



PETRONAS Dagangan Berhad

Analyst Briefing for Q1 FY2020

19 May 2020





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Operating Environment in Q1 FY2020

Business and Financial Performances

2020 and Look Ahead

Q&As

Operating Environment in Q1 FY2020



1

Global oil market has been under tremendous pressure coupled with impact of COVID-19 pandemic started in March

2

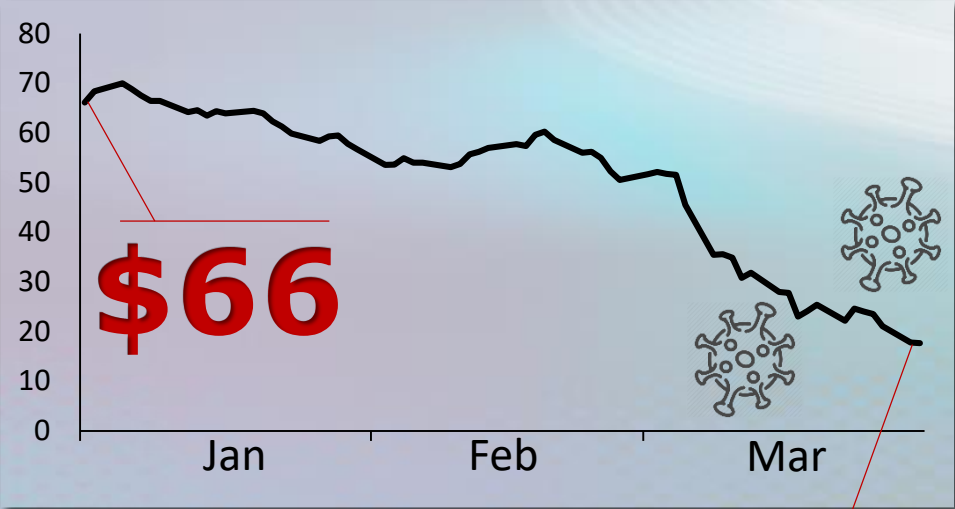
Sharp slowdown in economic activities in March lowered overall growth in the 1st Quarter of 2020

3

COVID-19: PetDag's swift and decisive actions

Since Jan, the global oil market has been under tremendous pressure coupled with impact of COVID-19 pandemic started in March

Brent crude, US/bbl



\$18



Price war sent prices tumbling and output cut proved ineffective



Lockdowns caused a swift & deep drop in demand for oil & products



Refineries worldwide cut rates or shut-in entire units

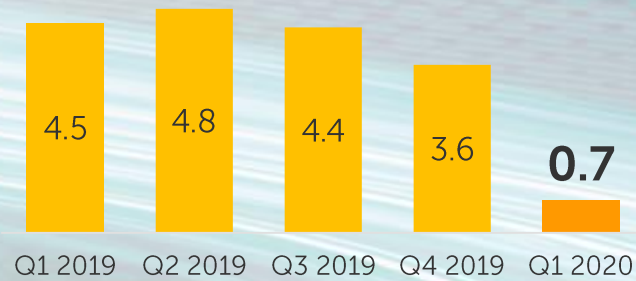


Storage space – both onshore and offshore – are quickly running out

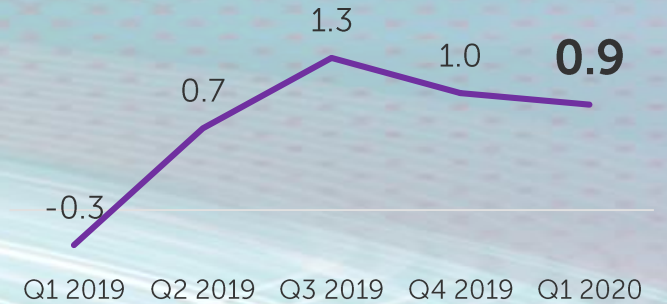
Sharp slowdown in economic activities in March lowered overall growth in the 1st Quarter of 2020



