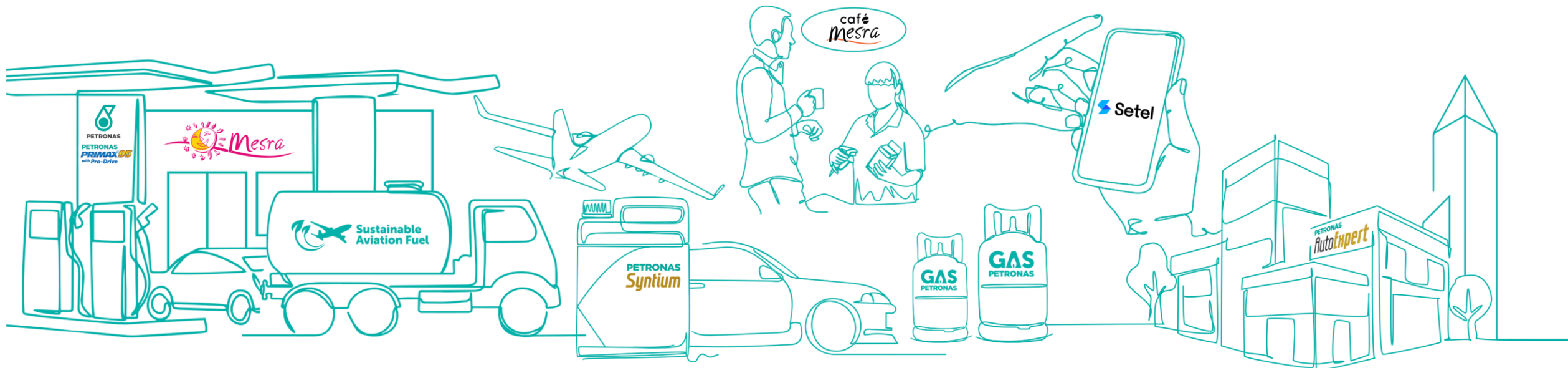


# PETRONAS DAGANGAN BERHAD

## Q1 FY2024 Analyst Briefing

23 May 2024



# RAISE THE BAR CHANGE THE GAME

Operating Environment

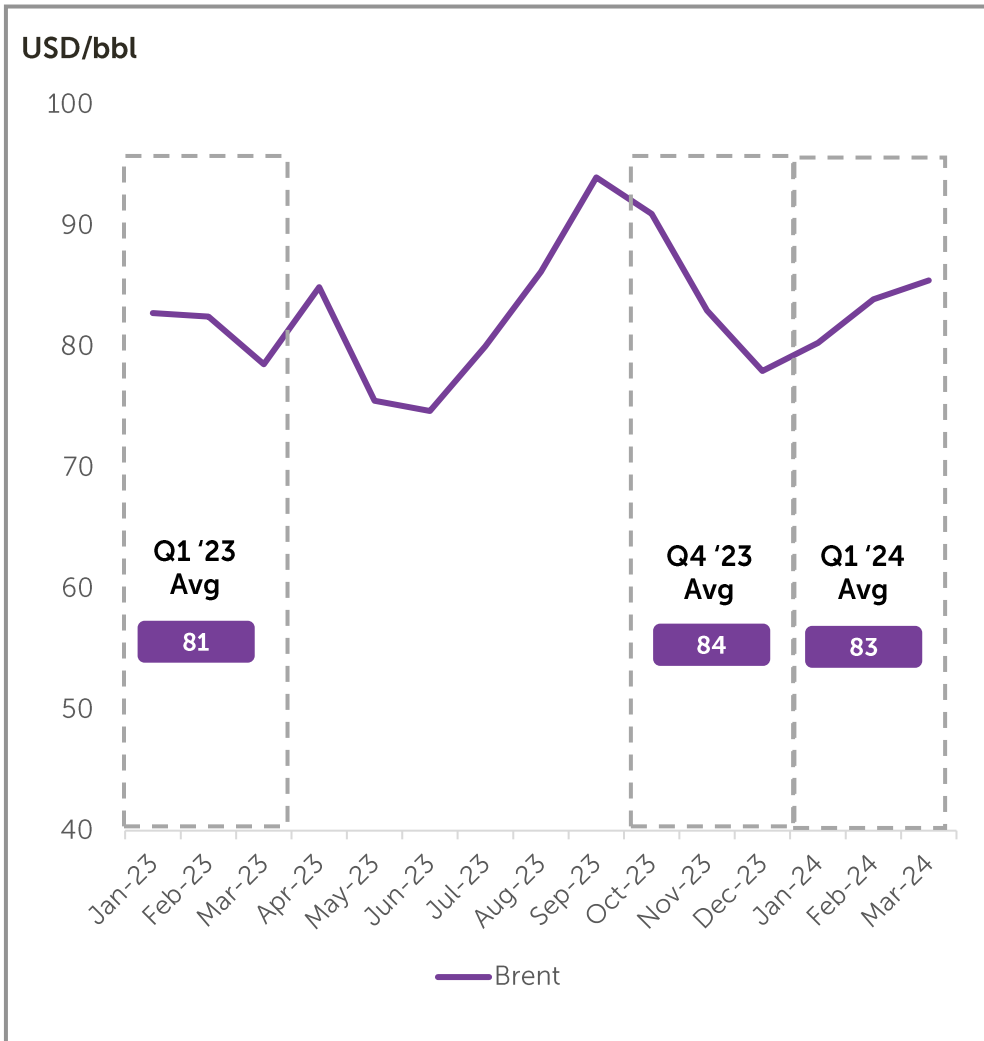
Business & Financial Performance

Quarterly Highlights

Moving Forward

# Operating Environment

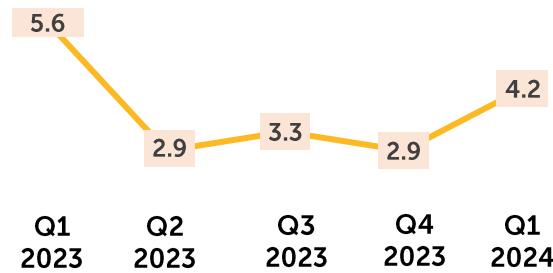
The dated Brent crude oil averaged at USD 83/bbl in Q1 FY2024 despite geopolitical tension in the middle-east and OPEC+ announcement on further production cut



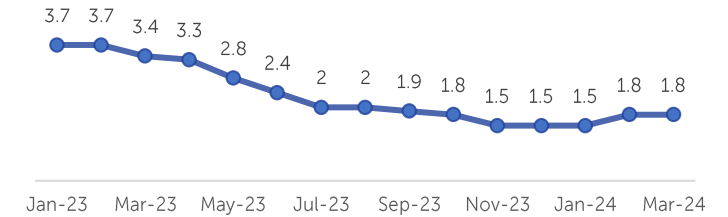
Source: PETCO's Crude Oil & Petroleum Products Price Outlook

GDP Growth for Q1 FY2024 stood at 4.2% with inflation rate staying at a moderate level throughout Q1 FY2024. Sales of new motor vehicles & the air passenger traffic also showed positive performance against SPLY

