

PETRONAS DAGANGAN BERHAD

Analyst Briefing for Q1 FY2022

27 May 2022



PETRONAS

MAKING LIFE
**SIMPLER
AND
BETTER**



PETRONAS DAGANGAN BERHAD

MAKING LIFE SIMPLER AND BETTER

Operating Environment

Business & Financial Performance

Quarterly Highlights

Moving Forward

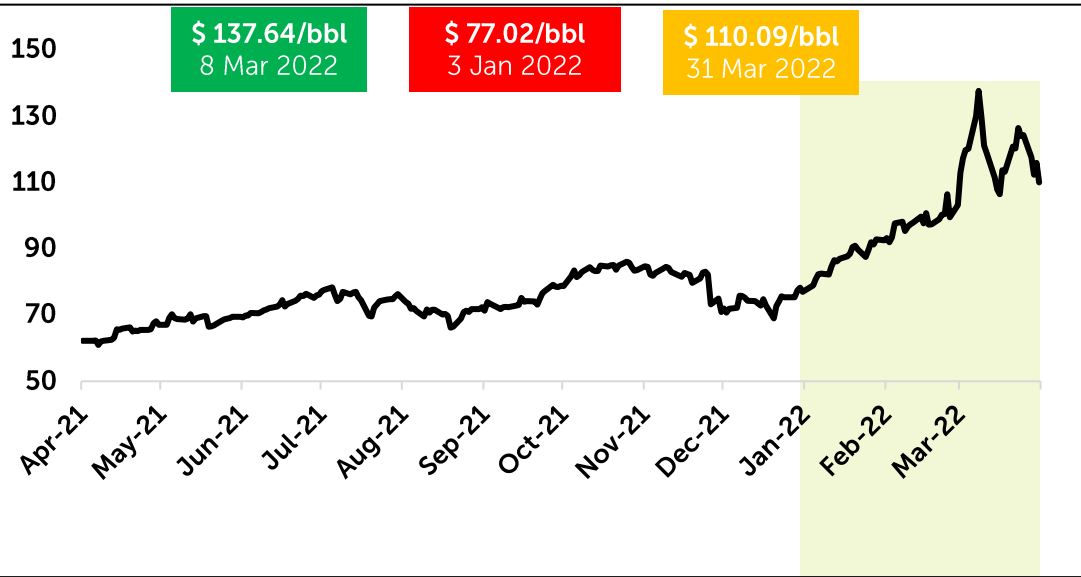
Q&A



Operating Environment

1

Brent crude, USD/bbl

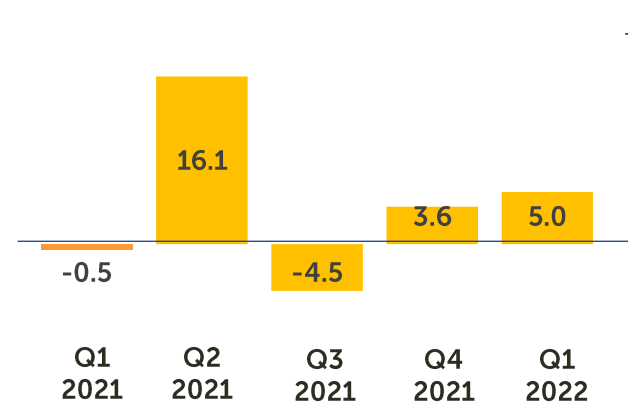


■ Highest
 ■ Lowest
 ■ Closing price of Q1FY2022

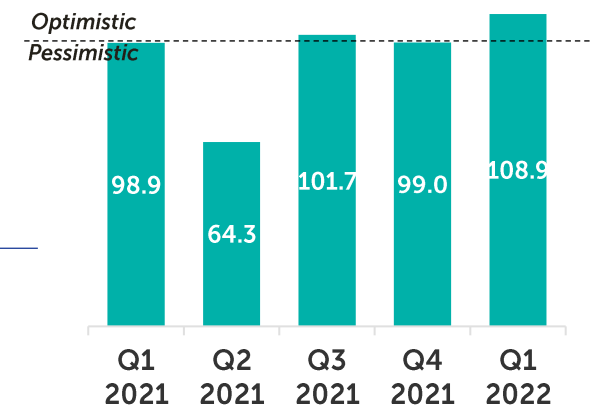
Brent crude price was tradebound between USD77.02/bbl to USD137.64/bbl in Q1 FY2022