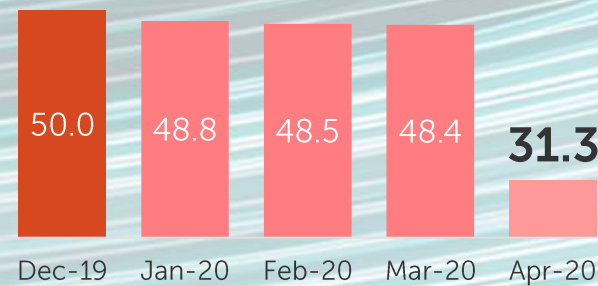
Lower GDP (%)



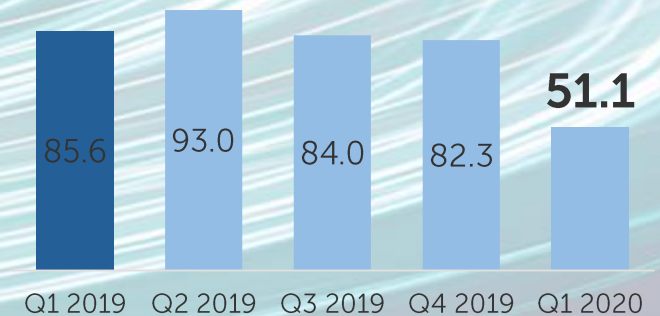
Moderate inflation (%)



4th consecutive drop of Purchasing Managers Index (Manufacturing)



Record low Consumer Sentiment Index



COVID-19: PetDag's swift and decisive actions

1 Protecting the safety of our employees, Customers and business partners



2 Doing what it takes to meet the needs of our customers





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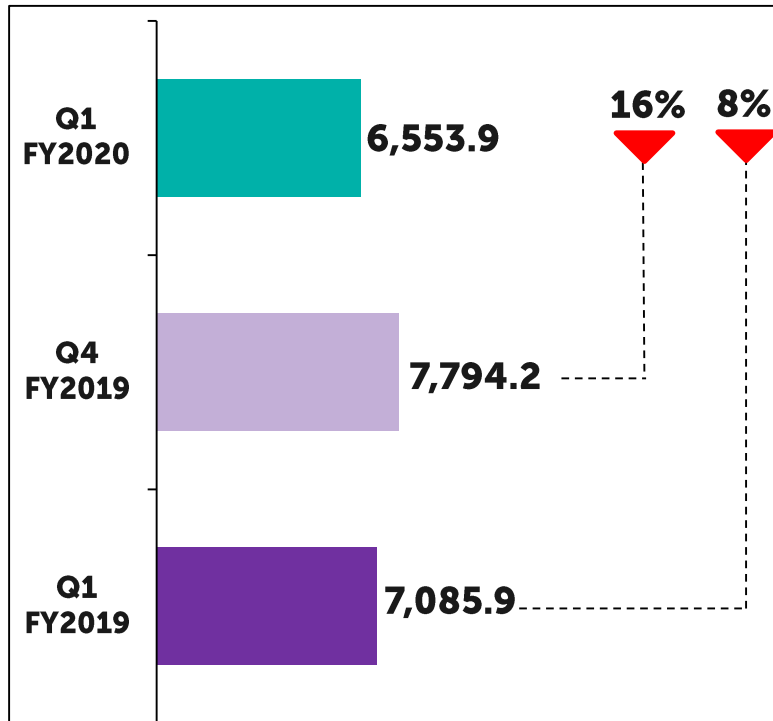
Q&As

Group Financial Performance

Recorded Loss Before Tax in Q1 FY2020 due to downward prices trend as well as lower sales volume

