



**PETRONAS**

# **PETRONAS DAGANGAN BERHAD**

## **Q4 FY2023 Analyst Briefing**

27 February 2024

# **MOVING FORWARD TOGETHER**

# MOVING FORWARD TOGETHER



## Operating Environment

Business & Financial Performance

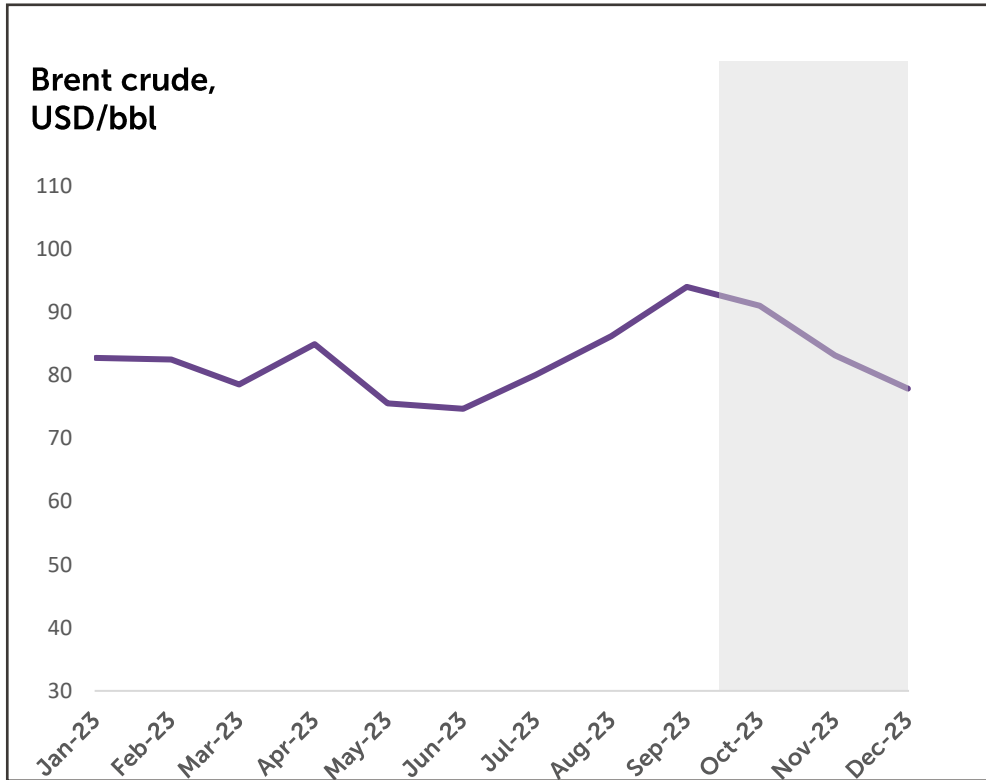
Quarterly Highlights

Awards & Accolades

Moving Forward

# Operating Environment

Dated Brent Crude Oil Price



**\$95.00/bbl**  
20 Oct

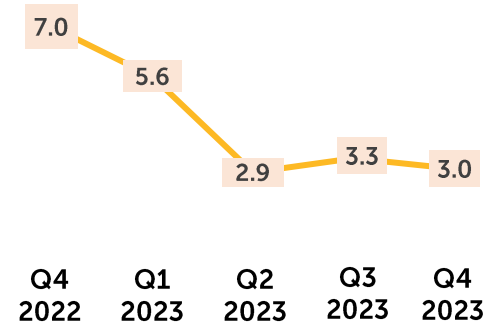
**\$73.56/bbl**  
12 Dec

**\$77.59/bbl**  
29 Dec

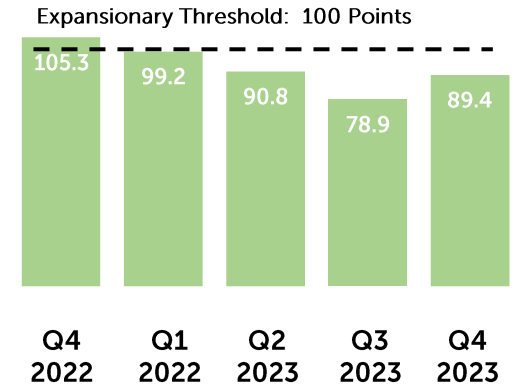
**Highest**      **Lowest**      **Closing price of Q4 2023**

