

# PUBLIC EXPOSE

November, 1<sup>st</sup> 2017



Hemant Bakshi  
Presiden Direktur

Tevilyan Yudhistira Rusli  
Direktur

Sancoyo Antarikso  
Direktur & Sekretaris Perusahaan

**TOGETHER FOR  
A BRIGHTER FUTURE**  
BERSAMA UNTUK MASA DEPAN  
YANG LEBIH CERAH

# AGENDA



1

Result of AGMS & EGMS 2017

2

Unilever Indonesia Performance

3

How sustainable business plays important role in our growth

4

Q&A



# RESULT OF AGMS & EGMS 2017



# RESULT OF AGMS (20 JUNE 2017)



## 1. First Agenda

- a. Approved Financial Statement and Annual Report of the Company for accounting year ended 31 December 2016.
- b. Granted full acquittal and discharge for BoD and BoC for their action on accounting year ended 31 December 2016.

## 2. Second Agenda

Determination of the appropriation of the profit of the Company.

- Interim Dividend 2016 at Rp375,- per share (paid in 8/12/2016)
- Final dividend 2016 at Rp460,- per share (to be paid before 10/7/2017).

## 3. Third Agenda

Authorized the BoC of the Company to:

- a. Appointed 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 2017.
- b. Determined amount of remuneration to the Public Accountant and other requirements as applicable.

# RESULT OF AGMS (20 JUNE 2017)



## 4. Forth Agenda

- a. Reappointed the current members of the Board of Directors for period until 2020.
- b. Confirmed that the composition of the members of the Board of Commissioners for period until 2018.
- c. Gave power of attorney and full authority to President Commissioner, to determine the amount of honorarium for the members of the Board of Commissioners and its allocations in detail.
- d. Authorized 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 2017 and its allocations in detail.



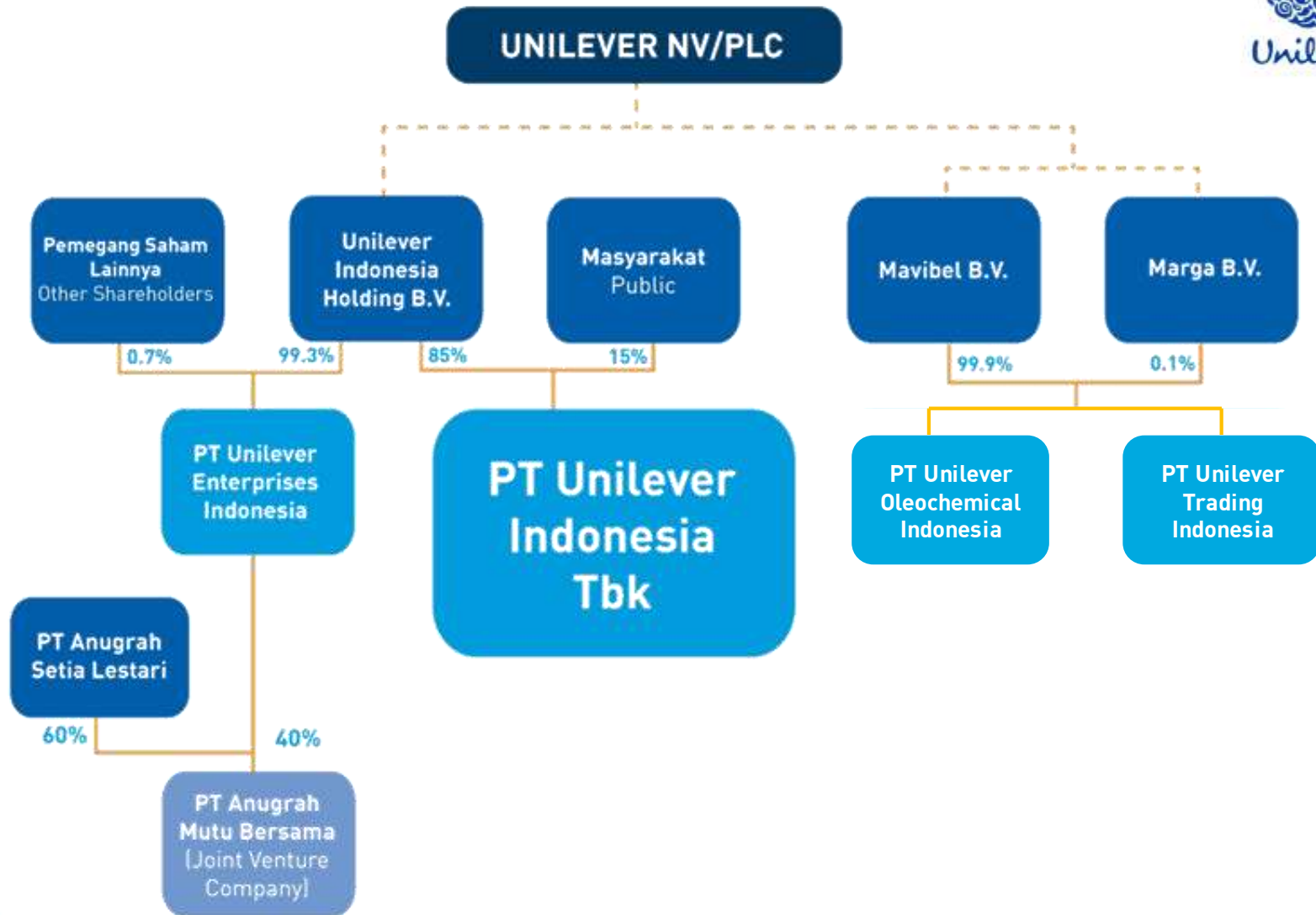
# RESULT EGMS (18 OCTOBER 2017)



