

PUBLIC EXPOSE

June 8th, 2015



TOGETHER FOR A BRIGHTER FUTURE



Hemant Bakshi
President Director

&

Sancoyo Antarikso
VP Governance and Corporate Affairs

AGENDA



- 1 Result of AGMS & EGMS 2015
- 2 Unilever Indonesia Performance
- 3 USLP 4th Year Update
- 4 Winning in Difficult Times



RESULT OF ANNUAL GENERAL MEETING OF SHAREHOLDERS



1. First Agenda

- a. Ratification of Financial Statement and Annual Report of the Company for accounting year ended 31 December 2014.
- b. To give full acquittal and discharge for BoD and BoC for their action on accounting year ended 31 December 2014
- c. Determination of the appropriation of the profit of the Company.
 - Interim dividend Rp336,- per share (paid in 12/12/2014)
 - Final Dividend Rp416,- per share (to be paid before 7/7/2015)

2. Second Agenda

Approval on the designation of Public Accountants for the accounting year ending 31 December 2015;

3. Third Agenda

- a. Re-appointments and/or appointments of members of the Board of Commissioners of the Company.
- b. Determination of remuneration of the members of the Board of Directors and the Board of Commissioners of the Company for the accounting year ending on 31 December 2015.

RESULT OF EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS



1. First Agenda

Approval of the proposed amendments to the Articles of Associations of the Company for the purpose of compliance with the Financial Service Authority Regulation No. 32/POJK.04/2014 on the Plan and Implementation of General Meeting of Shareholders of Public Companies.

2. Second Agenda

Approval on the plan for the transfer of the Company's Defined Contribution Pension Fund Program to Financial Institution Pension Fund.

A complete version of the resolution taken on the AGMS and EGMS is as provided on the printed materials as provided to you

UNILEVER INDONESIA

Strong Local Roots with 81 Years of History



1933

Unilever was established under the name Lever's Zeepfabrieken N.V. in Angke, Jakarta.

1980

The Company is renamed as PT Unilever Indonesia. Yamani Hasan is the first Indonesian citizen to be appointed as the Company's President Director.

1990

The Personal Care factory is opened in Rungkut, Surabaya. The Company enters the tea business with the acquisition of SariWangi.

2000

The Company enters the soy sauce business, with Bango acquisition.

2008

Asia's largest Skin Care factory is built at our Cikarang site. The Company enters the fruit juice business by acquiring the Buavita and Gogo brands. SAP is implemented throughout Unilever Indonesia.

2012

Unilever Indonesia succeeded in doubling the business within five years and recorded a sales more than 2 billion euro.



1936

Blue Band margarine and Lux soap are marketed in Indonesia.

1982

Unilever Indonesia goes public, listing 15% of its shares on the Indonesia Stock Exchange.

1992

The Wall's ice cream factory opens in Cikarang. Conello and Paddle Pop appear on the market for the first time.

2004

Knorr Indonesia is acquired from Unilever Overseas Holding Ltd and merged with Unilever Indonesia. The hair care factory relocates from Rungkut to Cikarang.

