

# PUBLIC EXPOSE

June 14<sup>th</sup>, 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

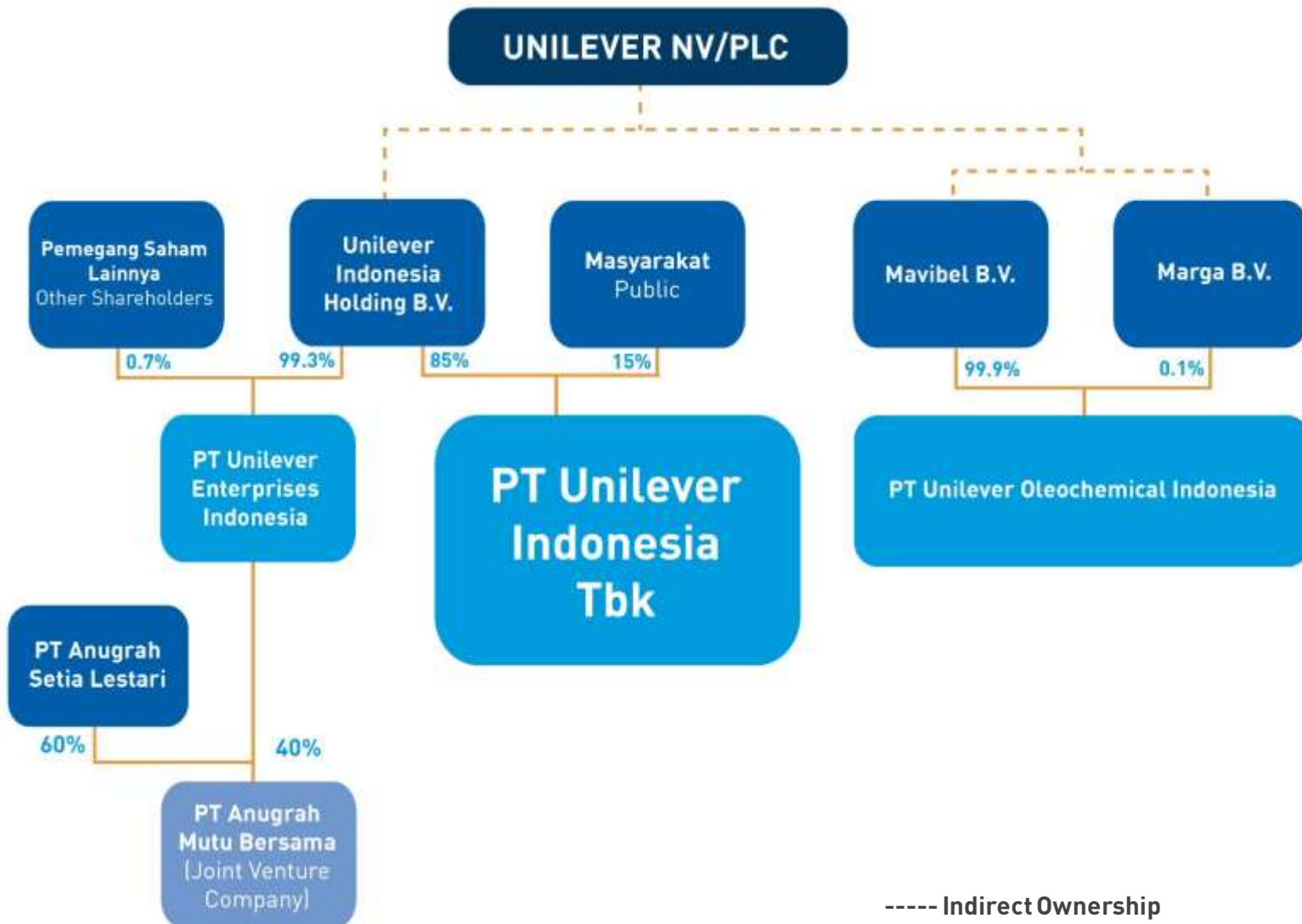
Unilever Indonesia succeeded in doubling the business within five years and recorded a sales more than 2 billion euro.

