

Seeing things differently

## **ANNUAL REPORT**

For the period ended 31 December 2011

## Seeing things differently

A shift of the mind's eye is all it takes to achieve a wider perspective and limitless possibilities.

Therefore, PDB inculcates a culture of Seeing Things Differently at all levels and in all aspects of our organisation to set new standards in the industry by being agile, dynamic and innovative.



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In a marketplace where every company rushes to grab customers' attention, being different is essential to carve out our own unique space.

The **retail** business takes pride in being refreshingly different with our world-class product quality and value-added services.

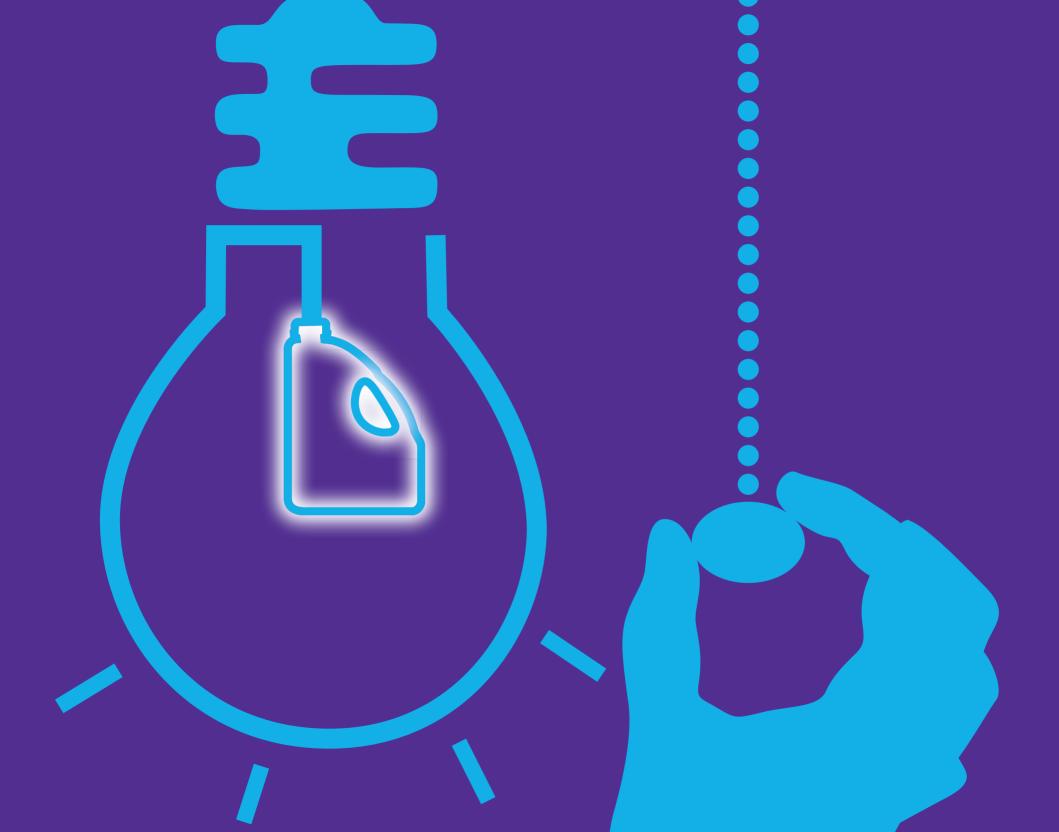
refreshingly

## reaching new heights

The benchmark for performance constantly ascends with time, market demand and business needs.

In line with this, the **commercial** business is constantly raising the bar in reaching for new heights as the leader in its industry.





# continuous innovation

An outstanding company understands the importance of reinvention by anticipating the changing needs of consumers over time.

Hence, the **lubricants** business sets itself apart in the lubricants marketplace through continuous innovation.

Leaders are always one step ahead to set and determine the path for the rest to follow.

True to this, the **LPG** business stays ahead of the game by being the dominant player and trendsetter of the industry.

ahead of the game

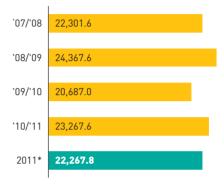


# performance highlights

Total annualised shareholders' return of 31.6% and 25.4% over 5 years and 10 years, respectively.

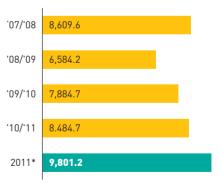
## Revenue

RM million



## Total assets

RM million



\* Based on nine-months financial period ended 31 December 2011 result

## Profit before taxation

RM million



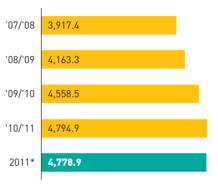
## Profit after taxation attributable to shareholders

RM million



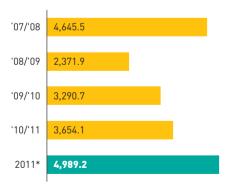
## **Equity attributable** to shareholders

RM million



## Total liabilities

RM million



## Earnings per ordinary share

sen

'07/'08	66.6
'08/'09	58.2
'09/'10	75.8
'10/'11	87.5
2011*	65.9

<sup>\*</sup> Based on nine-months financial period ended 31 December 2011 result

## business highlights

634 Kedai Mesra

Over 21 new stations along with Kedai Mesra were built and commenced operations during the year, bringing our Retail Business' market share to 31%.

PETRONAS Stations retail



LPG

Market leadership of

**55**%

Further solidifying Gas PETRONAS' leadership position as Malaysia's No.1 Cooking Gas.

> **Market** leadership of

The Commercial Business' market leadership is anchored on our extensive supply and delivery logistics of 30 terminals strategically located nationwide.

Overall volume growth of

The Lubricants Business' volume and revenue growth was contributed by aggressive marketing and wider distribution channels, clinching partnership deals with major automotive dealers such as Proton Edar, Chevrolet and Cycle & Carriage.

lubricants

letter to stakeholders



On behalf of the Board of Directors, it gives me great pleasure to present the Annual Report of PETRONAS Dagangan Berhad (PDB) for the period ended 31 December 2011. This is a significant year for us as we reflect on our successful journey over the last 30 years and look forward to the future with renewed enthusiasm. Importantly, we are now poised to achieve a monumental milestone, to grow PDB's presence beyond Malaysia, particularly in Southeast Asia which would clearly establish the company as a formidable player in the region.

