

PUBLIC EXPOSE

June 14th, 2016



TOGETHER FOR **A BRIGHTER FUTURE**

**BERSAMA UNTUK MASA DEPAN
YANG LEBIH CERAH**

Hemant Bakshi
Presiden Direktur

Tevilyan Yudhistira Rusli
Direktur

Sancoyo Antarikso
Direktur & Sekretaris Perusahaan

AGENDA



1

Result of AGMS & EGMS 2016

2

Unilever Indonesia
Performance

3

USLP 2015 Update

4

Winning with Consumers in
Key Moments



AGMS & EGMS 2016 OUTCOMES



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 2015.
- b. To give full acquittal and discharge for BoD and BoC for their action on accounting year ended 31 December 2015
- c. Determination of the appropriation of the profit of the Company.
 - Interim dividend Rp342,- per share (paid in 17/12/2015)
 - Final Dividend Rp424,- per share (to be paid before 15/7/2016)

2. Second Agenda

To authorize the BoC of the Company to:

- Designate a Firm of Public Accountants, which is registered with the Financial Service Authority to audit the books of the Company for the accounting year ending on 31 December 2016
- Determine the amount of honorarium and other terms of designation of such Firm of Public Accountants

RESULT OF ANNUAL GENERAL MEETING OF SHAREHOLDERS



- **3. Third Agenda**
 - a. To give power of attorney and full authority to President Commissioner, to determine the amount of honorarium for the members of the Board of Commissioners of the Company for the accounting year ended on 31 December 2016 and its allocations in detail.
 - b. To authorize the Board of Commissioners of the Company to determine the amount of remuneration for the members of the Board of Directors of the Company for the accounting year ended on 31 December 2016 and its allocations in detail.



RESULT OF EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS



- Subject to the acceptance of notification by the Minister of Law and Human Right of the Republic of Indonesia (“MOLHR”), to approve the amendment of the Articles of Association of the Company regarding the change of the domicile of the Company from South Jakarta to Kabupaten Tangerang and therefore Article 1 of paragraph 1 of the Articles of Association of the Company



UNILEVER INDONESIA

Strong Local Roots with 82 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.

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.



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.

