

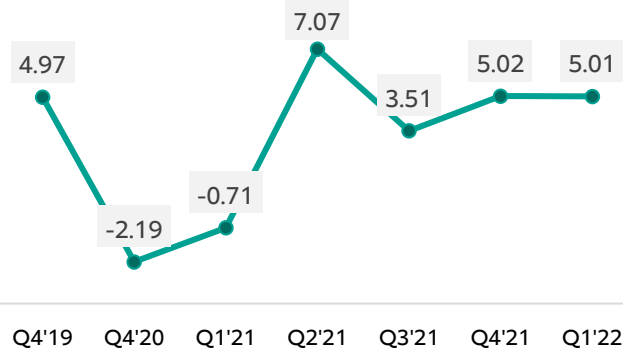
PT Unilever Indonesia Tbk.

Q2 2022 Earning Calls: July 26th, 2022



RECOVERING GDP

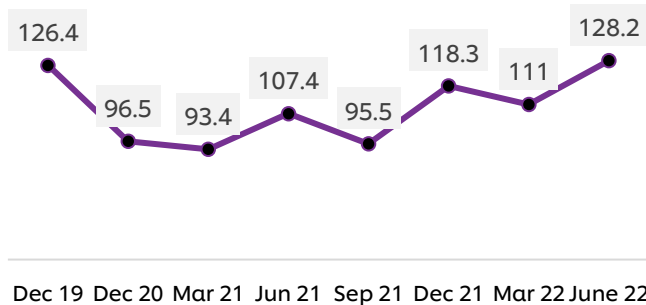
Quarters



(Source: Tradingeconomics.com)

HIGHER CONSUMER CONFIDENCE INDEX & MOBILITY

Consumer Confidence



Dec 19 Dec 20 Mar 21 Jun 21 Sep 21 Dec 21 Mar 22 June 22

(Source: Tradingeconomics.com)