## **Economic Landscape**

For the financial period under review, we have continued to grow our business and recorded a stellar performance despite the volatile global economic environment. Collectively, the downgrading of the US credit rating, coupled with the uncertainties in the US economy and the Eurozone debt crisis, has resulted in a weaker global economy. The situation remains a concern for us. In fact, the global economy only grew by 3.4% in the period under review as compared to the 5% recorded in 2010.

Closer to home, Malaysia's economic growth also edged lower to 5.1% due to the shrinking global economy and softening domestic demand. However, the initiatives under the Economic Transformation Programme supported by other Government economic stimulus packages are expected to help boost domestic demand and buffer against the challenges in the export segment.

We have continued to grow and build a competitive edge in all our four core businesses - Retail. Commercial, LPG and Lubricants

## **Financial Performance**

The Company registered a record revenue of RM22.267.8 million for the 9-month period ended 31 December 2011, a 31.9% increase from the corresponding period in the preceding vear. Profit before tax amounted to RM898.9 million. an increase of 0.6% from the previous year. This record performance represents PDB's commitment to grow volume and improve operational efficiency and cost optimization.

For our shareholders, the Board of Directors is recommending a special dividend of 35 sen per share. An interim dividend of 45 sen per share was declared in respect of the financial period ended 31 December 2011, bringing the total dividend for the financial year to 80 sen per share.

I am pleased to inform that over the period in review, the company moved towards declaring dividends on a quarterly basis, providing shareholders with a more consistent stream of dividend payments.

Meanwhile, the Company's share price continues to perform credibly, bringing the share price to RM18.94 as at 31 March 2012 an increase of 15% from 31 March 2011. The robust performance represents the market's confidence in the business and the Company's growth plans moving forward. Total annualised shareholder return over 5 years and 10 years stood at 31.66% and 25.41% respectively, as at 31 March 2012, a testimony of the long term value PDB brings to its shareholders.

## **Corporate Responsibility**

Since our inception. PDB realizes that it must embed corporate responsibility and commitment to stakeholders, in everything it undertakes. The corporate sustainability framework of PDB covers seven key areas namely shareholder value, product stewardship, societal needs, Health, Safety and Environment (HSE), natural resources use, climate change and biodiversity.

As a primary focus, our responsibility towards our shareholders remains to be our priority and besides consistently delivering good returns to shareholders, we have continued efforts to adopt stringent measures of good governance and value creation for shareholders. Moreover. we have also set a strong tone for good governance through the implementation of various governance practices and processes in line with Malaysia's corporate governance framework. The establishment of our own Internal Audit Department as well as the formation of our Remuneration and Nomination Committees in 2011 underpins our efforts towards strengthening good corporate governance.

On the HSE front, we have continued to establish and enforce HSE practices throughout the company. Besides trainings and workshops on HSE which have been carried out over the years, we have also introduced a Health Promotion Programme in 2011 to ensure that the people within the organization look at HSE from a holistic view. A significant HSE milestone this year includes the two million Safe Man Hours without Lost Time Injury (LTI) achieved at our LPG Terminal in Melaka. This is the best record in the 11-year history of the operations.

PDB continues to contribute its part as a responsible corporate citizen. Our record 12-year drive to promote Road Safety via our Coffee Break campaign remains a key commitment to Malaysians. In addition, we continue to contribute to the various community-based initiatives such as Sentuhan Harapan and Sentuhan Kasih.

On the people front, PDB is well aware that great companies are built by great people. We invest in our people because we want to develop talent and build strong relationships between the Company and the work force. Some of the key initiatives include our focus in Succession Management and Leadership Development programmes. Ultimately, we want PDB to grow hand-in-hand with its people and build meaningful partnerships.

I am pleased to report that PDB was recognized by many leading organisations including The Edge, Malaysian Business and the Chartered Institute of Management Accountants (CIMA) in 2011, particularly in the area of corporate governance and shareholder value. A noteworthy mention is the Best Performing Stock at the 2011 Billion Ringgit Club Awards by The Edge.

## Celebrating PDB's 30 Years Journey

From our humble beginnings back in 1982 with just a single station in Taman Tun Dr. Ismail and a skid tank, PDB has grown to become the largest marketer of petroleum products in the country. We have continued to grow and build a competitive edge in all our four core businesses - Retail, Commercial. LPG and Lubricants.

Today, our 973 PETRONAS Stations are located throughout Malaysia with 634 Kedai Mesra, 213 Mini Mesra Stores and 6 Hyper Stations, making us the largest petromart network in the country. Our formidable presence also includes a comprehensive supply and distribution network of 39 depots and storage terminals nationwide to cater for the large volume of products every day.

Let us be reminded that all these did not happen by chance. It is the vision and hard work of PDB's leaders and work force over the last 30 years that have made PDB a premium retailer in Malaysia. Our commitment to product and service innovation is what sets us apart to make us the Brand of 1st Choice.

As we reflect on our humble beginnings and celebrate PDB's 30th anniversary, we should take this opportunity to chart our direction for the next phase of growth. I believe it is imperative for PDB to have the foresight and courage to leap forward and pursue further aggressive growth plans and continuously invest in innovation and expand its businesses. We have very good people, products and services but our challenge is to enhance them in the eyes of our customers. Only through such courage to change and adapt can PDB invigorate and firmly entrench its leadership position.

## letter to stakeholders

## The Journey Ahead

While we recognize the challenges ahead for PDB, particularly the challenging global economic climate, we believe it is important for us to continue investing in the growth of the Company. We should capitalize on our strong financial position and move PDB into a new phase of growth in the year ahead.

While the domestic petroleum product market provides a strong foundation for our business, it is timely for the Company to spread its wings beyond the Malaysian shores, to continue PDB's growth momentum. The regional petroleum product market presents attractive growth opportunities. The demand from consumers and growth in population, especially in emerging markets, is expected to remain robust.

Allow me to share the Board's vision, for PDB to embark on a regional expansion strategy. As a step forward towards realizing this vision, PDB plans to acquire companies in the Philippines, Vietnam and Thailand as well as in Malaysia from PETRONAS. This will offer an opportunity for the Company to tap on its experience and leverage on it's strength and business capabilities to further develop and grow these businesses.

