



# PETRONAS Dagangan Berhad Analyst Briefing for Q4 FY2020 22 February 2021





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Before**



**Operating Environment in Q4 FY2020**

**Business and Financial Performances**

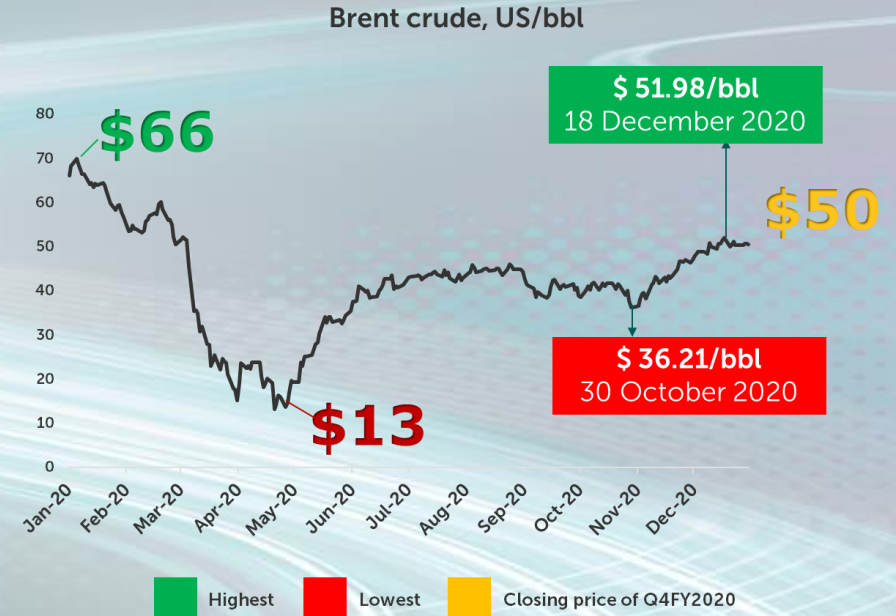
**2021 and Look Ahead**

**Q&As**



# Operating Environment in Q4 FY2020

**1** Brent crude breached the USD50/bbl mark for the first time since March 2020



**2** Economic recovery hampered slightly by various forms of Movement Control Order



**Transport fuel demand affected by movement restrictions in selected states**



**Continuing Industrial / Manufacturing activities cushioned the impact**



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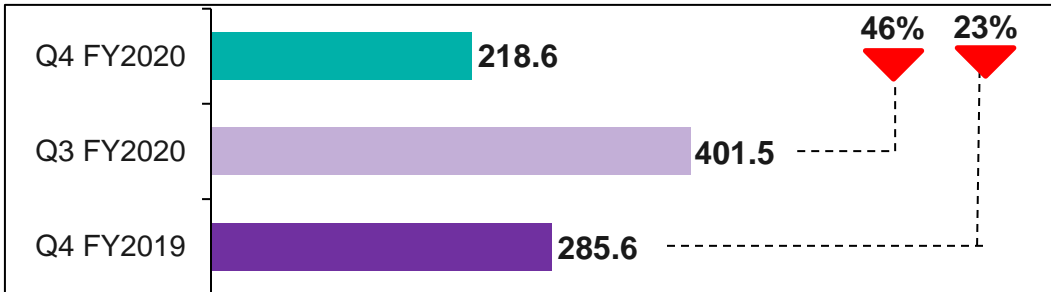
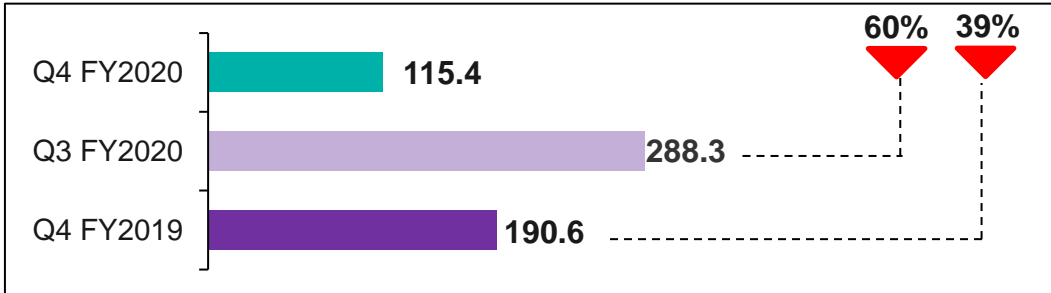
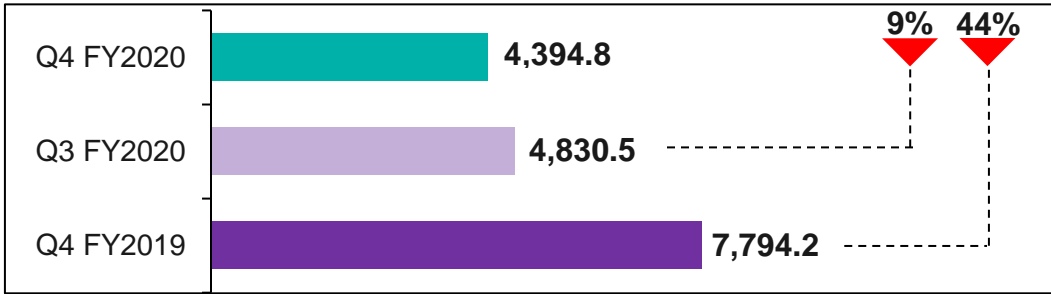
**Business and Financial Performances**