Mobility Increase

+15%

Retail & Recreation

+40%

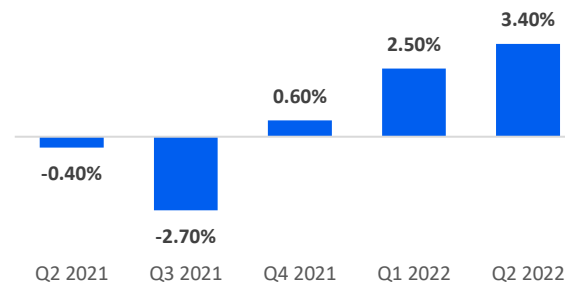
Parks

+25%

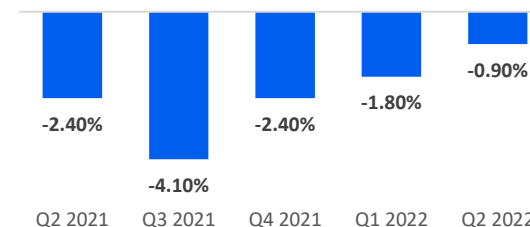
Workplace

INCREASED FMCG CONSUMER SPENDING & CONSUMPTION

Household Spending Quarterly Growth

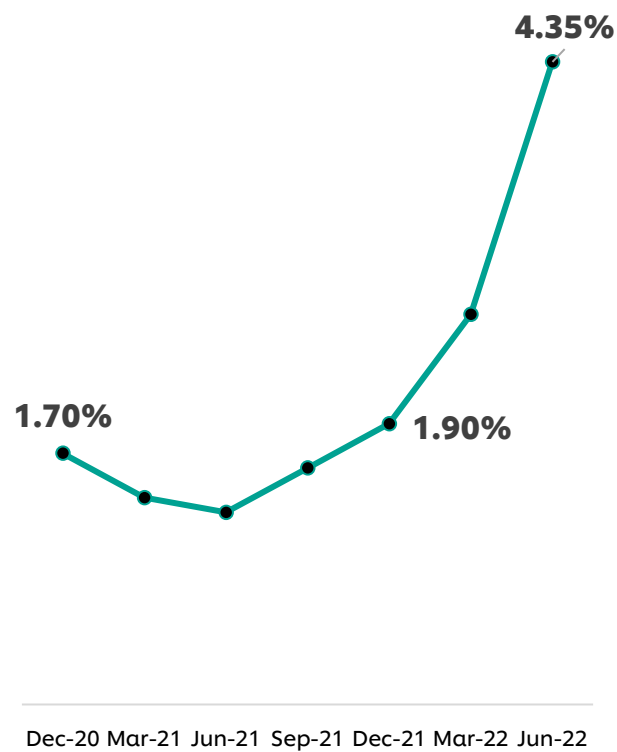


Household Consumption Quarterly Growth



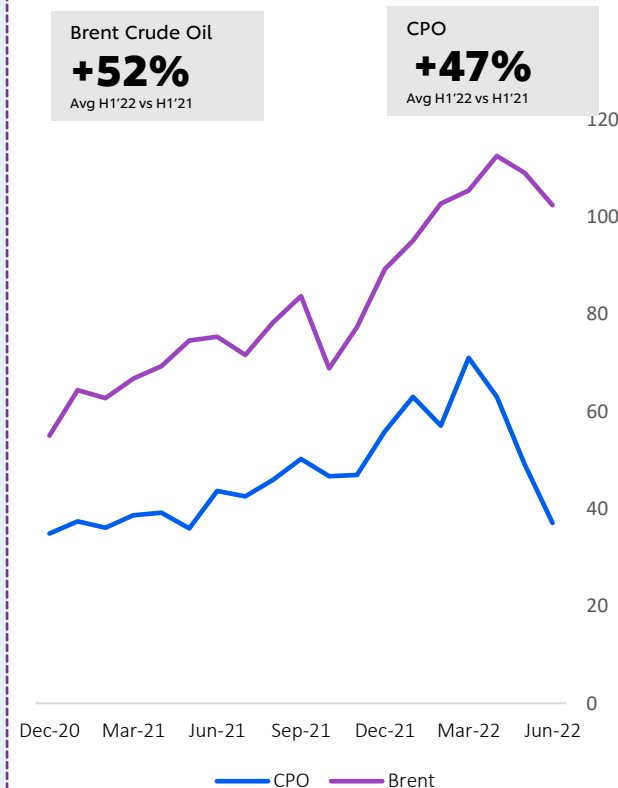
(Source: Kantar Homepanel)

INDONESIA INFLATION



(Source: tradingeconomics.com)

COMMODITY INFLATION



(Source: tradingeconomics.com)

FOREIGN EXCHANGE



(Source: bi.go.id)

Sales

Growth of Net Sales

Q2 2022

+7.4%

H1 2022

+6.4%

Strong growth in domestic sales

Gross Margin

Reported GM

Q2 2022

47.7%
-133 bps

H1 2022

48.2%
-259 bps

Pressure in commodity prices continues

Net Profit

Reported Net Profit

Q2 2022

IDR 1.4 Tn
+4.5%

H1 2022

IDR 3.4 Tn
+12.6%

Lower Central Service Fee and Cost Agility

1.
Strengthen & Unlock
Core with Market
Development
program & impactful
innovation

2.
Develop our **full**
portfolio across
consumers'
segment

3.
Build the **execution**
powerhouse

4.
E-everything,
including Data
Driven Capabilities

1.
Strengthen & Unlock
Core with Market
Development
program & impactful
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2.
Developing our **full**
portfolio play
across consumers'
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Be the **execution**
powerhouse

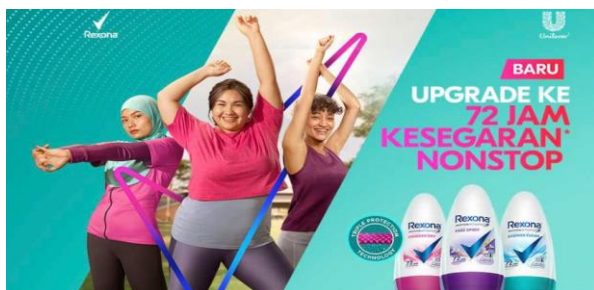
4.
E-everything,
including **Data**
Driven Capabilities

40% growth contribution from New Innovations to Total ULI

Bigger, Better Innovations, and Product Superiority

Beauty & Personal Care

Superior formulation to our Core



Foods & Refreshment

Healthier nutrition



Home Care

Superior Cleaning with Advanced Benefit



Market Development across Pillars

More Users



More Usage



More Benefit



1.

Growing Core with
Market
Development
agenda & impactful
innovation

2.

Develop our **full
portfolio** across
consumers' segment

3.

Be the **execution
powerhouse**

4.

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

Drive Premiumization

High Growth Space.



Serve Value Segment

Secure the price competitiveness in value segment through innovation and price/pack.



1.

Growing Core with Market Development agenda & impactful innovation

2.

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

3.

Build the **execution powerhouse**

4.

