BINA ARTHA SEKURITAS

Equity Research

PT Unilever Indonesia Tbk.

23 February 2025
Consumer Goods

Price	**IDR**	**2,240**
Target Price	**IDR**	**2,760**
JKSE Index		**8,271.77**

Stock Information

Bloomberg Code	**UNVR IJ**
Market Cap (IDR bn)	85,460.0
52-week high (IDR)	2,840
52-week low (IDR)	985
Shares issued (mn)	38,150
Free float	15.01%

Major share holders

Unilever Indonesia Holding B.V	84.99%
Public	15.01%

USD/ IDR – YE (IDR)

2025	16,720
2026F (6m-avg)	16,649

Analyst
eka.rahmah@binaartha.com

Investment Consideration

BUY

Positive results from business reset

- Following the 2025 results and the 2024 restatement related to the ice cream separation and the divestment of Sariwangi Tea, UNVR returned to growth. Total sales increased 4.3% YoY to IDR 31.9 trillion in 2025, with strong quarterly momentum as Q4-2025 sales rose 17.2% QoQ to IDR 7.67 trillion. Both Unit Price Growth (UPG) and Unit Volume Growth (UVG) turned positive, reflecting the impact of the company's extensive reset program over the past year.
- UPG improved to +2.8% YoY, reversing from –3.6% in 2024, supported by improved pricing stability.
- UVG rose +1.2% YoY, compared to –5.2% in 2024, driven by demand recovery across key categories.
- Domestic sales grew 4.0% YoY to IDR 31 trillion, while export sales increased 16.5% YoY to IDR 942 billion. Following the 2023 boycott and portfolio restructuring, market share has stabilized, with value share at 30.9% in 2H-2025 (vs. 32.4% in Dec-2023) and volume share at 26.1% (vs. 26.2% in Dec-2023).
- Core profit from continuing operations increased 21.8% YoY to IDR 3.54 trillion in 2025. In Q4-2025, core profit surged 75.3% YoY to IDR 538 billion, although QoQ declined from IDR 1.1 trillion in Q3-2025 due to transformation costs of IDR 460 billion.
- We expect continued improvement in both volume and pricing into 2026, particularly in Q1-2026, supported by seasonal demand from Eid timing.

Segment Performance: Broad-Based Improvement

- After the divestment of ice cream and Sariwangi Tea, both remaining segments showed improvement. Food & Refreshment (FR): Sales increased by +4.7% YoY to IDR 8.58 trillion driven by improved in UVG of 2.1% and price growth of 2.7% in 2025. GPM declined to 45% while OPM increased to 24%.
- Home & Personal Care (HPC) sales increased 4.2% YoY to IDR 23.3 trillion, reflecting recovery in UVG (+0.9%) and UPG (+3.7%) after two years of contraction. Gross margin declined to 48% from 50%, while operating margin remained stable at 21%.

Discontinued Operations

- The ice cream business separation was completed in 2025, and the Sariwangi Tea divestment is expected to be finalized by Q1-2026.
- In FY-2025, discontinued operations contributed IDR 4.4 trillion, or 12.2% of total sales, with net profit of IDR 310 billion, equivalent to 8.0% of total net profit.
- Management plans to distribute a 100% dividend payout ratio for FY-2025 and may add special dividends from the ice cream and Sariwangi divestments.

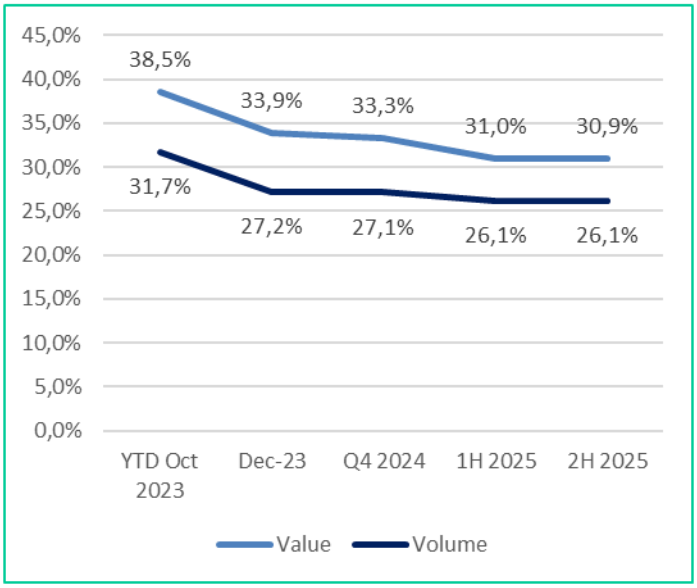
Valuation: BUY TP IDR 2,760 (+23% Upside)

- We expect continued long-term improvement from UNVR's transformation strategy. Following visible turnaround momentum, we maintain our Buy rating with a revised target price of IDR 2,760, implying 23% upside and a forward 30x PE.