Source: Platts

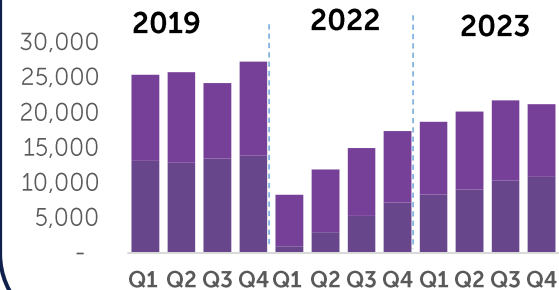
GDP Growth % Change (Year-on-Year)



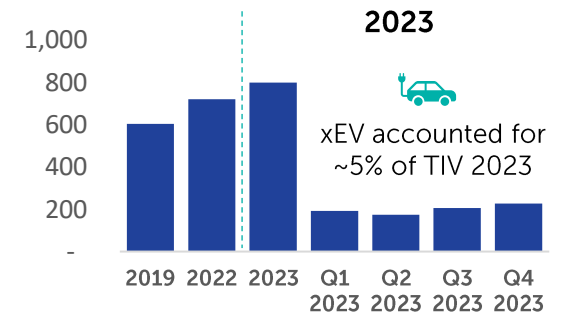
Consumer Sentiment Index (CSI) (Points)



Malaysia Air Passenger Traffic ('000)



New Vehicles Motor Sales ('000)



Source: Bank Negara, DOSM, MIER, MAHB & MAA

**1** Lower trending of crude oil price in Q4FY2023 due to the increase in oil supply from non-OPEC countries, averaging at USD84/bbl.

**2** Economic expansion at 3% in Q4FY2023 on the back of resilient household spending while CSI increased by 10 points against preceding quarter, which reflected positively in aviation section and new vehicle sales

# MOVING FORWARD TOGETHER



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**Business & Financial Performance**

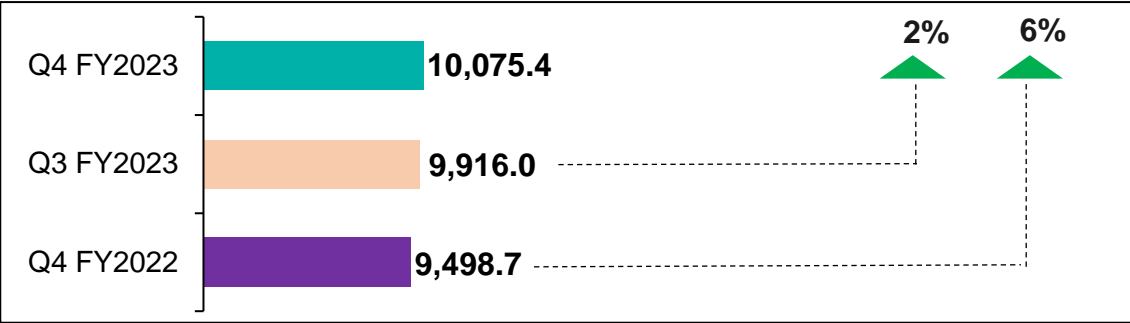
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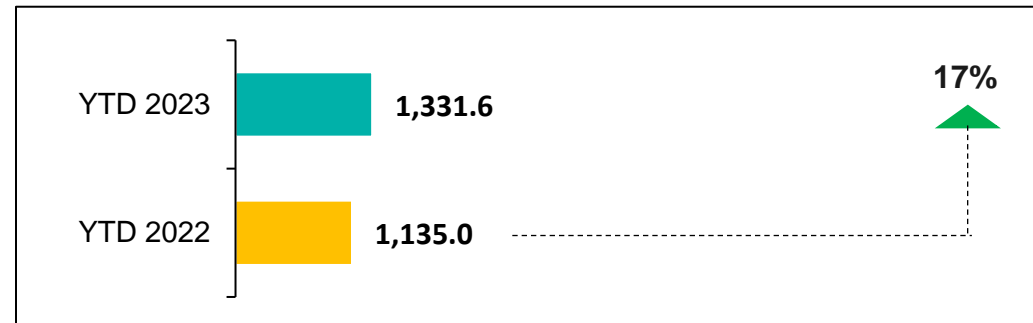
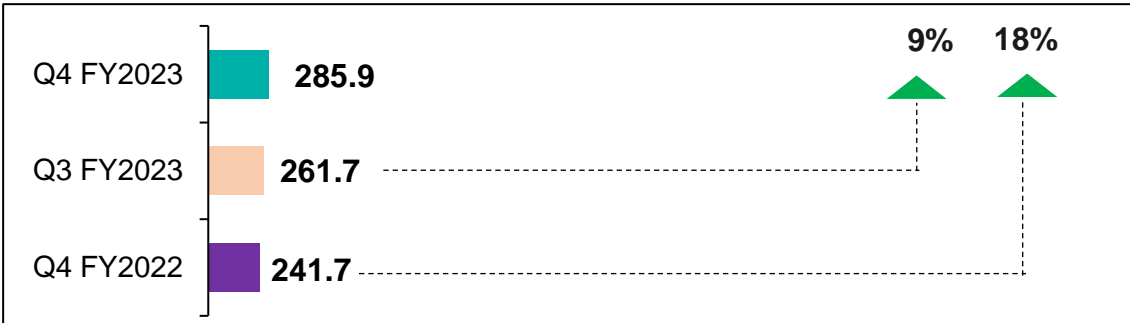
Moving Forward

