BINA ARTHA SEKURITAS

Berizin dan Diawasi oleh **Otoritas Jasa Keuangan**

Equity Research

PT Unilever Indonesia Tbk.

BUY

3 August 2026
Consumer Goods

Price	**IDR**	**1,755**
Target Price	**IDR**	**2,135**
JKSE Index		**6,236.126**



Stock Information

Bloomberg Code	**UNVR IJ**
Market Cap (IDR bn)	66,950.0
52-week high (IDR)	2,840
52-week low (IDR)	1,480
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)	17,382

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Investment Consideration

Higher volumes boost UNVR revenue Growth

- PT Unilever Indonesia Tbk (UNVR) delivered another quarter of positive sales growth in 2Q26, with revenue increasing 11.6% YoY to IDR8.46 trillion. The improvement reflects the continued success of the company's extensive business reset program, supported by its focus on high-growth categories, social-first demand generation, and go-to-market transformation.
- For 1H26, total sales increased 7.1% YoY to IDR16.89 trillion.
- Unit Volume Growth (UVG) improved significantly to 12.7% YoY in 2Q26, compared with a 4.2% decline in 2Q25. On a 1H26 basis, UVG increased 7.3%, compared with a 6.1% contraction in 1H25. Volume growth was supported by broad-based improvements across UNVR's key distribution channels. General Trade benefited from continued outlet expansion, while Modern Trade was supported by stronger execution and effective category activation.
- Meanwhile, Unit Price Growth (UPG) declined 1.7% YoY in 2Q26. On a 1H26 basis, UPG remained slightly negative at 0.2%, reflecting the company's strategy to prioritize volume recovery while maintaining competitive pricing.
- Domestic sales increased 11.0% YoY to IDR8.17 trillion, while export sales grew 33.0% YoY to IDR279.1 billion.
- Following its business portfolio restructuring, UNVR's market share continued to improve. Value market share increased to 30.8% in 2Q26 from 30.6% in 1Q26, while volume market share rose to 27.0% from 26.3%.
- Looking ahead, we expect both volume and pricing trends to continue improving throughout 2026 as the company's business reset program gains further traction.

Segment Performance: Home & Personal Care Remains the main Growth Driver

- The Home & Personal Care (HPC) segment remained the company's strongest growth engine, with revenue increasing 13.1% YoY to IDR6.32 trillion. Growth was supported by 14.2% UVG, compared with a 6.9% decline in the prior-year period, while UPG declined 1.8%.
- Gross margin improved to 45% from 40% in 2Q25, while operating margin expanded to 21% from 18%, reflecting stronger operating efficiency and improved cost management.
- The Food & Refreshment (F&R) segment also delivered encouraging performance, with revenue increasing 7.4% YoY to IDR2.14 trillion. Growth was driven by an 8.7% increase in volume despite a 1.4% decline in pricing.
- Gross margin moderated to 44% from 46% in 2Q25, although operating margin improved to 21% from 19%, supported by disciplined operating cost management.

Q2 2026 Results: Margin Moderates Amid Higher Input Costs

- Core profit from continuing operations increased 4.8% YoY to IDR829.1 billion in 2Q26. On a 1H26 basis, core profit rose 10.2% YoY to IDR2.08 trillion.
- Net profit margin moderated to 9.8%, compared with 12.1% in the corresponding period last year. Nevertheless, 1H26 net profit increased 37.8% YoY to IDR2.97 trillion.
- Cost of sales increased 18.4% YoY to IDR4.65 trillion, mainly reflecting higher palm oil prices and rupiah depreciation. Gross profit nevertheless increased 4.3% YoY to IDR3.80 trillion, although gross margin declined to 45.0% from 48.2% in 2Q25.
- Operating profit declined 7.4% YoY to IDR1.02 trillion, with operating margin easing to 12.1% from 14.6%.
- Advertising and market research expenses declined 4.3% YoY, while promotional expenses increased 5.9% YoY. As a result, the advertising and promotion-to-sales ratio improved to 7.3%, compared with 8.5% in 2Q25, reflecting continued marketing efficiency.