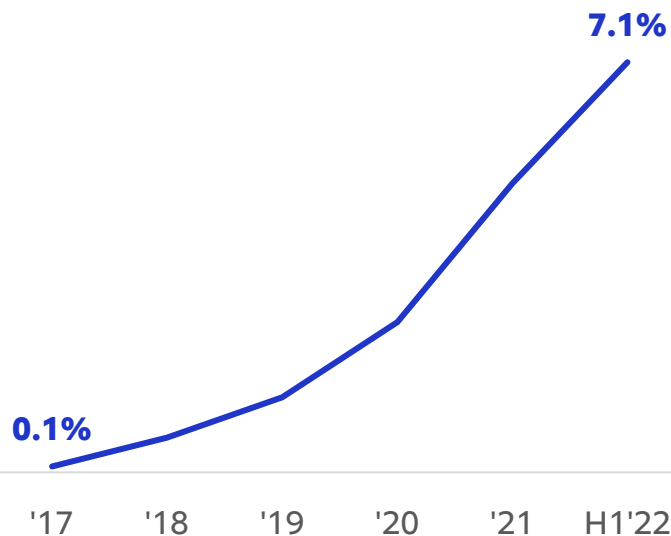
E-everything, including **Data Driven Capabilities**

ULI eCommerce

+91%

H1 2022 Growth

eCom contribution



Key Strategies in Digital Commerce



Designed for Ecomm
Portfolio



Create & Capture Demand

Perfect Store Online

Improve Data Partnership

Audience data
sharing & ROI
Measurement



Execution Excellence

Double Digit growth in GT: Everyday's Excellent Execution

Strengthened Market Works in DT



Scale & Profitability.

Driving scale via DT consolidation increasing turnover per DT point



Customer Centricity

Establish customer replenishment portal, and drive optimized inventory



Excellent Execution



Continue accelerating LMT

What's More: Unlock the Future-Fit DT



A collaborative partnership

program with DTs to sustain competitive advantage in our direct distribution.

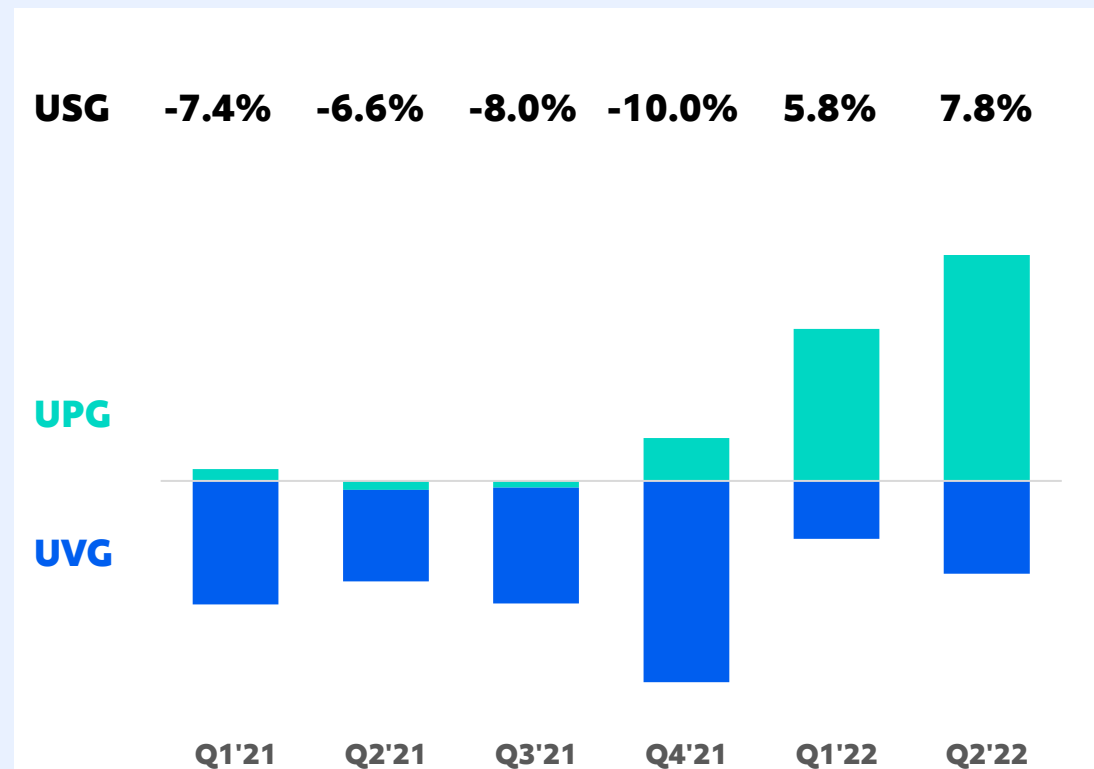


Unleash the Growth in Outer Island

Result Summary

	USG	UPG	UVG	Vol Growth
Q2 2022	+7.8%	+14.8%	-6.1%	-4.3%
H1 2022	+6.8%	+12.3%	-4.9%	-2.4%

- A solid quarter with a strong topline (domestic sales) and bottom line.
- Landing pricing in response to high inflation on input costs.
- Managing volume impact in the business.
- Driving profitability with +4.5% reported net profit growth and strong cash flow.
- Delivering IDR 37 EPS in Q2.



