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PETRONAS DAGANGAN BERHAD

Analyst Briefing for Q1 FY2018

21 May 2018

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Presentation Outline

» Key Highlights for Q1 FY2018

Financial Results

Future Aspirations

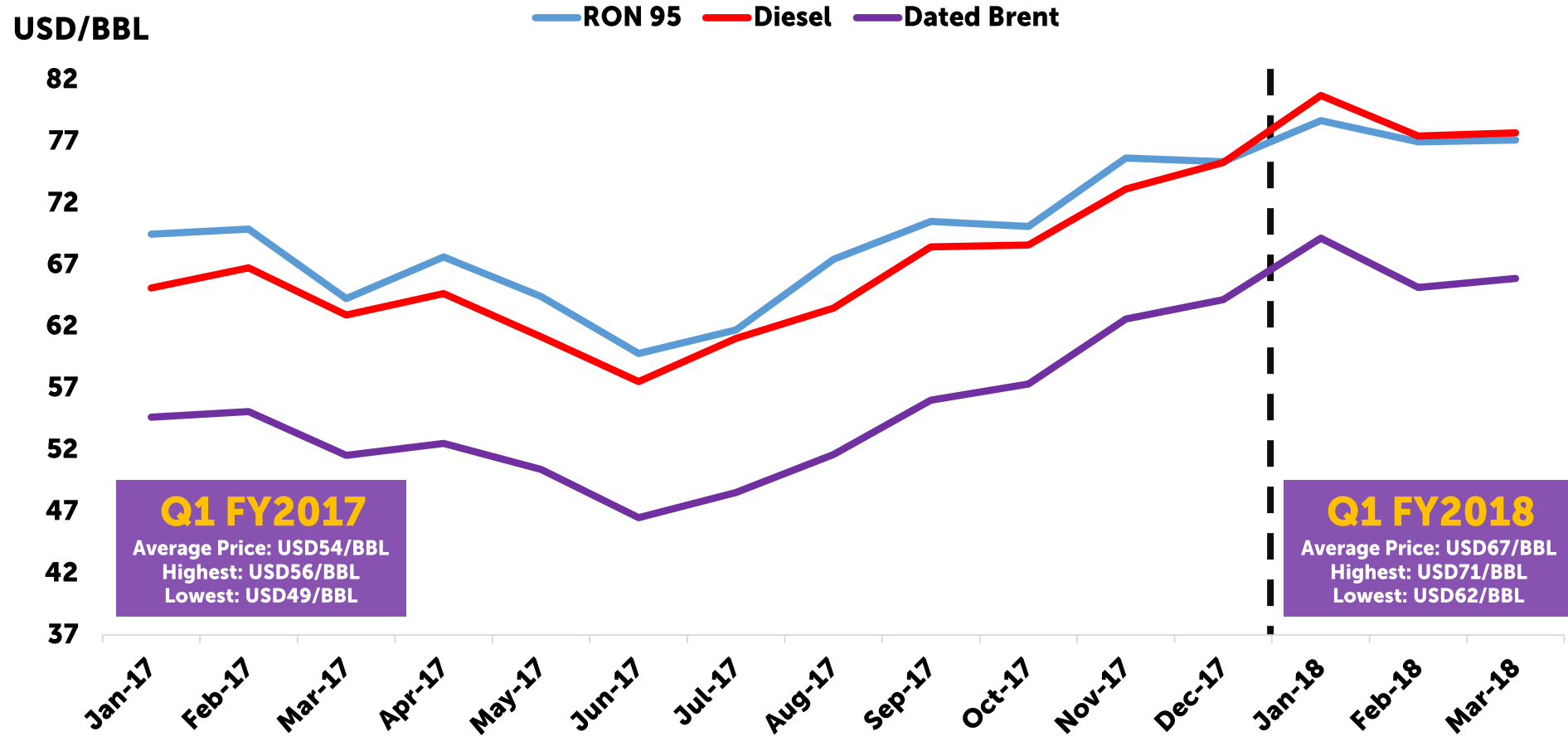
Q&A

Key Highlights

- » **Average oil price was USD67/bbl, 24% higher as compared to SPLY;**
- » **Overall volume improved by 3% against Q1 FY2017;**
- » **PBT for Q1 FY2018 was RM291.2 mil; and**
- » **Interim dividend of 13 sen/share was declared for Q1 FY2018.**