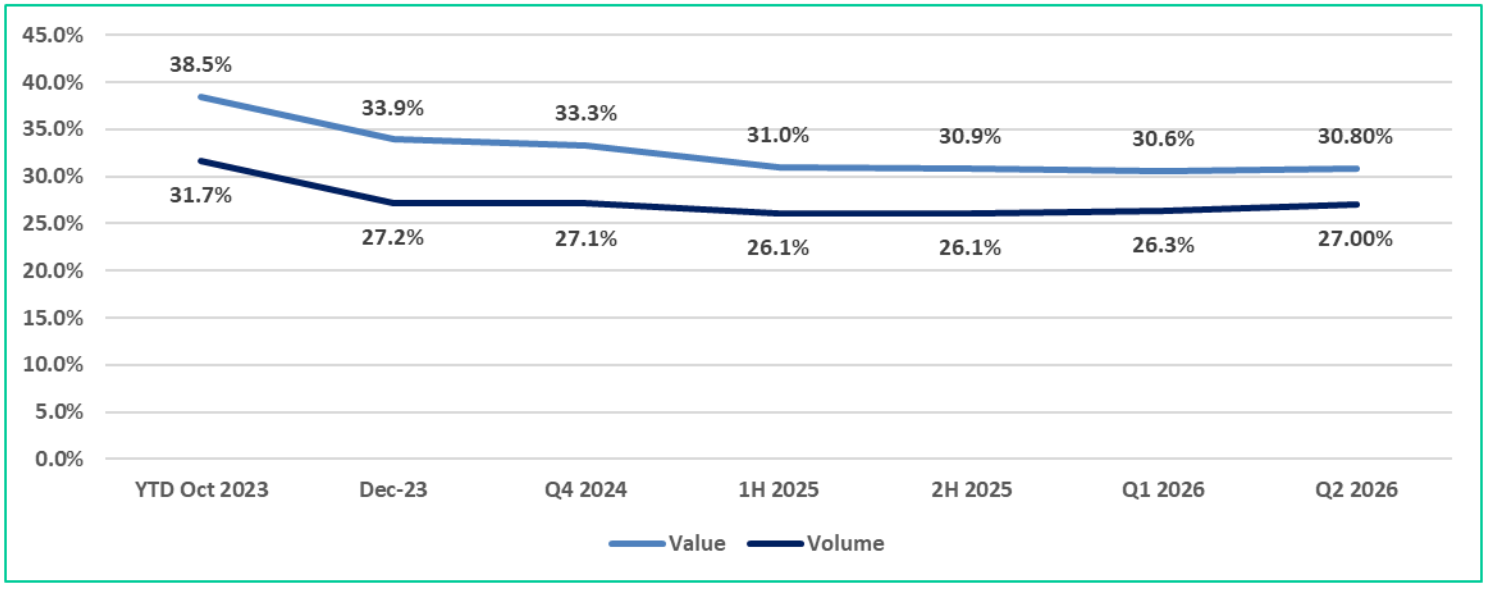
Valuation: Maintain BUY TP IDR 2,135 (+21% Upside)

- We continue to see long-term benefits from UNVR's transformation strategy and business reset program.
- Supported by improving sales momentum, continued volume recovery, and strengthening market share, we maintain our BUY recommendation with a 12-month target price of IDR2,135, implying 21% upside from the current share price. Our valuation is based on a forward P/E multiple of 23x.

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	6.195	6.527
Core Profit (IDR Bn)	5.365	4.801	2.905	3.537	4.428	4.659
Net Profit (IDR Bn)	5.365	4.801	3.369	7.641	4.428	4.659
EPS (IDR)	141	126	76	93	116	122
GPM (%)	46,3%	49,7%	47,5%	46,9%	47,0%	47,0%
NPM (%)	13,0%	12,4%	9,5%	11,1%	13,2%	13,2%
Ebitda Margin (%)	19,7%	18,7%	17,3%	15,9%	18,4%	18,5%
PER (x)	33,4	28,2	24,8	28,0	23,8	22,6
PBV (x)	44,9	40,1	33,5	22,2	22,1	19,3