# Group Financial Performance (1/2)

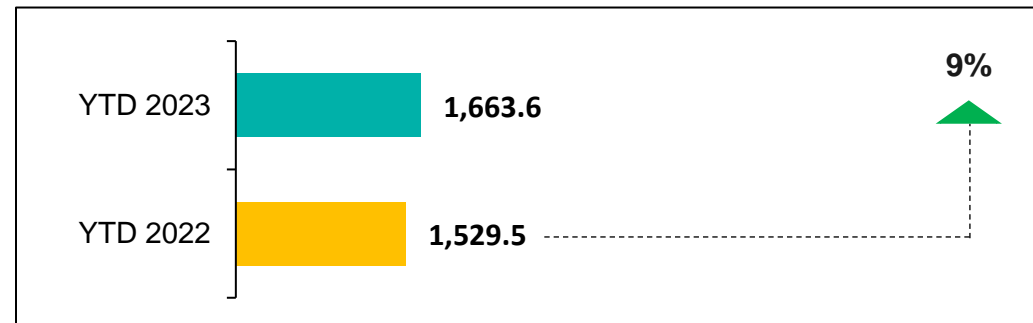
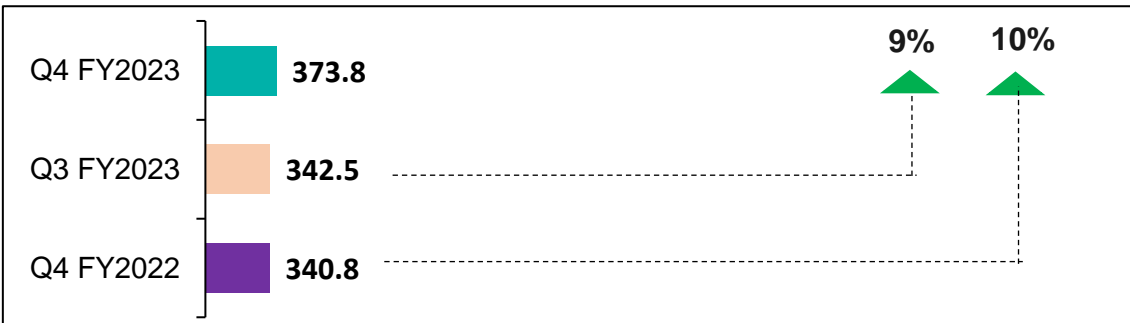
Higher PBT across all dimensions inline with increase in gross profit and other income, offset by increase in OPEX



Revenue  
(RM mil)