2

GDP
(%) Change Y-o-Y



Consumer Sentiment Index



Source: Bank Negara, Dept of Statistic, MIER

Economic activities showed major improvement in Q1 following the lifting of travel bans and reopening of economy

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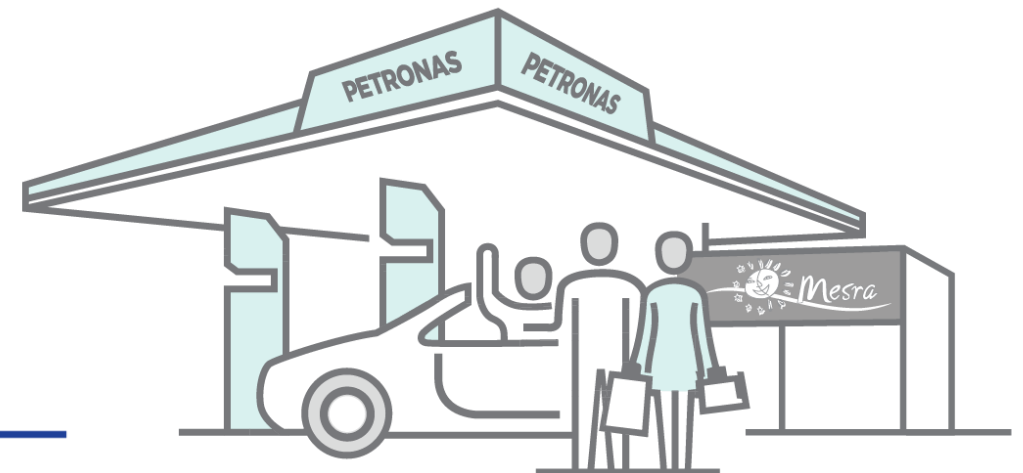
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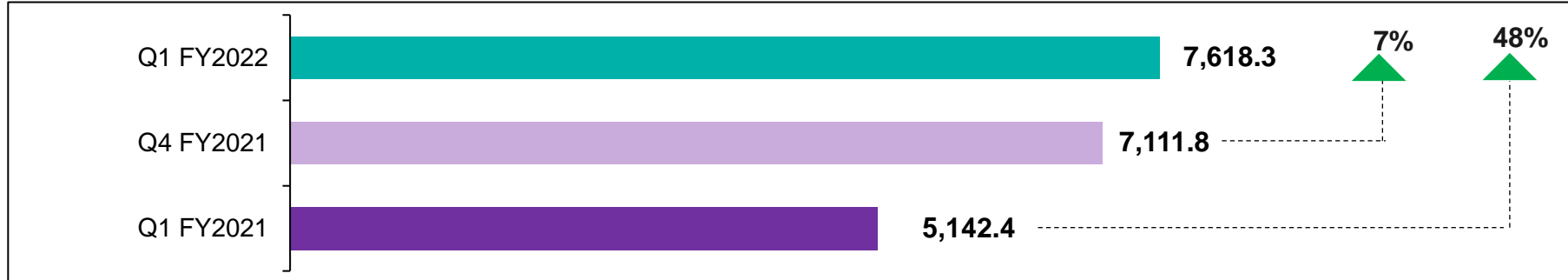
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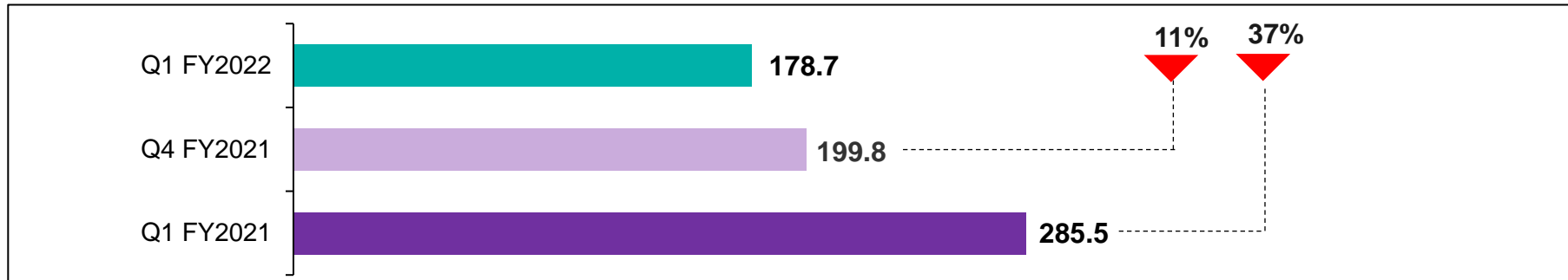


