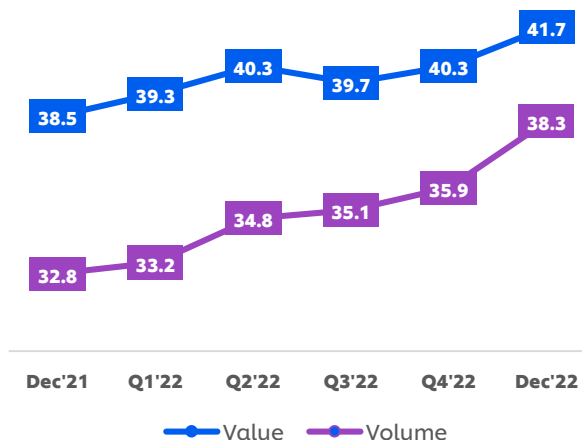
The number of distributors has been reduced from 568 (2020) to 470 (2022).



- ❑ Improved Distributor Profitability

Increased competitiveness in MT

Increased market share at MT channel in L3M & exit Dec



TURBOCHARGING D-COMMERCE

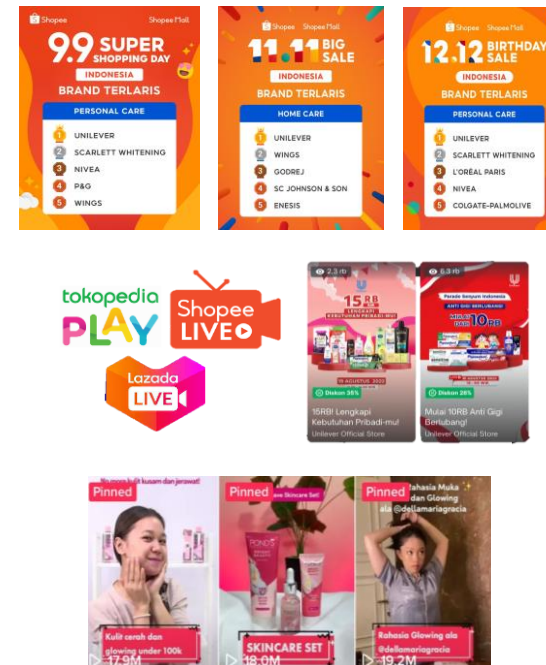
Unilever Indonesia d-commerce: +48% Growth in 2022
Improved profitability

DESIGNED 4 CHANNEL PORTFOLIO

Launched designed for d-commerce innovations



CREATE AND CAPTURE DEMAND



Best in class execution
resulting top rank award
during **Mega Campaigns**

**Multi-platform
livestreaming**, contribute up
to 40% incremental GMV

TiktokShop launched,
generate 5.8 billion IDR in
4 months of launch

BE THE GAME CHANGER IN E2E CUSTOMER OPERATION

1. **Rapid respond for demand changes** by the new supply planning system Kinaxis, reduced the process by 3 days.
2. Promo planning & forecasting integration delivers **better services and inventory optimization.**
3. MT billing Time **reduced by 7 days.**
4. Simplification, connected by technology, has delivered **10% of people's productivity.**

View of 2023

Market will continue to be optimistic in 2023 with all the restriction has been released.

Our strategy continues to align with long-term key imperative; focus on leading Market Development and winning the consumers in many Indonesia

Commodities will remain uncertain therefore we will continue to invest for growth while managing inflationary pressure.
Maintaining cost and saving discipline



