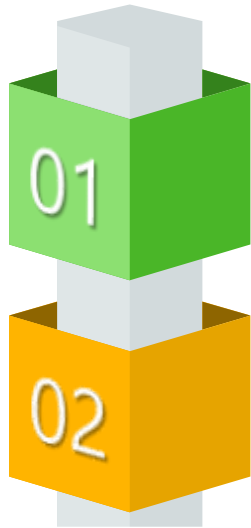




PT UNILEVER INDONESIA TBK
Public expose 2018

**BUILDING
A SUSTAINABLE FUTURE
EVERY DAY**

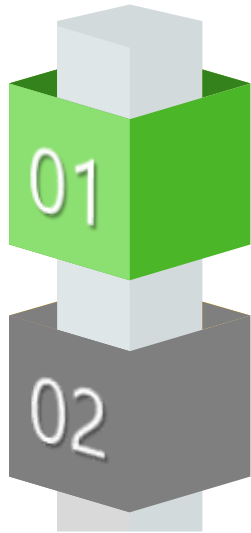
TODAY'S AGENDA



Unilever Indonesia

Winning in Future

TODAY'S AGENDA



Unilever Indonesia

Winning in Future

OUR PROFILE



YEARS



BRANDS

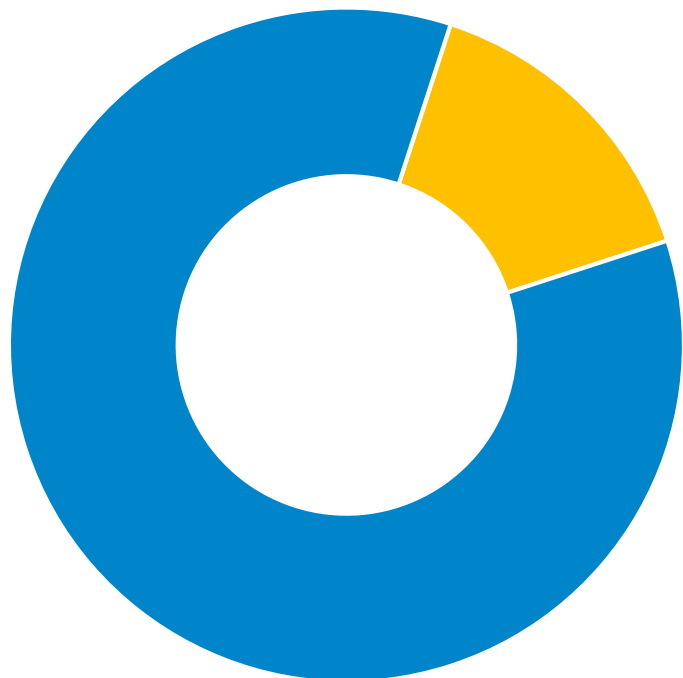


FACTORIES



AWARDS IN 2017

SHAREHOLDERS' INFORMATION



15% Public

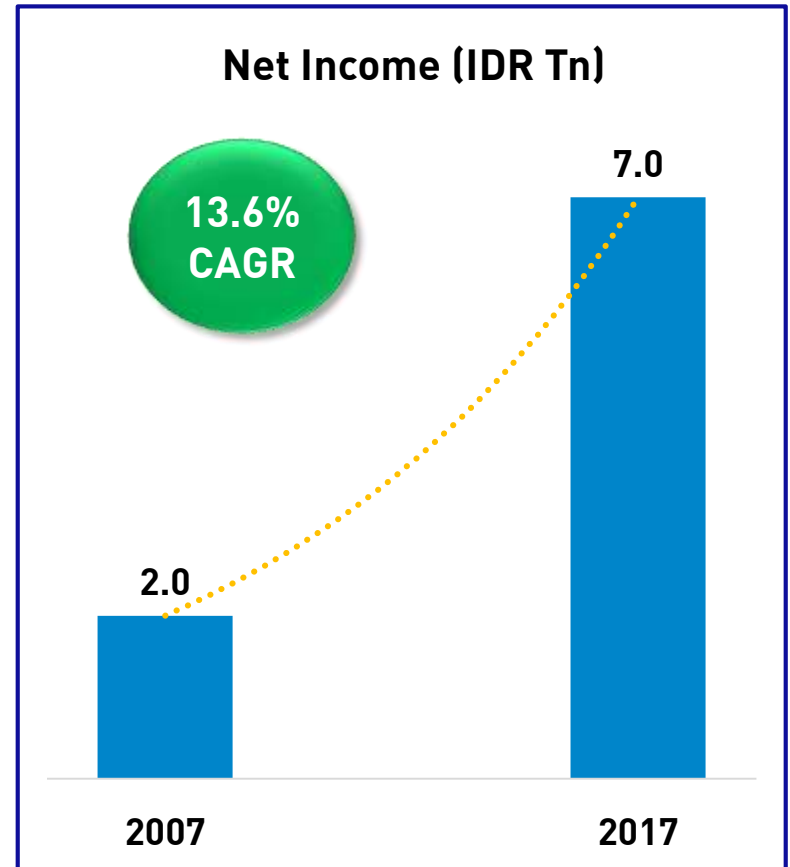
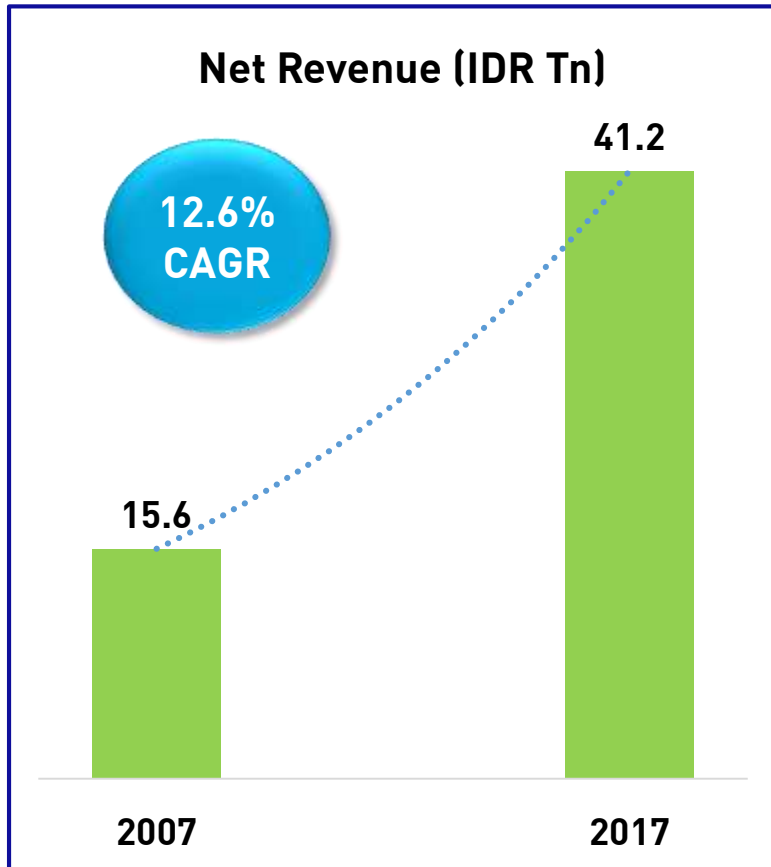
1,145,122,500 number of shares

85%

Unilever Indonesia Holding B.V.