2010

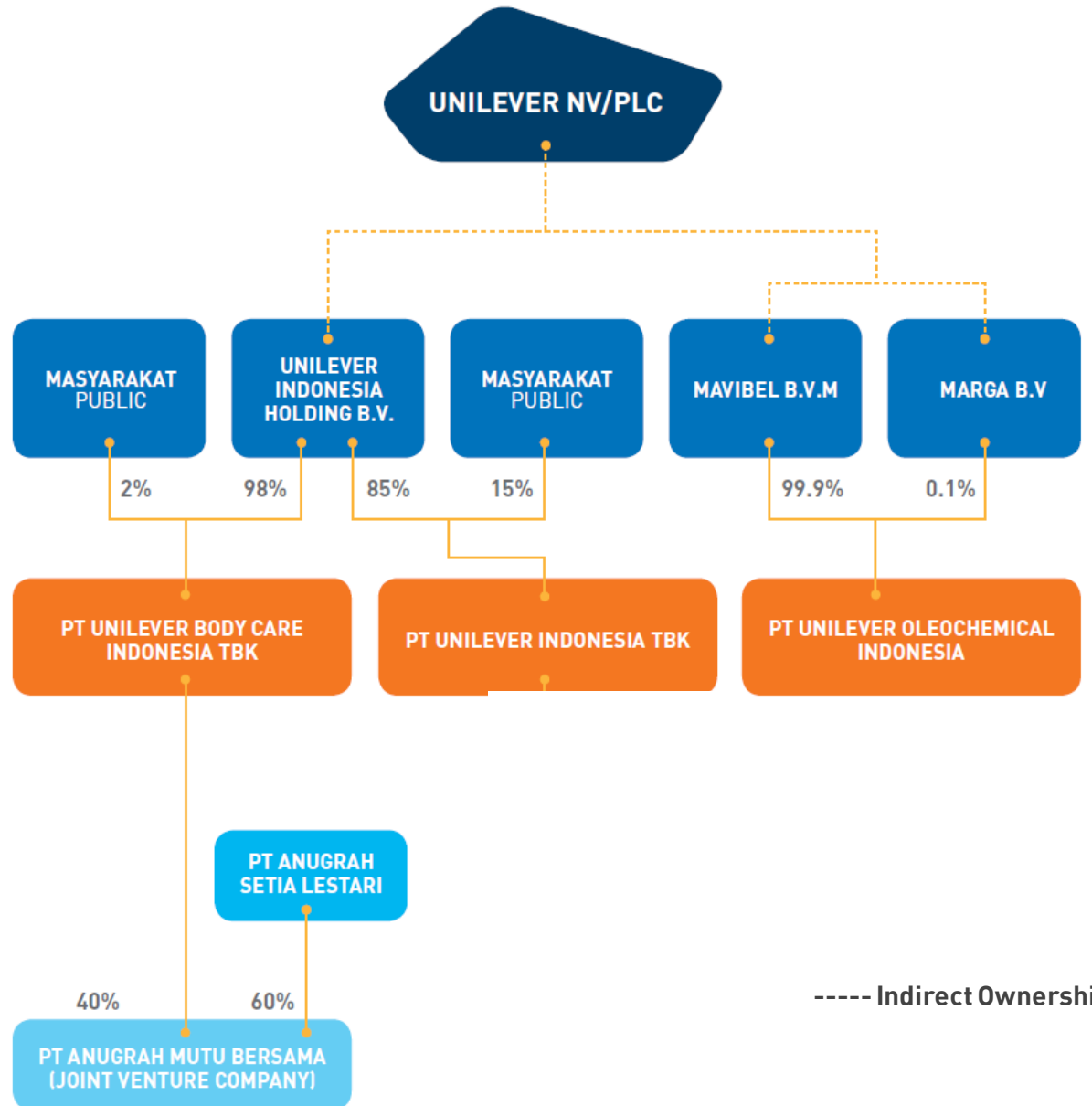
The Company enters the water purification business by launching Pureit.

2013

Unilever Indonesia celebrate its 80-years journey in Indonesia, by launching "Project Sunlight" to inspire people to create a brighter future not only for our children, but for future generations as well.

