

PT Unilever Indonesia Tbk

Public Expose 2020

3 November 2020



Unilever Indonesia

86

YEARS

5,000+

EMPLOYEES

43

BRANDS

9

FACTORIES

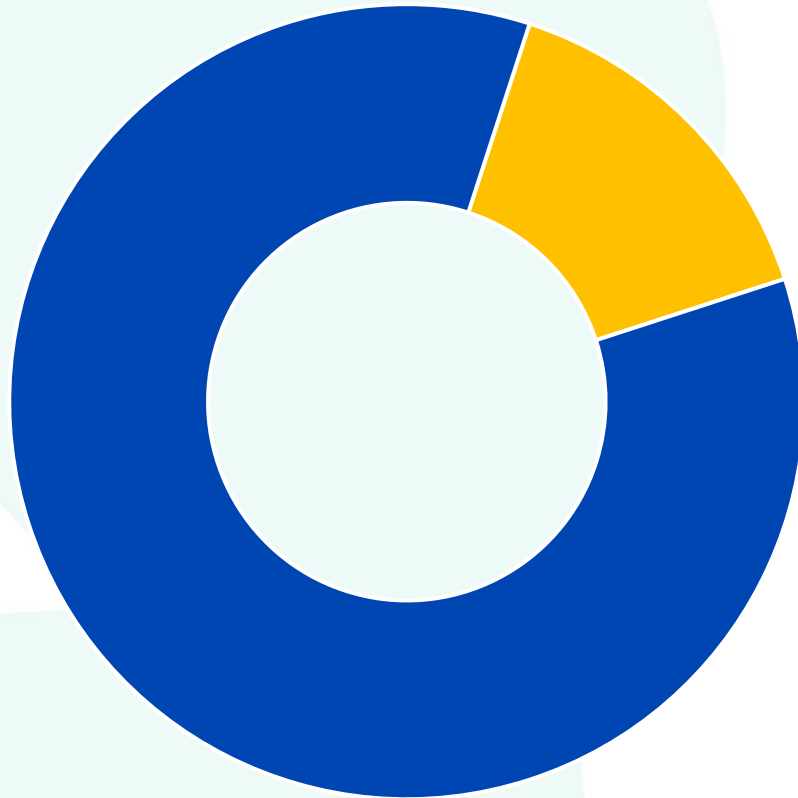
1,000

SKU

800

DISTRIBUTORS

Shareholder composition



15% Public

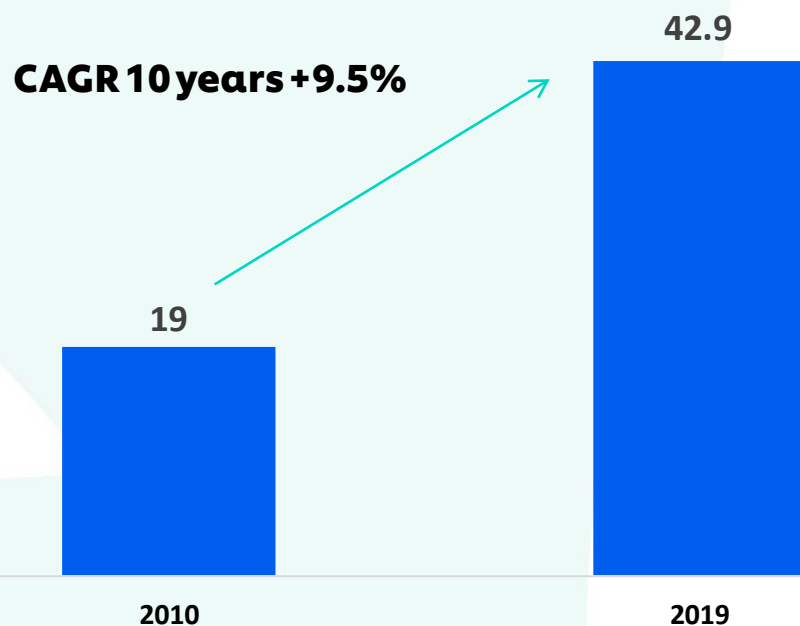
5,725,612,500 number of shares

85% Unilever Indonesia Holding B.V.