6,484,877,500 number of shares

CONSISTENT & PROFITABLE GROWTH



COMPETITIVE GROWTH



Oral Care
Pepsodent
closeup

Skin Care
POND'S
Fair & Lovely

Household Care
CIF
Sunlight
WIPOL

Skin Cleansing
LUX
Lifebuoy

Unilever
#1

Fab Con
Molto

Fab Clean*
Rinso
Surf

Deodorant
AXE
Rexona

Hand & Body
Citra
Vaseline
HIJAB fresh

Hair Care
sunsilk
CLEAR
Dove
TRESemmé

Tea
SariWangi
Lipton

Savory & Soya Sauce
Royco
BANGO

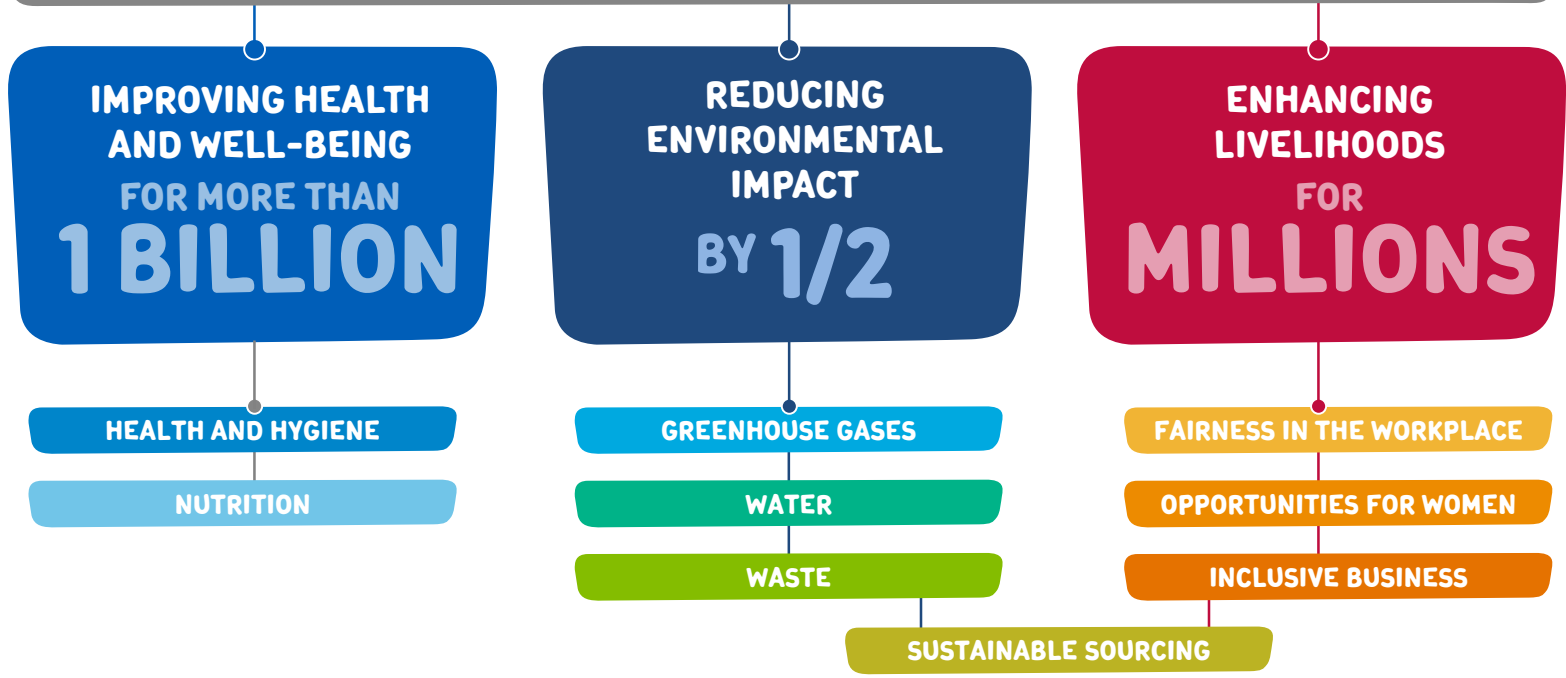
Ice Cream & Juice
