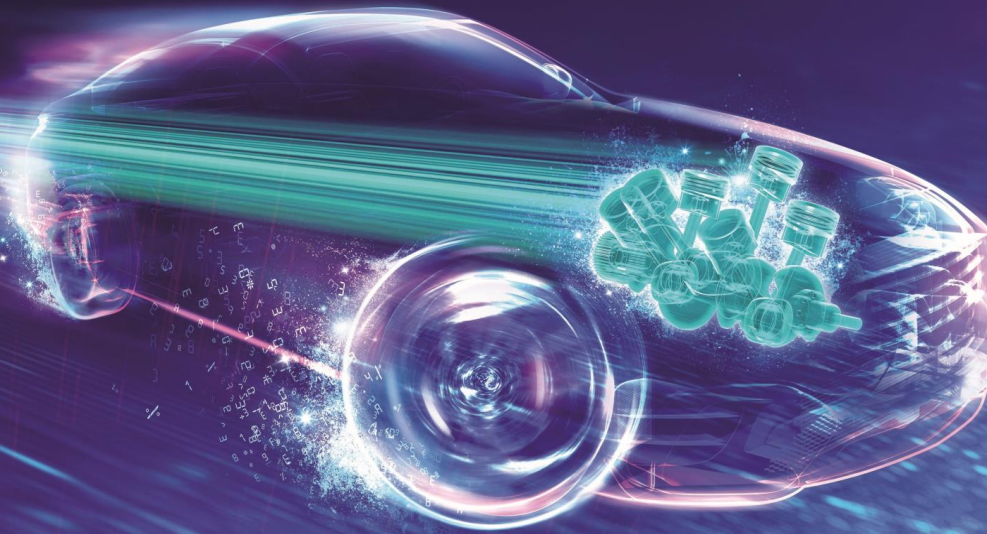


**PETRONAS DAGANGAN BERHAD**  
**Analyst Briefing for Q3 FY2021**  
**29 November 2021**



**PETRONAS**

**FUTURE  
PROOF**



# FUTURE PROOF

- ① **Operating Environment**
- ② **Business & Financial Performances**
- ③ **Awards & Recognition**
- ④ **Promotional Highlights**
- ⑤ **Moving Forward**
- ⑥ **Q&A**

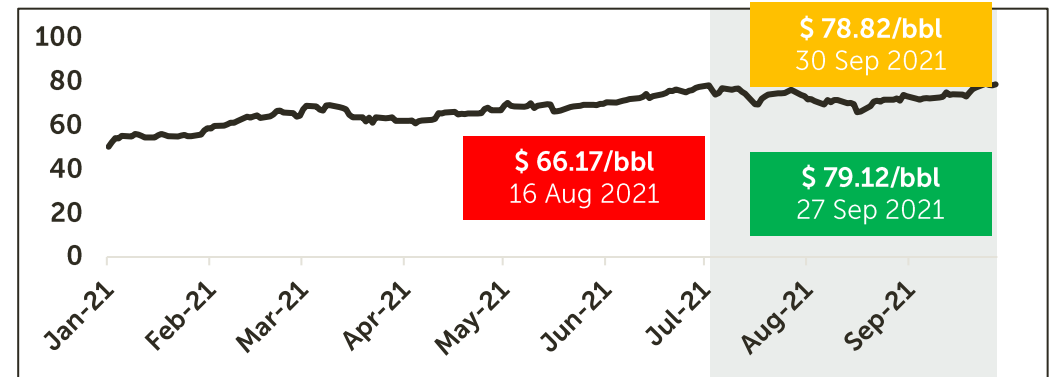


# Operating Environment in Q3 FY2021

1

**Brent crude price was tradebound between \$66/bbl to \$79/bbl in Q3 2021**

Brent crude, US/bbl

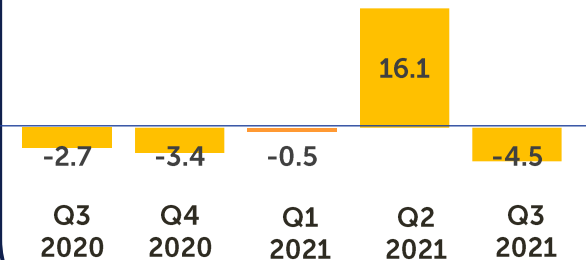


■ Highest   
 ■ Lowest   
 ■ Closing price of Q3FY2021

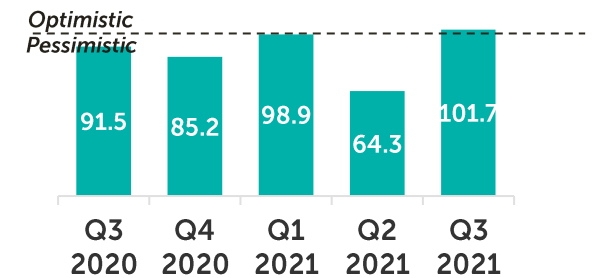
2

**Slower economic activities reeling from the effect of lockdown, but future prospect looks optimistic as restrictions are lifted**

