## PT UNILEVER INDONESIA Tbk

LAPORAN KEUANGAN INTERIM/ INTERIM FINANCIAL STATEMENTS

30 SEPTEMBER 2016 DAN 31 DESEMBER 2015/ 30 SEPTEMBER 2016 AND 31 DECEMBER 2015

SERTA UNTUK PERIODE SEMBILAN BULAN YANG BERAKHIR PADA TANGGAL 30 SEPTEMBER 2016 DAN 2015/ AND FOR THE NINE-MONTH PERIODS ENDED 30 SEPTEMBER 2016 AND 2015

(TIDAK DIAUDIT/UNAUDITED)

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### SURAT PERNYATAAN DIREKSI TENTANG TANGGUNG JAWAB ATAS LAPORAN KEUANGAN PT UNILEVER INDONESIA Tbk ("PERSEROAN")

TANGGAL 30 SEPTEMBER 2016 DAN 31 DESEMBER 2015 DAN PERIODE SEMBILAN BULAN YANG BERAKHIR PADA TANGGAL 30 SEPTEMBER 2016 DAN 2015 THE DIRECTORS' STATEMENT
REGARDING RESPONSIBILITY FOR
PT UNILEVER INDONESIA THE
(THE "COMPANY") INTERIM FINANCIAL
STATEMENTS AS AT 30 SEPTEMBER 2016 AND 31
DECEMBER 2015 AND FOR THE NINE-MONTH
PERIODS ENDED
30 SEPTEMBER 2016 AND 2015

Kami yang bertanda tangan di bawah ini:

We, the undersigned:

Name

Nama Hemant Bakshi
 Alamat kantor Graha Unilever,
 Jl. Jend. Gatot Subroto Kav. 15

er, Office Address
t Subroto Kay 15

Jakarta 12930

Alamat domisili/sesuai KTP Jl. Sekolah Kencana IVB TN14 Address of domicile/ based on ID atau kartu identitas lain Pondok Indah, Kel Pondok Pinang card or other identity document

Kec Kebayoran Lama Jakarta Selatan

Nomor telepon 021 – 5262112 Telephone No.
Jabatan Presiden Direktur/President Director Position

Japatan Presiden Direktur/President Director

NamaTevilyan Yudhistira RusliNameAlamat kantorGraha Unilever,Office Address

Jl. Jend. Gatot Subroto Kav. 15

Jakarta 12930

Alamat domisili/sesuai KTP

atau kartu identitas lain

Jl. Bisma 14 Blok C 9 No 9

Address of domicile/ based on ID

card or other identity document

Jakarta Utara

Nomor telepon 021 – 5262112 Telephone No.
Jabatan Direktur/Director Position

menyatakan bahwa:

declare that:

- kami bertanggung jawab atas penyusunan dan penyajian laporan keuangan Perseroan;
- 2. laporan keuangan telah disusun dan disajikan sesuai dengan Standar Akuntansi Keuangan di Indonesia;
- a. pengungkapan yang ada di dalam laporan keuangan adalah lengkap dan akurat;
  - b. laporan keuangan tidak mengandung informasi yang tidak benar, dan kami tidak menghilangkan informasi atau fakta yang material terhadap laporan keuangan;
- 4. kami bertanggung jawab atas pengendalian internal;
- kami bertanggung jawab atas kepatuhan terhadap ketentuan dan peraturan yang berlaku.

- 1. we are responsible for the preparation and presentation of the Company's financial statements;
- the financial statements have been prepared and presented in accordance with Indonesian Financial Accounting Standards;
- a. the disclosures we have made in the financial statements are complete and accurate;
  - b. the financial statements do not contain misleading information, and we have not omitted any information or facts that would be material to the financial statements;
- 4. we are responsible for the internal control;
- 5. we are responsible for compliance with the applicable laws and regulations.

Demikian pernyataan ini dibuat dengan sebenarnya.

This is our declaration, which has been made truthfully.

Atas nama dan mewakili para Direksi/For and on behalf of the Directors:

D

Hemant Bakshi

Presiden Direktur / President Director

Tevilyan Yudhistira Rusli Direktur / Director

Jakarta, 25 Oktober / October 2016

## PT Unilever Indonesia Tbk Laporan Posisi Keuangan Interim 30 September 2016 dan 31 Desember 2015

PT Unilever Indonesia Tbk Interim Statements of Financial Position As at 30 September 2016 and 31 December 2015

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

|                                     | Catatan/<br>Notes | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
|-------------------------------------|-------------------|---------------------------------------|-------------------------------------|--|
| ASET                                |                   |                                       |                                     | ASSETS                                     |
| Aset Lancar                         |                   |                                       |                                     | Current Assets                             |
| Kas dan setara kas<br>Piutang usaha | 2c, 3             | 507,733                               | 628,159                             | Cash and cash equivalents<br>Trade debtors |
| - Pihak ketiga                      | 2g, 4             | 3,212,002                             | 2,822,930                           | Third parties -                            |
| <ul> <li>Pihak berelasi</li> </ul>  | 2b, 2g, 4         | 407,206                               | 421,696                             | Related parties -                          |
| Uang muka dan piutang lain-lain     |                   |                                       |                                     | Advances and other debtors                 |
| <ul> <li>Pihak ketiga</li> </ul>    |                   | 124,335                               | 138,188                             | Third parties -                            |
| <ul> <li>Pihak berelasi</li> </ul>  | 2b, 7c            | 42,838                                | 219,458                             | Related parties -                          |
| Persediaan                          | 2h, 5             | 2,420,240                             | 2,297,502                           | Inventories                                |
| Beban dibayar dimuka                | 2n, 8             | 164,209                               | 95,181                              | Prepaid expenses                           |
| Jumlah Aset Lancar                  |                   | 6,878,563                             | 6,623,114                           | Total Current Assets                       |
| Aset Tidak Lancar                   |                   |                                       |                                     | Non-Current Assets                         |
| Aset tetap                          | 2i, 9a            | 9,139,460                             | 8,320,917                           | Fixed assets                               |
| Goodwill                            | 2k, 2l, 10        | 61,925                                | 61,925                              | Goodwill                                   |
| Aset takberwujud                    | 2k, 2m, 11        | 415,106                               | 431,021                             | Intangible assets                          |
| Beban pensiun dibayar di muka       | 2s, 17            | 3,776                                 | -                                   | Prepaid pension expense                    |
| Aset tidak lancar lainnya           |                   | 249,843                               | 292,968                             | Other non-current assets                   |
| Jumlah Aset Tidak Lancar            |                   | 9,870,110                             | 9,106,831                           | Total Non-Current Assets                   |
| JUMLAH ASET                         |                   | 16,748,673                            | 15,729,945                          | TOTAL ASSETS                               |

## PT Unilever Indonesia Tbk Laporan Posisi Keuangan Interim 30 September 2016 dan 31 Desember 2015

PT Unilever Indonesia Tbk Interim Statements of Financial Position As at 30 September 2016 and 31 December 2015

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

|  | Catatan/<br>Notes   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|--|---------------------|---------------------------------------|-------------------------------------|---|
| LIABILITAS   |                     |                                       |                                     | LIABILITIES   |
| Liabilitas Jangka Pendek                                     |                     |                                       |                                     | Current Liabilities                                     |
| Pinjaman bank<br>Utang usaha                                 | 2p, 12              | 1,250,000                             | 1,700,000                           | Bank borrowings<br>Trade creditors                      |
| <ul><li>Pihak ketiga</li><li>Pihak berelasi</li></ul>        | 2q, 13<br>2b, 2q,13 | 4,631,337<br>291,990                  | 4,514,939<br>327,231                | Third parties -<br>Related parties -                    |
| Utang pajak  |                     |                                       |                                     | Taxes payable   |
| - Pajak penghasilan badan<br>- Pajak lain-lain               | 2r, 14c<br>14c      | 245,138<br>203,385                    | 190,795<br>439,079                  | Corporate income tax -<br>Other taxes -                 |
| Akrual<br>Utang lain-lain                                    | 2o, 2x, 15          | 1,698,614                             | 1,119,513                           | Accruals<br>Other payables                              |
| - Pihak ketiga   | 16                  | 1,100,973                             | 1,132,076                           | Third parties -   |
| - Pihak berelasi   | 2b, 7d              | 96,432                                | 640,669                             | Related parties -                                       |
| Kewajiban imbalan kerja jangka                               | ,                   | ,                                     | ,                                   | Long-term employee benefits                             |
| panjang – bagian lancar                                      | 2s, 17              | 47,430                                | 63,240                              | obligations – current portion                           |
| Jumlah Liabilitas Jangka<br>Pendek                           |                     | 9,565,299                             | 10,127,542                          | Total Current Liabilities                               |
| Liabilitas Jangka Panjang                                    |                     |                                       |                                     | Non-Current Liabilities                                 |
| Liabilitas pajak tangguhan<br>Kewajiban imbalan kerja jangka | 2r, 14b             | 407,353                               | 372,041                             | Deferred tax liabilities<br>Long-term employee benefits |
| panjang – bagian tidak lancar                                | 2s, 17              | 433,230                               | 403,002                             | obligations – non-current portion                       |
| Jumlah Liabilitas Jangka<br>Panjang                          |                     | 840,583                               | 775,043                             | Total Non-Current Liabilities                           |
| JUMLAH LIABILITAS  |                     | 10,405,882                            | 10,902,585                          | TOTAL LIABILITIES                                       |

## PT Unilever Indonesia Tbk Laporan Posisi Keuangan Interim 30 September 2016 dan 31 Desember 2015

PT Unilever Indonesia Tbk Interim Statements of Financial Position As at 30 September 2016 and 31 December 2015

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

|   | Catatan/<br>Notes | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
|---|-------------------|---------------------------------------|-------------------------------------|--|
| EKUITAS   |                   |                                       |                                     | EQUITY   |
| Modal saham (Modal dasar, seluruhnya ditempatkan dan disetor penuh: 7.630.000.000 saham biasa dengan nilai nominal Rp 10 (nilai penuh) per saham) | 2t, 18            | 76,300                                | 76,300                              | Share capital  (Authorised, issued and fully paid-up: 7,630,000,000 common shares with par value of Rp 10 (full amount) per share) |
| Tambahan modal disetor  | 2t,19, 20         | 96,000                                | 96,000                              | Additional paid-in capital<br>Appropriated retained  |
| Saldo laba yang dicadangkan   | 22                | 15,260                                | 15,260                              | earnings   |
| Saldo laba yang belum<br>dicadangkan  |                   | 6,155,231                             | 4,639,800                           | Unappropriated retained earnings   |
| JUMLAH EKUITAS  |                   | 6,342,791                             | 4,827,360                           | TOTAL EQUITY   |
| JUMLAH LIABILITAS DAN<br>EKUITAS  |                   | 16,748,673                            | 15,729,945                          | TOTAL LIABILITIES AND<br>EQUITY  |

PT Unilever Indonesia Tbk Laporan Laba Rugi dan Penghasilan Komprehensif Lain Interim Untuk Periode Sembilan Bulan yang Berakhir pada 30 September 2016 dan 2015 PT Unilever Indonesia Tbk Interim Statements of Profit or Loss and Other Comprehensive Income For The Nine-Month Periods Ended 30 September 2016 and 2015

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

|   | 30<br>September/<br>September<br>2016 | Catatan/<br>Notes        | 30<br>September/<br>September<br>2015  |   |
|---|---------------------------------------|--------------------------|--|---|
| Penjualan bersih  | 30,101,448                            | 20, 23                   | 27,546,680                             | Net sales   |
| Harga pokok penjualan   | (14,798,699)                          | 20, 24                   | (13,582,688)                           | Cost of goods sold  |
| LABA BRUTO  | 15,302,749                            |                          | 13,963,992                             | GROSS PROFIT  |
| Beban pemasaran dan penjualan<br>Beban umum dan administrasi<br>Penghasilan/(beban) lain-lain, bersih | (6,010,068)<br>(2,819,775)<br>3,100   | 2o, 25a<br>2o, 25b<br>26 | (5,617,462)<br>(2,678,922)<br>(15,858) | Marketing and selling expenses<br>General and administration expenses<br>Other income/(expenses), net |
| LABA USAHA  | 6,476,006                             |                          | 5,651,750                              | OPERATING PROFIT  |
| Penghasilan keuangan<br>Biaya keuangan  | 6,244<br>(117,949)                    |                          | 8,669<br>(61,885)                      | Finance income<br>Finance costs   |
| LABA SEBELUM PAJAK<br>PENGHASILAN   | 6,364,301                             |                          | 5,598,534                              | PROFIT BEFORE INCOME TAX  |
| Beban pajak penghasilan   | (1,613,750)                           | 2r, 14a                  | (1,415,361)                            | Income tax expense  |
| LABA  | 4,750,551                             |                          | 4,183,173                              | PROFIT  |
| Penghasilan komprehensif lain   | -                                     |                          | -                                      | Other comprehensive income  |
| JUMLAH PENGHASILAN<br>KOMPREHENSIF  | 4,750,551                             |                          | 4,183,173                              | TOTAL COMPREHENSIVE<br>INCOME   |
| LABA BERSIH PER SAHAM DASAR<br>(dinyatakan dalam nilai penuh Rupiah<br>per saham)                     | 623                                   | 2v, 28                   | 548                                    | BASIC EARNINGS PER SHARE<br>(expressed in Rupiah full amount<br>per share)                            |

## PT Unilever Indonesia Tbk Laporan Perubahan Ekuitas Interim Untuk Periode Sembilan Bulan yang Berakhir pada 30 September 2016 dan 2015

PT Unilever Indonesia Tbk Interim Statements of Changes in Equity For The Nine-Month Periods Ended 30 June 2016 and 2015

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

|                                 | Catatan/<br><i>Not</i> es | Modal<br>saham/ <i>Share</i><br>capital | Tambahan<br>modal disetor/<br>Additional<br>paid-in<br>capital | Saldo laba<br>yang<br>dicadangkan/<br>Appropriated<br>retained<br>earnings | Saldo laba yang<br>belum dicadangkan/<br>Unappropriated<br>retained earnings | Keuntungan/kerugian<br>aktuarial, bersih/<br>Actuarial gain/loss,<br>net | Jumlah/ <i>Total</i> |                                 |
|---------------------------------|---------------------------|---|--|--|--|--|----------------------|---------------------------------|
| Saldo 1 Januari 2015            |                           | 76,300                                  | 96,000   | 15,260   | 4,615,723  | (56,769)   | 4,746,514            | Balance as at 1 January 2015    |
| Penghasilan komprehensif - 2015 |                           |   |  |  |  |  |                      | Comprehensive income - 2015     |
| Laba                            |                           | -                                       | -  | -  | 4,183,173  | -  | 4,183,173            | Profit                          |
| Dividen                         | 21                        |   | -  | -  | (3,174,080)  | -  | (3,174,080)          | Dividend                        |
| Saldo 30 September 2015         |                           | 76,300                                  | 96,000   | 15,260   | 5,624,816  | (56,769)   | 5,755,607            | Balance as at 30 September 2015 |
| Saldo 1 Januari 2016            |                           | 76,300                                  | 96,000   | 15,260   | 4,639,800  | -  | 4,827,360            | Balance as at 1 January 2016    |
| Penghasilan komprehensif - 2016 |                           |   |  |  |  |  |                      | Comprehensive income - 2016     |
| Laba                            |                           | -                                       | -  | -  | 4,750,551  | -  | 4,750,551            | Profit                          |
| Dividen                         | 21                        |   | <u>-</u>   | -  | (3,235,120)  | -  | (3,235,120)          | Dividend                        |
| Saldo 30 September 2016         |                           | 76,300                                  | 96,000   | 15,260   | 6,155,231  | -  | 6,342,791            | Balance as at 30 September 2016 |

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

|  | 30<br>September/<br>September<br>2016 | Catatan/<br>Notes | 30<br>September/<br>September<br>2015 |  |
|--|---------------------------------------|-------------------|---------------------------------------|--|
| Arus kas dari aktivitas operasi  |                                       |                   |                                       | Cash flows from operating activities   |
| Penerimaan dari pelanggan<br>Pembayaran kepada pemasok<br>Pembayaran remunerasi direksi dan                | 32,576,395<br>(22,550,013)            |                   | 29,262,045<br>(21,405,813)            | Receipts from customers<br>Payments to suppliers<br>Payments of directors' and               |
| karyawan<br>Pembayaran imbalan kerja jangka  | (1,183,157)                           |                   | (1,049,722)                           | employees' remuneration<br>Payments of long-term   |
| panjang non pensiun<br>Pemberian pinjaman karyawan, bersih<br>Pembayaran untuk beban jasa dan              | (36,195)<br>(3,498)                   | 17                | (28,611)<br>(2,159)                   | employee benefits non-pension<br>Grant of employee loan, net<br>Payments of service fees and |
| royalti  | (2,622,425)                           | =                 | (1,800,781)                           | royalties  |
| Kas yang dihasilkan dari operasi   | 6,181,107                             |                   | 4,974,959                             | Cash generated from operations   |
| Penerimaan dari penghasilan<br>keuangan<br>Pembayaran biaya keuangan<br>Pembayaran pajak penghasilan badan | 4,456<br>(117,949)<br>(1,522,298)     | _ 14              | 6,938<br>(61,885)<br>(1,417,111)      | Receipts of finance income<br>Payments of finance costs<br>Payments of corporate income tax  |
| Arus kas bersih dari aktivitas<br>operasi  | 4,545,316                             | _                 | 3,502,901                             | Net cash flows from operating activities   |
| Arus kas dari aktivitas investasi  |                                       |                   |                                       | Cash flows from investing activities   |
| Hasil penjualan aset tetap   | 9,157                                 | 9c                | 30,414                                | Proceeds from the sale of<br>fixed assets<br>Proceeds from the sale of                       |
| Hasil penjualan merek dagang<br>Pembelian aset tetap   | -<br>(1,255,920)                      | 26                | 7,561<br>(877,251)                    | trademarks<br>Acquisition of fixed assets  |
| Arus kas bersih yang digunakan untuk aktivitas investasi   | (1,246,763)                           | -                 | (839,276)                             | Net cash flows used in investing activities  |
| Arus kas dari aktivitas pendanaan  |                                       |                   |                                       | Cash flows from financing activities   |
| Pinjaman bank, bersih<br>Pembayaran dividen kepada   | (450,000)                             | 12                | 200,000                               | Bank borrowings, net<br>Dividends paid to the  |
| pemegang saham   | (2,954,917)                           |                   | (2,939,782)                           | shareholders   |
| Arus kas bersih yang digunakan untuk<br>aktivitas pendanaan  | (3,404,917)                           | -                 | (2,739,782)                           | Net cash flows used in financing activities  |
| Kenaikan bersih kas dan setara kas   | (106,364)                             |                   | (76,157)                              | Net increase in cash and<br>cash equivalents   |
| Dampak perubahan kurs terhadap<br>kas dan setara kas   | (14,062)                              |                   | 51,445                                | Effect of exchange rate changes on cash and cash equivalents                                 |
| Kas dan setara kas pada<br>awal periode  | 628,159                               | 2a, 2c,<br>3      | 859,127                               | Cash and cash equivalents at the beginning of the period                                     |
| Kas dan setara kas pada akhir periode  | 507,733                               | 2a, 2c,<br>3      | 834,415                               | Cash and cash equivalents at the end of the period   |

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

PT Unilever Indonesia Tbk and Subsidiary Notes to the Interim Financial Statements 30 September 2016 and 31 December 2015 For The Nine-Month Periods Ended As at 30 September 2016 and 2015

(Expressed in millions of Rupiah, unless otherwise stated)

#### 1. Informasi umum

PT Unilever Indonesia Tbk ("Perseroan") didirikan pada tanggal 5 Desember 1933 dengan nama Lever's Zeepfabrieken N.V. dengan akta No. 23 oleh Tn. A.H. van Ophuijsen, notaris di Batavia, disetujui oleh Gouverneur Generaal van Nederlandsch-Indie dengan surat No. 14 tanggal 16 Desember 1933, didaftarkan di Raad van Justitie di Batavia dengan No. 302 pada tanggal 22 Desember 1933, dan diumumkan dalam *Javasche Courant* tanggal 9 Januari 1934, Tambahan No. 3.

Nama Perseroan diubah menjadi "PT Unilever Indonesia" dengan akta No. 171 tanggal 22 Juli 1980 dari notaris Ny. Kartini Muljadi, S.H.. Selanjutnya perubahan nama Perseroan menjadi "PT Unilever Indonesia Tbk", dilakukan dengan akta notaris Tn. Mudofir Hadi, S.H., No. 92 tanggal 30 Juni 1997. Akta ini disetujui oleh Menteri Kehakiman dalam Surat Keputusan No. C2-1.049HT.01.04-TH.1998 tanggal 23 Februari 1998 dan diumumkan dalam Berita Negara No. 39 tanggal 15 Mei 1998, Tambahan No. 2620.

Anggaran Dasar Perseroan telah mengalami beberapa kali perubahan, terakhir dengan akta notaris No. 22 tanggal 20 Juni 2016 dari Haji Syarif Siangan Tanudjaja, S.H., notaris di Jakarta, terkait dengan perubahan tempat kedudukan Perseroan. Akta ini telah memperoleh persetujuan dari Menteri Hukum dan Hak Asasi Manusia Republik Indonesia dalam Surat Keputusan No. AHU-0011673.AH.01.02.Tahun 2016 tanggal 21 Juni 2016.

Kegiatan usaha Perseroan meliputi bidang produksi, pemasaran dan distribusi barang-barang konsumsi yang meliputi sabun, deterjen, margarin, makanan berinti susu, es krim, produk-produk kosmetik, minuman dengan bahan pokok teh dan minuman sari buah.

Berdasarkan Rapat Umum Pemegang Saham Tahunan tanggal 13 Juni 2000, yang diaktakan dengan akta No. 82 tanggal 14 Juni 2000 dari notaris Singgih Susilo, S.H., Perseroan juga bertindak sebagai distributor utama untuk produk-produk Perseroan dan penyedia jasa penelitian pemasaran. Akta ini telah disetujui oleh Menteri Hukum dan Perundang-undangan (dahulu Menteri Kehakiman) Republik Indonesia dalam Surat Keputusan No. C-18482 HT.01.04-TH.2000.

Perseroan mulai beroperasi secara komersial tahun 1933.

Kantor Perseroan berlokasi di Jalan Jendral Gatot Subroto Kav. 15, Jakarta. Pabrik-pabrik Perseroan berlokasi di Jalan Jababeka 9 Blok D, Jalan Jababeka Raya Blok O, Jalan Jababeka V Blok V No. 14-16, Kawasan Industri Jababeka Cikarang, Bekasi, Jawa Barat, dan Jalan Rungkut Industri IV No. 5-11, Kawasan Industri Rungkut, Surabaya, Jawa Timur.

#### 1. General information

PT Unilever Indonesia Tbk (the "Company") was established on 5 December 1933 as Lever's Zeepfabrieken N.V. by deed No. 23 of Mr. A.H. van Ophuijsen, a notary in Batavia, which was approved by the Gouverneur Generaal van Nederlandsch-Indie in letter No. 14 on 16 December 1933, registered at the Raad van Justitie in Batavia under No. 302 on 22 December 1933 and published in the Javasche Courant on 9 January 1934, Supplement No. 3.

The Company's name was changed to "PT Unilever Indonesia" by deed No. 171 dated 22 July 1980 of public notary Mrs. Kartini Muljadi, S.H.. The Company's name was changed to "PT Unilever Indonesia Tbk" by deed No. 92 dated 30 June 1997 of public notary Mr. Mudofir Hadi, S.H.. This deed was approved by the Minister of Justice in Decision Letter No. C2-1.049HT.01.04-TH.1998 dated 23 February 1998 and published in State Gazette No. 39 dated 15 May 1998, Supplement No. 2620.

The Company's Articles of Association have been amended several times, most recently by notarial deed No. 22 dated 20 June 2016 of Haji Syarif Siangan Tanudjaja, S.H., a notary in Jakarta, related to the change of the Company's domicile. The deed was approved by the Minister of Law and Human Rights of the Republic of Indonesia in Decision Letter No. AHU-0011673.AH.01.02.Tahun 2016 dated 21 June 2016.

The Company is engaged in the manufacturing, marketing and distribution of consumer goods including soaps, detergents, margarine, dairy based foods, ice cream, cosmetic products, tea based beverages and fruit juice.

As approved at the Annual General Meeting of Shareholders on 13 June 2000, which was notarised by deed No. 82 dated 14 June 2000 of public notary Singgih Susilo, S.H., the Company also acts as the main distributor of its products and provides marketing research services. This deed was approved by the Minister of Law and Legislation (formerly Minister of Justice) of the Republic of Indonesia in Decision Letter No. C-18482 HT.01.04-TH.2000.

The Company commenced its commercial operations in 1933.

The Company's office is located at Jalan Jendral Gatot Subroto Kav. 15, Jakarta. The Company's factories are located at Jalan Jababeka 9 Blok D, Jalan Jababeka Raya Blok O, Jalan Jababeka V Blok V No. 14-16, Jababeka Industrial Estate Cikarang, Bekasi, West Java, and Jalan Rungkut Industrial V No. 5-11, Rungkut Industrial Estate, Surabaya, East Java.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

PT Unilever Indonesia Tbk and Subsidiary Notes to the Interim Financial Statements 30 September 2016 and 31 December 2015 For The Nine-Month Periods Ended As at 30 September 2016 and 2015

(Expressed in millions of Rupiah, unless otherwise stated)

#### 1. Informasi umum (lanjutan)

Pada tanggal 16 November 1981, Perseroan mendapat persetujuan Ketua Badan Pengawas Pasar Modal ("Bapepam") No. SI-009/PM/E/1981 untuk menawarkan 15,00% sahamnya di Bursa Efek di Indonesia.

Pada Rapat Umum Pemegang Saham Tahunan tanggal 13 Juni 2000, para pemegang saham menyetujui untuk melakukan pemecahan saham (*stock split*) dengan mengubah nilai nominal saham dari Rp 1.000 (nilai penuh) per saham menjadi Rp 100 (nilai penuh) per saham. Perubahan ini diaktakan dengan akta notaris Singgih Susilo, S.H. No. 19 tanggal 4 Agustus 2000 dan disetujui oleh Menteri Hukum dan Perundang-undangan (dahulu Menteri Kehakiman) Republik Indonesia dalam Surat Keputusan No. C-18481 HT.01.04-TH.2000.

Pada Rapat Umum Pemegang Saham Tahunan tanggal 24 Juni 2003, para pemegang saham menyetujui untuk melakukan pemecahan saham dengan mengubah nilai nominal saham dari Rp 100 (nilai penuh) per saham menjadi Rp 10 (nilai penuh) per saham. Perubahan ini diaktakan dengan akta notaris Singgih Susilo, S.H. No. 46 tanggal 10 Juli 2003 dan disetujui oleh Menteri Kehakiman dan Hak Asasi Manusia Republik Indonesia dalam Surat Keputusan No. C-17533 HT.01.04-TH.2003.

Pemegang saham terbesar Perseroan pada tanggal 31 September 2016 dan 2015 adalah Unilever Indonesia Holding B.V. ("UIH"), sedangkan entitas induk utama adalah Unilever N.V., Belanda.

Pada Rapat Umum Pemegang Saham Tahunan tanggal 8 Juni 2015, para pemegang saham menyetujui pengunduran diri Bapak Bambang Subianto dari posisinya sebagai Komisaris Independen Perseroan serta penunjukkan Bapak Mahendra Siregar sebagai Komisaris Independen Perseroan, terhitung tanggal 8 Juni 2015. Perubahan ini diaktakan dengan akta notaris Haji Syarif Siangan Tanudjaja, S.H. No. 1 tanggal 2 Juli 2015 dan disetujui oleh Menteri Hukum dan Hak Asasi Manusia Republik Indonesia dalam Surat Keputusan No. AHU-AH.01.03-0948212-TH.2015.

Pada Rapat Umum Pemegang Saham Luar Biasa tanggal 14 Juni 2016, para pemegang saham menyetujui perubahan tempat kedudukan Perseroan dari sebelumnya di Jakarta Selatan menjadi Kabupaten Tangerang. Perubahan ini diaktakan dengan akta notaris Haji Syarif Siangan Tanudjaja, S.H. No. 22 tanggal 20 Juni 2016 dan disetujui oleh Menteri Hukum dan Hak Asasi Manusia Republik Indonesia dalam Surat Keputusan No. AHU-0011673.AH.01.02.Tahun 2016.

#### 1. General information (continued)

On 16 November 1981, the Company listed 15.00% of its shares on the Stock Exchange in Indonesia following the approval of the Chairman of the Capital Market Supervisory Board ("Bapepam") No. SI-009/PM/E/1981.