Average oil price was USD67/bbl, 24% higher as compared to SPLY

Dated Brent and Petroleum Product Prices



Malaysia's economic indicators for Q1 FY2018

Gross Domestic Product (%)

GDP **FY2018**
(vs Q1 FY2017)  **-0.2%**

- GDP is expected to grow at **5.4%** in Q1 FY2018, lower against in FY2017 against **5.6%** in Q1 FY2017.

Manufacturing Index



March FY2018
(vs March FY2017)  **+4.1%**

- Manufacturing Index increased to **114.0** in March FY2018 against **109.5** in March 2017.

Consumer Sentiment Index



Q1 FY2018
(vs Q1 FY2017)  **+18.3%**

- Consumer Sentiment Index increased to **91.0** in Q1 FY2018 from **76.6** in Q1 FY2017, but remained below optimism threshold of 100.

Car Sales (Unit)



Q1 FY2018
(vs Q1 FY2017)  **-4.0%**

- Car sales decreased to **135,140** in Q1 FY2018 units from **140,839** in Q1 FY2017 contributed by lower sales in January and February.

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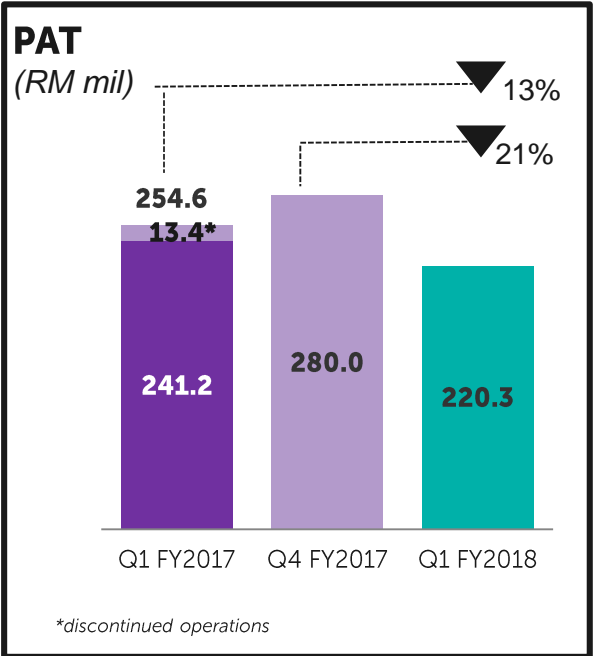
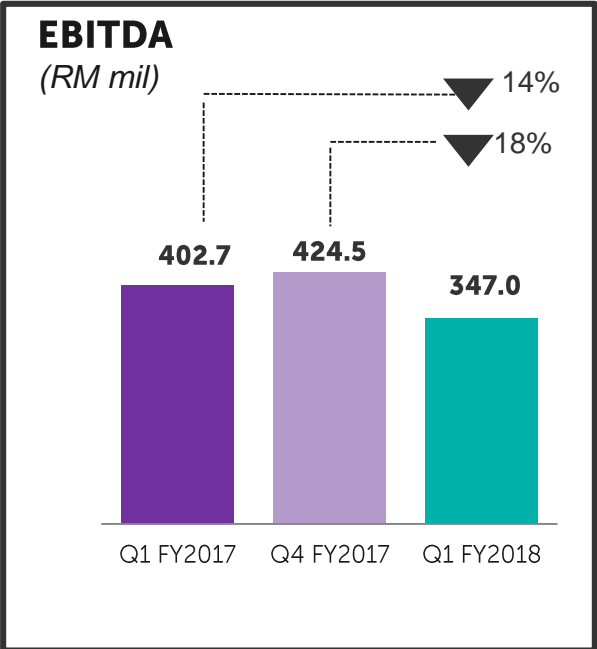
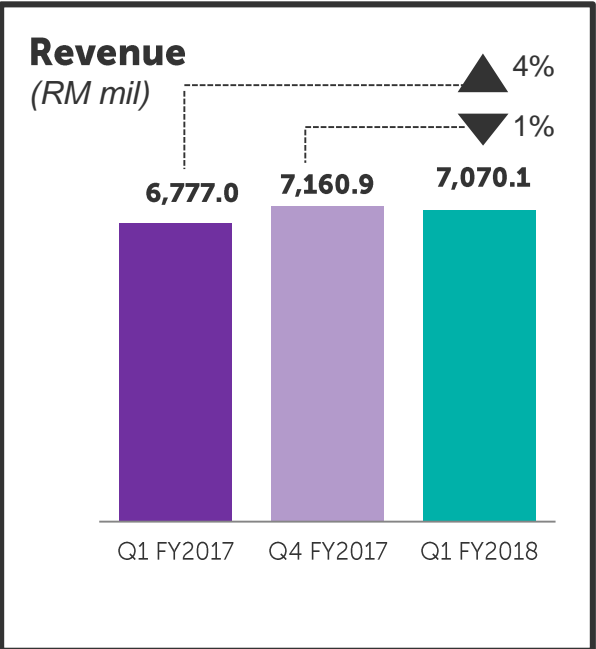
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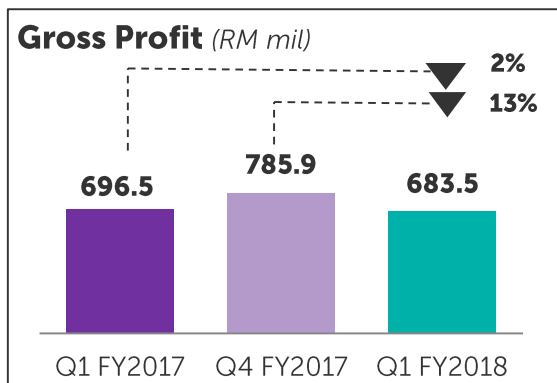
Group Financial Performance

The Group recorded PAT of RM220.3 mil, a decrease of 13% and 21% against Q1 FY2017 and Q4 FY2017, respectively

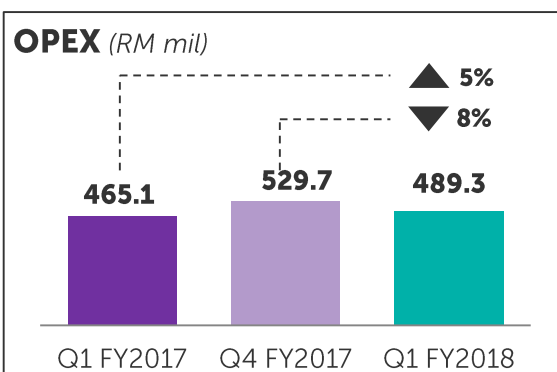


- EPS for the quarter was 22.0 sen, 3.5 sen and 6.0 sen lower compared to Q1 FY2017 and Q4 FY2017, respectively

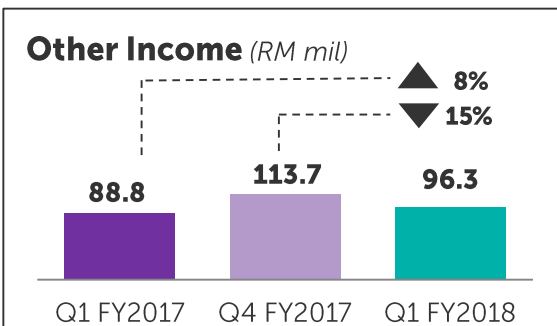
Gross Profit stood at RM683.5 mil, lower by 2% and 13% against Q1 FY2017 and Q4 FY2017, respectively primarily due to reduced margins



- Gross profit lower against Q1 FY2017 following lower margins due to higher product cost.
- Gross profit lower against Q4 FY2017 following lower margins due to lower volume and higher product cost.