### 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



----- Indirect Ownership



# OUR PROFILE



82

YEARS

39

BRANDS

9

FACTORIES

2

CENTRAL  
DISTRIBUTION  
CENTRES



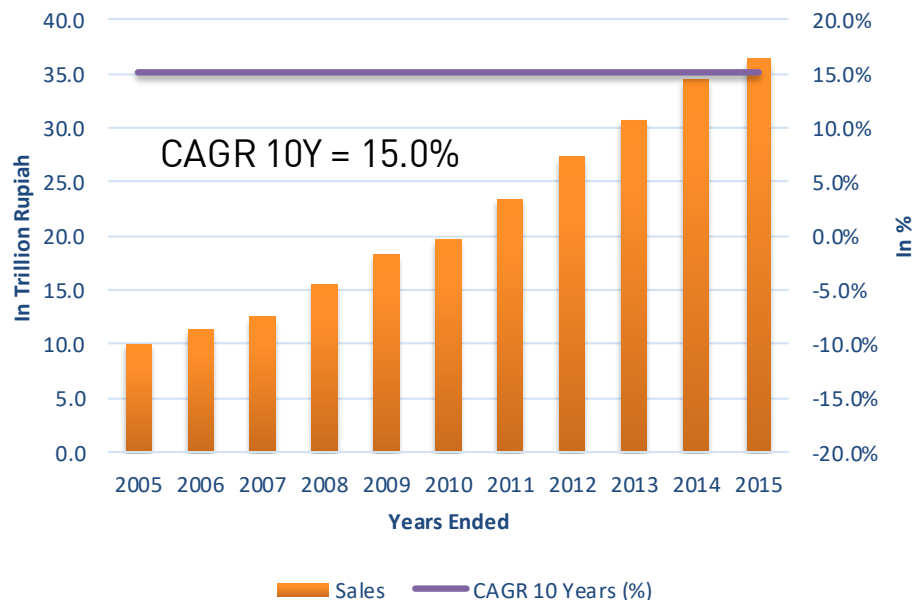
# 2015 PERFORMANCE HIGHLIGHT

# 2015 UNILEVER INDONESIA PERFORMANCE

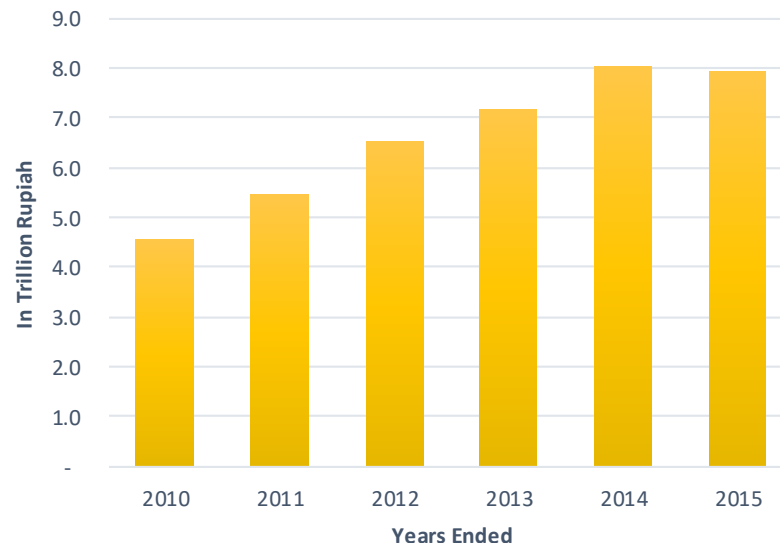
A 36.5 Trillion IDR FMCG Company



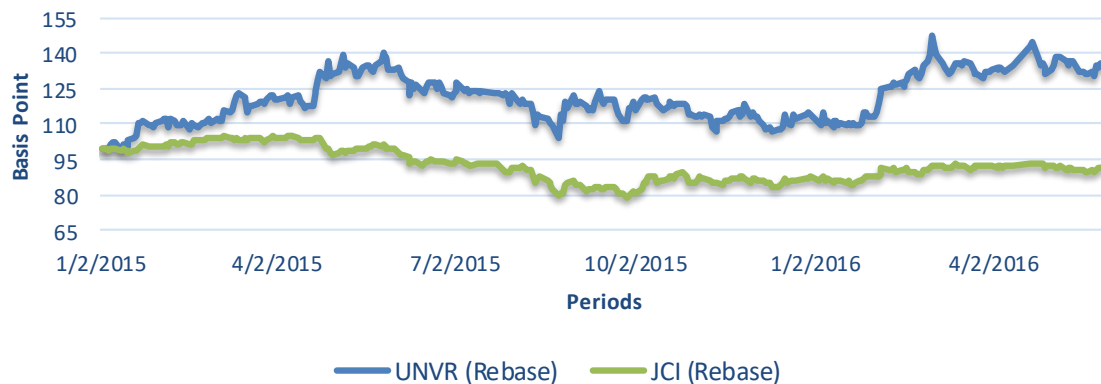
## Historical Growth



## Operating Profit 2010-2015



## UNVR vs JCI



Numbers reflect after restatement adjustment

# PROFIT & LOSS – 2015 VS 2014

\*After restatements



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



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, UL TJ, 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%