**GDP**  
(%) Change Y-o-Y



**Consumer Sentiment Index**



Source: Bank Negara, Dept of Statistic, MIER

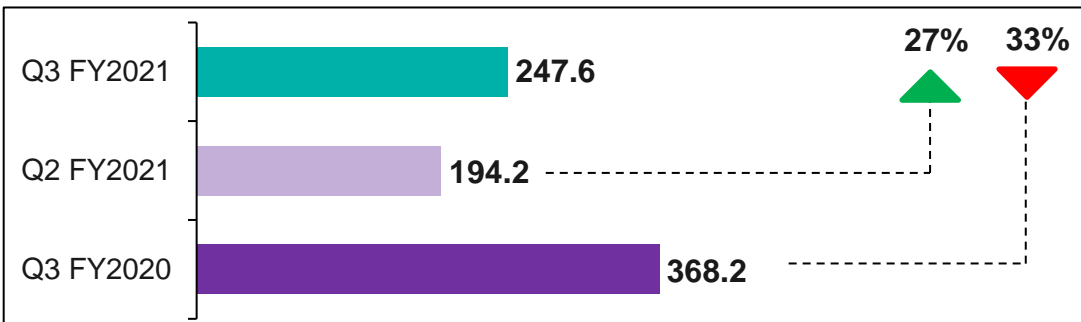
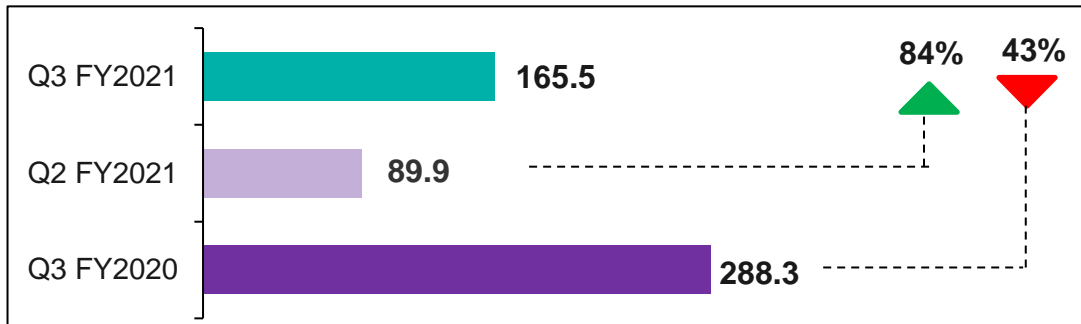
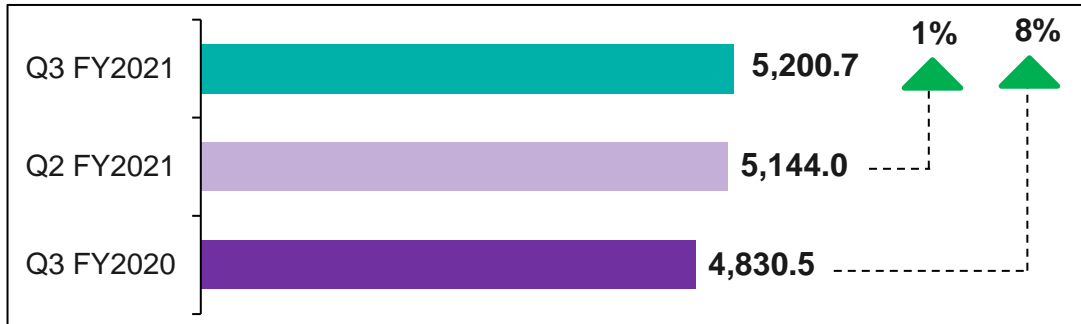
# FUTURE PROOF

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# Group Financial Performance (1/2)