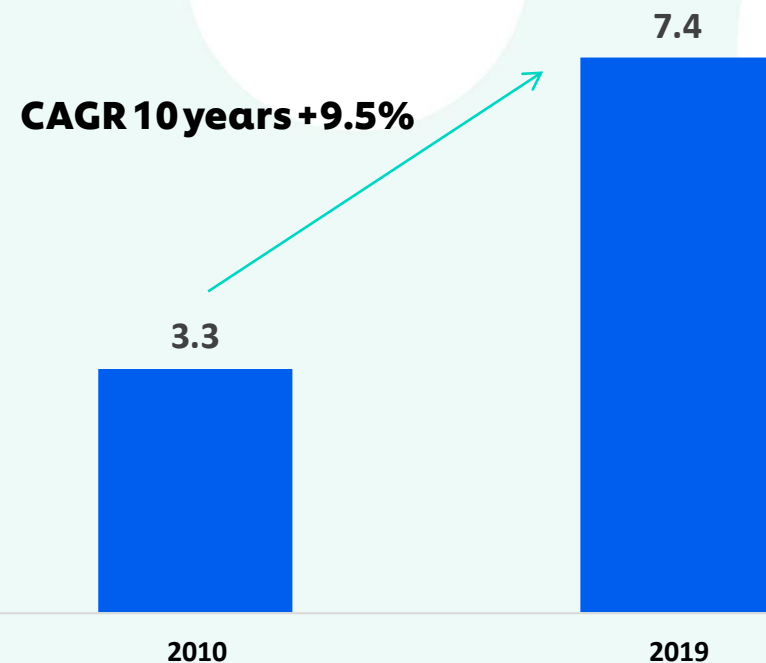
32,424,387,500 number of shares

Consistent growth over 10 years

Revenue (without Spread) in IDR Tn



Net income (without spread) in IDR Tn



Leaders across categories



Our strategy is serving us well

Guiding framework



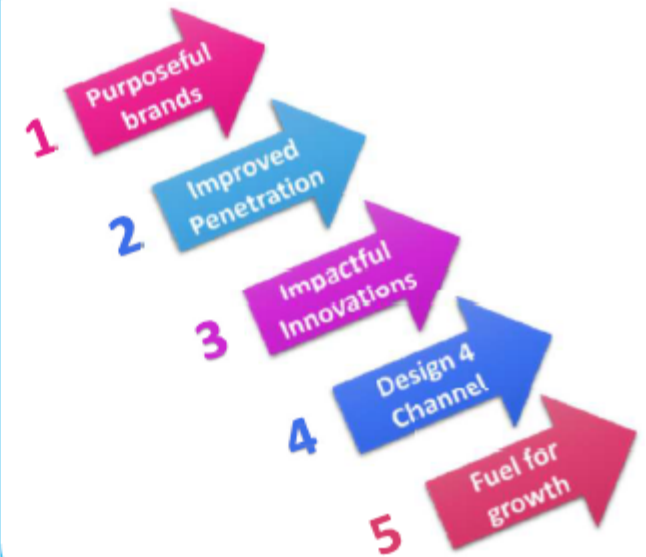
Purpose-led, Future-Fit

4G growth model



Consistent, Competitive, Profitable,
Responsible Growth

Fundamentals of growth



Purpose-led, Future-Fit

Responsible Growth
Consistent, Competitive, Profitable



5 priorities during crisis

People



Supply



Demand



Community



Cash



YTD September 2020 performance



NET SALES YTD Sep'20

IDR 32.4
TRILLION



SALES GROWTH

YTD Sep'20

TOTAL SALES	0.3%
DOMESTIC	0.8%
DOMESTIC (EXC UFS)	1.7%
EXPORT	-9.1%



NET PROFIT YTD Sep'20

IDR 5.4
TRILLION



BASIC EARNING PER SHARE YTD Sep'20

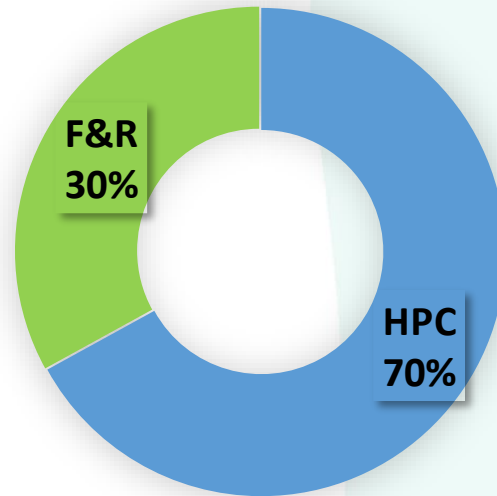
IDR 143

YTD September segment contribution

Home & Personal Care



Segment Contribution



Foods & Refreshment



COST & CASH AGILITY

Total Cash & Facilities

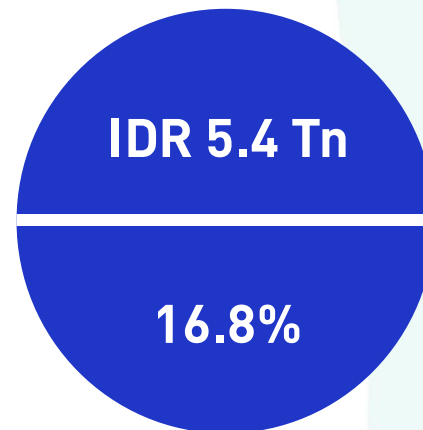
Cash & cash equivalent end Sep'20



Total Credit Facilities

Bottomline

Net profit YTD Sep'20



Net profit margin YTD Sep'20

Free Cash Flow to Firm

YTD Sep'20



Increment increase vs YTD Sep'19

COMMUNITY

**Total Support of IDR 200 Bn
for Indonesia during Pandemic**

Healthy Team

- Monitor health of **+5,000** employees every day
- Give facilities & health support for employees & their families

Sprit Team

- Health & Hygiene education to community offline & online
- Ensure needed products are available across nation

Prosperous Team

Support:

- **40,000** PCR test
- **52,000** meal for medical personnel
- **60,000** N-95 mask for medical personnel
- **100,000** mosques with hygiene products
- **8.5 million** products to society & medical personnel
- **700** portable wastafel for society
- **15,000** petroleum jelly for medical personnel
- **147,000** small stores with products, safety equipment

Distributed to:

- **102** hospitals
- **20** government institutions
- **29** NGOs
- **39** Unilever Partner



Thank you