UNILEVER INDONESIA

Legal Structure



Profil Kami

OUR PROFILE



39

Brand Produk
PRODUCT BRANDS

69

Penghargaan
di 2014
AWARDS IN 2014

8

Pabrik yang
dimiliki
OWNED FACTORIES

6.654

Karyawan di 2014
EMPLOYEE IN 2014

Kinerja Usaha 2014

2014 PERFORMANCE HIGHLIGHTS



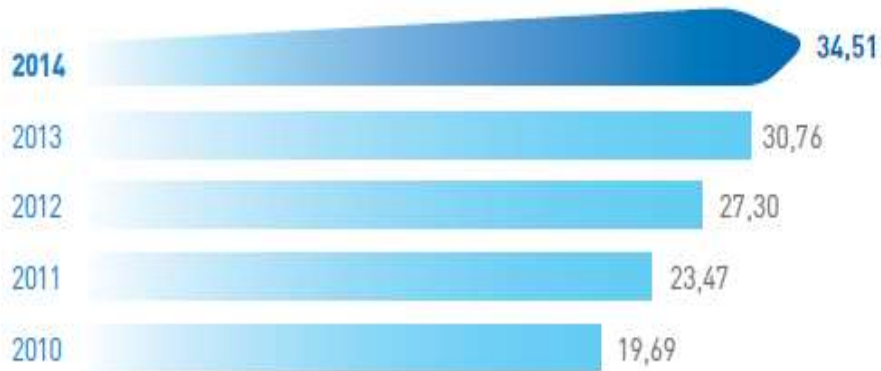
2014 UNILEVER INDONESIA PERFORMANCE

A 34.51 Trillion IDR FMCG Company



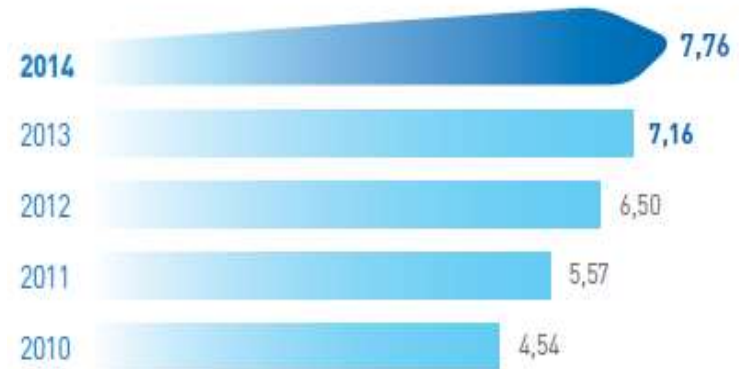
Penjualan Bersih NET SALES

Triliun Rupiah Trillion Rupiah

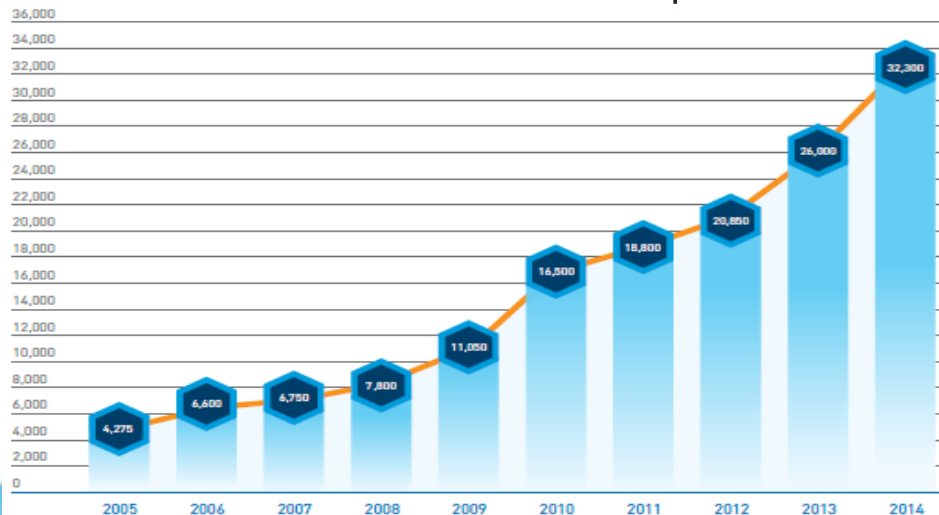


Laba Usaha OPERATING PROFIT

Triliun Rupiah Trillion Rupiah



Share Price (Rp)



KINERJA KEUANGAN

FINANCIAL PERFORMANCE

(dalam jutaan Rupiah/in million Rupiah)

Kinerja Keuangan	2014	2013	▲ (%)	Financial Performance
Penjualan bersih	34,511,534	30,757,435	12,2%	Net sales
Laba bruto	17,099,121	15,778,488	8,4%	Gross profit
Laba usaha	7,762,328	7,164,445	8,3%	Operating profit
Jumlah pendapatan komprehensif tahun berjalan	5,738,523	5,352,625	7,2%	Total comprehensive income for the year
Laba per saham dasar	752	701	7,3%	Basic earnings per share

2014 HIGHLIGHTS



- Continuing double digit Sales Growth at +12.2%, with total sales achieved of Rp 34.51 trillion.
- Healthy Operating margin of 22.5%.
- Strong Operating Income growth of 8.3% to 7.8 trillion IDR.
- Total assets of Rp 14.3 trillion
- Earnings Per Share increased by 7.3%.
- Gains in market shares despite the challenging and highly competitive environments.