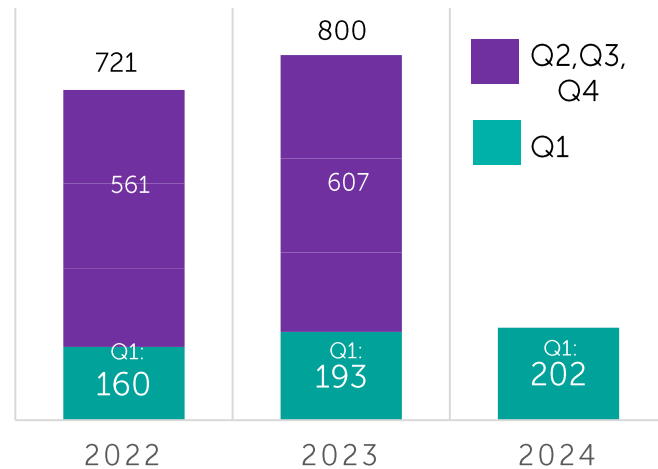
**GDP Growth % Change (Year-on-Year)**



**Inflation Rate (YoY Growth Sales %)**

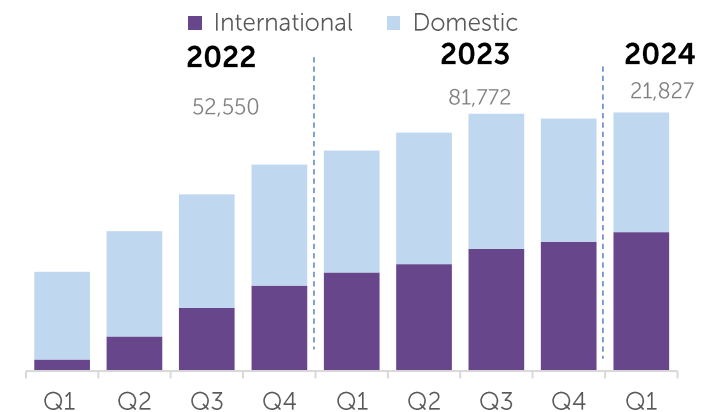


**Total Industry Volume (TIV) in '000**



Source: Malaysia Automotive Association Report (MAA), March 2024

**Air Passenger Traffic (Millions)**



Source: Malaysia Airport Holding Berhad (MAHB) Report, May 2024

# **RAISE THE BAR CHANGE THE GAME**

Operating Environment

**Business & Financial Performance**

Quarterly Highlights

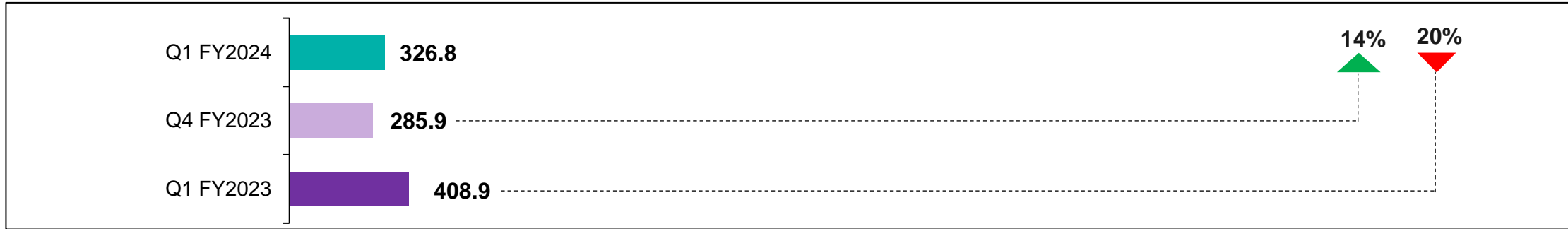
Moving Forward

# Group Financial Performance (1/2)

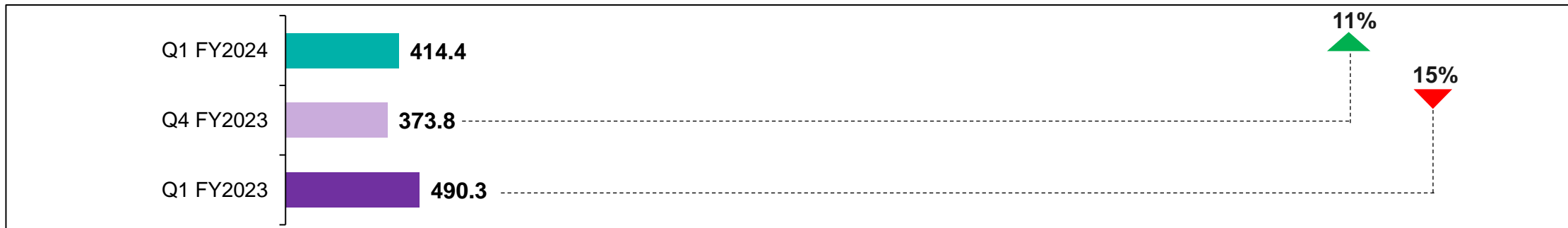
Lower PBT relative to SPLY mainly attributed to higher product costs and OPEX offset by increase in Retail margin. Against PQ, higher PBT following lower OPEX coupled with an increase in gross profit, offset by decrease in other income.



