

MAKE SUSTAINABLE LIVING COMMONPLACE



Unilever Inclusive Business Model – Black Soya Bean Case Study
Presented @ Smallholder Value Chain Model for Local and Global Markets Conference

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**“MAKE
CLEANLINESS
COMMONPLACE”**

UNILEVER IS A GLOBAL COMPANY

THE AMERICAS

- 33% OF GROUP TURNOVER

EUROPE

- 25% OF GROUP TURNOVER

ASIA, AFRICA, CENTRAL & EASTERN EUROPE

- 42% OF GROUP TURNOVER

2015 TURNOVER = €53.3 BN

UNILEVER INDONESIA SNAPSHOT

Our products are available in 1 million stores...

...and every house use at least one Unilever products



8	39	600+	6.500+
Owned Factories	Products Brands	Independent Distributors Across Indonesia	Employees as per december 31, 2014

Global Challenges



TEMPERATURES
ARE RISING



WATER
SHORTAGES
ARE MORE
FREQUENT



FOOD
SUPPLIES
ARE INCREASINGLY
SCARCE



+2.7
Billion
people
In the
World by
2050

An aerial photograph of a vast blue ocean with white-capped waves, serving as the background for the text.

OUR PURPOSE :

**MAKE
SUSTAINABLE
LIVING
COMMONPLACE**

A NEW WAY OF DOING BUSINESS



**SUSTAINABLY SOURCED
RAW MATERIALS**



**EQUAL OPPORTUNITY
& SUSTAINABLE LIVELIHOODS**



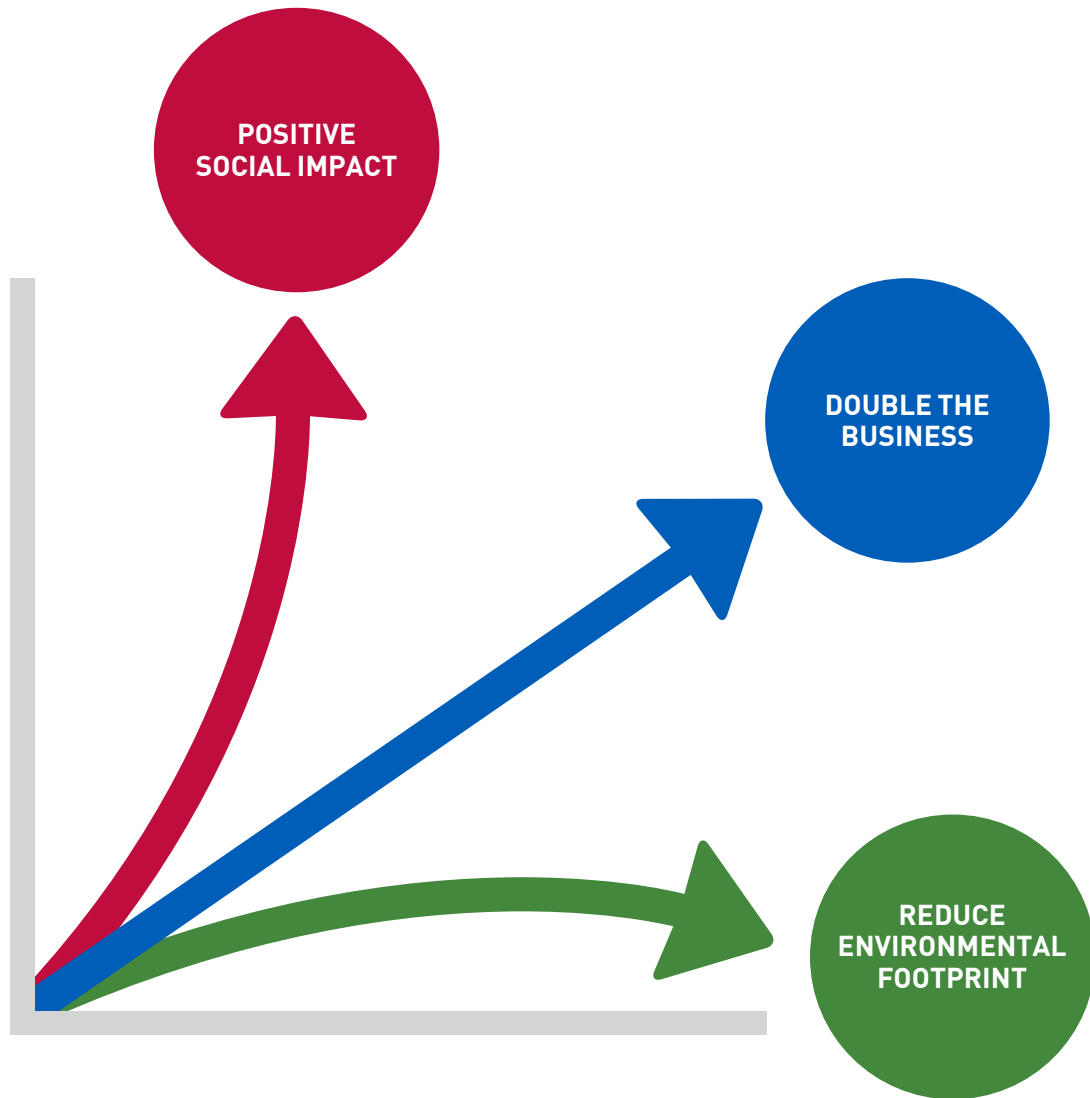
**THE PLANET PROTECTED
FOR FUTURE GENERATIONS**



