

# PETRONAS DAGANGAN BERHAD

## Analyst Briefing for Q3 FY2022

29 November 2022



PETRONAS

MAKING LIFE  
**SIMPLER  
AND  
BETTER**



PETRONAS DAGANGAN BERHAD

# MAKING LIFE SIMPLER AND BETTER

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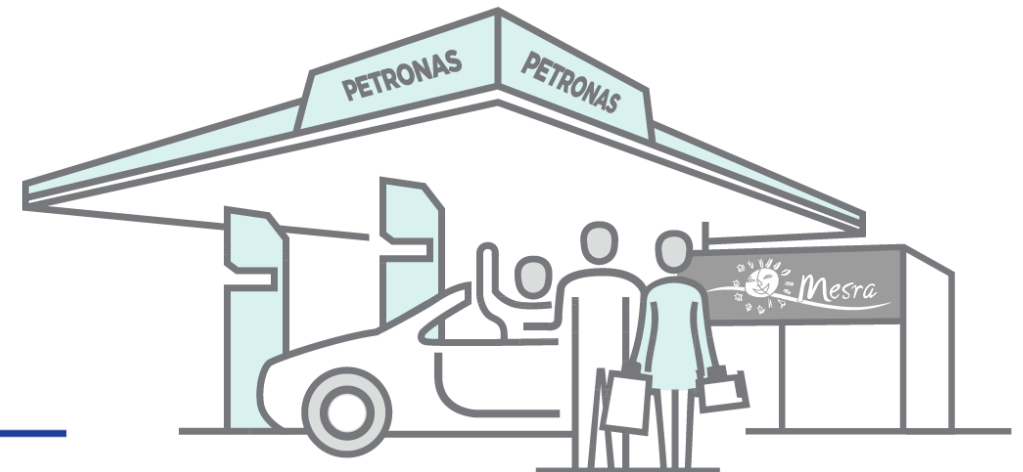
**Operating Environment**