At the Annual General Meeting of Shareholders on 13 June 2000, the shareholders agreed to a stock split, reducing the par value from Rp 1,000 (full amount) per share to Rp 100 (full amount) per share. This change was notarised by deed of public notary Singgih Susilo, S.H. No. 19 dated 4 August 2000 and was approved by the Minister of Law and Legislation (formerly the Minister of Justice) of the Republic of Indonesia in Decision Letter No. C-18481 HT.01.04-TH.2000.

At the Annual General Meeting of the Shareholders on 24 June 2003, the shareholders agreed to a stock split, reducing the par value from Rp 100 (full amount) per share to Rp 10 (full amount) per share. This change was notarised by deed of public notary Singgih Susilo, S.H. No. 46 dated 10 July 2003 and was approved by the Minister of Justice and Human Rights of the Republic of Indonesia in Decision Letter No. C-17533 HT.01.04-TH.2003.

The Company's majority shareholder as at 31 September 2016 and 2015 is Unilever Indonesia Holding B.V. ("UIH"), while its ultimate parent entity is Unilever N.V., Netherlands.

At the Annual General Meeting of the Shareholders on 8 June 2015, the shareholders agreed to the resignation of Mr. Bambang Subianto from his position as Independent Commissioner of the Company and the appointment of Mr. Mahendra Siregar as Independent Commissioner of the Company, effective as of 8 June 2015. This change was notarised by deed of public notary Haji Syarif Siangan Tanudjaja, S.H. No. 1 dated 2 July 2015 and was approved by the Minister of Law and Human Rights of the Republic of Indonesia in Decision Letter No. AHU-AH.01.03-0948212-TH.2015.

At the Extaordinary Meeting of the Shareholders on 14 June 2016, the shareholders agreed to change the Company's domicile from South Jakarta to Kabupaten Tangerang. This change was notarised by deed of public notary Haji Syarif Siangan Tanudjaja, S.H. No. 22 dated 20 June 2016 and was approved by the Minister of Law and Human Rights of the Republic of Indonesia in Decision Letter No. AHU-0011673.AH.01.02.Tahun 2016.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 1. Informasi umum (lanjutan)

#### **Dewan Komisaris**

#### Susunan Dewan Komisaris Perseroan pada tanggal 30 September 2016 dan 31 Desember 2015 adalah sebagai berikut:

## 30 September/ September 2016

Presiden Komisaris Komisaris

Maurits Daniel Rudolf Lalisang Erry Firmansyah Cyrillus Harinowo Mahendra Siregar

Hikmahanto Juwana

#### Direksi **Directors**

Susunan Direksi Perseroan pada tanggal 30 September 2016 dan 31 Desember 2015 adalah sebagai berikut:

### 30 September/ September 2016

Presiden Direktur Direktur

Hemant Bakshi Tevilyan Yudhistira Rusli Debora Herawati Sadrach Enny Hartati Annemarieke deHaan Willy Saelan Vikas Gupta Hernie Raharja Sancoyo Antarikso Amparo Cheung Aswin

Pada Rapat Umum Pemegang Saham Luar Biasa tanggal 30 Agustus 2016, para pemegang saham menyetujui pengunduran diri Bapak Ainul Yaqin dari posisinya sebagai Direktur Perseroan, serta penunjukan Bapak Vikas Gupta dan Ibu Hernie Raharja sebagai Direktur Perseroan, terhitung tanggal 1 September 2016. Perubahan ini diaktakan dengan akta notaris Haji Syarif Siangan Tanudjaja, S.H. No 21 tanggal 31 Agustus 2016 dan disetujui oleh Menteri Hukum dan Hak Asasi Manusia Republik Indonesia dalam Surat Keputusan No. AHU-AH.01.03-0077014 Tanggal 2 September 2016.

Pada Rapat Umum Pemegang Saham Luar Biasa tanggal 15 Desember 2015, para pemegang saham menyetujui pengunduran diri Bapak Hadrianus Setiawan dan Bapak Ramakhrisnan Raghuraman dari posisinya sebagai Direktur Perseroan, serta penunjukan Bapak Willy Saelan dan Ibu Amparo Cheung Aswin sebagai Direktur Perseroan, terhitung tanggal 1 Januari 2016. Perubahan ini diaktakan dengan akta notaris Haji Syarif Siangan Tanudjaja, S.H. No. 10 tanggal 15 Desember 2015 dan disetujui oleh Menteri Hukum dan Hak Asasi Manusia Republik Indonesia dalam Surat Keputusan No. AHU-AH.01.03-0000298-TH.2015.

#### 1. General information (continued)

**Board of Commissioners** 

The Company's Board of Commissioners as at 30 September 2016 and 31 December 2015 were as follows:

### 31 Desember/ December 2015

Maurits Daniel Rudolf Lalisang Erry Firmansyah Cyrillus Harinowo Mahendra Siregar Hikmahanto Juwana

President Commissioner Commissioners

The Company's Directors as at 30 September 2016 and 31 December 2015 were as follows:

### 31 Desember/ December 2015

Hemant Bakshi Tevilyan Yudhistira Rusli Debora Herawati Sadrach Hadrianus Setiawan Annemarieke de Haan Enny Hartati Ainul Yaqin Sancoyo Antarikso Ramakrishnan Raghuraman President Director **Directors** 

At the Extraordinary Meeting of the Shareholders on 30 August 2016, the shareholders agreed to the resignation of Mr. Hadrianus Setiawan and Mr. Ramakhrisnan Raghuraman from their position as Directors of the Company, and the appointment of Mr. Willy Saelan and Mrs. Amparo Cheung Aswin as Directors of the Company, effective as of 1 January 2016. This change was notarised by deed of public notary Haji Syarif Siangan Tanudjaja, S.H. No 21 dated 31 Agustus 2016 and was approved by the Minister of Law and Human Rights of the Republic of Indonesia in Decision Letter No. AHU-AH.01.03-0077014 dated September 2, 2016.

At the Extaordinary Meeting of the Shareholders on 15 December 2015, the shareholders agreed to the resignation of Mr. Hadrianus Setiawan and Mr. Ramakhrisnan Raghuraman from their position as Directors of the Company, and the appointment of Mr. Willy Saelan and Mrs. Amparo Cheung Aswin as Directors of the Company, effective as of 1 January 2016. This change was notarised by deed of public notary Haji Syarif Siangan Tanudjaja, S.H. No. 10 dated 15 December 2015 and was approved by the Minister of Law and Human Rights of the Republic of Indonesia in Decision Letter No. AHU-AH.01.03-0000298-TH.2015.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 1. Informasi umum (lanjutan)

#### **Komite Audit**

Susunan Komite Audit Perseroan pada tanggal 30 September 2016 dan 31 Desember 2015 adalah sebagai berikut:

|         | 30              |
|---------|-----------------|
|         | September/      |
|         | September       |
|         | 2016            |
| Ketua   | Erry Firmansyah |
| Anggota | Dwi Martani     |
|         | Muhammad Saleh  |

Dewan Komisaris Perseroan telah menyetujui untuk mengangkat Bapak Haryanto Sahari sebagai anggota komite audit yang baru menggantikan bapak Muhammad Saleh terhitung sejak tanggal 1 Oktober 2016.

Dewan Komisaris Perseroan telah menyetujui untuk mengangkat Ibu Dwi Martani sebagai anggota komite audit yang baru menggantikan bapak Benny Redjo Setyono terhitung sejak tanggal 1 Juli 2016.

Laporan keuangan interim PT Unilever Indonesia Tbk disetujui untuk diterbitkan oleh Direksi pada tanggal 25 Oktober 2016.

Berikut ini adalah ikhtisar kebijakan akuntansi signifikan yang diterapkan dalam penyusunan laporan keuangan Perseroan yang disusun berdasarkan Standar Akuntansi Keuangan di Indonesia dan peraturan Badan Pengawas Pasar Modal dan Lembaga Keuangan (BAPEPAM-LK) (sekarang menjadi Otoritas Jasa Keuangan atau OJK) No. VIII.G.7 tentang Penyajian dan Pengungkapan Laporan Keuangan Emiten atau Perusahaan Publik, yang terlampir dalam Surat Keputusan No. KEP-347/BL/2012.

## 2. Ikhtisar kebijakan akuntansi signifikan

## a. Dasar penyusunan laporan keuangan interim

Laporan keuangan interim disusun atas dasar akrual dengan menggunakan konsep nilai historis, kecuali dimana standar akuntansi mengharuskan pengukuran nilai wajar.

Laporan arus kas disusun dengan metode langsung (direct method), dan menyajikan perubahan dalam kas dan setara kas dari aktivitas operasi, investasi dan pendanaan.

Mata uang pelaporan yang digunakan dalam laporan keuangan interim adalah Rupiah yang merupakan mata uang fungsional Perseroan. Seluruh angka dalam laporan keuangan interim ini dibulatkan menjadi dan disajikan dalam jutaan Rupiah yang terdekat, kecuali bila dinyatakan lain.

### 1. General information (continued)

#### **Audit Committee**

The composition of the Company's Audit Committee as at 30 September 2016 and 31 December 2015 were as follows:

## 31 Desember/ December 2015

Erry Firmansyah Benny Redjo Setyono Muhammad Saleh Chairman Members

The Board of Commissioners of the Company has approved the appointment of Mr. Haryanto Sahari as a member of the audit committee to replace Mr. Muhammad Saleh effective as of 1 October 2016.

The Board of Commissioners of the Company has approved the appointment of Mrs. Dwi Martani as a member of the audit committee to replace Mr. Benny Redjo Setyono effective as of 1 July 2016.

The interim financial statements of PT Unilever Indonesia Tbk were approved for issuance by the Directors on 25 October 2016.

Presented below are the significant accounting policies applied in the preparation of the financial statements of the Company which have been prepared in accordance with Indonesian Financial Accounting Standards and the Capital Market and Financial Institutions Supervisory Agency (BAPEPAM-LK)'s Regulation (currently Indonesian Financial Services Authority or OJK) No. VIII.G.7 regarding the Presentation and Disclosures of Financial Statements of Issuers or Public Companies, enclosed in the Decision Letter No. KEP-347/BL/2012.

## 2. Summary of significant accounting policies

## a. Basis of preparation of the interim financial statements

The interim financial statements are prepared on the accrual basis using the historical cost concept, except where the accounting standards require fair value measurement.

The statement of cash flows is prepared using the direct method, and presents the changes in cash and cash equivalents from operating, investing and financing activities.

The reporting currency used in the interim financial statements is Rupiah which is the Company's functional currency. Figures in the interim financial statements are rounded to and presented in millions of Rupiah, unless otherwise stated.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

## a. Dasar penyusunan laporan keuangan interim (lanjutan)

## Perubahan pada pernyataan standar akuntansi keuangan

Pada tanggal 1 Januari 2016, Perseroan menerapkan beberapa pernyataan standar akuntansi keuangan ("PSAK") baru dan revisi yang efektif sejak tanggal tersebut. Perubahan kebijakan akuntansi Perseroan telah dibuat seperti yang disyaratkan, sesuai dengan ketentuan transisi dalam masing-masing standar.

Penerapan dari amandemen dan penyesuaian atas standar dan interpretasi standar akuntansi keuangan yang relevan berikut tidak menimbulkan perubahan substansial terhadap kebijakan akuntansi Perseroan dan efek atas jumlah yang dilaporkan atas periode berjalan atau periode sebelumnya:

- PSAK 4 (Amandemen 2015), "Laporan Keuangan Tersendiri"
- PSAK 5 (Penyesuaian 2015), "Segmen Operasi"
- PSAK 7 (Penyesuaian 2015), "Pengungkapan Pihak-pihak Berelasi"
- PSAK 16 (Penyesuaian 2015), "Aset Tetap"
- PSAK 19 (Penyesuaian 2015), "Aset Takberwujud"
- PSAK 24 (Amandemen 2015), "Imbalan Kerja"
- PSAK 25 (Penyesuaian 2015), "Kebijakan Akuntansi, Perubahan Estimasi Akuntansi dan Kesalahan"
- PSAK 68 (Penyesuaian 2015), "Pengukuran Nilai Wajar"
- PSAK 70, "Akuntansi Aset dan Liabilitas Pengampunan Pajak"
- Interpretasi Standar Akuntansi Keuangan (ISAK) 30, "Pungutan".

Berikut ini adalah standar akuntansi yang telah diterbitkan, namun belum berlaku efektif pada tahun 2016:

 PSAK 1 (Amandemen 2015), "Penyajian Laporan Keuangan"

### b. Transaksi dengan pihak berelasi

Perseroan mempunyai transaksi dengan pihak berelasi. Definisi pihak berelasi sesuai dengan yang diatur dalam PSAK 7, "Pihak-pihak Berelasi".

Seluruh transaksi yang material dengan pihak berelasi telah diungkapkan dalam catatan atas laporan keuangan interim.

## c. Kas dan setara kas

Kas dan setara kas mencakup kas, bank dan deposito jangka pendek dengan jangka waktu jatuh tempo dalam waktu 3 (tiga) bulan atau kurang.

#### 2. Summary of significant accounting policies (continued)

a. Basis of preparation of the interim financial statements (continued)

## Changes to the statements of financial accounting standards

On 1 January 2016, the Company adopted certain new and revised statements of financial accounting standards ("SFAS") that are mandatory for application from that date. Changes to the Company's accounting policies have been made as required, in accordance with the transitional provisions in the respective standards.

The adoption of the following amendments and improvements of relevant accounting standards and interpretations did not result in substantial changes to the Company's accounting policies and had no material effect on the amounts reported for the current or prior financial periods:

- SFAS 4 (2015 Amendments), "Separate Financial Statements"
- SFAS 5 (2015 Improvements), "Operating Segments"
- SFAS 7 (2015 Improvements), "Related Party Disclosures"
- SFAS 16 (2015 Improvements), "Property, Plant and Equipment"
- SFAS 19 (2015 Improvements), "Intangible Assets"
- SFAS 24 (2015 Amendments), "Employee Benefits"
- SFAS 25 (2015 Improvements), "Accounting Policies, Changes in Accounting Estimates, and Errors"
- SFAS 68 (2015 Improvements), "Fair Value Measurement"
- SFAS 70, "Accounting for Assets and Liabilities of Tax Amnesty"
- Interpretation of Financial Accounting Standard (IFAS) 30, "Levies".

The following standards were issued but are not yet effective in 2016:

- SFAS 1 (2015 Amendments), "Presentation of Financial Statements"

#### b. Related party transactions

The Company has transactions with related parties. The definition of related parties used is in accordance with SFAS 7, "Related Parties".

All material transactions with related parties are disclosed in the notes to the interim financial statements.

#### c. Cash and cash equivalents

Cash and cash equivalents include cash on hand, cash in banks, and short-term time deposits with original maturity of 3 (three) months or less.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

#### d. Penjabaran mata uang asing

Transaksi dalam mata uang asing dijabarkan ke mata uang Rupiah dengan menggunakan kurs yang berlaku pada tanggal transaksi. Pada tanggal pelaporan, aset dan liabilitas moneter dalam mata uang asing dijabarkan ke mata uang Rupiah dengan kurs yang berlaku pada tanggal pelaporan tersebut. Kurs yang digunakan sebagai acuan adalah kurs tengah yang digunakan oleh Bank Indonesia. Keuntungan dan kerugian atas selisih kurs yang timbul dari transaksi dalam mata uang asing dan atas penjabaran aset dan liabilitas moneter dalam mata uang asing, diakui pada laba rugi pada tahun yang bersangkutan.

#### e. Instrumen keuangan derivatif

Instrumen derivatif pada awalnya diakui sebesar nilai wajar pada saat kontrak tersebut dilakukan dan selanjutnya diukur pada nilai wajarnya. Metode pengakuan keuntungan atau kerugian atas perubahan nilai wajar tergantung pada apakah derivatif tersebut dirancang dan memenuhi syarat sebagai instrumen lindung nilai untuk tujuan akuntansi dan sifat dari risiko yang dilindungi nilainya.

Keuntungan atau kerugian yang timbul dari perubahan nilai wajar atas instrumen derivatif yang tidak memenuhi kriteria lindung nilai untuk tujuan akuntansi diakui pada laba rugi.

#### f. Aset keuangan

Klasifikasi aset keuangan tergantung pada tujuan perolehan aset keuangan yang ditentukan pada saat awal pengakuan. Aset keuangan Perseroan terutama terdiri dari kas dan setara kas, piutang usaha dan piutang lain-lain yang mana merupakan aset keuangan nonderivatif dengan pembayaran yang tetap atau dapat ditentukan dan tidak mempunyai kuotasi harga di pasar aktif. Karena hal tersebut, aset keuangan diklasifikasikan sebagai pinjaman dan piutang.

Pinjaman yang diberikan dan piutang diklasifikasikan sebagai aset lancar, kecuali jika jatuh temponya melebihi 12 bulan setelah akhir periode pelaporan. Pinjaman yang diberikan dan piutang dicatat sebesar biaya perolehan diamortisasi dengan menggunakan metode suku bunga efektif.

Pada setiap akhir periode pelaporan, Perseroan menilai apakah terdapat bukti objektif bahwa aset keuangan atau kelompok aset keuangan atau kelompok aset keuangan atau kelompok aset keuangan atau kelompok aset keuangan diturunkan nilainya dan kerugian penurunan nilai terjadi hanya jika terdapat bukti objektif bahwa penurunan nilai akibat satu atau lebih peristiwa yang terjadi setelah pengakuan awal aset ("peristiwa rugi") dan peristiwa (atau peristiwa-peristiwa) rugi tersebut memiliki dampak pada arus kas masa depan diestimasi atas aset keuangan atau kelompok aset keuangan yang dapat diestimasi secara andal.

#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

#### 2. Summary of significant accounting policies (continued)

#### d. Foreign currency translation

Transactions denominated in foreign currencies are translated into Rupiah at the exchange rates prevailing at the date of the transaction. At the reporting date, monetary assets and liabilities in foreign currencies are translated into Rupiah at the exchange rates prevailing on that date. The exchange rate used as a benchmark is the middle rate which is issued by Bank Indonesia. Exchange gains and losses arising on transactions in foreign currency and on the translation of monetary assets and liabilities in foreign currency are recognised in profit or loss during the financial year in which they are incurred.

#### e. Derivative financial instruments

Derivative instruments are initially recognised at fair value on the date a derivative contract is entered into and are subsequently remeasured at their fair values. The method of recognising the resulting gain or loss on the changes in fair value depends on whether the derivative is designated and qualified as a hedging instrument for accounting purposes and the nature of the risk being hedged.

The gains or losses arising from changes in the fair value of derivative instruments that do not meet the criteria of hedging for accounting purposes are recognised in profit or loss.

#### f. Financial assets

Classification of financial assets depends on the purpose for which the financial assets were acquired, which is determined at initial recognition. Financial assets of the Company mainly comprised cash and cash equivalents, trade debtors and other debtors which represent non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Accordingly, such financial assets have been classified as loans and receivables.

Loans and receivables are classified as current assets, except if the maturities are greater than 12 months after the end of the reporting period.

Loans and receivables are carried at amortised cost using the effective interest method.

At the end of each reporting period, the Company assesses whether there is objective evidence that a financial asset or company of financial assets is impaired. A financial asset or a company of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the assets (a "loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or company of financial assets that can be reliably estimated.

#### 2. Summary of significant accounting policies (continued)

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### g. Piutang usaha

Pada saat pengakuan awal piutang usaha diukur pada nilai wajarnya dan selanjutnya diukur pada biaya perolehan diamortisasi dengan menggunakan metode bunga efektif apabila dampak pendiskontoan signifikan, dikurangi dengan provisi atas penurunan nilai. Provisi atas penurunan nilai diestimasi berdasarkan penelaahan manajemen atas kolektibilitas masing-masing saldo piutang pada akhir tahun. Piutang dihapuskan dalam tahun dimana piutang tersebut dipastikan tidak akan tertagih.

Piutang usaha dihentikan pengakuannya ketika hak kontraktual Perseroan atas arus kas yang berasal dari piutang usaha tersebut kadaluarsa, yaitu ketika aset ditransfer dan ketika seluruh risiko dan manfaat atas kepemilikan aset keuangan telah ditransfer kepada pihak lain.

#### h. Persediaan

Persediaan dinilai dengan nilai yang terendah antara biaya perolehan dan nilai realisasi bersih. Metode yang dipakai untuk menentukan biaya perolehan adalah metode rata-rata bergerak. Harga perolehan barang jadi dan barang dalam proses terdiri dari biaya bahan baku, tenaga kerja langsung serta alokasi biaya overhead yang terkait dengan produksi.

Nilai realisasi bersih adalah estimasi harga penjualan dalam kegiatan usaha biasa, dikurangi estimasi biaya penyelesaian dan estimasi beban yang diperlukan untuk penjualan.

Provisi untuk persediaan usang dan persediaan tidak terpakai/tidak laris ditentukan berdasarkan estimasi penggunaan atau penjualan masing-masing jenis persediaan pada masa mendatang.

## i. Aset tetap dan penyusutan

Tanah tidak disusutkan.

Aset tetap lainnya dicatat sebesar biaya perolehan setelah dikurangi dengan akumulasi penyusutan.

Biaya perolehan mencakup semua pengeluaran yang terkait secara langsung dengan perolehan aset tetap tersebut.

Biaya-biaya setelah pengakuan awal aset diakui sebagai bagian dari nilai tercatat aset atau sebagai aset yang terpisah, sebagaimana mestinya, hanya apabila kemungkinan besar Perseroan akan mendapatkan manfaat ekonomis masa depan berkenaan dengan aset tersebut dan biaya perolehan aset dapat diukur dengan andal. Nilai tercatat komponen yang diganti tidak lagi diakui. Biaya perbaikan dan pemeliharaan dibebankan ke dalam laba rugi selama periode dimana biaya-biaya tersebut terjadi.

## 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

#### g. Trade debtors

Trade debtors are initially measured at fair value and subsequently measured at amortised cost using the effective interest method if the impact of discounting is significant, less provision for impairment. Provision for impairment is established based on management's review of the collectibility of each receivables at the end of the year. Uncollectible receivables are written-off as bad debts during the year in which they are determined to be non-collectible.

Trade debtors are derecognized when the Company's contractual rights to the cash flows from the trade debtors expire, i.e. when the asset is transferred and when substantially all the risks and rewards of ownership of the financial assets are transferred to another party.

#### h. Inventories

Inventories are valued at cost or net realisable value, whichever is lower. The method used to determine cost is the moving average method. Cost of finished goods and work in process comprises materials, direct labour and an appropriate proportion of directly attributable production overhead.

Net realisable value is the estimated selling price in the ordinary course of business, less estimated cost of completion and expense necessary to make the sales.

A provision for obsolete and unused/slow moving inventories is determined on the basis of estimated future usage or sale of inventory items.

#### i. Fixed assets and depreciation

Land is not depreciated.

Other fixed assets are stated at cost less accumulated depreciation.

Cost includes expenditure that is directly attributable to the acquisition of the fixed assets.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the asset will flow to the Company and the acquisition cost of the asset can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to profit or loss during the period in which they are incurred.

## 2. Summary of significant accounting policies (continued)

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### i. Aset tetap dan penyusutan (lanjutan)

Penyusutan diterapkan dengan metode garis lurus, berdasarkan estimasi masa manfaat dari aset-aset sebagai berikut:

## i. Fixed assets and depreciation (continued)

Depreciation is applied using the straight-line method over the estimated useful lives of the assets as follows:

|                     | Tahun/Ye <i>ar</i> s |                         |
|---------------------|----------------------|-------------------------|
| Bangunan            | 40                   | Buildings               |
| Mesin dan peralatan | 3-20                 | Machinery and equipment |
| Kendaraan bermotor  | 8                    | Motor vehicles          |

Setiap tahun nilai residu, metode penyusutan dan masa manfaat setiap aset ditelaah, dan disesuaikan jika perlu.

Keuntungan dan kerugian yang timbul dari pelepasan aset tetap ditentukan sebesar perbedaan antara penerimaan hasil pelepasan dan jumlah tercatat aset tersebut dan diakui dalam akun "Penghasilan lain-lain, bersih" di laba rugi.

Akumulasi biaya konstruksi bangunan dan pabrik, serta pemasangan peralatan, dikapitalisasi sebagai aset dalam penyelesaian. Biaya tersebut direklasifikasi ke akun aset tetap pada saat proses konstruksi atau pemasangan selesai. Penyusutan mulai dibebankan pada tanggal aset tersebut dapat digunakan.

#### j. Sewa

Sewa adalah suatu perjanjian dimana *lessor* memberikan kepada *lessee* hak untuk menggunakan suatu aset selama periode waktu yang disepakati dan sebagai imbalannya *lessee* melakukan pembayaran atau serangkaian pembayaran kepada *lessor*.

Suatu kontrak sewa dengan porsi yang signifikan atas risiko dan manfaat kepemilikan aset tetap di tangan *lessor* diklasifikasikan sebagai sewa operasi. Pembayaran sewa operasi dibebankan ke laba rugi berdasarkan garis lurus selama masa sewa.

### k. Penurunan nilai dari aset nonkeuangan

Aset yang memiliki umur manfaat yang tidak terbatas misalnya goodwill atau aset takberwujud tertentu tidak diamortisasi dan diuji penurunan nilainya secara tahunan. Aset yang diamortisasi diuji ketika terdapat indikasi bahwa nilai tercatatnya mungkin tidak dapat dipulihkan. Penurunan nilai diakui jika nilai tercatat aset melebihi jumlah terpulihkannya. Jumlah terpulihkan adalah nilai yang lebih tinggi antara nilai wajar aset dikurangi biaya untuk menjual dan nilai pakai aset. penurunan menentukan nilai, dikelompokkan pada tingkat yang paling rendah dimana terdapat arus kas yang dapat diidentifikasi (unit penghasil kas). Aset nonkeuangan selain goodwill yang mengalami penurunan nilai diuji setiap tanggal pelaporan untuk menentukan apakah terdapat kemungkinan pemulihan penurunan nilai.

Annually, the assets' residual values, depreciation method and useful lives are reviewed, and adjusted if appropriate.

Gains and losses on disposals of fixed assets are determined by comparing the proceeds with the carrying amount and are recognised within "Other income, net" in profit or loss.

The accumulated costs of the construction of buildings and plant and the installation of machinery are capitalised as construction in progress. These costs are reclassified to fixed asset accounts when the construction or installation is complete. Depreciation is charged from the date when those assets are available for use.

#### j. Leases

A lease is an agreement in which the lessor conveys to the lessee in return for a payment, or series of payments, the right to use an asset for an agreed period of time.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to profit or loss on a straight-line basis over the period of the lease.

### k. Impairment of non-financial assets

Assets that have an indefinite useful life - for example, goodwill or certain intangible assets - are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are companyed at the lowest levels for which there are separately identifiable cash flows (cash generating units). Non-financial assets other than goodwill that suffer impairment are tested for possible reversal of the impairment at each reporting date.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

#### I. Goodwill

Goodwill merupakan selisih lebih antara biaya perolehan dan nilai wajar aset bersih bisnis pada tanggal akuisisi. Goodwill diuji penurunan nilainya setiap tahun dan dicatat sebesar biaya perolehan dikurangi dengan akumulasi kerugian penurunan nilai. Kerugian penurunan nilai atas goodwill tidak dapat dipulihkan. Keuntungan dan kerugian pelepasan entitas mencakup jumlah tercatat goodwill yang terkait dengan bisnis yang dijual.

Goodwill dialokasikan pada unit penghasil kas dalam rangka menguji penurunan nilai. Alokasi dibuat untuk unit penghasil kas atau kelompok unit penghasil kas yang diharapkan mendapat manfaat dari kombinasi bisnis dimana goodwill tersebut timbul.

#### m. Aset takberwujud

Perangkat lunak dan lisensi perangkat lunak memiliki masa manfaat yang terbatas dan dicatat sebesar biaya perolehan dikurangi akumulasi amortisasi. Amortisasi dihitung dengan menggunakan metode garis lurus untuk mengalokasikan biaya perolehan sepanjang estimasi masa manfaatnya sebagai berikut:

#### Tahun/ Years 5-11

Perangkat lunak dan lisensi perangkat lunak

Merek yang diperoleh sebagai bagian dari kombinasi bisnis diakui sebesar nilai wajar pada tanggal perolehannya. Perseroan menentukan apakah umur manfaat merek terbatas atau tidak terbatas dengan mempertimbangkan faktor-faktor yang relevan. Umur manfaat merek ditelaah pada setiap periode pelaporan untuk menentukan apakah peristiwa dan kondisi terkini dapat terus mendukung penilaian bahwa umur manfaat tetap tidak terbatas.

## n. Beban dibayar dimuka

Beban dibayar dimuka dibebankan ke laba rugi sesuai dengan masa manfaatnya dengan menggunakan metode garis lurus.

## o. Pendapatan dan beban

Pendapatan terdiri dari nilai wajar imbalan yang diterima atau akan diterima dari penjualan barang dalam kegiatan usaha normal Perseroan. Pendapatan disajikan neto setelah dikurangi pajak pertambahan nilai, retur, potongan harga dan diskon.