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

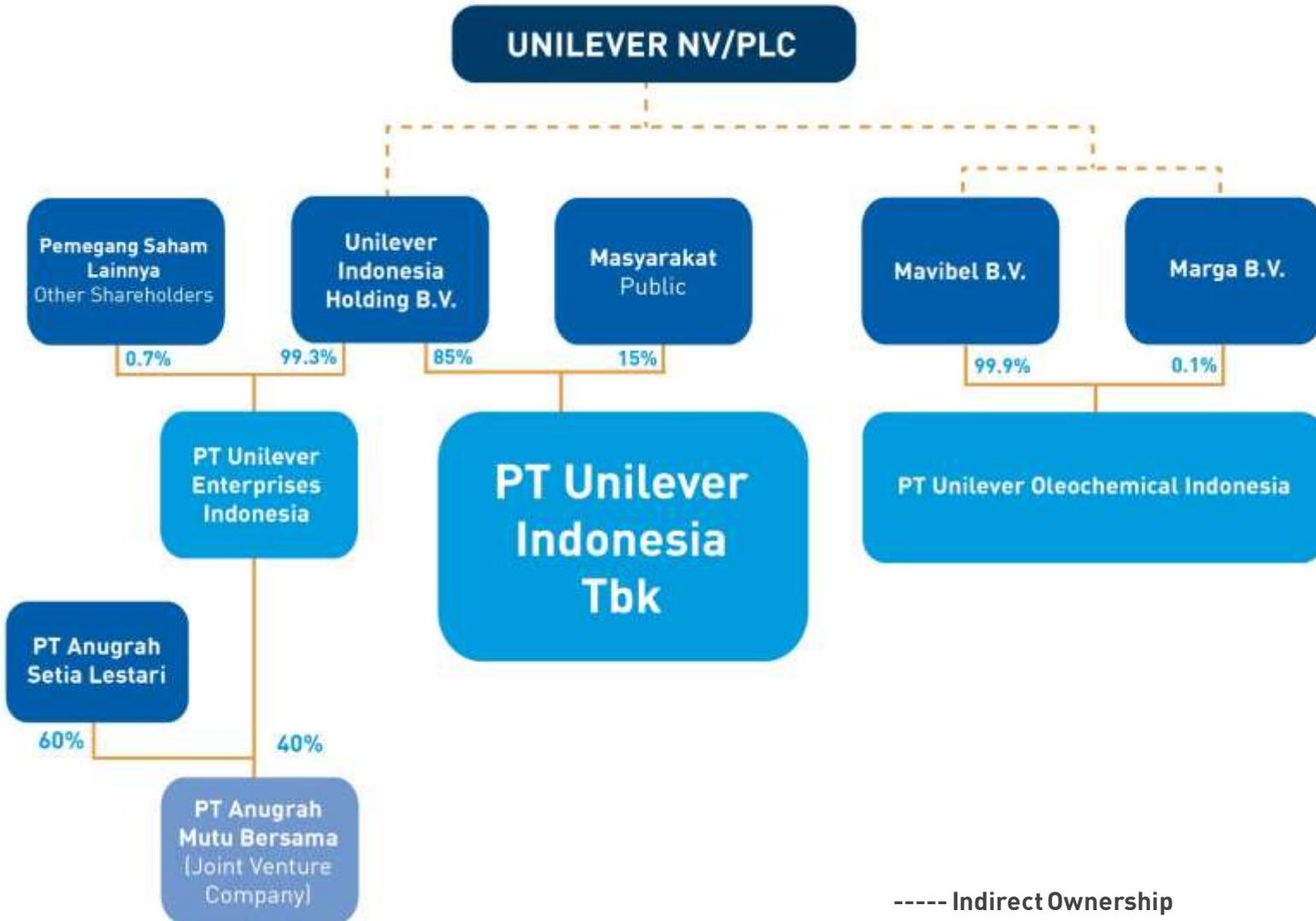
Unilever Indonesia succeeded in doubling the business within five years and recorded a sales more than 2 billion euro.

2015

Unilever Indonesia inaugurated its 9th factory at August 2015

Unilever Indonesia's Personal Care Factory was halal certified from Majelis Ulama Indonesia (MUI).