Financial Highlights	2022A	2023A	2024A	2025A	2026F	2027F
Revenue (IDR Bn)	41.219	38.611	30.623	31.943	33.603	35.353
EBITDA (IDR Bn)	8.123	7.233	5.292	5.080	5.198	5.475
Core Profit (IDR Bn)	5.365	4.801	2.905	3.537	3.639	3.829
Net Profit (IDR Bn)	5.365	4.801	3.369	7.641	3.639	3.829
EPS (IDR)	141	126	76	93	95	100
GPM (%)	46,3%	49,7%	47,5%	46,9%	47,0%	47,0%
NPM (%)	13,0%	12,4%	9,5%	11,1%	10,8%	10,8%
Ebitda Margin (%)	19,7%	18,7%	17,3%	15,9%	15,5%	15,5%
PER (x)	33,4	28,2	24,8	28,0	28,9	27,5
PBV (x)	44,9	40,1	33,5	22,2	22,1	19,7

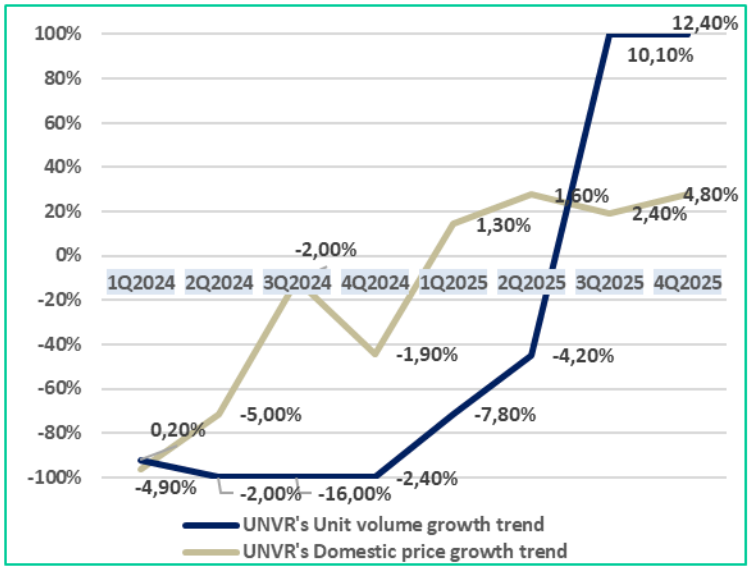
Source: Company and Binaartha

Chart: UNVR's Value and Volume Market Share



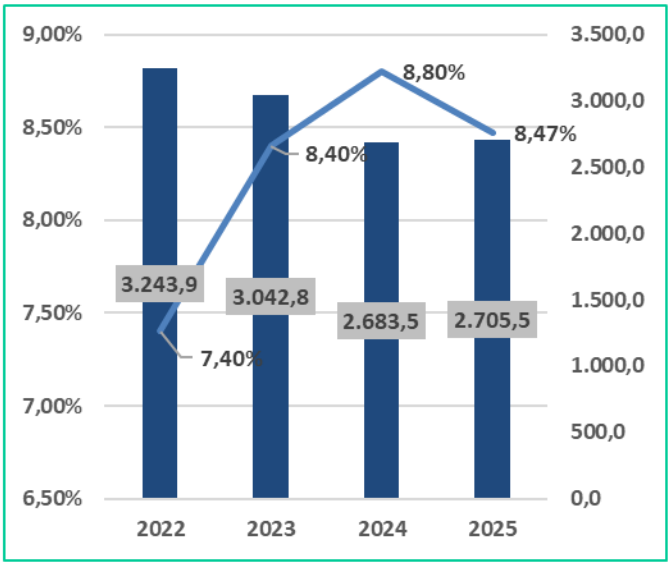
Source: Company

Chart: UNVR's Domestic price growth and Unit volume growth trend



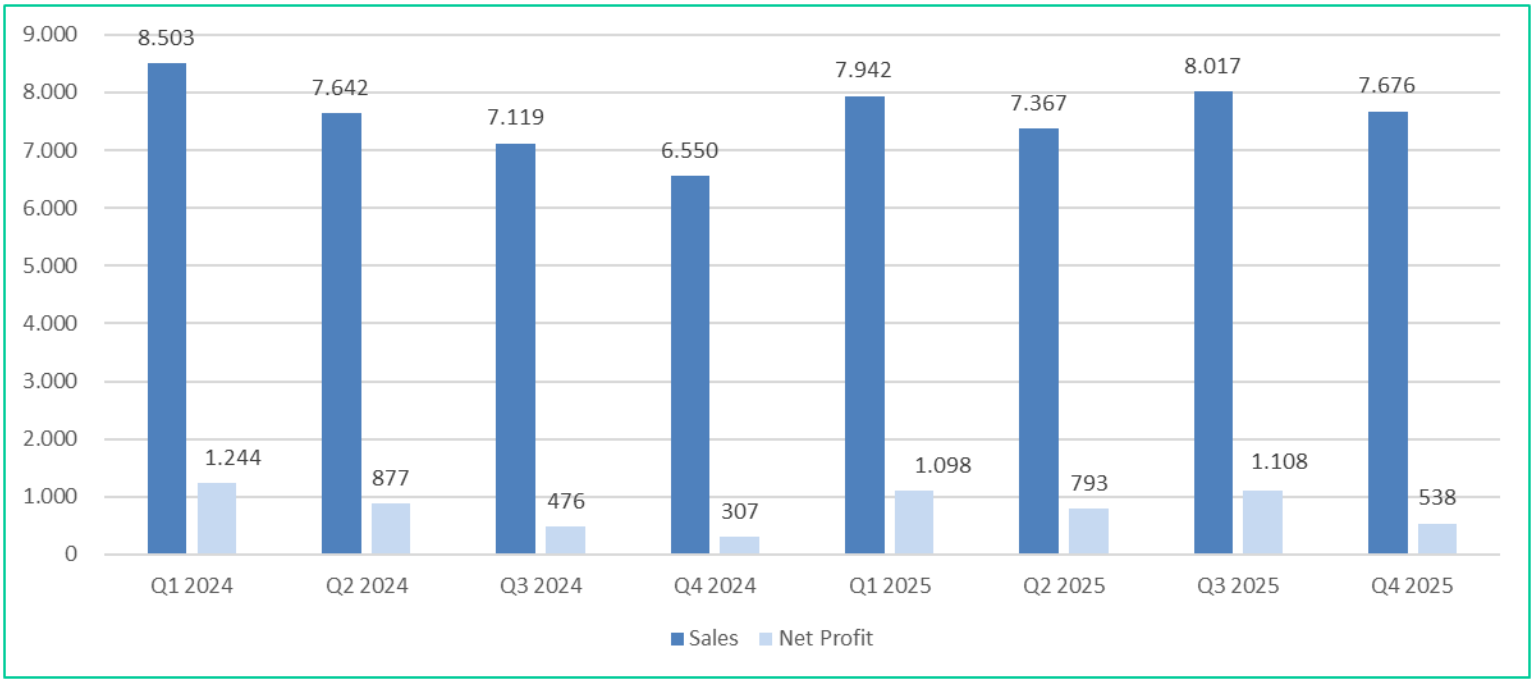
Source: Company

Chart: Advertising cost and Advertising as % of Net Sales



Source: Company

Chart: Sales and Net Profit Continuing Operation in IDR Billion QoQ



Source: Company and Binaartha

Table: Income Statement in IDR Million YoY

Income Statement (In IDR Mn)	2022A	2023A	2024A	2025A	2026F	2027F
Sales	**41.218.881**	**38.611.401**	**30.622.614**	**31.943.461**	**33.602.539**	**35.353.436**
Cost of Sales	-22.153.944	-19.416.887	-16.062.942	-16.946.367	-17.809.346	-18.737.321