- Accepted the resignation of Mrs. Annemarieke de Haan from position as Director of the Company, effective as of 31 August 2017.
- Appointed Mrs. Ira Noviarti as a Director of the Company, as effective from 18 October 2017 until the closing of the Annual General Meeting of Shareholders to be held in 2020.



# UNILEVER IN INDONESIA



----- Indirect Ownership

# OWNERSHIP STRUCTURE



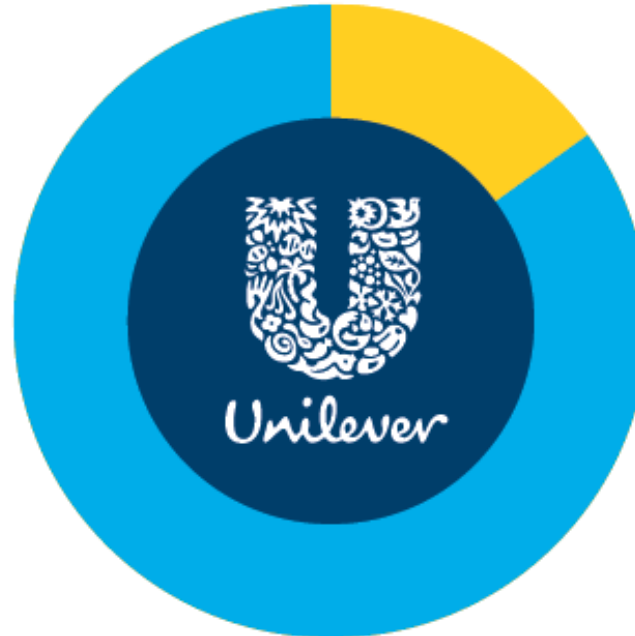
85%

UNILEVER INDONESIA  
HOLDING B.V.  
6.484.877.500

Jumlah Saham  
Number of Shares

Rp64.848.775

(nilai nominal dalam ribuan)  
(nominal values in thousand)



15%

MASYARAKAT  
PUBLIC  
1.145.122.500

Jumlah Saham  
Number of Shares

Rp11.451.225

(nilai nominal dalam ribuan)  
(nominal values in thousand)