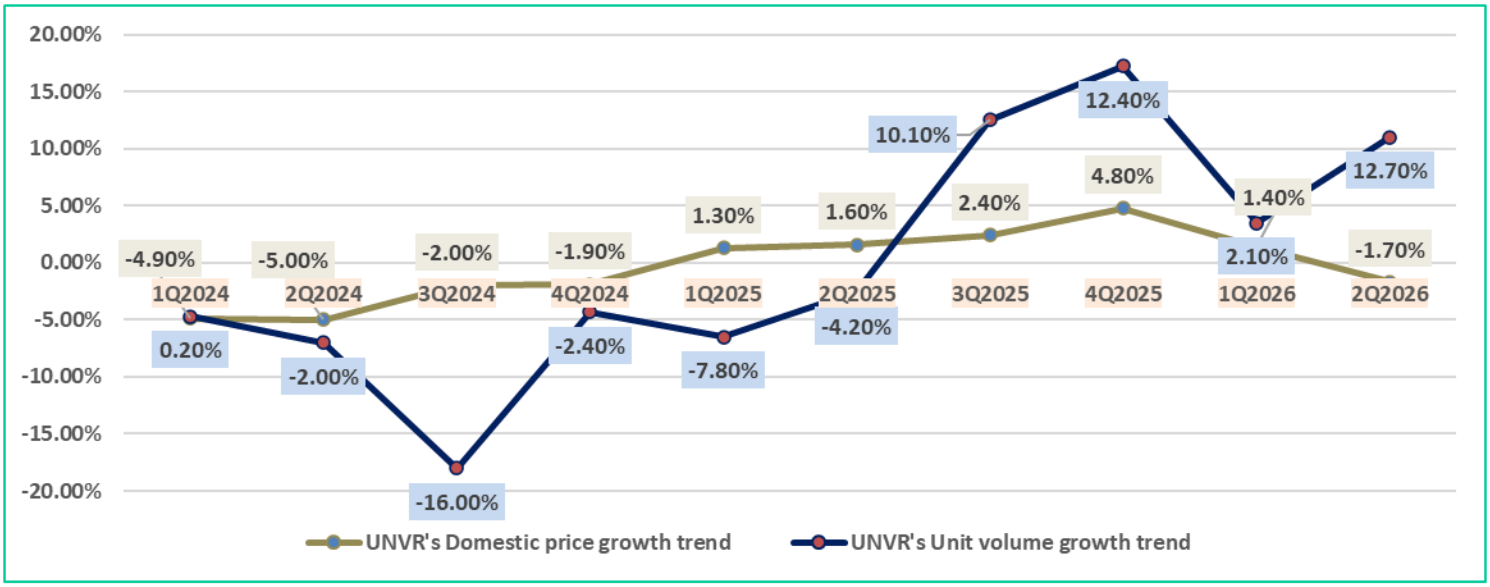
Source: Company and Binaartha

Chart: UNVR's Value and Volume Market Share



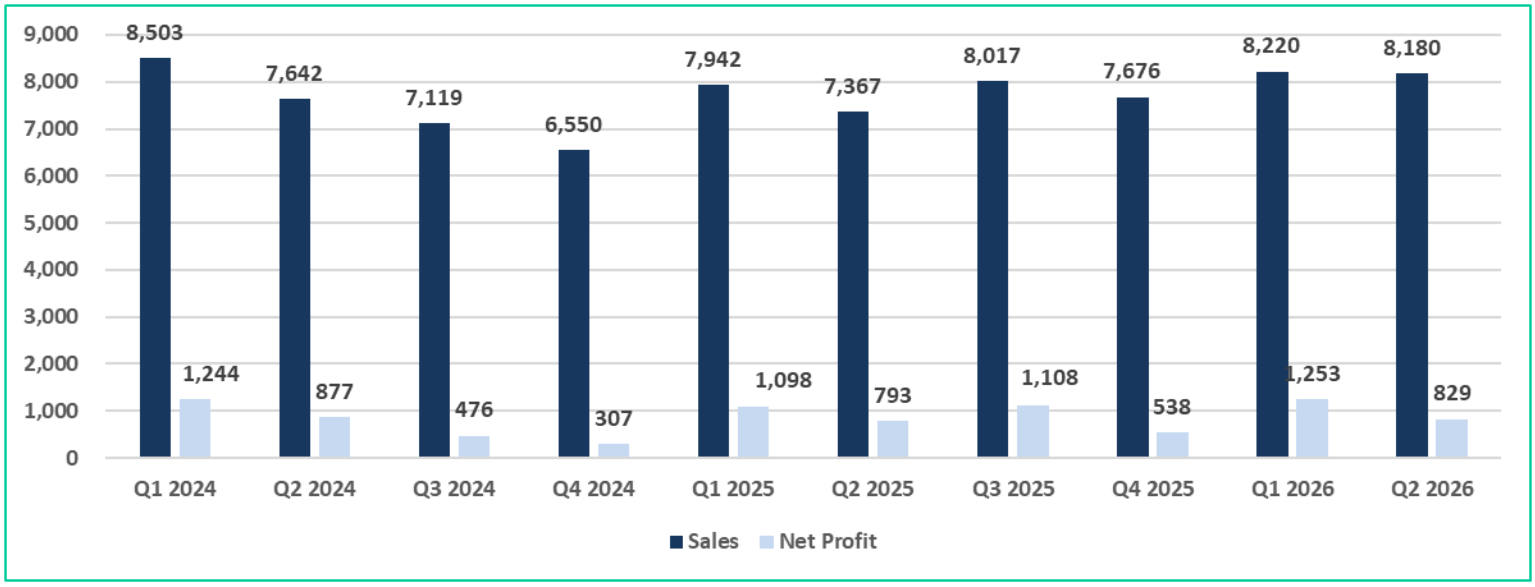
Source: Company

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



Source: Company

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



Source: Company and Binaartha

Chart: Advertising cost and Advertising as % of Net Sales

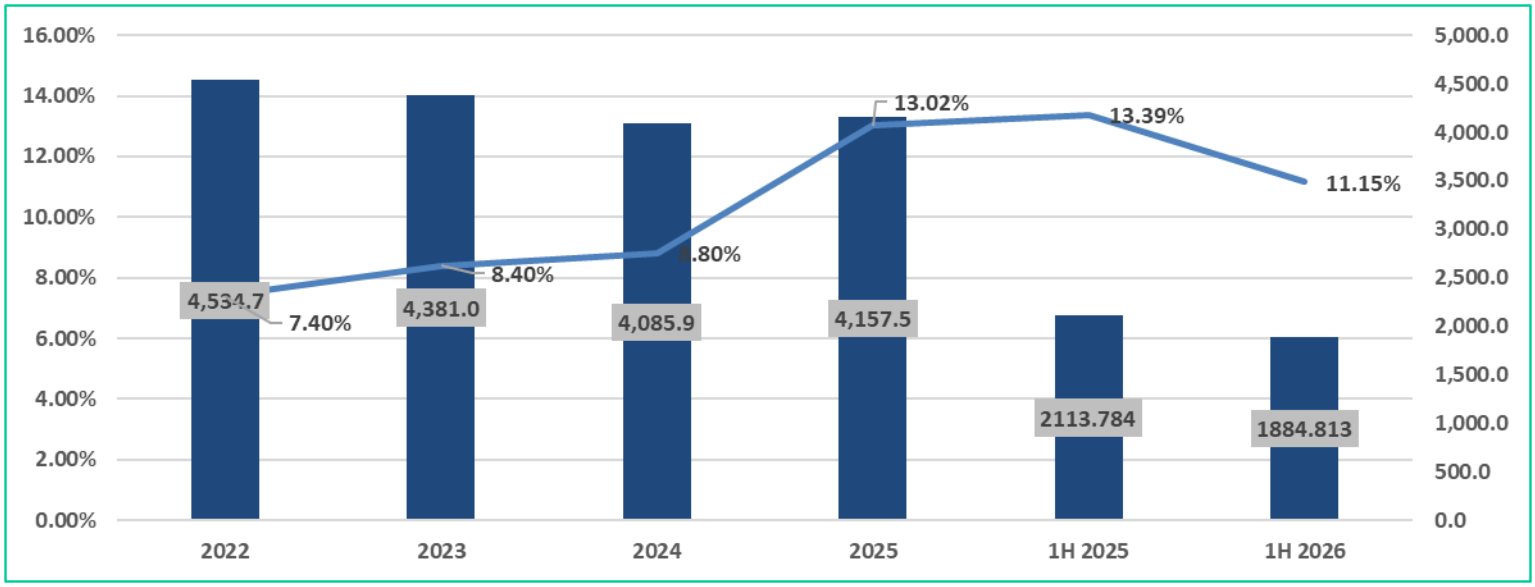


Table: Income Statement in IDR Million QoQ

Income Statement (In IDR Mn)	1Q2026	2Q2026	QoQ	2Q2025	YoY	1H2025	1H2026	YoY
Sales	**8.442.646**	**8.456.935**	**0,2%**	**7.576.120**	**11,6%**	**15.786.456**	**16.899.581**	**7,1%**
Cost of Sales	-4.372.879	-4.652.055	6,4%	-3.928.117	18,4%	-8.165.664	-9.024.934	10,5%
Gross Profit	**4.069.767**	**3.804.880**	**-6,5%**	**3.648.003**	**4,3%**	**7.620.792**	**7.874.647**	**3,3%**
Operating Expenses	-2.502.388	-2.784.222	11,3%	-2.545.611	9,4%	-5.080.823	-5.286.610	4,1%