PROFIT & LOSS – Q1 2015 VS Q1 2014



<u>Rp Trillion</u>	<u>Q1 2014</u>	<u>Q1 2015</u>	<u>Growth</u>
Sales	8.7	9.4	8%
Gross Profit	4.2	4.8	14%
% Sales	48.2%	51%	
Operating Profit	1.86	2.09	12%
% Sales	21%	22%	
Net Profit	1.36	1.59	17%
% Sales	16%	17%	



Q1 2015 HIGHLIGHTS



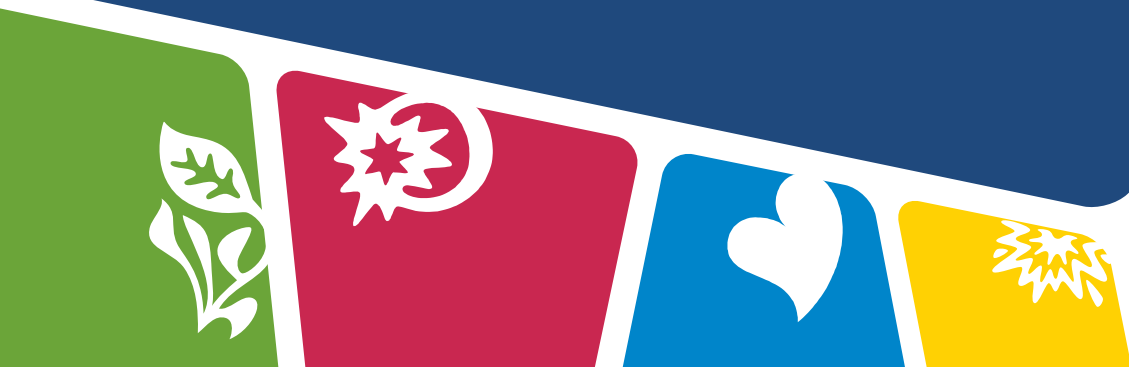
- Sales is still growing at 8% despite economic slowdown and intense competition.
- Double digit profit growth despite unfavorable exchange rate
- Strong Balance Sheet and Cash flows, with Net Cash of Rp 463 billion.





UNILEVER SUSTAINABLE LIVING PLAN

2014 UPDATE



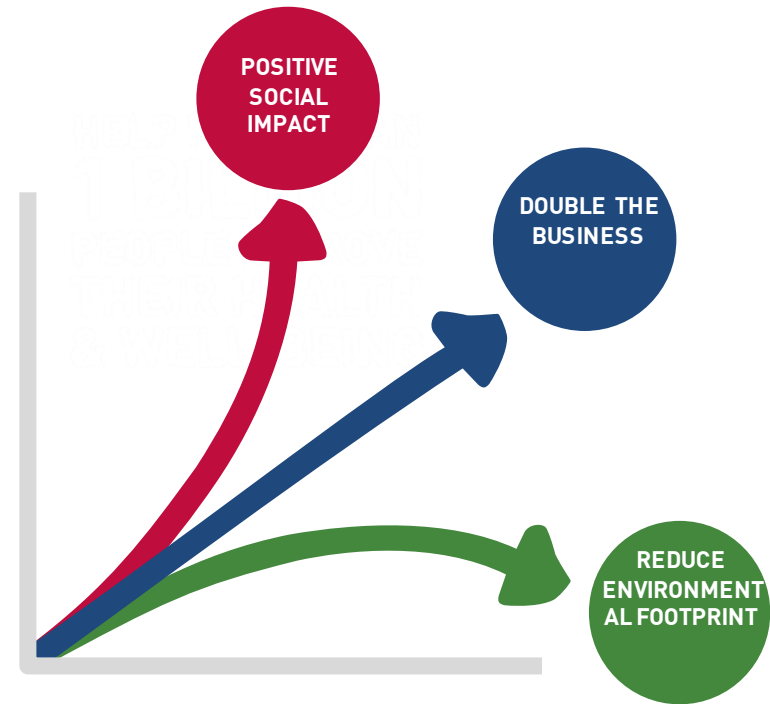
UNILEVER
**SUSTAINABLE
LIVING PLAN**
SCALING FOR IMPACT

OUR PURPOSE AS A BUSINESS

We work to create a better future every day and we will inspire people to take small everyday actions that can add up to a big difference for the world.