# COMPANY STRUCTURE



## AUDIT COMMITTEE

1. Audit Committee Chairman/Erry Firmansyah
2. Member of Audit Committee/Haryanto Sahari
3. Member of Audit Committee/Dwi Martani

## NOMINATION AND REMUNERATION COMMITTEE

1. Nomination and Remuneration Committee Chairman/Mahendra Siregar
2. Member of Nomination and Remuneration Committee/Maurits Lalisang
3. Member of Nomination and Remuneration Committee/Aditya Arisusetio

GENERAL MEETING OF  
SHAREHOLDERS

BOARD OF  
COMMISSIONERS

PRESIDENT DIRECTOR  
*Hemant Bakshi*

1. President Commissioner/Maurits Lalisang
2. Independent Commissioner/Cyrrillus Harinowo
3. Independent Commissioner/Erry Firmansyah
4. Independent Commissioner/Hikmahanto Juwana
5. Independent Commissioner/Mahendra Siregar

1. Finance Director/Tevilyan Yudhistira Rusli
2. Home Care Director/Vikas Gupta
3. Foods Director/Hernie Raharja
4. Personal Care Direktur/Ira Noviarti
5. Refreshment Director/Jochanan Senf
6. Supply Chain Director/Amparo Cheung Aswin
7. Customer Development Director/Enny Sampurno
8. HR Director/Willy Saelan
9. Governance & Corporate Affairs Director/Sancoyo Antarikso

Corporate Secretary/Sancoyo Antarikso

Head of Internal Audit/Fransisca Ho

# UNILEVER INDONESIA

Strong Local Roots with more than 83 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 Sari Wangi.

**2004**

Knorr Indonesia is acquired from Unilever Overseas Holding Ltd and merged with Unilever Indonesia. The hair care factory relocates from Rungkut to Cikarang.