**Business & Financial Performance**

**Quarterly Highlights**

**Moving Forward**

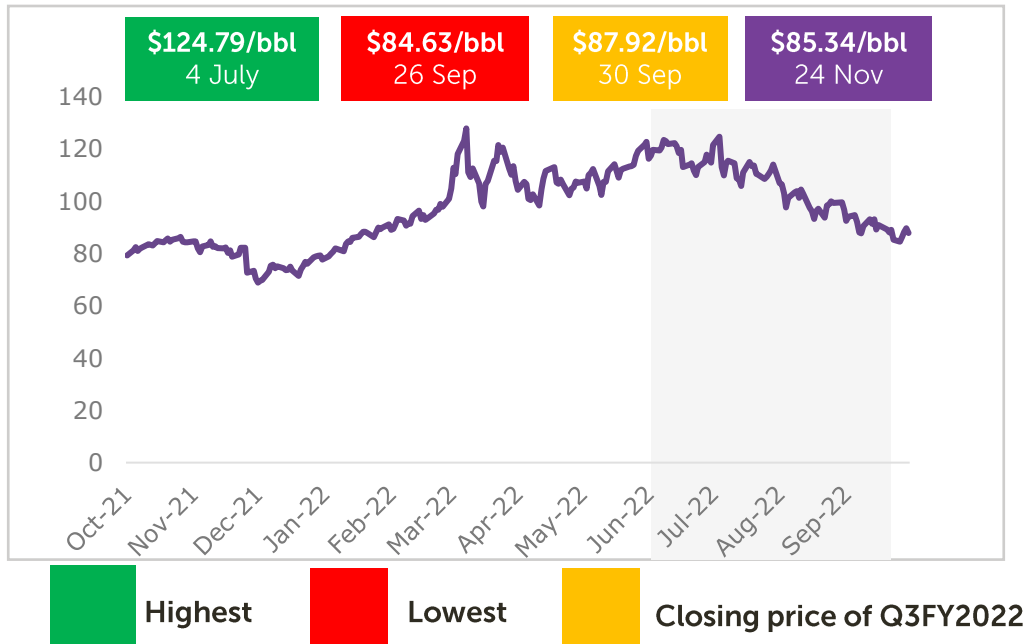
**Q&A**



# Operating Environment

1

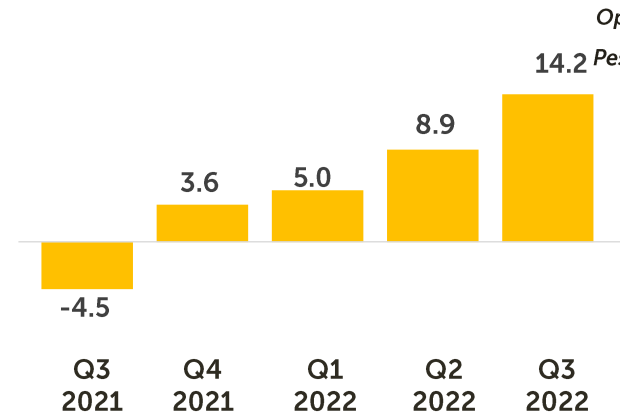
Brent crude, USD/bbl



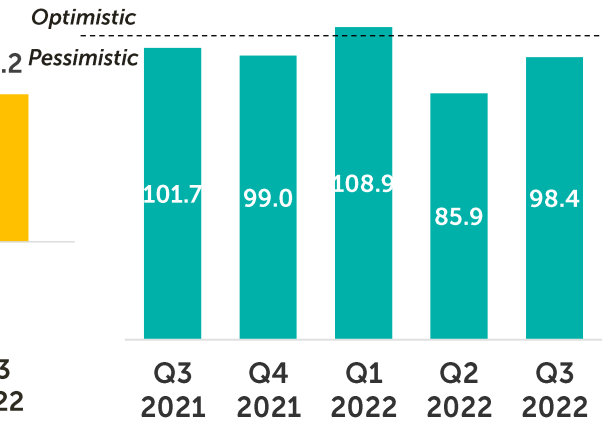
The upwards trend of Brent Crude Oil price on 1H FY2022 shows bearish trend in Q3 FY2022 amid global recession fears

2

GDP  
(%) Change Y-o-Y



Consumer Sentiment Index



Continued economic recovery in Q3 FY2022 as GDP registered a growth of 14.2% while CSI increased by 12.4 points

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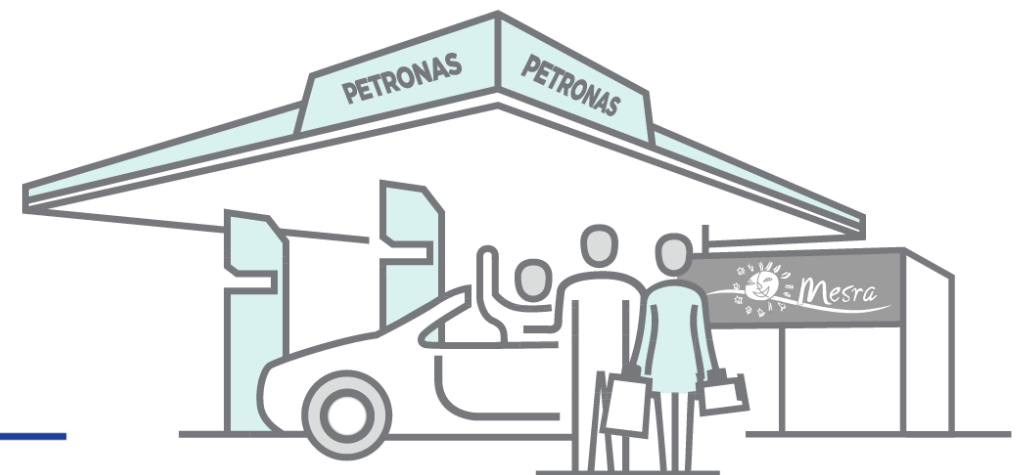
Operating Environment