Vivek Agarwal

Chief Financial Officer of Unilever Indonesia

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ALAMI**

Molto

Molto
Parfum Boost
10x LEBIH WANGI & ANTI BAU
JAPANESE PEACH

Molto
Parfum Boost
10x LEBIH WANGI & ANTI BAU
MIRAWAN KESATRE

Molto
Parfum Boost
10x LEBIH WANGI & ANTI BAU
SANTAL

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#MinyakGoneGantengOn

Sales

Net Sales Growth

FY 2022

+4.2%

Q4 2022

+1.7%

FY Domestic Sell-Out
Growth **5.6%**

Gross Margin

Reported GM

FY 2022

46.3%
-3.4%

Q4 2022

42.6%
-5.1%

Pressure from commodity
inflation offset with price
increase and savings

Net Profit

Reported Net Profit

FY 2022

IDR 5.4 Tn
-6.8%

Q4 2022

IDR 753 Bn
-45.4%

Continue invest behind the
brands

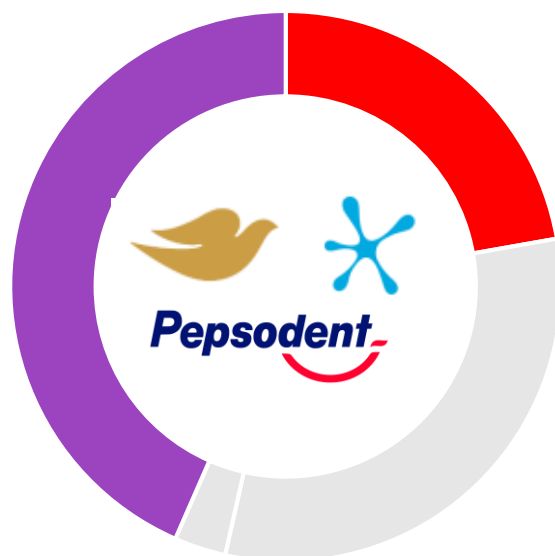
EPS FY 2022

**IDR 141
per share**

Strong cashflow delivery in FY 2022

IDR 7.5 T
+4.5% y-o-y

HOME & PERSONAL CARE



Q4 1.8%
FY 3.6%

BEAUTY & PERSONAL CARE
Q4 6.3% | FY 6.7%

HOME CARE
Q4 -7.0% | FY -2.2%

FOODS & REFRESHMENT



Q4 1.1%
FY 5.7%

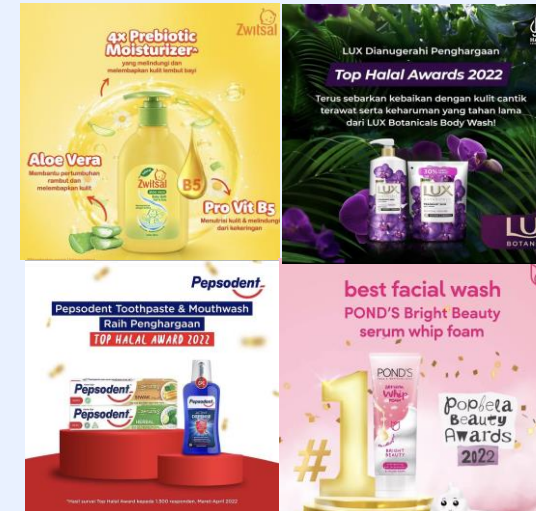
FOODS & REFRESHMENT
Q4 0.1% | FY 4.5%

UNILEVER FOOD SOLUTION
Q4 18.6% | FY 28.6%

Result Summary

- **USG FY22 +6.7%**
- High double-digit growth in Oral and Deo and continue strong growth in Skin Care
- Competitive growth in BPC where total BPC gaining market share in L3M vs P3M both in value and volume.
- Continue focus on driving Stronger Core and Market Development, especially in Skin Care, Oral Care, Deo and Hair Care.

Superior Products



Play Full Portfolio



Market Development



Purposeful Innovation



Result Summary

- **USG FY22 -2.2%**
- Consistent strong growth in Fabric Cleaning.
- Growth competitively with total HC consistently gaining both value and volume share supported with share growth in all categories.
- Significant volume market share gain in Dishwash (+580bps) in exiting 2022 compared to closing 2021 through establishing competitive pricing.

Superior Products



Play Full Portfolio



Market Development



Purposeful Innovation



Result Summary

- **USG FY22 +4.5%**
- **Double digit growth** in Savoury and Beverage.
- Sustaining market leadership in Foods.
- Ice Cream is still facing competitive challenges but starting to make progress with value market share exiting 2022 +120 bps compared to closing 2021.

Superior Products



SariWangi Teh Hitam Jahe & Kunyit
Kini Dilengkapi!

- Vitamin C untuk bantu jaga daya tahan tubuh
- Rasa lebih nikmat dari perpaduan Jahe & Kunyit

Mengandung 1 porsi buah asli

Tanpa pengawet dan pemanis buatan

Menjaga daya tahan tubuh agar #SelaluTerjaga

Value Volume

Market Development



Royco
Kenal Lebih Dekat
Royco Saus Tiram!

Cita rasa asin, manis, & gurih yang sempurna masakan di rumah jadi #LezatAlaResto

Terbuat dari ekstrak tiram asli berkualitas, cocok untuk segala jenis masakan. #AndalanBaruKayaRasa

Tersedia dalam kemasan botol 135 ml dan 275 ml

Tanpa bau amis! #KayaRasaTanpaAmis

MAGNUM
true to pleasure

Crunchy Biskuit

Vanilla Caramel

Vanilla Ice Cream

Play Full Portfolio



Purposeful Innovation



Royco

Si Kecil suka makan berantakan? ternyata ada manfaatnya lho, Bu!