UNILEVER IN INDONESIA



OUR PROFILE



82

YEARS

39

BRANDS

9

FACTORIES

2

CENTRAL
DISTRIBUTION
CENTRES



2015 PERFORMANCE HIGHLIGHT

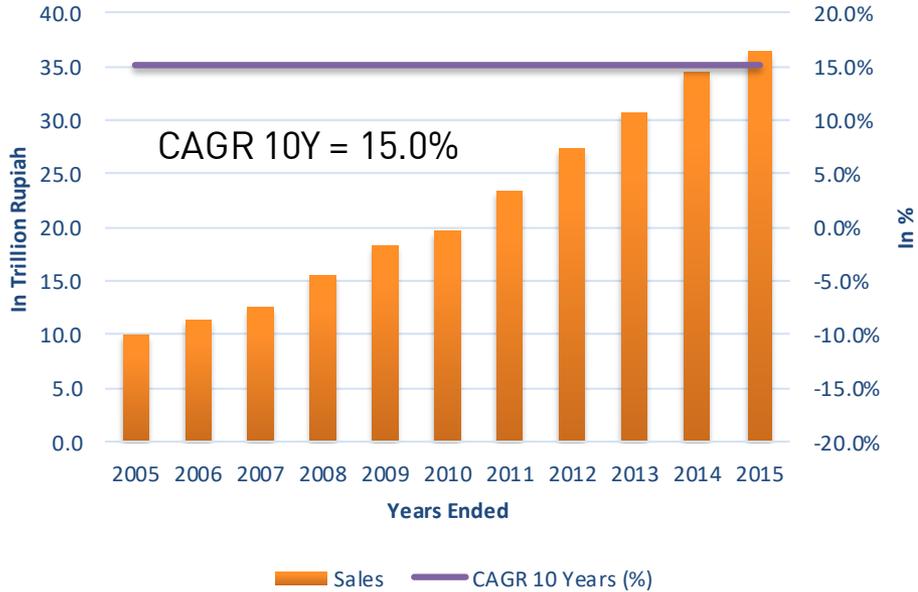


2015 UNILEVER INDONESIA PERFORMANCE

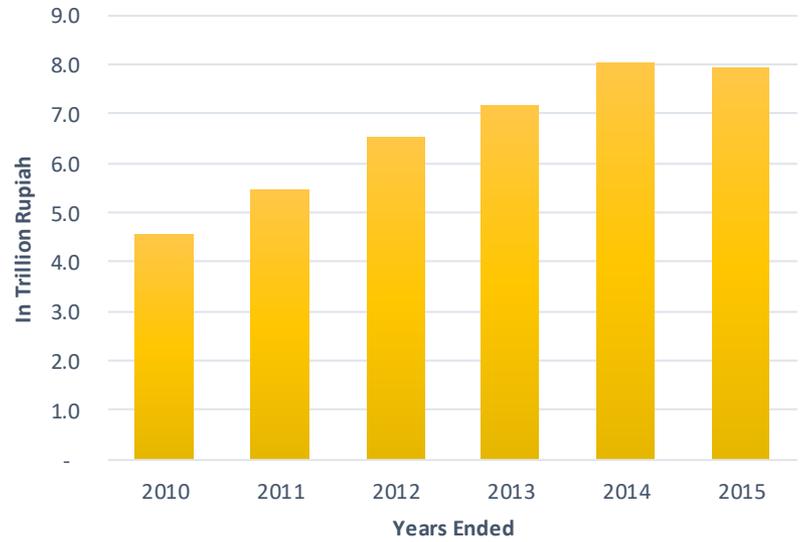
A 36.5 Trillion IDR FMCG Company



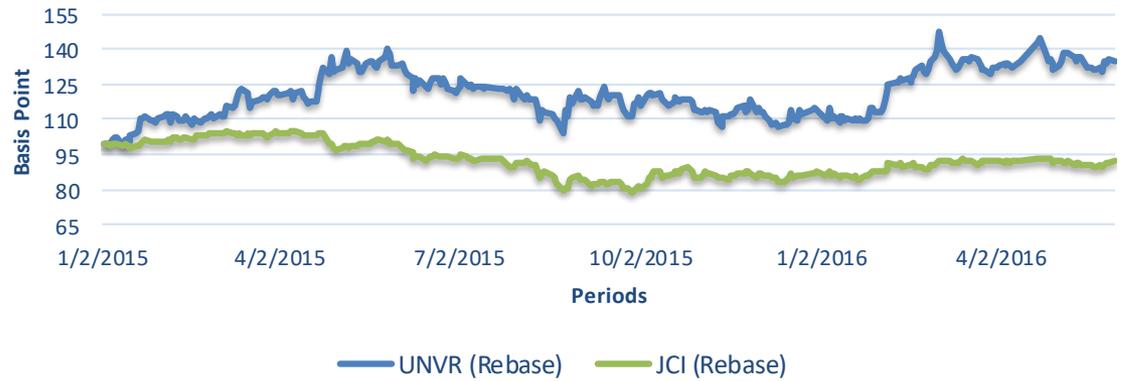
Historical Growth



Operating Profit 2010-2015



UNVR vs JCI



Numbers reflect after restatement adjustment

PROFIT & LOSS – 2015 VS 2014

*After restatements



| Rp Trillion | 2015 | 2014* | '15 vs '14 Before Restatements | '15 vs '14 * — |
|-----------------------------|---------------|---------------|---|-------------------------------|
| Sales | 36.5 | 34.5 | 5.7% | 5.7% |
| Gross Profit | 18.6 | 17.2 | 9.1% | 8.4% |
| % Sales | 51.1% | 49.9% | | |
| Operating Profit | 7.9 | 8.0 | 2.3% | -0.9% |
| % Sales | 21.8% | 23.2% | | |
| Net Profit | 5.85 | 5.92 | 2.0% | -1.3% |
| % Sales | 16.0% | 17.2% | | |
| ROE | 122.2% | 134.5% | | |
| Average Industry ROE | 23.1% | 22.0% | | |
| ROA | 39.0% | 43.9% | | |
| Average Industry ROA | 10.4% | 10.0% | | |