**ACCESS TO WATER
SANITATION &
HYGIENE FOR ALL**



- **INSPIRES PEOPLE**
- **COST BENEFITS**
- **MARKET DEVELOPMENT**
- **WIN WITH CUSTOMERS**
- **CONSUMER PREFERENCE**
- **INNOVATION**



OUR VISION

TO DOUBLE THE SIZE
OF OUR BUSINESS,
WHILST REDUCING
OUR ENVIRONMENTAL
FOOTPRINT AND INCREASING
OUR POSITIVE SOCIAL IMPACT

Unilever Sustainable Living Plan

3 BIG GOALS **BY 2020**

HELP
1 BILLION
PEOPLE IMPROVE
THEIR HEALTH
& WELL-BEING

HALVE
ENVIRONMENTAL
FOOTPRINT OF
OUR PRODUCTS

SOURCE
100%
OF AGRICULTURAL
RAW MATERIALS
SUSTAINABLY

SUSTAINABLE LIVING BRANDS HELP GROW OUR BUSINESS

2x
THE RATE OF GROWTH

50%
OF UNILEVER'S GROWTH

BRANDS WITH A POWERFUL PURPOSE ENJOY SUSTAINABLE GROWTH

MORE
PROFITABLE
THAN STANDARD PRODUCTS

SUSTAINABLE LIVING BRANDS =

SUSTAINABLE LIVING PURPOSE

+

SUSTAINABLE LIVING PRODUCTS

MAKING PROGRESS 2010-2014

397 MILLION HELP TO IMPROVE HEALTH & HYGIENE



-2% WATER



-12% WASTE



+4% GHG

+21%
UNDERLYING
SALES GROWTH



238,000 WOMEN WITH ACCESS
TO TRAINING & SKILLS



55% SUSTAINABLY SOURCED



800,000 SMALLHOLDERS
HELPED & TRAINED

CSR / Sustainability is an integral part of our mission and how we do business

TYPE OF IMPACT



Impact from
Community Engagement



Impact from
Business Operation



Impact from Extended
Supply Chain

SIZE OF IMPACT

Sustainable Development and Corporate Social Responsibility



Improving Health and Wellbeing



**Reducing
Environmental Impact**



Enhancing Livelihoods

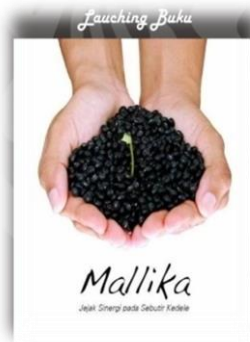
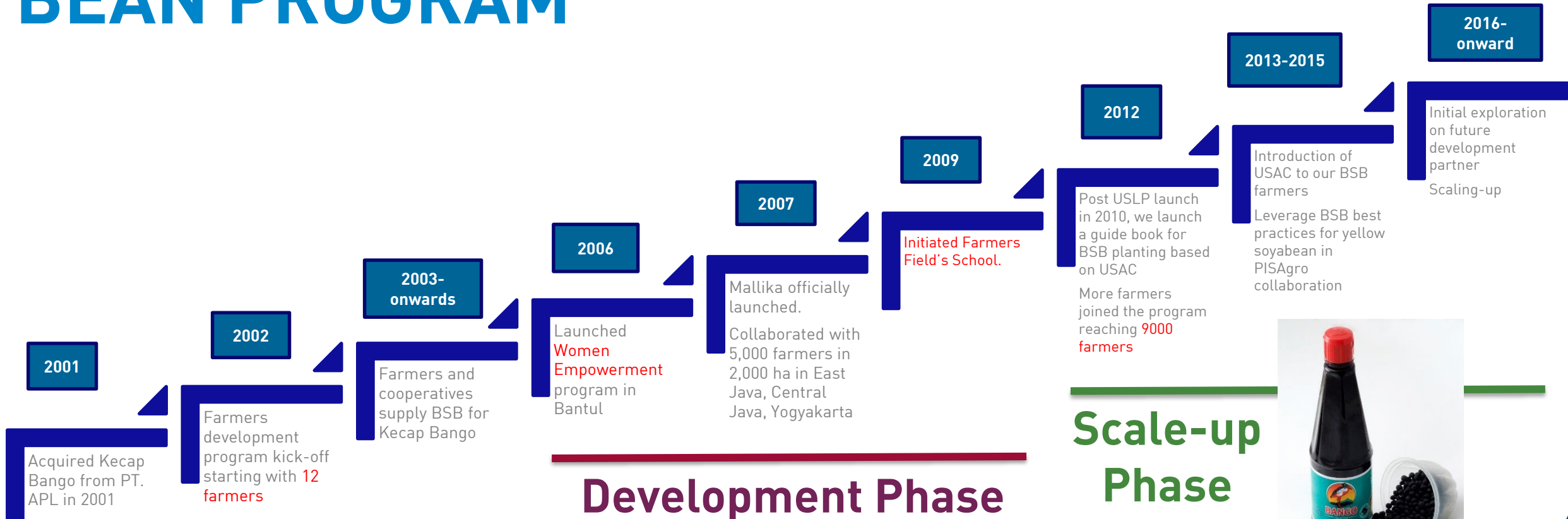


Our 360 degrees engagement model : A+BC+G Inclusive Business model on Black Soya Bean