OUR VISION:

Double the size of the business, whilst reducing our environmental footprint and increasing our positive social impact.



3 BIG GOALS



GROW RESPONSIBLY

Unilever Sustainable Living Plan



IMPROVING HEALTH AND WELLBEING



High impact hits

Reach 100 million
Indonesian to adopt
hygiene practice by 2020

Untuk INDONESIA SEHAT

REDUCING ENVIRONMENTAL IMPACT



High impact hits

Reduction of water
consumption and more
flexible packaging to be
fully recycled by 2020

Untuk INDONESIA HIJAU

ENHANCING LIVELIHOODS



High impact hits

- Create Alternative sourcing of Coconut Sugar to fulfill 100 % demand
- Create More livelihood Impact for thousands farmers by 2015

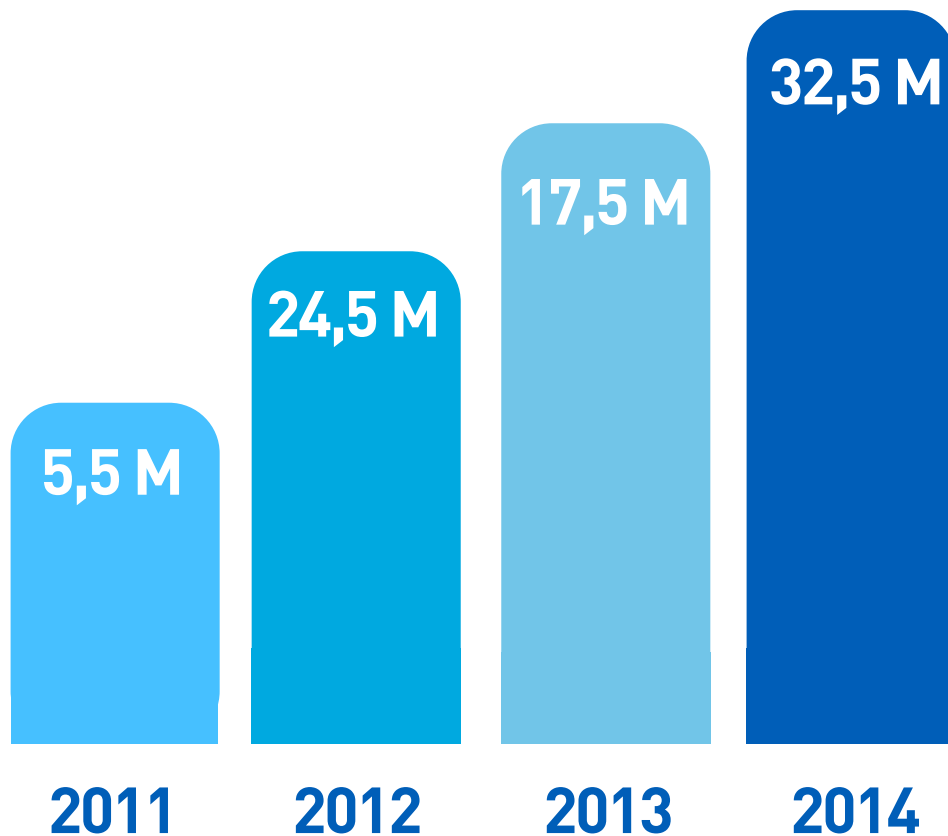
Untuk INDONESIA SEJAHTERA



IMPROVING HEALTH & WELLBEING



MILLIONS PEOPLE REACHED



REDUCING ENVIRONMENTAL IMPACT 2010-14 INDONESIA



- 21 %

Waste

- 20 %

WATER

- 5 %

GHG



100%
ZERO WASTE
TO LANDFILL

Factory sites

2014 SUSTAINABLE SOURCING PROGRESS INDONESIA

37% of tea for our Sariwangi brand had been certified sustainable by Rainforest Alliance up from only 2% in 2011.

98% of tea for Lipton had been certified sustainable by Rainforest Alliance, up from 32% in 2011

100% of our palm oil supplies were in compliance with RSPO standards.