As we move into this brand new chapter, the Board of Directors seeks your continued support to see us through this new frontier for the Company. Your support since our listing in 1994 has been a key success factor for PDB and we believe that it's timely to establish the Company as a formidable player in the region as we celebrate our 30th anniversary.

## **Acknowledgement**

On behalf of the Board, I wish to extend the Board of Director's appreciation to YBhq Datuk Manharlal Ratilal, Puan Juniwati Binti Rahmat Hussin and YBhq Datuk Ainon Marziah Binti Wahi for their invaluable service to PDB and thank them for their commitment to the duties as members of the Board.

I would also like to take this opportunity to welcome Puan Nuraini Binti Ismail and Ms. Vimala V R Menon to the Board. Their addition to the Board is timely as we commence on this new growth chapter for PDB.

My sincere appreciation reaches out to all our shareholders and stakeholders for their relentless support and confidence during the year and not forgetting also to my colleagues in the Board, the Management team and the staff of PDB, all of whom have been instrumental in helping PDB record another strong performance this financial year.

As we venture out regionally, let us pay tribute to all the dedicated people who have helped build PDB over the last 30 years. It was their vision for the Company and diligent hard work that lay the foundation for PDB to embark on this new and exciting phase of growth.

The journey ahead will be very exciting and I look forward to your continued support.

Datuk Wan Zulkiflee Wan Ariffin

Chairman

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## our vision

## **Brand of 1st Choice**

## What does it mean?

"Brand of 1st Choice" drives the core essence of what PDB stands for in terms of quality, innovation, excellence and experience for petroleum products and services in Malaysia.

Given its range of products and services in the downstream oil and gas sector, and a strong delivery network, PDB aspires that Malaysians will continue to recognise, endorse and recommend PDB as their foremost preferred brand, today and in the years ahead.

## How we hope to achieve this

PDB offers a wide spectrum of high quality premium petroleum products and services, resulting from years of research and partnerships with the best in class, which has been developed to cater to the specific requirements of our customers.

More importantly, PDB has integrated this vision into all its processes, procedures and people to make this aspiration a reality, for each of its core business and across all levels of the Company.

Above all, PDB enjoys relentless support from its employees who embrace this vision and are committed to translate this into a reality for the customers. With aggressive plans for market penetration and renewed commitment towards customer service excellence, PDB has clearly set the platform for its next stage of growth.

Given its current market leadership in the retail sector, PDB is poised to challenge the market paradigm with innovative products and services to consistently remain the "Brand of 1st Choice".

## Shared

## Lovaltv

Loyal to nation and corporation

## Integrity

Honest and Upright

## **Professionalism**

Committed, innovative and proactive and always striving for excellence

## Cohesiveness

United in purpose and fellowship

## about PDB

Incorporated in Malaysia under the Companies Act 1965, on 5 August 1982, and listed on the Main Board of Bursa Malaysia on 8 March 1994, PETRONAS Dagangan Berhad (PDB), is the principal domestic marketing arm of Petroliam Nasional Berhad (PETRONAS) and Malaysia's leading retailer and marketer of downstream petroleum products.

Committed to a growth agenda, PDB strives to continuously provide superior products and services in all its four core businesses of Retail, Commercial, Liquefied Petroleum Gas (LPG) and Lubricants. The Company invests in research and development (R&D) to ensure that PDB continues to offer a wide range of internationally recognised high quality petroleum products including motor gasoline, aviation fuel, kerosene, diesel, fuel oil, LPG cylinders and asphalt.

Today, PDB is the market leader in the Commercial and LPG sectors, with strong fundamentals to retain and further solidify this position.

The Company's Retail Business has also built on its leadership position with an extensive network of 973 stations throughout Malaysia. It continues to grow through the opening of new retail stations, complemented by the broad expansion in products and services offered through the Kedai Mesra.

On the Lubricants Business front, PDB remains committed to accelerating growth through the introduction of innovative and niche products that are the result of dynamic international partnerships and vast experience in motorsports.

PDB has also widely extended its comprehensive nationwide logistics and distribution network over the years, comprising bulk and aviation depots, bunkering facilities as well as LPG bottling plants to ensure reliable supply of products at all times. Our enhanced fleet of road tankers completes the value chain for a seamless delivery of our products and services throughout Malaysia.

PDB's leadership position in the Malaysian petroleum products market provides a robust foundation for the Company to achieve its vision to become "Brand of 1st Choice" for petroleum products. As a company, PDB has proven to be exceptionally resilient and it will continue to commit to making the best of things to come. PDB will continue to build on this resilience and see PDB through to new heights of success.

Furthermore, the Company nurtures the core expertise of its 1,840 dedicated employees across the country, as part of its commitment as a responsible corporate citizen to play its part in Malaysia's nation-building and growth agenda.





## group structure

## **PETRONAS DAGANGAN BERHAD**

## **KUALA LUMPUR AVIATION FUELLING SYSTEM SDN BHD**

PDB: 65% Malaysia Airports (Properties) Sdn Bhd: 20% Malaysia Airlines System Berhad: 15%

Ownership & operation of aircraft refuelling system at KLIA

## **LUB DAGANGAN SDN BHD**

PDB: 100%

Marketing and distribution of lubricants

## Subsidiary

## PS PIPELINE SDN BHD

PDB: 50% Shell Malaysia Trading Sdn Bhd: 50%

Operation of Multi-Product Pipeline and Klang Valley Distribution Terminal (MPP-KVDT)

## PS TERMINAL SDN BHD

PDB: 50% Shell Timur Sdn Bhd: 50%

Operation of joint depot

& bottling plant

## **IOT MANAGEMENT SDN BHD**

PDB: 20% Shell Timur Sdn Bhd: 10% Senari Synergy Sdn Bhd: 70%

Operation of bulk & LPG terminal

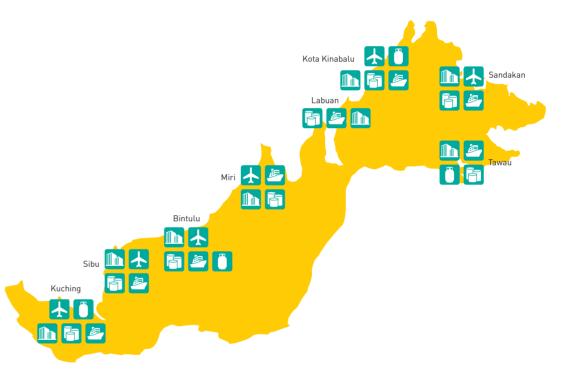
## **ASSAR CHEMICALS DUA SDN BHD**

PDB: 20% Shell Timur Sdn Bhd: 20% Senari Synergy Sdn Bhd: 60%

Ownership, operation and maintenance of Central Oil Distribution Terminal

## areas of operation





Joint Venture Depots and Facilities are:

- i. Multi Product Pipeline, Klang Valley Distribution Terminal Bulk Depot
- ii. Bintulu Bulk Depot
- Tawau Bottling Plant and Bulk Depot
- KLIA Aviation Fuel (KAF) Terminal
- Asean Supply Base JV for Bunkering Facilities
- vi. IOT Management Senari
- vii. Central Oil Distribution Terminal Tg Manis

- **Bottling Plant**
- **Aviation Depot**
- Fuel Terminal
- Office
- **Bunkering Facilities**
- Multi Product Pipeline





## corporate

## **Directors**

Datuk Wan Zulkiflee bin Wan Ariffin (Chairman)

Amir Hamzah bin Azizan

Dato' Chew Kong Seng

Dato' Dr. R. Thillainathan

Dato' Kamaruddin bin Mohd Jamal

Dato Mohammad Medan bin Abdullah

Vimala V R Menon

Nuraini binti Ismail

## **Board Audit Committee**

Dato' Chew Kong Seng (Chairman) Dato' Dr. R. Thillainathan

Dato' Kamaruddin bin Mohd Jamal

Vimala V R Menon

## **Remuneration Committee**

Dato' Kamaruddin bin Mohd Jamal (Chairman)

Dato' Dr. R. Thillainathan

Nuraini binti Ismail

## **Nomination Committee**

Dato' Dr. R. Thillainathan (Chairman) Dato' Kamaruddin bin Mohd Jamal Dato Mohammad Medan bin Abdullah

## **Company Secretaries**

Nur Ashikin binti Khalid Yeap Kok Leong

## Registrar

Symphony Share Registrars Sdn. Bhd. Level 6, Symphony House Pusat Dagangan Dana 1 Jalan PJU 1A/46 47301 Petaling Jaya Selangor, Malaysia Tel: (03) 7841 0000

Fax: (03) 7841 8151 / 7841 8152

## **Registered Address**

Tower 1 **PETRONAS Twin Towers** Kuala Lumpur City Centre 50088 Kuala Lumpur Tel: (03) 2051 5000

Fax: (03) 2026 5505

## **Business Address**

Level 30-33. Tower 1 **PETRONAS Twin Towers** Kuala Lumpur City Centre 50088 Kuala Lumpur Tel: (03) 2051 5000

Fax: (03) 2026 5505

## **Bankers**

CIMB Bank Berhad Malayan Banking Berhad

## **Stock Exchange Listing**

Main Market of Bursa Malaysia Securities Berhad

## **Auditors**

KPMG Desa Megat & Co.

## Website

www.mymesra.com.my

## **Customer Service Centre** (MESRALINK)

: 1-300-88-8181

e-mail: mesralink@petronas.com.my



Amir Hamzah bin Azizan

Dato' Chew Kong Seng

PDB leader5hip

Dato' Dr. R. Thillainathan

Dato' Kamaruddin bin Mohd Jamal

Dato Mohammad Medan bin Abdullah



Nur Ashikin binti Khalid (Company Secretary)

## profile of directors

Datuk Wan Zulkiflee bin Wan Ariffin, a Malaysian aged 51, is a Non-Independent Non-Executive Director and the Chairman of PETRONAS Dagangan Berhad.

He holds a Bachelor of Engineering Degree in Chemical Engineering from the University of Adelaide, South Australia. In 2000, he attended the INSEAD Senior Management Development Program and in 2004 he attended the Advanced Management Program at Harvard Business School, Harvard University. He was conferred the Honorary Fellowship by the Institution of Chemical Engineers, United Kingdom in November 2005.

He joined PETRONAS in 1983 as a Process Engineer involved in the development of several Gas Processing Plants. In the ensuing years he has held various positions within the PETRONAS Group including serving in the Office of the President as Executive Assistant to the President, General Manager, International Projects Management Division of OGP Technical Services and General Manager for the Strategy and Business Development Unit. He was the Managing Director and Chief Executive Officer of a public listed subsidiary, PETRONAS Gas Berhad from 2003 to 2007 and Vice President of Gas Business from April 2006 until April 2010.

Datuk Wan Zulkiflee is currently the Chief Operating Officer of PETRONAS and the Executive Vice President of Downstream Business. He is a member of the PETRONAS Board, the Executive Committee, Management Committee and serves on various Boards of several Joint Ventures and Subsidiary Companies in the PETRONAS Group. He holds the Chairmanship of another public listed subsidiary, PETRONAS Chemicals Group Berhad and is the Industry Advisor to the Engineering Faculty, Universiti Putra Malaysia.

He was appointed to the Board on 17 August 2010 and attended four (4) Board meetings during the financial period.

From Left:

Amir Hamzah bin Azizan Dato' Chew Kong Seng Datuk Wan Zulkiflee bin Wan Ariffin Amir Hamzah bin Azizan, a Malaysian aged 44, is the Managing Director and Chief Executive Officer of PETRONAS Dagangan Berhad. He is also the Vice President of Downstream Marketing of PETRONAS.

He holds a Bachelor of Science Degree in Management (majoring in Finance and Economics) from Syracuse University, New York. He had also attended the Stanford Executive Programme at Stanford University, U.S.A. and the Corporate Finance Evening Programme at the London Business School, United Kingdom.

He started his career within the Shell Group of Companies for 10 years, serving in various capacities including Head of Financial Services and Manager, Planning & Support at Sarawak Shell Berhad, Corporate Finance Executive at Shell Malaysia Limited, Marketing Credit Accountant at Shell Singapore Pte Ltd, Internal Auditor at Shell Eastern Petroleum Pte Ltd, and Senior Treasury Advisory at Shell International Ltd., London.