#### 2. Summary of significant accounting policies (continued)

#### I. Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the net identifiable assets of the acquired business at the date of acquisition. Goodwill is tested annually for impairment and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed. The gain or loss on the disposal of an entity includes the carrying amount of goodwill relating to the business sold.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash generating units or companys of cash-generating units that are expected to benefit from the business combination in which the goodwill arose.

#### m. Intangible assets

Software and software licenses have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate their cost over their estimated useful lives, as follows:

Software and software licenses

Trademarks acquired in a business combination are recognised at fair value at the acquisition date. The Company determines whether the useful lives of trademarks is finite or indefinite based on relevant considerations. The useful lives of trademarks are reviewed each reporting period to determine whether current events and circumstances continue to support an indefinite useful life assessment.

## n. Prepaid expenses

Prepaid expenses are charged against profit or loss over the period in which the related benefits are derived, using the straight-line method.

#### o. Revenue and expenses

Revenue comprises the fair value of the consideration received or receivable for the sale of goods in the ordinary course of the Company's activities. Revenue is shown net of value added tax, returns, rebates and discounts.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

#### o. Pendapatan dan beban (lanjutan)

Perseroan mengakui pendapatan ketika jumlah pendapatan dapat diukur secara andal, besar kemungkinan manfaat ekonomis masa depan akan mengalir kepada entitas dan pada saat risiko dan manfaat kepemilikan barang secara signifikan telah berpindah kepada pelanggan. Penjualan ekspor diakui pada saat penyerahan barang di atas kapal di pelabuhan pengirim (f.o.b. shipping point). Penjualan lokal ke pelanggan modern trade diakui pada saat penyerahan barang kepada pelanggan dan penjualan lokal ke pelanggan general trade diakui saat barang diserahterimakan pada titik penyerahan yang disepakati dengan pelanggan.

Beban diakui pada saat terjadinya dengan menggunakan metode akrual.

#### p. Pinjaman

Pada saat pengakuan awal, pinjaman diakui sebesar nilai wajar, dikurangi dengan biaya-biaya transaksi yang terjadi. Selanjutnya, pinjaman diukur pada biaya perolehan diamortisasi.

Pinjaman diklasifikasikan sebagai liabilitas jangka pendek kecuali Perseroan memiliki hak tanpa syarat untuk menunda pembayaran liabilitas selama lebih dari 12 bulan setelah tanggal pelaporan.

Biaya pinjaman yang dapat diatribusikan secara langsung dengan akuisisi atau konstruksi aset kualifikasian (*qualifying asset*), dikapitalisasi hingga aset tersebut selesai secara substansial.

#### q. Utang usaha

Utang usaha pada awalnya diukur sebesar nilai wajar dan selanjutnya diukur pada biaya perolehan diamortisasi dengan menggunakan metode bunga efektif.

## r. Pajak penghasilan kini dan tangguhan

Beban pajak penghasilan terdiri dari pajak kini dan pajak tangguhan. Pajak tersebut diakui dalam laba rugi, kecuali jika pajak tersebut terkait dengan transaksi atau kejadian yang langsung diakui dalam ekuitas atau dalam penghasilan komprehensif lain. Dalam hal ini, pajak tersebut masing-masing diakui dalam ekuitas atau penghasilan komprehensif lain.

Pajak penghasilan kini dihitung dengan menggunakan tarif pajak yang telah diberlakukan pada tanggal posisi keuangan.

#### 2. Summary of significant accounting policies (continued)

#### o. Revenue and expenses (continued)

The Company recognises revenue when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity, and when the significant risk and ownership of the goods have been transferred to customers. Export sales are recognised upon shipment of the goods to the customers (f.o.b. shipping point). Domestic sales to modern trade customers are recognised when goods are delivered to the customers and domestic sales to general trade customers are recognised when goods are handed over at the point of transfer agreed with customer.

Expenses are recognised when incurred on the accrual basis.

#### p. Borrowings

Borrowings are initially recognised at fair value, net of transaction costs incurred. Subsequently, borrowings are stated at amortised cost.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer the settlement of the liability for more than 12 months after the reporting date.

Borrowing costs, which are directly attributable to the acquisition or construction of a qualifying asset, are capitalised until the asset is substantially completed.

#### q. Trade creditors

Trade creditors are initially measured at fair value and subsequently measured at amortised cost using the effective interest method.

## r. Current and deferred income tax

The income tax expense comprises current and deferred tax. Tax is recognised in the profit or loss, except to the extent that it relates to items recognised directly in equity or in other comprehensive income. In this case, the tax is also recognised directly in equity or in other comprehensive income, respectively.

The current income tax is calculated using tax rates that have been enacted at the financial position date.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

#### r. Pajak penghasilan kini dan tangguhan (lanjutan)

Pajak penghasilan tangguhan diakui untuk semua perbedaan temporer antara dasar pengenaan pajak atas aset dan liabilitas dengan nilai tercatatnya. Pajak penghasilan tangguhan ditentukan menggunakan tarif pajak yang telah berlaku atau secara substantif berlaku pada tanggal pelaporan dan diharapkan akan diterapkan pada saat aset pajak tangguhan yang bersangkutan direalisasi atau pada saat liabilitas pajak tangguhan diselesaikan.

Aset pajak penghasilan tangguhan diakui apabila besar kemungkinan bahwa jumlah penghasilan kena pajak pada masa mendatang akan memadai untuk mengkompensasi perbedaan temporer yang menimbulkan aset pajak tangguhan tersebut.

Aset dan liabilitas pajak penghasilan tangguhan dapat saling hapus apabila terdapat hak yang berkekuatan hukum untuk melakukan saling hapus antara aset pajak kini dengan liabilitas pajak kini dan apabila aset dan liabilitas pajak penghasilan tangguhan dikenakan oleh otoritas perpajakan yang sama, baik atas entitas kena pajak yang sama ataupun berbeda dan adanya niat untuk melakukan penyelesaian saldo-saldo tersebut secara neto.

## s. Imbalan kerja

## - Imbalan kerja jangka pendek

Imbalan kerja jangka pendek diakui pada saat terutang kepada karyawan.

Perseroan mengakui liabilitas dan beban atas bonus, berdasarkan suatu rumus yang memperhitungkan laba yang tersedia bagi pemegang saham Perseroan dan prestasi kerja karyawan setelah penyesuaian-penyesuaian tertentu. Perseroan mengakui kewajiban apabila ada kewajiban kontraktual atau apabila ada praktik di masa lalu yang menimbulkan kewajiban konstruktif.

### - Imbalan pensiun

Perseroan memiliki program pensiun imbalan pasti dan iuran pasti.

Program pensiun imbalan pasti merupakan program pensiun yang menetapkan jumlah imbalan pensiun yang akan diterima oleh karyawan pada saat pensiun, yang biasanya tergantung pada satu faktor atau lebih, seperti umur, masa kerja dan jumlah kompensasi.

#### 2. Summary of significant accounting policies (continued)

#### r. Current and deferred income tax (continued)

Deferred income tax is recognised for all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts. Deferred income tax is determined using tax rates that have been enacted or substantially enacted as at reporting date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes charged by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis

## s. Employee benefits

## - Short-term employee benefits

Short-term employee benefits are recognised when they become payable to the employees.

The Company recognises a liability and an expense for bonuses, based on a formula that takes into consideration the profit attributable to the Company's shareholders and employees' performance after certain adjustments. The Company recognises a provision when contractually obliged or where there is a past practice that has created a constructive obligation.

## - Pension benefits

The Company has a defined benefit and a defined contribution pension plan.

A defined benefit plan is a pension plan that defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

#### s. Imbalan kerja (lanjutan)

## - Imbalan pensiun (lanjutan)

Untuk seluruh karyawan tetap yang dipekerjakan sebelum 1 Januari 2008, Perseroan menyelenggarakan program pensiun imbalan pasti yang mencakup seluruh karyawan tersebut yang memiliki hak atas imbalan pensiun sebagaimana yang ditentukan dalam peraturan Dana Pensiun Manfaat Pasti Unilever Indonesia. Program tersebut didanai melalui pembayaran kepada dana pensiun tersebut.

Program iuran pasti adalah program pensiun dimana Perseroan membayar iuran tetap kepada sebuah entitas yang terpisah.

Seluruh karyawan tetap yang dipekerjakan mulai 1 Januari 2008 dan seterusnya diikutsertakan pada program pensiun iuran pasti yang dikelola oleh Dana Pensiun luran Pasti Unilever Indonesia. Kontribusi kepada program pensiun iuran pasti diakui sebagai beban dalam laba rugi pada saat terjadinya dan terutang.

Perseroan diharuskan menyediakan program pensiun dengan imbalan minimal tertentu sesuai dengan Undang-undang Ketenagakerjaan No. 13/2003 ("UU Ketenagakerjaan") yang merupakan liabilitas imbalan pasti. Sebagai akibatnya, jika imbalan pensiun berdasarkan UU Ketenagakerjaan lebih tinggi daripada jumlah imbalan berdasarkan program pensiun Perseroan, selisih tersebut disajikan sebagai imbalan pasca-kerja lainnya dan dihitung dengan cara yang sama dengan kewajiban imbalan pensiun.

Liabilitas imbalan pensiun yang diakui di laporan posisi keuangan adalah nilai kini kewajiban imbalan pasti pada tanggal laporan posisi keuangan dikurangi nilai wajar aset program.

Kewajiban imbalan pasti dihitung setiap tahun oleh aktuaris berkualifikasi dengan menggunakan metode projected unit credit. Nilai kini kewajiban imbalan pasti ditentukan dengan mendiskontokan arus kas estimasian menggunakan tingkat bunga obligasi pemerintah (dengan pertimbangan saat ini tidak ada pasar aktif untuk obligasi korporat berkualitas tinggi) dalam mata uang yang sama dengan mata uang imbalan yang akan dibayarkan dan waktu jatuh tempo yang kurang lebih sama dengan waktu jatuh tempo liabilitas pensiun yang bersangkutan.

Keuntungan dan kerugian aktuarial dapat timbul dari penyesuaian yang dibuat berdasarkan pengalaman dan perubahan asumsi-asumsi aktuarial langsung diakui seluruhnya pada penghasilan komprehensif lain pada saat terjadinya.

#### 2. Summary of significant accounting policies (continued)

#### s. Employee benefits (continued)

#### - Pension benefits (continued)

For all permanent employees who were hired before 1 January 2008, the Company has a defined benefit pension plan covering all of those employees who have the right to pension benefits as stipulated in the regulations of the Defined Benefit Pension Fund of Unilever Indonesia. The plan is generally funded through payments to the pension fund.

A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity.

All permanent employees who were hired on 1 January 2008 onwards are covered by a defined contribution plan managed by a Defined Contribution Pension Fund of Unilever Indonesia. The contribution to the pension fund is recognised as an expense in profit or loss as incurred and payable.

The Company is required to provide a minimum amount of pension benefits in accordance with Labor Law No. 13/2003 ("Labor Law") which represents an underlying defined benefit obligation. Consequently, if the pension benefits based on Labor Law are higher than those based on the Company's sponsored pension plans, the difference is presented as other post-employment benefits and accounted for in a manner similar with the pension benefits obligations.

The pension benefits liability recognised in the statement of financial position is the present value of the defined benefits obligation as at the statement of financial position date less the fair value of plan assets.

The defined benefits obligation is calculated annually by a qualified actuary using the projected unit credit method. The present value of the defined benefits obligation is determined by discounting the estimated future cash outflows using interest rates of government bonds (considering currently there is no deep market for high-quality corporate bonds) that are denominated in the currency in which the benefit will be paid, and that have terms to maturity approximating the terms of the related pension liability.

Actuarial gains and losses can arise from experience adjustments and changes in actuarial assumptions are recognized immediately in other comprehensive income.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan)

## s. Imbalan kerja (lanjutan)

## - Imbalan pensiun (lanjutan)

Biaya jasa lalu diakui secara langsung dalam laba rugi. Biaya jasa kini diakui sebagai beban periode berjalan.

#### - Imbalan kesehatan pasca-kerja

Perseroan memberikan imbalan kesehatan pascakerja untuk para karyawan yang telah pensiun dan anggota keluarga tertentu. Hak atas imbalan ini pada umumnya diberikan apabila karyawan bekerja hingga mencapai usia pensiun dan memenuhi masa kerja tertentu. Imbalan ini dihitung dengan menggunakan metodologi yang sama dengan metodologi yang digunakan dalam perhitungan program pensiun imbalan pasti.

### - Imbalan kerja jangka panjang lainnya

Perseroan memberikan imbalan kerja jangka panjang lainnya seperti jubilium (jubilee) dan imbalan cuti panjang. Imbalan ini dihitung dengan menggunakan metodologi yang sama dengan metodologi yang digunakan dalam perhitungan program pensiun imbalan pasti, kecuali keuntungan dan kerugian aktuarial dan biaya jasa masa lalu diakui segera pada laba rugi

## t. Modal saham dan tambahan modal disetor

Saham biasa diklasifikasikan sebagai ekuitas. Tambahan modal disetor merupakan selisih antara kontribusi modal dan nilai nominal saham. Biaya yang secara langsung terkait dengan penerbitan saham disajikan sebagai pengurang tambahan modal disetor.

#### u. Dividen

Pembagian dividen final kepada para pemegang saham Perseroan diakui sebagai liabilitas ketika dividen disetujui oleh para pemegang saham Perseroan. Pembagian dividen interim kepada para pemegang saham Perseroan diakui sebagai liabilitas ketika dividen disetujui berdasarkan keputusan rapat Direksi dan sudah diumumkan kepada publik.

#### v. Laba bersih per saham dasar

Laba bersih per saham dasar dihitung dengan membagi laba bersih yang diatribusikan kepada pemilik entitas induk pada tahun yang bersangkutan dengan rata-rata tertimbang jumlah saham biasa yang beredar.

#### 2. Summary of significant accounting policies (continued)

#### s. Employee benefits (continued)

## - Pension benefits (continued)

Past service costs are recognised immediately in profit or loss. Current service cost is expensed in the prevailing period.

#### - Post-employment medical benefits

The Company provides post-employment medical benefits to all retirees and certain family members. The entitlement to these benefits is usually based on the employee remaining in service up to retirement age and the completion of a defined service period. These benefits are accounted for using the same methodology as for the defined benefit pension plan.

#### - Other long-term employee benefits

The Company provides other long-term employee benefits such as jubilee and long leave benefits. These benefits are accounted for using the same methodology as for the defined benefit pension plan, except that the actuarial gains and losses and past service costs are recognised immediately in profit or loss

## t. Share capital and additional paid-in capital

Common shares are classified as equity. Additional paidin capital is the difference between the capital contribution and the nominal value of the share. All expenses directly related to the issuance of share capital are recorded as deductions from additional paid-in capital.

#### u. Dividends

Final dividend distributions to the shareholders are recognised as liabilities when the dividends are declared by the Company's shareholders. Interim dividend distributions to the shareholders are recognised as liabilities when the dividends are approved by a Directors' resolution and a public announcement has been made.

#### v. Basic earnings per share

Basic earnings per share is computed by dividing net profit attributable to the owners of the parent for the year by the weighted average number of ordinary shares outstanding.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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## 2. Ikhtisar kebijakan akuntansi signifikan (lanjutan) w. Informasi segmen

Segmen operasi dilaporkan dengan cara yang konsisten dengan pelaporan internal yang diberikan kepada Direksi. Direksi bertanggung jawab untuk mengalokasikan sumber daya, menilai kinerja segmen operasi dan membuat keputusan strategis.

#### x. Provisi

Perseroan mengakui provisi apabila memiliki kewajiban kini (baik secara hukum maupun konstruktif) sebagai akibat peristiwa masa lalu apabila besar kemungkinan penyelesaian kewajiban tersebut mengakibatkan arus keluar sumber daya dan dapat diestimasi dengan andal.

## 2. Summary of significant accounting policies (continued) w. Segment information

Operating segments are reported in a manner consistent with the internal reporting provided to the Directors. The Directors are responsible for allocating resources, assessing performance of the operating segments and making strategic decisions.

#### x. Provisions

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of past events, when it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate as to the amount of the obligation can be made.

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#### 3. Kas dan setara kas

#### 3. Cash and cash equivalents

|  | 30<br>September/<br>September<br>2016             | 31<br>Desember/<br>December<br>2015             |  |
|--|---|---|--|
| Kas  | 107   | 61  | Cash on hand   |
| Kas di bank Pihak ketiga – Rupiah: The Hongkong and Shanghai Banking Corporation Ltd., Jakarta PT Bank Mandiri (Persero) Tbk Deutsche Bank AG, Jakarta PT Bank CIMB Niaga Tbk Citibank N.A., Jakarta Lain-lain | 40,288<br>89,141<br>51,910<br>5,142<br>220<br>215 | 20,351<br>15,554<br>20,559<br>5,210<br>-<br>414 | Cash in banks Third parties – Rupiah: The Hongkong and Shanghai Banking Corporation Ltd., Jakarta PT Bank Mandiri (Persero) Tbk Deutsche Bank AG, Jakarta PT Bank CIMB Niaga Tbk Citibank N.A., Jakarta Others |
| Jumlah   | 186,916   | 62,088  | Total  |
| Pihak ketiga – USD (Catatan 29):<br>The Hongkong and Shanghai<br>Banking Corporation Ltd., Jakarta<br>Citibank N.A., Jakarta   | 107,646<br>87,932                                 | 422,237<br>2,786                                | Third parties – USD (Note 29):<br>The Hongkong and Shanghai<br>Banking Corporation Ltd., Jakarta<br>Citibank N.A., Jakarta   |
| Jumlah   | 195,578   | 425,023   | Total  |
| Pihak ketiga – EUR (Catatan 29):<br>The Hongkong and Shanghai<br>Banking Corporation Ltd., Jakarta   | 63,132  | 45,987  | Third party – EUR (Note 29):<br>The Hongkong and Shanghai<br>Banking Corporation Ltd., Jakarta   |
| Jumlah kas di bank   | 445,626   | 533,098   | Total cash in banks  |
| Deposito berjangka (jatuh tempo dalam<br>jangka waktu tiga bulan):<br>Pihak ketiga – Rupiah:<br>Deutsche Bank AG, Jakarta  | 62,000  | 95,000  | Time deposits (maturity within three<br>months):<br>Third parties – Rupiah:<br>Deutsche Bank AG, Jakarta   |
| Jumlah deposito berjangka  | 62,000  | 95,000  | Total time deposits  |
| Jumlah kas dan setara kas  | 507,733   | 628,159   | Total cash and cash equivalents  |
| Tingkat bunga per tahun deposito be adalah sebagai berikut:  |   |   | es per annum for the time deposits above   |
| <u>-</u>   | 2016  | 2015  |  |
| Rupiah   | 2.65% - 5.15%                                     | 3.50% - 7.00%                                   | Rupiah   |

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#### 4. Piutang usaha

#### 4. Trade debtors

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                                |
|---|---------------------------------------|-------------------------------------|--------------------------------|
| Pihak ketiga:                           |                                       |                                     | Third parties:                 |
| - Rupiah                                | 3,237,999                             | 2,835,603                           | Rupiah -                       |
| - USD (Catatan 29)                      | 780                                   | 684                                 | USD (Note 29) -                |
| Dikurangi: Provisi atas penurunan nilai | (26,777)                              | (13,357)                            | Less: Provision for impairment |
| Jumlah                                  | 3,212,002                             | 2,822,930                           | Total                          |

Piutang usaha pihak ketiga dalam mata uang Rupiah terdiri atas piutang usaha dari pelanggan di seluruh wilayah Indonesia.

Third party trade debtors denominated in Rupiah comprise receivables from customers throughout Indonesia.

Piutang usaha pihak ketiga dalam mata uang USD terdiri atas piutang usaha dari pelanggan luar negeri.

Third party trade debtors denominated in USD comprise receivables from overseas customers.

|                                    | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|------------------------------------|---------------------------------------|-------------------------------------|---|
| Pihak berelasi – USD (Catatan 29): |                                       |                                     | Related parties – USD (Note 29):        |
| Unilever Asia Private Ltd.         | 258,896                               | 279,132                             | Unilever Asia Private Ltd.              |
| Unilever Philippines, Inc.         | 94,183                                | 83,305                              | Unilever Philippines, Inc.              |
| Unilever RFM Ice Cream Inc.        | 11,698                                | 25,539                              | Unilever RFM Ice Cream Inc.             |
| Unilever Japan K.K.                | 11,560                                | 1,869                               | Unilever Japan K.K.                     |
| Unilever Vietnam International Co. | 9,566                                 | 2,986                               | Unilever Vietnam International Co.      |
| Unilever Korea Ltd.                | 5,015                                 | 4,968                               | Unilever Korea Ltd.                     |
| Unilever Supply Chain Company AG   | 4,208                                 | 6,100                               | Unilever Supply Chain Company AG        |
| Unilever South Africa (Pty) Ltd.   | 3,530                                 | 4,287                               | Unilever South Africa (Pty) Ltd.        |
| Unilever Taiwan Ltd.               | 1,652                                 | 8,432                               | Unilever Taiwan Ltd.                    |
| Unilever China Ltd.                | 1,624                                 | -                                   | Unilever China Ltd.                     |
| Unilever Manufacturera S DE RL     |                                       |                                     |   |
| DE CV                              | 1,537                                 | -                                   | Unilever Manufacturera S DE RL DE CV    |
| Unilever Caribbean Ltd.            | 1,305                                 | 1,240                               | Unilever Caribbean Ltd.                 |
| Unilever Hongkong                  | 941                                   | -                                   | Unilever Hongkong                       |
| Unilever Market Development (Pty)  |                                       |                                     | Unilever Market Development (Pty)       |
| Limited                            | 834                                   | -                                   | Limited                                 |
| Hindustan Unilever Ltd.            | 423                                   | 128                                 | Hindustan Unilever Ltd.                 |
| Unilever Lipton Ceylon Ltd.        | 234                                   | 1,062                               | Unilever Lipton Ceylon Ltd.             |
| Unilever Ghana Limited             | -                                     | 1,583                               | Unilever Ghana Limited                  |
| Lain-lain (masing-masing saldo     |                                       |                                     | Others (individual balances less        |
| kurang dari Rp 382)                |                                       | 1,065                               | than Rp 382 each)                       |
| Jumlah                             | 407,206                               | 421,696                             | Total                                   |
| Sebagai persentase dari jumlah     |                                       |                                     |   |
| aset lancar                        | 5.92%                                 | 6.37%                               | As a percentage of total current assets |

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#### 4. Piutang usaha (lanjutan)

#### 4. Trade debtors (continued)

Analisis umur piutang usaha adalah sebagai berikut:

The ageing analysis of trade debtors is as follows:

|                                      | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                           |
|--------------------------------------|---------------------------------------|-------------------------------------|---------------------------|
| Lancar                               | 1,700,109                             | 1,332,756                           | Current                   |
| Lewat jatuh tempo 1 – 30 hari        | 1,194,861                             | 1,337,935                           | Overdue 1 – 30 days       |
| Lewat jatuh tempo lebih dari 30 hari | 751,015                               | 587,292                             | Overdue more than 30 days |
| Jumlah                               | 3,645,985                             | 3,257,983                           | Total                     |

Mutasi provisi atas penurunan nilai adalah sebagai berikut:

Movements in the provision for impairment are as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                                      |
|---|---------------------------------------|-------------------------------------|--------------------------------------|
| Saldo awal                              | (13,357)                              | (20,424)                            | Beginning balance                    |
| Penambahan provisi atas penurunan nilai | (14,972)                              | (8,862)                             | Addition of provision for impairment |
| Penghapusbukuan piutang usaha           | 1,552                                 | 15,929                              | Doubtful debts written off           |
| Saldo akhir                             | (26,777)                              | (13,357)                            | Ending balance                       |

Pada tanggal 30 September 2016, piutang usaha sebesar Rp 1.700.109 (31 Desember 2015: Rp 1.332.756) belum jatuh tempo dan tidak mengalami penurunan nilai.

As at 30 September 2016, trade debtors of Rp 1,700,109 (31 December 2015: Rp 1,332,756) were not yet overdue nor impaired.

Pada tanggal 30 September 2016, piutang usaha sebesar Rp 1.945.876 (31 Desember 2015: Rp 1.911.870) telah lewat jatuh tempo namun tidak mengalami penurunan nilai. Hal ini terkait dengan sejumlah pelanggan yang tidak memiliki sejarah gagal bayar. Analisis umur atas piutang usaha ini adalah sebagai berikut:

As at 30 September 2016, trade debtors of Rp 1,945,876 (31 December 2015: Rp 1,911,870) were overdue but not impaired. These relate to a number of independent customers for whom there is no recent history of default. The ageing analysis of these trade debtors is as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                                      |
|---|---------------------------------------|-------------------------------------|--------------------------------------|
| Sampai dengan 3 bulan<br>Lebih dari 3 bulan | 1,561,163<br>384,713<br>1,945,876     | 1,676,990<br>234,880<br>1,911,870   | Up to 3 months<br>More than 3 months |

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#### 4. Piutang usaha (lanjutan)

### Pada tanggal 30 September 2016, piutang usaha sebesar Rp 26.777 (31 Desember 2015: Rp 13.357) mengalami penurunan nilai dan telah diprovisikan sebesar Rp 26.777 (31 Desember 2015: Rp 13.357). Piutang individual yang diturunkan nilainya terutama terkait dengan pelanggan tertentu, yang secara tidak terduga mengalami kesulitan keuangan. Piutang ini diperkirakan oleh manajemen tidak dapat dipulihkan. Analisis umur atas piutang usaha ini adalah sebagai berikut:

4. Trade debtors (continued)

As at 30 September 2016, trade debtors of Rp 26,777 (31 December 2015: Rp 13,357) were impaired. The amount of the provision was Rp 26,777 (31 December 2015: Rp 13,357). The individually impaired trade debtors mainly relate to certain customers, which unexpectedly experienced financial difficulties. Management has assessed that the related receivables may not be recover. The ageing analysis of these trade debtors is as follows:

|                       | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                    |
|-----------------------|---------------------------------------|-------------------------------------|--------------------|
| Sampai dengan 3 bulan | 20,264                                | 5,910                               | Up to 3 months     |
| Lebih dari 3 bulan    | 6,513                                 | 7,447                               | More than 3 months |
|                       | 26,777                                | 13,357                              |                    |

Eksposur maksimum atas risiko kredit pada tanggal pelaporan adalah sebesar nilai tercatat masing-masing kategori piutang usaha yang disebutkan di atas.

Berdasarkan penelaahan dari status masing-masing piutang usaha pada akhir periode, manajemen berkeyakinan bahwa provisi atas penurunan nilai telah memadai untuk menutupi kerugian yang mungkin timbul dari piutang yang tidak tertagih.

The maximum exposure to credit risk at the reporting date is the carrying value of each class of trade debtors mentioned above.

Based on review of the status of each trade debtor at the end of the period, management believes that the provision for impairment is adequate to cover losses that may arise from the non-collectible accounts.

#### 5. Persediaan

#### 5. Inventories

|  | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|--|---------------------------------------|-------------------------------------|---|
| Barang jadi  | 1,515,280                             | 1,547,567                           | Finished goods  |
| Bahan baku   | 777,693                               | 591,393                             | Raw materials   |
| Barang dalam proses  | 155,154                               | 128,634                             | Work in process   |
| Suku cadang  | 82,781                                | 85,089                              | Spare parts   |
| Dikurangi: Provisi atas persediaan usang dan persediaan tidak terpakai/tidak |                                       |                                     | Less: Provision for obsolete and unused/slow moving inventories |
| laris  | (110,668)                             | (55,181)                            |   |
| Jumlah   | 2,420,240                             | 2,297,502                           | Total   |

Mutasi provisi atas persediaan usang dan persediaan tidak terpakai/tidak laris adalah sebagai berikut:

Movements in the provision for obsolete and unused/slow moving inventories are as follows:

|  | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|--|---------------------------------------|-------------------------------------|---|
| Saldo awal<br>Perubahan selama tahun berjalan: | (55,181)                              | (77,929)                            | Beginning balance<br>Changes during the year: |
| Penambahan provisi                             | (78,389)                              | (57,570)                            | Addition of provision                         |
| Penghapusbukuan persediaan                     | 22,902                                | 80,318                              | Inventories written off                       |
| Saldo akhir                                    | (110,668)                             | (55,181)                            | Ending balance                                |

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#### 5. Persediaan (lanjutan)

## Provisi atas persediaan usang dan persediaan tidak terpakai/tidak laris terdiri dari:

#### 5. Inventories (continued)

The provision for obsolete and unused/slow moving inventories consists of:

|                           | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                                 |
|---------------------------|---------------------------------------|-------------------------------------|---------------------------------|
| Barang jadi<br>Bahan baku | (84,988)<br>(25,680)                  | (39,286)<br>(15,895)                | Finished goods<br>Raw materials |
| Jumlah                    | (110,668)                             | (55,181)                            | Total                           |

Manajemen berkeyakinan bahwa provisi atas persediaan usang dan persediaan tidak terpakai/tidak laris telah memadai untuk menutupi kerugian yang mungkin timbul.