**Business & Financial Performance**

Quarterly Highlights

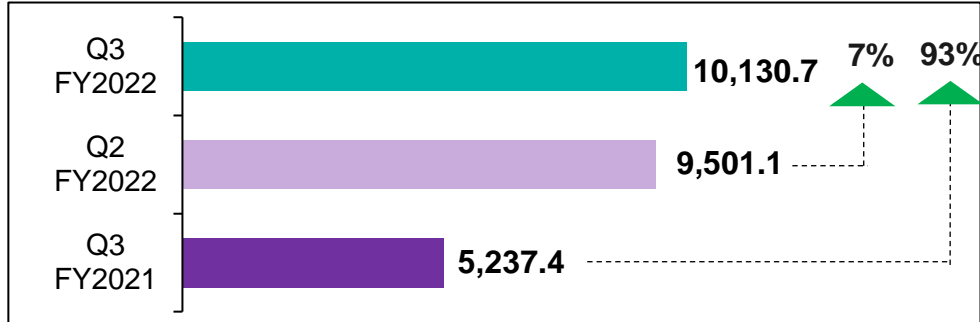
Moving Forward

Q&A

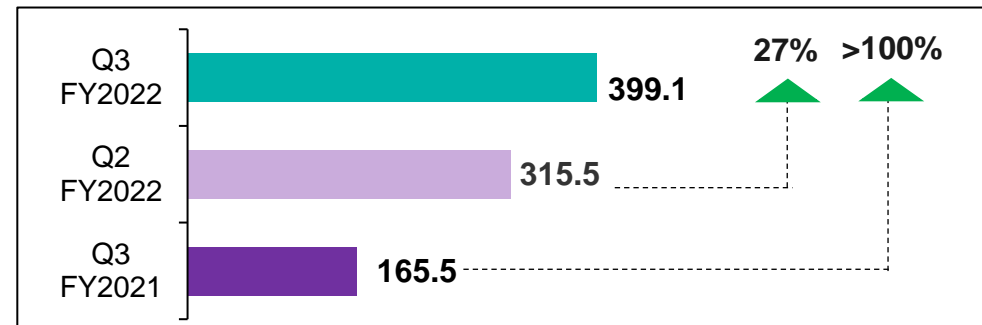
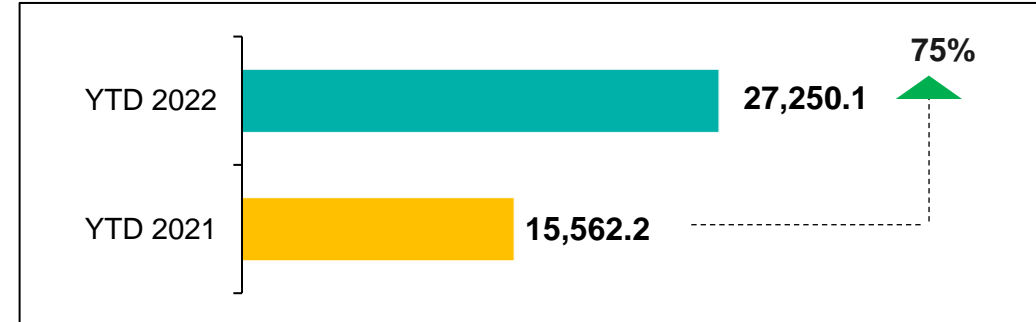


# Group Financial Performance (1/2)

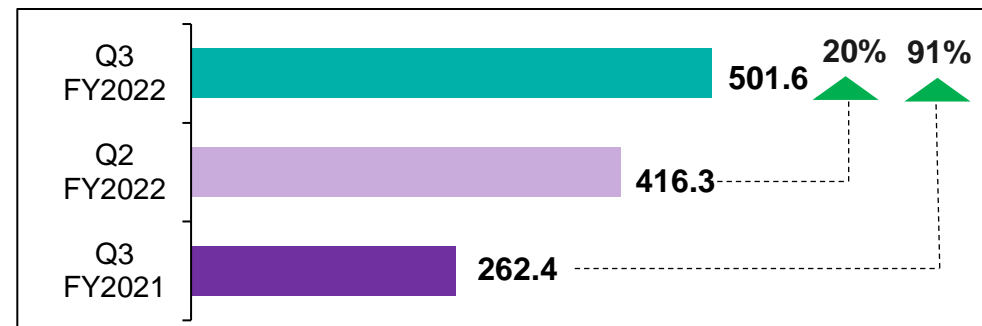
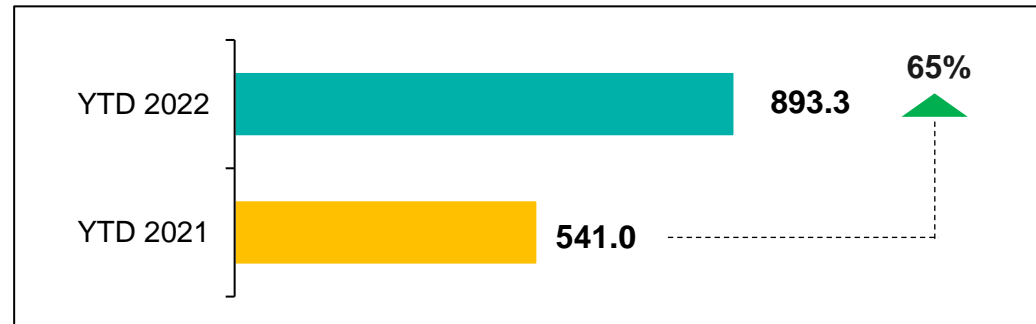
Higher PBT in Q3 FY2022 as compared to SPLY mainly contributed by increase in gross profit from improved demand as well as increase in other income



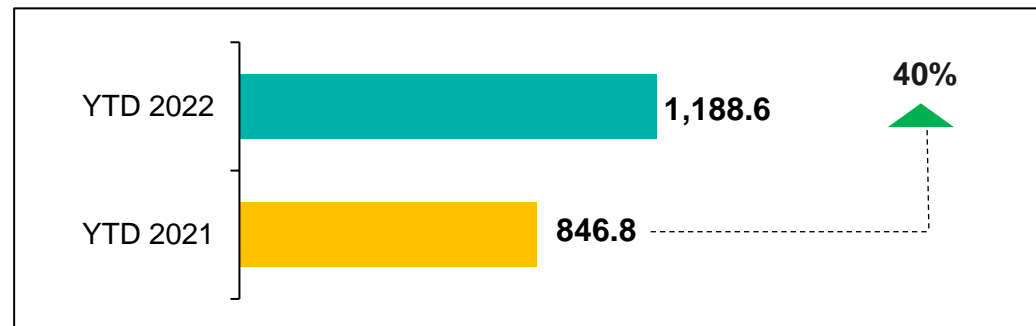
Revenue  
(RM mil)