- OPEX was higher against Q1 FY2017 mainly due to higher salaries, wages and benefits.
- OPEX was lower against Q4 FY2017 as more activities were conducted and timing of expenses incurred in preceding quarter.

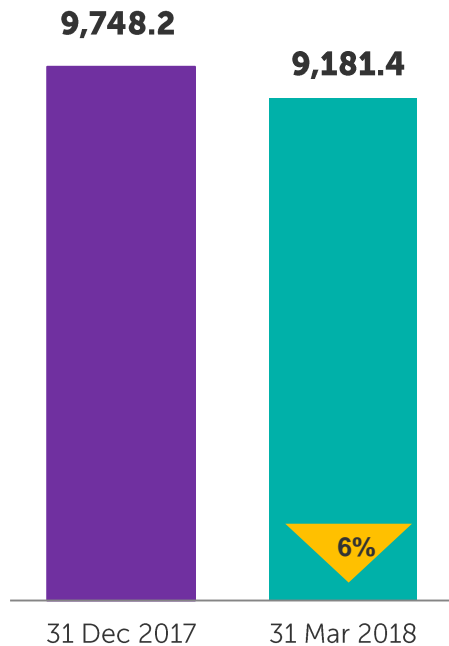


- Other Income was higher by 8% against Q1 FY2017 mainly due to higher interest income on fund investments.
- Other Income was lower by 15% against Q4 FY2017 mainly due to lower MESRA income.

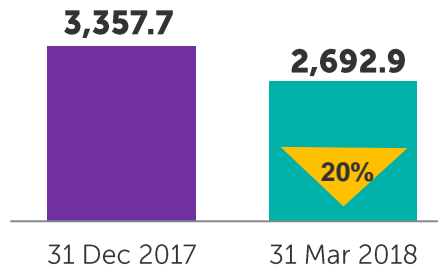
Consolidated Statement of Financial Position

Return on Equity stood at 15.4%

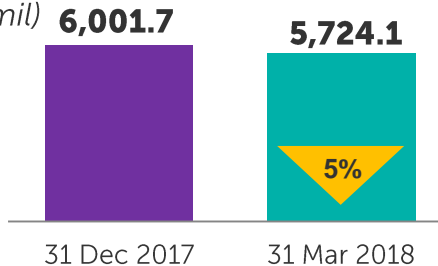
Total Assets (RM mil)



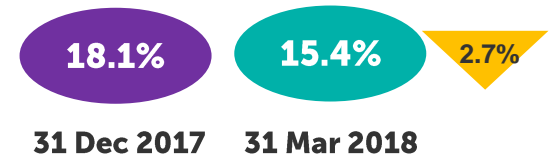
Cash and Cash Equivalents (RM mil)



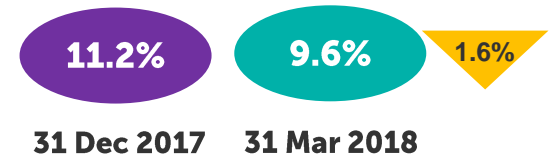
Equity attributable to shareholders of the Company (RM mil)