Buavita

Source: The Nielsen Company
Rinso #1, UNVR Fab Clean #2

RESPONSIBLE GROWTH



UNILEVER SUSTAINABLE LIVING PLAN

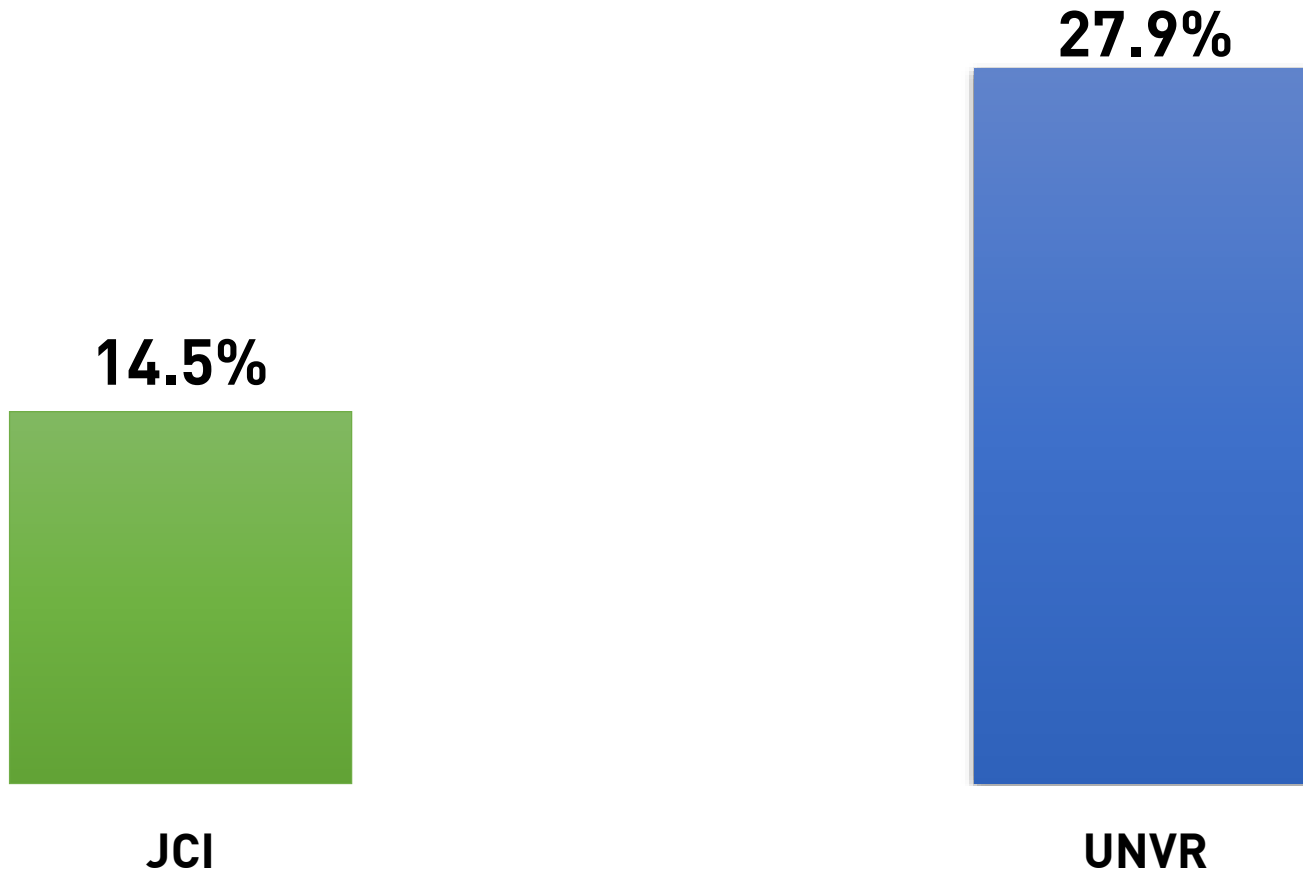


90 MIO INDONESIANS

CREASOLV

9,000 FARMERS

DELIVERING Δ TOTAL SHAREHOLDER RETURN



Source: Bloomberg, Period 2007-2017

CREATING A BROAD FOOTPRINT



Community

300,000 livelihoods
connected to ULI's value
chain



Consumer

Products available in
1 million stores ;
every house uses at least 1
Unilever product