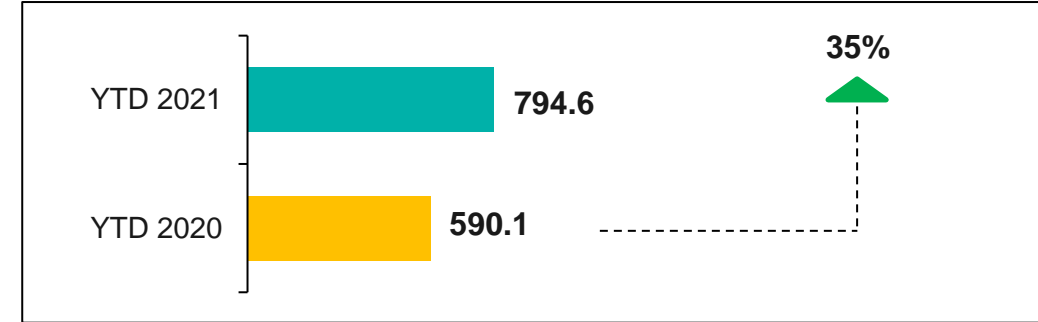
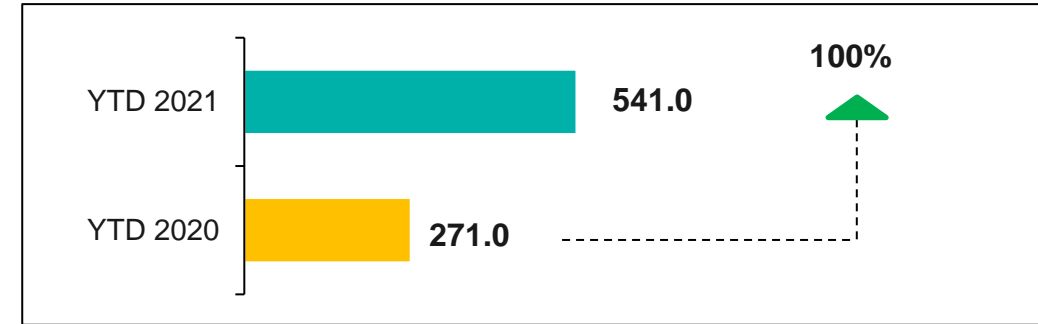
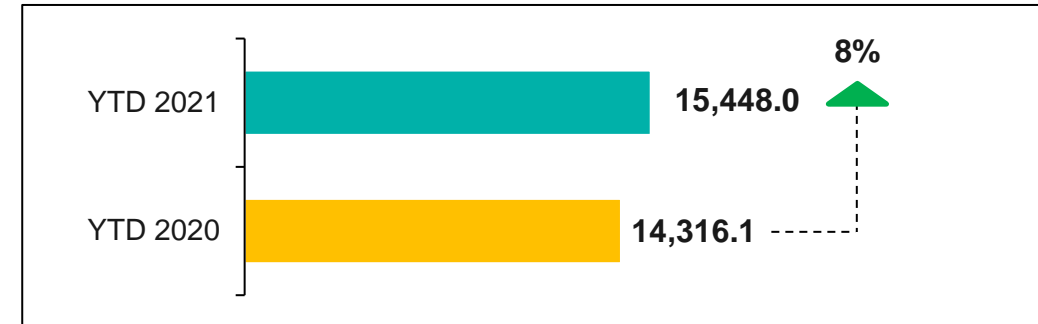
Lower PBT in Q3 FY2021 as compared to SPLY due to lower gross profit following lower sales volume, and lower other income, offset with lower OPEX



Revenue  
(RM mil)

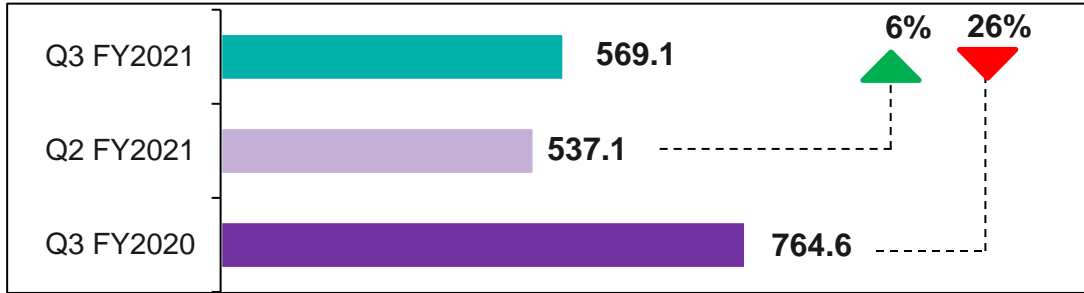
Profit Before Tax  
(RM mil)

EBITDA  
(RM mil)