Farmers Development Program

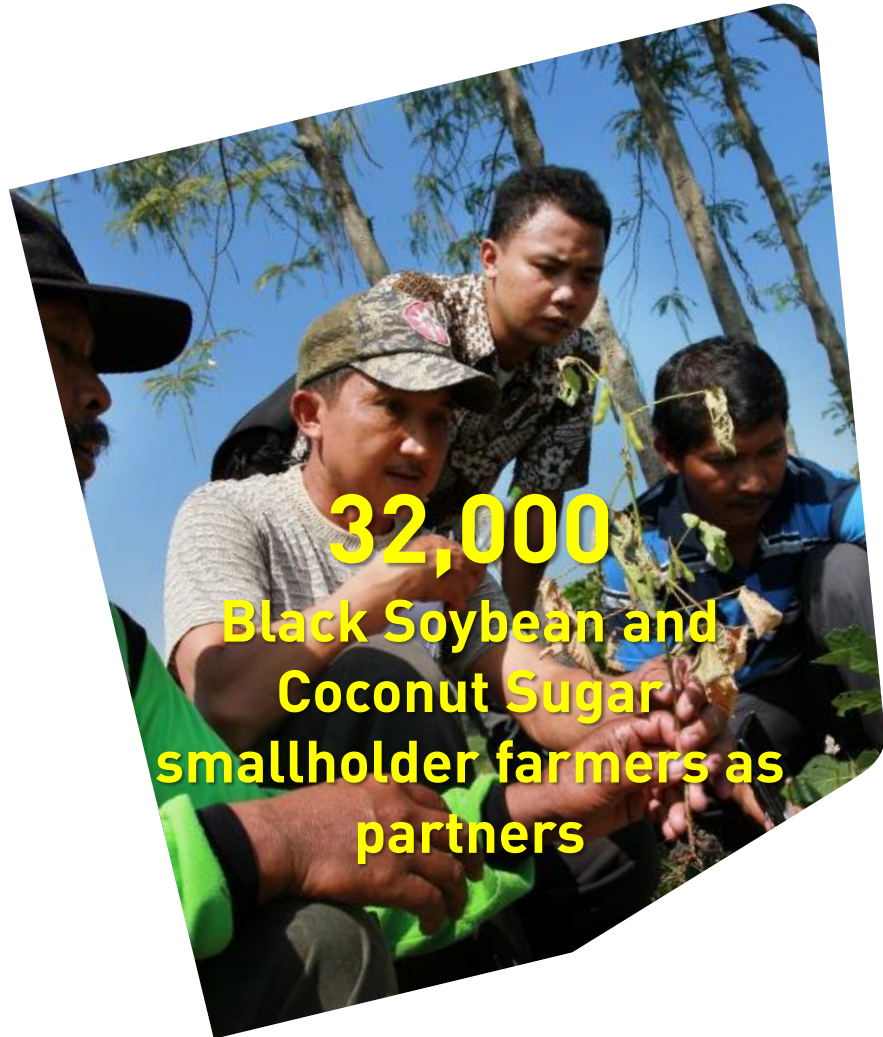
DEVELOPMENT STAGE OF BLACK SOYA BEAN PROGRAM



TRANSFORMATION IN BLACK SOYA BEAN DEVELOPMENT PROGRAM



2015 ENHANCING LIVELIHOOD PROGRESS



32,000

**Black Soybean and
Coconut Sugar
smallholder farmers as
partners**

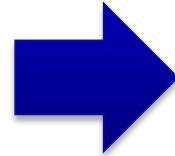


**3,300 women
farmers trained and
equipped with skills**

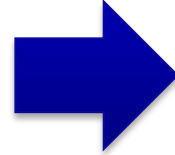
OUR KEY SUCCESS FACTOR AND CHALLENGES

- **CLEAR AND COMMON VISION**
- **COMMUNITY** BASED PROGRAM
- **COLLABORATION AND COMMITMENT WITH EXPERTISE** FROM EACH STAKEHOLDERS
- **COMMUNICATION** TO WIDER AUDIENCE
- **CONTINUOUS IMPROVEMENT**

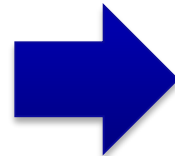
STAKEHOLDERS:



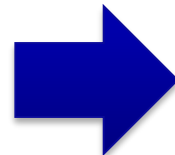
GOVERNMENT



COMMUNITY



CIVIL SOCIETY ORGANISATION*)



MEDIA

*) Corporations, Academics, NGOs



**THERE'S NEVER BEEN
A BETTER TIME
TO CREATE
A BRIGHTER FUTURE**