Pada tanggal 30 September 2016, persediaan Perseroan dilindungi dengan asuransi terhadap risiko kerugian karena bencana alam, kebakaran dan risiko-risiko lainnya dengan jumlah pertanggungan sebesar Rp 2.225.303 (31 Desember 2015: Rp 2.646.261). Manajemen berkeyakinan jumlah ini telah memadai untuk menutupi kemungkinan kerugian yang mungkin terjadi akibat risiko-risiko tersebut.

Management believes that the provision for obsolete and unused/slow moving inventories is adequate to cover any losses that may arise.

As at 30 September 2016, inventories owned by the Company were insured against the risk of loss due to natural disaster, fire and other risks with a total coverage of Rp 2,225,303 (31 December 2015: Rp 2,646,261). Management believes this amount is adequate to cover possible losses that may arise from such risks.

#### 6. Instrumen keuangan derivatif

Pada tanggal 30 September 2016 dan 31 Desember 2015, Perseroan memiliki kontrak berjangka valuta asing, sebagai berikut:

#### 6. Derivative instruments

As at 30 September 2016 and 31 December 2015, the Company had outstanding foreign currency forward contracts as follows:

|                  |                     | 30 Se                                   | eptember/Septemb    | er 2016   |                          |
|------------------|---------------------|---|---------------------|---|--------------------------|
|                  |                     |   | Nilai kontrak       |   | Piutang/                 |
|                  |                     |   | berjangka -         |   | (utang)                  |
|                  |                     |   | jual                |   | derivatif                |
|                  |                     | Nilai nosional -                        | dalam jutaan        |   | dalam                    |
|                  |                     | beli dalam nilai                        | Rupiah/             |   | jutaan                   |
|                  |                     | penuh mata uang                         | Forward             |   | Rupiah/                  |
|                  | Mata wasa           | asing/                                  | contract            |   | Derivative               |
| Pihak yang       | Mata uang<br>asing/ | Notional amount -<br>buy in full amount | amount -<br>sell in |   | receivable/<br>(payable) |
| terkait/         | Foreign             | of each foreign                         | millions of         | Tanggal jatuh tempo/                                | (payable)<br>in millions |
| Counterparties   | currencies          | currency                                | Rupiah              | Maturity date                                       | of Rupiah                |
| JP Morgan Chase, |                     |   |                     | 20 Juni/ <i>June</i> –<br>5 Oktober/ <i>October</i> |                          |
| Jakarta          | USD                 | 1,500,000                               | 20,295              | 2016  | (792)                    |
| Janaria          | CCD                 | 1,000,000                               | 20,233              | 2010  | (132)                    |
|                  |                     |   | 20,295              |   | (792)                    |
|                  |                     |   | 20,200              |   | (102)                    |

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## 6. Instrumen keuangan derivatif (lanjutan)

#### 6. Derivative instruments (continued)

#### 31 Desember/December 2015

| Pihak yang terkait/<br>Counterparties            | Mata uang<br>asing/<br>Foreign<br>currencies | Nilai nosional - beli dalam nilai penuh mata uang asing/ Notional amount - buy in full amount of each foreign currency | Nilai kontrak<br>berjangka -<br>jual<br>dalam jutaan<br>Rupiah/<br>Forward<br>contract<br>amount -<br>sell in<br>millions of<br>Rupiah | Tanggal jatuh tempo/<br><i>Maturity date</i>                          | Piutang/<br>(utang)<br>derivatif<br>dalam<br>jutaan<br>Rupiah/<br>Derivative<br>receivable/<br>(payable)<br>in millions<br>of Rupiah |
|--|--|--|--|---|--|
| JP Morgan Chase,<br>Jakarta                      | USD  | 9,000,000  | 125,250  | 4 Januari/ <i>January</i> –<br>2 Maret/ <i>March</i> 2016             | (321)  |
| The Hongkong and                                 | EUR  | 3,000,000  | 44,946   | 6 Januari <i>/January</i> –<br>9 Februari <i>/February</i><br>2016    | 454  |
| Shanghai Banking<br>Corporation Ltd.,<br>Jakarta | USD  | 3,000,000  | 41,980   | 4 Januari/ <i>January</i> –<br>2 Maret/ <i>March</i> 2016             | (397)  |
|  | EUR  | 2,500,000  | 37,237   | 19 Januari <i>/January</i> –<br>9 Februari <i>/February</i><br>2016   | 657  |
| PT Bank BNP<br>Paribas Indonesia                 | USD  | 2,000,000  | 27,915   | 9 Februari <i>/February</i> –<br>16 Februari <i>/February</i><br>2016 | (73)   |
|  | EUR  | 500,000  | 7,736  | 4 Januari/January 2016  | (202)  |
|  |  |  | 285,064  |   | 118  |

Perseroan melakukan transaksi derivatif dengan tujuan untuk lindung nilai terhadap kebutuhan arus kas yang akan datang dalam mata uang asing. Perubahan nilai wajar dari instrumen keuangan derivatif ini telah diakui pada laba rugi karena tidak memenuhi kualifikasi untuk akuntansi lindung nilai sebagaimana diatur dalam PSAK 55 (Revisi 2014), "Instrumen Keuangan: Pengakuan dan Pengukuran".

Pada tanggal 30 September 2016 dan 31 Desember 2015, utang dan piutang derivatif masing-masing dicatat sebagai bagian dari utang dan piutang lain-lain dari pihak ketiga.

The Company entered into derivative transactions for the purpose of hedging future foreign currency cash flow requirements. The changes in the fair values of the derivative financial instruments are recognized in profit or loss since they do not qualify for hedge accounting under SFAS 55 (2014 Revision), "Financial Instruments: Recognition and Measurement".

As at 30 September 2016 and 31 December 2015, derivative payables and receivables were recorded as part of other creditors and debtors from third parties, respectively.

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## 7. Transaksi dengan pihak berelasi

- a. Transaksi dan sifat hubungan dengan pihak berelasi adalah sebagai berikut:
  - i. Perseroan menjual barang jadi kepada pihak berelasi sebagai berikut:
    - Hindustan Unilever Ltd.
    - Unilever Asia Private Ltd.
    - Unilever Caribbean Ltd.
    - Unilever China Ltd.
    - Unilever Ghana Limited
    - Unilever Gulf Free Zone Establishment
    - Unilever Hongkong
    - Unilever Japan K.K.
    - Unilever Korea Ltd.
    - Unilever Lipton Ceylon Ltd.
    - Unilever Manufacturera S DE RL DE CV
    - Unilever Market Development (Pty) Ltd.
    - Unilever Philippines, Inc.
    - Unilever RFM Ice Cream Inc.
    - Unilever South Africa (Pty) Ltd.
    - Unilever Supply Chain Company AG
    - Unilever Taiwan Ltd.
    - Unilever Vietnam International Co.

Sifat hubungan dengan pihak berelasi di atas adalah sebagai entitas sepengendali.

- ii. Perseroan membeli bahan baku, barang jadi dan lainlain dari pihak berelasi sebagai berikut:
  - Hindustan Unilever Ltd.
  - SAS IntuiSkin
  - Unilever Asia Private Ltd.
  - Unilever China Ltd.
  - Unilever India Export Limited
  - Unilever Industries Private Ltd.
  - Unilever IT Global Service Europe
  - Unilever Lipton Ceylon Ltd.
  - Unilever Philippines, Inc.
  - Unilever R&D Port Sunlight
  - Unilever RFM Ice Cream Inc.
  - Unilever Sanayi Ve Ticaret Turk
  - Unilever Supply Chain Company AG
  - Unilever Vietnam International Co.
  - PT Unilever Enterprise Indonesia
    - (d/h PT Unilever Body Care Indonesia)
  - PT Unilever Oleochemical Indonesia

Sifat hubungan dengan pihak berelasi di atas adalah sebagai entitas sepengendali.

#### 7. Related party transactions

- a. The nature of transactions and relationships with related parties are as follows:
  - i. The Company sold finished goods to the following related parties:
    - Hindustan Unilever Ltd.
    - Unilever Asia Private Ltd.
    - Unilever Caribbean Ltd.
    - Unilever China Ltd.
    - Unilever Ghana Limited
    - Unilever Gulf Free Zone Establishment
    - Unilever Hongkong
    - Unilever Japan K.K.
    - Unilever Korea Ltd.
    - Unilever Lipton Ceylon Ltd.
    - Unilever Manufacturera S DE RL DE CV
    - Unilever Market Development (Pty) Ltd.
    - Unilever Philippines, Inc.
    - Unilever RFM Ice Cream Inc.
    - Unilever South Africa (Pty) Ltd.
    - Unilever Supply Chain Company AG
    - Unilever Taiwan Ltd.
    - Unilever Vietnam International Co.

The nature of the relationships with the above related parties are entities under common control.

- ii. The Company purchased raw materials, finished goods and others from the following related parties:
  - Hindustan Unilever Ltd.
  - SAS IntuiSkin
  - Unilever Asia Private Ltd.
  - Unilever China Ltd.
  - Unilever India Export Limited
  - Unilever Industries Private Ltd.
  - Unilever IT Global Service Europe
  - Unilever Lipton Ceylon Ltd.
  - Unilever Philippines, Inc.
  - Unilever R&D Port Sunlight
  - Unilever RFM Ice Cream Inc.
  - Unilever Sanayi Ve Ticaret Turk
  - Unilever Supply Chain Company AG
  - Unilever Vietnam International Co.
    - PT Unilever Enterprise Indonesia (formerly PT Unilever Body Care Indonesia)
  - PT Unilever Oleochemical Indonesia

The nature of the relationships with the above related parties are entities under common control.

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## 7. Transaksi dengan pihak berelasi (lanjutan)

## 7. Related party transactions (continued)

iii. Rincian sifat hubungan dan jenis transaksi yang material dengan pihak berelasi selain yang telah disebutkan di atas adalah sebagai berikut: iii. The details of the nature and types of material transactions with related parties other than those mentioned above are as follows:

| Pihak berelasi/<br>Related parties       | Sifat hubungan dengan pihak berelasi/<br>Nature of the relationship      | Jenis transaksi/<br>Type of transaction   |
|--|--|---|
| - Unilever N.V.                          | Entitas induk utama/<br>Ultimate parent entity                           | Pembayaran royalti/<br>Royalty payments<br>Penggantian beban/<br>Expense reimbursements               |
| - Unilever Indonesia Holding BV          | Pemegang saham mayoritas Perusahaan/<br>Major shareholder of the Company | Pembayaran dividen/<br>Dividend payments  |
| - Unilever ASCC AG                       | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Asia Private Ltd.             | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever China Ltd                     | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Europe IT                     | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Global Service BV Philippines | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Industries Private Ltd.       | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Italy Holdings SRL            | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Nigeria PLC                   | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Pakistan Ltd.                 | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Philippines, Inc.             | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever RFM Ice Cream Inc.            | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever South Africa (Pty) Ltd.       | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever U.K. Central Resources Ltd.   | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |
| - Unilever Vietnam International Co.     | Entitas sepengendali/<br>Entity under common control                     | Penjualan aset tetap dan<br>penggantian beban/<br>Sales of fixed assets and expense<br>reimbursements |
| - URL Port Sunlight                      | Entitas sepengendali/<br>Entity under common control                     | Penggantian beban/<br>Expense reimbursements  |

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#### 7. Transaksi dengan pihak berelasi (lanjutan)

#### 7. Related party transactions (continued)

|   | Pihak berelasi <i>l</i><br>Related parties  | Sifat hubungan dengan pihak berelasi/<br>Nature of the relationship | Jenis transaksi/<br>Type of transaction  |
|---|---|---|--|
| - | PT Anugrah Mutu Bersama   | Entitas sepengendali/<br>Entity under common control                | Penjualan asset tetap/<br>Sales of fixed assets  |
| - | PT Unilever Enterprises Indonesia<br>(d/h / formerly PT Unilever Body<br>Care Indonesia | Entitas sepengendali/<br>Entity under common control                | Sewa mesin/<br>Lease of machineries  |
| - | PT Unilever Oleochemical Indonesia  | Entitas sepengendali/<br>Entity under common control                | Penggantian beban/<br>Expense reimbursements   |
| - | Dana Pensiun Manfaat Pasti<br>Unilever Indonesia  | Pihak berelasi lainnya/<br>Other related party                      | Pembayaran kontribusi Perseroan atas<br>program manfaat pasti/<br>Payment of contribution for the Company's<br>defined benefit plan    |
| - | Dana Pensiun Iuran Pasti Unilever<br>Indonesia  | Pihak berelasi lainnya/<br>Other related party                      | Pembayaran kontribusi Perseroan atas<br>program iuran pasti/<br>Payment of contribution for the Company's<br>defined contribution plan |
| - | Dewan Komisaris dan Direksi/<br>Board of Commissioners and<br>Directors                 | Personil manajemen kunci/<br>Key management personnel               | Kompensasi dan remunerasi/<br>Compensation and remuneration  |

#### b. Perjanjian-perjanjian penting dengan pihak berelasi

Perjanjian yang ditandatangani pada tahun 1971 dengan Unilever N.V. dan perjanjian yang ditandatangani pada tahun 1997 dengan Unilever Business Company Services B.V. telah diperbaharui dan digantikan dengan perjanjian serupa yang diuraikan dalam butir (i) di bawah ini.

- i. Pada tanggal 11 Desember 2012, Perseroan dan Unilever N.V., yang merupakan entitas induk utama Perseroan telah menandatangani perjanjianperjanjian di bidang lisensi merek, lisensi teknologi dan layanan jasa terpusat yang merupakan pembaharuan atas perjanjian serupa sebagaimana disebutkan di atas. Perjanjian-perjanjian baru tersebut berlaku efektif sejak 1 Januari 2013, dengan pokok-pokok ketentuan penting sebagai berikut:
  - Perjanjian Lisensi Merek mencakup pemberian lisensi atas merek-merek yang dimiliki oleh perusahaan-perusahaan di dalam grup Unilever, termasuk yang akan dimiliki di masa depan, selama masa berlakunya perjanjian. Nilai royalti disesuaikan secara bertahap menjadi 1,00% pada tahun 2013, 2,00% pada tahun 2014 dan 3,00% mulai tahun 2015 dan seterusnya. Royalti dihitung berdasarkan nilai total omset setahun ke pihak ketiga, diluar omset produk yang mereknya dimiliki oleh Perseroan.

### b. Significant agreements with related parties

The agreements, signed in 1971 with Unilever N.V. and signed in 1997 with Unilever Business Company Services B.V. have been updated and replaced with the agreements as disclosed in point (i) below.

- i. On 11 December 2012, the Company and Unilever N.V., which is the ultimate parent entity of the Company, entered into agreements for trademarks, technology licenses and central services as renewals of the above mentioned agreements. These renewal agreements are effective from 1 January 2013, with principal terms as follows:
  - Trademarks License Agreement with respect to the granting of trademarks licenses owned by companies under Unilever group, including future trademarks licenses, within the period of the agreement. The royalty value is adjusted gradually to become 1.00% in 2013, 2.00% in 2014, and 3.00% from 2015 onwards. The royalty will be calculated based on total turnover value per annum to third parties, excluding the turnover of products under the trademarks owned by the Company.

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#### 7. Transaksi dengan pihak berelasi (lanjutan)

- b. Perjanjian-perjanjian penting dengan pihak berelasi (lanjutan)
  - Perjanjian Lisensi Teknologi mencakup pemberian lisensi atas teknologi yang dimiliki oleh perusahaan-perusahaan di dalam grup Unilever, termasuk yang akan dimiliki di masa depan, selama masa berlakunya perjanjian. Nilai royalti disesuaikan secara bertahap menjadi 1,00% pada tahun 2013, 1,50% pada tahun 2014 dan 2,00% mulai tahun 2015 dan seterusnya. Royalti dihitung berdasarkan nilai total omset setahun ke pihak ketiga, atas produk Perseroan yang didukung oleh teknologi berlisensi tersebut.
  - Perjanjian Layanan Jasa Terpusat mencakup penyediaan jasa layanan pusat dari grup perusahaan Unilever kepada Perseroan yang meliputi strategi kepemimpinan dan implementasinya, dukungan jasa profesional dan strategi kategorisasi produk. Biaya jasa untuk layanan jasa terpusat ini dihitung berdasarkan biaya aktual (actual cost recovery), dengan batas maksimum 3,00% dari total penjualan Perseroan setahun kepada pihak ketiga.

Definisi dan perhitungan nilai penjualan yang menjadi dasar penentuan nilai royalti setiap tahunnya, telah didefinisikan secara rinci di dalam masing-masing perjanjian.

ii. Pada tanggal 28 Agustus 2009, Perseroan telah menandatangani perjanjian-perjanjian dengan Unilever Asia Private Ltd. ("UAPL"), perusahaan afiliasi yang berkedudukan di Singapura, yang dievaluasi setiap tahun dan berlaku sampai dengan perjanjian-perjanjian tersebut diakhiri oleh salah satu pihak. Berdasarkan perjanjian-perjanjian tersebut, UAPL akan menyediakan bahan baku dan barang jadi tertentu kepada Perseroan, membeli barang jadi dari Perseroan, serta menyediakan jasa pendukung penerapan sistem SAP di Perseroan.

Beban signifikan yang dikenakan oleh pihak berelasi:

#### 7. Related party transactions (continued)

- b. Significant agreements with related parties (continued)
  - Technology License Agreement with respect to the granting of technology licenses owned by companies under Unilever group, including future technology licenses, within the period of the agreement. The royalty value is adjusted gradually to become 1.00% in 2013, 1.50% in 2014, and 2.00% from 2015 onwards. The royalty will be calculated based on total turnover value per annum to third parties, of Company's products that are supported by the licensed technology and technical know-how.
  - Central Service Agreement (CSA) with respect to the provision of strategic leadership and its implementation, professional support, and product categorisation strategy by companies under the Unilever group to the Company. The service fee for the CSA is calculated based on the actual cost recovery with a cap of 3.00% of total turnover of the Company per annum to the third parties.

The definition and calculation of turnover value as the basis for determining the royalty value per annum has been defined in detail in the respective agreements.

ii. On 28 August 2009, the Company entered into agreements with Unilever Asia Private Ltd. ("UAPL"), an affiliated company domiciled in Singapore, which are subject to annual evaluation and valid until the agreements are terminated by either party. Based on the agreements, UAPL shall supply certain raw materials and finished goods to the Company, purchase finished goods from the Company and provide supporting services in connection with the SAP system implementation in the Company.

Significant expenses charged by related parties:

|   | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|---|---------------------------------------|---------------------------------------|--|
| Trademark   | 710,637                               | 693,208                               | Trademark  |
| Teknologi   | 495,613                               | 481,246                               | Technology   |
| Biaya jasa  | 853,415                               | 819,333                               | Service fees   |
| Jumlah  | 2,059,665                             | 1,993,787                             | Total  |
| Sebagai persentase dari jumlah<br>beban umum dan administrasi | 73.04%                                | 74.42%                                | As a percentage of total general and administration expenses |

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#### 7. Transaksi dengan pihak berelasi (lanjutan)

# b. Perjanjian-perjanjian penting dengan pihak berelasi (lanjutan)

Lihat Catatan 23 dan 24 untuk rincian penjualan kepada dan pembelian bahan baku dan barang jadi dari pihak berelasi.

c. Piutang lain-lain dari pihak berelasi

## 7. Related party transactions (continued)

b. Significant agreements with related parties (continued)

Refer to Notes 23 and 24 for details of sales to and purchases of raw materials and finished goods from related parties.

c. Amounts due from related parties

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
|---|---------------------------------------|-------------------------------------|--|
| Pihak berelasi – Rupiah:  |                                       |                                     | Related parties – Rupiah:  |
| PT Unilever Oleochemical  | 1,224                                 | 13,202                              |  |
| Indonesia   |                                       |                                     | PT Unilever Oleochemical Indonesia                                   |
| PT Unilever Enterprises Indonesia<br>(d/h PT Unilever Body Care |                                       |                                     | PT Unilever Enterprises Indonesia<br>(formerly PT Unilever Body Care |
| Indonesia)  | 16                                    | _                                   | Indonesia)   |
| PT Anugrah Mutu Bersama   | -                                     | 3,064                               | PT Anugrah Mutu Bersama  |
| Ç   | 1,240                                 | 16,266                              | Ç  |
| Pihak berelasi – Mata uang asing                                |                                       |                                     | Related parties – Foreign currencies                                 |
| (Catatan 29):<br>Unilever N.V.                                  | 20.754                                | 2.640                               | (Note 29):<br>Unilever N.V.  |
| Unilever N.v.<br>Unilever Nigeria PLC                           | 20,754<br>6,269                       | 2,649                               | Unilever Nigeria PLC   |
| Unilever Philippines, Inc.                                      | 5,514                                 | 7,287                               | Unilever Philippines, Inc.   |
| Unilever Asia Private Ltd.                                      | 4,123                                 | 184,576                             | Unilever Asia Private Ltd.   |
| Unilever Pakistan Ltd.  | 2,271                                 | 2,345                               | Unilever Pakistan Ltd.   |
| Unilever South Africa (Pty) Ltd.                                | 1,236                                 | 2,901                               | Unilever South Africa (Pty) Ltd.                                     |
| Unilever Vietnam International Co.                              | 678                                   | _,00.                               | Unilever Vietnam International Co.                                   |
| Unilever ASCC AG  | 434                                   | -                                   | Unilever ASCC AG   |
| Unilever U.K. Central Resources                                 |                                       |                                     |  |
| Ltd.  | 6                                     | 1,836                               | Unilever U.K. Central Resources Ltd.                                 |
| Unilever Italy Holdings SRL                                     | -                                     | 1,096                               | Unilever Italy Holdings SRL  |
| Lain-lain (masing-masing saldo                                  |                                       |                                     | Others (individual balances less than                                |
| kurang dari Rp 382)   | 313                                   | 502                                 | Rp 382 each)   |
|   | 41,598                                | 203,192                             |  |
| Jumlah  | 42,838                                | 219,458                             | Total  |
| Sebagai persentase dari jumlah aset lancar                      | 0.62%                                 | 3.31%                               | As a percentage of total current assets                              |
| lancar  | 0.62%                                 | 3.31%                               | As a percentage of total current assets                              |

Manajemen tidak membuat provisi atas penurunan nilai untuk akun ini karena berkeyakinan bahwa saldo piutang tersebut akan tertagih seluruhnya.

Management has not made a provision for impairment as it is of the opinion that these receivables will be fully collectible.

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## 7. Transaksi dengan pihak berelasi (lanjutan)

## 7. Related party transactions (continued)

d. Utang lain-lain pada pihak berelasi

d. Amounts due to related parties

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|---|---------------------------------------|-------------------------------------|---|
| Pihak berelasi – Rupiah:<br>PT Unilever Enterprises Indonesia<br>(d/h PT Unilever Body Care<br>Indonesia) | 2,215                                 |                                     | Related parties – Rupiah:<br>PT Unilever Enterprises Indonesia<br>(formerly PT Unilever Body Care<br>Indonesia) |
| Pihak berelasi – Mata uang asing  | 2,215                                 |                                     | Related parties – Foreign currencies  |
| (Catatan 29):<br>Unilever Asia Private Ltd.<br>Unilever N.V.  | 56,508<br>15,523                      | 38,117<br>591,592                   | (Note 29):<br>Unilever Asia Private Ltd.<br>Unilever N.V.   |
| Unilever Philippines, Inc. Unilever Europe IT   | 5,918<br>3,736                        | 2,010<br>1,513                      | Unilever Philippines, Inc.<br>Unilever Europe IT  |
| Unilever U.K. Central Resources Ltd.  | 3,392                                 | 869                                 | Unilever U.K. Central Resources Ltd.  |
| URL Port Sunlight Unilever China Ltd  | 2,485<br>2,301                        | -<br>-<br>5.740                     | URL Port Sunlight Unilever China Ltd  |
| Unilever Industries Private Limited<br>Unilever Global Service BV<br>Philippines                          | 2,100<br>1,720                        | 5,743                               | Unilever Industries Private Limited  Unilever Global Service BV Philippines                                     |
| Lain-lain (masing-masing saldo<br>kurang dari Rp 382)   | 534                                   | 825                                 | Others (individual balances less than<br>Rp 382 each)   |
| , ,   | 94,217                                | 640,669                             | • ,   |
| Jumlah  | 96,432                                | 640,669                             | Total   |
| Sebagai persentase dari jumlah liabilitas jangka pendek   | 1.01%                                 | 6.33%                               | As a percentage of total current liabilities  |

#### e. Kompensasi manajemen kunci

e. Key management compensation

Dewan Komisaris dan Direksi adalah manajemen kunci. Jumlah kompensasi manajemen kunci adalah sebagai berikut: The Boards of Commissioners and Directors are key management. Their total compensation was as follows:

|  | 30 Septemb            | er/September 2016                             | 30 Septemb            | er/September 2015                             |  |
|--|-----------------------|---|-----------------------|---|--|
|  | Direksi/<br>Directors | Dewan Komisaris/<br>Board of<br>Commissioners | Direksi/<br>Directors | Dewan Komisaris/<br>Board of<br>Commissioners |  |
| 0 "                                      |                       |   |                       |   | Salaries,                                    |
| Gaji, tunjangan,<br>dan bonus<br>Imbalan | 49,398                | 3,564   | 46,513                | 3,102   | allowances and<br>bonuses<br>Post-employment |
| pasca-kerja                              | 2,465                 |   | 3,302                 |   | benefits                                     |
| Jumlah                                   | 51,863                | 3,564   | 49,815                | 3,102   | Total  |

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 7. Transaksi dengan pihak berelasi (lanjutan)

#### e. Kompensasi manajemen kunci (lanjutan)

Kompensasi ini dicatat sebagai bagian dari biava produksi, beban pemasaran dan penjualan, dan beban umum dan administrasi.

Termasuk dalam paket penghasilan Direksi adalah tunjangan fasilitas perumahan.

| 30         | 30         |
|------------|------------|
| September/ | September/ |
| September  | September  |
| 2016       | 2015       |
|            |            |

Sebagai persentase dari jumlah beban karyawan

4.25%

#### f. Program imbalan pasca-kerja

Perseroan menyediakan program dana pensiun untuk karyawan melalui Dana Pensiun Manfaat Pasti Unilever Indonesia ("DPMP UI") dan Dana Pensiun luran Pasti Unilever Indonesia ("DPIP UI"). Jumlah pembayaran yang dilakukan Perseroan adalah sebagai berikut:

|          | 30 September/            | 30 September/September 2016                         |  |  |
|----------|--------------------------|---|--|--|
|          | Persentase/ Percentage** | Dalam jutaan<br>Rupiah/<br>In millions of<br>Rupiah |  |  |
| DPMP UI* | 3.90                     | 50,800  |  |  |
| DPIP UI  | 2.03                     | 26,429  |  |  |
|          | <u>-</u>                 | 77,229  |  |  |
|          |                          |   |  |  |

- Selama 2015, tidak ada iuran pemberi kerja (pendiri)
- \*\*) % terhadap jumlah beban karyawan

Pembayaran iuran pemberi kerja pada tahun 2016 akan dilakukan setelah Perseroan menyerahkan laporan actuarial kepada OJK. Perseroan telah melakukan akrual atas iuran pemberi kerja tersebut.

#### 7. Related party transactions (continued)

#### e. Key management compensation (continued)

The compensation is recorded as part of production costs, marketing and selling expenses, and general and administration expenses.

Included in the Directors' remuneration packages are housing facilities.

f. Post-employment benefits

4.13% As a percentage of total employee costs

The Company provides post-employment benefits plans for its employees through Dana Pensiun Manfaat Pasti Unilever Indonesia ("DPMP UI") and Dana Pensiun Iuran Pasti Unilever Indonesia ("DPIP UI"). The total payments made by the Company were as follows:

| 30 September/September 2015 |   |  |
|-----------------------------|---|--|
| Persentase/<br>Percentage** | Dalam jutaan<br>Rupiah/<br>In millions of<br>Rupiah |  |
| -                           | -   |  |
| 1.82                        | 23,290  |  |
| <u>-</u>                    | 23,290  |  |

- \*) During 2015, there was no payment of employer contribution
- \*\*) % of total employee costs

Employer contribution will be paid within 2016 after the Company submits the actuary report to OJK. The Company had accrued the employer contribution.