Revenue  
(RM mil)



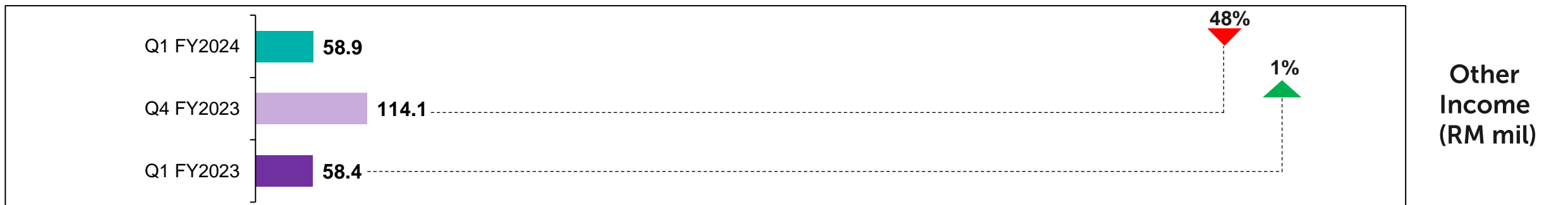
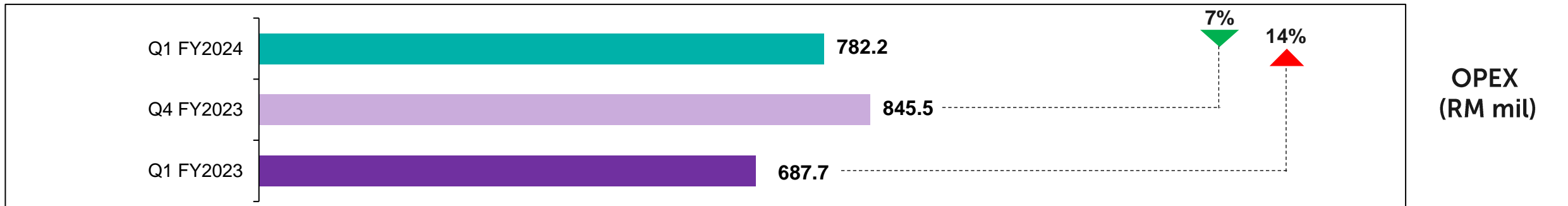
Profit  
Before Tax  
(RM mil)



EBITDA  
(RM mil)