Group Financial Performance (1/2)

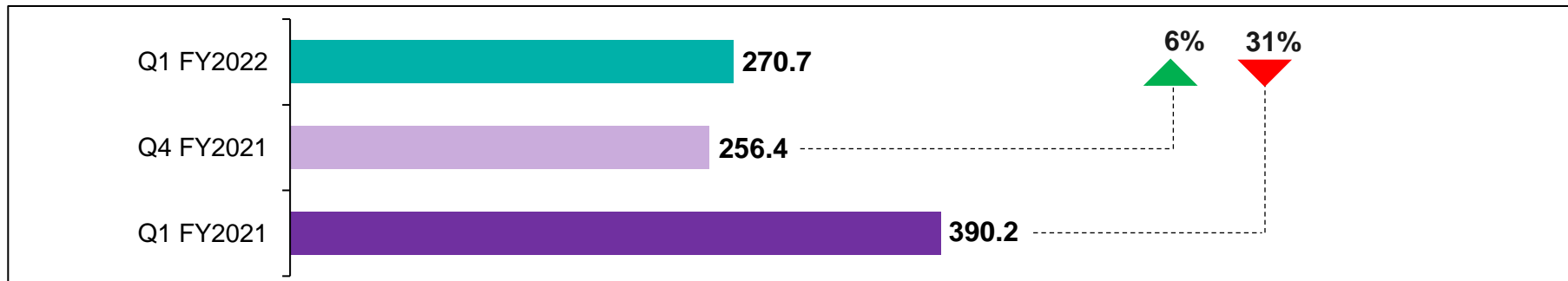
Lower PBT in Q1 FY2022 as compared to SPLY attributable to lower gross profit affected by steep increase in MOPS prices as well as higher OPEX but offset with higher other income



Revenue
(RM mil)



Profit Before Tax
(RM mil)



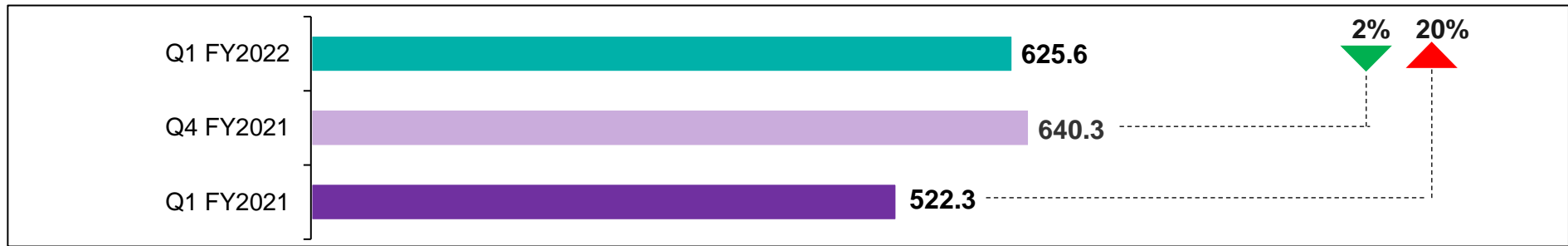
EBITDA
(RM mil)