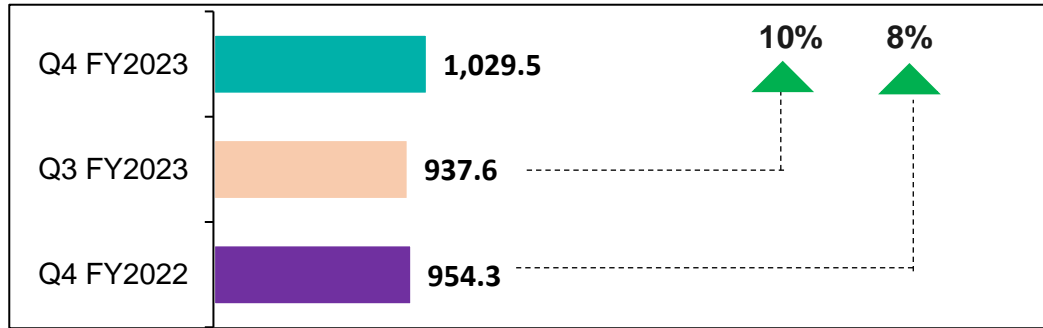
Profit  
Before Tax  
(RM mil)



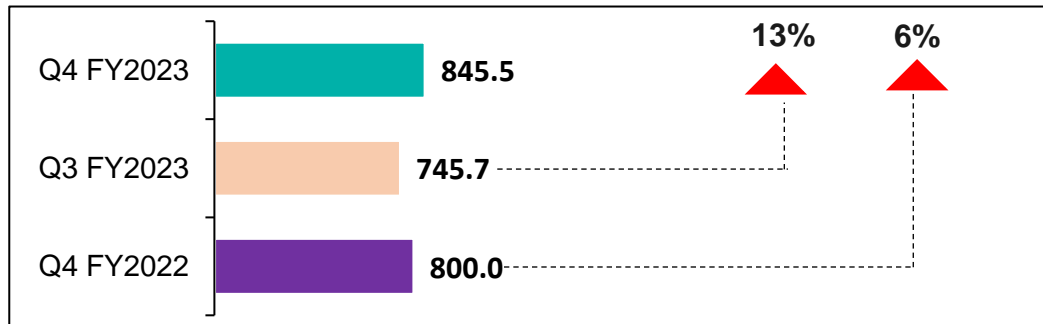
EBITDA  
(RM mil)

# Group Financial Performance (2/2)

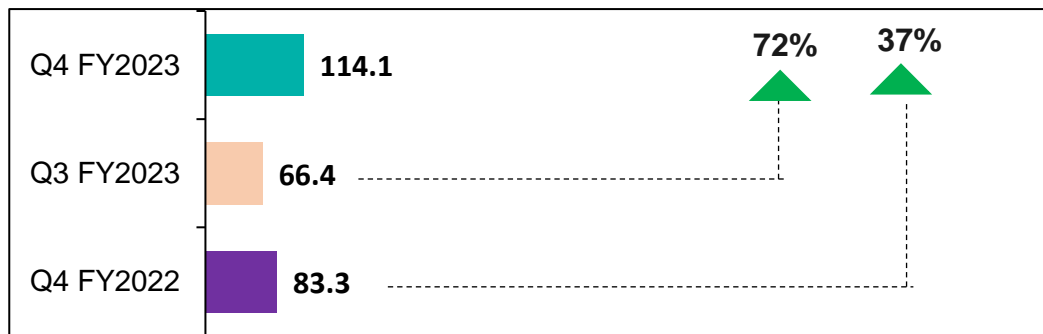
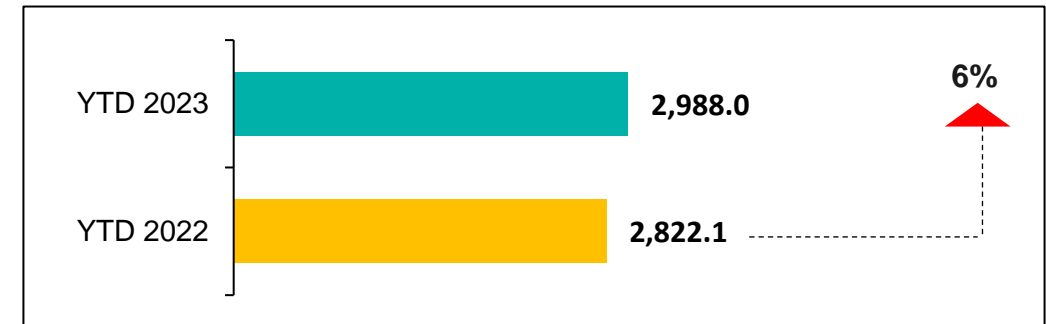
Higher PBT across all dimensions inline with increase in gross profit and other income, offset by increase in OPEX