#### 8. Beban dibayar dimuka

#### 8. Prepaid expenses

|                       | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                           |
|-----------------------|---------------------------------------|-------------------------------------|---------------------------|
| Sewa<br>Imbalan kerja | 80,647<br>49,846                      | 63,676                              | Rent<br>Employee benefits |
| Asuransi              | 18,851                                | 14,129                              | Insurance                 |
| Utilitas              | -                                     | 1,743                               | Utilities                 |
| Lain-lain             | 14,865                                | 15,633                              | Others                    |
| Jumlah                | 164,209                               | 95,181                              | Total                     |

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#### 9. Aset tetap

#### 9. Fixed assets

- a. Mutasi kelompok-kelompok utama aset tetap adalah sebagai berikut:
- a. Movements of fixed assets, by major classifications are as follows:

|   |  |   | 2016  |   |  |  |
|---|--|---|---|---|--|--|
|   | 1<br>Januari/<br><i>January</i><br>2016  | Penambahan/<br>Additions  | Transfer/<br>Transfers                              | Pengurangan/<br>Deductions                              | 30<br>September/<br>September<br>2016  |  |
| Biaya perolehan:<br>Tanah<br>Bangunan<br>Mesin dan peralatan<br>Kendaraan bermotor  | 277,326<br>1,600,376<br>7,324,326<br>31,012  | 229,691<br>2,249  | 68,355<br>741,531                                   | -<br>(39,590)<br>(6,666)                                | 277,326<br>1,668,731<br>8,255,958<br>26,595  | Acquisition cost: Land Buildings Machinery and equipment Motor vehicles  |
| Aset dalam penyelesaian Jumlah  | 1,460,979<br>10,694,019  | 1,001,133<br>1,233,073  | (809,886)   | (46,256)  | 1,652,226<br>11,880,836  | Construction in progress  Total  |
| Akumulasi penyusutan: Bangunan Mesin dan peralatan Kendaraan bermotor Jumlah  | (211,575)<br>(2,148,175)<br>(13,352)<br>(2,373,102)  | (30,596)<br>(357,206)<br>(2,686)<br>(390,488)                     | -<br>-<br>-   | 18,786<br>3,428<br>22,214                               | (242,171)<br>(2,486,595)<br>(12,610)<br>(2,741,376)  | Accumulated depreciation: Buildings Machinery and equipment Motor vehicles Total   |
| Nilai tercatat bersih   | 8,320,917  | (390,400)   | -   | 22,214  | 9,139,460  |  |
| Milai tercatat bersin   | 0,320,917  |   |   |   | 9,139,400  | Net carrying value   |
|   |  |   |   |   |  |  |
|   |  |   | 2015  |   |  |  |
|   | 1<br>Januari/<br><i>January</i><br>2015  | Penambahan/<br>Additions  | 2015 Transfer/ Transfers                            | Pengurangan/<br>Deductions                              | 31<br>Desember/<br>December<br>2015  |  |
| Biaya perolehan: Tanah Bangunan Mesin dan peralatan Kendaraan bermotor Aset dalam penyelesaian  | Januari/<br><i>January</i>   |   | Transfer/   |   | Desember/<br>December  | Acquisition cost:<br>Land<br>Buildings<br>Machinery and equipment<br>Motor vehicles<br>Construction in progress                                    |
| Tanah<br>Bangunan<br>Mesin dan peralatan<br>Kendaraan bermotor  | Januari/<br>January<br>2015<br>277,326<br>1,317,242<br>6,767,915<br>37,306   | -<br>197,205<br>812   | Transfer/<br>Transfers<br>- 283,261<br>515,416      |   | Desember/<br>December<br>2015<br>277,326<br>1,600,376<br>7,324,326<br>31,012                       | Land<br>Buildings<br>Machinery and equipment<br>Motor vehicles   |
| Tanah<br>Bangunan<br>Mesin dan peralatan<br>Kendaraan bermotor<br>Aset dalam penyelesaian   | Januari/<br>January<br>2015<br>277,326<br>1,317,242<br>6,767,915<br>37,306<br>948,923  | Additions   | Transfer/<br>Transfers<br>- 283,261<br>515,416      |   | Desember/<br>December<br>2015<br>277,326<br>1,600,376<br>7,324,326<br>31,012<br>1,460,979          | Land Buildings Machinery and equipment Motor vehicles Construction in progress   |
| Tanah Bangunan Mesin dan peralatan Kendaraan bermotor Aset dalam penyelesaian  Jumlah  Akumulasi penyusutan: Bangunan Mesin dan peralatan | Januari/<br>January<br>2015<br>277,326<br>1,317,242<br>6,767,915<br>37,306<br>948,923<br>9,348,712<br>(177,219)<br>(1,809,869) | 197,205<br>812<br>1,310,733<br>1,508,750<br>(34,439)<br>(444,933) | Transfer/<br>Transfers  283,261 515,416 - (798,677) | (127)<br>(156,210)<br>(7,106)<br>(163,443)<br>(163,443) | 277,326<br>1,600,376<br>7,324,326<br>31,012<br>1,460,979<br>10,694,019<br>(211,575)<br>(2,148,175) | Land Buildings Machinery and equipment Motor vehicles Construction in progress  Total  Accumulated depreciation: Buildings Machinery and equipment |

Pada tanggal 30 September 2016 dan 31 Desember 2015, Perseroan memiliki aset-aset tetap yang telah disusutkan sepenuhnya namun masih digunakan untuk menunjang aktivitas operasi Perseroan. Biaya perolehan dari aset-aset tersebut adalah sebagai berikut:

As at 30 September 2016 and 31 December 2015, the Company has fixed assets which have been fully depreciated but were still in use to support the Company's operation activities. Acquisition costs of such assets are as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|---|---------------------------------------|-------------------------------------|---|
| Bangunan<br>Masin dan paralatan           | 5,290                                 | 5,290                               | Buildings                                 |
| Mesin dan peralatan<br>Kendaraan bermotor | 403,456<br>1,036                      | 365,402<br>1,128                    | Machinery and equipment<br>Motor vehicles |
| Jumlah                                    | 409,782                               | 371,820                             | Total                                     |

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#### 9. Aset tetap (lanjutan)

b. Pada tanggal 30 September 2016, Perseroan mempunyai 34 bidang tanah (31 Desember 2015: 34 bidang tanah) dengan sertifikat Hak Guna Bangunan ("HGB") dan 1 bidang tanah dengan sertifikat Hak Pakai yang memiliki sisa periode antara 5 sampai 20 tahun, dan jatuh tempo pada tahun 2020 sampai dengan 2035.

Manajemen berkeyakinan bahwa HGB dan Hak Pakai tersebut akan dapat selanjutnya diperbaharui dengan biaya minimum.

 Perhitungan kerugian penjualan aset tetap adalah sebagai berikut:

#### 9. Fixed assets (continued)

b. As at 30 September 2016, the Company had 34 plots (31 December 2015: 34 plots) of land in the form of Land Use Title ("HGB") and 1 plot of land with Right to Use Title ("Hak Pakai") which have remaining terms ranging from 5 to 20 years, and will expire between 2020 until 2035.

Management believes that these HGB and Hak Pakai will be renewable at minimal cost.

c. The calculations of loss on sale of fixed assets are as follows:

|                                 | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|---------------------------------|---------------------------------------|---------------------------------------|--|
| Biaya perolehan                 | 46,256                                | 64,462                                | Acquisition costs                      |
| Dikurangi: Akumulasi penyusutan | (22,214)                              | (31,694)                              | Less: Accumulated depreciation         |
| Nilai buku bersih               | 24,042                                | 32,768                                | Net book value                         |
| Hasil penjualan aset tetap      | 9,157                                 | 30,414                                | Proceeds from the sale of fixed assets |
| Kerugian penjualan aset tetap   | (14,885)                              | (2,354)                               | Loss on sale of fixed assets           |

d. Kerugian penjualan aset tetap dialokasikan sebagai berikut:

d. Loss on sale of fixed assets were allocated as follows:

|  | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |   |
|--|---------------------------------------|---------------------------------------|---|
| Biaya produksi<br>Beban lain-lain, bersih (Catatan 26) | (11,292)<br>(3,593)                   | 4,843<br>(7,197)                      | Production costs<br>Other expenses, net (Note 26) |
| Jumlah   | (14,885)                              | (2,354)                               | Total   |

e. Aset dalam penyelesaian pada tanggal 30 September 2016 dan 31 Desember 2015 adalah sebagai berikut:

e. Construction in progress as at 30 September 2016 and 31 December 2015 was as follows:

|                                 | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                                      |
|---------------------------------|---------------------------------------|-------------------------------------|--------------------------------------|
| Mesin dan peralatan<br>Bangunan | 1,100,010<br>552,216                  | 1,187,576<br>273,403                | Machinery and equipment<br>Buildings |
| Jumlah                          | 1,652,226                             | 1,460,979                           | Total                                |

Persentase penyelesaian atas aset dalam penyelesaian pada tanggal 30 September 2016 adalah 87,60% (31 Desember 2015: 82,76%).

The percentage of completion for construction in progress as at 30 September 2016 is 87.60% (31 December 2015: 82.76%).

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#### 9. Aset tetap (lanjutan)

#### 9. Fixed assets (continued)

- f. Beban penyusutan dialokasikan sebagai berikut:
- f. Depreciation expense was allocated as follows:

|                               | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |                                     |
|-------------------------------|---------------------------------------|---------------------------------------|-------------------------------------|
| Biaya produksi                | 287,733                               | 257,407                               | Production costs                    |
| Beban pemasaran dan penjualan | 100,604                               | 91,257                                | Marketing and selling expenses      |
| Beban umum dan administrasi   | 2,151                                 | 3,571                                 | General and administration expenses |
| Jumlah                        | 390,488                               | 352,235                               | Total                               |

- g. Aset tetap yang dimiliki oleh Perseroan diasuransikan terhadap risiko kerugian dengan jumlah pertanggungan sebesar Rp 7.448.602 (31 Desember 2015: Rp 8.892.295), yang menurut pendapat manajemen telah memadai untuk menutupi kerugian yang mungkin timbul. Risiko kerugian yang terjadi atas aset dalam penyelesaian ditanggung oleh kontraktor sampai aset tersebut siap digunakan.
- the risk of loss with a total coverage of Rp 7,448,602 (31 December 2015: Rp 8,892,295), which is considered adequate by management to cover possible losses arising from such risks. Risk of loss on assets under construction is covered by the contractors until the assets are ready for their intended use.

g. The Company's fixed assets have been insured against

Pertanggungan asuransi untuk setiap kelompok aset tetap adalah sebagai berikut:

Insurance coverage for each class of fixed assets is as follows:

| 30 Septem | ber/Septembe | er 2016 |
|-----------|--------------|---------|
|-----------|--------------|---------|

|  | Nilai pertanggungan/<br>Insured amounts | Nilai buku bersih aset tetap/<br>Net book value of fixed assets              |   |
|--|---|--|---|
| Bangunan, mesin dan<br>peralatan<br>Kendaraan bermotor | 7,448,602                               | 7,195,923<br>13,985  | Buildings, machinery and<br>equipment<br>Motor vehicles |
|  | 7,448,602                               | 7,209,908  |   |
|  |   |  |   |
|  | 31 Desember                             | r/December 2015  |   |
|  | Nilai pertanggungan/ Insured amounts    | n/December 2015 Nilai buku bersih aset tetap/ Net book value of fixed assets |   |

8,892,295

#### 10. Goodwill

#### 10. Goodwill

Pada tanggal 30 September 2016 dan 31 Desember 2015, nilai buku bersih *goodwill* adalah Rp 61.925. *Goodwill* merupakan selisih lebih dari jumlah yang dibayar atas nilai tercatat dari kepentingan nonpengendali PT Anugrah Lever yang diakuisisi oleh Perseroan pada bulan Agustus 2007, dan berkaitan dengan produk Bango.

As at 30 September 2016 dan 31 December 2015, the net book value of goodwill was Rp 61,925. Goodwill represents the excess of the amount paid over the carrying value of PT Anugrah Lever's non-controlling interests acquired by the Company in August 2007, and relates to Bango products.

6,582,612

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#### 11. Aset takberwujud

#### 11. Intangible assets

|   | 30 Ser               | otember/September 2016  | 6                                  |  |
|---|----------------------|---|------------------------------------|--|
|   | Merek/<br>Trademarks | Perangkat lunak<br>dan lisensi<br>perangkat lunak/<br>Software and<br>software licenses | Jumlah/<br>Total                   |  |
| Biaya perolehan<br>Saldo awal<br>Penambahan aset                      | 330,755              | 495,703   | 826,458                            | <b>Acquisition cost</b><br>Beginning balance   |
| takberwujud Pengurangan aset takberwujud Saldo akhir                  | 330,755              | -<br>-<br>495,703   | -<br>-<br>826,458                  | Addition of intangible assets<br>Deduction of intangible<br>assets<br>Ending balance |
| Akumulasi amortisasi<br>Saldo awal<br>Beban amortisasi<br>Saldo akhir | -<br>-<br>-          | (395,437)<br>(15,915)<br>(411,352)  | (395,437)<br>(15,915)<br>(411,352) | Accumulated amortisation Beginning balance Amortisation expense Ending balance       |
| Nilai tercatat bersih   | 330,755              | 84,351  | 415,106                            | Net carrying value   |
|   | 31 De                | esember/ <i>December</i> 2015   |                                    |  |
|   | Merek/<br>Trademarks | Perangkat lunak<br>dan lisensi<br>perangkat lunak/<br>Software and<br>software licenses | Jumlah/<br>Total                   |  |
| Biaya perolehan<br>Saldo awal<br>Penambahan aset                      | 338,005              | 495,703   | 833,708                            | <b>Acquisition cost</b> Beginning balance  |
| takberwujud Pengurangan aset takberwujud Saldo akhir                  | (7,250)<br>330,755   | -<br>495,703  | (7,250)<br>826,458                 | Addition of intangible assets<br>Deduction of intangible<br>assets<br>Ending balance |
| Akumulasi amortisasi<br>Saldo awal<br>Beban amortisasi<br>Saldo akhir | -<br>-<br>-          | (374,218)<br>(21,219)<br>(395,437)  | (374,218)<br>(21,219)<br>(395,437) | Accumulated amortisation Beginning balance Amortisation expense Ending balance       |

Pada tanggal 30 September 2016, aset takberwujud timbul dari perolehan atas merek yang berhubungan dengan produk Hazeline, Bango dan Buavita yang diperoleh berturut-turut pada tahun 1996, 2001 dan 2008, serta perangkat lunak dan lisensi perangkat lunak yang diperoleh dari tahun 2004 sampai dengan tahun 2013.

330,755

Nilai tercatat bersih

As at 30 September 2016, intangible assets principally comprise acquisitions of trademarks related to Hazeline, Bango and Buavita products which were acquired in 1996, 2001 and 2008 respectively, as well as software and software licenses which were acquired from 2004 until 2013.

431,021

Net carrying value

100,266

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#### 12. Pinjaman bank

#### 12. Bank borrowings

Pinjaman merupakan fasilitas pinjaman tanpa jaminan yang digunakan untuk keperluan modal kerja, yang terdiri dari:

Borrowings represent unsecured borrowings facilities used for working capital purposes, that consist of:

|                                   | September/<br>September<br>2016 | Desember/<br>December<br>2015 |                                   |
|-----------------------------------|---------------------------------|-------------------------------|-----------------------------------|
| Pihak ketiga – Rupiah:            |                                 |                               | Third parties – Rupiah:           |
| JP Morgan Chase, Jakarta          | 600,000                         | 100,000                       | JP Morgan Chase, Jakarta          |
| PT Bank BNP Paribas Indonesia     | 350,000                         | 700,000                       | PT Bank BNP Paribas Indonesia     |
| Deutsche Bank AG, Jakarta         | 300,000                         | -                             | Deutsche Bank AG, Jakarta         |
| Standard Chartered Bank, Jakarta  | -                               | 500,000                       | Standard Chartered Bank, Jakarta  |
| PT Bank Mizuho Indonesia, Jakarta |                                 | 400,000                       | PT Bank Mizuho Indonesia, Jakarta |
| Jumlah                            | 1,250,000                       | 1,700,000                     | Total                             |

Informasi lain mengenai pinjaman pada tanggal 30 September 2016 dan 31 Desember 2015 adalah sebagai berikut:

Other information related to the borrowings as at 30 September 2016 and 31 December 2015 is as follows:

Saldo akhir/

|  |  | Tingkat<br>bunga/ | Outstandin<br>30<br>September/ | g balances<br>31<br>Desember/ |
|--|--|-------------------|--------------------------------|-------------------------------|
| Kreditur/Lenders   | Jadwal pembayaran/<br>Repayment schedule                               | Interest<br>rates | September<br>2016              | December<br>2015              |
| JP Morgan Chase, Jakarta<br>(Dengan fasilitas maksimum sebesar/<br>Maximum facility of Rp 800,000)                 | 30 September/September 2016<br>– 7 Oktober/October 2016                | 6.80%             | 400,000                        | -                             |
|  | 28 September/September 2016<br>– 5 Oktober/October 2016                | 6.90%             | 200,000                        | -                             |
|  | 31 Desember/ <i>December</i> 2015<br>– 7 Januari/ <i>January</i> 2016  | 13.50%            | -                              | 100,000                       |
| Deutsche Bank AG, Jakarta<br>(Dengan fasilitas maksimum sebesar/<br>Maximum facility of Rp 1,100,000)              | 30 September/September 2016<br>– 21 Oktober/October 2016               | 6.65%             | 300,000                        | -                             |
| PT Bank BNP Paribas Indonesia<br>(Dengan fasilitas maksimum sebesar/<br>Maximum facility of Rp 700,000)            | 23 September/September 2016<br>– 7 Oktober/October 2016                | 6.83%             | 200,000                        | -                             |
|  | 29 September/September 2016<br>– 6 Oktober/October 2016                | 6.56%             | 150,000                        | -                             |
|  | 23 Desember/ <i>December</i> 2015<br>– 25 Januari/ <i>January</i> 2016 | 9.33%             | -                              | 700,000                       |
| Standard Chartered Bank, Jakarta<br>(Dengan fasilitas maksimum sebesar/<br>Maximum facility of Rp 500,000)         | 30 Desember/ <i>December</i> 2015<br>– 6 Januari/ <i>January</i> 2016  | 10.70%            | -                              | 500,000                       |
| PT Bank Mizuho Indonesia, Jakarta<br>(Dengan fasilitas maksimum sebesar/<br><i>Maximum facility of</i> Rp 500,000) | 30 Desember/ <i>December</i> 2015  – 6 Januari/ <i>January</i> 2016    | 10.60%            | -                              | 400,000                       |

Pada tanggal penyelesaian laporan keuangan, Perseroan telah melunasi seluruh pinjaman tersebut beserta bunganya.

As at the date of completion of the financial statements, the Company has fully repaid all of the above borrowings, including interest.

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These balances arose from the purchases of raw materials,

supplies and finished goods.

| Utang usaha   |                                       | 13. Trade creditors                 |  |
|---|---------------------------------------|-------------------------------------|--|
|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
| Pihak ketiga:   | 4 000 055                             | 0.740.545                           | Third parties  |
| <ul><li>Rupiah</li><li>Mata uang asing (Catatan 29)</li></ul>       | 4,209,255<br>422,082                  | 3,718,515<br>796,424                | Rupiah -<br>Foreign currencies (Note 29) -                             |
| Jumlah  | 4,631,337                             | 4,514,939                           | Tot  |
|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
| Pihak berelasi – Rupiah:<br>PT Unilever Oleochemical Indonesia      | 71,055                                | 23,518                              | Related parties – Rupia<br>PT Unilever Oleochemical Indonesia          |
| PT Unilever Enterprises Indonesia<br>(d/h PT Unilever Body Care     | 71,000                                | 23,310                              | PT Unilever Enterprises Indonesia<br>(formerly PT Unilever Body Care   |
| Indonesia)  | 31                                    | 77                                  | Indonesia)   |
|   | 71,086                                | 23,595                              |  |
| Pihak berelasi – Mata uang asing (Catatan 29):                      |                                       |                                     | Related parties – Foreign currencie<br>(Note 29):                      |
| Unilever Asia Private Ltd.  | 194,741                               | 248,295                             | Unilever Asia Private Ltd.   |
| Unilever India Export Limited                                       | 9,277                                 | 7,073                               | Unilever India Export Limited  |
| Unilever Vietnam International Co. Unilever Supply Chain Company AG | 7,320<br>5,233                        | 19,161<br>21,132                    | Unilever Vietnam International Co.<br>Unilever Supply Chain Company AG |
| Unilever RFM Ice Cream Inc.   | 2,011                                 | 3,067                               | Unilever RFM Ice Cream Inc.  |
| Unilever Philippines, Inc.  | 1,038                                 | 2,785                               | Unilever Philippines, Inc.   |
| SAS IntuiSkin   | 1,021                                 | 433                                 | SAS IntuiSkin  |
| Unilever Lipton Ceylon Ltd.   | -                                     | 1,635                               | Unilever Lipton Ceylon Ltd.  |
| Lain-lain (masing-masing saldo kurang dari Rp 382)                  | 263                                   | 55                                  | Others (individual balances less than<br>Rp 382 each)                  |
| narang sam rip 302)   | 220,904                               | 303,636                             | ,  |
| Jumlah  | 291,990                               | 327,231                             | Tot  |
| Sebagai persentase dari jumlah liabilitas jangka pendek             | 3.05%                                 | 3.23%                               | As a percentage of tot<br>current liabilities                          |
| Analisis umur utang usaha adalah sebagai                            | berikut:                              | The ageing analys                   | is of trade creditors is as follows:                                   |
|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
| Lancar  | 4,887,446                             | 4,839,690                           | Curre  |
| Lewat jatuh tempo 1 – 30 hari                                       | 4,667,446                             | 2,278                               | Overdue 1 – 30 da  |
| Lewat jatuh tempo lebih dari 30 hari                                | 31,207                                | 202                                 | Overdue more than 30 da  |
| Jumlah  | 4,923,327                             | 4,842,170                           | To   |
|   | .,020,021                             | .,,                                 | 700  |

Saldo-saldo tersebut berasal dari pembelian bahan baku,

bahan pembantu dan barang jadi.

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#### 14. Pajak

#### a. Beban pajak penghasilan

#### 14. Taxation

#### a. Income tax expense

|                               | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |             |
|-------------------------------|---------------------------------------|---------------------------------------|-------------|
| Kini:                         |                                       |                                       | Current:    |
| <ul> <li>Non final</li> </ul> | 1,576,641                             | 1,357,144                             | Non final - |
| - Final                       | 1,797                                 | 1,732                                 | Final -     |
| Tangguhan                     | 35,312                                | 56,485                                | Deferred    |
| Jumlah                        | 1,613,750                             | 1,415,361                             | Total       |

Pajak atas laba Perseroan sebelum pajak berbeda dari nilai teoritis yang mungkin muncul apabila menggunakan tarif pajak terhadap laba pada entitas dalam jumlah sebagai berikut:

The tax on the Company's profit before tax differs from the theoretical amount that would arise using the tax rate applicable to profits on the entities as follows:

|   | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|---|---------------------------------------|---------------------------------------|--|
| Laba sebelum pajak penghasilan<br>Pajak dihitung dengan tarif pajak yang                  | 6,364,301                             | 5,598,534                             | Profit before income tax                                   |
| berlaku  Dampak pajak penghasilan pada:   | 1,591,075                             | 1,399,633                             | Tax calculated at applicable tax rates<br>Tax effects of:  |
| <ul><li>Penghasilan kena pajak final</li><li>Beban yang tidak dapat dikurangkan</li></ul> | (1,187)                               | (1,734)                               | Income subject to final tax -<br>Expenses not deductible - |
| untuk tujuan perpajakan   | 16,836                                | 15,342                                | for tax purposes   |
| <ul> <li>Pajak penghasilan final</li> </ul>   | 1,798                                 | 1,732                                 | Final income tax -   |
| - Penyesuaian periode lalu  | 5,228                                 | 388                                   | Adjustment in respect of prior periods -                   |
| Beban pajak penghasilan   | 1,613,750                             | 1,415,361                             | Income tax expense   |

Rekonsiliasi antara laba sebelum pajak penghasilan yang disajikan dalam laporan laba rugi dan penghasilan komprehensif lain dengan taksiran penghasilan kena pajak Perseroan untuk periode-periode yang berakhir pada 30 September 2016 dan 2015 adalah sebagai berikut:

The reconciliation between the profit before income tax as shown in the statements of profit or loss and other comprehensive income and the Company's estimated taxable income for the periods ended 30 September 2016 and 2015 is as follows:

|  | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|--|---------------------------------------|---------------------------------------|--|
| Laba konsolidasian sebelum pajak<br>penghasilan<br>Eliminasi untuk konsolidasi<br>Laba sebelum pajak penghasilan – | 6,364,301<br><u>-</u>                 | 5,598,534<br>192                      | Consolidated profit before income tax<br>Consolidated eliminations |
| Perseroan  | 6,364,301                             | 5,598,726                             | Profit before income tax – the Company                             |
| Perbedaan temporer:  |                                       |                                       | Temporary differences:   |
| Provisi dan akrual   | 82,557                                | (56,848)                              | Provisions and accruals  |
| Aset tetap dan aset takberwujud  | (213,531)                             | (240,878)                             | Fixed assets and intangible assets                                 |
| Kewajiban imbalan kerja  | 10,641                                | 73,337                                | Employee benefits obligations                                      |
| Perbedaan tetap:   |                                       |                                       | Permanent differences:   |
| Penghasilan bunga kena pajak final<br>Beban yang tidak dapat   | (4,747)                               | (6,937)                               | Interest income subject to final tax<br>Non-deductible expenses    |
| dikurangkan  | 67,344                                | 61,179                                | ,  |
| Penghasilan kena pajak   | 6,306,565                             | 5,428,579                             | Taxable income   |

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#### 14. Pajak (lanjutan)

#### 14. Taxation (continued)

#### a. Beban pajak penghasilan (lanjutan)

#### a. Income tax expense (continued)

|   | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |                                     |
|---|---------------------------------------|---------------------------------------|-------------------------------------|
| Pajak penghasilan badan – tahun<br>berjalan<br>Dikurangi: Pajak penghasilan dibayar | 1,576,641                             | 1,357,144                             | Corporate income tax – current year |
| dimuka  | (1,502,749)                           | (1,370,348)                           | Less: Prepaid income tax            |
| Utang pajak penghasilan   | 73,892                                | (13,204)                              | Income tax payable                  |

Jumlah penghasilan kena pajak tahun 2015 telah sesuai dengan Surat Pemberitahuan Tahunan ("SPT") tahun 2015. Dalam laporan keuangan ini, jumlah laba kena pajak untuk periode yang berakhir pada 30 September 2016 didasarkan atas perhitungan sementara. Jumlah tersebut mungkin berbeda dari laba kena pajak yang dilaporkan dalam SPT pajak penghasilan badan.

The amount of taxable income for 2015 agreed with the 2015 Corporate Income Tax Return. In these financial statements, the amount of taxable income for the period ended 30 September 2016 is based on preliminary calculations. This amount may differ from taxable income reported in the corporate income tax returns.

#### b. Liabilitas pajak tangguhan

#### b. Deferred tax liabilities

|  |   | 30 Sep   | tember/Septembe   | er 2016   |                                       |  |
|--|---|--|---|---|---------------------------------------|--|
|  | 1<br>Januari/<br><i>January</i><br>2016 | Dikreditkan/<br>(dibebankan)<br>pada laba rugi/<br>Credited/<br>(charged) to<br>profit or loss | Dikreditkan/<br>(dibebankan)<br>pada OCI/<br>Credited/<br>(charged) to<br>OCI | Koreksi<br>tahun<br>sebelumnya/<br>Prior year<br>correction | 30<br>September/<br>September<br>2016 |  |
| Aset/(liabilitas) pajak tangguhan:                               |   |  |   |   |                                       | Deferred tax assets/<br>(liabilities):<br>Provisions and - |
| <ul><li>Provisi dan akrual</li><li>Aset tetap dan aset</li></ul> | 74,906                                  | 20,639   | -   | -   | 95,545                                | accruals Fixed assets and -                                |
| takberwujud<br>- Kewajiban imbalan                               | (563,507)                               | (53,383)   | -   | (5,228)   | (622,118)                             | intangible assets<br>Employee benefits -                   |
| kerja  | 116,560                                 | 2,660  | -   | -   | 119,220                               | obligations  |
|  | (372,041)                               | (30,084)   | -   | (5,228)   | (407,353)                             |  |

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#### 14. Pajak (lanjutan)

#### 14. Taxation (continued)

#### b. Liabilitas pajak tangguhan (lanjutan)

#### b. Deferred tax liabilities (continued)

|  |   | 31 🛭   | Desember/Decem   | ber 2015   |                                     |  |
|--|---|--|--|--|-------------------------------------|--|
|  | 1<br>Januari/<br><i>January</i><br>2015 | Dikreditkan/<br>(dibebankan)<br>pada laba rugi/<br>Credited/<br>(charged) to<br>profit or loss | Dikreditkan/<br>(dibebankan)<br>pada OCI/<br>Credited/<br>(charged) to<br>OCI* | Koreksi tahun<br>sebelumnya/Prior<br>year correction | 31<br>Desember/<br>December<br>2015 |  |
| Aset/(liabilitas) pajak tangguhan:                               |   |  |  |  |                                     | Deferred tax assets/<br>(liabilities):<br>Provisions and - |
| <ul><li>Provisi dan akrual</li><li>Aset tetap dan aset</li></ul> | 85,359                                  | (10,453)   | -  | -  | 74,906                              | accruals Fixed assets and -                                |
| takberwujud<br>- Kewajiban imbalan                               | (483,951)                               | (79,556)   | -  | -  | (563,507)                           | intangible assets<br>Employee benefits -                   |
| kerja  | 103,255                                 | 17,499   | (4,194)  | -  | 116,560                             | obligations  |
| _  | (295,337)                               | (72,510)   | (4,194)  | -  | (372,041)                           |  |

<sup>\*</sup>OCI = Penghasilan komprehensif lain/Other comprehensive income

#### c. Utang pajak

#### c. Taxes payable

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                        |
|---|---------------------------------------|-------------------------------------|------------------------|
| Pajak penghasilan badan:                            |                                       |                                     | Corporate income tax:  |
| - Pasal 25/29                                       | 245,138                               | 190,795                             | Article 25/29 -        |
| Pajak lain-lain:                                    |                                       |                                     | Other taxes:           |
| - Pasal 23/26                                       | 54,575                                | 294,241                             | Article 23/26 -        |
| <ul> <li>Pajak pertambahan nilai, bersih</li> </ul> | 140,883                               | 135,599                             | Value added tax, net - |
| - Pasal 21  | 7,927                                 | 9,239                               | Article 21 -           |
|   | 203,385                               | 439,079                             |                        |
| Jumlah  | 448,523                               | 629,874                             | Total                  |

#### d. Administrasi

Undang-Undang Perpajakan yang berlaku di Indonesia mengatur bahwa Perseroan menghitung, menetapkan dan membayar sendiri besarnya jumlah pajak yang terutang secara individu (self-assessment). Direktur Jendral Pajak ("DJP") dapat menetapkan atau mengubah kewajiban pajak tersebut sebelum waktu kadaluarsa, sesuai dengan peraturan perpajakan yang berlaku.