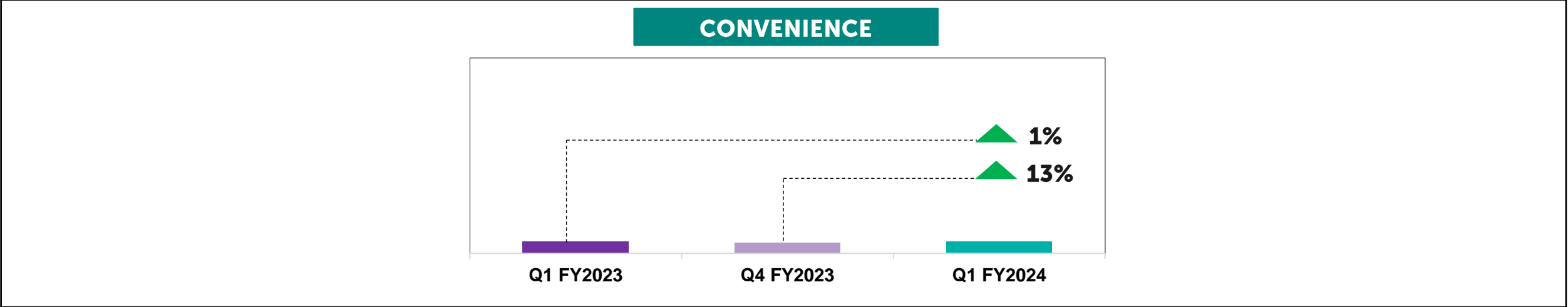
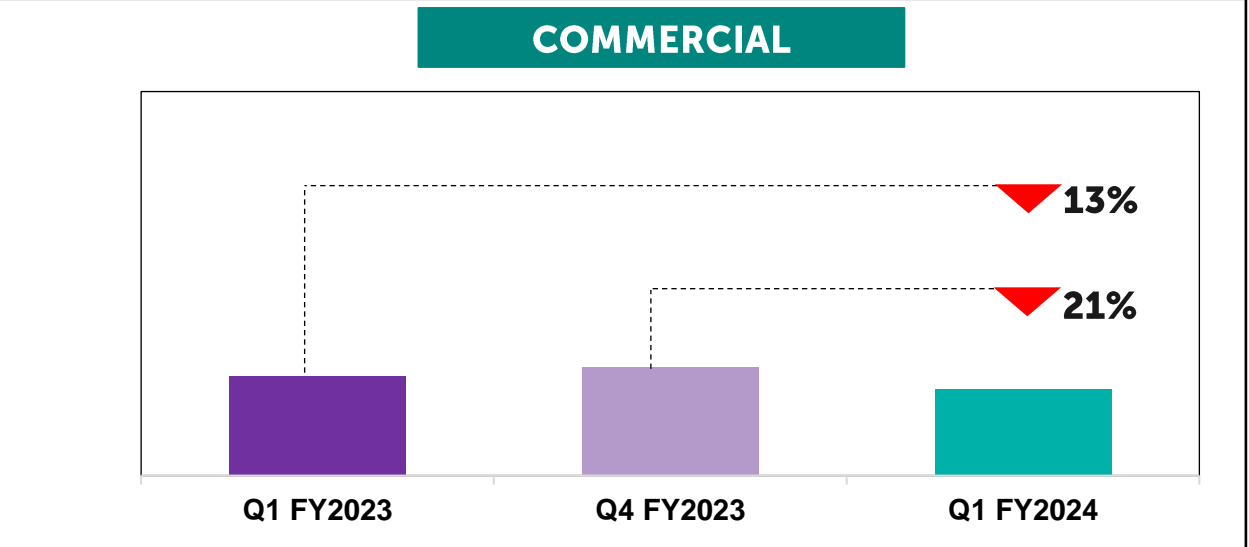
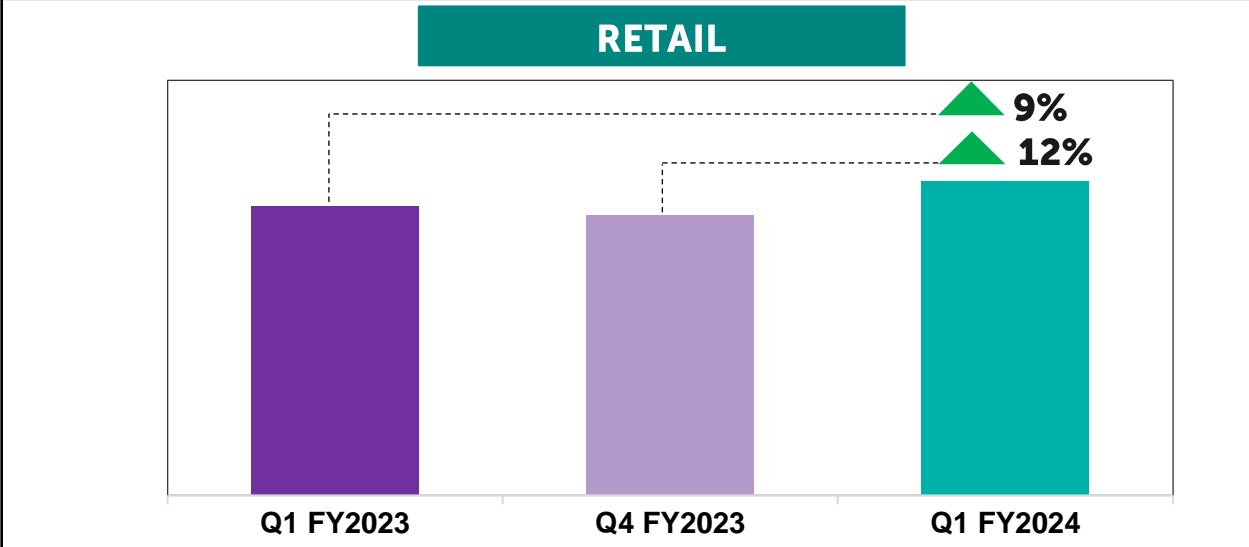
# Group Financial Performance (2/2)