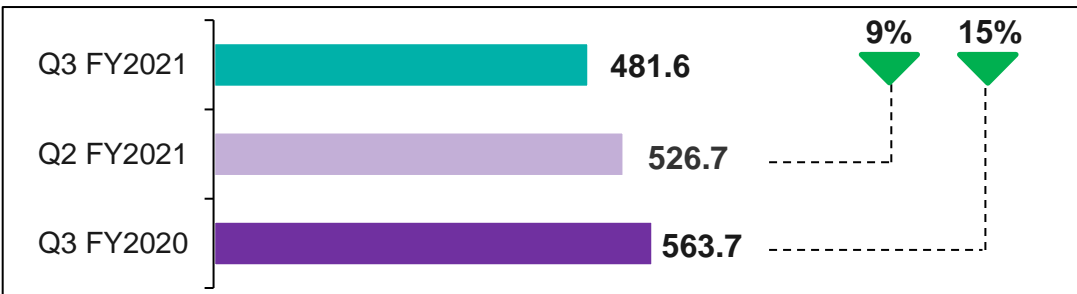


# Group Financial Performance (2/2)

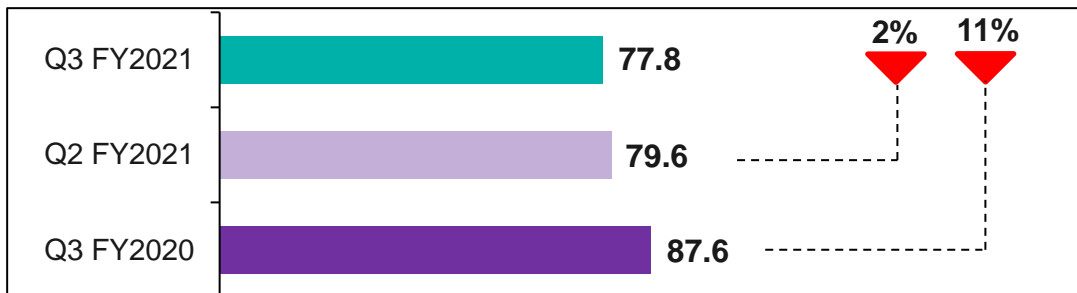
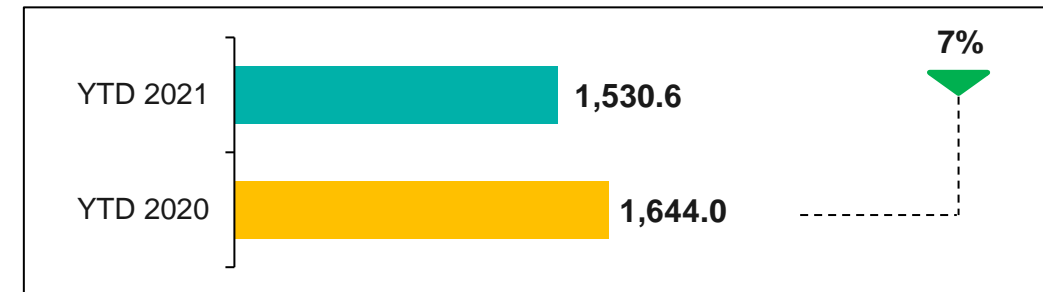
Lower PBT in Q3 FY2021 as compared to SPLY due to lower gross profit following lower sales volume, and lower other income, offset with lower OPEX



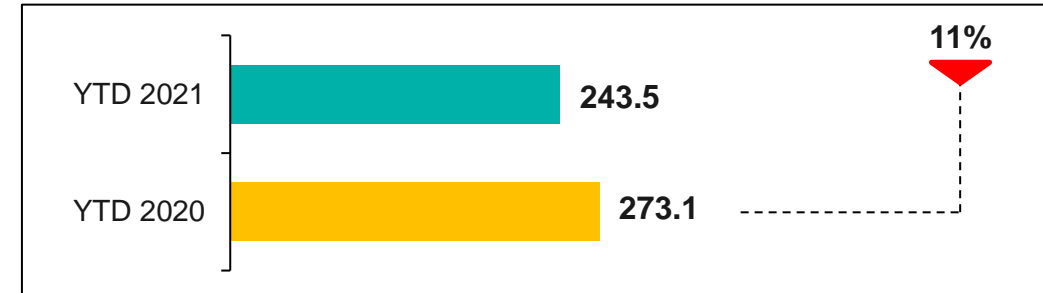
Gross Profit (RM mil)



OPEX (RM mil)