Profit Before Tax  
(RM mil)

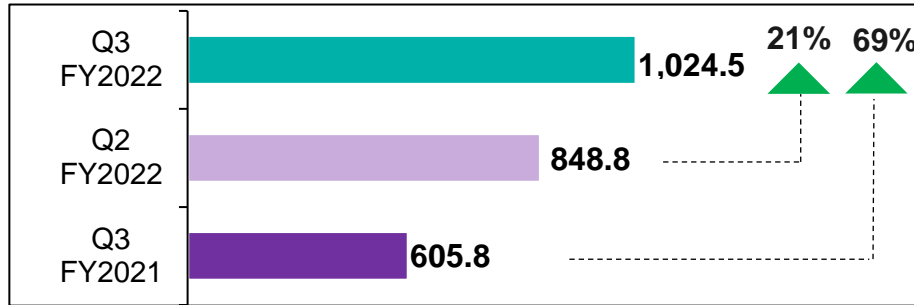


EBITDA  
(RM mil)

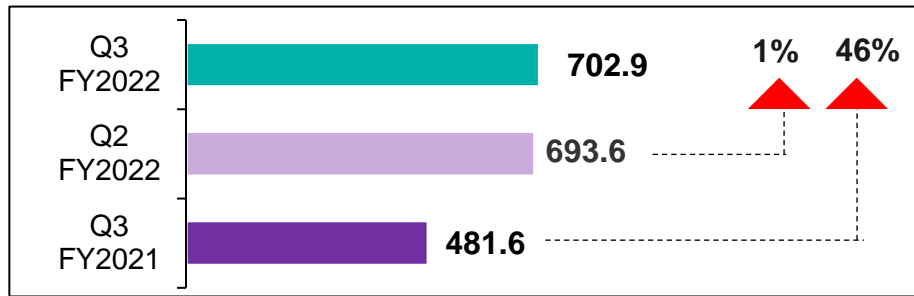
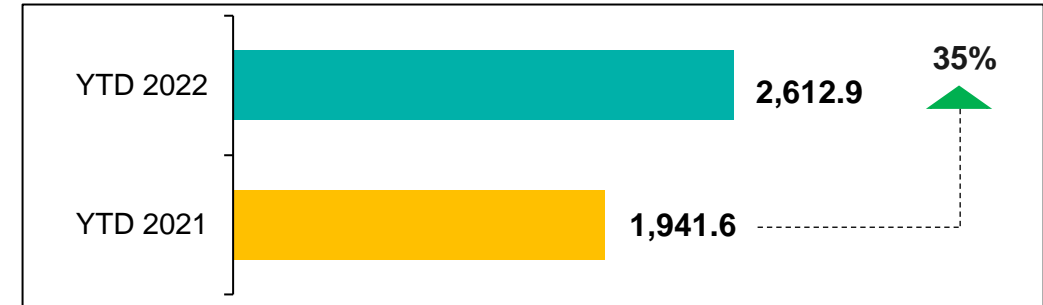


# Group Financial Performance (2/2)

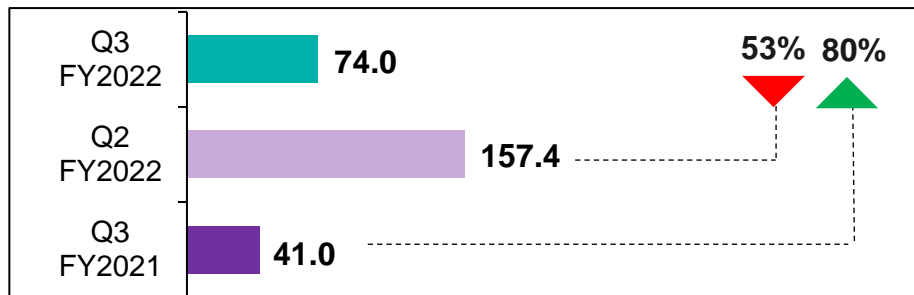
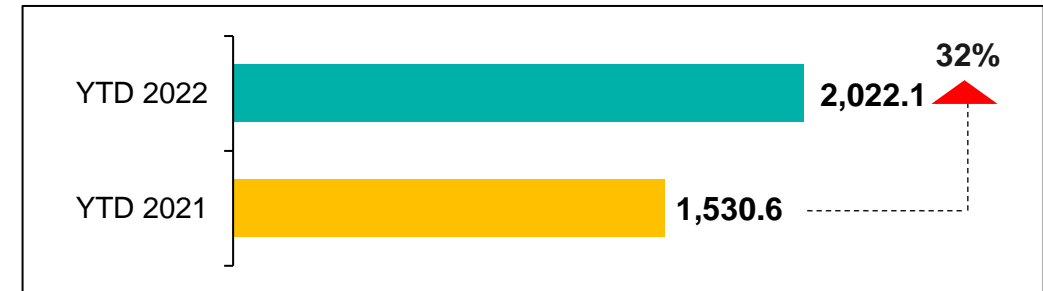
Higher gross profit against SPLY mainly contributed to increase in demand, higher other income offset with increase in OPEX following higher dealers' commission.



