



## LIST OF QUESTIONS

### ANNUAL GENERAL MEETING OF SHAREHOLDERS ("MEETING")

#### PT UNILEVER INDONESIA TBK

23<sup>rd</sup> May 2018

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#### FIRST AGENDA

1. Name: Rima Panggabean

Acting on himself/on behalf of: self

Number of shares owned / represented: 6,100 shares

Question: In order for stocks to be more active on the exchange, then what if the Company do stocksplitted of for example 1:10

Answer: Thanks for your input. We will share information to the public and shareholders if we will have any related plans or information.

Question: Coffee is booming, is Unilever not included in this product exclusively, because for tea there are 2 products, Sariwangi and Lipton.

Answer: Thanks for your suggestions and input. Currently we do not have any coffee category products, if in the future we have the plan, we will deliver to shareholders.

2. Name: Fajar Surya

Acting on himself/on behalf of: self

Number of shares owned / represented: 5,300 shares

Question: The data in the 2017 Annual Report is historical data on the performance of 2017 which cannot describe the current situation where for example 1 USD is now almost Rp14.000, while the previous year Rupiah exchange rate is relatively stable. This is what we have to say in last year's meeting the rupiah will go up.

Answer: Thank you for your statement on how the company monitor or anticipates the movement of the rupiah exchange rate. This will be answered by Mr. Yudhistira Rusli our Finance Director.

Mr Yudhistira Rusli:

The Company has a policy of cover forward 3 months ahead, so we have anticipated up to three months ahead. For the second half of the year ahead, we will continue to monitor the movement of the Rupiah.

Question: Trade deficit, what is the company's steps.

Answer: We are continuously monitoring the Indonesian economy, and for that we will always adjust the Company strategies to remain relevant.

## **SECOND AGENDA**

1. Name: David

Acting on himself/on behalf of: self

Number of shares owned / represented: 3,000 shares

Question: The DPR (Dividend Payout Ratio) should not be high. For companies with high equity returns such as Unilever then it is better that the House of Representatives be scaled down so that company value can increase faster.

Answer: Corporate value can be increased in various ways. One of them is to distribute dividend regularly. The Company has sufficient cash flow to fund investment in capex and working capital to finance its operational activities. Therefore, we can still share our profits with our shareholders.

2. Name: Fajar Surya

Acting on himself/on behalf of: self

Number of shares owned / represented: 5,300 shares

Question: Advice for shareholders: Shareholders who receive the final dividend to be able to spend the income immediately remember the Rupiah may continue to weaken and to spend Unilever products.

Answer: Thanks for input to shareholders.

## **THIRD AGENDA**

There is no question.

## **FOURTH AGENDA**

There is no question.