**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



**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.

**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.

**2017**

Unilever Indonesia inaugurated its new Head Office at BSD City, Tangerang

The building is on a 3-hectare site, house around 1,400 employees

# OUR PROFILE



83

YEARS

40

BRANDS

9

FACTORIES

37

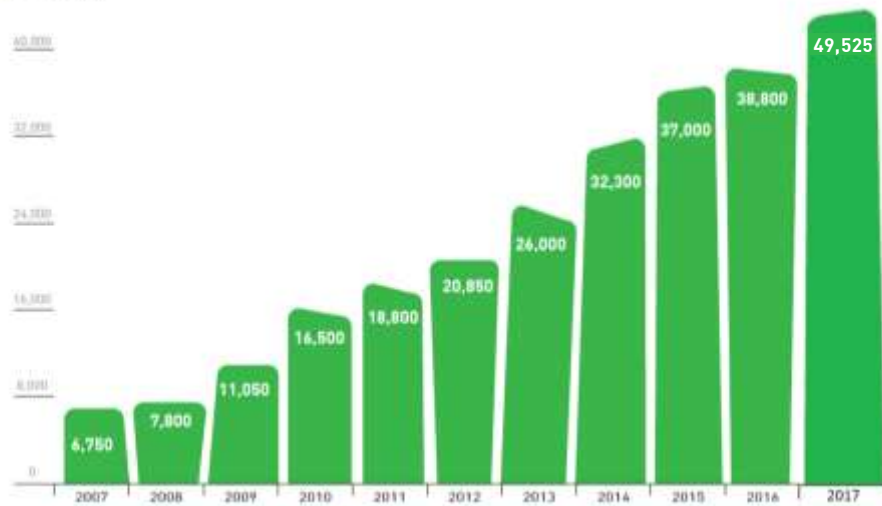
AWARDS IN 2017

# UNILEVER INDONESIA SHARE PERFORMANCE



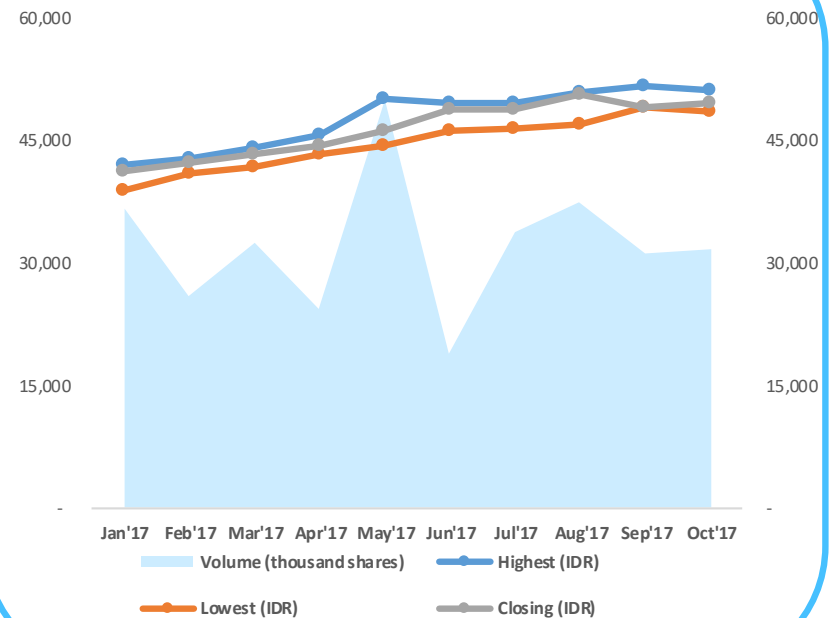
## UNVR 10Y Share Performance

Salah Rupa/In Rupa



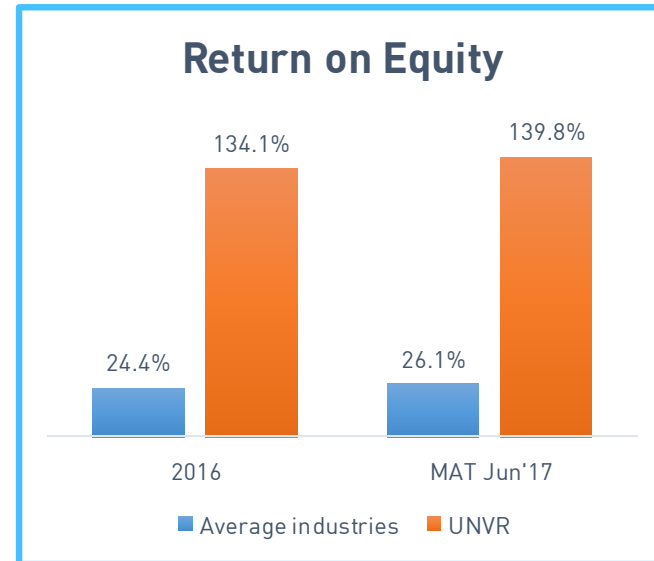
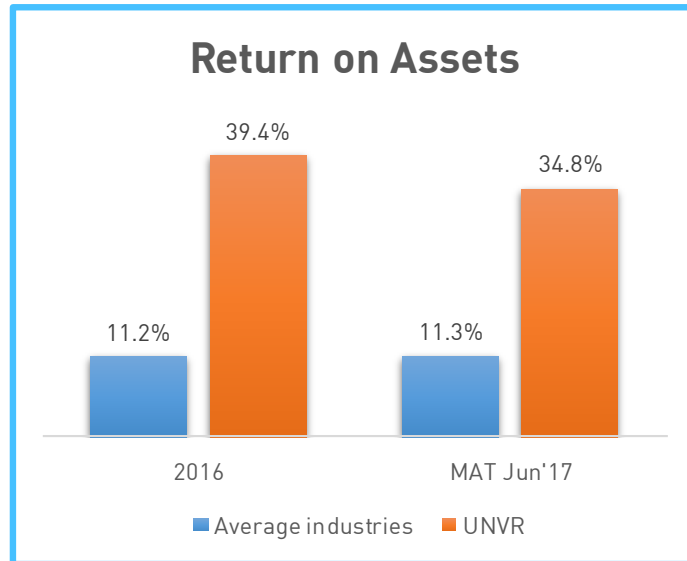
\*Number of 2007-2016 reflects closing price end of year.  
Number of 2017 reflects closing price as of 26 October 2017