Operating Profit	**1.567.379**	**1.020.658**	**-34,9%**	**1.102.392**	**-7,4%**	**2.539.969**	**2.588.037**	**1,9%**
Other Income (Expenses)	27.154	32.763	20,7%	-39.485		-63.220	59.917	
PBT	**1.594.533**	**1.053.421**	**-33,9%**	**1.062.907**	**-0,9%**	**2.476.749**	**2.647.954**	**6,9%**
Tax	-341.760	-224.325	-34,4%	-271.911	-17,5%	-588.099	-566.085	-3,7%
NIAT	**1.252.773**	**829.096**	**-33,8%**	**790.996**	**4,8%**	**1.888.650**	**2.081.869**	**10,2%**
Non-controlling Interest	-	-		-		-	-	
Profit for the year from discontinued operation	17.585	-		127.200		266.925	17.585	**-93,4%**
Gain on sale of discountinued operation	870.270	-		-		-	870.270	
Net Income	**2.140.628**	**829.096**	**-61,3%**	**918.196**	**-9,7%**	**2.155.575**	**2.969.724**	**37,8%**
Core Income	**1.252.773**	**829.096**	**-33,8%**	**790.996**	**4,8%**	**1.888.650**	**2.081.869**	**10,2%**
EPS	**33**	**22**	**-33,8%**	**21**	**4,8%**	**50**	**55**	**10,2%**
GPM	**48,2%**	**45,0%**		**48,2%**		**48,3%**	**46,6%**	
OPM	**18,6%**	**12,1%**		**14,6%**		**16,1%**	**15,3%**	