Average Industry is the number of companies defined in IDX's Food and Beverages and Cosmetics and Household Sub-Industry. These include DLTA, ICBP, INDF, MYOR, MLBI, ROTI, PSDN, SKLT, SKBM, STTP, AISA, ALTO, ULTJ, CEKA, ADES, TCID, MRAT, MBTO, and UNVR

Restatement resulted in a Rp188.2 bio total increase to 2014 profit.

2015 HIGHLIGHTS



Company's Growth was mainly driven by F&B Business, growing at +12%

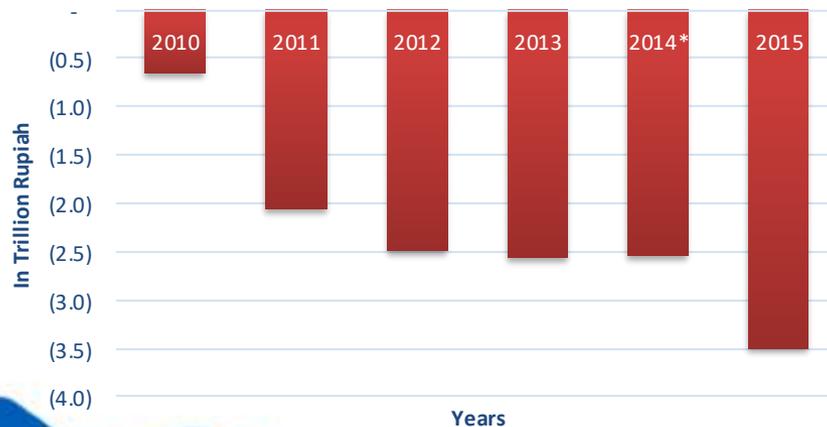
Gross Profit grew by +8.4%, improving Gross Profit Margin by 1.3 p.p

Maintain negative working capital for the past five years.

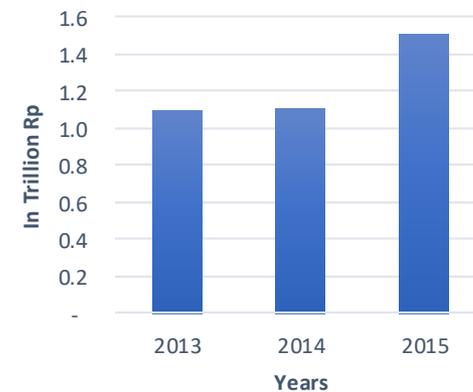
Our investing activities, that focused on long term growth, increased by ±40%; while our Free Cash Flow remain strong at around 4.8 trillion

Maintain market leadership

Working Capital Management



Capital Expenditure



*number reflects after-restatement adjustments

PROFIT & LOSS – Q1 2016 VS Q1 2015



| <u>Rp Trillion</u> | <u>Q1 2016</u> | <u>Q1 2015</u> | <u>Growth</u> |
|-------------------------|----------------|----------------|---------------|
| Sales* | 10.0 | 9.4 | 6.1% |
| Gross Profit | 5.0 | 4.8 | 4.5% |
| % Sales | 50.3% | 51.0% | |
| Operating Profit | 2.15 | 2.09 | 2.5% |
| % Sales | 21.5% | 22.2% | |
| Net Profit | 1.57 | 1.59 | -1.4% |
| % Sales | 15.7% | 16.9% | |

*Rounded up



Q1 2016 HIGHLIGHTS



Sales growth at 6.1% YoY and 11.8% QoQ, amidst economy slowdown and high base.