## UNVR 2017 Share Price and Volume Movement



Source: yahoo finance

# UNILEVER INDONESIA RETURNS AMONG INDUSTRY



\*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, ULTJ, CEKA, ADES, TCID, MRAT, MBTO, and UNVR

# INDONESIA MACROECONOMICS 2017

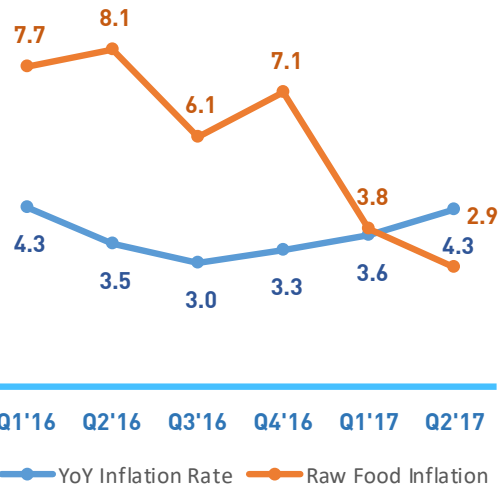




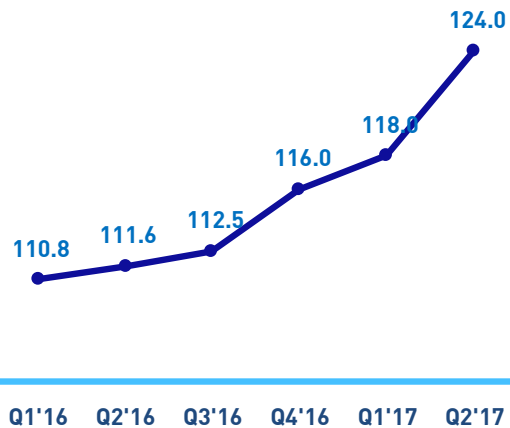
# MACRO ECONOMICS SITUATION



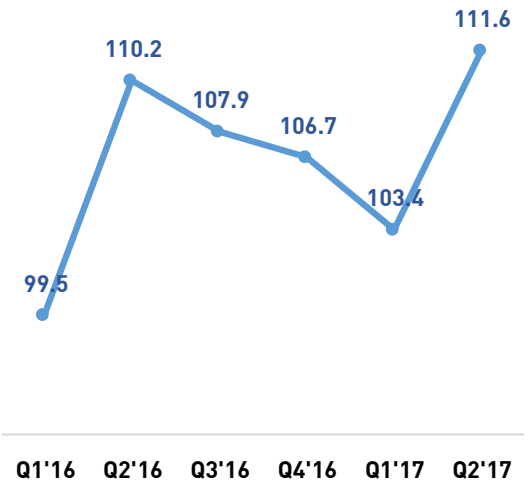
## Inflation



## Consumer Confidence



## Business Confidence



# SOFTENING GROWTH IN MANUFACTURING



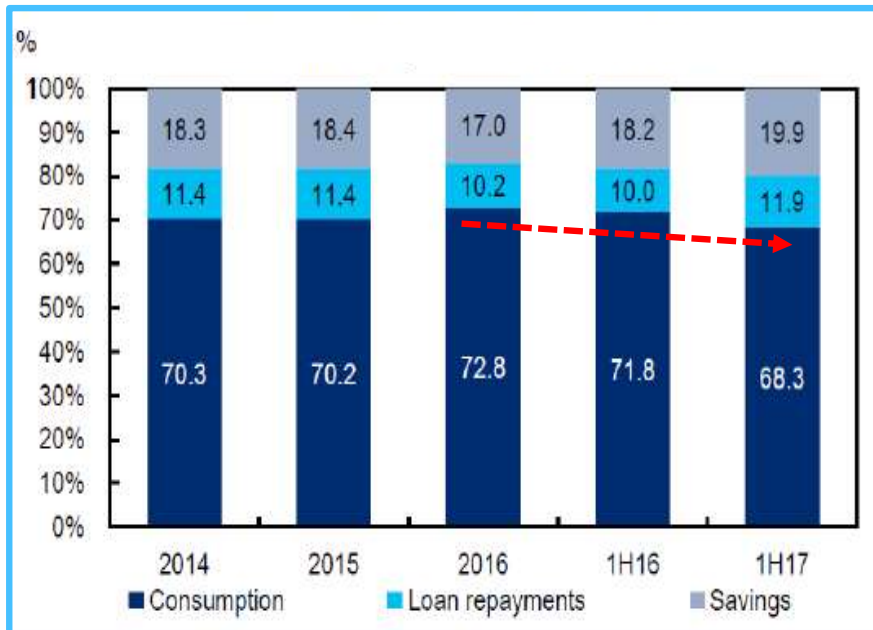
\* First semester; excluding taxes minus subsidies.

Source: BPS-Statistics Indonesia.