Group Financial Performance (2/2)

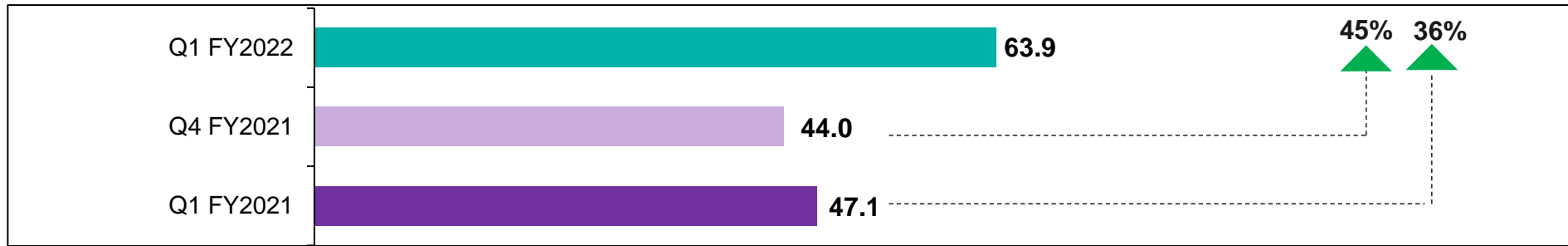
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Gross Profit
(RM mil)