**2021 and Look Ahead**

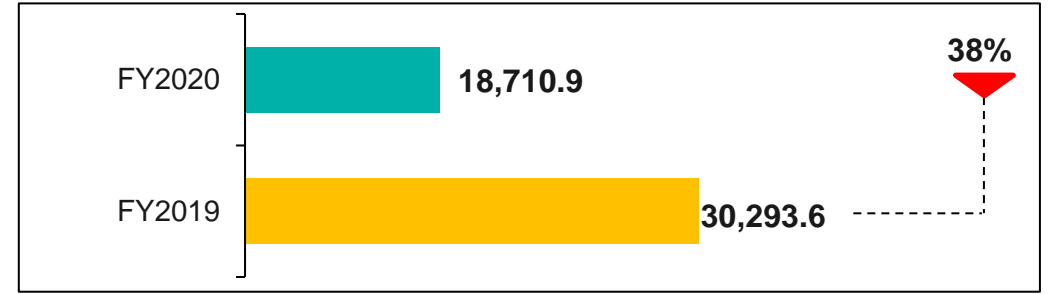
**Q&As**

# Group Financial Performance (1/2)

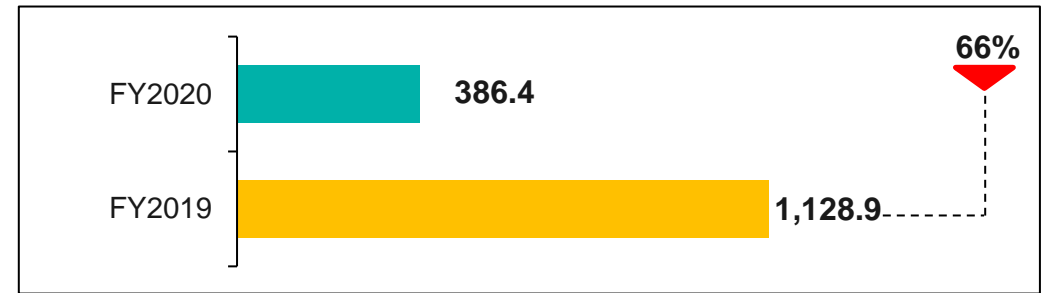
Despite improved performance in Q3 FY2020, PBT was lower in Q4 due to lower gross profit following re-implementation of MCO and higher OPEX, offsetted by higher other income