Melatih si Kecil mengeksplorasi rasa makanan

Melatih si Kecil motorik si Kecil

Melatih si Kecil pakai alat makan sendiri

TANPA PENGAWET RASA

#CocokUntukSekeluarga

Result Summary

- **USG FY22 +28.6%**
- Riding on market recovery with strong reach & penetration drive, offline and online.
- Strong growth from Top 10 products, driven mainly by improved penetration led by Bango, Knorr & Royco.
- Continue to become growth engine for Unilever Indonesia.

Improved Penetration



Customer cooking demos/ ideation 87 internal team's trainings & encourage the customer to cook using Knorr product

Design for Channel



New customers & menu in Chain Restaurants to increase the brand awareness

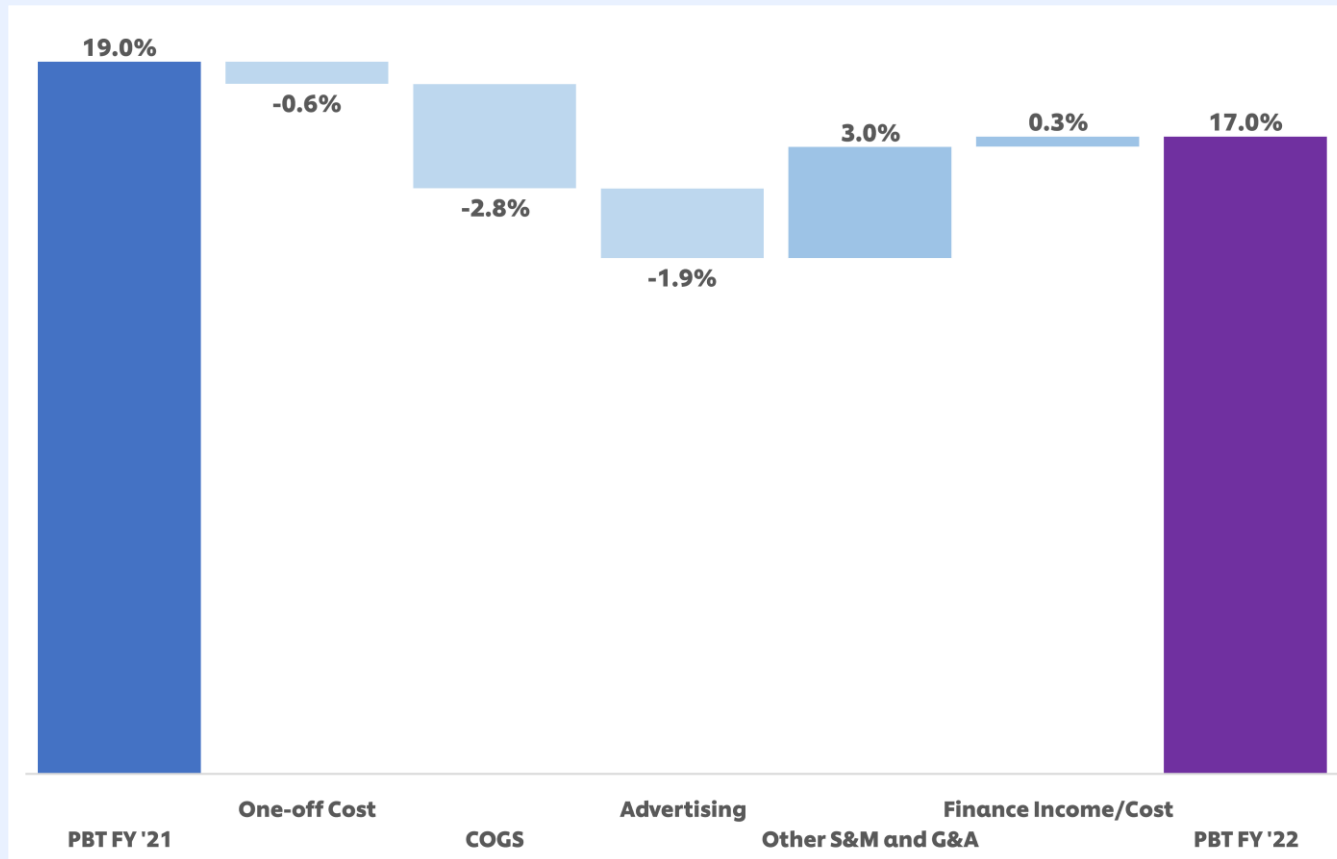
Purposeful Brands



The launch of Vegetarian Butcher to address the needs for vegan customers & Knorr is continuously maintain the superiority the product by delivering healthier product