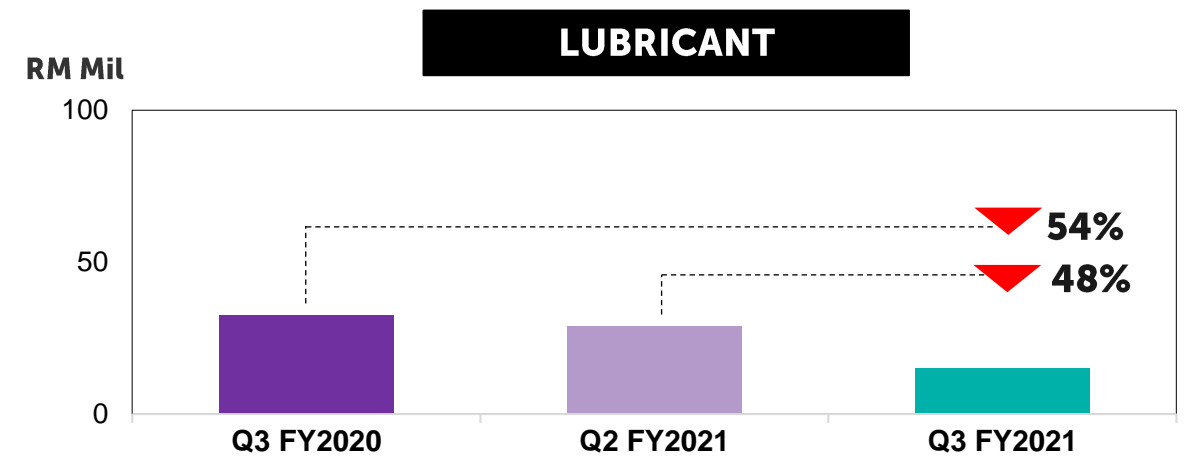
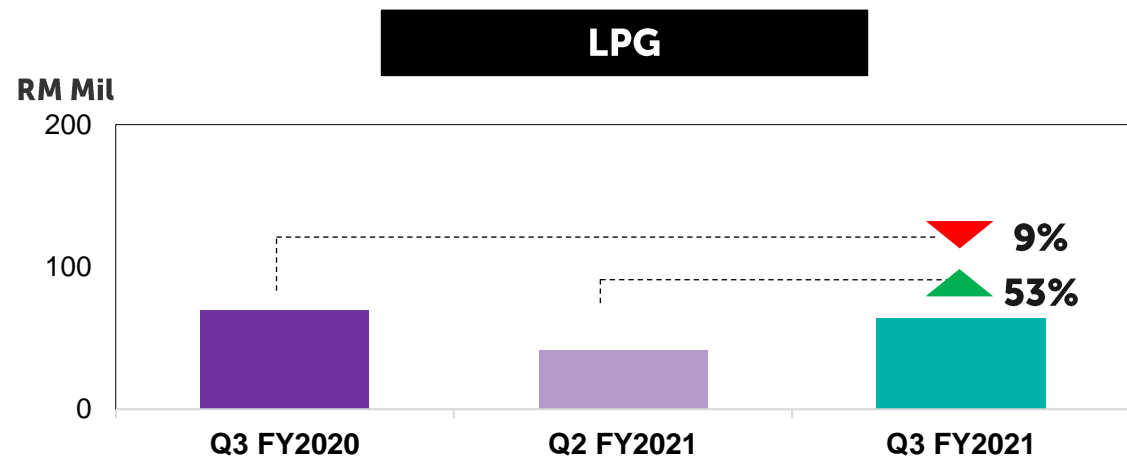
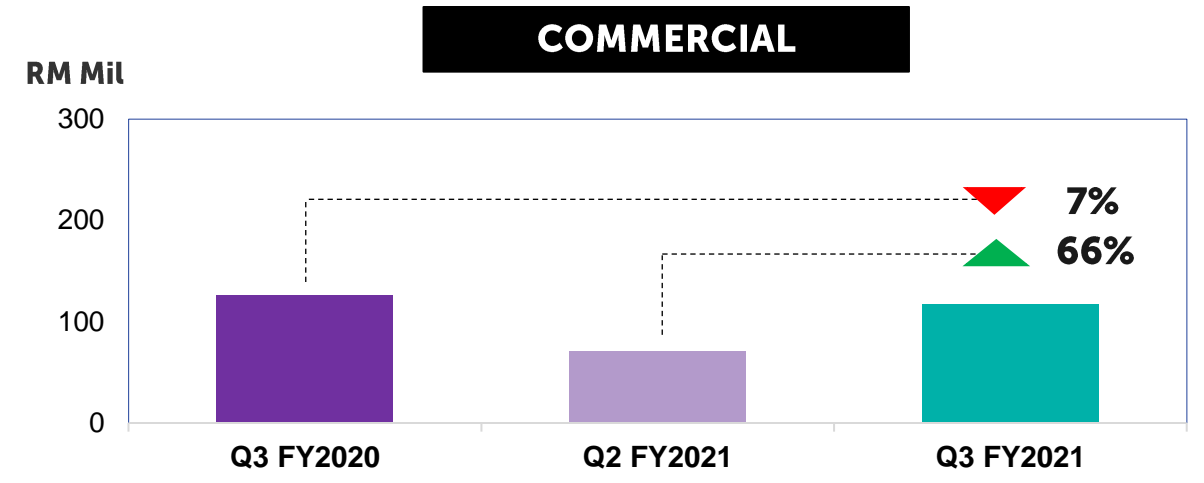
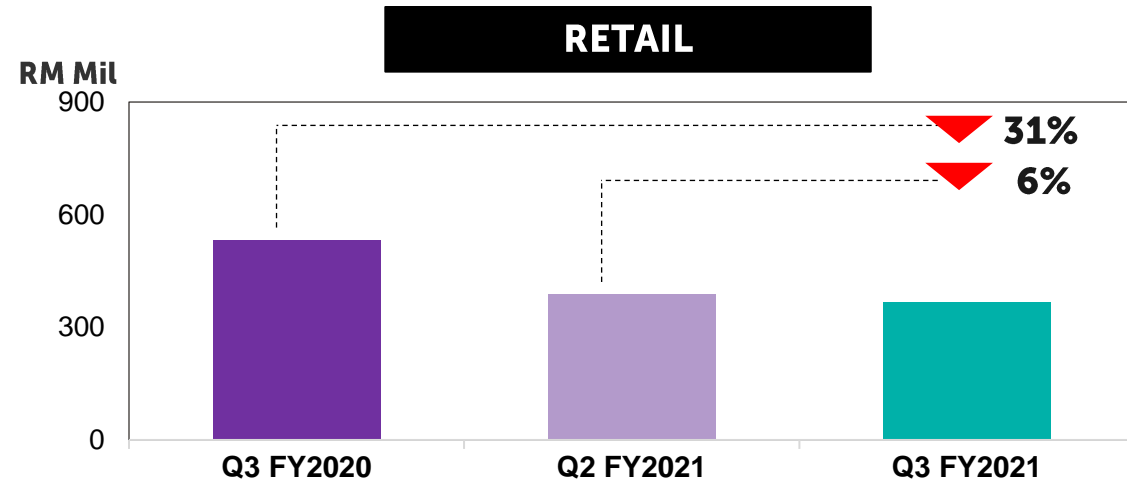