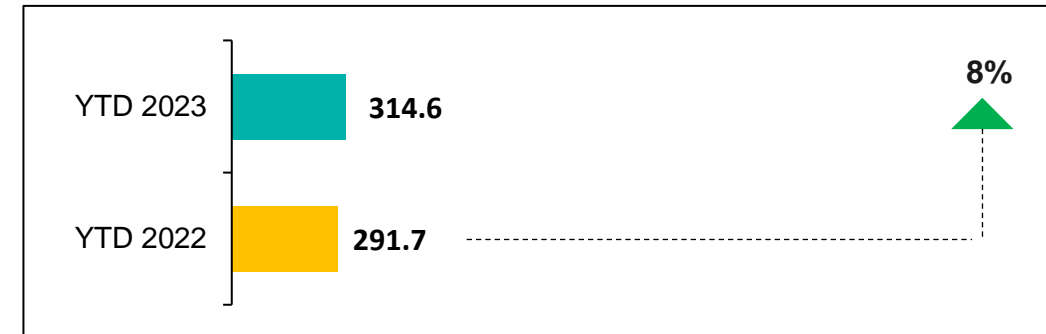
Gross Profit (RM mil)



OPEX (RM mil)

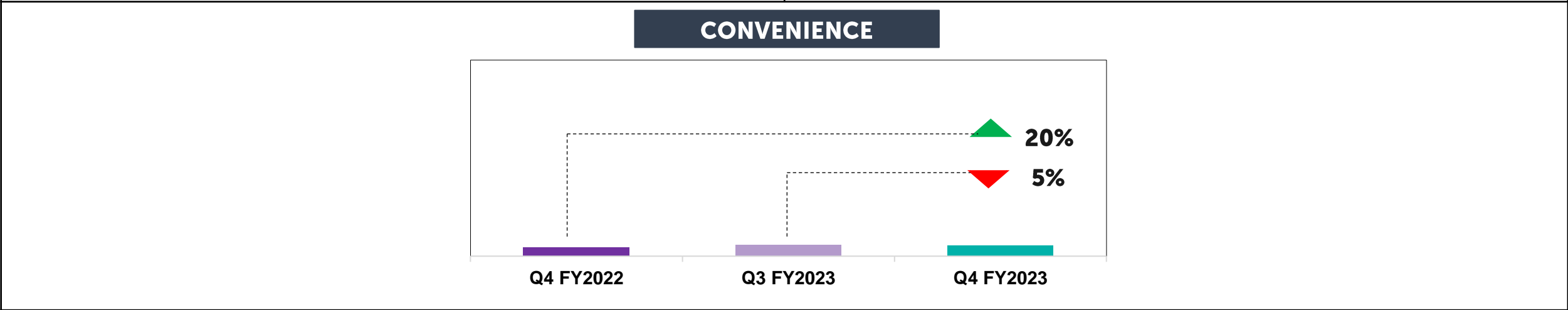