### d. Administration

The taxation laws of Indonesia require that the Company submits individual tax returns on the basis of self-assessment. The Director General of Tax ("DGT") may assess or amend taxes within the statute of limitations, under prevailing regulations.

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| 15. Akrual  |   | 15. Accruals   |  |
|---|---|--|--|
|   | 30<br>September/<br>September<br>2016   | 31<br>Desember/<br>December<br>2015  |  |
| Iklan dan promosi Remunerasi karyawan Beban produksi lainnya Sewa Bea masuk Utilitas Perangkat lunak Distribusi Lain-lain Jumlah          | 918,008<br>301,697<br>90,255<br>42,800<br>29,018<br>25,100<br>22,404<br>8,199<br>261,133<br>1,698,614 | 562,602<br>228,476<br>69,360<br>29,906<br>14,557<br>26,436<br>30,853<br>2,758<br>154,565 | Advertising and promotion Remuneration Other production costs Rent Customs duty Utilities Software Distributions Others                  |
| 16. Utang lain-lain   |   | 16. Other payables   |  |
|   | 30<br>September/<br>September<br>2016   | 31<br>Desember/<br>December<br>2015  |  |
| Pihak ketiga: Jasa konsultan dan jasa lainnya Barang-barang teknik Utang dividen – pemegang saham publik Utang derivatif Lain-lain Jumlah | 729,880<br>217,527<br>93,941<br>792<br>58,833<br>1,100,973  | 722,165<br>243,280<br>88,697<br>77,934<br>1,132,076                                      | Third parties: Consultant fees and other services Technical parts Dividends payable – public shareholders Derivativef liabilities Others |
| 17. Kewajiban imbalan kerja jangka panjan   | g   | 17. Long-term employ   | vee benefits obligations   |
| Imbalan kerja jangka panjang yang diakui posisi keuangan terdiri dari:  | dalam laporan   |  | ee benefits obligations recognised in the ial position consist of:   |

|  | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|--|---------------------------------------|-------------------------------------|---|
| Beban pensiun dibayar di muka  | 3,776                                 |                                     | Prepaid pension expense   |
| Kewajiban imbalan kerja jangka panjang<br>Imbalan pensiun<br>Imbalan kesehatan pasca-kerja | -<br>317,503                          | 14,886<br>301,260                   | Long-term employee benefits obligations<br>Pension benefits<br>Post-employment medical benefits |

Imbalan pasca-kerja lainnya Other post-employment benefits 38,288 33,923 Other long-term employee benefits Imbalan kerja jangka panjang lainnya 124,869 116,173 Total Jumlah 480,660 466,242 Dikurangi: Less: Bagian lancar 47,430 63,240 Current portion Bagian tidak lancar 433,230 403,002 Non-current portion

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#### 17. Kewajiban imbalan kerja jangka panjang (lanjutan)

#### 17. Long-term employee benefits obligations (continued)

a. Pension benefits

#### a. Imbalan pensiun

Jumlah yang diakui dalam laporan posisi keuangan ditentukan sebagai berikut:

The amounts recognised in the statement of financial position were determined as follows:

| · · · · · · · · · · · · · · · · · · ·  |                                       | ,                                   |  |
|--|---------------------------------------|-------------------------------------|--|
|  | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
|  | 000 0 10                              | 070.450                             | Present value of defined benefit                       |
| Nilai kini kewajiban imbalan pasti   | 923,949                               | 870,459                             | obligations  |
| Nilai wajar dari aset program  | (927,725)                             | (855,573)                           | Fair value of plan assets                              |
|  | (3,776)                               | 14,886                              |  |
| Mutasi kewajiban imbalan pasti berikut:  | adalah sebagai                        | The moven follows:                  | nent in the defined benefit obligations is as          |
|  | 30                                    | 31                                  |  |
|  | September/<br>September<br>2016       | Desember/<br>December<br>2015       |  |
| Pada awal tahun<br><b>Termasuk di dalam laba rugi</b>                                  | 870,459                               | 917,284                             | At beginning of the year<br>Included in profit or loss |
| Biaya bunga  | 65,677                                | 86,609                              | Interest costs   |
| Biaya jasa kini  | 34,933                                | 54,577                              | Current service costs                                  |
| Termasuk di dalam penghasilan<br>komprehensif lain<br>Rugi/(laba) aktuaria yang timbul |                                       |                                     | Included in other comprehensive income                 |
| dari:  |                                       |                                     | Actuarial loss/(gain) arising from:                    |
| - penyesuaian  | -                                     | 31,248                              | experience adjustments -                               |
| - asumsi keuangan  | -                                     | (151,382)                           | financial assumptions -                                |
| <u> </u>   |                                       | , ,                                 | ·  |
| Lain-lain  |                                       |                                     | Others   |
| Imbalan yang dibayar   | (47,120)                              | (67,877)                            | Benefits paid  |
| Pada akhir periode/tahun   | 923,949                               | 870,459                             | At the end of the period/year                          |
|  |                                       |                                     |  |

Imbal hasil aktual atas aset program adalah Rp 56.709 (30 September 2015: Rp 65.706).

The actual return on plan assets was Rp 56,709 (30 September 2015: Rp 65,706).

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#### 17. Kewajiban imbalan kerja jangka panjang (lanjutan)

#### a. Imbalan pensiun (lanjutan)

Estimasi kewajiban imbalan pensiun pada tanggal 30 September 2016 tersebut berdasarkan perhitungan aktuaria yang dilakukan oleh PT Milliman Indonesia, sesuai dengan laporannya tertanggal 6 Januari 2016 (31 Desember 2015: 6 Januari 2016). Pada bulan Maret 2014, manajemen melakukan peninjauan kembali atas kebijakan kenaikan imbalan pensiun dan pada bulan Juni 2014 manajemen telah merubah kebijakan kenaikan imbalan pensiun ini. Berikut ini adalah asumsi-asumsi utama aktuaria yang digunakan:

#### 17. Long-term employee benefits obligations (continued)

#### a. Pension benefits (continued)

The estimated pension benefits obligations as at 30 September 2016 was based on the actuarial calculations performed by PT Milliman Indonesia, in its report dated 6 January 2016 (31 December 2015: 6 January 2016). In March 2014, management reviewed the pension salary increase policy and in June 2014 management made changes to the pension salary increases policy. The principal actuarial assumptions used are as follows:

|                                     | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                                  |
|-------------------------------------|---------------------------------------|-------------------------------------|----------------------------------|
| - Tingkat diskonto untuk kewajiban  |                                       |                                     | Discount rate for defined -      |
| imbalan pasti                       | 10.00%                                | 10.00%                              | benefits obligations             |
| - Tingkat diskonto untuk biaya jasa | 10.10%                                | 10.10%                              | Discount rate for service cost - |
| - Tingkat kenaikan gaji             | 7.00%                                 | 7.00%                               | Salary increases -               |
| - Tingkat kenaikan imbalan pensiun  | 1.00%                                 | 1.00%                               | Pension salary increases -       |
| - Tingkat inflasi                   | 4.00%                                 | 4.00%                               | Inflation rate -                 |
| - Tingkat mortalita                 | Sebelum mend                          | apai pensiun:                       | Mortality rate -                 |
|                                     | Tabel Mortalita Indo                  | nesia 2011/TMI III                  |                                  |
|                                     | Pre-retir                             | rement:                             |                                  |
|                                     | Indonesian Mortality                  | Table 2011/TMI III                  |                                  |
| _                                   |                                       |                                     |                                  |

Sesudah mencapai pensiun:
Tabel Mortalita USA 1983/
Post retirement:
USA General Annuitants
Mortality Table 1983

Sesudah mencapai pensiun:
Tabel Mortalita USA 1971/
Post retirement:
USA General Annuitants
Mortality Table 1971

- Tingkat pengunduran diri 8,00% pada usia 20 tahun, menurun menjadi 2,00% pada usia 45 tahun/

pada usia 45 tahun/ 8.00% at age 20, reducing to 2.00% at age 45 years

- Tingkat pensiun dini 2,00% per tahun dari usia 45-50 tahun/

2,00% per tahun dari usia 45-50 tahun/ 2.00% per annum for age 45-50 years Early retirement rate -

Resignation rate -

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#### 17. Kewajiban imbalan kerja jangka panjang (lanjutan)

#### a. Imbalan pensiun (lanjutan)

Mutasi nilai wajar aset program untuk imbalan pensiun selama tahun berjalan adalah sebagai berikut:

#### 17. Long-term employee benefits obligations (continued)

#### a. Pension benefits (continued)

The movement in the fair value of plan assets for pension benefits during the year is as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
|---|---------------------------------------|-------------------------------------|--|
| Pada awal tahun <b>Termasuk di dalam laba rugi</b> Pendapatan bunga atas aset       | 855,573                               | 905,581                             | At beginning of the year<br>Included in profit or loss<br>Interest income on plan assets |
| program   | 62,527                                | 83,366                              | ·  |
| Termasuk di dalam penghasilan<br>komprehensif lain<br>Imbal hasil atas aset program |                                       |                                     | Included in other comprehensive income   |
| pensiun tidak termasuk<br>pendapatan bunga  |                                       | (72,815)                            | Return on plan assets excluding<br>Interest income                                       |
| Lain-lain   |                                       |                                     | Others   |
| luran pekerja   | 5,945                                 | 7,318                               | Employee's contributions   |
| Iuran Perseroan   | 50,800                                | -                                   | Employer's contribution  |
| Imbalan yang dibayar  | (47,120)                              | (67,877)                            | Benefits paid  |
| Pada akhir periode/tahun  | 927,725                               | 855,573                             | At the end of the period/year  |

Aset program terdiri dari:

Plan assets comprise the following:

|                    | 30<br>September/<br>September<br>2016 |       | 31<br>Desemb<br>Decemb<br>2015 | ber    |                    |
|--------------------|---------------------------------------|-------|--------------------------------|--------|--------------------|
| Instrumen ekuitas  | 457,115 45                            | 5.91% | 399,102                        | 46.65% | Equity instruments |
| Instrumen utang    |                                       | 5.09% | 339,825                        | 39.72% | Debt instruments   |
| Deposito berjangka |                                       | 9.00% | 116,646                        | 13.63% | Time deposits      |

Hasil yang diharapkan dari aset program ditentukan dengan mempertimbangkan imbal hasil yang diharapkan atas aset dengan mengacu kepada kebijakan investasi. Hasil yang diharapkan dari investasi dengan bunga tetap didasarkan pada hasil pengembalian bruto pada tanggal pelaporan. Hasil yang diharapkan dari investasi ekuitas mencerminkan tingkat imbal hasil jangka panjang aktual historis yang terjadi untuk tiap-tiap pasar.

#### Analisis sensitivitas

Kemungkinan adanya perubahan yang wajar pada tanggal pelaporan terhadap salah satu asumsi aktuarial yang relevan, dimana asumsi lainnya konstan, akan mempengaruhi kewajiban imbalan pasti sebesar jumlah yang ditunjukkan di bawah ini.

The expected return on plan assets is determined by considering the expected returns available on the assets underlying the current investments policy. Expected yields on fixed interest investments are based on gross redemption yields as at the reporting date. Expected returns on equity investments reflect long-term real rates of return experienced historically in the respective markets.

#### Sensitivity analysis

Reasonably possible changes at the reporting date to one of the relevant actuarial assumptions, holding other assumptions constant, would have affected the defined benefit obligation by the amount shown below.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 17. Kewajiban imbalan kerja jangka panjang (lanjutan)

#### a. Imbalan pensiun (lanjutan)

Pada tanggal 30 September 2016, dampak pergerakan 1,00% dalam asumsi tingkat diskonto adalah sebagai berikut:

|  | Kenaikan/<br>Increase |
|--|-----------------------|
| Dampak terhadap agregat biaya<br>jasa kini dan biaya bunga<br>Dampak terhadap nilai kini | 100,611               |
| kewajiban  | 1,080,880             |

#### b. Imbalan kesehatan pasca-kerja

Perseroan menyelenggarakan program imbalan kesehatan pasca-kerja yang tidak didanai. Metodologi, asumsi-asumsi dan frekuensi penilaian adalah sama dengan yang digunakan untuk program imbalan pensiun Perseroan.

Di samping asumsi-asumsi yang digunakan pada program pensiun, asumsi-asumsi aktuarial lainnya ialah kenaikan biaya klaim kesehatan dalam jangka panjang sebesar 7,00% (31 Desember 2015: 7,00%) dan klaim tahunan atas program imbalan kesehatan pasca-kerja sebesar Rp 20.667.000 (nilai penuh) (31 Desember 2015: Rp 20.667.000 (nilai penuh)) per karyawan.

Mutasi kewajiban adalah sebagai berikut:

#### 17. Long-term employee benefits obligations (continued)

#### a. Pension benefits (continued)

As at 30 September 2016, the effect of a 1.00% movement in the assumed discount rate is as follows:

| (Penurunan)/<br>(Decrease) |   |
|----------------------------|---|
| (100,611)                  | Effect on the aggregate of the current service costs and interest costs |
| (804.489)                  | Effect on the present value of the obligation                           |

#### b. Post-employment medical benefits

The Company provides an unfunded post-employment medical benefits scheme. The methodology, assumptions and frequency of valuations are similar to those used for the Company's defined benefit pension scheme

In addition to the assumptions used for the pension scheme, other relevant assumptions are long-term increase on medical claim costs of 7.00% (31 December 2015: 7.00%) and annual claims of the post-employment medical benefits of Rp 20,667,000 (full amount) (31 December 2015: Rp 20,667,000 (full amount)) per employee.

The movement in the obligations is as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|---|---------------------------------------|-------------------------------------|---|
| Pada awal tahun<br>Termasuk di dalam laba rugi  | 301,259                               | 251,967                             | At beginning of the year<br>Included in profit or loss                    |
| Biaya bunga   | 22,990                                | 23,699                              | Interest costs  |
| Biaya jasa kini   | 5,667                                 | 8,189                               | Current service costs   |
| Termasuk di dalam penghasilan<br>komprehensif lain<br>Rugi aktuaria yang timbul dari: |                                       |                                     | Included in other comprehensive<br>income<br>Actuarial loss arising from: |
| - asumsi keuangan   |                                       | 26,373                              | financial assumptions -   |
| - penyesuaian   | -                                     | 9,416                               | experience adjustments -  |
| Lain-lain   |                                       |                                     | Others  |
| Imbalan yang dibayar  | (12,413)                              | (18,384)                            | Benefits paid   |
| Pada akhir periode/tahun  | 317,503                               | 301,260                             | At the end of the period/year   |

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 17. Kewajiban imbalan kerja jangka panjang (lanjutan)

#### b. Imbalan kesehatan pasca-kerja (lanjutan)

Pada tanggal 30 September 2016, dampak pergerakan 1,00% dalam asumsi tingkat tren biaya kesehatan adalah sebagai berikut:

|  | Kenaikan/<br><i>Increase</i> |
|--|------------------------------|
| Dampak terhadap agregat biaya<br>jasa kini dan biaya bunga<br>Dampak terhadap nilai kini | 28,657                       |
| kewajiban  | 347,166                      |

#### c. Imbalan pasca-kerja lainnya

Mutasi kewajiban adalah sebagai berikut:

#### 17. Long-term employee benefits obligations (continued)

#### b. Post-employment medical benefits (continued)

As at 30 September 2016, the effect of a 1.00% movement in the assumed medical cost trend rate is as follows:

|   | (Penurunan)/<br>(Decrease) |  |
|---|----------------------------|--|
| _ | (28,657)                   | Effect on the aggregate of the current<br>service costs and interest costs<br>Effect on the present value of the |
|   | (267,029)                  | obligation   |

#### c. Other post-employment benefits

The movement in the obligations is as follows:

|  | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
|--|---------------------------------------|-------------------------------------|--|
| Pada awal tahun  | 33,923                                | 32,463                              | At the beginning of the year           |
| Termasuk di dalam laba rugi  |                                       |                                     | Included in profit or loss             |
| Biaya jasa kini  | 2,798                                 | 5,859                               | Current service costs                  |
| Biaya bunga  | 3,993                                 | 3,242                               | Interest costs                         |
| Termasuk di dalam penghasilan<br>komprehensif lain<br>Rugi/(laba) aktuaria yang timbul |                                       |                                     | Included in other comprehensive income |
| dari:  |                                       |                                     | Actuarial loss/(gain) arising from:    |
| - penyesuaian  | -                                     | 371                                 | experience adjustment -                |
| - asumsi keuangan  | -                                     | (5,616)                             | financial assumptions -                |
| Lain-lain  |                                       |                                     | Others                                 |
| Imbalan yang dibayar   | (2,426)                               | (2,396)                             | Benefits paid                          |
| Pada akhir periode/tahun   | 38,288                                | 33,923                              | At the end of the period/year          |

#### d. Imbalan kerja jangka panjang lainnya

Mutasi kewajiban adalah sebagai berikut:

#### d. Other long-term employee benefits

The movement in the obligations is as follows:

|                              | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                                |
|------------------------------|---------------------------------------|-------------------------------------|--------------------------------|
| Pada awal tahun              | 116,173                               | 116,888                             | At the beginning of the year   |
| Biaya jasa kini              | 21,528                                | 30,890                              | Current service costs          |
| Biaya bunga                  | 8,524                                 | 11,586                              | Interest costs                 |
| Imbalan yang dibayar         | (21,356)                              | (18,303)                            | Benefits paid                  |
| Keuntungan aktuarial         | -                                     | (17,968)                            | Actuarial gain                 |
| Dampak dari perubahan asumsi |                                       | ,                                   | Effect of changes in actuarial |
| aktuarial                    |                                       | (6,920)                             | assumptions                    |
| Pada akhir periode/tahun     | 124,869                               | 116,173                             | At the end of the period/year  |

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 18. Modal saham

## Saham Perseroan memiliki nilai nominal Rp 10 (nilai penuh) per saham. Rincian kepemilikan saham Perseroan pada tanggal 30 September 2016 dan 31 Desember 2015 adalah sebagai berikut:

#### 18. Share capital

The Company's shares have a par value of Rp 10 (full amount) per share. The share ownership details of the Company as at 30 September 2016 and 31 December 2015 were as follows:

| Pemegang saham/<br>Shareholders                        | Jumlah saham<br>ditempatkan dan<br>disetor penuh/<br>Number of shares<br>issued and fully paid | Persentase<br>kepemilikan/<br>Percentage of<br>ownership | Jumlah/<br><i>Total</i> |
|--|--|--|-------------------------|
| Unilever Indonesia Holding B.V. ("UIH") Publik/Public  | 6,484,877,500<br>1,145,122,500   | 85.00<br>15.00   | 64,849<br>11,451        |
| Modal saham yang beredar/<br>Outstanding share capital | 7,630,000,000  | 100.00   | 76,300                  |

Pada tanggal 30 September 2016 dan 31 Desember 2015, UIH yang memiliki 6.484.877.500 saham atau 85,00% dari jumlah modal saham dasar, ditempatkan dan disetor penuh Perseroan, merupakan pemegang saham terbesar Perseroan (lihat Catatan 1); dan tidak ada pemegang saham lain yang memiliki saham lebih dari 5,00% dari jumlah modal saham dasar, ditempatkan dan disetor penuh Perseroan.

Pada tanggal 31 Desember 2015, Direktur yang memiliki saham publik Perseroan adalah Tn. Ainul Yaqin, dengan kepemilikan tidak lebih dari 0,001% dari jumlah modal saham dasar, ditempatkan dan disetor penuh Perseroan. Tidak ada anggota Dewan Komisaris dan Direksi lain yang memiliki saham Perseroan.

As at 30 September 2016 and 31 December 2015, UIH which held 6,484,877,500 shares or 85.00% of the total authorised, issued and fully paid-up shares of the Company, was the majority shareholder of the Company (refer to Note 1); and no other shareholders held more than 5.00% of the total authorised, issued and fully paid-up shares of the Company.

As at 31 December 2015, the Director who held the Company's public shares was Mr. Ainul Yaqin, with an ownership of not more than 0.001% of the total authorised, issued and fully paid-up shares of the Company. There were no other members of the Board of Commissioners and Directors who held the Company's shares.

#### 19. Tambahan modal disetor

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|---|---------------------------------------|-------------------------------------|---|
| Agio saham  | 15,227                                | 15,227                              | Capital paid-in excess of par value<br>Balance arising from restructuring |
| Selisih nilai transaksi restrukturisasi entitas sepengendali (Catatan 20) | 80,773                                | 80,773                              | transactions between entities under<br>common control (Note 20)           |
| Tambahan modal disetor  | 96,000                                | 96,000                              | Additional paid-in capital  |

19. Additional paid-in capital

Agio saham merupakan selisih antara harga jual (Rp 3.175 (nilai penuh) per saham) dengan nilai nominal sebelum pemecahan saham (Rp 1.000 (nilai penuh) per saham) untuk 9.200.000 saham yang dijual melalui Bursa Efek di Indonesia pada Desember 1981, setelah dikurangi kapitalisasi ke modal saham melalui pembagian 4.783.333 saham bonus senilai Rp 4.783.333.000 (nilai penuh) pada tahun 1993.

Capital paid-in excess of par value represents the difference between the selling price (Rp 3,175 (full amount) per share) and the par value prior to the stock splits (Rp 1,000 (full amount) per share) of 9,200,000 shares issued on the Stock Exchange in Indonesia in December 1981, net of the capitalisation to the share capital through the distribution of 4,783,333 bonus shares amounting to Rp 4,783,333,000 (full amount) in 1993.

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## 20. Selisih nilai transaksi restrukturisasi entitas sepengendali

# Saldo akun ini merupakan selisih antara nilai buku ekuitas PT Knorr Indonesia ("PT KI") dan harga pembelian saham PT KI pada saat Perseroan mengakuisisi saham PT KI yang dimiliki Unilever Overseas Holdings Ltd. (pihak berelasi) pada tanggal 21 Januari 2004. Selanjutnya, pada tanggal 30 Juli 2004, Perseroan melakukan penggabungan usaha dengan PT KI dimana Perseroan adalah pihak yang menerima penggabungan.

#### 21. Dividen

Berdasarkan Anggaran Dasar Perseroan, pembayaran dividen dapat disetujui dalam rapat Direksi dan Dewan Komisaris untuk kemudian bersama-sama dengan pembayaran dividen final disahkan dalam Rapat Umum Pemegang Saham Tahunan.

## 20. Balance arising from restructuring transactions between entities under common control

The balance of this account represents the difference between the book value of the equity of PT Knorr Indonesia ("PT KI") and the purchase price of PT KI's shares when the Company acquired PT KI's shares held by Unilever Overseas Holdings Ltd. (a related party) on 21 January 2004. Subsequently, on 30 July 2004, the Company merged with PT KI where the Company was the surviving company.

#### 21. Dividends

Based on the Company's Articles of Association, dividend payments may be approved by meetings of the Directors and Board of Commisioners which together with the final dividend payments are authorised by the Annual General Meeting of the Shareholders.

|                      | Tanggal Deklarasi/<br>Declaration date | Tanggal<br>pembayaran/<br>Payment date | saham/ <i>Dividend</i> per share (Rupiah penuh/ full amount Rupiah) | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |                       |
|----------------------|--|--|---|---------------------------------------|-------------------------------------|-----------------------|
| Dividen final 2015   | 14 Juni/ <i>June</i> 2016              | 15 Juli/ <i>July</i> 2016              | 424   | 3,235,120                             | -                                   | Final dividend 2015   |
| Dividen interim 2015 | 24 November 2015                       | 17 Desember/<br>December 2015          | 342   | -                                     | 2,609,460                           | Interim dividend 2015 |
| Dividen final 2014   | 8 Juni/ <i>June</i> 2015               | 7 Juli/ <i>July</i> 2015               | 416   | -                                     | 3,174,080                           | Final dividend 2014   |
| Jumlah               |  |  | -   | 3,235,120                             | 5,783,540                           | Total                 |

Dividen per

Pada tanggal 30 September 2016, jumlah dividen yang belum dibayarkan kepada pemegang saham Rp 93.941 (31 Desember 2015: Rp 88.697) telah dicatat sebagai utang lain-lain (Catatan 16).

Perseroan melakukan penghapusan utang dividen pada tanggal 31 Desember 2015 sebesar Rp 534. Penghapusan ini didasarkan pada Anggaran Dasar Perseroan yang menyatakan bahwa laba yang dibagikan, sebagai dividen, yang tidak diambil setelah lewat waktu 15 (lima belas) tahun sejak Perseroan menyediakan dana tersebut untuk dibayarkan, akan menjadi milik Perseroan. Jumlah utang dividen yang dihapus ini kemudian dibukukan dalam pos pendapatan lain-lain.

#### 22. Saldo laba yang dicadangkan

Rapat Umum Pemegang Saham Luar Biasa tanggal 22 Mei 2008 menyetujui penyisihan saldo laba sebesar 20,00% dari jumlah modal yang ditempatkan atau sebesar Rp 15.260 sesuai dengan ketentuan Undang-Undang Republik Indonesia No. 40 tahun 2007 mengenai Perseroan Terbatas ("UU Perseroan Terbatas").

As at 30 September 2016, dividends which had not been paid to the shareholders amounting to Rp 93.941 (31 December 2015: Rp 88,697), were recorded as other payables (Note 16).

On 31 December 2015, Company also reversed dividend payables of Rp 534. This reversal is based on Company's Article of Association that stated: distributed earnings to shareholders, as dividends, that are not requested back after a period of 15 (fifteen) years since Company appropriated those earnings to be paid, will be returned back to Company. The amount of reversal would then be recognized as other income.

#### 22. Appropriated retained earnings

At the Company's Extraordinary General Meeting of the Shareholders on 22 May 2008, the Company established a statutory reserve of 20.00% of the issued share capital or amounting to Rp 15,260 in accordance with Indonesian Limited Liability Company Law No. 40 of the year 2007 (the "Company Law").

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#### 23. Penjualan bersih

#### 23. Net sales

|              | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |          |
|--------------|---------------------------------------|---------------------------------------|----------|
| Dalam negeri | 28,495,287                            | 26,132,644                            | Domestic |
| Ekspor       | 1,606,161                             | 1,414,036                             | Export   |
| Jumlah       | 30,101,448                            | 27,546,680                            | Total    |

Tidak ada pelanggan yang secara individu memiliki jumlah transaksi melebihi 10,00% dari penjualan bersih.

No individual customer had total transactions of more than 10.00% of net sales.

Penjualan ekspor Perseroan sebesar Rp 1.606.161 (2015: Rp 1.414.036) hanya terdiri dari penjualan kepada pihak berelasi. Penjualan ekspor kepada pihak berelasi tersebut setara dengan masing-masing 5,34% dan 5,13% dari jumlah penjualan bersih untuk periode yang berakhir pada 30 September 2016 dan 2015.