Capital expenditure increased from ±226 million to ±380 million (in IDR)

Successfully launch and relaunch more than 15 innovations





Unilever

UNILEVER SUSTAINABLE LIVING PLAN

2015 UPDATE

UNILEVER
**SUSTAINABLE
LIVING PLAN**
SCALING FOR IMPACT





Unilever

A large group of children, mostly boys, are lined up at a long public water tap station. They are wearing red and white uniforms and red caps. They are actively washing their hands with orange soap dispensers. The scene is outdoors, and the children are densely packed along the tap line. A blue circular graphic is overlaid on the center of the image, containing the text 'MOBILISING COLLECTIVE ACTION'.

MOBILISING
COLLECTIVE
ACTION

#collectiveaction

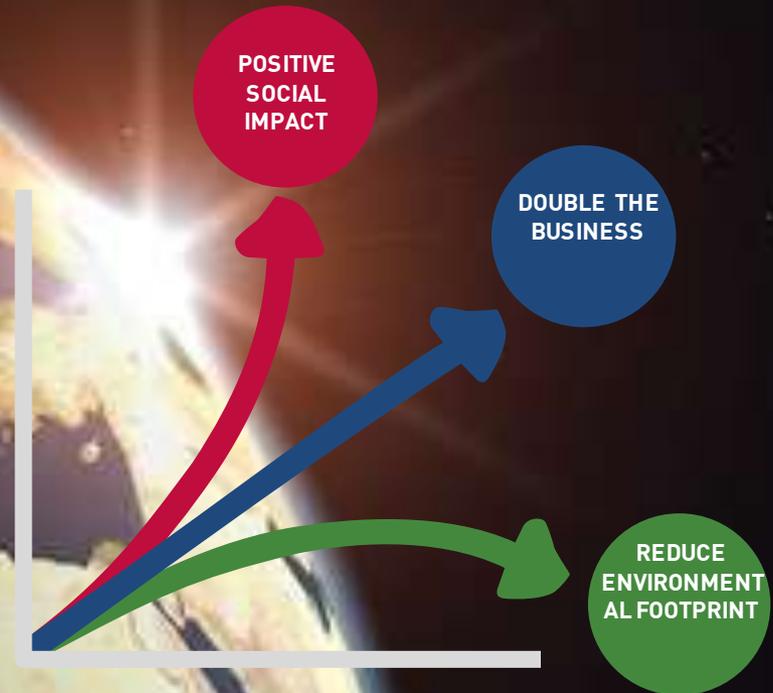


Unilever

OUR PURPOSE

**MAKE
SUSTAINABLE
LIVING
COMMONPLACE**

OUR VISION



OUR PLAN



UNILEVER SUSTAINABLE LIVING PLAN

IMPROVING HEALTH
AND WELL-BEING
FOR MORE THAN
1 BILLION

HEALTH AND HYGIENE

NUTRITION

REDUCING ENVIRONMENTAL
IMPACT
BY **1/2**

GREENHOUSE GASES

WATER

WASTE

SUSTAINABLE SOURCING

ENHANCING LIVELIHOODS
FOR
MILLIONS

FAIRNESS IN THE WORKPLACE

OPPORTUNITIES FOR WOMEN

INCLUSIVE BUSINESS

#collectiveaction

HEALTH & WELL-BEING:

2015 PROGRESS



482
MILLION

PEOPLE
REACHED

337 MILLION

70 MILLION IN INDONESIA

reached with Lifebuoy's
handwashing programme

Pepsodent



71 MILLION

7 MILLION IN INDONESIA

people reached with oral health campaigns by 2015



#collectiveaction

ENHANCING LIVELIHOODS



**2.4
MILLION**

SMALLHOLDER FARMERS
AND SMALL-SCALE RETAILERS
ENABLED TO ACCESS INITIATIVES
AIMING TO IMPROVE
AGRICULTURAL PRACTICES
OR INCREASE SALES