# HOUSEHOLD CONSUMPTION TREND

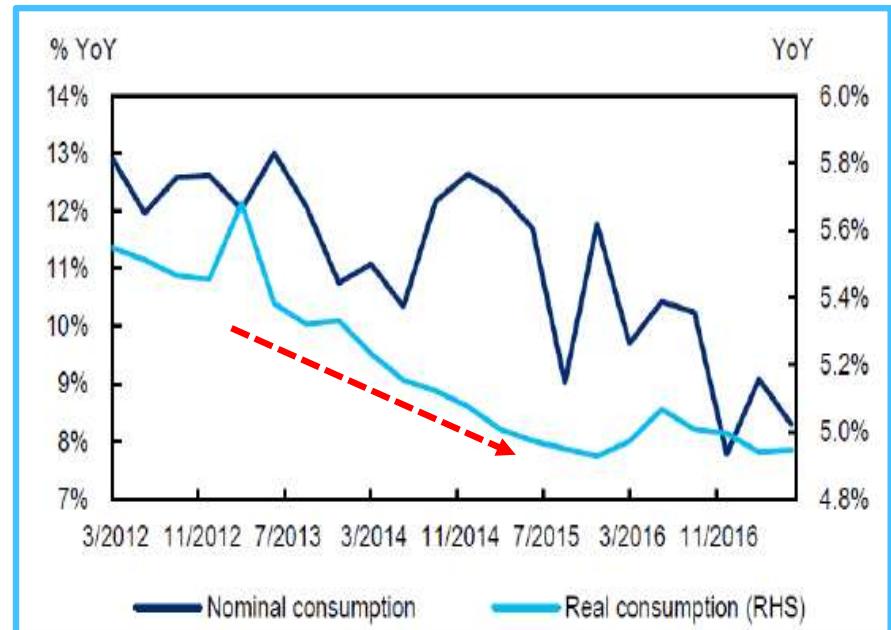


**Consumer Survey:  
% Use of Household Income**



Source: Bank Indonesia, Citi Research

**Household Consumption Growth**



Source: BPS, CEIC, Citi Research

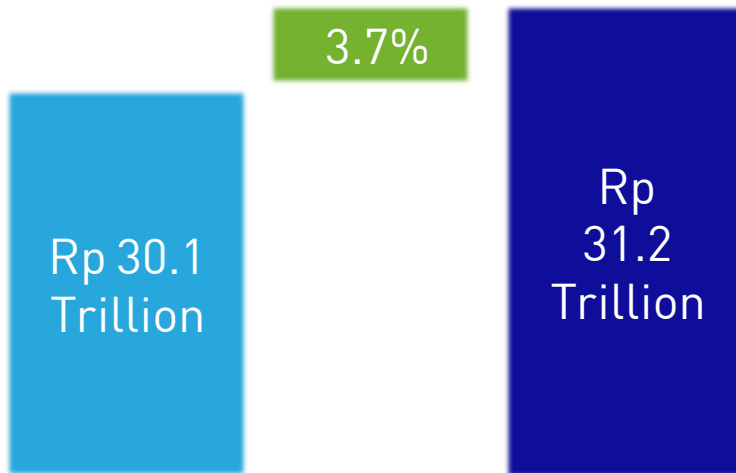
# UNILEVER INDONESIA PERFORMANCE



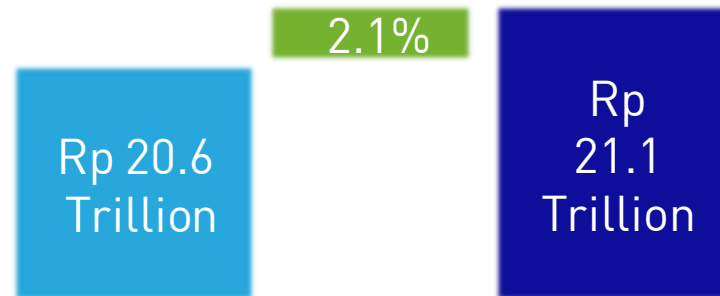
# TOP LINE GROWTH YTD SEP 2017



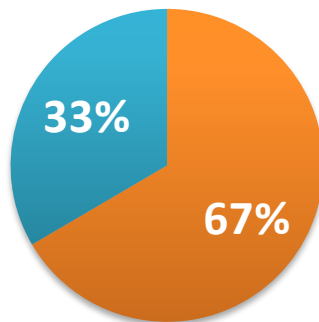
## NET SALES



## HOME AND PERSONAL CARE

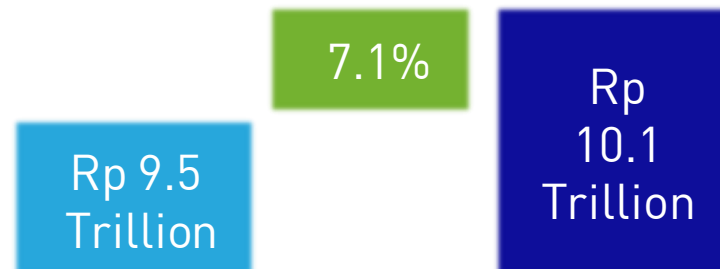


## REVENUE BY SEGMENT



■ Home & Personal care ■ Food & Refreshment

## FOOD AND REFRESHMENT





# DELIVER 10% GROWTH OF EARNINGS



## TOTAL

	YTD'17	vs PY
Net sales	31.2	3.7%
Gross Profit	16.0	4.9%
Net profit	5.2	10.1%

## SEGMENTAL

		YTD'17	vs PY
<b>HPC</b> 	Net sales	21.1	2.1%
	Gross Profit	11.4	-1.3%
	GM%	54.2%	-1.9%
<b>F&amp;R</b> 	Net sales	10.1	7.1%
	Gross Profit	4.6	24.0%
	GM%	45.7%	6.2%



# BUILDING AGILITY AND RESILIENCE



## BANGGA JADI INDONESIA



**Consumer &  
Trade Promo**



**Special Packaging  
Limited Edition**



**Activation &  
Displays**

## INNOVATIONS



# HOW SUSTAINABLE BUSINESS PLAYS IMPORTANT ROLE IN OUR GROWTH





A large crowd of people, many wearing white shirts and red caps, with their hands raised in the air. The image is a high-angle shot of a massive gathering, likely a protest or a large-scale event. The crowd is dense, filling the entire frame. Many individuals are wearing white t-shirts and red baseball caps, suggesting a unified group or organization. Their hands are raised high, creating a sea of white palms against the darker background of the crowd. The text is overlaid on a semi-transparent white oval in the center of the image.

