



LIST OF QUESTIONS

ANNUAL GENERAL MEETING OF SHAREHOLDERS ("MEETING")

PT UNILEVER INDONESIA TBK

Tangerang, 21st May 2019

FIRST AGENDA

There is no question.

SECOND AGENDA

There is no question.

THIRD AGENDA

1. Name : Ir. Fajar Surya
Acting on himself/on behalf of : self
Number of shares owned/represented : 5,300 shares

Question: Does the application of PSAK 71 and ISAC 33 affect the reporting of Company revenues?

Answer: Thank you for your question. Based on AGMS rules and regulations, we cannot answer questions which out of the topic of the meeting agenda. Questions can be asked after the meeting.

FOURTH AGENDA

1. Name : Ir. Fajar Surya
Acting on himself/on behalf of : self
Number of shares owned/represented : 5,300 shares

Question: Why has retired Mrs. Debora Herawati Sadrach been withdrawn as the Independent Commissioner of the Company?

Answer: The role that will be carried out by Mrs. Debora Herawati Sadrach will be different from the previous role. She will join as an Independent Commissioner of the Company.

Question: Is it possible that the Company hire independent commissioners with a background in industrial chemistry or production?

Answer: Thank you for your input. We will inform the Nomination and Remuneration Committee to be discussed at the Committee meeting.

2. Name: Sugiharto
Acting on himself/on behalf of: Self
Number of shares owned / represented: 2,300 shares

Question: Remuneration has increased by 7%, however the increase in net profit outside of business sales Spreads is under 5%. Should the increase in remuneration be in line with net income?

Answer: Kindly be noted that the increase in remuneration is not more than 7%, which does not mean an increase of 7%. This value is based on consideration of three important aspects, benchmarking with the market, the Company is also considered to need to maintain internal balance, and comparisons in similar companies. The Company views 7% as a reasonable maximum value, where the value will vary for each individual and not be applied equal to a maximum increase of 7%.

3. Name: M. Saman
Acting on himself/on behalf of: On behalf of Audry
Number of shares owned / represented: 2,800 shares

Question: How much influence will the addition of directors and commissioners have to the Company's performance going forward?

Answer: The composition of the board of directors and commissioners, including the changes, has been carefully considered and discussed by the Company's Nomination and Remuneration Committee and also in the Meeting of the Board of Directors and Commissioners. The Company believes that the talents and experience of Mrs. Sri Widowati are keys to the Company being able to compete in the future. In addition, the experience of Ms. Debora Herawati Sadrach is mainly in the field of marketing and management will enrich the Board of Commissioners in carrying out the task of supervising the Board of Directors and the overall management of the Company. You may refer to the profile of the candidate Directors and Commissioners on the meeting agenda.



LIST OF QUESTIONS

EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS ("MEETING")

PT UNILEVER INDONESIA TBK

Tangerang, 21st May 2019

FIRST AGENDA

1. Name : Ir. Fajar Surya
Acting on himself/on behalf of : self
Number of shares owned/represented : 5,300 shares

Input: Provides input that if the Company is going to run a lease business, it is better for infrastructure facilities including water, electricity for leased objects to be leased is separated from Unilever Indonesia business facilities and infrastructure.

Answer: Thank you for your input. We will consider your input.

Question: Does the Company have permission to rent office space (add business lines)? Will the submission of permits for additional business activities of the Company incur large costs?

Answer: In order to be able to arrange permission, the Company have to obtain the business number that we call One Single Submission from BKPM, which one of the requirement is that the Company should add the proposed business activity to the Company's article. Currently we are on the stage of asking approval from shareholders to add the new Company business activity. Therefore, referring to your question, the answer is not yet, because currently we are in the stage of approval from the shareholders.

Regarding with fees, we will carry out the licensing process according to the procedure and we strive so that the expense of the process for this license in accordance with applicable regulations.

2. Name : Evan
Acting on himself/on behalf of : Self
Number of shares owned/represented : 100 shares

Question:

- a. Who is the target of the rental market? Are affiliated or non-affiliated companies?
- b. How much space will be leased?
- c. Is there management of the Company that has sufficient competence in this field?

Answer:

a. At present, the Company is currently in a position to obtain approval from shareholders to add to the Company's main activities in terms of leasing office space. If the Company has obtained business approval and permit, the Company will work with competent parties in this industry. At present we cannot answer whether the company is affiliated or not. We will inform it to the public if we have further information.

b. For the area of object leases, the Company has not been able to explain further because as previously explained the current position of the Company is in a position to obtain prior shareholder approval. Later when we have obtained approval from the shareholders, the Company will further inform you about information on the proposed business lines. We also would like to emphasize, that most of our goals for building this office are actually for our own operations.

c. For now there is no, if we will enter the business activity, we will collaborate or recruit experts who are competent in their fields.

3. Name : Saman
Acting on himself/on behalf of : Self
Number of shares owned/represented : 2,800 shares

Question: Has the study been related to who is being addressed or the party is the target market for renting office space?

Answer: The study we conducted with KJPP SRR was a study related to the feasibility of the office space rental business. If later we will rent out the office space, we will cooperate with competent parties in the industry.

4. Name : Radinton Malav
Acting on himself/on behalf of : Self
Number of shares owned/represented : 700 shares

Question: Why are the additional lines of business proposed different from the main business lines of the Company?

Answer: The addition of this business line is more aimed at optimizing the assets that we already have that can positively affect the return on assets and the profitability of the Company.

As you know, with One Single Submission, if an entity wishes to have new business activities, the business activity must be listed in the issuer's articles of association. Therefore, in this EGMS we propose adding the Company's business activities to the EGMS agenda.

5. Name : Osmond Liman
Acting on himself/on behalf of : Self
Number of shares owned/represented : 600 shares

Question: In the feasibility study conducted by the Company, what is the assumption of per meter rental rates used by the DCF projection assumptions and in other profitability analysis?

Answer: The basic assumptions and estimated rental rates are in the details of the feasibility study, you can contact us after the meeting and we can further inform you. Rental rates per meter have been included in the feasibility study conducted by KJPP SRR.

SECOND AGENDA

There is no question.