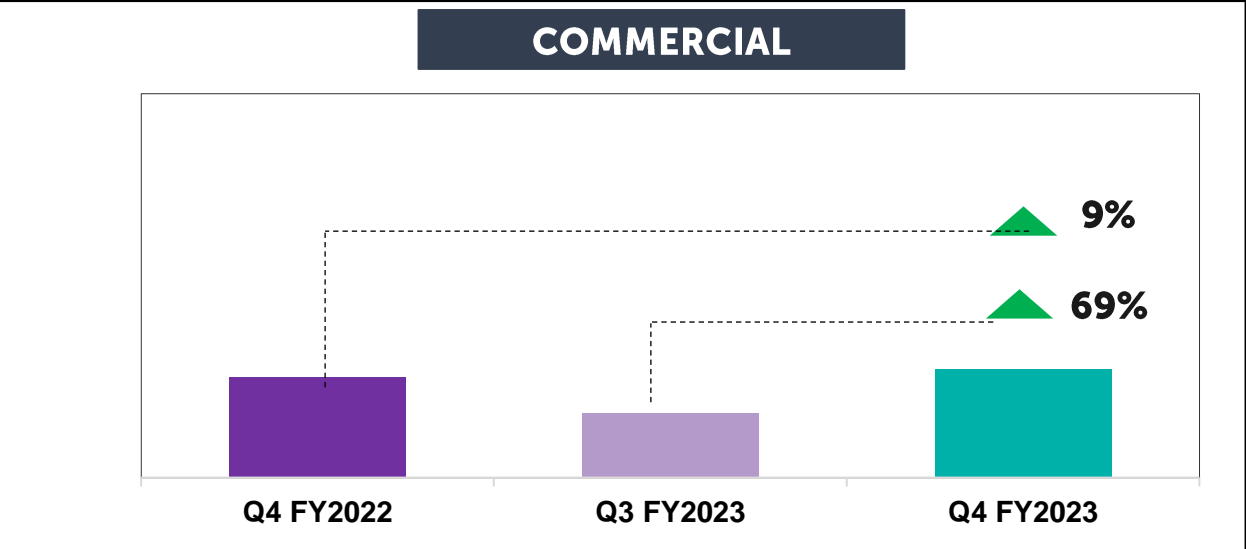
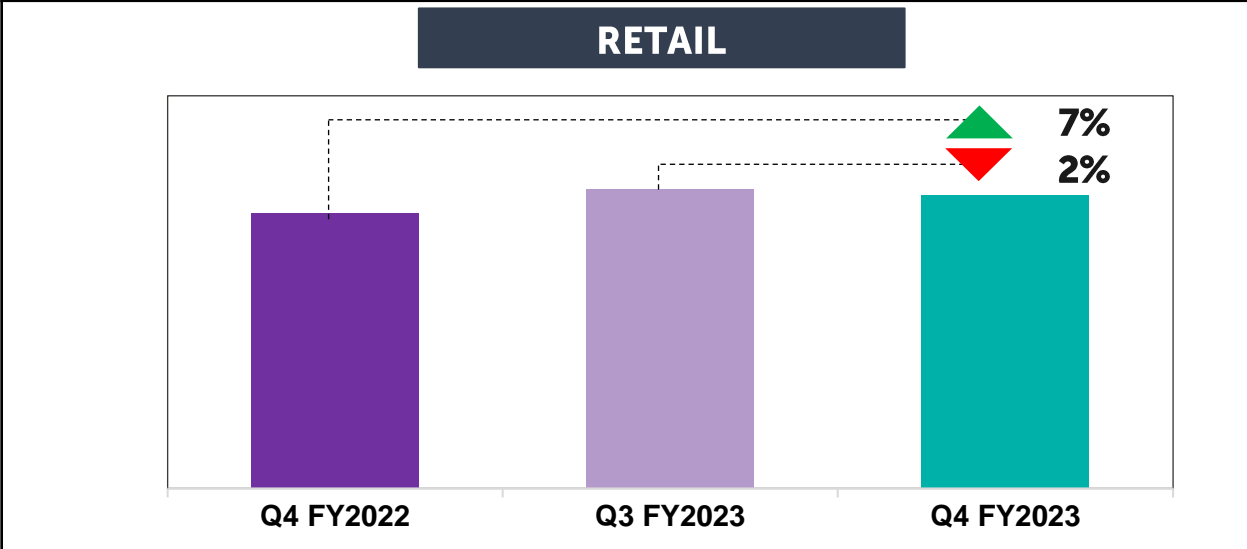


Other Income (RM mil)