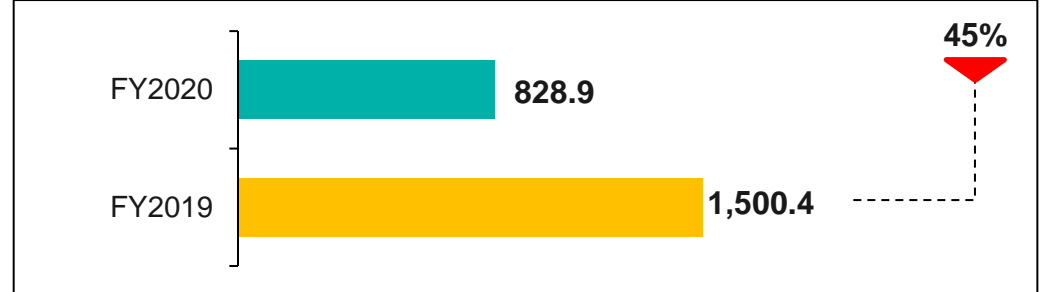
Revenue  
(RM mil)



Profit Before Tax  
(RM mil)

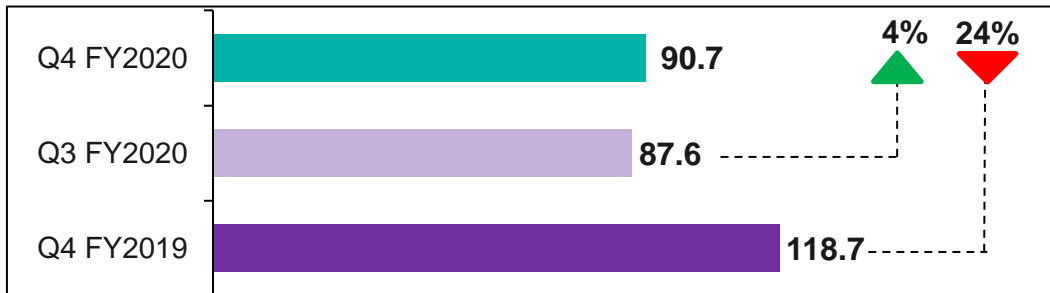
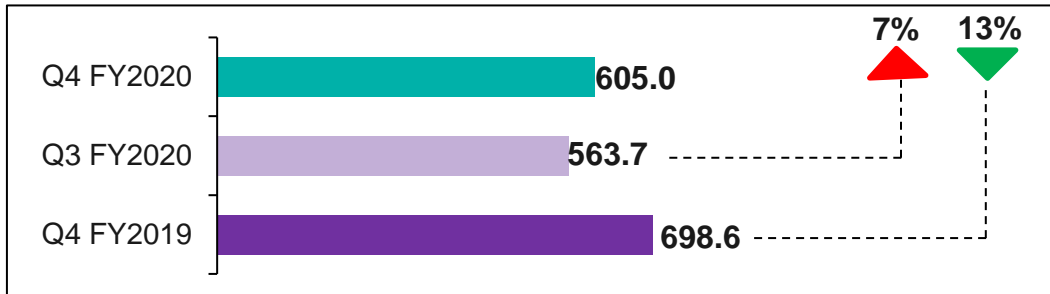
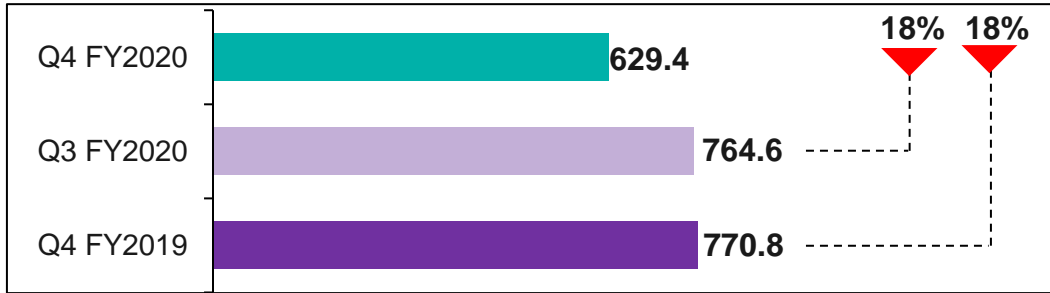


EBITDA  
(RM mil)