Gross Profit	**19.064.937**	**19.194.514**	**14.559.672**	**14.997.094**	**15.793.193**	**16.616.115**
Operating Expenses	-11.996.129	-12.915.231	-10.752.355	-10.405.073	-11.088.838	-11.666.634
Operating Profit	**7.068.808**	**6.279.283**	**3.807.317**	**4.592.021**	**4.704.356**	**4.949.481**
Other Income (Expenses)	-75.005	-77.407	-56.173	-93.741	-97.447	-102.525
PBT	**6.993.803**	**6.201.876**	**3.751.144**	**4.498.280**	**4.606.908**	**4.846.956**
Tax	-1.629.042	-1.400.936	-846.496	-960.983	-967.451	-1.017.861
NIAT	**5.364.761**	**4.800.940**	**2.904.648**	**3.537.297**	**3.639.457**	**3.829.095**
Non-controlling Interest	-	-	-	-	-	-
Core Income	**5.364.761**	**4.800.940**	**2.904.648**	**3.537.297**	**3.639.457**	**3.829.095**
Profit for the year from discontinued operation	**-**	**-**	**464.045**	**309.460**	**-**	**-**
Gain on sale of discountinued operation	**-**	**-**	**-**	**3.794.404**	**-**	**-**
Net Income	**5.364.761**	**4.800.940**	**3.368.693**	**7.641.161**	**3.639.457**	**3.829.095**
EPS	**141**	**126**	**76**	**93**	**95**	**100**
EPS discontinued operations	**-**	**-**	**12**	**108**	**-**	**-**
EBITDA	**8.122.793**	**7.232.830**	**5.292.454**	**5.080.103**	**5.198.307**	**5.474.808**