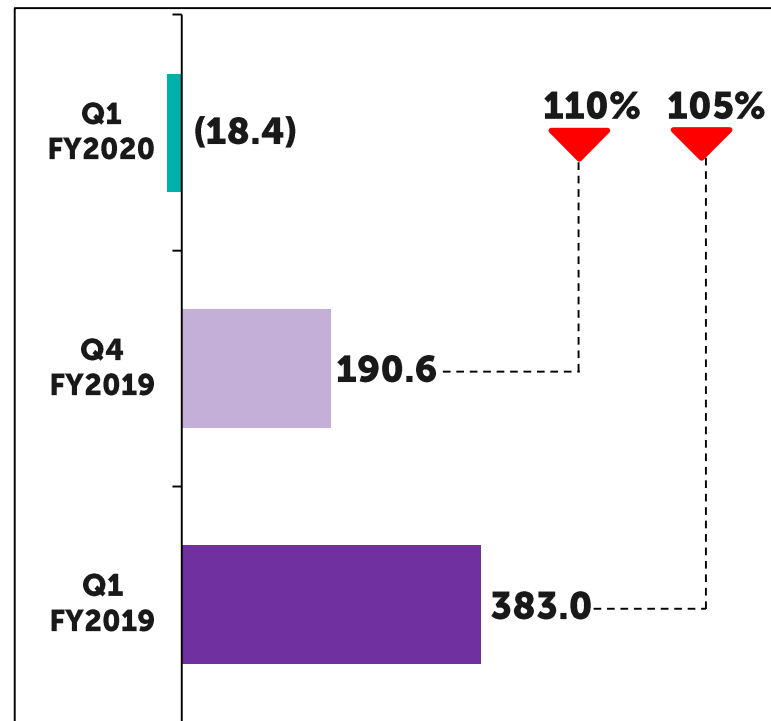
Revenue

(RM mil)



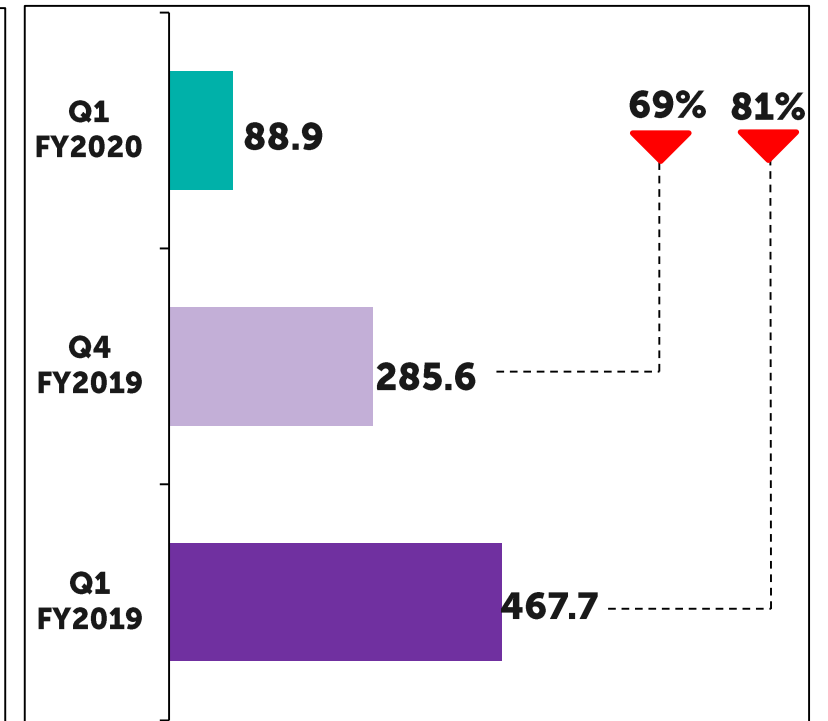
(Loss)/Profit Before Tax

(RM mil)



EBITDA

(RM mil)