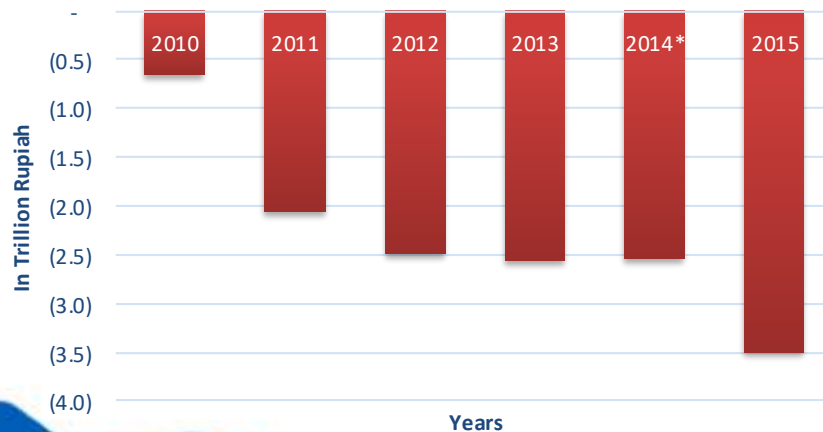
Gross Profit grew by +8.4%, improving Gross Profit Margin by 1.3 p.p

Maintain negative working capital for the past five years.

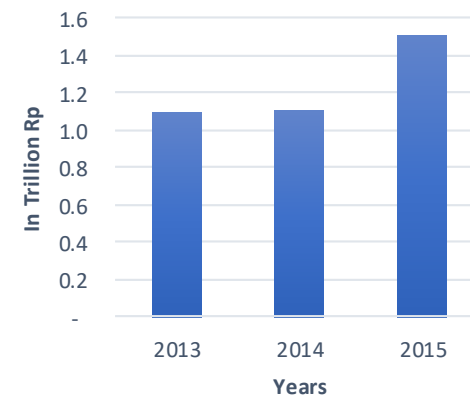
Our investing activities, that focused on long term growth, increased by  $\pm 40\%$ ; while our Free Cash Flow remain strong at around 4.8 trillion

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>
<b>Sales*</b>	<b>10.0</b>	<b>9.4</b>	<b>6.1%</b>
<b>Gross Profit</b>	<b>5.0</b>	<b>4.8</b>	<b>4.5%</b>
<b>% Sales</b>	<b>50.3%</b>	<b>51.0%</b>	
<b>Operating Profit</b>	<b>2.15</b>	<b>2.09</b>	<b>2.5%</b>
<b>% Sales</b>	<b>21.5%</b>	<b>22.2%</b>	
<b>Net Profit</b>	<b>1.57</b>	<b>1.59</b>	<b>-1.4%</b>
<b>% Sales</b>	<b>15.7%</b>	<b>16.9%</b>	

\*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 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 public water station. They are wearing red and white uniforms and caps. They are using a long metal pipe with multiple faucets to get water. A large blue circle is overlaid on the center of the image, containing the text 'MOBILISING COLLECTIVE ACTION'.