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

# HOW DO WE EARN LOVE FROM OUR CONSUMERS



**THE POWER OF OUR BRANDS :  
'PURPOSE-LED' BRAND**

**PUTTING SUSTAINABLE LIVING AT  
THE HEART OF OUR BRANDS..**

**INSPIRE OUR CONSUMERS..**

**GROW OUR SALES..**

**WHILE ALSO DOING GOOD  
TO OUR PLANET..**



# 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  
**10.5K** MALIKA SOY BEAN  
FARMERS





# EDUCATING PERSONAL HYGIENE







CREATING A HEALTHY SMILE





# A Wholeheartedly Nurtured Mallika to Deliver Great Tasting Soy Sauce



# 1001 MOSQUE CLEANING



# WE CONTINUE WITH EVEN MORE BRANDS



**WALL'S**



**DOVE**



**FAIR & LOVELY**



**SUNLIGHT**



**IBU BERSINAR**





# WALL'S 25 YEARS CAMPAIGN



**LIVE HAPPY**



**LICK HAPPY**





# WALL'S 25 YEARS CAMPAIGN





# DOVE SELF-ESTEEM PROJECT

To help young people develop their self-esteem and body confidence as Dove believes beauty should be a source of confidence, not anxiety.

Aiming **100K** Indonesian students educated & empowered about self-esteem and confidence by 2017.



# FAIR & LOVELY BINTANG BEASISWA



**40K** women pledged to pursue their dream



**96 Million** reach through TVC



**50** scholarship recipients



# IBU BERSINAR CAMPAIGN



**900K** Arisan Mapan members



**Small Business Education**



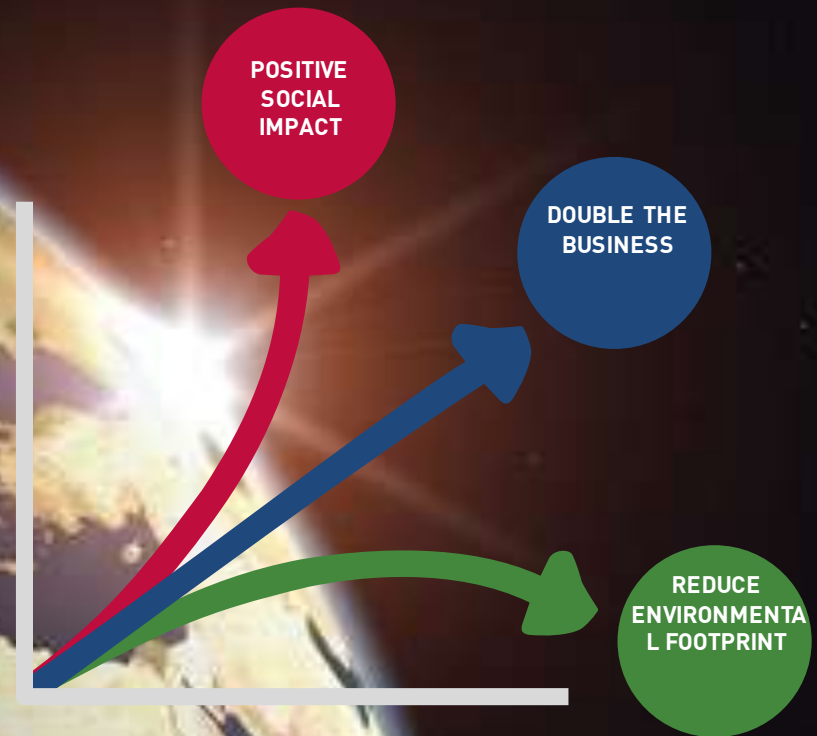


# AND WE WILL EXPAND IT TO ALL OF OUR BRANDS



**WE WILL ALWAYS STAY TRUE TO OUR  
PURPOSE  
EVEN IN THE MOST DIFFICULT TIMES**

**MAKE  
SUSTAINABLE  
LIVING  
COMMONPLACE**





**THANK YOU**