In the year 2000, Amir Hamzah joined MISC Berhad as the Group's General Manager, Corporate Planning Services. Subsequently in 2004, he was the Regional Business Director (Europe, Americas, Africa and FSU) of MISC Berhad in London, UK; before being appointed President/CEO, AET Tanker Holdings Sdn Bhd on 1 April 2005. He was promoted to become the President/Chief Executive Officer of MISC Berhad on 1 January 2009 and served until 14 June 2010.

He is a Board Member of MISC Berhad and also a Board Member of a number of companies within the PETRONAS Group including among them, Engen Limited, PETRONAS Lubricants International and PETRONAS Aviation Sdn. Bhd.

He was appointed to the Board on 15 June 2010 and attended four (4) Board meetings during the financial period.

Dato' Chew Kong Seng, a Malaysian aged 73, is an Independent Non-Executive Director and the Chairman of the Board Audit Committee for PETRONAS Dagangan Berhad.

He is a Fellow of the Institute of Chartered Accountants in England and Wales and a member of the Malaysian Institute of Certified Public Accountants and the Malaysian Institute of Accountants.

His career started off as a tax officer in the United Kingdom with the Inland Revenue Department and Stoy Hayward & Co. from 1964 to 1970. He returned to Malaysia to join Turquand Young & Co. (now known as Ernst & Young) and was subsequently transferred to Sarawak office in 1973, first as Manager-in-Charge and later as Partner-in-Charge. He served as the Managing Partner of Ernst & Young for six (6) years before he retired from professional practice in 1996. From May 1999 to June 2005, he was an executive director of Sarawak Enterprise Corporation Berhad.

His experience covers a wide variety of industries including those relating to banking and financial institutions, utilities, timber based, manufacturing, trading and advisory services to local and foreign investors. He is also an Independent Director and Audit Committee Chairman of five (5) public listed companies namely AEON Co. (M) Berhad, PBA Holdings Berhad, Encorp Berhad and GW Plastics Holdings Berhad. He is an Audit Committee member of GuocoLand Malaysia Berhad. He also acts as an Independent Director in other public limited companies.

He was appointed to the Board on 25 March 1994 and attended four (4) Board meetings during the financial period.

## profile of directors

Dato' Dr. R. Thillainathan, a Malaysian aged 67, is an Independent Non-Executive Director and the Chairman of the Nomination Committee for PETRONAS Dagangan Berhad.

He holds a Class 1 Honours in Bachelor of Arts (Economics), University of Malaya (1968) and obtained his Masters and PhD in Economics from the London School of Economics. He is also a Fellow of the Institute of Bankers. Malaysia.

He sits on the Boards of Bursa Malaysia Berhad, Genting Berhad, The Bank of Nova Scotia Berhad, Allianz General Insurance Company (Malaysia) Berhad, Allianz Life Insurance Malaysia Berhad, Allianz Malaysia Berhad and Asia Capital Reinsurance Malaysia Sdn Bhd. He is also a member of the Board of Trustees of Child Information, Learning and Development Centre as well as Yayasan MEA.

Dato' Dr. R. Thillainathan has extensive years of experience in finance and banking and is actively involved in numerous professional and national bodies. He is also the Past President of the Malaysian Economic Association.

He was appointed to the Board on 24 March 1994 and attended (4) Board meetings during the financial period.

Dato' Kamaruddin bin Mohd Jamal, a Malaysian aged 69, is an Independent Non-Executive Director and the Chairman of the Remuneration Committee for PETRONAS Dagangan Berhad.

He had attended the British Royal Military College of Science and British Command and Staff College. He holds an MBA from the School of Business Management of the Cranfield Institute of Technology, United Kingdom. He had also attended the Advance Management Program at the IMD, Lausanne, Switzerland.

He was commissioned into the Malaysian Army in 1962 and left the service in 1974 after he had served in various command and staff positions for twelve (12) years. He then joined Esso Production Malaysia Inc. in 1975 and held various management positions in both upstream and downstream sectors. He was an Assistant to the Chairman for two (2) years before he was appointed as HR Director for the Esso Companies in Malaysia on 1 January 1987. He remained in this position until he elected to retire in December 2001.

He was appointed to the Board on 1 March 2002 and attended four (4) Board meetings during the financial period.

Vimala V R Menon, a Malaysian aged 57, is an Independent Non-Executive Director

She is a Chartered Accountant, an Associate Member of the Institute of Chartered Accountants in England and Wales and is also a member of the Malaysian Institute of Accountants.

She is qualified as a Chartered Accountant in 1981 and began her career at Deloitte KassimChan in 1982. In 1984, she joined Edaran Otomobil Nasional Berhad ("EON Berhad") and served as the Executive Director of Finance and Corporate Services of EON Berhad until 2007. She was subsequently appointed to Proton Holdings Berhad as the Director of Finance and Corporate Services from 2008 to 2009. She served on the Boards of EON Berhad from 1990 to 2006 and EON Bank Berhad from 1994 to 2004. She was also a member of the Boards of Jardine Cycle & Carriage Limited from 1994 to 2003 and PT Astra International Tbk, Indonesia from 2000 to 2003.

Currently, she is an Independent Non-Executive Director, Chairman of Board Audit Committee and member of the Nomination & Remuneration Committee of PETRONAS Chemicals Group Berhad. She is a Director and Audit Committee Chairman of Cycle & Carriage Bintang Berhad and is a Board member of two (2) other non listed companies.

She was appointed to the Board on 18 November 2011 and attended two (2) Board meetings during the financial period.

From Left:

Vimala V R Menon Dato' Kamaruddin bin Mohd Jamal Dato' Dr. R. Thillainathan





From Left: Nuraini binti Ismail **Dato Mohammad Medan** bin Abdullah

Dato Mohammad Medan bin Abdullah, a Malaysian aged 53, is a Non-Independent Non-Executive Director.

He holds a Bachelor of Laws from the University of Malaya. He joined PETRONAS in 1982 and is currently the Senior General Manager of Group Corporate Affairs Division.

Prior to assuming this role, he has held various senior positions in PETRONAS such as the Managing Director/Chief Executive Director of Malaysia LNG Sdn Bhd and Executive Assistant to the President / Chief Executive Officer of PETRONAS. He is a Non-Independent Non-Executive Director of two (2) other public listed companies namely PETRONAS Gas Berhad and Bintulu Port Holdings Berhad. He is also a Board member and/or the Chairman of other companies within the PETRONAS Group.