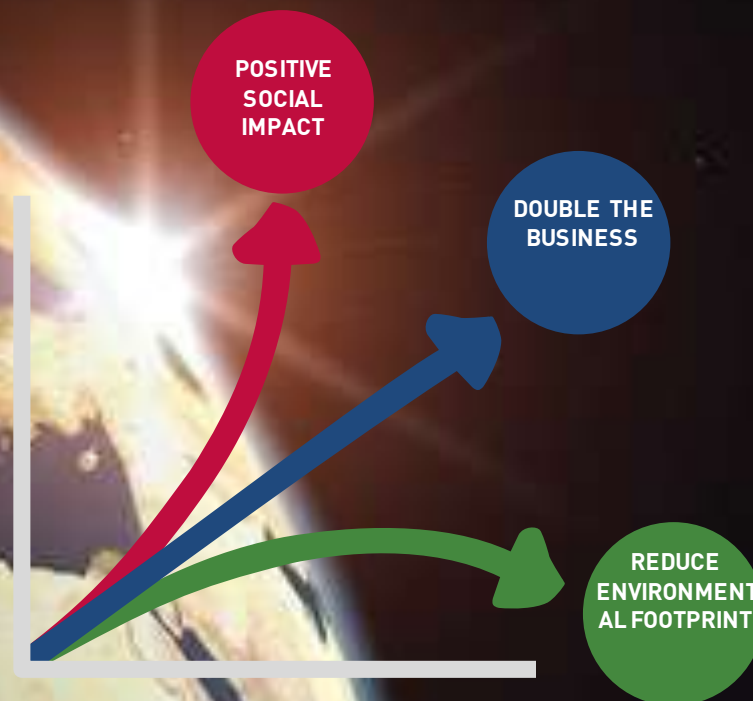
# MOBILISING COLLECTIVE ACTION

#collectiveaction

## 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**

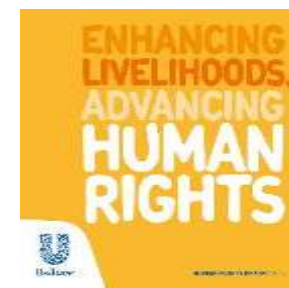
LIVES OF BLACK SOYBEAN AND  
COCONUT SUGAR  
SMALLHOLDER FARMERS  
HAVE BEEN IMPROVED

**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



**one** **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

### TV



### DIGITAL



### IN STORE

#### VISIBILITY



#### PROMOTION





# 1001 INSPIRASI RAMADHAN WEBSITE GOES LIVE



[www.1001inspirasiramadhan.com](http://www.1001inspirasiramadhan.com)



# REACHING MORE THAN 35 MILLION AUDIENCE THROUGH DIGITAL & MOBILE





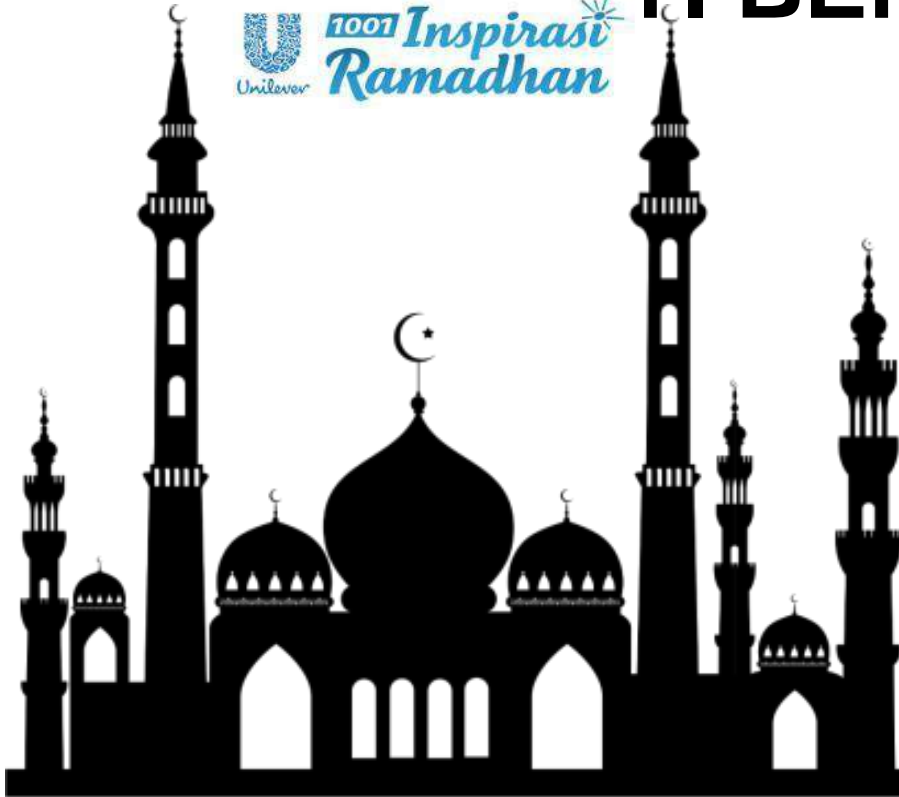
# 1001 INSPIRASI RAMADHAN COMES TO LIVE IN 400.000 STORES



# 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





# GERAKAN MASJID BERSIH HATI BERSINAR





**BIGGER BOLDER LOUDER**

**Ramadan Festive**

إِنْ شَاءَ اللَّهُ

**INSHAA ALLAH BAROKAH**





**Together for  
A Brighter Future**