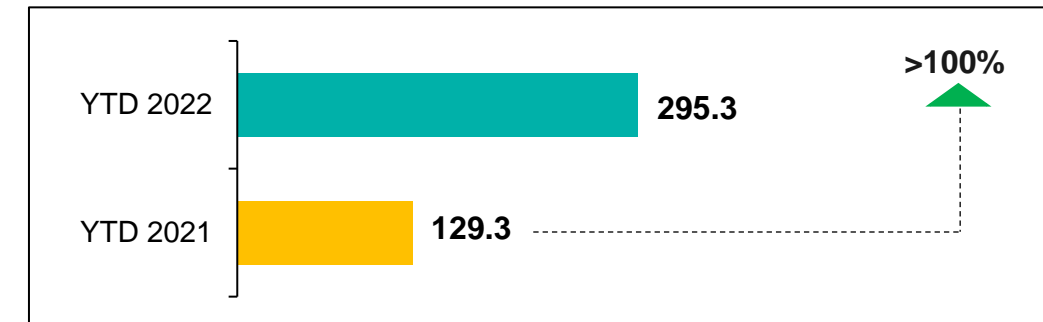
Gross Profit (RM mil)



OPEX (RM mil)



Other Income (RM mil)

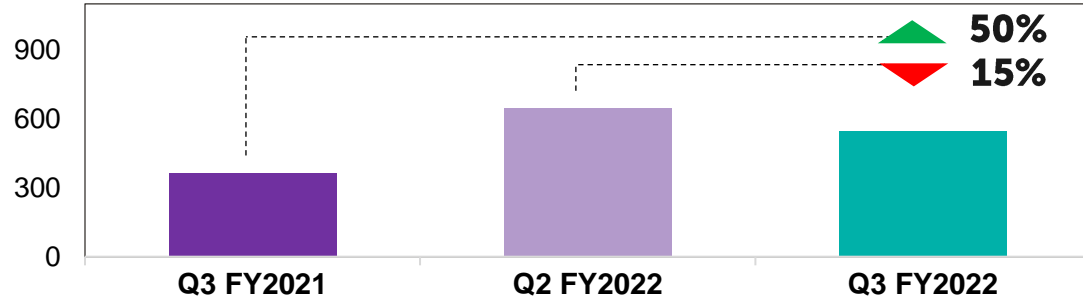


# Gross Profit by Business Segments:

All business segments recorded higher gross profit in Q3 FY2022 against SPLY excluding LPG business