The Company's export sales amounting to Rp 1,606,161 (2015: Rp 1,414,036) only consist of sales to related parties. The export sales to related parties represent 5.34% and 5.13% of total net sales, for the periods ended 30 September 2016 and 2015, respectively.

Rincian penjualan kepada pihak berelasi adalah sebagai berikut:

The details of sales to related parties are as follows:

|  | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|--|---------------------------------------|---------------------------------------|--|
| Unilever Asia Private Ltd.             | 1,078,053                             | 900,990                               | Unilever Asia Private Ltd.             |
| Unilever Philippines, Inc.             | 281,772                               | 270,329                               | Unilever Philippines, Inc.             |
| Unilever Taiwan Ltd.                   | 55,845                                | 50,056                                | Unilever Taiwan Ltd.                   |
| Unilever Vietnam International Co.     | 53,973                                | 53,809                                | Unilever Vietnam International Co.     |
| Unilever Japan K.K.                    | 49,382                                | 33,424                                | Unilever Japan K.K.                    |
| Unilever RFM Ice Cream Inc.            | 35,490                                | 39,817                                | Unilever RFM Ice Cream Inc.            |
| Unilever Korea Ltd.                    | 15,673                                | 15,925                                | Unilever Korea Ltd.                    |
| Unilever Supply Chain Company AG       | 11,051                                | 14,177                                | Unilever Supply Chain Company AG       |
| Unilever South Africa (Pty) Ltd.       | 7,518                                 | 13,446                                | Unilever South Africa (Pty) Ltd.       |
| Unilever Hongkong                      | 4,429                                 | 2,379                                 | Unilever Hongkong                      |
| Hindustan Unilever Ltd.                | 4,330                                 | 7,637                                 | Hindustan Unilever Ltd.                |
| Unilever Caribbean Ltd.                | 2,615                                 | 2,670                                 | Unilever Caribbean Ltd.                |
| Unilever China Limited                 | 1,641                                 | -                                     | Unilever China Limited                 |
| Unilever Manufacturera S DE RL DE CV   | 1,543                                 | -                                     | Unilever Manufacturera S DE RL DE CV   |
| Unilever Lipton Ceylon Ltd.            | 1,492                                 | 1,496                                 | Unilever Lipton Ceylon Ltd.            |
| Unilever Market Development (Ptv) Ltd. | 835                                   | 3,010                                 | Unilever Market Development (Ptv) Ltd. |
| Unilever Gulf Free Zone Establishment  | 122                                   | 827                                   | Unilever Gulf Free Zone Establishment  |
| Unilever Ghana Limited                 | -                                     | 3,686                                 | Unilever Ghana Limited                 |
| Lain-lain (jumlah masing-masing kurang |                                       |                                       | Others (individual amounts less than   |
| dari Rp 382)                           | 397                                   | 358                                   | Rp 382 each)                           |
| Jumlah                                 | 1,606,161                             | 1,414,036                             | Total                                  |

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#### 24. Harga pokok penjualan

#### 24. Cost of goods sold

Komponen harga pokok penjualan adalah sebagai berikut:

The components of the cost of goods sold are as follows:

|  | September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|--|---------------------------------|---------------------------------------|--|
| Bahan baku                                   |                                 |                                       | Raw materials                                |
| - Awal tahun                                 | 591,393                         | 608,986                               | At the beginning of the year -               |
| - Pembelian                                  | 11,993,714                      | 11,583,058                            | Purchases -                                  |
| - Akhir periode                              | (777,693)                       | (625,515)                             | At the end of the period -                   |
| Bahan baku yang digunakan                    | 11,807,414                      | 11,566,529                            | Raw materials used                           |
| Biaya tenaga kerja langsung (Catatan 27)     | 473,963                         | 469,672                               | Direct labour costs (Note 27)                |
| Penyusutan aset tetap (Catatan 9f)           | 287,733                         | 257,407                               | Depreciation of fixed assets (Note 9f)       |
| Beban pabrikasi lainnya                      | 1,030,133                       | 840,999                               | Manufacturing overheads                      |
| Jumlah biaya produksi<br>Barang dalam proses | 13,599,243                      | 13,134,607                            | Total production costs<br>Work in process    |
| - Awal tahun                                 | 128,634                         | 163,434                               | At the beginning of the year -               |
| - Akhir periode                              | (155,154)                       | (171,645)                             | At the end of the period -                   |
| Harga pokok produksi<br>Barang jadi          | 13,572,723                      | 13,126,396                            | Cost of goods manufactured<br>Finished goods |
| - Awal tahun                                 | 1,547,567                       | 1,551,156                             | At the beginning of the year -               |
| - Pembelian                                  | 1,193,689                       | 476,302                               | Purchases -                                  |
| - Akhir periode                              | (1,515,280)                     | (1,571,166)                           | At the end of the period -                   |
| Jumlah                                       | 14,798,699                      | 13,582,688                            | Total  |

Tidak ada pembelian dari pemasok yang secara individu melebihi 10,00% dari total pembelian bahan baku dan barang jadi Perseroan.

Pembelian bahan baku dan barang jadi Perseroan dari pihak berelasi, untuk periode yang berakhir pada 30 September 2016 berjumlah Rp 326.661 (2015: Rp 551.183) setara dengan 2,48% (2015: 4,57%) dari total seluruh pembelian bahan baku dan barang jadi.

No purchase from an individual supplier was made in excess of 10.00% of the Company total purchases of raw materials and finished goods.

The Company's purchases of raw materials and finished goods from related parties for the period ended 30 September 2016 was Rp 326,661 (2015: Rp 551,183) which represents 2.48% (2015: 4.57%) of the total purchases of raw materials and finished goods.

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#### 24. Harga pokok penjualan (lanjutan)

## njualan (lanjutan) 24. Cost of goods sold (continued)

Pembelian bahan baku dan barang jadi dari pihak berelasi terdiri dari:

Purchases of raw materials and finished goods from related parties comprise:

|  | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|--|---------------------------------------|---------------------------------------|--|
| Unilever Asia Private Ltd.             | 214,569                               | 446,503                               | Unilever Asia Private Ltd.                 |
| PT Unilever Oleochemical Indonesia     | 68,222                                | -                                     | PT Unilever Oleochemical Indonesia         |
| Hindustan Unilever Ltd.                | 14,007                                | 2,280                                 | Hindustan Unilever Ltd.                    |
| Unilever Vietnam International Co.     | 9,583                                 | 19,252                                | Unilever Vietnam International Co.         |
| Unilever Supply Chain Company AG       | 4,309                                 | 58,070                                | Unilever Supply Chain Company AG           |
| Unilever IT Global Service Europe      | 3,720                                 | -                                     | Unilever IT Global Service Europe          |
| Unilever R&D Port Sunlight             | 2,557                                 | -                                     | Unilever R&D Port Sunlight                 |
| Unilever China Ltd.                    | 2,348                                 | -                                     | Unilever China Ltd.                        |
| PT Unilever Enterprise Indonesia       |                                       |                                       | PT Unilever Enterprise Indonesia           |
| (d/h PT Unilever Body Care Indonesia)  | 2,296                                 | 2,868                                 | (formerly PT Unilever Body Care Indonesia) |
| Unilever Philippines, Inc.             | 1,664                                 | 4,288                                 | Unilever Philippines, Inc.                 |
| Unilever Sanayi Ve Ticaret Turk        | 1,087                                 | -                                     | Unilever Sanayi Ve Ticaret Turk            |
| Unilever Industries Private Ltd        | 1,071                                 | -                                     | Unilever Industries Private Ltd            |
| Unilever Lipton Ceylon Ltd.            | 502                                   | 17,245                                | Unilever Lipton Ceylon Ltd.                |
| Unilever India Export Limited          | 289                                   | 674                                   | Unilever India Export Limited              |
| Lain-lain (jumlah masing-masing kurang |                                       |                                       | Others (individual amount less than        |
| dari Rp 382)                           | 437                                   | 3                                     | Rp 382 each)                               |
| Jumlah                                 | 326,661                               | 551,183                               | Total                                      |

#### 25. a. Beban pemasaran dan penjualan

#### 25. a. Marketing and selling expenses

|                                    | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|------------------------------------|---------------------------------------|---------------------------------------|--|
| Iklan dan riset pasar              | 2,189,139                             | 2,364,143                             | Advertising and market research        |
| Distribusi                         | 1,441,869                             | 1,231,912                             | Distribution                           |
| Promosi                            | 1,179,089                             | 1,003,606                             | Promotion                              |
| Remunerasi dan imbalan kerja       | 531,406                               | 471,746                               | Remuneration and employee benefits     |
| Beban penjualan                    | 204,000                               | 200,317                               | Sales expenses                         |
| Jasa konsultan dan jasa lainnya    | 123,995                               | 51,234                                | Consultant fees and other services     |
| Penyusutan aset tetap (Catatan 9f) | 100,604                               | 91,257                                | Depreciation of fixed assets (Note 9f) |
| Informasi dan telekomunikasi       | 77,755                                | 47,464                                | Information and telecommunications     |
| Perjalanan dinas dan jamuan        | 50,235                                | 43,720                                | Travelling and representation          |
| Sewa                               | 43,847                                | 29,536                                | Rent                                   |
| Imbalan kerja jangka panjang       | 40,755                                | 40,716                                | Long-term employee benefits            |
| Lain-lain                          | 27,374                                | 41,811                                | Others                                 |
| Jumlah                             | 6,010,068                             | 5,617,462                             | Total                                  |

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#### 25. b. Beban umum dan administrasi

#### 25. b. General and administration expenses

|                                     | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|-------------------------------------|---------------------------------------|---------------------------------------|--|
| Trademark, teknologi dan biaya jasa |                                       |                                       | Trademark, technology and service fees |
| (Catatan 7b)                        | 2,059,665                             | 1,993,787                             | (Note 7b)                              |
| Remunerasi dan imbalan kerja        | 245,778                               | 282,663                               | Remuneration and employee benefits     |
| Jasa konsultan dan jasa lainnya     | 114,112                               | 120,357                               | Consultant fees and other services     |
| Informasi dan telekomunikasi        | 54,931                                | 53,880                                | Information and telecommunications     |
| Sewa                                | 36,914                                | 37,705                                | Rent                                   |
| Perjalanan dinas dan jamuan         | 25,310                                | 34,471                                | Travelling and representation          |
| Amortisasi aset takberwujud         |                                       |                                       | Amortisation of intangible assets      |
| (Catatan 11)                        | 15,915                                | 15,914                                | (Note 11)                              |
| Imbalan kerja jangka panjang        | 12,270                                | 17,486                                | Long-term employee benefits            |
| Pendidikan dan pelatihan            | 8,749                                 | 6,641                                 | Education and training                 |
| Penyusutan aset tetap (Catatan 9f)  | 2,151                                 | 3,571                                 | Depreciation of fixed assets (Note 9f) |
| Lain-lain                           | 243,980                               | 112,447                               | Others                                 |
| Jumlah                              | 2,819,775                             | 2,678,922                             | Total                                  |

#### 26. Penghasilan/(beban) lain-lain, bersih

#### 26. Other income/(expenses), net

|  | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |   |
|--|---------------------------------------|---------------------------------------|---|
| Keuntungan/(kerugian) selisih kurs, bersih<br>Kerugian penjualan aset tetap (Catatan 9d)<br>Hasil penjualan merek dagang | 6,693<br>(3,593)                      | (16,222)<br>(7,197)<br>7,561          | Grain/(loss) on foreign exchange, net<br>Loss on sale of fixed assets (Note 9d)<br>Proceed from the sale of trademark |
|  | 3,100                                 | (15,858)                              |   |

Pada bulan Maret 2015, Perseroan menjual salah satu merek dagangnya ("SHE") yang menghasilkan keuntungan sebesar Rp 7.561.

In March 2015, the Company sold one of its trademarks ("SHE") which resulted in a gain of Rp 7,561.

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#### 27. Beban karyawan

Jumlah beban karyawan yang terjadi selama periode yang berakhir pada 30 September 2016 adalah Rp 1.304.172 (2015: Rp 1.282.283) dan dicatat masing-masing Rp 473.963 (2015: Rp 469.672), Rp 572.161 (2015: Rp 512.462), dan Rp 258.048 (2015: Rp 300.149) sebagai bagian dari biaya produksi, beban pemasaran dan penjualan, dan beban umum dan administrasi.

Jumlah karyawan Perseroan pada tanggal 30 September 2016 dan 2015 (tidak diaudit) masingmasing 6.203 dan 6.920.

#### 28. Laba bersih per saham dasar

#### 27. Employee costs

Total employee costs for the period ended on 30 September 2016 were Rp 1,304,172 (2015: Rp 1,282,283) and were recorded as part of the production costs, marketing and selling expenses, and general and administration expenses amounting to Rp 473,963 (2015: Rp 469,672), Rp 572,161 (2015: Rp 512,462), and Rp 258,048 (2015: Rp 300,149), respectively.

The number of employees of the Company as at 30 September 2016 and 2015 (unaudited) was 6,203 and 6,920, respectively.

#### 28. Basic earnings per share

|   | 30<br>September/<br>September<br>2016 | 30<br>September/<br>September<br>2015 |  |
|---|---------------------------------------|---------------------------------------|--|
| Laba tahun berjalan   | 4,750,551                             | 4,183,173                             | Profit for the year  |
| Rata-rata tertimbang jumlah saham biasa yang beredar (dalam jutaan) | 7,630                                 | 7,630                                 | Weighted average number of ordinary shares outstanding (in millions) |
| Laba bersih per saham dasar (nilai penuh)                           | 623                                   | 548                                   | Basic earnings per share (full amount)                               |

Tidak ada efek yang dapat menimbulkan dilusi. Sehingga, laba per saham dasar sama dengan laba bersih per saham dilusian.

There is no security which has a potential dilution feature. Accordingly, the basic earnings per share is the same as the diluted earnings per share.

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#### 29. Aset dan liabilitas dalam mata uang asing

#### 29. Assets and liabilities denominated in foreign currencies

Aset dan liabilitas dalam berbagai mata uang asing adalah sebagai berikut:

Assets and liabilities denominated in various foreign currencies are as follows:

|  | 30   | September/Septe   | ember 2016   |   |
|--|--|---|--|---|
|  | Mata<br>(nila<br><i>Forei</i> g  | uang asing<br>ai penuh)/<br>n currencies<br>I amount)   | Dalam jutaan<br>Rupiah/<br>In millions of<br>Rupiah  |   |
| Aset   | HOD  | 45.040.770  | 405 570  | Assets  |
| Kas dan setara kas                                       | USD<br>EUR   | 15,046,776<br>4,330,041   | 195,578<br>63,132  | Cash and cash equivalents   |
| Piutang usaha<br>- Pihak ketiga<br>- Pihak berelasi      | USD<br>USD   | 60,009<br>31,928,358  | 780<br>407,206   | Trade debtors<br>Third parties -<br>Related parties -               |
| Piutang lain-lain dari pihak berelasi                    | EUR<br>USD   | 2,009,191<br>946,607  | 29,294<br>12,304   | Amounts due from related parties                                    |
|  |  | -<br>-  | 708,294  |   |
| Liabilitas   |  |   |  | Liabilities   |
| Utang usaha - Pihak ketiga  - Pihak berelasi             | USD<br>EUR<br>GBP<br>THB<br>SGD<br>SEK<br>MYR<br>AUD<br>NZD<br>PHP<br>CHF<br>INR | 19,649,946<br>6,868,450<br>2,502,196<br>36,954,667<br>987,820<br>230,871<br>97,196<br>26,419<br>16,073<br>55,790<br>892<br>30,769 | 255,410<br>100,142<br>42,162<br>13,858<br>9,408<br>350<br>305<br>262<br>152<br>15<br>12<br>6 | Trade creditors Third parties -  Related parties -                  |
| Utang lain-lain<br>- Pihak ketiga                        | USD<br>EUR<br>GBP<br>THB<br>SEK<br>CHF<br>SGD                                    | 229,343<br>108,299<br>57,626<br>1,170,667<br>185,356<br>3,642<br>3,150  | 2,981<br>1,579<br>971<br>439<br>281<br>49<br>30  | Other payables<br>Third parties -                                   |
| - Pihak berelasi   | EUR<br>USD<br>GBP  | 4,577,846<br>1,656,486<br>352,582   | 66,745<br>21,531<br>5,941<br>743,533   | Related parties -   |
| Selisih lebih liabilitas atas aset dalam mata uang asing |  | -<br>-  | 35,239   | Excess of liabilities over assets denominated in foreign currencies |

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#### 29. Aset dan liabilitas dalam mata uang asing (lanjutan)

## 29. Assets and liabilities denominated in foreign currencies (continued)

|  | 31 D   | esember/Decem  | ber 2015   |   |
|--|--|--|--|---|
|  | Mata (<br>(nila<br><i>Foreigi</i>  | uang asing<br>i penuh)/<br>n currencies<br>amount)   | Dalam jutaan<br>Rupiah/<br>In millions of<br>Rupiah  |   |
| Aset   |  |  |  | Assets  |
| Kas dan setara kas                                       | USD<br>EUR   | 30,809,931<br>3,053,991  | 425,023<br>45,987  | Cash and cash equivalents   |
| Piutang usaha<br>- Pihak ketiga<br>- Pihak berelasi      | USD<br>USD   | 49,583<br>35,568,757   | 684<br>421,696   | Trade debtors<br>Third parties -<br>Related parties -               |
| Piutang lain-lain dari pihak berelasi                    | USD<br>EUR<br>GBP  | 13,967,887<br>692,854<br>3,521   | 192,687<br>10,433<br><u>72</u>   | Amounts due from related parties                                    |
|  |  |  | 1,096,582  |   |
| Liabilitas   |  |  |  | Liabilities   |
| Utang usaha - Pihak ketiga  - Pihak berelasi             | USD<br>EUR<br>SGD<br>GBP<br>THB<br>CNY<br>SEK<br>INR<br>PHP<br>NZD<br>CHF<br>MYR | 46,165,350<br>5,236,618<br>4,037,562<br>1,409,633<br>29,579,634<br>121,882<br>148,442<br>1,033,654<br>700,680<br>19,523<br>4,880<br>14,935 | 636,851<br>78,853<br>39,342<br>28,827<br>11,329<br>259<br>243<br>215<br>206<br>184<br>68<br>47 | Trade creditors<br>Third parties -<br>Related parties -             |
| Utang lain-lain<br>- Pihak ketiga                        | USD<br>EUR<br>SEK<br>GBP<br>SGD<br>THB   | 1,086,698<br>599,349<br>472,816<br>36,235<br>32,943<br>5,222   | 56,636<br>14,991<br>9,025<br>774<br>741<br>321<br>2  | Other payables<br>Third parties -                                   |
| - Pihak berelasi   | EUR<br>USD<br>GBP<br>THB   | 41,871,364<br>540,051<br>119,071<br>744,125  | 630,499<br>7,450<br>2,435<br>285<br>1,766,583  | Related parties -   |
| Selisih lebih liabilitas atas aset dalam mata uang asing |  |  | 670,001  | Excess of liabilities over assets denominated in foreign currencies |

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 29. Aset dan liabilitas dalam mata uang asing (lanjutan)

Nilai tukar Rupiah terhadap Dolar Amerika Serikat dan Euro telah bergerak dari masing-masing Rp 12.998 dan Rp 14.580 (nilai penuh) pada 30 September 2016 menjadi Rp 13.047 dan Rp 14.173 (nilai penuh) pada tanggal 24 Oktober 2016.

#### 30. Informasi segmen

Manajemen telah menentukan segmen operasi berdasarkan laporan yang ditelaah oleh Direksi yang digunakan untuk mengambil keputusan strategis.

Maksud dan tujuan Perseroan antara lain berusaha dalam bidang produksi, pemasaran dan distribusi barang-barang konsumsi. Untuk mencapai maksud dan tujuan tersebut di atas, Perseroan menjalankan usahanya secara terintegrasi.

Bisnis Perseroan dikelompokkan menjadi dua bidang produk utama sebagai berikut:

- Kebutuhan Rumah Tangga dan Perawatan Tubuh, yang berkaitan dengan produk-produk pembersih yang digunakan dalam rumah tangga dan produk-produk kosmetik.
- Makanan dan Minuman, yang berkaitan dengan produk-produk makanan dan minuman termasuk es krim.

Informasi segmen yang diberikan kepada Direksi untuk setiap segmen adalah sebagai berikut:

## 29. Assets and liabilities denominated in foreign currencies (continued)

The exchange rate for the US Dollar and Euro against the Rupiah has moved from Rp 12,998 and Rp 14,580 (full amount) on 30 September 2016 to Rp 13,047 and Rp 14,173 (full amount), respectively on 24 October 2016.

#### 30. Segment information

Management has determined the operating segments based on the reports reviewed by Directors that are used to make strategic decisions.

The objectives and purposes of the Company among others are to engage in the manufacturing, marketing and distribution of consumer goods. To achieve these objectives and purposes, the Company manages its business as an integrated business field.

The Company's business is grouped into two principal product areas as follows:

- Home and Personal Care, which relates to the cleaning products which are used in the household and the cosmetic products.
- Foods and Refreshment, which relates to the food and beverage products including ice cream.

The segment information provided to the Directors for the reportable segments are as follows:

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#### 30. Informasi segmen (lanjutan)

#### 30. Segment information (continued)

|   | 30 September/September 2016   |   |                                    |   |  |
|---|---|---|------------------------------------|---|--|
|   | Kebutuhan<br>Rumah Tangga<br>dan Perawatan<br>Tubuh/<br>Home and<br>Personal Care | Makanan dan<br>Minuman/<br>Foods and<br>Refreshment | Jumlah/<br>Total                   |   |  |
| Penjualan bersih  | 20,620,563  | 9,480,885   | 30,101,448                         | Net sales   |  |
| Laba bruto  | 11,557,717  | 3,745,032   | 15,302,749                         | Gross profit  |  |
| Hasil segmen  | 6,706,595   | 1,240,813   | 7,947,408                          | Segment result  |  |
| Beban yang tidak dapat dialokasikan:  |   |   |                                    | Unallocated expenses:   |  |
| Beban pemasaran dan penjualan   |   |   | (759,517)                          | Marketing and selling<br>expenses                                 |  |
| Beban umum dan administrasi   |   |   | (714,985)                          | General and administration expenses                               |  |
| Beban lain-lain, bersih   |   |   | (108,605)                          | Other expenses, net   |  |
| Laba sebelum pajak penghasilan  |   |   | 6,364,301                          | Profit before income tax  |  |
| Beban pajak penghasilan   |   |   | (1,613,750)                        | Income tax expense  |  |
| Laba  |   |   | 4,750,551                          | Profit  |  |
| Penghasilan komprehensif lain   |   |   | -                                  | Other comprehensive income  |  |
| Jumlah penghasilan komprehensif   |   |   | 4,750,551                          | Total comprehensive income  |  |
| Aset segmen<br>Aset takberwujud<br>Aset segmen yang tidak dapat<br>dialokasikan | 8,522,891<br>-  | 5,289,023<br>392,616                                | 13,811,914<br>392,616<br>2,544,143 | Segment assets<br>Intangible assets<br>Unallocated segment assets |  |
| ulai-oriadinain   |   |   | 16,748,673                         | enamerated engineral decese                                       |  |
| Liabilitas segmen   | (4,677,756)   | (2,058,302)   | (6,736,058)                        | Segment liabilities   |  |
| Liabilitas segmen yang tidak dapat<br>dialokasikan                              |   |   | (3,669,824)<br>(10,405,882)        | Unallocated segment<br>liabilities                                |  |
| Informasi lainnya   |   |   |                                    | Other information   |  |
| Pengeluaran modal   | 524,937   | 174,905   | 699,842                            | Capital expenditures  |  |
| Pengeluaran modal yang tidak dapat dialokasikan                                 |   |   | 533,231<br>1,233,073               | Unallocated capital expenditures                                  |  |
| Penyusutan dan amortisasi   | (195,660)   | (188,524)   | (384,184)                          | Depreciation and amortisation                                     |  |
| Beban penyusutan dan amortisasi yang tidak dapat dialokasikan                   |   |   | (22,219)<br>(406,403)              | Unallocated depreciation<br>and amortisation expenses             |  |

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#### 30. Informasi segmen (lanjutan)

#### 30. Segment information (continued)

|   | 30 Se   | ptember/September                                   |                                    |  |
|---|---|---|------------------------------------|--|
|   | Kebutuhan<br>Rumah Tangga<br>dan Perawatan<br>Tubuh/<br>Home and<br>Personal Care | Makanan dan<br>Minuman/<br>Foods and<br>Refreshment | Jumlah/<br><i>Total</i>            |  |
| Penjualan bersih  | 19,029,664  | 8,517,016   | 27,546,680                         | Net sales  |
| Laba bruto  | 10,289,499  | 3,674,493   | 13,963,992                         | Gross profit   |
| Hasil segmen  | 5,635,360   | 1,274,521   | 6,909,881                          | Segment result   |
| Beban yang tidak dapat dialokasikan:  Beban pemasaran dan penjualan                           |   |   | (639,117)                          | Unallocated expenses:<br>Marketing and selling<br>expenses<br>General and administration |
| Beban umum dan administrasi   |   |   | (603,156)                          | expenses   |
| Beban lain-lain, bersih   |   |   | (69,074)                           | Other expenses, net  |
| Laba sebelum pajak penghasilan  |   |   | 5,598,534                          | Profit before income tax   |
| Beban pajak penghasilan   |   |   | (1,415,361)                        | Income tax expense   |
| Laba  |   |   | 4,183,173                          | Profit   |
| Penghasilan komprehensif lain   |   |   | -                                  | Other comprehensive income   |
| Jumlah penghasilan komprehensif   |   |   | 4,183,173                          | Total comprehensive income   |
| Aset segmen<br>Aset takberwujud<br>Aset segmen yang tidak dapat<br>dialokasikan               | 8,245,595<br>-  | 5,081,982<br>392,680                                | 13,327,577<br>392,680<br>2,009,688 | Segment assets<br>Intangible assets<br>Unallocated segment assets                        |
| Liabilitas segmen   | (4,739,481)   | (1,886,480)   | 15,729,945<br>(6,625,961)          | Segment liabilities  |
| Liabilitas segmen yang tidak dapat dialokasikan   |   |   | (4,276,624)<br>(10,902,585)        | Unallocated segment liabilities  |
| Informasi lainnya   |   |   |                                    | Other information  |
| Pengeluaran modal<br>Pengeluaran modal yang tidak dapat                                       | 323,585   | 323,331   | 646,916                            | Capital expenditures   |
| dialokasikan  |   |   | 204,053<br>850,969                 | Unallocated capital expenditure  |
| Penyusutan dan amortisasi<br>Beban penyusutan dan amortisasi<br>yang tidak dapat dialokasikan | 205,134   | 140,395   | 345,529<br>22,620<br>368,149       | Depreciation and amortisation<br>Unallocated depreciation<br>and amortisation expenses   |

Jumlah yang dilaporkan kepada Direksi sehubungan dengan jumlah aset dan liabilitas diukur dengan cara yang konsisten dengan yang dilaporkan dalam laporan keuangan. Aset dan liabilitas ini dialokasikan berdasarkan segmen operasi.