# Gross Profit by Business Segments:

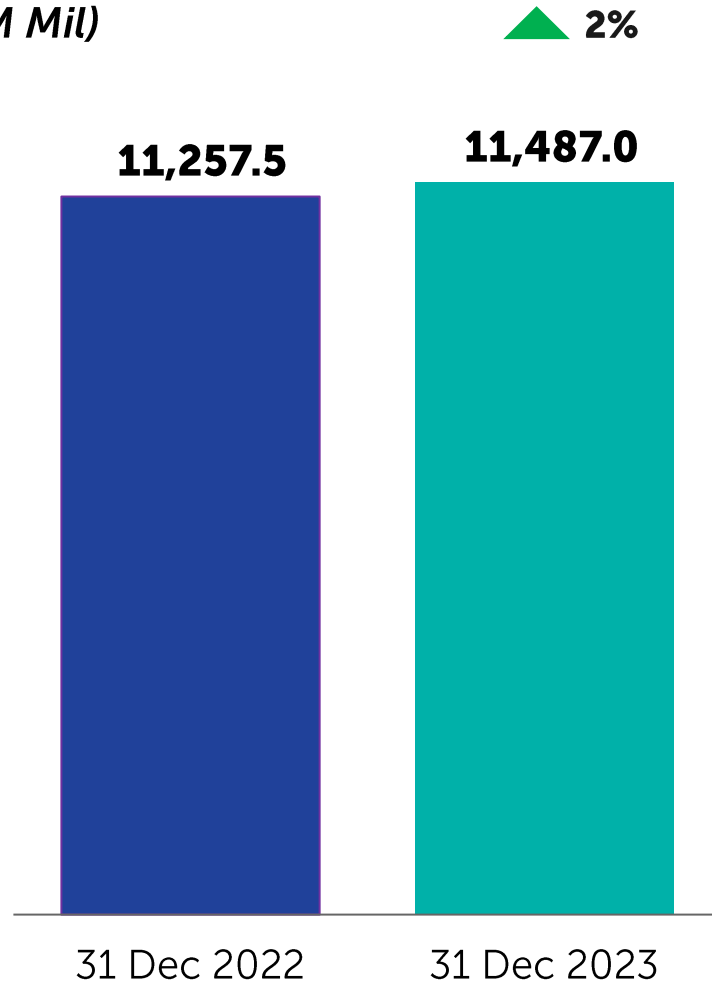
All business segments recorded higher gross profit in Q4 2023 against SPLY.



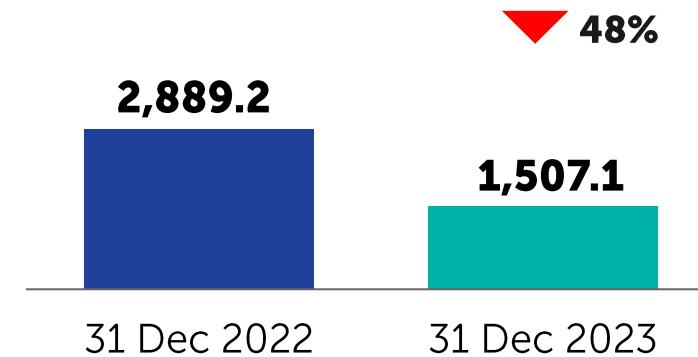
# Consolidated Statement of Financial Position

Total assets increased by 2% following higher subsidy receivables at the end of the year

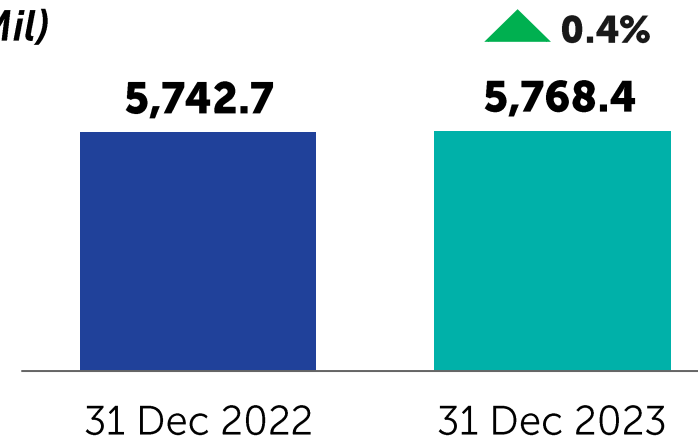
Total Assets  
(RM Mil)



Cash and Cash Equivalents  
(RM Mil)



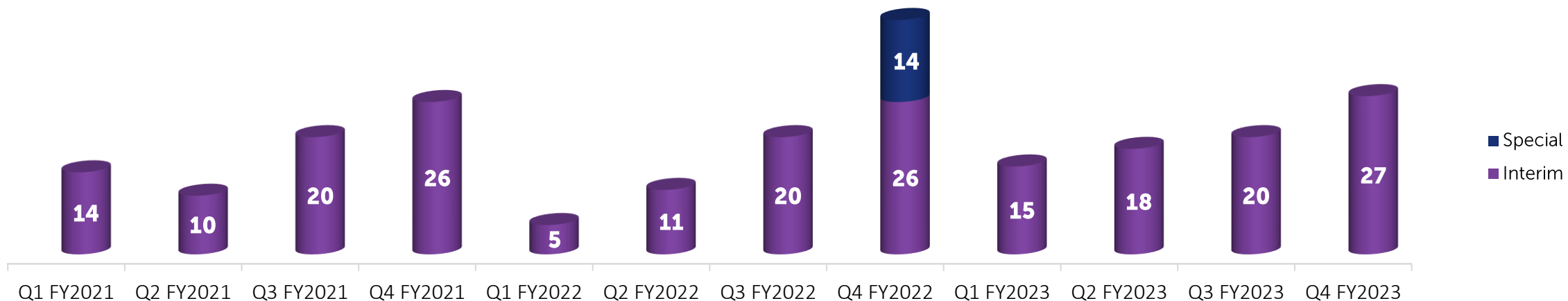
Equity attributable to shareholders  
of the Company  
(RM Mil)