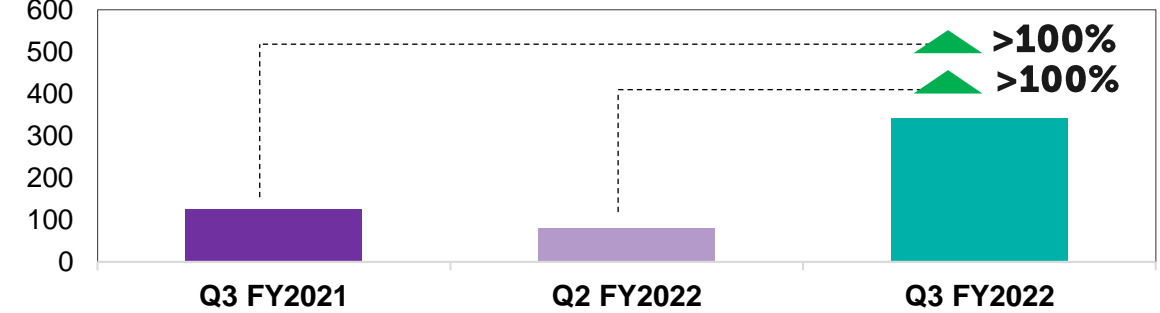
RM Mil

## RETAIL



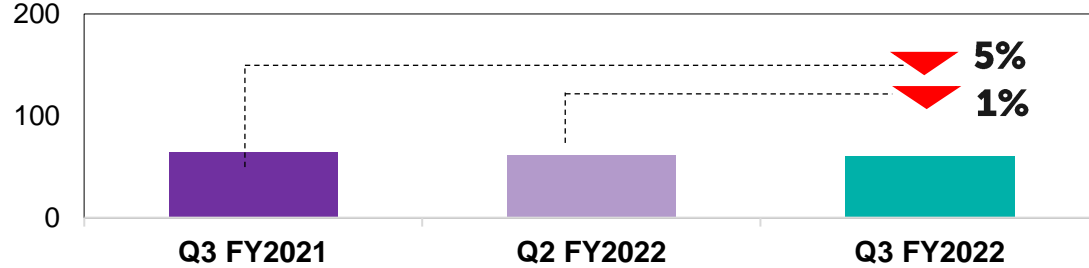
RM Mil

## COMMERCIAL



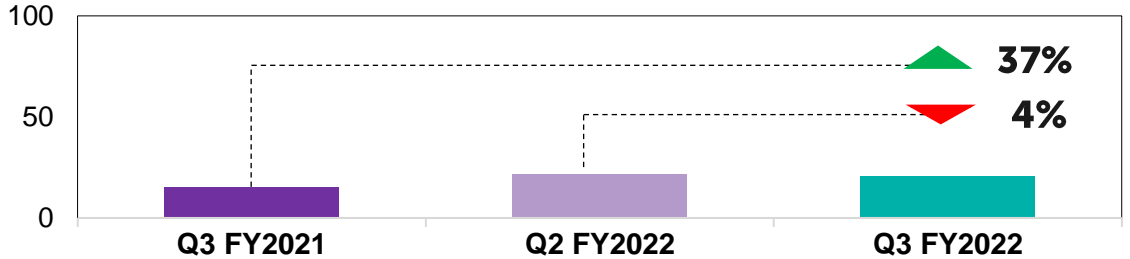
RM Mil

## LPG



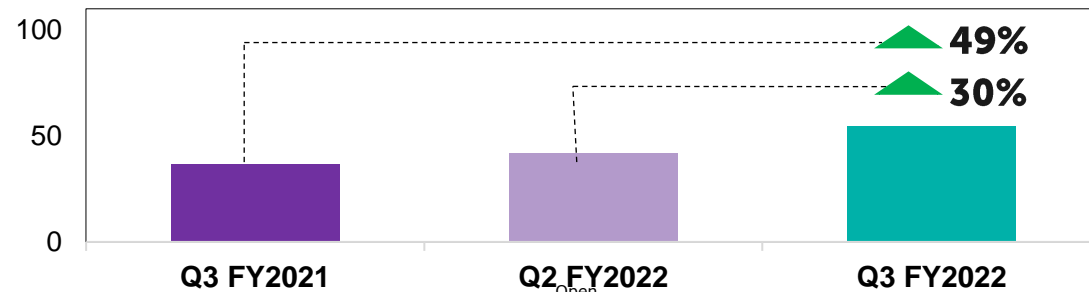
RM Mil

## LUBRICANT



RM Mil

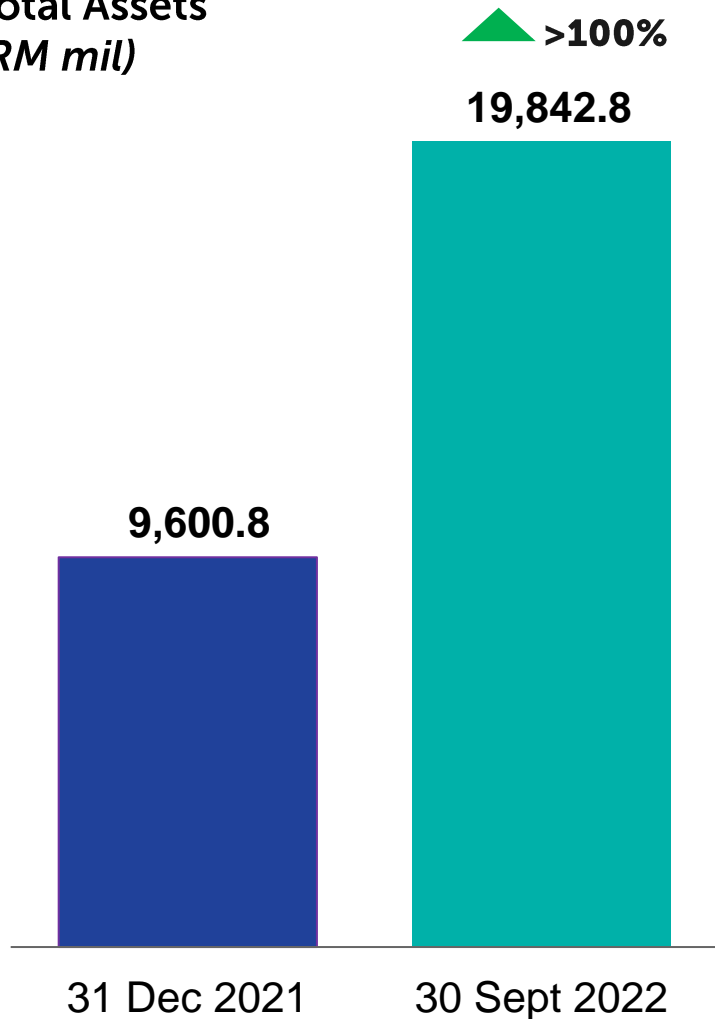
## CONVENIENCE



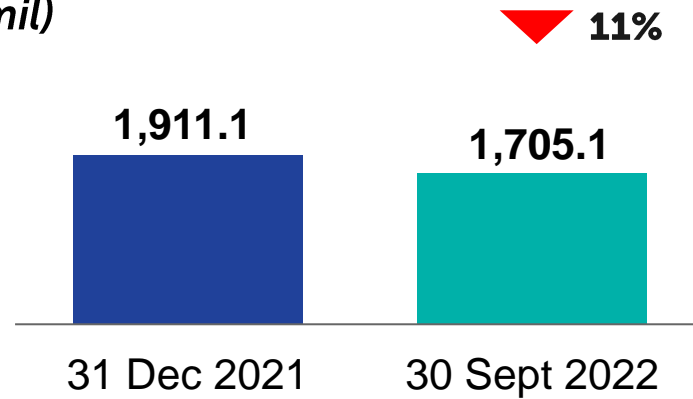
# Consolidated Statement of Financial Position

Total assets increased by >100% mainly due to delay in subsidy receivable as well as increase in prices. Subsequently in Q4 FY2022, the overdue subsidy payments were received accordingly.