2014 ENHANCING LIVELIHOOD PROGRESS INDONESIA

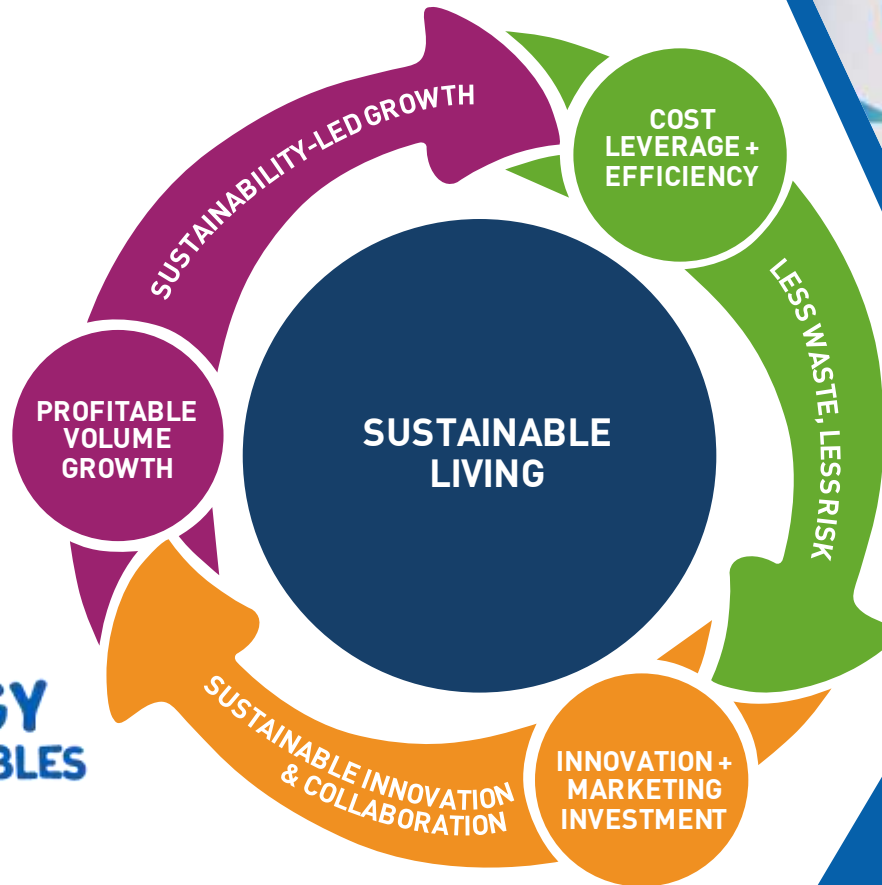


We've helped and trained 31,000 smallholder farmers for two crops Black Soybean and Coconut Sugar.



Provided access to training and skills development to 3,300 women across East and Central Java