# PetDag has declared dividend amounting to 27 sen/share

## Dividend per share (RM sen)



	2021				2022				2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Dividend Payout (%)</b>	53	136	85	231	56	52	79	195	58	60	143	148

For Q4 FY2023, PetDag has declared a total dividend of 27 sen, higher than PQ by 7 sen, with higher payout ratio

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**Quarterly Highlights**

Awards & Accolades

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# Q4 FY2023 Business Programmes and Campaign Highlights

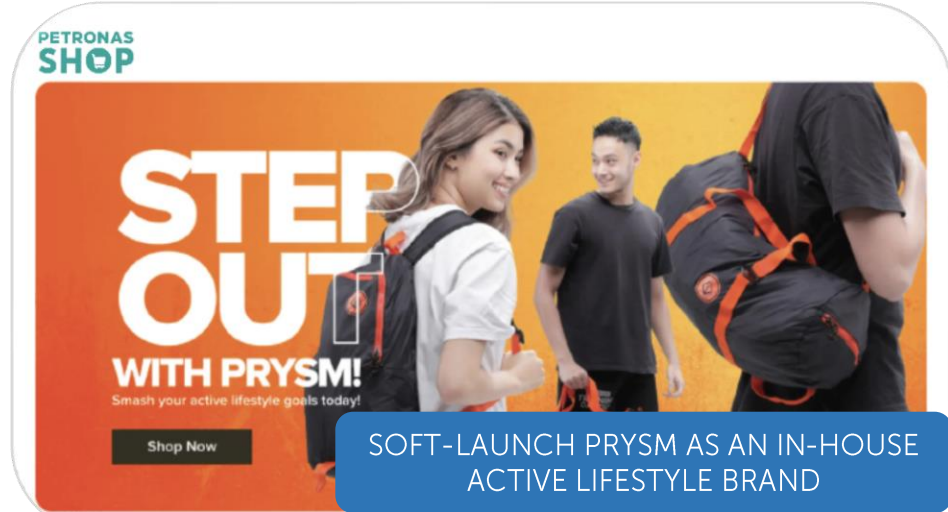
## VALUE & GROWTH



NEW MESRA REWARDS  
& CARDLESS MESRA



MESRA BONANZA 2023



SOFT-LAUNCH PRYSM AS AN IN-HOUSE  
ACTIVE LIFESTYLE BRAND

## SUSTAINABILITY



EXPANSION OF UCO COLLECTION  
PROGRAMME NATIONWIDE



LAUNCHED B100-FUELLED ROAD TANKERS



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# Awards & Accolades

## PDB and its affiliates won 28 awards in various categories



### Cambridge Institute of Islamic Finance (IFA): Global Good Governance Awards 2023

- 3G Best Corporate Governance Reporting Award
- 3G Championship Award for Community Development and Philanthropy 2023



### Association of Accredited Advertising Agents Malaysia (4As): Putra Brand Awards 2023

- PLATINUM for Automotive – Fuel, Lubricants and Accessories category



### National Council for Occupational Safety and Health: National Occupational Safety and Health Excellent Award

- PDB won the National Occupational Health and Safety Mentor Category
- 4 awards across PDB including Dealers and Contractors



### PwC: 2023 Building Trust Awards

- PDB, amongst other listed PETRONAS subsidiaries, achieved highest trust ratings across all public and internal stakeholder groups, with internal staff mirroring this sentiment and demonstrating strong confidence in the company's ability to achieve its goals, hence, PETRONAS emerged as the winner of the prestigious PwC Building Trust Awards.

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