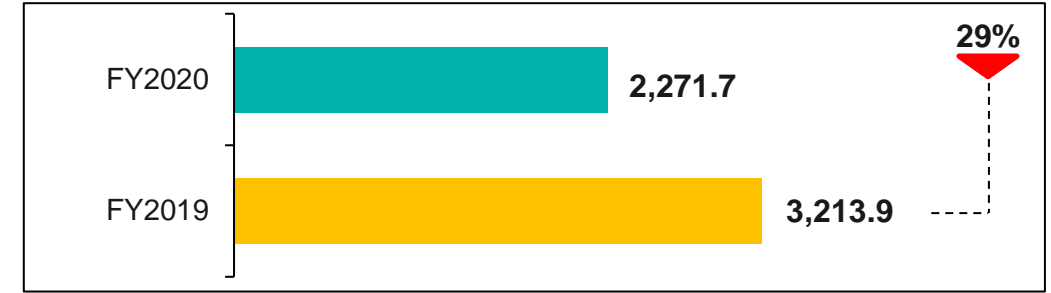


# Group Financial Performance (2/2)

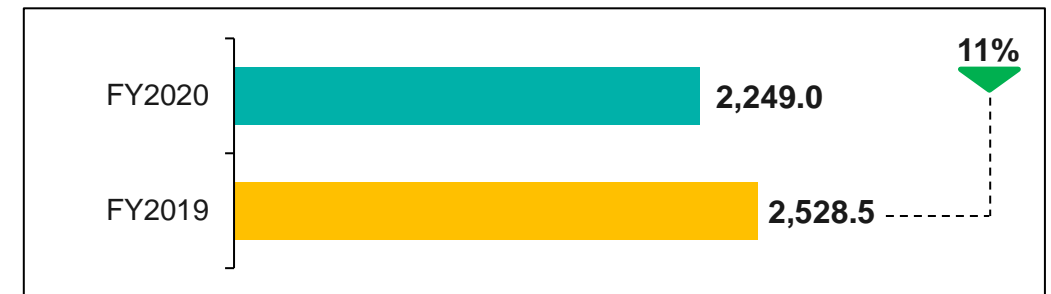
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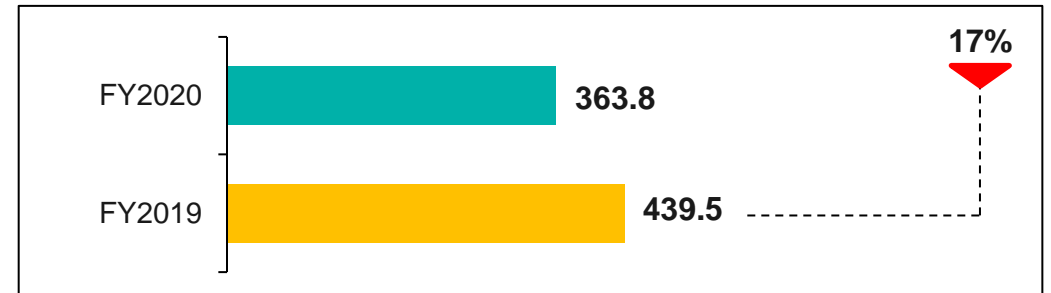
**Gross Profit**  
(RM mil)



**OPEX**  
(RM mil)



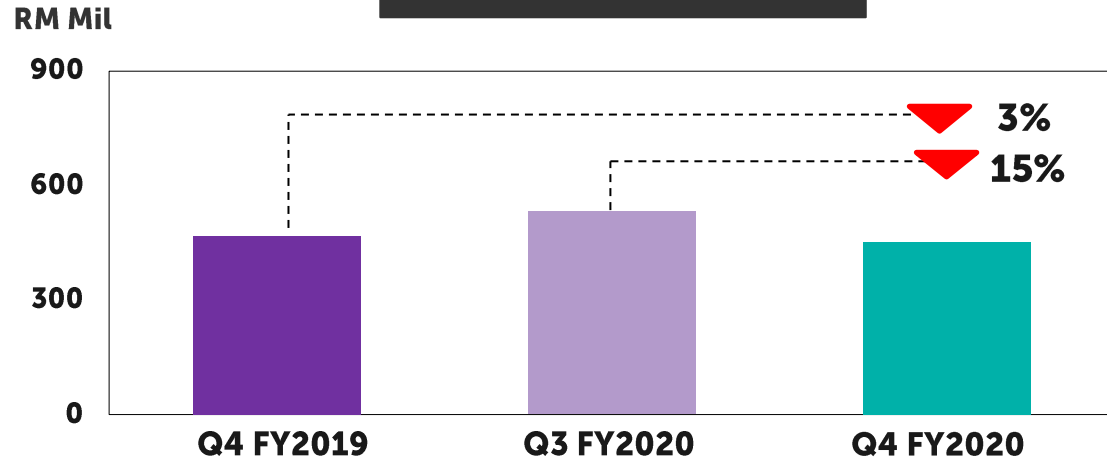
**Other Income**  
(RM mil)