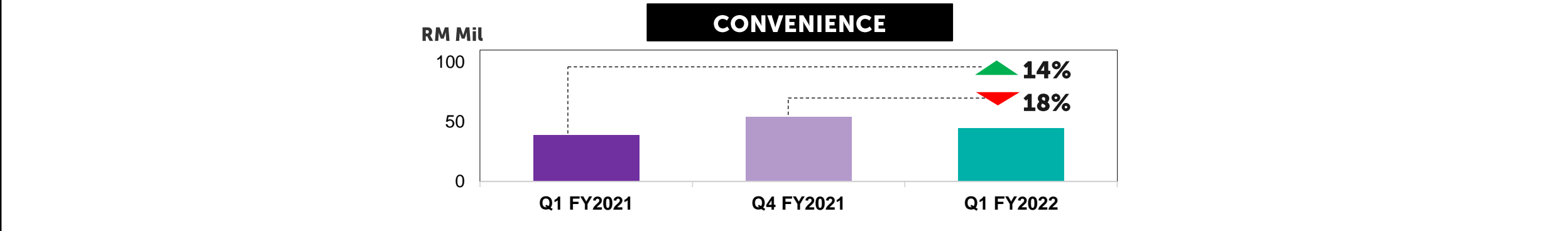
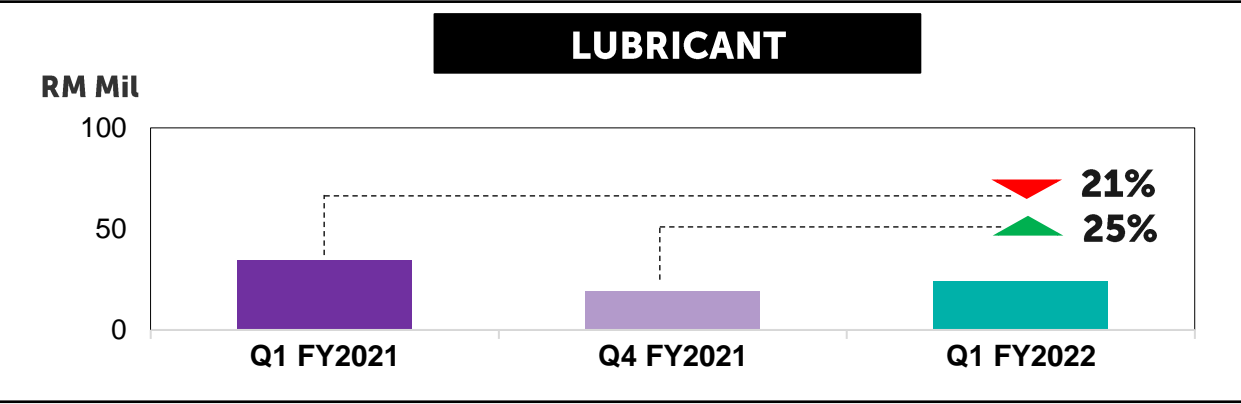
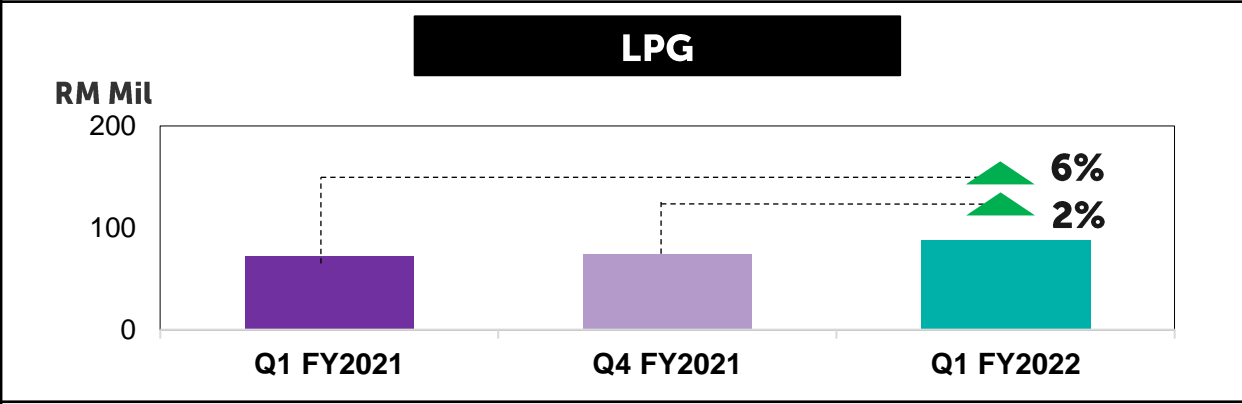
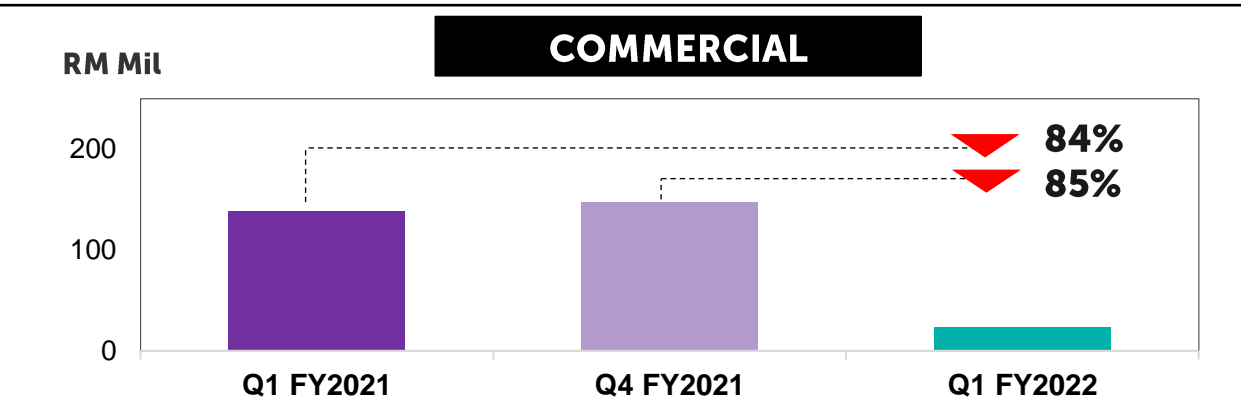
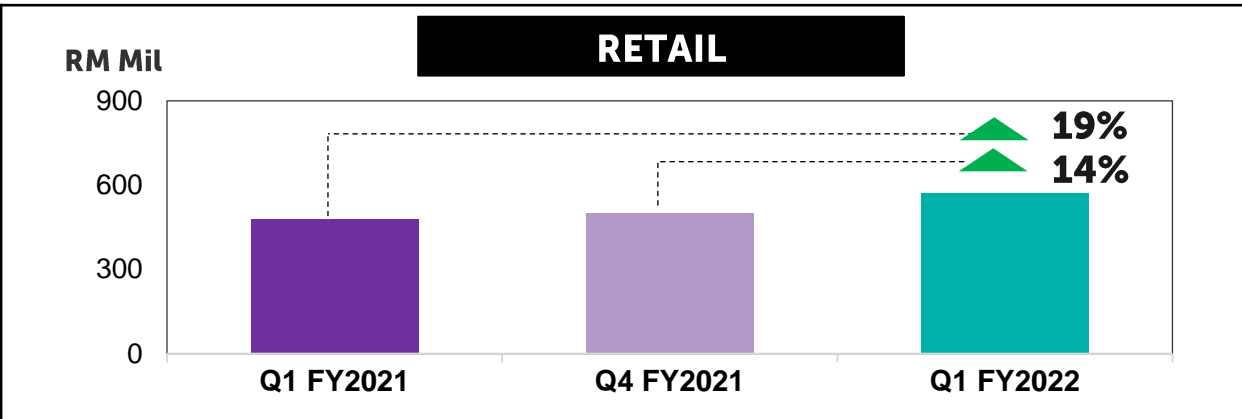
OPEX
(RM mil)