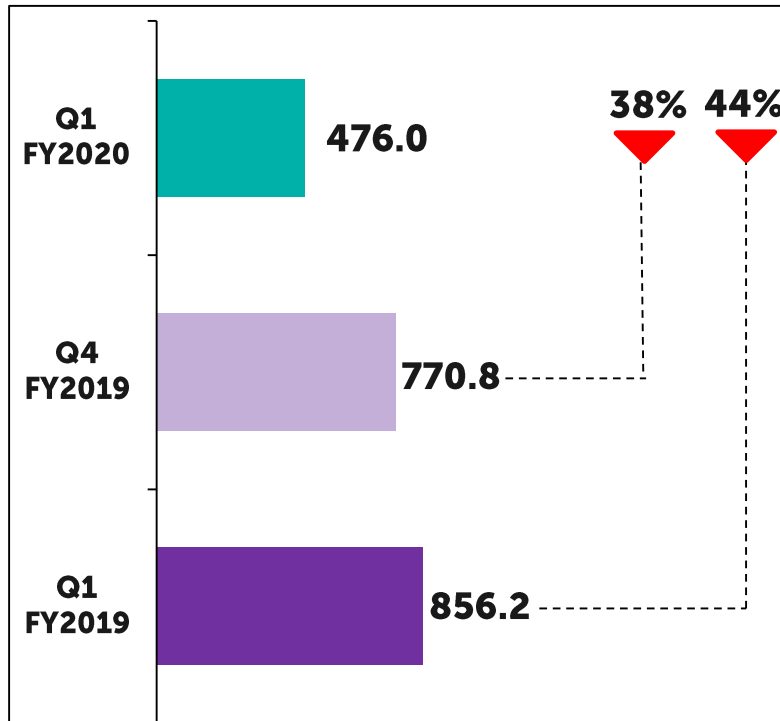
Item	Q1 FY2020	Q4 FY2019	Q1 FY2019
Average Selling Price (RM)	1.82	1.98	1.88
EPS (sen)	-3.0	12.7	29.3

Decreased in PBT against SPLY

Mainly due to decreased in gross profit following downward prices trend as well as lower sales volume, higher OPEX and lower other income

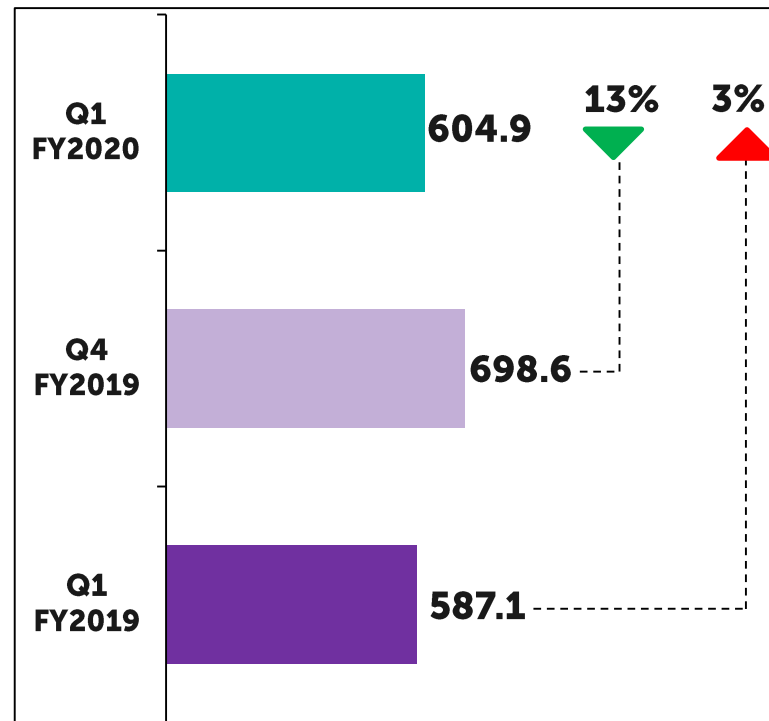
Gross Profit

(RM mil)