He was appointed to the Board on 17 August 2010 and attended four (4) Board meetings during the financial period.

Nuraini binti Ismail, a Malaysian aged 49, is a Non-Independent Non-Executive Director.

She is a Fellow member of the Association of Certified Chartered Accountants (ACCA) U.K.

She joined PETRONAS in 1992 and is currently the Vice-President of Treasury, PETRONAS. Prior to assuming this role, she has held various senior positions in PETRONAS Group including Senior General Manager, Group Treasury of PETRONAS, General Manager, Finance & Accounts Services and General Manager, Commercial Services of Malaysian International Trading Corporation Sdn Bhd.

Her working experience includes in the areas of treasury, audit, tax, corporate finance, corporate planning, methods and systems, financial and management accounting, group budget, group consolidation, trade finance, credit control, loans rehabilitation, financial analyst, bank operations, logistics and operations.

Prior to PETRONAS, Nuraini had served in various organizations including Bank Bumiputra Malaysia Berhad, Bumiputra Merchant Bankers and Mayban Finance Berhad.

She is also a Board member and/or committee member of several companies within the PETRONAS Group.

She was appointed to the Board on 18 November 2011 and attended two (2) Board meetings during the financial period.

None of the Directors has:

Any family relationship with any Director and/or major shareholder. Any conflict of interest with PETRONAS Dagangan Berhad. Any conviction for offences within the past ten (10) years other than traffic offences.

## the winning team



#### Amir Hamzah Azizan

Managing Director / Chief Executive Officer

Amir Hamzah Azizan, a Malaysian aged 44, holds a BSc Degree in Management from Syracuse University, New York. He also attended the Stanford Executive Programme at Stanford University, and the Corporate Finance Evening Programme at the London Business School.

He started his career within the Shell Group of Companies for 10 years, before joining MISC Berhad in 2000 as the General Manager of Corporate Planning Services. In 2004, he moved to London as Regional Business Director and was subsequently appointed as President / CEO of AET Tanker Holdings Sdn Bhd in 2005.

In January 2009, Amir Hamzah was promoted to be President/ CEO of MISC Berhad and served until June 2010 before being appointed as the MD / CEO of PETRONAS Dagangan Berhad. He is also the Vice President of Downstream Marketing, PETRONAS.



#### Aminul Rashid Mohd. Zamzam

Chief Operating Officer

Aminul Rashid Mohd. Zamzam, aged 46, graduated with a Bachelor of Science in Civil Engineering from the University of Missouri-Columbia, USA. He joined PETRONAS in 1987 as a Civil Engineer and served with PETRONAS Gas Berhad for 13 years. Aminul was heavily involved in the development of the Gas Processing Plant (GPP) and Peninsular Gas Utilisation (PGU) Loop 1 and Loop 2 projects.

He has held various positions across the PETRONAS Group including, Manager of HR Planning Corporate Department, Senior Manager of Change Management Unit in Corporate Planning and Development Division and General Manager of Leadership and Capability Development of the Human Resource Division. His last position prior to joining PDB was the CEO of PICL(Egypt) Corp Ltd. He joined PETRONAS Dagangan Berhad in March 2012 as the Chief Operating Officer of PDB.

#### Rozaini Mohd. Sani

Chief Financial Officer

Rozaini Mohd. Sani, a Malaysian aged 38, graduated with a Bachelor in Commerce (Accounting & Finance) from the University of New South Wales, Australia and is a Member of the Institute of Chartered Accountants in Australia.

He joined PETRONAS in 2001 and was attached to PETRONAS Group Internal Audit Division before moving to undertake Business Development roles within the Gas Business of PETRONAS. He was then involved in senior managerial roles in Marketing & Trading of Liquefied Natural Gas (LNG) in a subsidiary of PETRONAS, followed by a Senior Manager position at PETRONAS Corporate Strategic Planning Division before joining PETRONAS Dagangan Berhad in November 2010 as Chief Financial Officer.

#### Akbar Md Thayoob

Senior General Manager, Retail Business Division

Akbar Md Thayoob, a Malaysian aged 48, graduated with a Bachelor of Science in Civil Engineering from the University of West Virginia, United States of America. He joined PETRONAS in 1987 and started his journey as a Project Engineer for the Peninsular Gas Utilization Project team and was later assigned several projects under the Gas Business Unit of PETRONAS which includes being responsible for the Lateral Gas Pipeline System for the country.

He was appointed as the Deputy General Director of Phu My Plastics & Chemicals Co. Ltd. (PMPC) in charge of the running of the PVC Plant before assuming the role of General Director/CEO of PMPC in July 2004. After the stint in overseas operations, he was appointed the position of CEO of Petlin (M) Sdn Bhd in 2008, a joint venture between PETRONAS and Sasol of South Africa. He assumed the role of the Head of the EVP Downstream Business Office before joining PETRONAS Dagangan Berhad in February 2012 as Senior General Manager of Retail Business Division.

#### the winning team



#### Mahmad Zahri Mahzan

General Manager, Commercial Business Division

Mahmad Zahri Mahzan, a Malaysian aged 48, graduated with a Bachelor of Science in Computer Science from Australian National University, Australia. He joined PETRONAS in 1993 as an Information Technology Executive in PETRONAS Trading Corporation Sdn Bhd (PETCO).

He has 18 years of experience and has held various positions within and across the PETRONAS Group including, Business Development with MITCO Japan Sdn Bhd, Sales and Operations Audit with ENGEN, Human Resource Management with PETRONAS, LNG Trading and Marketing with Malaysia LNG Sdn. Bhd and was the Chief Executive Officer of PETRONAS Chemicals Marketing Sdn. Bhd. His last position prior to joining PDB was the Head of Fertilisers and Methanol Business Division. He joined PETRONAS Dagangan Berhad in January 2012 as General Manager of the Commercial Business Division.

#### Mohd Shobri Abu Bakar

General Manager, Lubricants Business Division

Mohd Shobri Abu Bakar, a Malaysian aged 51, graduated with a Bachelor in Mechanical Engineering from Universiti Teknologi Malaysia.

He joined PETRONAS in 1982 and served with the Supply and Distribution Division for 23 years, holding various management positions covering project management, maintenance, logistic planning and operations before being promoted as the General Manager in 2005. He then continued his services with PETRONAS as the General Manager for the Lubricant Unit of the Holding Company until 2007, overseeing its lubricant business expansion and is currently the General Manager of the Lubricants Business Division.