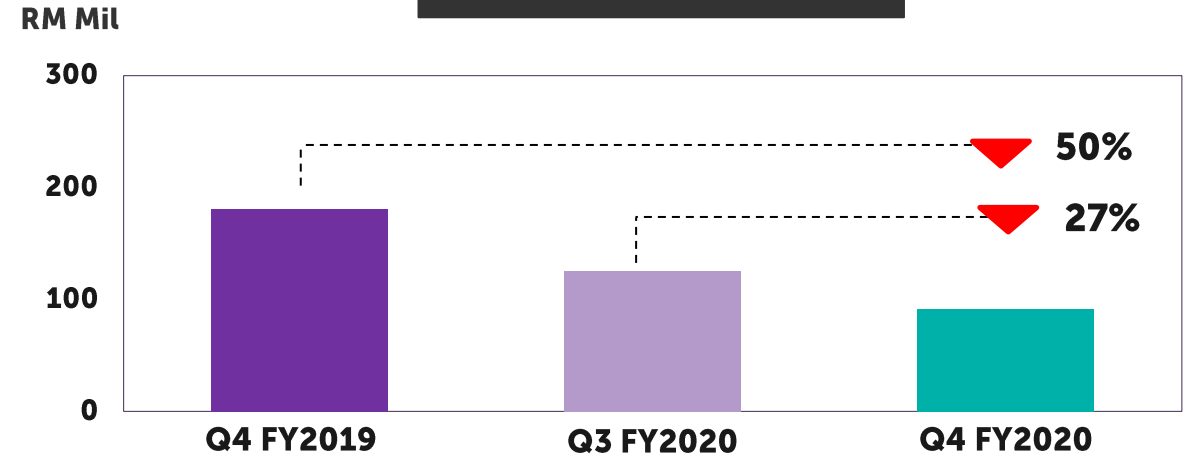
# Gross Profit by Business Segments

All business segments recorded lower gross profit in Q4 2020 against all dimensions.