Other Income
(RM mil)

Gross Profit by Business Segments:

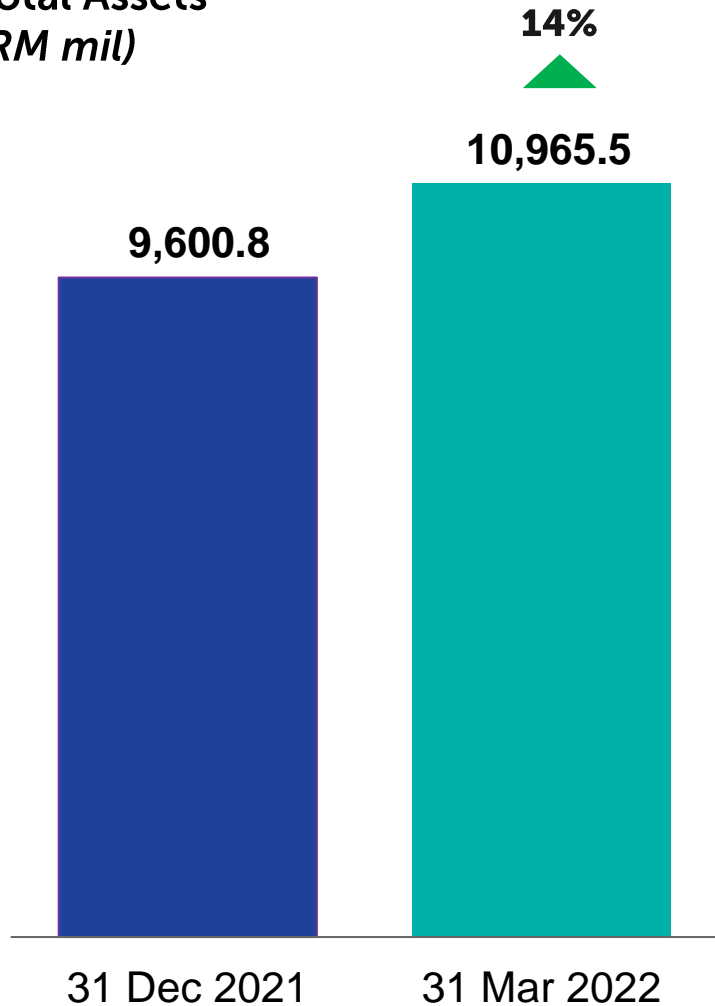
All business segments recorded higher gross profit in Q1 FY2022 against SPLY except for Commercial and Lubricant business segments.