#### **Zubair Abdul Razak**

General Manager, LPG Business Division

Zubair Abdul Razak, a Malaysian aged 47, graduated with a Bachelor (Sc) in Mechanical Engineering from the University of Southwestern Louisiana, USA in 1986.

He joined PETRONAS in 1987 and first served as a Project Engineer in PETRONAS Refining and Marketing Division. He later served PETRONAS Penapisan Melaka Sdn Bhd from 1989 to 2001, holding various positions within the company. Zubair then joined PETRONAS Dagangan Berhad in 2001 as Manager and subsequently Senior Manager in the Engineering Department, Supply and Distribution Division. He assumed the position of General Manager of the LPG Business Division in February 2009.

#### Ungku Haslina Ungku Mohamed Tahir

General Manager, Supply and Distribution Division

Ungku Haslina Ungku Mohamed Tahir, a Malaysian aged 47, graduated with a Bachelor (Sc) in Mechanical Engineering from Ohio University and holds a Masters in Engineering (Mechanical) from Universiti Teknologi Malaysia.

She joined PETRONAS in 1987 and started her journey as a Mechanical Engineer within the PETRONAS Group. She later joined PETRONAS Group Human Resource Division, where she served from 2001 to 2008. Ungku Haslina joined PETRONAS Dagangan Berhad in July 2008 as General Manager of the Human Resource Division, and assumed her current position as General Manager of Supply & Distribution Division in June 2010.

#### Nur Azmin Abu Bakar

General Manager, Corporate Services Division

Nur Azmin Abu Bakar, a Malaysian aged 49, graduated with a Bachelor in Business Administration from Indiana State University and holds an MBA from Drake University, USA. He is a Certified Professional Risk Manager (CPRM), a Fellow in Applied Risk Manager (FARM) and is a Certified Professional Coach (CPC).

He joined PETRONAS in 1992 and held various management positions in PETRONAS Corporate Planning and Development Division, responsible for strategizing and implementing Enterprise Risk Management within the Group. He joined PETRONAS Dagangan Berhad in 2009 as General Manager of the Corporate Services Division

#### the winning team



#### Hamidah Alias

General Manager, Human Resource Management Division

Hamidah Alias, a Malaysian aged 54, graduated with a Bachelor (Sc) in Estate Management from South Bank University and also holds an MBA from the University of Lancaster, United Kingdom.

She joined PETRONAS in 1983 and has accumulated through various postings, over 20 years of progressive human resource management and leadership experience within the PETRONAS Group. She was responsible for setting up the Leadership Faculty for PERMATA Training Sdn Bhd in 2002. In 2010, Hamidah joined PETRONAS Dagangan Berhad as the General Manager of the Human Resource Management Division.

#### Ahmad Kushaini Ramli

Senior Manager, Strategic Planning Department

Ahmad Kushaini Ramli, a Malaysian aged 44, graduated with a Bachelor in Economics from Marquette University, USA.

He joined PETRONAS in 1992 and served with the PETRONAS Corporate Planning and Development Department for 13 years in various positions, before he was seconded to the National Economic Action Council (NEAC), focusing on government initiatives to enhance and transform the national economy. In 2008, he rejoined PETRONAS Corporate Planning & Development Department and served for two more years before joining PETRONAS Dagangan Berhad in 2010 as Senior Manager of the Strategic Planning Department.

#### Mohd Azlan Abas

Senior Manager, Operation and Performance Improvement Department

Mohd Azlan Abas, a Malaysian aged 40, graduated with a Bachelor (Sc) in Mechanical Engineering from Western Michigan University and holds a MBA from Universiti Kebangsaan Malaysia (UKM).

He is professionally certified in several areas such as Mechanical Engineering, Project Management, ISO9000, Kaizen and Six Sigma. Azlan worked in commercial and technical areas of several renowned companies such as Proton Berhad, Bechtel Corporation, 3M Co. (M) Sdn Bhd, General Electric International and Ambank Berhad, before joining PETRONAS Dagangan Berhad as Senior Manager of the Operation and Performance Improvement Department in November 2010.



#### **Nur Ashikin Khalid**

Senior Legal Counsel/Company Secretary, Legal & Secretariat Department

Nur Ashikin Khalid, a Malaysian aged 40, holds a Bachelor of Laws (Hons) degree as well as a Master of Laws in Legal Aspects of Marine Affairs from the University of Wales, Cardiff.

She joined PETRONAS in 1996 as a Legal Officer for PETRONAS Maritime Services Sdn Bhd. She then held positions in PETRONAS Gas Berhad as well as in Corporate Services & Technology, Legal Services Unit, PETRONAS before her secondment as a Senior Legal Counsel to the East Coast Economic Region Development Council in 2008. She was the Senior Legal Counsel for the MLNG Group of Companies before joining PETRONAS Dagangan Berhad in January 2011.

#### Ahmad Mohd, Tahir

Senior Manager, Health, Safety and Environment Department

Ahmad Mohd. Tahir, a Malaysian aged 45, graduated with a Bachelor of Engineering in Mechanical Engineering (Hons) from Wollongong University Australia. He is professionally certified in HSE Practices and Management from the National Examination Board in Occupational Safety and Health (NEBOSH) in UK.

He joined PETRONAS in 1991 and first served as a Quality Assurance Engineer in PETRONAS Carigali Sdn Bhd. He then held various positions within the company for 20 years mainly responsible in HSE practices of both the Operations and Management. He was the Senior Manager for Group HSE Capability Development for 2 years before joining PETRONAS Dagangan Berhad in October 2011 as the Senior Manager of the Health, Safety and Environment Department.



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performance review



Over the years, PDB has soured from strengthcompetitive downstream petroleum retail industry.

#### Dear Shareholders.

#### 2011: Steering Success

As PDB celebrates its 30th anniversary in 2012, it is with great pride that we look back at the three decades of growth for us as a Company. Over the years, PDB has soared from strengthto-strength in each of its core businesses, culminating in an impressive financial performance and enviable market leadership in the highly competitive downstream petroleum retail industry.