31,500

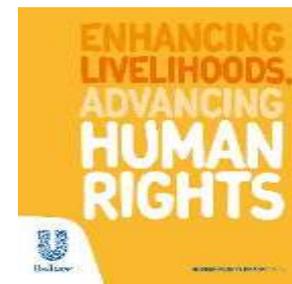
LIVES OF BLACK SOYBEAN AND
COCONUT SUGAR
SMALLHOLDER FARMERS
HAVE BEEN IMPROVED

800,000

women enabled to access initiatives
aiming to develop their skills

3,300

Indonesian women enabled to access
Saraswati Women's Empowerment
programme



Publication of
first human
rights report

#collectiveaction

WINNING WITH CONSUMERS IN KEY MOMENTS



Unilever

RAMADHAN IS ONE OF THE KEY GROWTH MOMENTS FOR UNILEVER



Growth Festive

| | Festive'14 | Festive'15 |
|---------------|------------|------------|
| TOTAL FMCG | 4.7 | 5.9 |
| HOME CARE | 4.5 | 3.9 |
| FOODS | 4.3 | 9.9 |
| REFRESHMENT | 9.5 | 10.5 |
| PERSONAL CARE | 4.0 | 5.0 |



UNILEVER RAMADHAN PLAN 2016



THEME

**BIGGER
BOLDER**



1001 *Inspirasi
Ramadhan*

ONE BIG THEME: 1001 INSPIRASI RAMADHAN

Mom as the Hero strive for perfect Ramadhan for Family and for herself

There are 1001 tensions, aspirations..



Unilever & its brands help me and my family achieve a perfect Ramadhan



CREATING PERFECT RAMADHAN FOR CONSUMER



1001 Inspirasi Ramadhan



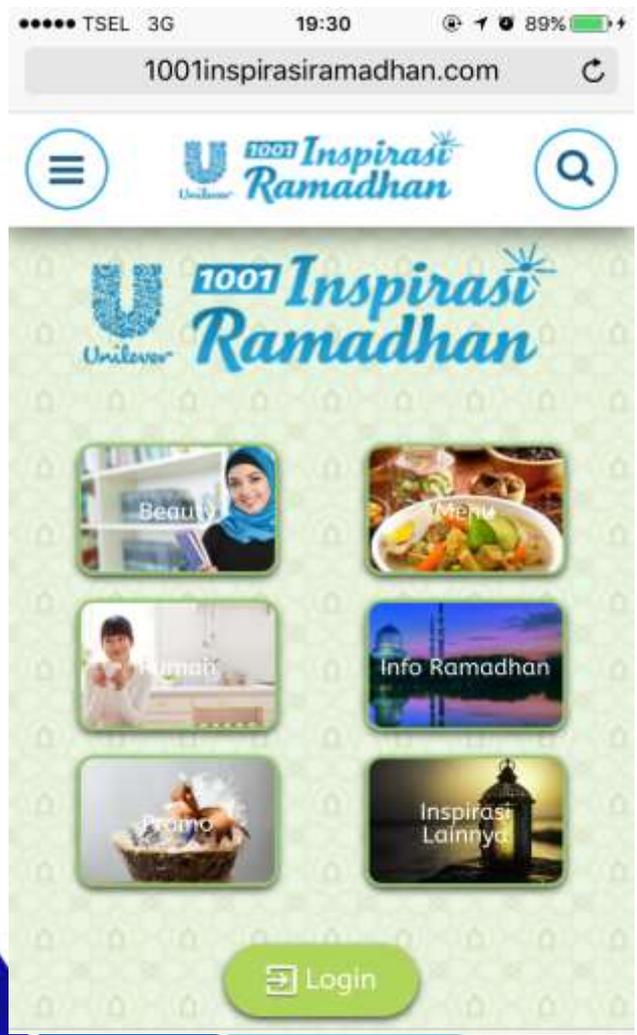
IN STORE



1001 INSPIRASI RAMADHAN WEBSITE GOES LIVE



www.1001inspirasiramadhan.com



12 Mei 2016
Rambut Sehat dengan Hijab yang Tepat
Jenis hijab yang kamu pakai ternyata mempengaruhi kesehatan rambut.



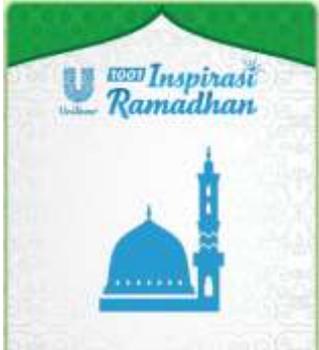
11 Mei 2016
Tips Cegah Bau Mulut Selama Berpuasa
Saat berpuasa, mulut pun jadi kering dan problema bau mulut pun muncul. Bagaimana mengatasinya?