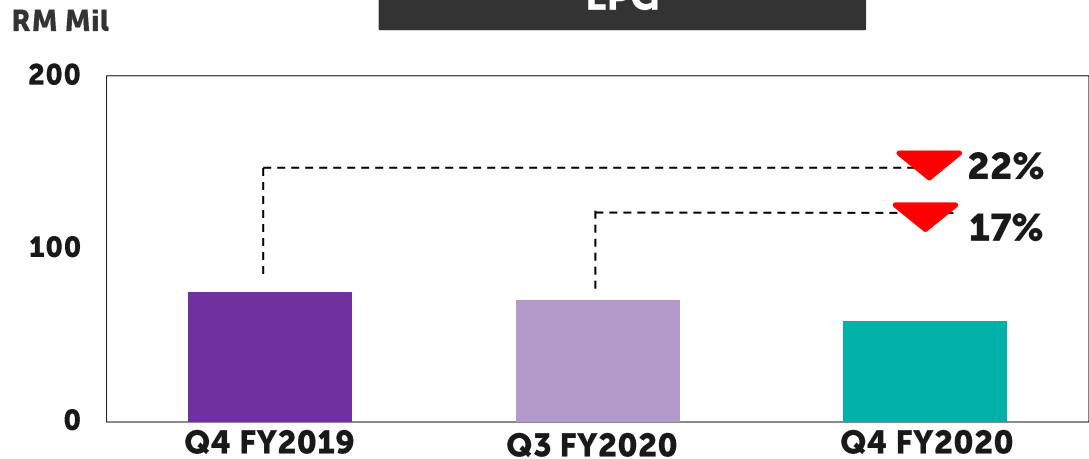
## RETAIL



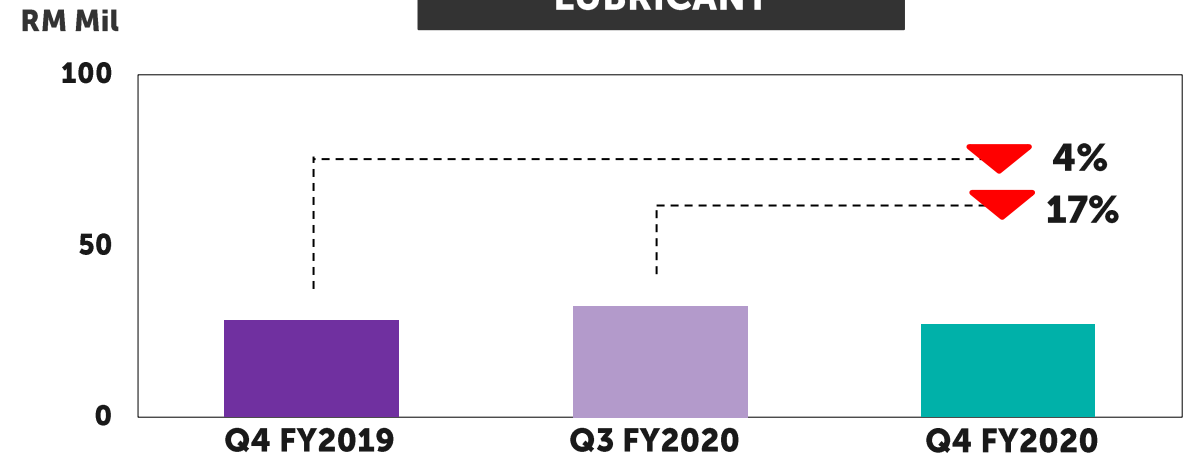
## COMMERCIAL



## LPG



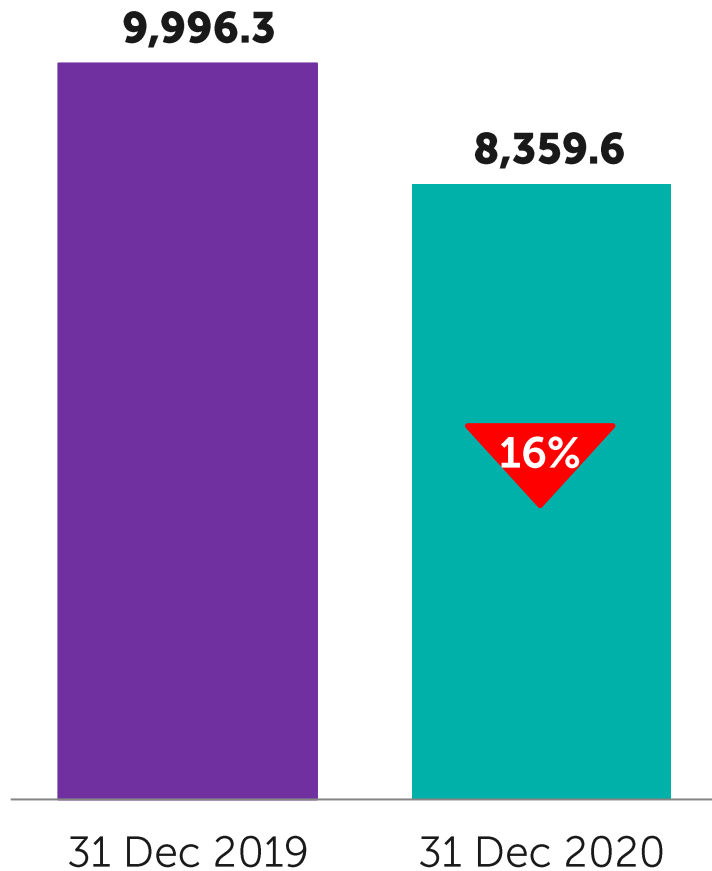
## LUBRICANT



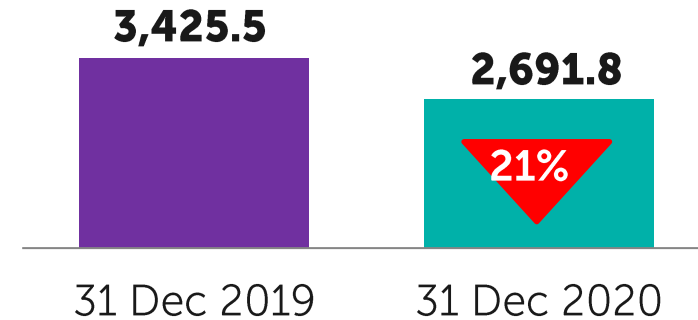
# Consolidated Statement of Financial Position