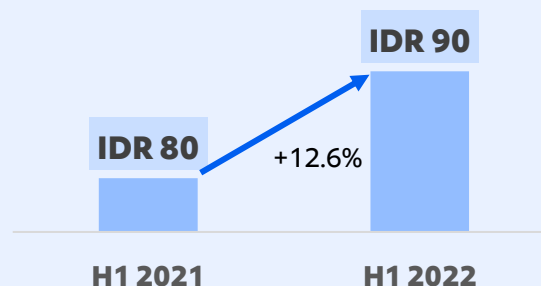
Net Profit H1

IDR 3.4 T

+12.6% REPORTED*

**Include One-Off Adjustment from
2021 Central Service Fee*

EPS H1

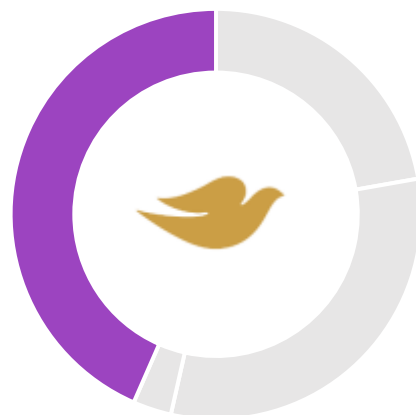


Strong cashflow delivery in H1

IDR 1.9 T

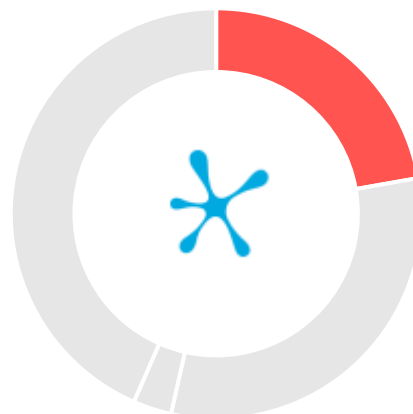
**Maintain profit despite high inflation and stepping up in
brand investments**

BEAUTY & PERSONAL CARE



Q2 YoY 10.7%
H1 YoY 8.7%

HOME CARE



Q2 YoY 2.3%
H1 YoY 1.4%

FOODS & REFRESHMENT



Q2 YoY 7.5%
H1 YoY 7.5%

UNILEVER FOODS SOLUTION



Q2 YoY 16.5%
H1 YoY 21.0%

TOTAL HPC

Q2 YoY USG 7.7% | H1 YoY 6.0%

TOTAL F&R

Q2 YoY 8.0% | H1 YoY 8.2%

Result Summary

- USG Q2 YoY +10.7%.
- Double-digit USG and strong volume growth in Oral & Deo.
- Q2 growth in across PC categories, Including high single digit in Skin Cleansing and mid-single digit in Hair and Skin Care.
- Aim for more impactful innovations with relevant consumer insights and trends in the market, including strongly relevant Muslim insights.

Superior Products



Play Full Portfolio



Market Development



Purposeful Innovation



Result Summary

- USG Q2 YoY +2.3%.
- Double-digit sales growth in Fabric Cleaning led by price and volume growth.
- Challenge in Dishwash still continues.
- Decline in UVG mostly driven by unfavorable mix from Low Unit Price.
- Focus on delivering product superiority across categories in HC.

Superior Products



Play Full Portfolio



Market Development



Purposeful Innovation



Result Summary

- USG Q2 YoY +7.5%.
- Double-digit topline growth & competitive growth in Savory & Juice.
- Positive USG for Out-of-Home Ice Cream, In-Home Ice Cream declined as consumers mobility increased.
- H1 growth was supported by strong market development and impactful innovations: Royco Natural Range, Royco's Oyster Sauce , Cornetto BT 21, and Paddle Pop Upin Ipin.

Superior Products



Market Development



Play Full Portfolio



Purposeful Innovation



Result Summary

- USG Q2 YoY +16.5%.
- Riding on market recovery with strong reach & penetration drive, offline and online.
- 68K active outlets (+95% Vs pre-COVID19), from hotel, restaurants, and ecommerce channels.
- Strong growth from Top 10 products, driven mainly by improved penetration led by Bango, Knorr & Royco.