Other Income (RM mil)



# Gross Profit by Business Segments:

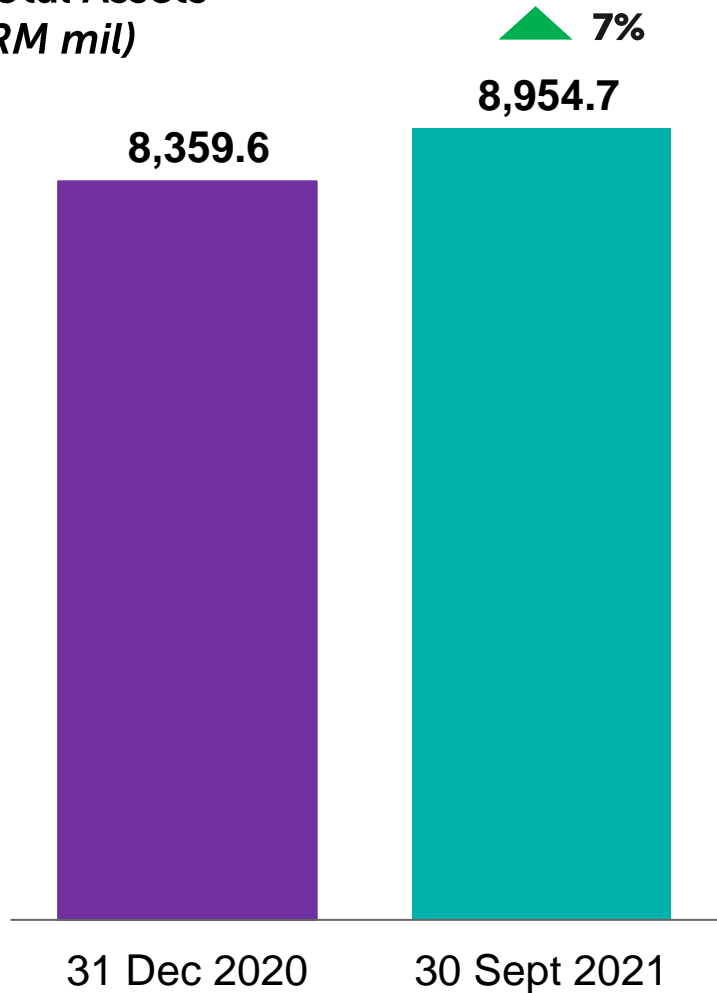
All business segments recorded lower gross profit in Q3 FY2021 against SPLY



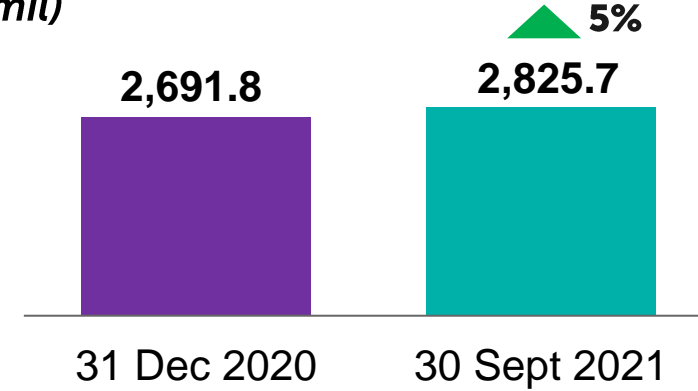
# Consolidated Statement of Financial Position

Total assets increased by 7% following higher trade receivables in line with higher MOPS prices

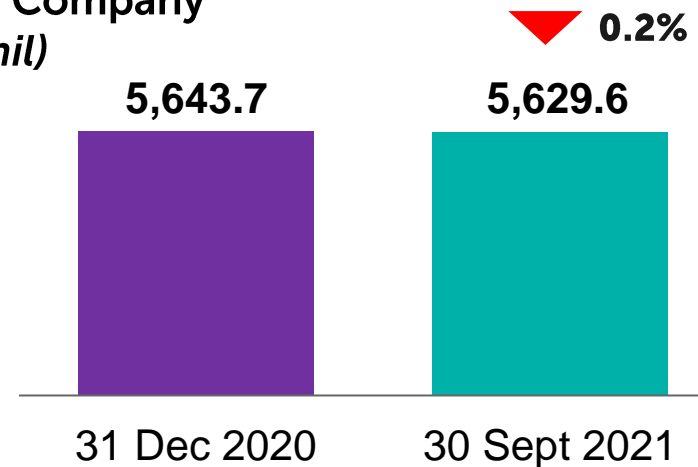
Total Assets  
(RM mil)



Cash and Cash Equivalents  
(RM mil)