Cash balance decreased to RM2.7 billion due to lower sales, offsetted by lower purchases and dividend payment

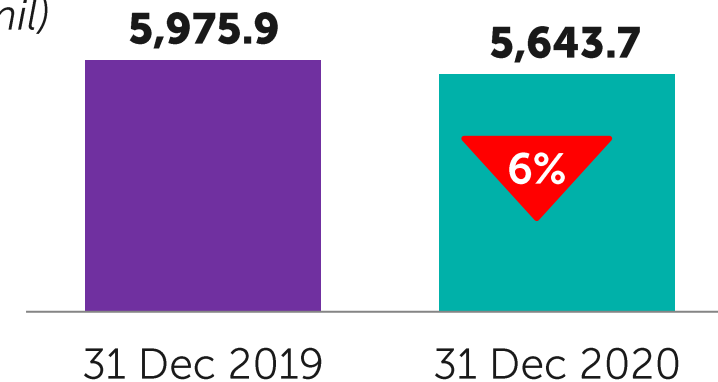
## Total Assets (RM mil)



## Cash and Cash Equivalents (RM mil)



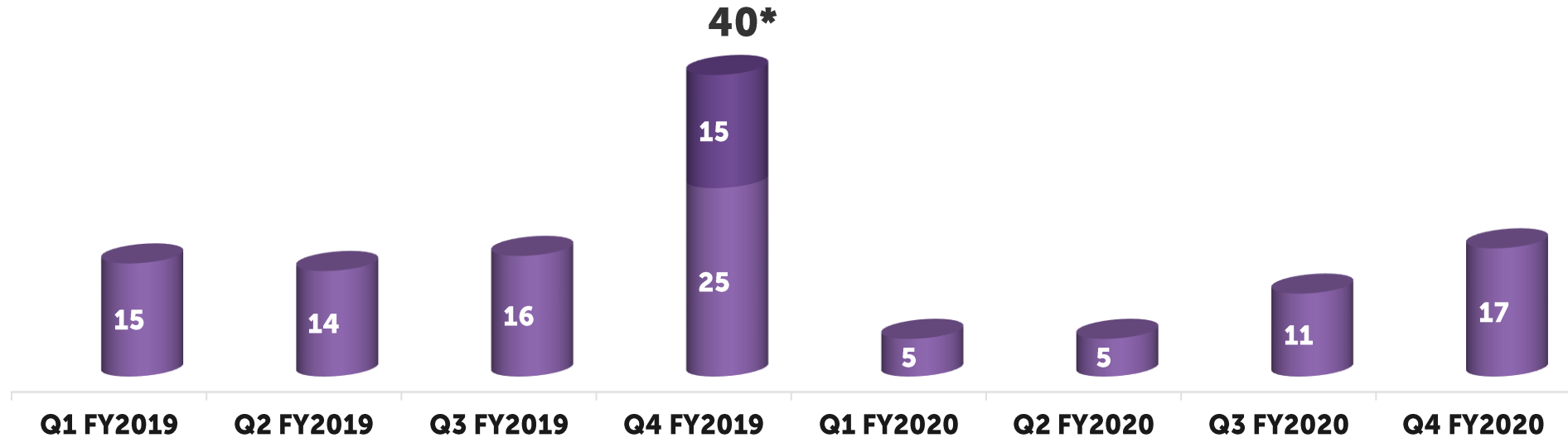
## Equity attributable to shareholders of the Company (RM mil)





# For Q4 FY2020, PetDag has declared dividend amounting to 17 sen/share

Dividend per share (RM sen)



	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020
<b>Dividend Payout (%)</b>	54	80	67	311	61	482	52	186

For Q4 FY2020, PetDag has declared dividend of 17 sen per share which is higher as compared to Q3 FY2020

\*For Q4 FY2019, dividends of 40 sen was declared by which 15 sen was special dividend and 25 sen was interim dividend



