



**LIST OF QUESTIONS**  
**ANNUAL GENERAL MEETING OF SHAREHOLDERS (“AGMS”)**  
**PT UNILEVER INDONESIA TBK**  
**20 JUNI 2017**

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**FIRST AGENDA**

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

Question: Grha Unilever new building has been included in the Company’s equity. How many years will the building be depreciated? And how much cost has been incurred?

Answer: The cost of this building is around one trillion and twenty-two million Rupiah. 95% of the budget has been incurred, meanwhile the other 5% has not yet been paid to the contractor.

Question: Need to add extra function and organization structure, which is Building Supervision and Installation and Water Resources Director. Please give a chance for us to be appointed as a Director.

Answer: For organizational structure, building supervisor and installation are all handled by third parties, JLL (Jones Lang LaSalle) and Sodexo. We have appointed supervisors for this responsibility.

Question: With smaller size of packaging in Unilever products, the volume product will also be reduced. Has it reached its BEP?

Answer: Not all of our new products’ sizes are reduced or enlarged. We launch our products in the size of packaging that suit the needs of our consumers. In devising the products and its packaging, we also consider the profitability for the Company and price for consumers.

Question: When will palm plantation bear its fruit? Will it be after 3 years, the quantity of fruits produced reduced in the following year? And until the year of 5, will it stop bearing fruit? How will you burn the palm plantation? Can I request the name of the palm plantation and the address of its head office in Jakarta, as well as the telephone number?



Answer: We don't think this is relevant with today's meeting agenda because Unilever is not a palm plantation company and not investing in the palm plantation.

Question: Do you provide library and research room and clinic in Grha Unilever?

Answer: There are few facilities such as library, research and canteen that are provided to the employees. Meanwhile, clinic was intended to employees and pensioners.

## SECOND AGENDA

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

Question: Final dividend will be paid at? Is it 460 per shares? Can it be paid at August?

Answer: Final dividend will be distributed at 460 per share and will be paid at the latest 20 July 2017

2. Name : David  
Acting on himself/on behalf of : Himself  
Number of shares owned/represented : 3,000 shares

Question: Your working capital is negative, why do you distribute dividend with such a huge ratio?

Answer: The Company has a negative working capital, which means the Company is capable to generate cash fast.

## THIRD AGENDA

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

Question: What is the name of the accountant? Do you still use the old accountant?

Answer: Yes, we are still using the same accountant, Siddharta Widjaja & Rekan Public Accounting Firm.

2. Name : Subagjo W. Widodo  
Acting on himself/on behalf of : Acting on Himself  
Number of shares owned/represented : 4,000 shares



**Suggestion:**

Please appoint different public accounting firm.

**FOURTH AGENDA**

1. Name : Subagjo W. Widodo  
Acting on himself/on behalf of : Acting on Himself  
Number of shares owned/represented : 4,000 shares

Question: How long have your Directors and Board of Commissioners chaired in their positions? How many years is the longest and the shortest?

Answer: All information has been elaborated in the distributed Annual Report, especially in the Board of Directors' and Board of Commissioners' profiles. You are welcomed to read this after the meeting has ended.

Suggestion: To recommend 5% increase in the remuneration package.

Answer: I am Mahendra Siregar, Nomination and Remuneration Committee. Nomination and Remuneration Committee, according to OJK regulation, has to be chaired by an independent commissioner. Therefore, criteria assessment of the remuneration increase will become more objective, not related to share ownerships – where independent commissioners are not allowed to own any shares. Secondly, the criteria used is not only based on 2016 and 2017, instead to look back the past five years – since 2012. If we see last year figures, 9% seems a bit too much compared to what Mr Subagjo has proposed. However, if we see the past 5 years, the increase is relatively lower than the previous figure because in the past, we decided not to increase the number. However, the adjustment was needed so that we are not left out - compared to other comparable peers. As an additional note, the remuneration increase of the Board of Commissioners - especially - will not be higher than the employees.

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

Question: In this book, it was stated that the Director, Deborah Herawati Sadrach, has resigned. When was the new Directors appointed, such as Mrs. Hernie Raharja, Mr. Vikas Gupta, Mrs Amparo Cheung Aswin?

Answer: We have reported in the annual book, the details of appointment of each Director. Therefore, you can read on the profile section of each Director. Mrs. Deborah Herawati Sadrach has resigned due to retirement and this,



has been approved in the Extraordinary General Meeting of Shareholders back then, on 28 April 2017. The result has also been announced in the national Indonesia newspapers. The new BoD profiles have been elaborated inside the Annual Report and they have been appointed in the last Extraordinary General Meeting of Shareholders.

**E. Number of shareholders that raised questions and/or giving opinions on the Meeting's agenda.**

	Number of Shareholders	Number of Shares Owned or Represented by Owners/ Holders
<b>AGM:</b>		
- First Agenda	: 1	5,300
- Second Agenda	: 2	8,300
- Third Agenda	: 2	9,300
- Fourth Agenda	: 2	9,300
<b>EGM:</b>	:	
- First Agenda	: 3	12,600
- Second Agenda	: 1	5,300

**Annual General Meeting of Shareholders**

**1. First Agenda**

- Fajar Surya: 5,300 shares

**2. Second Agenda**

- Fajar Surya: 5,300 shares
- David: 3,000 shares

**3. Third Agenda**

- Fajar Surya: 5,300 shares
- Subagjo Widodo: 4,000 shares

**4. Fourth Agenda**



- Subagjo Widodo: 4,000 shares
- Fajar Surya: 5,300 shares

## **EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS**

### **1. First Agenda**

- Dharmawan P: 1,200 shares
- Rima Panggabean: 6,100 shares
- Ir. Fajar Surya: 5,300 shares

### **2. Second Agenda**

- Fajar Surya: 5,300 shares