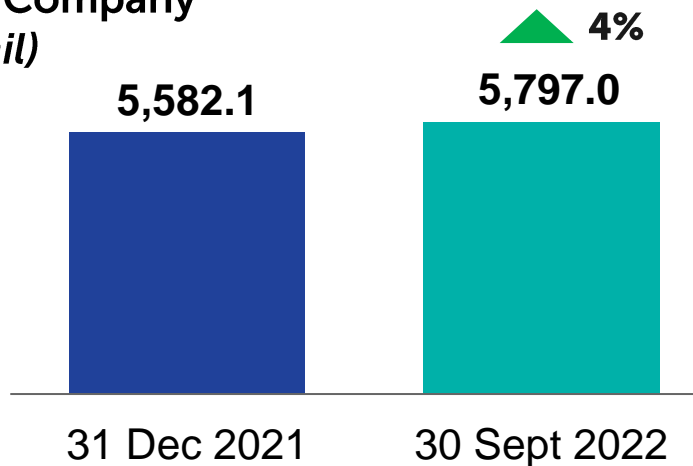
Total Assets  
(RM mil)



Cash and Cash Equivalents  
(RM mil)



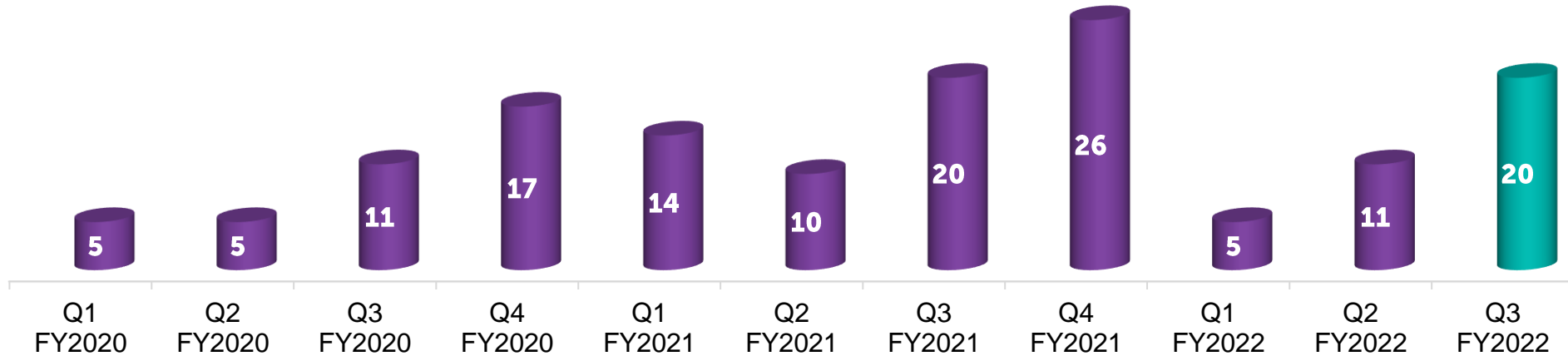
Equity attributable to shareholders  
of the Company  
(RM mil)





# PetDag has declared dividend amounting to 20 sen/share

Dividend per share (RM sen)



	2020				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Dividend Payout (%)</b>	61	482	52	186	53	135	85	231	56	52	79	

For Q3 FY2022, PetDag has declared dividend of 20 sen, higher by 9 sen compared to Q2 FY2022.