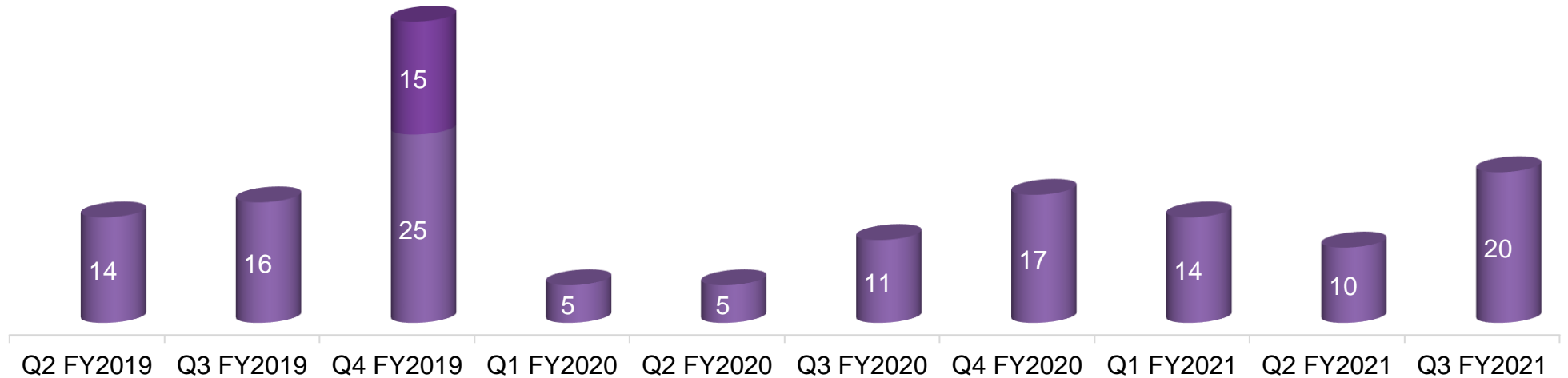
Equity attributable to shareholders  
of the Company  
(RM mil)





# PetDag has declared dividend amounting to 20 sen/share

## Dividend per share (RM sen)



	2019			2020				2021		
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
<b>Dividend Payout (%)</b>	80	67	311	61	482	52	186	53	135	85

For Q3 FY2021, PetDag has declared dividend of 20 sen, with higher dividend per share by 9 sen as compared to Q3 FY2020

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# PDB received Awards for various categories in 2021



PUTRA BRAND AWARDS



MSWG-ASEAN CORPORATE GOVERNANCE AWARDS



ANNUAL REPORT COMPETITION (ARC) AWARDS  
INTERNATIONAL XXXV

**BRAND AND MARKETING**

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**INVESTOR RELATIONS**

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**INNOVATION**

---

**GOVERNANCE**

---

**INTEGRATED REPORT**

---

**SUSTAINABILITY**

---

**HEALTH & SAFETY**



FINANCE DERIVATIVE AWARDS



AUSTRALASIAN REPORTING AWARDS



FTSE4Good

4-STAR RATING  
BY FTSE4GOOD



APPIES MALAYSIA MARKETING CAMPAIGN AWARDS



NACS ASIAN CONVENIENCE SUMMIT



RosPA HSE AWARDS

# FUTURE PROOF

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# PDB Q3 Marketing & Promotions Highlights