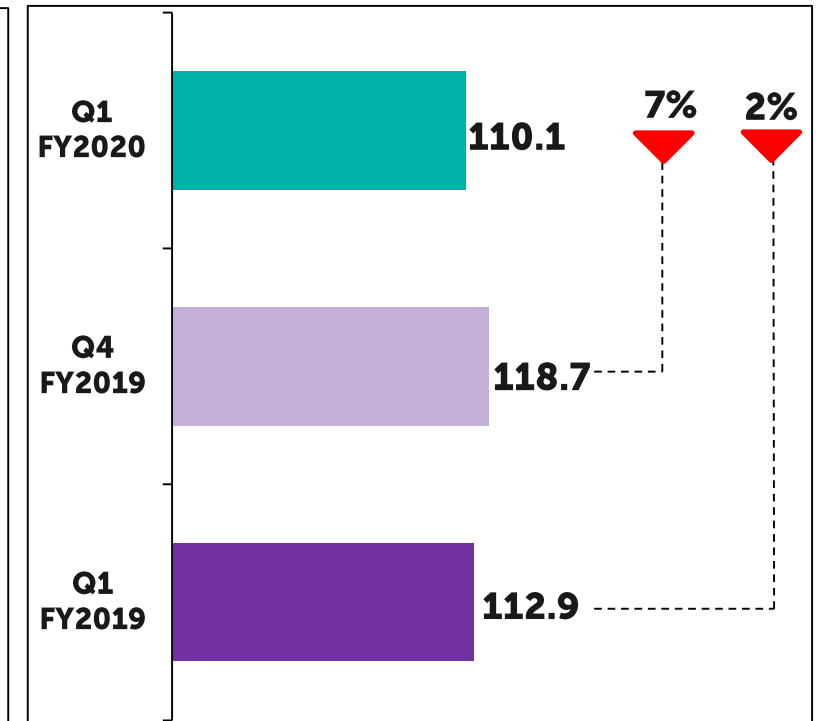
OPEX

(RM mil)



Other Income

(RM mil)

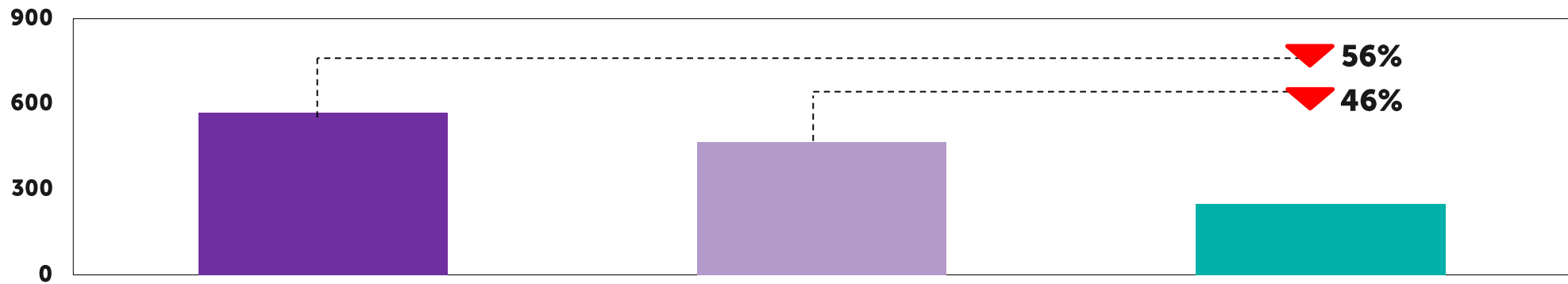


Business segment performance (1/2)

RETAIL

Retail recorded lower Gross Profit following downward MOPS prices trend as well as lower volume against SPLY and preceding quarter due to Movement Control Order ("MCO") implementation by the Government.