Return on Equity*

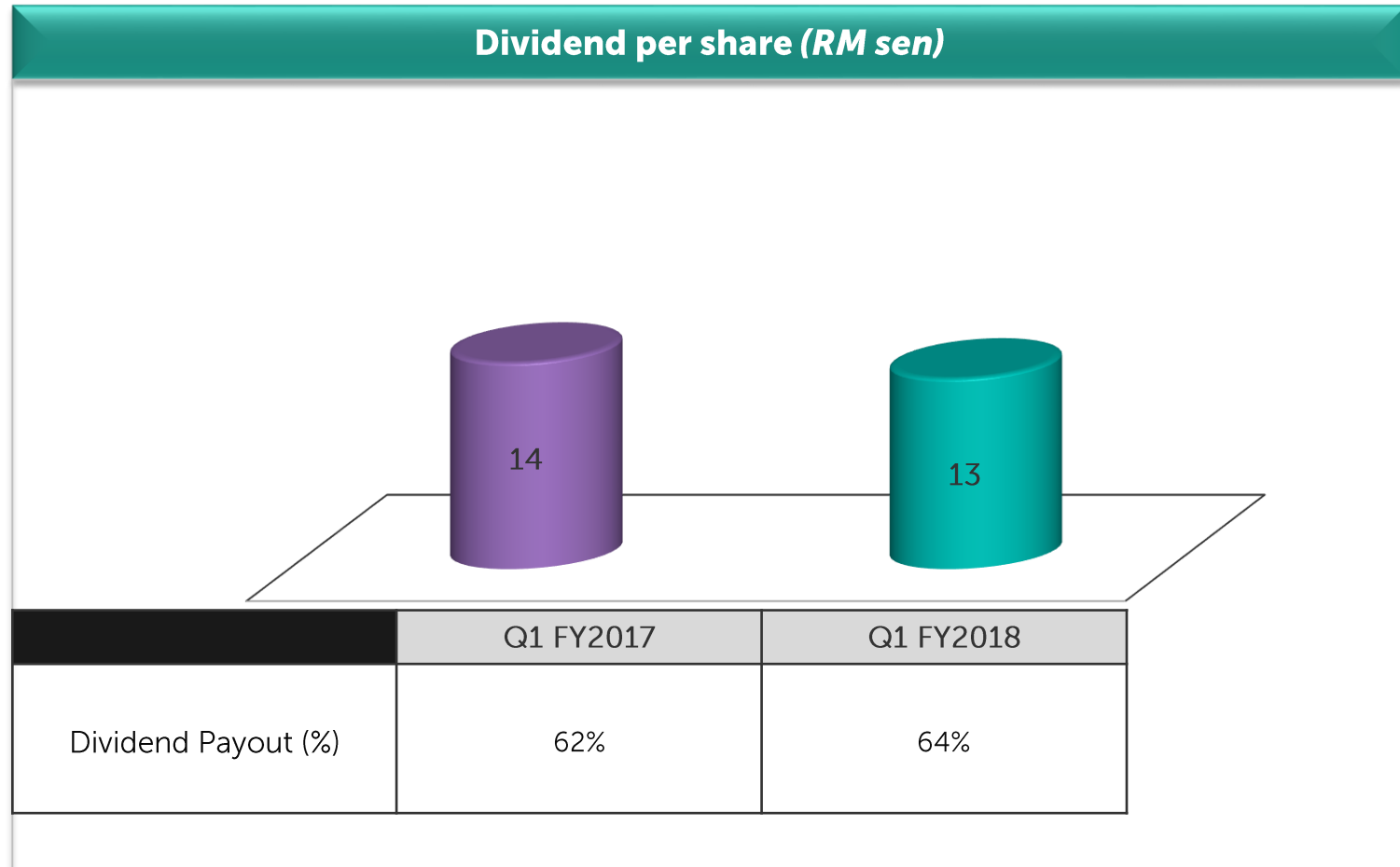


Return on Total Assets



*Excl. discontinued operations

For Q1 FY2018, PetDag has declared dividend amounting to 13 sen/share



- For Q1 FY2018, PetDag has declared dividend of 13 sen, with higher dividend payout as compared to Q1 FY2017.

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Future Aspirations



Retail market leader in Malaysia



**Volume growth across all
business segments**



**Digital and technology
transformation**



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