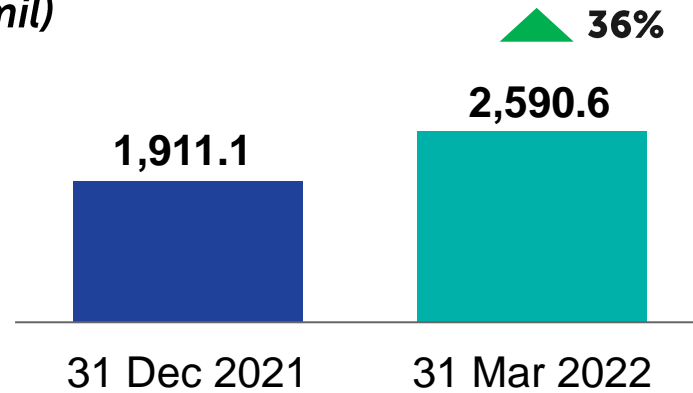
Consolidated Statement of Financial Position

Total assets increased by 14% following higher current assets in line with increase in business activities and higher MOPS prices

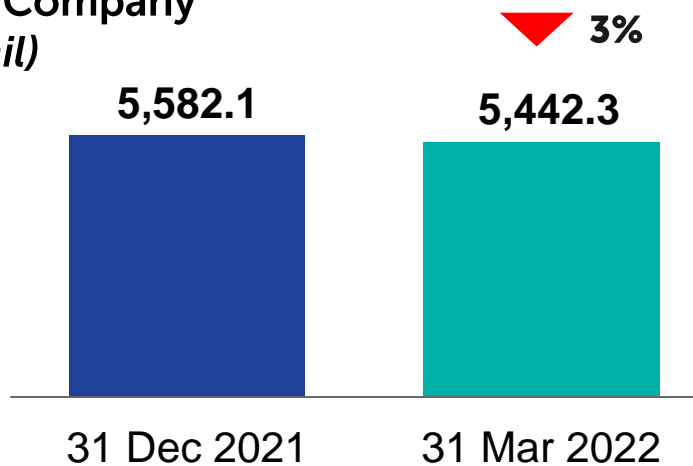
Total Assets
(RM mil)



Cash and Cash Equivalents
(RM mil)

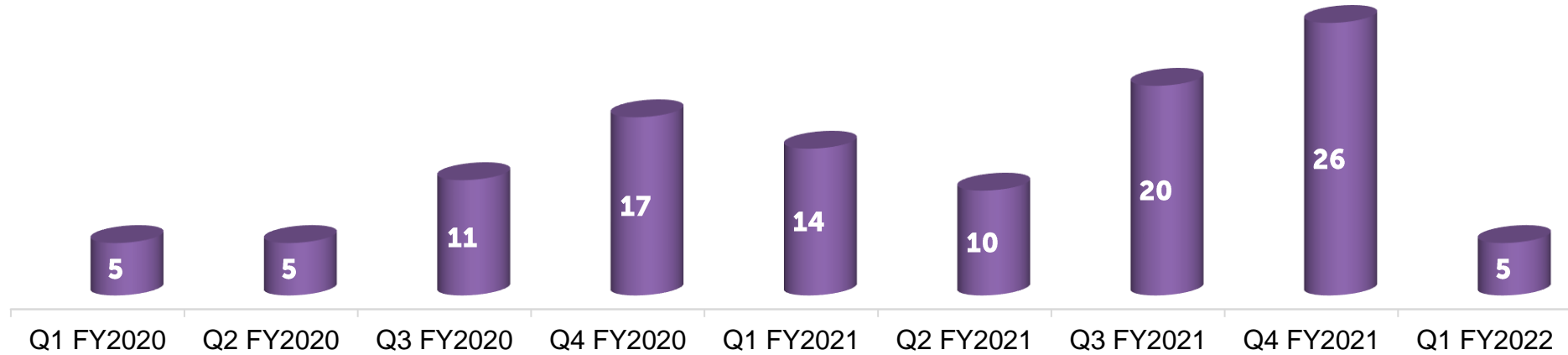


Equity attributable to shareholders
of the Company
(RM mil)