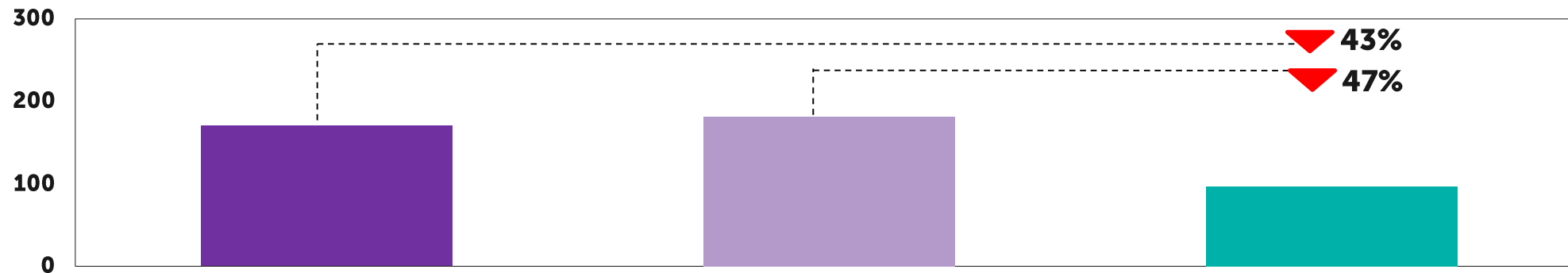
Gross Profit (RM mil)



COMMERCIAL

Commercial registered lower Gross Profit following net realisable value ("NRV") write down and lower volume.

Gross Profit (RM mil)



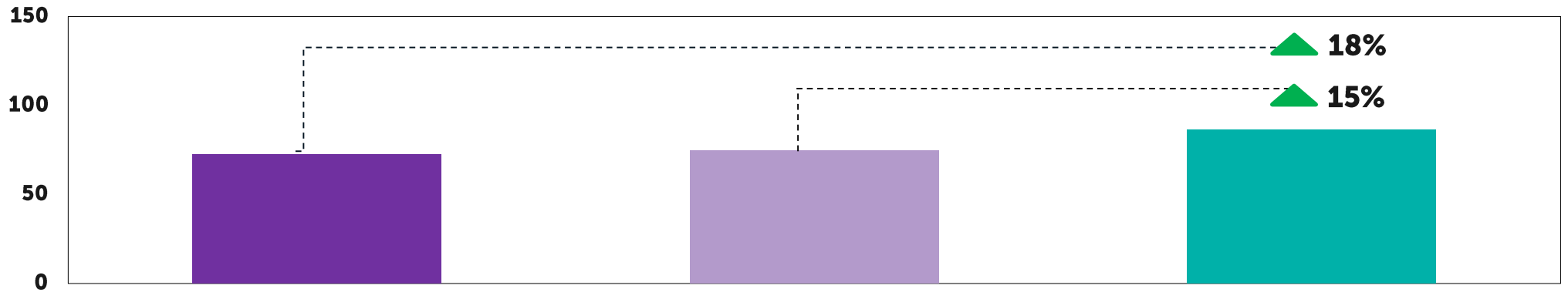
■ Q1 FY2019 ■ Q4 FY2019 ■ Q1 FY2020

Business segment performance (2/2)

LPG

LPG recorded higher gross profit mainly due to lower packaging material costs.