NPM	**25,4%**	**9,8%**		**12,1%**		**13,7%**	**17,6%**	
Sales by Area								
Domestic	**8.219.958**	**8.177.848**	**-0,5%**	**7.366.823**	**11,0%**	**15.308.612**	**16.397.806**	**7,1%**
UVG	**2,1%**	**12,7%**		**12,7%**		**-6,1%**	**7,3%**	
UPG	**1,4%**	**-1,7%**		**-1,7%**		**1,4%**	**-0,2%**	
Export	**222.688**	**279.087**	**25,3%**	**209.297**	**33,3%**	**477.844**	**501.775**	**5,0%**
Sales by Segment								
Home and Personal Care	**6.048.331**	**6.320.523**	**4,5%**	**5.586.562**	**13,1%**	**11.444.286**	**12.368.854**	**8,1%**
UVG	**2,2%**	**14,2%**		**-6,9%**			**8,1%**	
UPG	**2,0%**	**-1,8%**						
GPM	**49%**	**45%**		**40%**		**50%**	**47%**	
OPM	**27%**	**21%**		**18%**		**22%**	**21%**	
Foods and Refreshments	**2.394.315**	**2.136.412**	**-10,8%**	**1.989.558**	**7,4%**	**4.342.170**	**4.530.727**	**4,3%**
UVG	**2,0%**	**8,7%**		**-2,6%**			**5,1%**	
UPG	**-0,2%**	**-1,4%**					**-0,8%**	
GPM	**47%**	**44%**		**46%**		**45%**	**45%**	
OPM	**15%**	**21%**		**19%**		**21%**	**18%**	