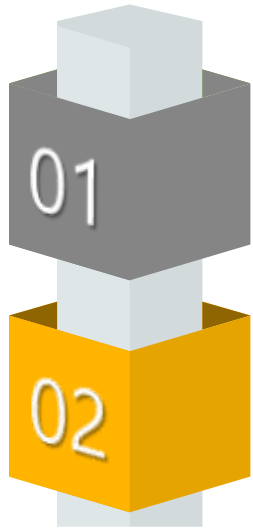


Employee

#1 HR Asia Awards -
The Best Company
to Work For



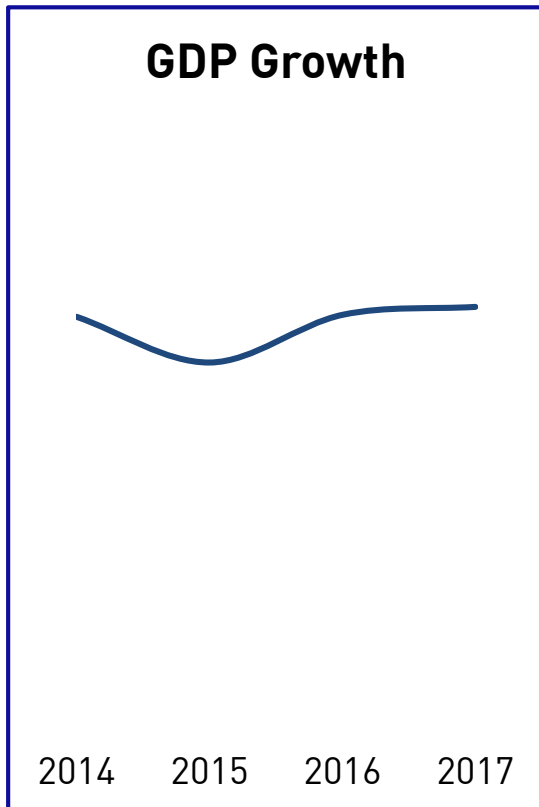
TODAY'S AGENDA



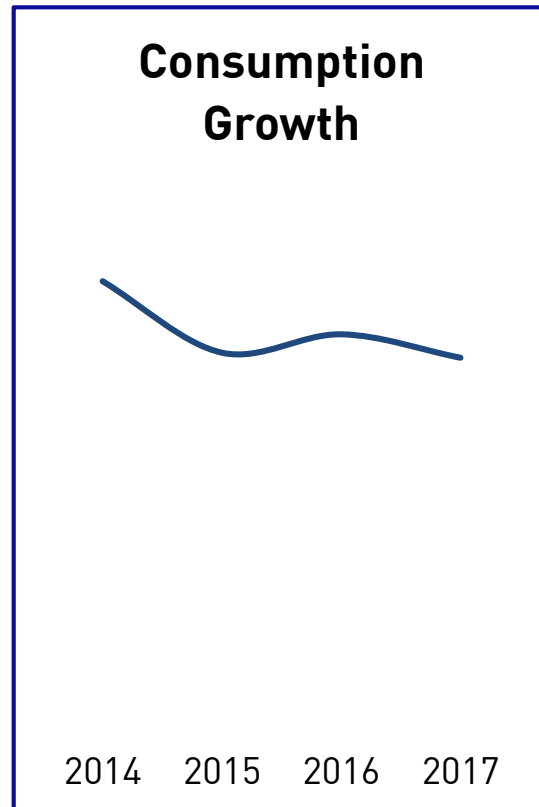
Unilever Indonesia

Winning in Future

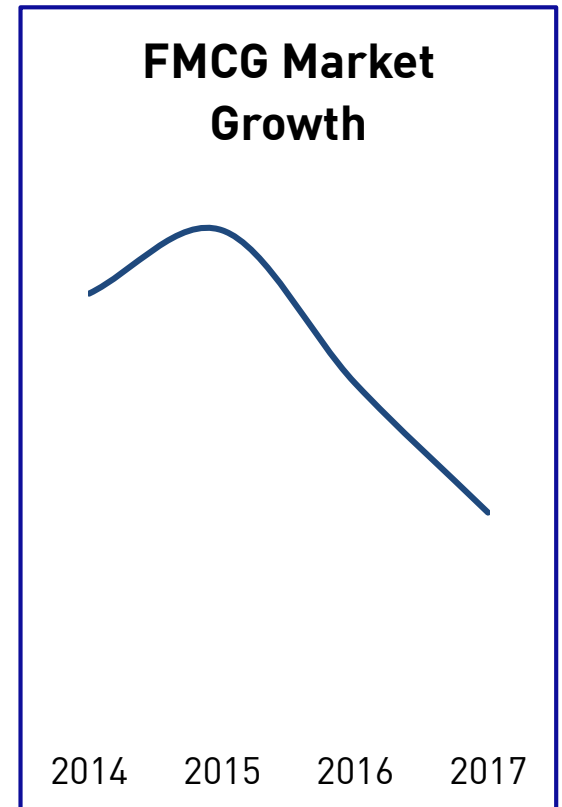
CURRENT MARKET CONTEXT



Source: BPS



Source: BPS



Source: The Nielsen Company

COMPANY RESULT

Positive growth showed in QTD June 2018



YTD JUNE 2018

	in IDR T	vs PY
Net sales	21.2	-0.4%
Gross Profit	10.8	-1.3%
Net profit	3.5	-2.6%

QTD JUNE 2018


	in IDR T	vs PY
Net sales	10.4	+0.2%
Gross Profit	5.3	-0.2%
Net profit	1.7	+1.7%

SEGMENTS RESULT

Good momentum in F&R category




YTD JUNE 2018

	In IDR T	vs PY
HPC 		
Net sales	14.1	-0.6%
Gross Profit	7.5	-2.7%
GM%	53.0%	-1.1%