Improved Penetration



Customer cooking demos/ ideation 87 internal team's trainings

Design for Channel



New customers & menu in Chain Restaurants

Purposeful Brands

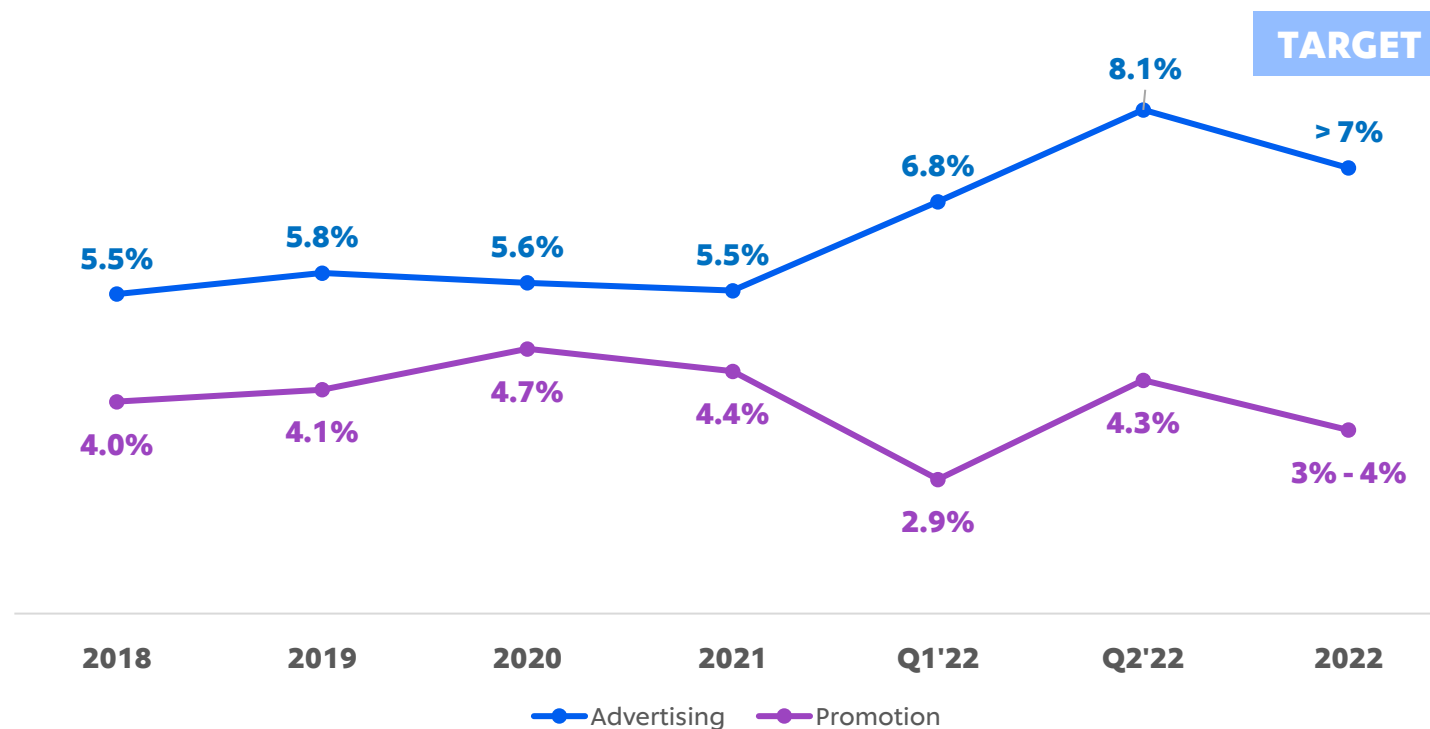


The Vegetarian Butcher, Knorr Mushroom & Vegetables Seasoning, and Knorr relaunch into Knorr Professional



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

A&P as % of Net Sales



Advertising investments increased by **64%** Q2 YoY, **39%** H1 YoY

View of H2 2022

We remain cautiously optimistic in the near term:

- Normalization of economic activities and mobility
- Impact of Inflation

Commodities will remain volatile:

- Prudent pricing actions balancing with accelerate material savings and cost agility to continue

Our FOCUS in 2022 remains the same



Continuing growth momentum and hunt for competitive growth



Invest for growth while managing inflationary pressure



Maintaining cost and saving discipline

Thank you



Ira Noviarti (CEO), Enny Sampurno(Director)