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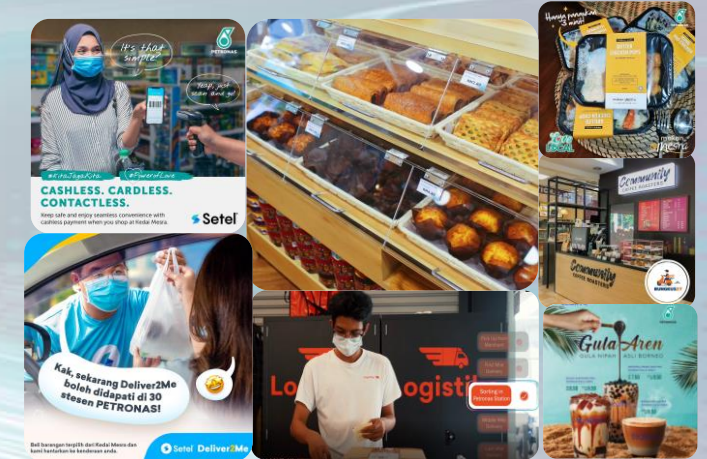
# Growth is anchored on continued diversification in the non-fuel sector of the business...



Introduced Segar@Mesra, a farmer-to-consumer concept of locally farmed fresh produce sold at affordable prices, in collaboration with MDTCA and MAFI.



PRYSM is an online store that offers more than 90 authentic PETRONAS merchandises e.g. official PETRONAS T-Shirt and wearables, gift cards, and lubricants through Shopee



Continued expansion of our non-fuel offerings at stations

- Makan@Mesra now available at 11 stores
- Deliver2Me now available at 30 stores
- Strengthen our partnerships to provide differentiated offerings



# ...and capitalising on energy transition, whilst continuing to deliver breakthrough products



PETRONAS Primax 97 with Pro-Race, engineered to meet demands of advanced technology engines and motorists' desired for a more powerful, responsive and efficient performance. Enhanced the world's first Advanced Dual Friction Modifier, making the fuel 25% more efficient in friction reduction, compared to its previous formulation.

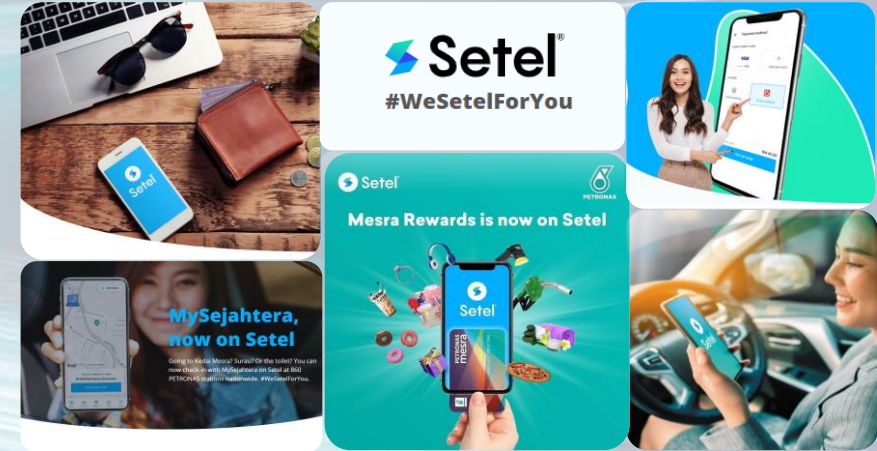


1st LNG solution provider for off-grid customers in Peninsular Malaysia in Sept 2020 and LNG bunkering services in Nov 2020

Providing industries with access to cleaner energy



# Digitalisation accelerated across the company in 2020 and remains a crucial driver in our future and sustainable growth



The Next Generation Cloud based Point-of-Sales and the new Outdoor Payment Terminals, now available at more than 500 sites nationwide, elevated customer experience at forecourt and in-store with new functions and visuals while complying to latest security standard

New Setel features continuously released addressing current needs in providing seamless & frictionless customer experience

- ✓ Ca\$h top up
- ✓ Mesra Rewards redemption
- ✓ MySejahtera check-in
- ✓ Boost e-Wallet



THANK YOU  
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