PetDag has declared dividend amounting to 5 sen/share

Dividend per share (RM sen)



	2020				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Dividend Payout (%)	61	482	52	186	53	135	85	231	56			

For Q1 FY2022, PetDag has declared dividend of 5 sen, with lower dividend per share by 9 sen compared to Q1 FY2021.

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Promotional Highlights

SUSTENANCE THEMATIC CAMPAIGN



PETRONAS Primax 97 with Pro-Race

Multi-touchpoints campaign



PETRONAS Dynamic Diesel Euro 5 with Pro-Drive

Multi-touchpoints campaign



PROMOTIONAL CAMPAIGN



PETRONAS Mesra Food Hunt

Digital campaign



PETRONAS Mesra-Visa Kasih Bonanza

Multi-touchpoints campaign



PETRONAS Coffee Break CNY 25th Anniversary

Digital campaign



PETRONAS CNY Roaring Rewards

Digital campaign



Awareness Level Strong Moderate Weak

Event Highlights

Q1 FY2022 Event

- Setel Express launch
- Badminton Association of Malaysia Sponsorship



Positive value to society programme

- Road Safety Awareness programme via PETRONAS Coffee Break Campaign
- Post-Flood Relief Programme



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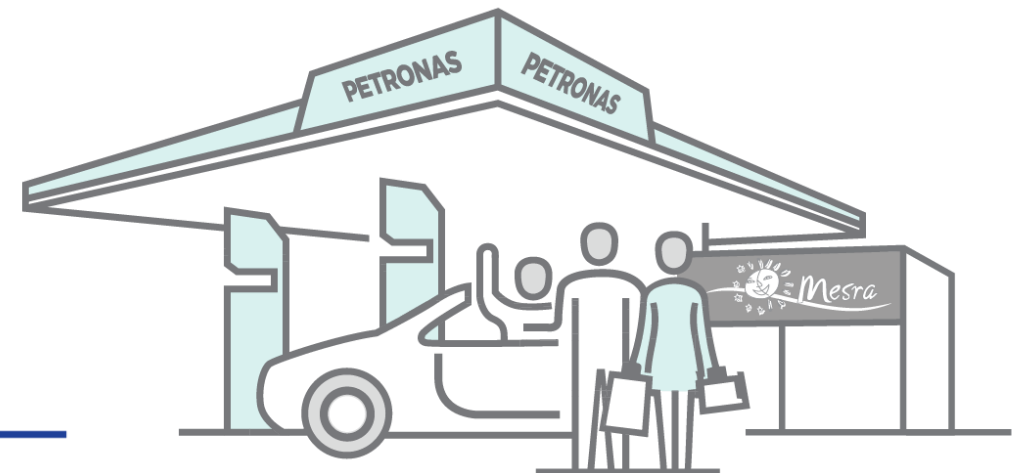
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2022 Outlook



Reopening of borders

Reopening of international borders are expected to support rebuilding of the aviation, hospitality, and tourism-related industry in Malaysia



Oil price remains bullish

Tight supply from supply disruptions and fear of potential supply shortage due to the Eastern Europe conflict in late February 2022. This had pushed the Brent crude to reach the highest since 2008 at USD137.64/bbl in March 2022

Our Priorities

- Committed to business strategies
- Continue our digital transformation
- Continue to focus on strategic partnership
- Expanding more collaborative efforts towards sustainability agenda

PETRONAS

Passionate about Progress