The amounts provided to the Directors with respect to total assets and liabilities are measured in a manner consistent with that of the financial statements. These assets and liabilities are allocated based on the operating segment.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 30. Informasi segmen (lanjutan)

#### 30. Segment information (continued)

Rekonsiliasi aset segmen dilaporkan terhadap jumlah aset adalah sebagai berikut:

Reportable segments' assets are reconciled to total assets as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |  |
|---|---------------------------------------|-------------------------------------|--|
| Aset segmen untuk segmen yang                     |                                       |                                     |  |
| dilaporkan  | 14,204,530                            | 13,720,257                          | Segment assets for reportable segments |
| Yang tidak dapat dialokasikan:                    |                                       |                                     | Unallocated:                           |
| <ul> <li>Kas dan setara kas</li> </ul>            | 507,733                               | 628,159                             | Cash and cash equivalents -            |
| - Aset tetap                                      | 1,635,979                             | 605,952                             | Fixed assets -                         |
| <ul> <li>Goodwill dan aset takberwujud</li> </ul> | 84,415                                | 100,266                             | Goodwill and intangible assets -       |
| <ul> <li>Beban pensiun dibayar di muka</li> </ul> | 3,776                                 | -                                   | Prepaid pension expense -              |
| - Aset lain-lain                                  | 312,240                               | 675,311                             | Other assets -                         |
| Jumlah aset menurut laporan posisi                |                                       |                                     | Total assets per                       |
| keuangan  | 16,748,673                            | 15,729,945                          | statement of financial position        |
|   |                                       |                                     |  |

Rekonsiliasi liabilitas segmen terhadap jumlah liabilitas adalah sebagai berikut:

Reportable segments' liabilities are reconciled to total liabilities as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|---|---------------------------------------|-------------------------------------|---|
| Liabilitas segmen untuk segmen yang         |                                       |                                     |   |
| dilaporkan                                  | 6,736,058                             | 6,625,961                           | Segment liabilities for reportable segments |
| Yang tidak dapat dialokasikan:              |                                       |                                     | Unallocated:                                |
| - Pinjaman bank                             | 1,250,000                             | 1,700,000                           | Bank borrowings -                           |
| - Utang usaha                               | 513,069                               | 918,915                             | Trade creditors -                           |
| - Utang pajak                               | 448,523                               | 629,874                             | Taxes payable -                             |
| <ul> <li>Kewajiban imbalan kerja</li> </ul> |                                       |                                     | Long-term employee -                        |
| jangka panjang                              | 480,660                               | 466,242                             | benefits obligations                        |
| - Liabilitas lain-lain                      | 977,572                               | 561,593                             | Other liabilities -                         |
| Jumlah liabilitas menurut laporan posisi    |                                       |                                     | Total liabilities per statement             |
| keuangan                                    | 10,405,882                            | 10,902,585                          | of financial position                       |

#### 31. Komitmen dan liabilitas kontinjensi yang signifikan

#### 31. Significant commitments and contingent liabilities

- a. Perseroan mempunyai komitmen untuk pembelian aset tetap dan persediaan masing-masing sebesar Rp 733.575 dan Rp 2.826.553 pada tanggal 30 September 2016 (31 Desember 2015: Rp 811.012 dan Rp 4.486.037).
- a. The Company had commitments to purchase fixed assets and inventories amounting to Rp 733,575 and Rp 2,826,553 respectively, as at 30 September 2016 (31 December 2015: Rp 811,012 and Rp 4,486,037).
- Sewa yang harus dibayar berdasarkan perjanjian sewa menyewa gedung kantor tahun 2016 dan 2015:
- b. Building rental commitments in 2016 and 2015 were as follows:

|   | Dalam ribuan USD/<br>In thousands of USD |                                     |
|---|--|-------------------------------------|
|   | 30<br>September/<br>September<br>2016    | 31<br>Desember/<br>December<br>2015 |
| Jatuh tempo dalam waktu 1 tahun (diperbaharui setiap tahun) | 2,335                                    | 2,239                               |

Payable within 1 year (renewed on annual basis)

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 31. Komitmen dan liabilitas kontinjensi yang signifikan 31. Significant commitments and contingent liabilities (lanjutan)

Perseroan telah menandatangani perjanjian dengan PT Mega Manunggal Property untuk sewa gudang di Cikarang selama 10 tahun terhitung sejak 1 April 2012.

Jumlah pembayaran sewa minimum di masa depan dalam perjanjian sewa operasi adalah sebagai berikut:

|   | 30<br>September/<br>September<br>2016 |
|---|---------------------------------------|
| Tidak lebih dari 1 tahun  | 84,458                                |
| Lebih dari 1 tahun namun kurang dari<br>5 tahun<br>Lebih dari 5 tahun | 363,591<br>-                          |
|   | 448,049                               |

- d. Perseroan memiliki fasilitas kredit untuk modal kerja yang belum terpakai. Fasilitas kredit yang tidak mengikat yang belum digunakan oleh Perseroan pada tanggal 30 September 2016 sejumlah Rp 4.850.000.
- e. Perseroan tidak mempunyai liabilitas kontinjensi yang signifikan pada tanggal 30 September 2016 dan 31 Desember 2015.
- Perseroan mengadakan perjanjian dengan PT Bank BNP Paribas Indonesia ("BNP"), dimana Perseroan dapat menjual ke BNP beberapa piutang usaha yang memenuhi kriteria dalam perjanjian. Sampai dengan tanggal 30 September 2016, perseroan telah menjual piutang usaha senilai Rp 862.918 (31 Desember 2015: 620.032) ke BNP.

Perseroan telah mengevaluasi syarat dan kondisi dalam perjanjian ini dan menyimpulkan bahwa piutang usaha tersebut adalah aset keuangan yang memenuhi kriteria penghentian pangakuan, hak kontraktual atas arus kas telah kadaluarsa, telah ada transfer hak kontraktual, dan seluruh risiko dan manfaat yang berkaitan dengan piutang usaha tersebut telah ditransfer ke BNP. Dengan demikian, Perseroan telah menghentikan pengakuan dari piutang usaha tersebut, sesuai dengan PSAK 55.

#### 32. Estimasi dan pertimbangan akuntansi yang penting

Estimasi dan pertimbangan dibuat dan dievaluasi berdasarkan data historis dan ekspektasi kondisi masa mendatang. Hasil aktual dapat berbeda dengan jumlah yang diestimasi. Estimasi dan asumsi yang memiliki pengaruh signifikan terhadap jumlah tercatat aset dan liabilitas diungkapkan di bawah ini.

## (continued)

c. The Company has signed an agreement with PT Mega Manunggal Property to rent a warehouse in Cikarang for 10 years from 1 April 2012.

The future aggregate minimum lease payments under operating leases are as follows:

| Desember/ December 2015 |  |
|-------------------------|--|
| 81,380                  | No later than 1 year<br>Later than 1 year and no later |
| 344,690                 | than 5 years   |
| 121,557                 | Later than 5 years                                     |
| 547,627                 |  |

- d. The Company has unused credit facilities for working capital. The total uncommitted credit facilities of the Company as at 30 September 2016 totaled Rp 4,850,000.
- e. The Company did not have any significant contingent liabilities as at 30 September 2016 and 31 December 2015.
- f. The Company entered into an agreement with PT Bank BNP Paribas Indonesia ("BNP"), whereby the Company can sell to BNP certain of the Company's trade debtors that meet the criteria in the agreement. As at 30 September 2016, the Company has sold trade debtors totalling Rp 862,918 (31 December 2015: 620,032) to BNP.

The Company evaluated the terms and conditions of this agreement and concluded that those trade debtors balances are financial assets subject to de-recognition, contractual rights to cash flows have expired, there has been a rights transfer of contractual rights, and substantially all of the risks and rewards related to these trade debtors have been transferred to BNP. Accordingly, the Company has de-recognised these trade debtors, in accordance with SFAS 55.

#### 32. Critical accounting estimates and judgment

Estimates and judgments are made and evaluated based on historical data and expectations of future conditions. Actual results may differ from these estimates. The estimates and assumptions that have a significant impact on the carrying amount of assets and liabilities are disclosed below.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 32. Estimasi dan pertimbangan akuntansi yang penting 32. Critical accounting estimates and judgment (lanjutan)

#### Imbalan pensiun

Nilai kini kewajiban pensiun tergantung pada beberapa faktor yang ditentukan dengan dasar aktuarial berdasarkan beberapa asumsi. Asumsi yang digunakan untuk menentukan biaya pensiun neto mencakup tingkat diskonto. Perubahan asumsi ini akan mempengaruhi jumlah tercatat kewajiban pensiun.

Perseroan menentukan tingkat diskonto yang sesuai pada akhir tahun pelaporan, yakni tingkat suku bunga yang harus digunakan untuk menentukan nilai kini arus kas keluar depan estimasian yang diharapkan untuk masa menyelesaikan kewajiban pensiun. Dalam menentukan yang tingkat suku bunga sesuai, Perseroan mempertimbangkan hasil pengembalian pasar dari obligasi pemerintah pada tanggal pelaporan dan jangka waktu kewajiban imbalan.

Asumsi-asumsi penting lainnya sebagian ditentukan berdasarkan kondisi pasar saat ini. Informasi tambahan diungkapkan di Catatan 17.

#### Beban penjualan dan promosi

Akrual atas beban penjualan dan promosi dicatat berdasarkan estimasi beban aktivitas promosi dan pemasaran pada tahun berjalan yang belum ditagihkan pada tanggal pelaporan.

penentuan jumlah akrual mengharuskan manajemen melakukan estimasi dengan mengacu kepada sisa nilai anggaran yang telah disetujui dan disesuaikan dengan status terakhir atas pelaksanaan rencana aktivitas terkait.

#### Penurunan nilai goodwill dan aset takberwujud dengan umur manfaat tidak terbatas

Perseroan melakukan pengujian setiap tahun atas goodwill dan aset takberwujud dengan umur manfaat tidak terbatas sesuai dengan kebijakan akuntansi yang dinyatakan dalam Catatan 2k. Jumlah terpulihkan unit penghasil kas telah ditentukan berdasarkan perhitungan nilai pakai. Asumsi penting dalam penentuan nilai pakai adalah estimasi proyeksi arus kas dan tingkat diskonto.

#### Penentuan umur manfaat aset takberwujud

Perseroan menentukan bahwa suatu aset takberwujud dianggap memiliki umur manfaat tidak terbatas jika berdasarkan analisis dari seluruh faktor yang relevan, tidak ada batas yang terlihat pada saat ini atas periode yang mana aset diharapkan menghasilkan arus kas neto untuk Perseroan. Faktor yang relevan tersebut mencakup stabilitas industri di mana aset beroperasi dan perubahan permintaan pasar atas produk yang dihasilkan, perkiraan atas tindakan kompetitor dan kinerja aset tersebut di masa lalu untuk suatu waktu yang memadai.

## (continued)

#### Pension benefits

The present value of the pension obligations depends on a number of factors that are determined on an actuarial basis using a number of assumptions. The assumptions used in determining the net cost for pensions includes the discount rate. Any changes in these assumptions will impact the carrying amount of pension obligations.

The Company determines the appropriate discount rate at the end of each reporting period. This is the interest rate that should be used to determine the present value of estimated future cash outflow expected to be required to settle the pension obligations. In determining the appropriate discount rate, the Company considers the market yield of government bonds at the reporting date and the term of the benefits obligation.

Other key assumptions are based in part on current market conditions. Additional information is disclosed in Note 17.

#### Sales and promotion expenses

Accrued sales and promotion expenses are recorded based on an estimate of promotion and marketing expenses for the current year that has not been billed as at the reporting date.

The process of determining the accrual balance requires management to make an estimate by referring to the value of remaining approved budget and adjusted with the most up to date status of the execution of the respective planned activities.

#### Impairment of goodwill and intangible assets with indefinite useful lives

The Company tests annually whether goodwill and intangible assets with indefinite useful lives have suffered any impairment in accordance with the accounting policy stated in Note 2k. The recoverable amounts of cashgenerating units have been determined based on value in use calculations. Critical assumptions in the determination of value in use are the estimated cash flow projections and discount rates.

#### Determination of useful lives of intangible assets

The Company determines that an intangible asset is regarded as having an indefinite useful lives when, based on an analysis of all the relevant factors, there is no foreseeable limit to the period over which the asset is expected to generate net cash inflow for the Company. The relevant factors include the stability of the industry in which the asset operates and changes in the market demand for the products output from the asset, anticipated action of competitors and the historical performance of the asset for a considerable length of time.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 32. Estimasi dan pertimbangan akuntansi yang penting 32. Critical accounting estimates and judgment (lanjutan)

#### Estimasi umur manfaat aset tetap

Perseroan melakukan penelaahan berkala atas umur manfaat aset tetap berdasarkan faktor-faktor seperti kondisi teknis dan perkembangan teknologi di masa depan. Hasil operasi di masa depan akan dipengaruhi secara material atas perubahan estimasi ini yang diakibatkan oleh perubahan faktor yang telah disebutkan di atas.

#### 33. Manajemen risiko keuangan

#### Faktor risiko keuangan

Aktivitas Perseroan terekspos berbagai macam risiko keuangan yaitu: risiko nilai tukar mata uang asing, risiko kredit, risiko suku bunga dan risiko likuiditas.

Untuk meminimalkan potensi kerugian yang timbul dari perubahan tak terduga dalam kondisi pasar dan kinerja keuangan Perseroan, manajemen telah melakukan prosedur pengelolaan atas risiko keuangan yang sebagian besar dilakukan oleh departemen treasury sesuai dengan standar dan prosedur yang diberlakukan oleh Global Treasury Centre di Schaffhausen, Swiss.

#### a. Risiko nilai tukar mata uang asing

Perseroan terekspos risiko nilai tukar berbagai mata uang asing yang terutama timbul dari mata uang USD dan EUR. Risiko nilai tukar kurs mata uang asing muncul dari transaksi yang akan datang yang sudah mengikat serta realisasi aset dan liabilitas moneter dalam mata uang asing.

Untuk mengelola eksposur atas fluktuasi nilai tukar mata uang asing, Perseroan menjaga agar eksposur berada pada tingkat yang dapat diterima dengan membeli mata uang asing yang akan dibutuhkan untuk mengatasi fluktuasi jangka pendek.

Jika dianggap perlu, Perseroan melakukan lindung nilai untuk kebutuhan arus kas yang akan datang dalam mata uang asing, terutama untuk pembayaran pembelian bahan baku impor yang diestimasi berdasarkan data jatuh tempo pembayaran utang dalam mata uang asing. Tujuan dari aktivitas lindung nilai ini adalah mengantisipasi dampak perubahan nilai tukar mata uang asing terhadap laporan keuangan Perseroan.

Aset dan liabilitas moneter bersih dalam mata uang asing diungkapkan pada Catatan 29.

## (continued)

#### Estimated useful lives of fixed assets

The Company reviews periodically the estimated useful lives of fixed assets based on factors such as technical specification and future technological developments. Future results of operations could be materially affected by changes in these estimates brought about by changes in the factors mentioned.

#### 33. Financial risk management

#### Financial risk factors

The Company's activities expose it to a variety of financial risks: foreign exchange risk, credit risk, interest rate risk and liquidity risk.

To minimise potential loss effects arising from unpredictability of the market and the Company's financial performance, management conducts financial risk management procedures which are primarily performed by the treasury department in accordance with official standards and procedures from the Global Treasury Centre in Schaffhausen, Switzerland.

#### a. Foreign exchange risk

The Company is exposed to foreign exchange risk arising from various currency exposures especially from USD and EUR. Foreign exchange risk arises from committed future transactions and realization of monetary assets and liabilities in foreign currencies.

To manage its foreign currency fluctuation exposure, the Company maintains the exposure at an acceptable level by buying foreign currencies that will be needed to avoid exposure from short term fluctuations.

When considered necessary, the Company hedges its future foreign currency cash flow requirements, especially for payments of purchases of imported materials which are estimated based on the ageing schedule of payables in foreign currencies. The purpose of this hedging is to mitigate the impact of movements in foreign exchange rates on the financial statements of the Company.

Net monetary assets and liabilities denominated in foreign currencies are disclosed in Note 29.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 33. Manajemen risiko keuangan (lanjutan)

#### b. Risiko kredit

Perseroan memiliki risiko kredit yang terutama berasal dari simpanan dalam bank dan kontrak derivatif yang disepakati dengan bank dan kredit yang diberikan kepada pelanggan. Perseroan mengelola risiko kredit yang terkait dengan simpanan di bank dan aset derivatif dengan memonitor reputasi, credit ratings dan membatasi risiko agregat dari masing-masing pihak dalam kontrak.

Untuk menghindari konsentrasi atas risiko kredit, kas di bank dan setara kas disimpan pada beberapa institusi keuangan yang berbeda yang berkinerja baik.

Perseroan tidak memiliki konsentrasi risiko kredit terkait dengan piutang usaha karena Perseroan memiliki banyak pelanggan tanpa adanya pelanggan individu yang signifikan. Untuk mencegah kerugian yang disebabkan oleh piutang tak tertagih, sebagian pelanggan diharuskan untuk memberikan penjaminan berupa bank garansi yang dapat dicairkan oleh Perseroan pada saat pelanggan dinyatakan tidak dapat melunasi utangnya. Selain itu, Perseroan juga memastikan bahwa penjualan hanya dilakukan kepada pelanggan dengan sejarah kredit yang baik. Perseroan memiliki penilaian atas pelanggan dalam hal kemampuan membayar piutang saat jatuh tempo. Penilaian setiap pelanggan didasarkan pada posisi keuangan pelanggan serta pengalaman sebelumnya.

Eksposur maksimum atas risiko kredit tercermin dari nilai tercatat setiap aset keuangan setelah dikurangi dengan provisi atas penurunan nilai.

#### Piutang usaha

|   | 30<br>September/<br>September<br>2016 |
|---|---------------------------------------|
| Dengan pihak yang tidak memiliki peringkat kredit eksternal |                                       |
| - Grup 1  | 116,041                               |
| - Grup 2  | 2,995,875                             |
| - Grup 3  | 534,069                               |
| Jumlah piutang usaha, bruto                                 | 3,645,985                             |
| Jumlah piutang usaha, setelah dikurangi penurunan nilai     | 3,619,208                             |

- Grup 1 pelanggan baru/pihak-pihak berelasi (piutang lancar atau lewat jatuh tempo kurang dari enam bulan).
- Grup 2 pelanggan yang sudah ada/pihak-pihak berelasi (piutang lewat jatuh tempo lebih dari enam bulan) tanpa adanya kasus gagal bayar di masa terdahulu.
- Grup 3 pelanggan yang sudah ada/pihak-pihak berelasi (piutang lewat jatuh tempo lebih dari enam bulan) dengan beberapa kejadian gagal bayar pada masa terdahulu.

#### 33. Financial risk Management (continued)

#### b. Credit risk

The Company is exposed to credit risk primarily from deposits in banks and derivatives entered into with banks and credit given to customers. The Company manages credit risk arising from its deposits and derivative asset with banks by monitoring reputation, credit ratings and limiting the aggregate risk to any individual counterparty.

To avoid concentration of credit risk, cash in banks and cash equivalents are deposited at a number of different financial institutions of good standing.

The Company has no significant concentration of credit risk related to trade debtors, as the Company has a large number of customers without any significant individual customers. To avoid potential losses due to bad debts, some customers are required to place bank guarantees that can be claimed by the Company in case the customers fail to pay their debts. In addition, the Company also ensures that sales are made only to customers with appropriate credit history. The Company maintains customer ratings based on their ability to pay when the balance falls due. A customer's rating is determined based on their financial position and past experience.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset after deducting any provision for impairment.

#### Trade debtors

| 31<br>Desember/<br>December<br>2015 |   |
|-------------------------------------|---|
|                                     | Counterparties without external credit rating |
| 87,101                              | Group 1 -                                     |
| 2,546,254                           | Group 2 -                                     |
| 624,628                             | Group 3 -                                     |
| 3,257,983                           | Total trade debtors, gross                    |
| 3,244,626                           | Total trade debtors, net of impairment        |

- Group 1 new customers/related parties (receivables current or overdue less than six months).
- Group 2 existing customers/related parties (receivables overdue more than six months) with no defaults in the past.
- Group 3 existing customers/related parties (receivables overdue more than six months) with some defaults in the past.

(Dalam jutaan Rupiah, kecuali dinyatakan lain)

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#### 33. Manajemen risiko keuangan (lanjutan)

#### c. Risiko suku bunga

Risiko tingkat suku bunga Perseroan timbul dari pinjaman bank. Risiko tingkat suku bunga dari kas dan setara kas tidak signifikan.

Pada tanggal 30 September 2016 dan 2015, semua pinjaman bank memiliki tingkat suku bunga tetap. Perseroan tidak memperhitungkan setiap pinjaman dengan suku bunga tetap pada nilai wajar melalui laba rugi. Oleh karena itu, perubahan suku bunga pada tanggal pelaporan tidak akan mempengaruhi laba rugi.

#### d. Risiko likuiditas

Untuk memastikan ketersediaan kas, departemen treasury menyiapkan perkiraan kebutuhan arus kas dan memelihara fleksibilitas pendanaan dengan pengelolaan fasilitas kredit yang memadai.

Tabel di bawah ini mengklasifikasi liabilitas keuangan Perseroan yang dikelompokkan berdasarkan periode yang tersisa sampai dengan tanggal jatuh tempo kontraktual. Jumlah yang diungkapkan dalam tabel merupakan arus kas kontraktual yang tidak didiskontokan, termasuk estimasi pembayaran bunga.

#### 33. Financial risk Management (continued)

#### c. Interest rate risk

The Company's interest rate risk arises from bank borrowings. The interest rate risk from cash and cash equivalents is not significant.

As at 30 September 2016 and 2015, all bank borrowings had fixed interest rates. The Company does not account for any fixed rate borrowings at fair value through profit or loss. Therefore, a change in interest rates at the reporting date would not affect profit or loss.

#### d. Liquidity risk

To ensure availability of sufficient cash, the treasury department conducts cash forecasts and maintains flexibility in funding by maintaining adequate credit facilities.

The table below classifies the Company's financial liabilities into relevant maturity companyings based on the remaining period to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows, including estimated interest payments.

|  |  | Jumlah  |  |  |  |
|--|--|---|--|--|--|
| -  | Nilai<br>tercatat/<br>Carrying<br>amount   | termasuk<br>bunga/<br>Total<br>including<br>interest  | Kurang dari<br>1 tahun/<br>Less than 1<br>year   | Antara 1 dan<br>2 tahun/<br>Between 1<br>and 2 years |  |
| 30 September 2016  |  |   |  |  | 30 September 2016  |
| Pinjaman bank  | 1,250,000  | 1,268,121   | 1,268,121  | -  | Bank borrowings  |
| Utang usaha  | 4,923,327  | 4,923,327   | 4,923,327  | -  | Trade creditors  |
| Akrual   | 1,698,614  | 1,698,614   | 1,698,614  | -  | Accruals   |
|  | 1,197,405  | 1,197,405   | 1,197,405  |  | Other payables   |
| Jumlah<br>-  | 9,069,346  | 9,087,467   | 9,087,467  |  | Total  |
|  |  | Arus kas kont   | raktual/ <i>Contractu</i>  | al cash flows  |  |
|  |  | Jumlah  |  |  | •  |
| _  | Nilai<br>tercatat/<br>Carrying<br>amount   | termasuk<br>bunga/<br>Total<br>including<br>interest  | Kurang dari<br>1 tahun/<br>Less than 1<br>year   | Antara 1 dan<br>2 tahun/<br>Between 1<br>and 2 years |  |
| 31 Desember 2015   |  |   |  |  | 31 December 2015   |
| Pinjaman bank  | 1,700,000  | 1,708,114   | 1,708,114  | -  | Bank borrowings  |
| Utang usaha  | 4,842,170  | 4,842,170   | 4,842,170  | -  | Trade creditors  |
| Akrual   | 1,119,513  | 1,119,513   | 1,119,513  | -  | Accruals   |
| Utang lain-lain  | 1,772,745  | 1,772,745   | 1,772,745  |  | Other payables   |
| Jumlah<br>_  | 9,434,428  | 9,442,542   | 9,442,542  | _  | Total  |
| Pinjaman bank Utang usaha Akrual Utang lain-lain Jumlah  31 Desember 2015 Pinjaman bank Utang usaha Akrual Utang lain-lain | 4,923,327<br>1,698,614<br>1,197,405<br>9,069,346<br>Nilai<br>tercatat/<br>Carrying<br>amount<br>1,700,000<br>4,842,170<br>1,119,513<br>1,772,745 | 4,923,327 1,698,614 1,197,405 9,087,467  Arus kas kont Jumlah termasuk bunga/ Total including interest  1,708,114 4,842,170 1,119,513 1,772,745 | 4,923,327<br>1,698,614<br>1,197,405<br>9,087,467<br>traktual/Contractual<br>trahun/<br>Less than 1<br>year<br>1,708,114<br>4,842,170<br>1,119,513<br>1,772,745 | Antara 1 dan<br>2 tahun/<br>Between 1                | Bank borrow Trade cred Accr Other paya  31 December 2 Bank borrow Trade cred Accr Other paya |

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#### 33. Manajemen risiko keuangan (lanjutan)

#### Nilai wajar instrumen keuangan

Nilai wajar aset dan liabillitas keuangan diestimasi untuk keperluan pengakuan dan pengukuran atau untuk keperluan pengungkapan.

PSAK 60, "Instrumen Keuangan: Pengungkapan" mensyaratkan pengungkapkan atas pengukuran nilai wajar dengan tingkat hirarki nilai wajar sebagai berikut:

- (a) Harga kuotasian (tidak disesuaikan) dalam pasar aktif untuk aset atau liabilitas yang identik (Tingkat 1)
- (b) Input selain harga kuotasian yang termasuk dalam Tingkat 1 yang dapat diobservasi untuk aset atau liabilitas, baik secara langsung (misalnya harga) atau secara tidak langsung (misalnya derivasi dari harga) (Tingkat 2), dan
- (c) Input untuk aset atau liabilitas yang bukan berdasarkan data pasar yang dapat diobservasi (input yang tidak dapat diobservasi) (Tingkat 3).

Aset dan liabilitas keuangan Perseroan yang diakui dan diukur pada nilai wajar adalah piutang derivatif dan utang derivatif. Pengukuran nilai wajar dari piutang dan utang derivatif termasuk dalam Tingkat 2. Instrumen keuangan tersebut tidak diperdagangkan di pasar aktif sehingga nilai wajarnya ditentukan dengan menggunakan teknik penilaian tertentu. Teknik tersebut menggunakan data pasar yang dapat diobservasi sepanjang tersedia, dan seminimal mungkin tidak mengacu pada estimasi. Apabila seluruh input signifikan atas nilai wajar dapat diobservasi, instrumen keuangan ini termasuk dalam Tingkat 2.

Instrumen keuangan utama Perseroan terdiri dari kas dan setara kas, piutang usaha, piutang lain-lain, pinjaman bank jangka pendek, utang usaha, akrual, utang lain-lain dan utang/piutang derivatif. Nilai wajar pinjaman bank jangka pendek setara dengan jumlah tercatatnya karena tingkat bunga pinjaman bank merupakan tingkat bunga pasar. Instrumen keuangan lainnya yang merupakan instrumen keuangan tanpa bunga mempunyai nilai wajar yang setara dengan nilai tercatatnya karena dampak pendiskontoan yang tidak signifikan.

#### Manajemen risiko permodalan

Tujuan perseroan dalam pengelolaan permodalan adalah mempertahankan kelangsungan usaha Perseroan guna memberikan imbal hasil kepada pemegang saham dan manfaat kepada pemangku kepentingan lainnya serta menjaga struktur modal yang optimal untuk mengurangi biaya modal.

Untuk mempertahankan atau menyesuaikan struktur modal, Perseroan dapat menyesuaikan jumlah dividen yang dibayar kepada pemegang saham.

#### 33. Financial risk management (continued)

#### Fair value of financial instruments

The fair value of financial assets and financial liabilities is estimated for recognition and measurement or for disclosure purposes.

SFAS 60, "Financial Instruments: Disclosures" requires disclosure of fair value measurement by level of the following fair value measurement hierarchy:

- (a) Quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1)
- (b) Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices) (Level 2), and
- (c) Inputs for the asset or liability that are not based on observable market data (unobservable inputs) (Level 3)

The Company's financial assets and liabilities that are recognised and measured at fair values are derivative receivables and derivative payables. The fair value measurement of these derivative receivables and payables are included in Level 2. These financial instruments are not traded in an active market; as such, their fair values are determined using certain valuation techniques. These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in Level 2.

The main financial instruments of the Company consist of cash and cash equivalents, trade debtors, other debtors, short-term bank borrowings, trade creditors, accruals, other payables and derivative payables/receivables. The fair value of bank borrowings equals to the carrying amount because the interest rate equivalents to market rate. The fair values of other financial instruments which are non-interest bearing equals to their carrying amounts, as the impact of discounting is not significant.

#### Capital risk management

The Company's objectives when managing capital are to safeguard the Company's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders.

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#### 33. Manajemen risiko keuangan (lanjutan)

#### 33. Financial risk management (continued)

Rasio *gearing* pada tanggal 30 September 2016 dan 31 Desember 2015 adalah sebagai berikut:

The gearing ratios as at 30 September 2016 and 31 December 2015 were as follows:

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|---|---------------------------------------|-------------------------------------|---|
| Jumlah pinjaman bank (Catatan 12)<br>Dikurangi: kas dan setara kas (Catatan 3)          | 1,250,000<br>(507,733)                | 1,700,000<br>(628,159)              | Total bank borrowings (Note 12)<br>Less: cash and cash equivalents (Note 3) |
| Utang neto  | 742,267                               | 1,071,841                           | Net debt  |
| Jumlah ekuitas  | 6,342,791                             | 4,827,360                           | Total equity  |
| Jumlah modal  | 7,085,058                             | 5,899,201                           | Total capital   |
| Rasio gearing   | 10.48%                                | 18.17%                              | Gearing ratio   |
| Penurunan rasio <i>gearing</i> pada 2016 terutama disebabkan oleh penurunan utang neto. |                                       |                                     | in gearing ratio in 2016 was mainly<br>ne decrease in net debt.             |

#### 34. Transaksi non-kas

#### 34. Non-cash transactions

|   | 30<br>September/<br>September<br>2016 | 31<br>Desember/<br>December<br>2015 |   |
|---|---------------------------------------|-------------------------------------|---|
| Perolehan aset tetap melalui utang (dicatat dalam akun "Utang lain-lain") | 189,812                               | 212,659                             | Acquisition of fixed assets through payables (recorded in "Other payables") |