Source: Company and Binaartha

Table: Cash Flow in IDR Million YoY

Cash Flow (In IDR Mn)	2022A	2023A	2024A	2025A	2026F	2027F
Net Income	5.364.761	4.800.940	2.904.648	3.537.297	3.639.457	3.829.095
Depreciation	1.271.163	1.049.022	708.484	463.635	463.635	493.716
Change in WC	249.196	675.390	1.168.106	2.162.837	-749.265	415.517
Cash From Operating Activities	**6.885.120**	**6.525.352**	**4.781.238**	**6.163.769**	**3.353.827**	**4.738.328**
Change on Non-current Asset	-595.185	-770.923	-1.001.884	829.296	-1.048.121	-510.022
Cash From Investing Activities	**-595.185**	**-770.923**	**-1.001.884**	**829.296**	**-1.048.121**	**-510.022**
Others Noncurrent Liabilities	-160.249	-195.140	-597.894	247.970	247.904	31.516
Long-term Liabilities	-263.227	375.385	605.741	-995.095	45.416	52.527
Equity	-5.688.774	-5.416.958	-4.136.619	-1.211.446	-3.354.412	-3.254.731
Cash From Financing Activities	**-6.112.250**	**-5.236.713**	**-4.128.772**	**-1.958.571**	**-3.061.093**	**-3.170.688**
Net Changes in Cash	**177.685**	**517.716**	**-349.418**	**5.034.494**	**-755.386**	**1.057.618**
Beginning Balance	**325.197**	**502.882**	**1.020.598**	**671.180**	**5.705.674**	**4.950.288**
Ending Balance	**502.882**	**1.020.598**	**671.180**	**5.705.674**	**4.950.288**	**6.007.906**