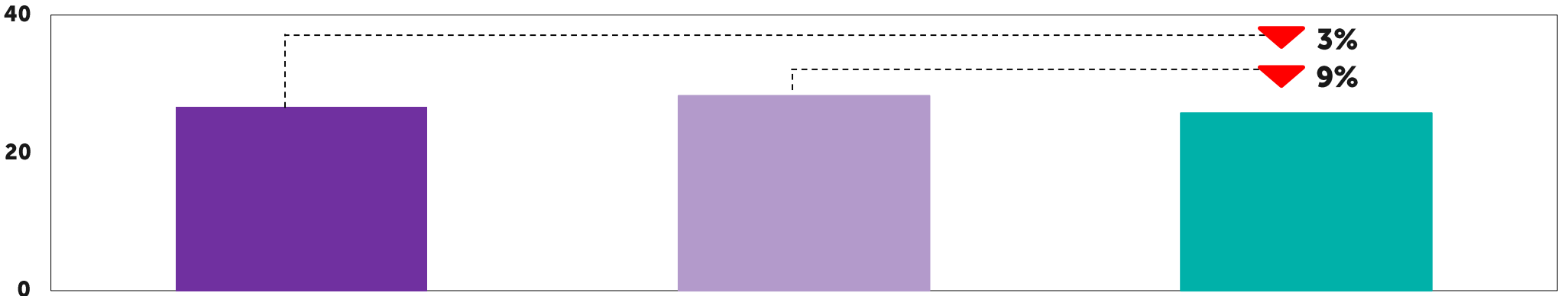
Gross Profit (RM mil)



LUBRICANT

Lubricant recorded decrease in gross profit against SPLY due to higher product cost and against preceding quarter due to lower volume.

Gross Profit (RM mil)

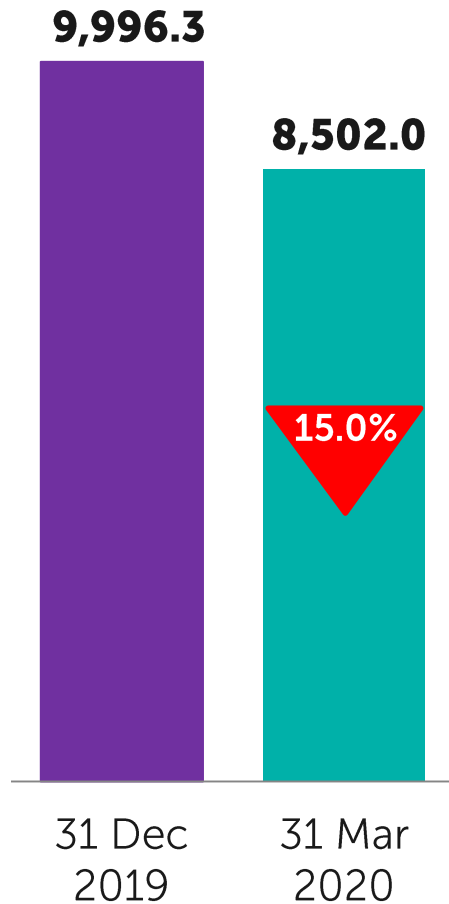


■ Q1 FY2019 ■ Q4 FY2019 ■ Q1 FY2020

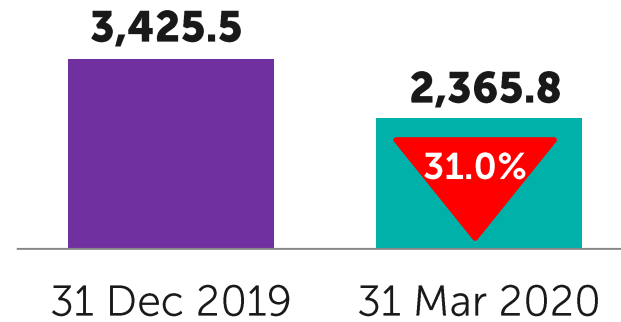
Consolidated Statement of Financial Position

Cash balance decreased to RM2.4 billion due to lower cash sales and higher purchases made