F&R 		
Net sales	7.1	+0.1%
Gross Profit	3.3	+1.9%
GM%	46.6%	+0.9%

QTD JUNE 2018

	In IDR T	vs PY
HPC 		
Net sales	6.8	-0.4%
Gross Profit	3.6	-2.1%
GM%	52.5%	-0.9%

F&R 		
Net sales	3.6	+1.5%
Gross Profit	1.7	+4.1%
GM%	46.9%	+1.2%

SUPPORTED BY FAVOURABLE DEMOGRAPHICS



**Large,
Growing
Population**

250m > 290m
By 2030

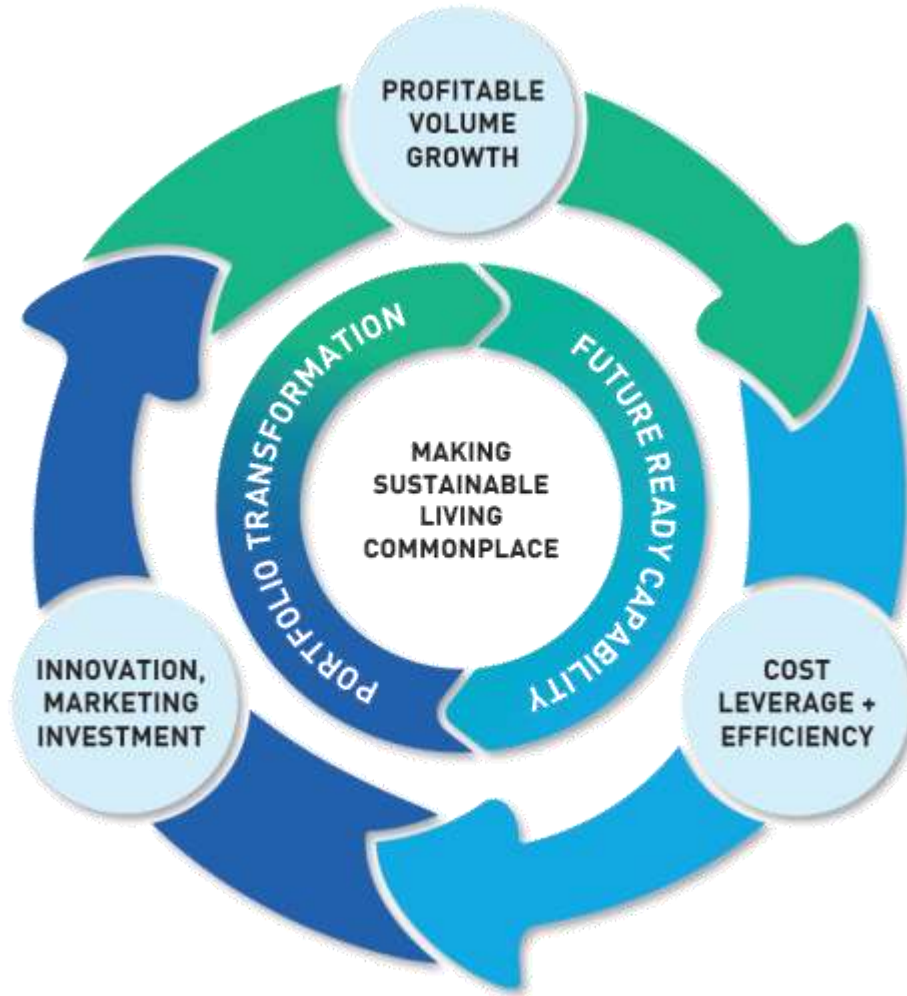
**Young
&
Urban**

70% under 40 yrs
50% Urban

**Increasingly
Richer**

50% mid/upper
By 2020

STRATEGY TO WIN



CONNECTED FOR GROWTH (C4G)