**PETRONAS Merdeka & Malaysia Day**



**PETRONAS 10x Mata Ganjaran Mesra**



**PETRONAS Coffee Break Frontliners**



**PETRONAS Foodbank**



**PETRONAS Setel Deliver2Me**



**PETRONAS Setel 3x Mesra Points**



# Positive value to society

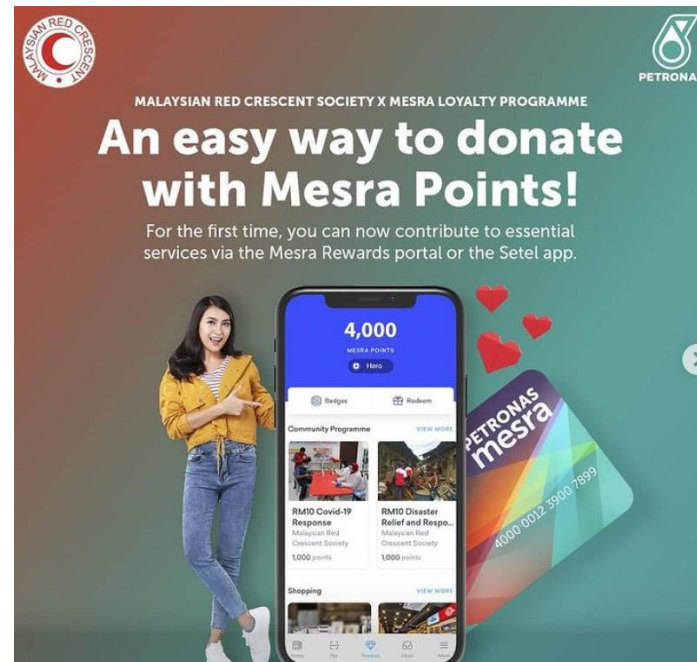
01

## Food Bank Programme



02

## Donation drive for Malaysia Red Crescent Society

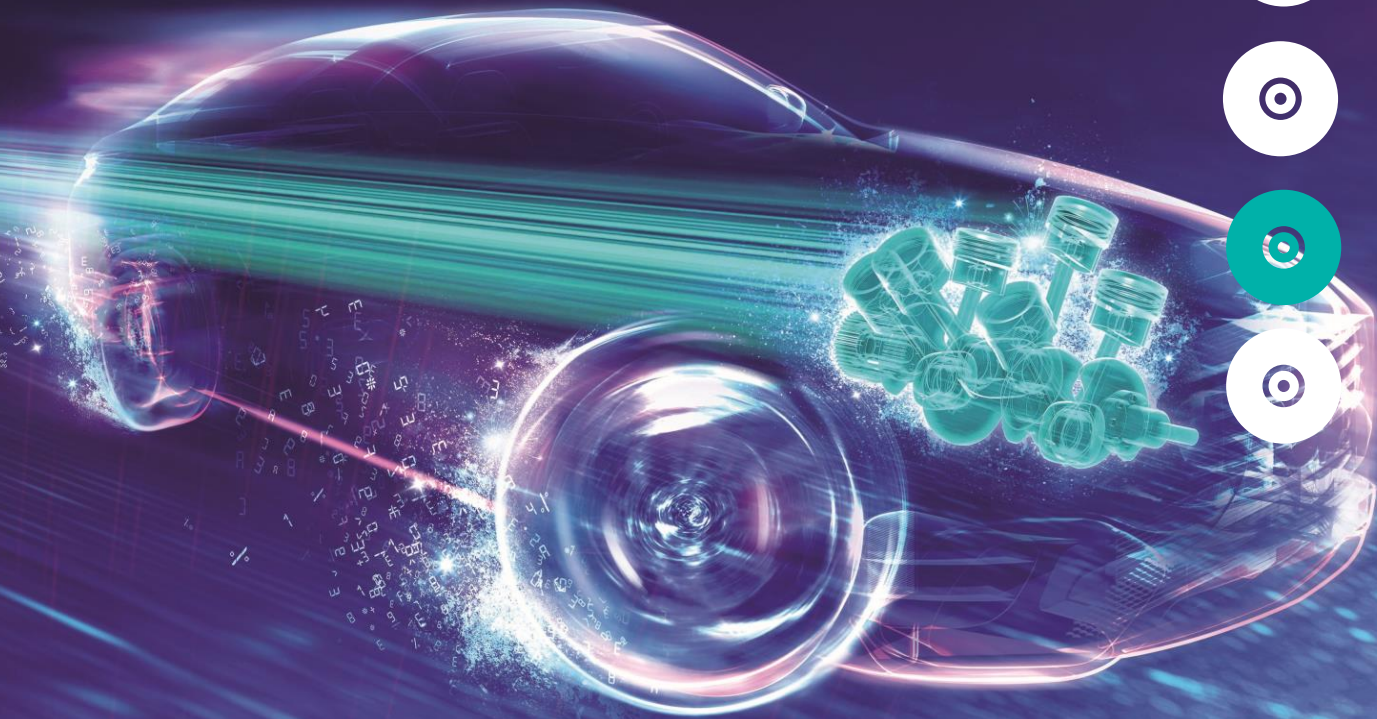


03

## Mesra Chill and Heal



# FUTURE PROOF

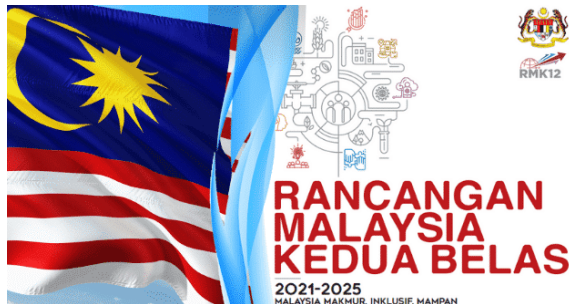


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# 2021/2022 Outlook



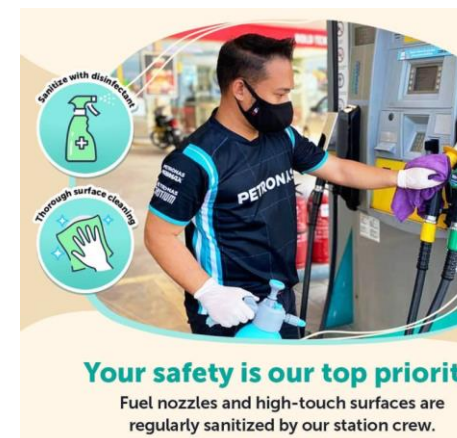
Opening of more economic sectors and lifting of travel ban could provide opportunity for PDB to capture more growth



RMK-12 charts the path of Malaysia economic growth post pandemic focusing on economic empowerment, environmental sustainability and social re-engineering

## Our Priorities

- Putting the health and safety of our people and customers first
- Strong focus on cash flow management and risk
- Committed to business strategies
- Continue our digital transformation





**Thank you**