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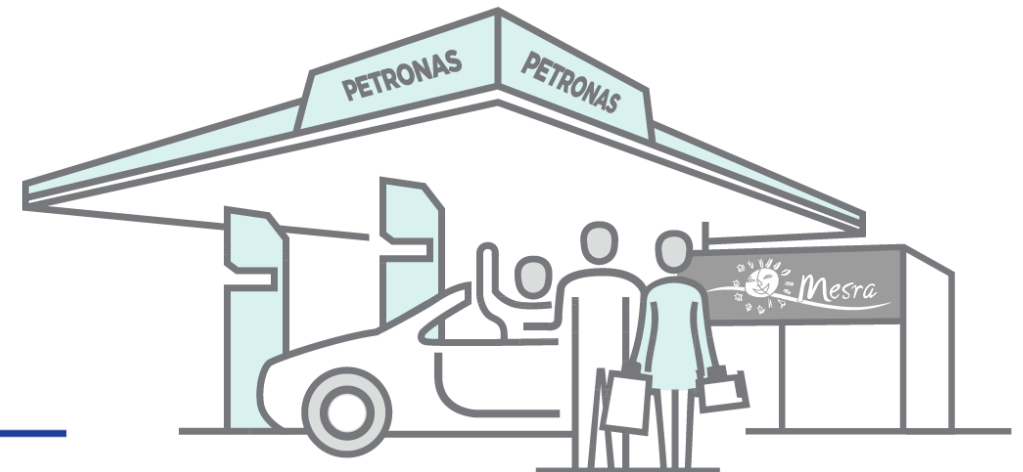
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# Event, Campaign and Promotional Highlights



L-R clockwise

**PETRONAS Malaysia Open 2022**

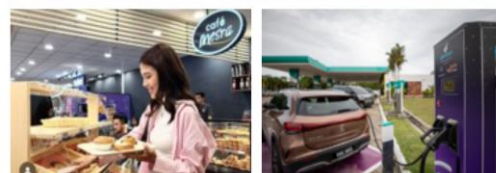
**Café Mesra**

**PETRONAS Ride & Menang**

**Selangor Aviation Show**

**PETRONAS Money Can't Buy Experience**

**Ministry Engagements**



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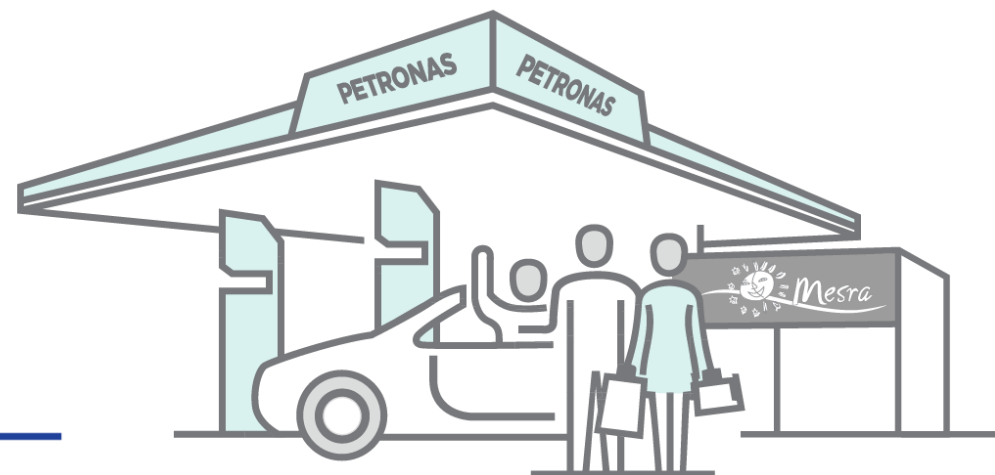
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# Forward Looking Outlook for PDB

## Domestic Economics Recovery to Continue in 2023



### Higher Employment Rate

- Unemployment rate forecasted to reduce to 3.5% - 3.7% in 2023
- Improving consumers' confidence in domestic spending



### Increased Tourist Arrival

- Tourist arrivals forecasted to be higher than 15 mil in 2023 (2022E: 9.2 mil)
- Accelerate the recovery of aviation industry and local tourism business

## Government Long-Term Policy to support Digitalisation & Low Carbon Mobility Industry



### Malaysia Digital Initiative

- Initiative recently launched to accelerate the growth of Malaysia's Digital Economy
- Driving digital adoption among Malaysian's consumer



### New Energy Policy 2040 (NEP 2040)

- A target of 38% in Electric Vehicle (EV) share in 2040. (2018: <1%)
- Rising adoption of E-mobility in the next decade

## Moving Forward

01

Remain committed to strengthen PDB's core business following Economics recovery

02

Expansion of non-fuel product segment through the expansion of Café Mesra

03

Introductions of PDB's new one-stop e-commerce platform, PETRONAS Shop via Setel app

04

Accelerate the adoption of clean energy solutions by expanding our network of EV charging facility

# PETRONAS

## Passionate about Progress