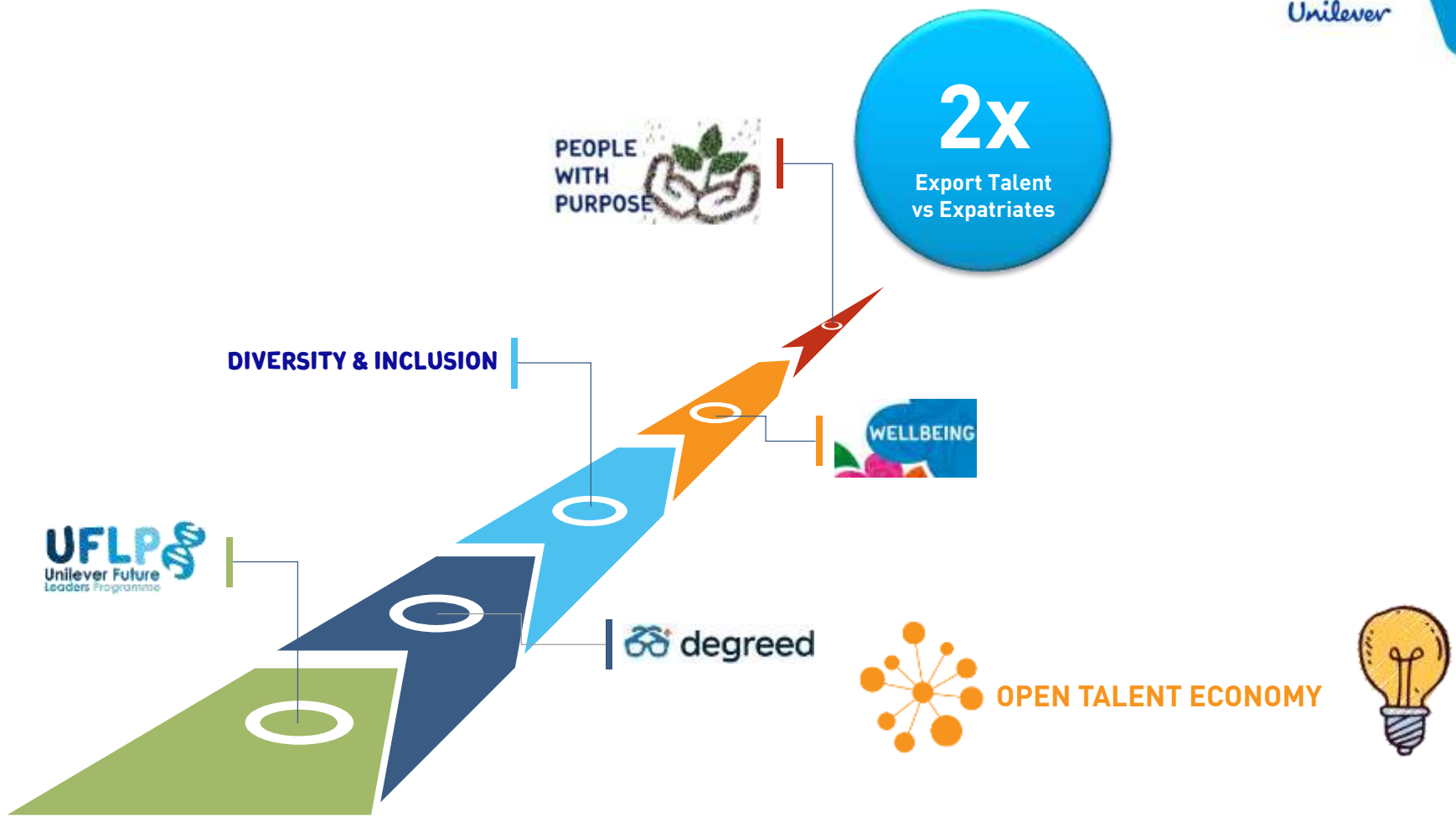


10
Country Category
Business
Teams
(CCBT)



70 : 20 : 10

DEVELOPING LEADERS



OUR EXISTING USLP BRANDS



LIFEBUOY



Educating personal hygiene
Reaching **88 million**
healthy hands

PEPSODENT



Creating a healthy smile
Reaching **14 million**
children since 1995

BANGO



Enhancing livelihoods of **9k**
Malika soy bean farmers

OUR EXISTING USLP IN MAKASSAR



ENVIRONMENT



500

Bank Sampah
Community

'HEALTHY' SCHOOL



179

Elementary
Schools

'HEALTHY' COMMUNITIES



122

Pasar Sehat
Berdaya

BRANDS WITH PURPOSE



2010-2017 CAGR

A large crowd of people, many wearing white shirts and red caps, with their hands raised in the air. The image is filled with a sea of hands reaching upwards, creating a sense of collective energy and participation. The background is slightly blurred, emphasizing the density of the crowd.

**Earning the love and
respect of every
Indonesian,
everyday**