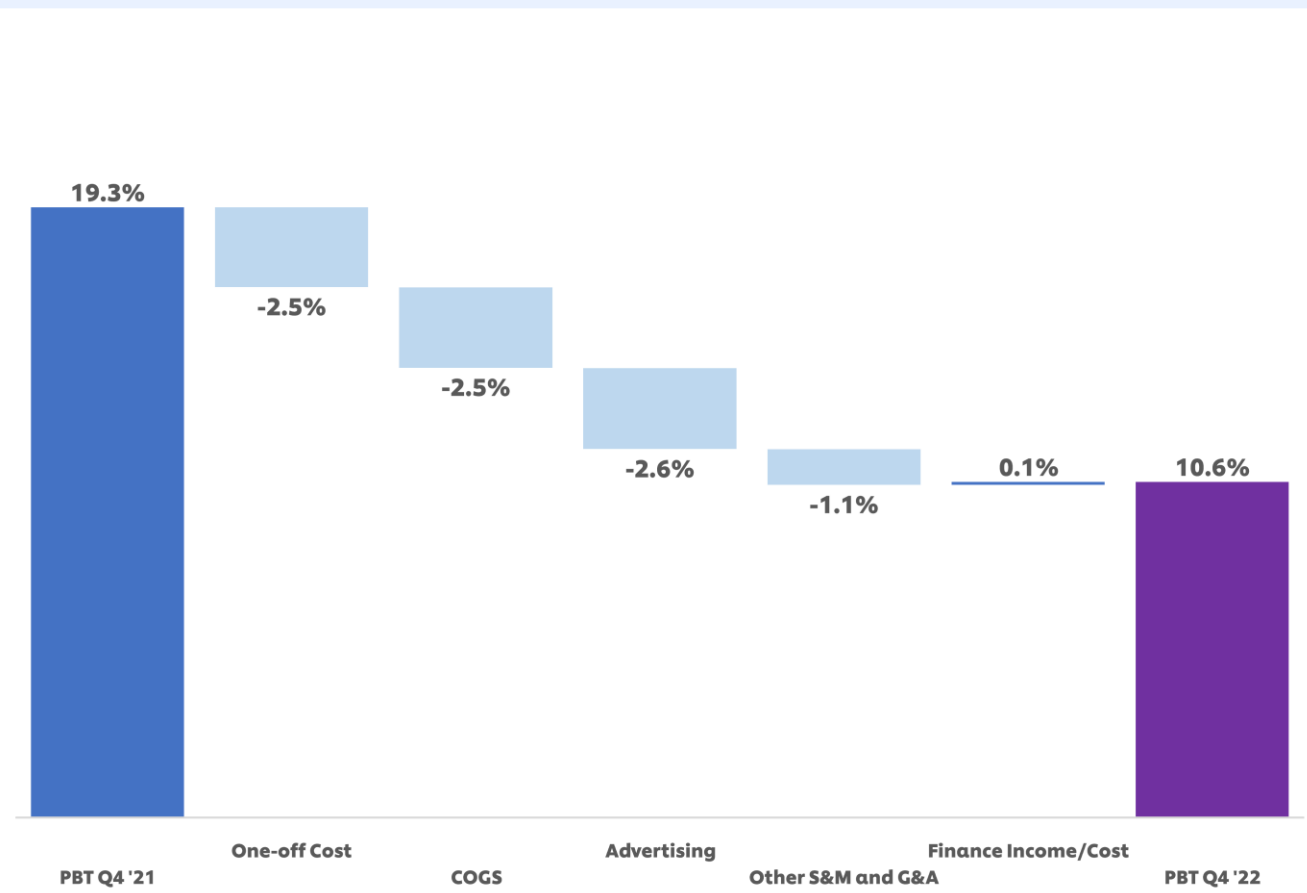


Campaign to encourage chefs to be innovative through new menu concepts, techniques & healthier ingredients



FY 2022 Profit Before Tax

- Gross Margin pressure due to significant commodity cost inflation in 2022, offset with price increase and savings to fuel the company growth.
- Stepped up advertising spending to 7.4% of sales.
- Strong cash flow therefore reduction in financing cost.



Q4 2022 Profit Before Tax

- One-off cost in Q4'22 due to portfolio transformation.
- Gross Margin pressure continues, balancing between material inflations, consumer price correction to maintain competitiveness and savings.
- Continue our commitment to step up media investment.

Thank you



Ira Noviarti (President Director), Vivek Agarwal (CFO)