Lower PBT relative to SPLY mainly attributed to higher product costs and OPEX offset by increase in Retail margin. Against PQ, higher PBT following lower OPEX coupled with an increase in gross profit, offset by decrease in other income.



# Gross Profit by Business Segments:

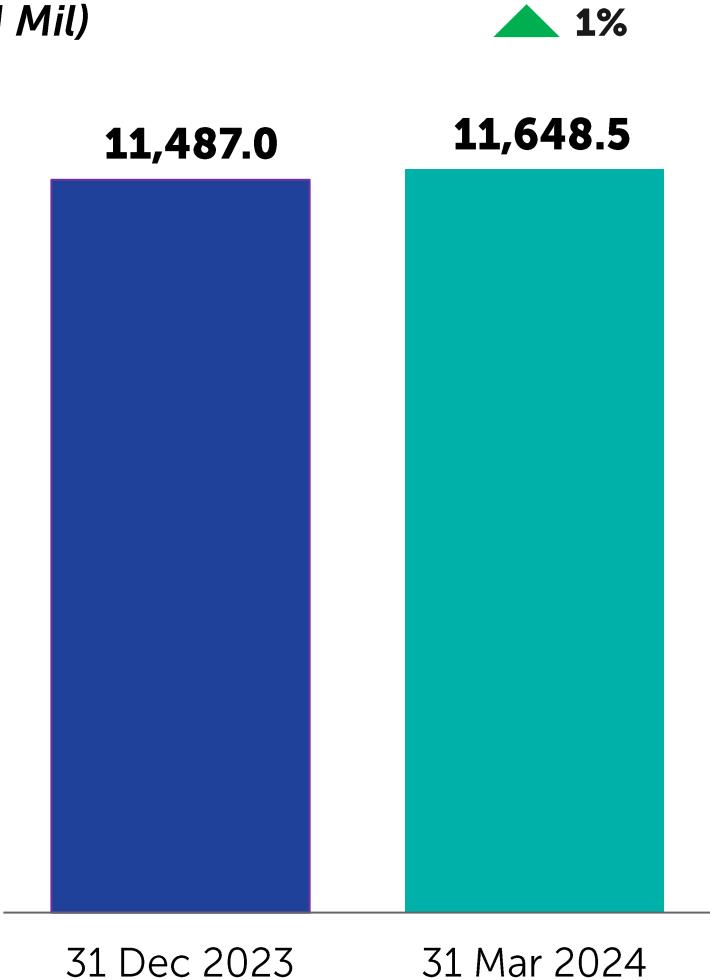
All business segments recorded higher gross profit in Q1 FY2024 against SPLY and PQ, except for Commercial