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	-10.080.762	-10.606.031
Operating Profit	**7.068.808**	**6.279.283**	**3.807.317**	**4.592.021**	**5.712.432**	**6.010.084**
Other Income (Expenses)	-75.005	-77.407	-56.173	-93.741	-107.528	-113.131
PBT	**6.993.803**	**6.201.876**	**3.751.144**	**4.498.280**	**5.604.904**	**5.896.953**
Tax	-1.629.042	-1.400.936	-846.496	-960.983	-1.177.030	-1.238.360
NIAT	**5.364.761**	**4.800.940**	**2.904.648**	**3.537.297**	**4.427.874**	**4.658.593**
Non-controlling Interest	-	-	-	-	-	-
Core Income	**5.364.761**	**4.800.940**	**2.904.648**	**3.537.297**	**4.427.874**	**4.658.593**
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**	**4.427.874**	**4.658.593**
EPS	**141**	**126**	**76**	**93**	**116**	**122**
EPS discontinued operations	**-**	**-**	**12**	**108**	**-**	**-**
EBITDA	**8.122.793**	**7.232.830**	**5.292.454**	**5.080.103**	**6.194.619**	**6.527.116**

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	4.427.874	4.658.593
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	-1.382.969	873.713
Cash From Operating Activities	**6.885.120**	**6.525.352**	**4.781.238**	**6.163.769**	**3.508.540**	**6.026.022**
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	-4.142.829	-3.959.804
Cash From Financing Activities	**-6.112.250**	**-5.236.713**	**-4.128.772**	**-1.958.571**	**-3.849.509**	**-3.875.761**
Net Changes in Cash	**177.685**	**517.716**	**-349.418**	**5.034.494**	**-1.389.090**	**1.640.239**
Beginning Balance	**325.197**	**502.882**	**1.020.598**	**671.180**	**5.705.674**	**4.316.584**
Ending Balance	**502.882**	**1.020.598**	**671.180**	**5.705.674**	**4.316.584**	**5.956.823**

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	4.316.584	5.956.823
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	1.176.089	1.237.370
Total Current Assets	**7.567.768**	**6.191.839**	**5.280.548**	**10.544.623**	**9.875.347**	**11.805.231**
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**	**19.932.549**	**21.878.739**
LIABILITIES AND EQUITY						
LIABILITIES						
CURRENT LIABILITIES						
Short-term Bank Loans	600.000	-	1.450.000	-	1.008.076	1.590.905
Trade Account Payable	4.699.974	4.063.637	3.983.297	4.695.329	4.939.195	4.980.704
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**	**13.559.464**	**14.722.822**
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**	**15.172.386**	**16.419.787**
EQUITY	**3.997.256**	**3.381.238**	**2.149.267**	**4.475.118**	**4.760.163**	**5.458.952**
TOTAL LIABILITIES & EQUITY	**18.318.114**	**16.664.086**	**16.046.195**	**20.017.339**	**19.932.549**	**21.878.739**

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%	24,4%	5,2%
EBITDA	-23,0%	-11,0%	-26,8%	-4,0%	21,9%	5,4%
NP	-6,8%	-10,5%	-39,5%	21,8%	25,2%	5,2%
EPS	-6,8%	-10,5%	-39,5%	21,8%	25,2%	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%	17,0%	17,0%
EBITDA margin	19,7%	18,7%	17,3%	15,9%	18,4%	18,5%
NET Profit margin	13,0%	12,4%	9,5%	11,1%	13,2%	13,2%
ROA	29,3%	28,8%	18,1%	17,7%	22,2%	21,3%
ROE	134,2%	142,0%	135,1%	79,0%	93,0%	85,3%
Solvability (x)						
Net debt/ equity	3,2	3,5	4,9	3,3	2,8	2,5
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	0,3	0,4
Per Share data						
EPS (IDR)	141	126	76	93	116	122
PBV	45	40	33	22	22	19
PER	33	28	25	28	24	23
EBITDA/share	213	190	139	133	162	171

Source: Company and Binaartha

Stock Ratings:
Buy : a recommendation to purchase the security with upside potential of **11.50% or greater**
Hold : a recommendation to neither buy nor sell a security with upside potential of **5.75%-11.49%.**
Sell : a recommendation to close out a long position in a security with upside potential **below 5.74%.**

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