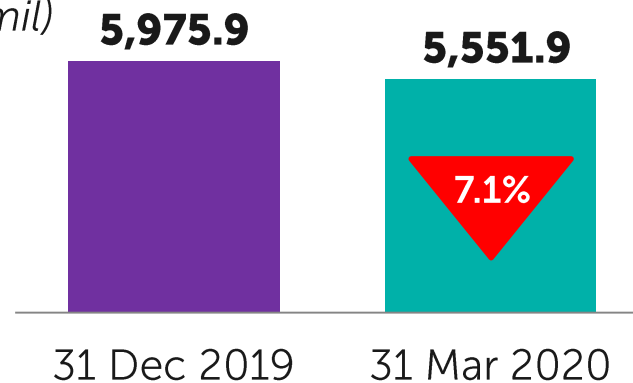
Total Assets (RM mil)



Cash and Cash Equivalents (RM mil)



Equity attributable to shareholders of the Company (RM mil)



Return on Equity

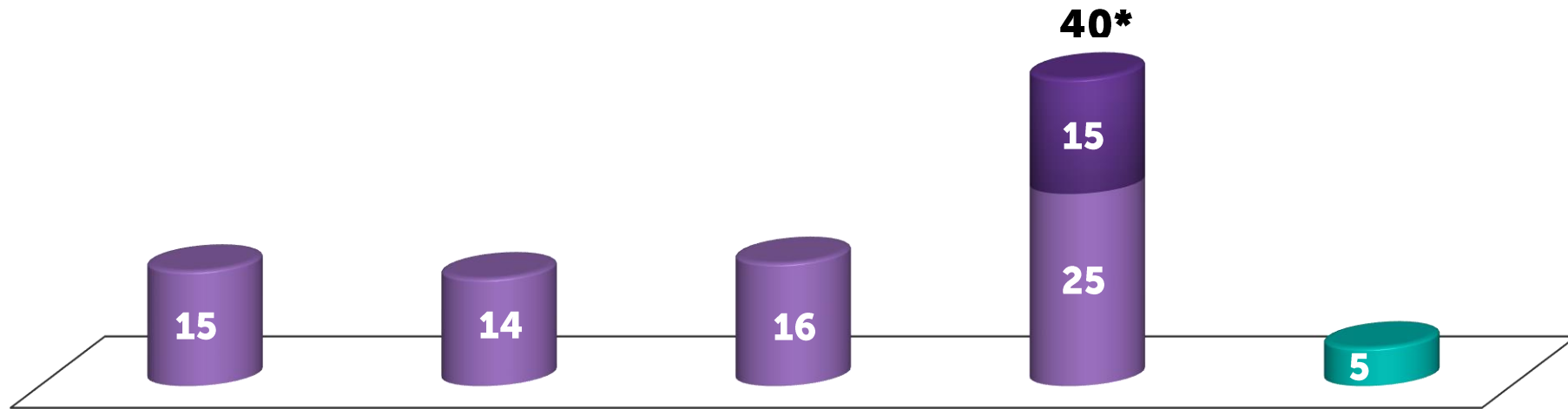


Return on Total Assets



For Q1 FY2020, PetDag has declared dividend amounting to 5 sen/share

Dividend per share (RM sen)



	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Q1 FY2020
Dividend Payout (%)	54	80	67	311	61

For Q1 FY2020, PetDag has declared dividend of 5 sen, with higher dividend payout as compared to Q1 FY2019

* For Q4 2019, dividends of 40 sen per share was declared by which 15 sen was special dividend and 25 sen was interim dividend



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Key Highlights for Q1 FY2020

Business and Financial Performances

2020 and Look Ahead

Q&As

Transformation continues

1 Long term strategic priorities remain intact

1 Strengthening Market Leadership

2 Being Safe, Reliable and Efficient

3 Great Place to Work

4 Digitally Enabled

Network expansion & station upgrades



Asset Integrity & reliability



Enhance customer experience



Adapting to the New Normal

2

Fast-Track

- Portfolio shift to new trends
- Digital adoption



Enhance food offerings



>1.1 Mil Users



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Key Highlights for Q1 FY2020

Business and Financial Performances

Focus Areas for 2020 and beyond

Q&As



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