12 Mei 2016
Cara Membersihkan Oven yang Benar
Kotoran memengaruhi kinerja oven dan hasil masakan. Ini cara membersihkannya.



11 Mei 2016
Sahur Vegetarian: Resep Orek Tempe
Sajikan menu vegetarian yang sederhana ini untuk sahur.



12 Mei 2016
Jadwal Sholat Hari Ini
Jadwal Sholat Hari Ini



11 Mei 2016
Kegiatan Positif Untuk Mengisi Weekend di Bulan Puasa
Dengan sedikit kreativitas, obor pekan di rumah pun bisa menjadi kegiatan yang menyenangkan dan bermanfaat.

REACHING MORE THAN 35 MILLION AUDIENCE THROUGH DIGITAL & MOBILE



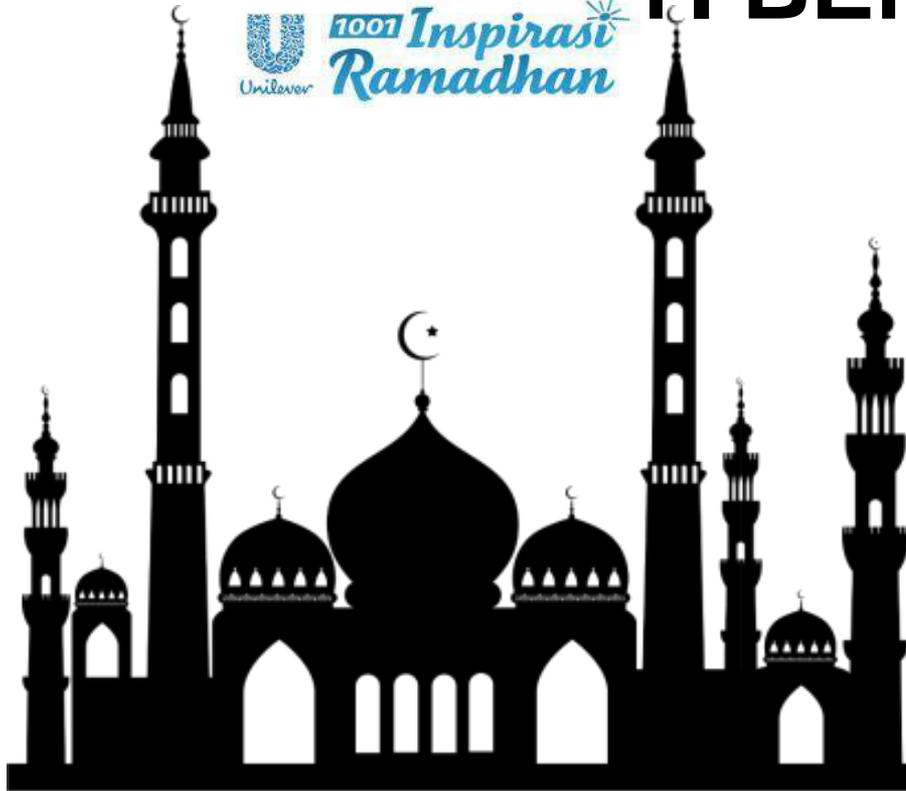
1001 INSPIRASI RAMADHAN COMES TO LIVE IN 400.000 STORES



MOSQUE CLEANING ACTIVITIES



GERAKAN MASJID BERSIH HATI BERSINAR



“Massive Cleaning”
NGO + Community + Special
Force

Donation

Products | Quran | Sajadah

Sermon

50 Mosques in
Malang



Vixal

Molto





BIGGER BOLDER LOUDER

Ramadan Festive

إِنْ شَاءَ اللهُ

INSHAA ALLAH BAROKAH



Together for
A Brighter Future