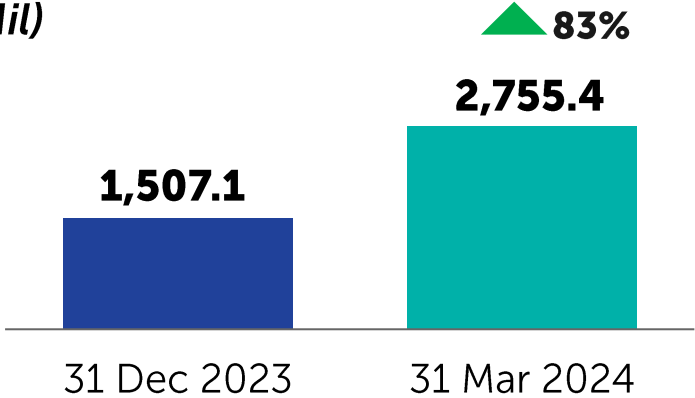
# Consolidated Statement of Financial Position

Total assets increased by 1% following higher cash and cash equivalents from receipts of subsidy during the period

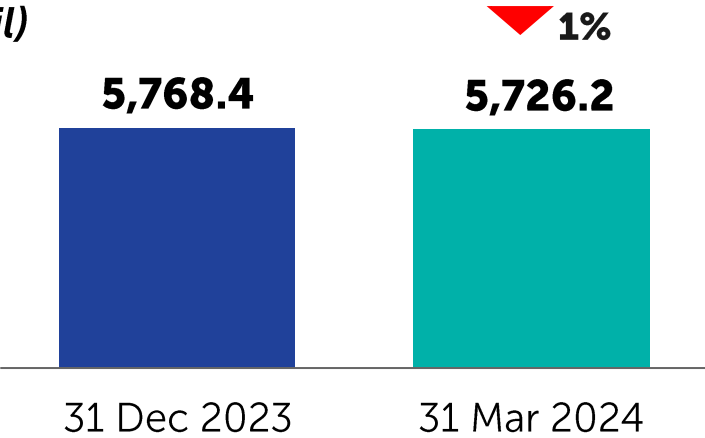
Total Assets  
(RM Mil)



Cash and Cash Equivalents  
(RM Mil)



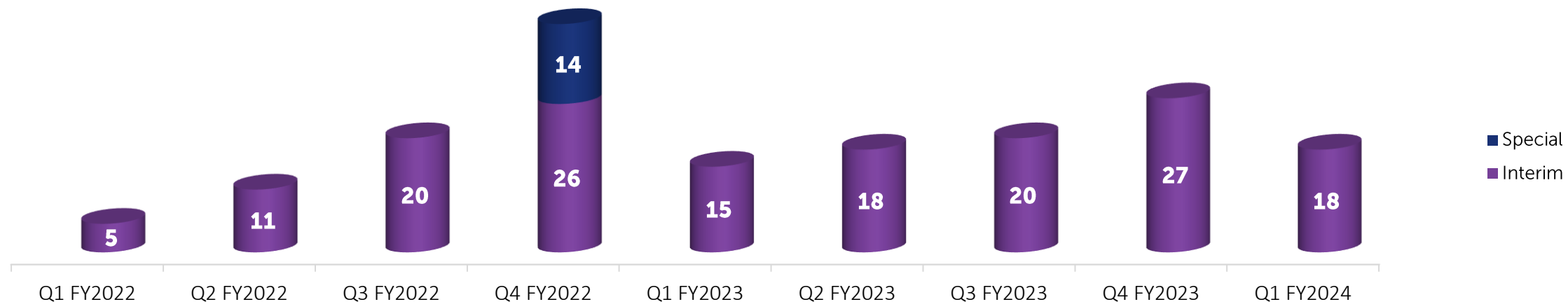
Equity attributable to shareholders  
of the Company  
(RM Mil)





# PetDag has declared dividend amounting to 18 sen/share

Dividend per share (RM sen)



	2022				2023				2024			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Dividend Payout (%)	56	52	79	195	58	60	143	148	54			

For Q1 FY2024, PetDag has declared a total dividend of 18 sen, higher by 3 sen compared to Q1 FY2023

# **RAISE THE BAR CHANGE THE GAME**

Operating Environment

Business & Financial Performance

**Quarterly Highlights**

Moving Forward

# Business Programmes and Campaign Highlights

## VALUE & GROWTH

Setel

PETRONAS 50 YEARS

### GOLDEN REWARDS

1 - 29 February 2024

Pay with the Setel app to win amazing prizes every week!