VIRTUOUS CIRCLE OF GROWTH



28%
OF ENERGY
FROM RENEWABLES

€400M+
COSTS AVOIDED

**SUSTAINABLE
INNOVATIONS
DRIVING
GROWTH**



WINNING IN DIFFICULT TIMES



Unilever

TIMES ARE TOUGH



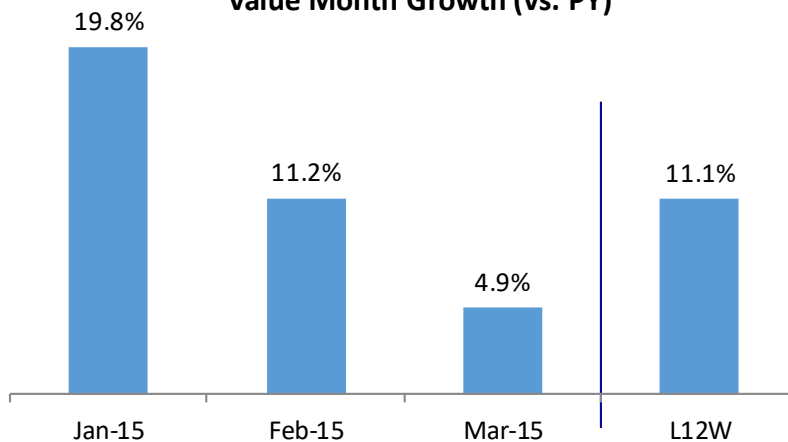
GDP Growth



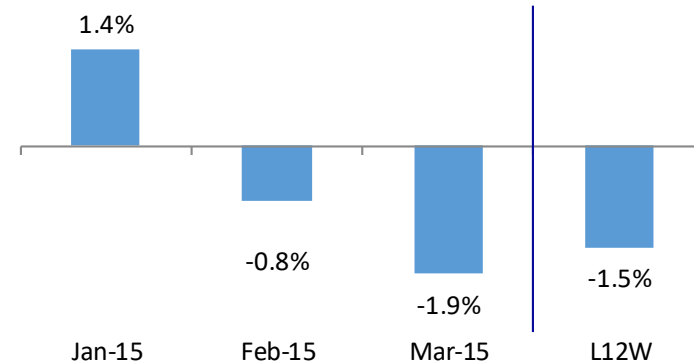
Source: Tradingeconomics

Market Growth

Value Month Growth (vs. PY)



Volume Month Growth (vs. PY)



Source: Nielsen readings

WHEN WRITTEN IN CHINESE, THE WORD

CRISIS

IS COMPOSED OF TWO CHARACTERS

ONE REPRESENTS

DANGER

AND THE OTHER REPRESENTS

OPPORTUNITY

危机

John F. Kennedy

5 PRINCIPLES OF WINNING IN DIFFICULT TIMES



1 Focus on Consumers and Customers

2 Play the Portfolio

3 Create Access

4 Ruthless on Cost

5 Continue investing for the future

1. FOCUS ON CONSUMERS AND CUSTOMERS



2. PLAY THE PORTFOLIO

FACE CARE

Price Index (Rp/ml)

↑
> 150

ioma
PARIS

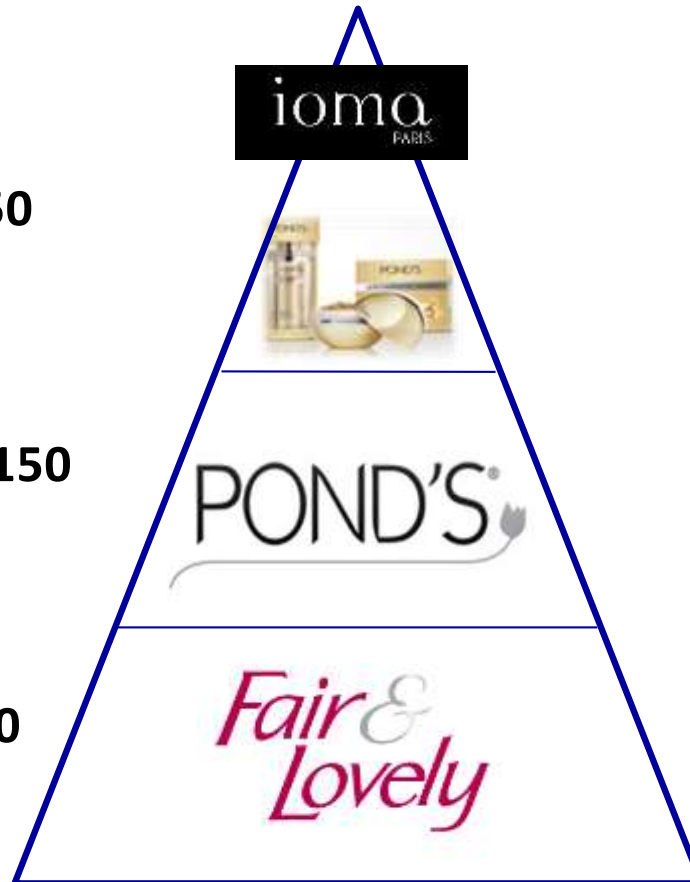


100 - 150

POND'S®

<100

Fair & Lovely



3. CREATE ACCESS



Accessible Packsizes



Distribution Network across the nation



Our brands are available in **around a million stores** & every Household at least **uses 1 ULI product**.

4. RUTHLESS ON COST



5. CONTINUE INVESTING FOR THE FUTURE



People



Business Vision



Infrastructure



Digitization



5 PRINCIPLES OF WINNING IN DIFFICULT TIMES



1 Focus on Consumers and Customers

2 Play the Portfolio

3 Create Access

4 Ruthless on Cost

5 Continue investing for the future



**Together for
A Brighter Future**