Source: Company and Binaartha

Table: Statement of Financial Position in IDR Million YoY

IDR mn.	2022A	2023A	2024A	2025A	2026F	2027F
ASSETS						
CURRENT ASSETS						
Cash and Cash Equivalents	502.882	1.020.598	671.180	5.705.674	4.950.288	6.007.906
Trade Accounts Receivable	3.924.499	2.104.729	1.880.942	1.677.683	1.878.434	1.976.312
Inventories	2.625.116	2.422.044	2.505.852	2.453.106	2.504.240	2.634.726
Others Current Assets	515.271	644.468	222.574	708.160	744.940	783.756
Total Current Assets	**7.567.768**	**6.191.839**	**5.280.548**	**10.544.623**	**10.077.902**	**11.402.701**
NONCURRENT ASSETS						
Fixed Assets	9.536.027	9.310.734	9.321.605	7.145.889	7.609.524	8.103.240
Other Noncurrent Assets	1.214.319	1.161.513	1.444.042	2.326.827	2.447.678	1.970.267
Total Noncurrent Assets	**10.750.346**	**10.472.247**	**10.765.647**	**9.472.716**	**10.057.202**	**10.073.507**
TOTAL ASSETS	**18.318.114**	**16.664.086**	**16.046.195**	**20.017.339**	**20.135.104**	**21.476.208**
LIABILITIES AND EQUITY						
LIABILITIES						
CURRENT LIABILITIES						
Short-term Bank Loans	600.000	-	1.450.000	-	1.512.114	1.414.137
Trade Account Payable	4.699.974	4.063.637	3.983.297	4.695.329	4.637.712	4.879.365
Accruals	3.998.399	3.892.014	3.797.590	4.106.034	4.243.216	4.504.334
Others Current Liabilities	3.143.850	3.268.317	2.599.314	5.421.256	3.368.977	3.646.879
Total Current Liabilities	**12.442.223**	**11.223.968**	**11.830.201**	**14.222.619**	**13.762.019**	**14.444.716**
NONCURRENT LIABILITIES						
Others Noncurrent Liabilities	902.006	706.866	108.972	356.942	604.846	636.362
Long-term Liabilities	976.629	1.352.014	1.957.755	962.660	1.008.076	1.060.603
Total Noncurrent Liabilities	**1.878.635**	**2.058.880**	**2.066.727**	**1.319.602**	**1.612.922**	**1.696.965**
TOTAL LIABILITIES	**14.320.858**	**13.282.848**	**13.896.928**	**15.542.221**	**15.374.941**	**16.141.681**
EQUITY	**3.997.256**	**3.381.238**	**2.149.267**	**4.475.118**	**4.760.163**	**5.334.527**
TOTAL LIABILITIES & EQUITY	**18.318.114**	**16.664.086**	**16.046.195**	**20.017.339**	**20.135.104**	**21.476.208**

Source: Company and Binaartha

Table: Ratio Highlights YoY

	2022A	2023A	2024A	2025A	2026F	2027F
Growth (% YoY)						
Sales	4,2%	-6,3%	-20,7%	4,3%	5,2%	5,2%
OP	-8,0%	-11,2%	-39,4%	20,6%	2,4%	5,2%
EBITDA	-23,0%	-11,0%	-26,8%	-4,0%	2,3%	5,3%
NP	-6,8%	-10,5%	-39,5%	21,8%	2,9%	5,2%
EPS	-6,8%	-10,5%	-39,5%	21,8%	2,9%	5,2%
Profitability (%)						
Gross Margin	46,3%	49,7%	47,5%	46,9%	47,0%	47,0%
Operating Margin	17,1%	16,3%	12,4%	14,4%	14,0%	14,0%
EBITDA margin	19,7%	18,7%	17,3%	15,9%	15,5%	15,5%
NET Profit margin	13,0%	12,4%	9,5%	11,1%	10,8%	10,8%
ROA	29,3%	28,8%	18,1%	17,7%	18,1%	17,8%
ROE	134,2%	142,0%	135,1%	79,0%	76,5%	71,8%
Solvability (x)						
Net debt/ equity	3,2	3,5	4,9	3,3	2,7	2,6
Tot. debt/ Tot.equity	3,6	3,9	6,5	3,5	3,2	3,0
Debt Ratio	0,8	0,8	0,9	0,8	0,8	0,8
Liquidity (x)						
Current Ratio	0,6	0,6	0,4	0,7	0,7	0,8
Cash Ratio	0,0	0,1	0,1	0,4	0,4	0,4
Per Share data						
EPS (IDR)	141	126	76	93	95	100
PBV	45	40	33	22	22	20
PER	33	28	25	28	29	27
EBITDA/share	213	190	139	133	136	144

Source: Company and Binaartha

Stock Ratings:
Buy : a recommendation to purchase the security with upside potential of **9.50% or greater**
Hold : a recommendation to neither buy nor sell a security with upside potential of **4.75%-9.49%.**
Sel : a recommendation to close out a long position in a security with upside potential **below 4.74% or negative.**

RESEARCH TEAM
(62 21) 520 6678 ext. 611

Disclaimer; PT Binaartha Sekuritas has compiled this report in good faith, using information believed to be reliable. PT Binaartha Sekuritas and its analysts take no responsibility for the accuracy of the information contained in this report. This report has been produced for distribution to clients of PT Binaartha Sekuritas only. This report is not an invitation to buy or sell any security. PT Binaartha Sekuritas may have used the information in this report prior to publication. The company or its clients may have positions in or may from time to time buy or sell the securities mentioned in this report or other related securities.

BINAARTHA SEKURITAS