Get 1 entry

Purchase fuel at PETRONAS Minimum RM40 or Shop at Kedai Mesra/ Cafe Mesra Minimum RM10

Get weekly bonus entries when you use the Setel app  
More info at [setel.com/golden-rewards](http://setel.com/golden-rewards)

Apple Watch SE, Gold bar, Gold coins, Mesra Rewards points, Vouchers from various brands, Cashback from Mydin

Scan the QR code to download Setel now!

Download on the App Store, GET IT ON Google Play, GET IT ON AppGallery

CNY Golden Rewards Campaign

PETRONAS 50 TAHUN

### Mesrakan Perjalananmu™

1 Mac - 15 Mei 2024

EXIT 375  
Kampung Halaman

Singgah Dulu dan Berpeluang Menangi Hadiah Bermil Seharga **RM375,000\***

Jadi Ahli Mesra Rewards atau Guna Setel dan Belanja

RM40 Untuk Minyak atau RM10 Di Kedai Mesra atau RM10 Di Aplikasi Setel

\*Bertakuk terms dan syarat

PETRONASBRANDS

[www.mesra.com.my](http://www.mesra.com.my)

Mesrakan Perjalananmu Campaign 2024

PETRONAS MALAYSIA OPEN 2024

PETRONAS 50 YEARS

### #Gempangkan Lagi

Unite Our Voices, Ignite Their Spirit

9-14 January 2024  
Axiata Arena, Kuala Lumpur

Organized by HSBC BWF World Tour Super 1000

Passionate about Progress

PETRONAS Malaysia Open 2024

## SUSTAINABILITY

KEMENTERIAN PERLAKSANAAN HALUHAN PETRONAS

### Program Pengumpulan Minyak Masak Terpakai

Kumpul, Jual Dan Dapatkan Wang Tunai!

Imbas kod QR untuk maklumat tentang lokasi pengumpulan minyak masak terpakai.

Kumpul  
Simpan minyak masak terpakai dalam bekas yang sesuai

Ambil Bahagian  
Bawa minyak masak terpakai anda ke stesen PETRONAS terpilih

Jual  
Jual dan dapatkan wang tunai

UCO Collection Drive

# **RAISE THE BAR CHANGE THE GAME**

Operating Environment

Business & Financial Performance

Quarterly Highlights

**Moving Forward**

# 2024 Market Outlook



## STABILISING OIL PRICE

- Oil price expected to hover near \$89/bbl in Q2 2024 and averaging at \$86/bbl for the year



## MODERATE ECONOMIC GROWTH

- 2024 GDP Growth forecasted to range between 4%-5%
- Increase investments from the ongoing multi-year projects
- 2024 air traffic in Malaysia to reach 98% of 2019 level



## EVOLVING CONSUMER TREND

- A shift towards domestically-produced goods & services in Malaysia
- Data & loyalty programs via digital platform drive targeted spend & customer stickiness



## NEW POLICY AND REGULATION

- Potential review of fuel subsidy
- Introduction of new taxation avenue
- ESG reporting platform roll-out by Bursa Malaysia

# PDB Strategy Moving Forward

## Value



Preserving margin through commercial and operational excellence



## Growth



Diversify through non-fuel retail expansion, elevating customer experience with Convenience



## Sustainability



Driving sustainability through responsible energy stewardship, enhancing societal and economic benefit



Technology and Customer Loyalty Integration via





**Making Your Everyday  
Life Simpler and Better**