Keeping pace with this growth agenda, I am glad to report that in the period ended 2011, PDB registered a robust business growth and financial performance. Backed by this success, we are confident to take up new challenges to grow our business further - both in terms of our reach and the depth of our products and services. This is indeed a befitting position to be in as we usher in the Company's 30th anniversary in 2012. We are certainly more resilient to embrace newer challenges as we steer PDB to the next phase of growth.

Allow me to bring to light some of the salient features of the period under review.

As you are aware, the period ended 2011 was a short period of nine months as the Company adjusted to the new financial year ending 31 December 2011. However, this has not in any way deterred us from reaching our targets. I am pleased to note that for the period under review, PDB has clearly demonstrated its drive to deliver strong growth and profitability.

#### MD/CEO's statement

Over the nine-month period ended 31 December 2011, the Company recorded RM22.267.8 million in revenue. an increase of 31.9 % from the RM16.885 million recorded in the corresponding period last year. Backed by this strong growth, the profit before tax (PBT) increased by 0.6 % to RM898.9 million for the same period, as compared to RM893.4 million in the corresponding period last year.

Encouraged by this consistent growth, I am glad to inform that our total equity attributable to shareholders of the Company for the year under review increased to RM4,778.9 million as at 31 December 2011, an increase of 4.6% from RM4,566.5 million a year ago.

As one of the best performing stocks in Malaysia, we are proud to have registered an increase in earnings per share of 1.4 sen to 65.9 sen compared to 64.5 sen from the preceding period.

As we have consistently demonstrated over the years, PDB has generated strong shareholder value in the form of dividend yield. We believe in sustaining attractive returns to reward our loyal shareholders, and this has been demonstrated through the record dividend pay-out in this period. To provide a more consistent basis of sharing our success with our shareholders, the company moved towards declaring dividends on a quarterly basis over the period in review.

As a result of PDB's strong financial performance, a total Interim Dividend of 30 sen per ordinary share less tax at 25% was paid in September and December 2011 amounting to a total of RM223.5 million. Over and above this, an Interim Dividend of 15 sen per ordinary share less tax at 25% amounting to RM111.7 million has been declared and paid on 27 March 2012.

A Special Dividend of 35 sen per ordinary share less tax at 25% amounting to RM260.7 million is being recommended by our Board of Directors, pending shareholders' approval during the Annual General Meeting. This represents a total payout of RM596.05 million or 91% of the company's profit after tax of RM653.02 million for the period in review.

At this point, I wish to highlight that given the stellar financial results, robust performance of PDB's share price and the consistently strong dividend payout over the last three years, PDB was inducted into the prestigious "The Edge Billion Ringgit Club" and was also accorded as the "Best Performing Stock" in Malaysia (for companies with a market capitalization in excess of RM10 billion).

Allow me to share with you further details on our four core businesses:

The Retail business saw the timely introduction of the Formula 1 technology inspired innovation with the unveiling of the PETRONAS PRIMAX 95 XTRA on 9 April 2011. This product has proven to be a preferred product with customers, as average daily sales volume jumped up by 5%. Owing to this, we now enjoy a major bite of the pie at 31% of the market share in Malaysia.

We also continued to grow our network of PETRONAS Stations from 949 on 31 March 2011 to 973 as at 31 March 2012. With this, the number of Kedai Mesra across the country also increased from 611 to 634 during the same period.

On the Commercial business front, we had a particularly good year, bringing in high volume sales across all our products and captured a 59% market share in this segment. During the period under review, I must specifically mention that we registered particularly good results for Bitumen, Aviation, Fuel Oil and Diesel, which boost our market share further.

We are on the lookout for opportunities to scale higher and capitalise on the new development projects, particularly within the economic corridors.

With respect to the LPG business, we have pushed the boundaries of our market share to 55% this year, further solidifying Gas PETRONAS' leadership position as Malaysia's No.1 Cooking Gas.

Meanwhile, the Lubricant business continued to grow at the rate of about 7% year on year to reach a sizeable 24% share in a market inundated by numerous brands, each clamouring for the customers' attention. This accomplishment has been backed by our loyal customers in both the Original Equipment Manufacturers (OEM) and the highstreet sector. All through the year, PDB continued to forge strategic partnerships with key industry players to further solidify our market position.

We are now confident that the progress made in each of our core businesses in 2011 will certainly serve as an impetus to power PDB's future growth and profitability.

After all, "success breeds success" and we are eager to make that a resounding reality in 2012.

#### 2012 : Scaling New Heights

Riding on the back of a strong 2011, I am confident we will continue to push the limits and set new benchmarks for PDB. With renewed enthusiasm, we are committed to deliver innovation, growth and profitability in all four business divisions in 2012.

For the Retail business, we are critically reviewing our existing network of 973 PETRONAS Stations to ensure we obtain maximum returns from each of it. For some of our existing stations in less than ideal locations, we will review all other aspects of operations to optimise them in the savviest manner possible. We are also looking at developing our existing resources and will be converting land banks located in strategic locations into revenue generators.

From all these measures, I am confident that PDB will surge past the 1,000 PETRONAS Stations milestone in the year ahead.

Another step forward for PDB in the year ahead is to leverage on the encouraging response to the car spas which was initially introduced to test the waters in 2011. Encouraged by the response to initial car spas, we will be introducing more car spas with good facilities and professional technicians to provide total service and convenience to our customers. We will also make our mark in the car care solutions segment with the introduction of our new range of car care solutions. This is part of our strategy to bring unique experiences to our valued customers and make PETRONAS their "Brand of 1st Choice".

We believe in sustaining attractive returns to reward our loyal shareholders, and this has been demonstrated through the record dividend pay-out in this period.

#### MD/CEO's statement

Now our challenge is to lead the transformation of PDB - to move the entire organisation along with its people into a new phase of growth.

On our Commercial business, while we continue to remain the market leader, we cannot afford to be complacent. Given the aggressive market conditions, it is important for us to further sharpen our competitive edge to retain existing industrial customers and secure new ones into our fold.

For 2012, our core focus will continue to remain in the aviation fuel sector. We will also explore channels to widen our services geographically to bring better value to all our aviation customers. In addition to offering fuel, we will sharpen our technical capabilities to become a value-added solution provider.

On the LPG business front, our main strength has been service differentiation. In 2012, we aim to step up the game in terms of customer service and convenience. The launch of a one-point call centre enables customers to call a hotline number to place their order for the cylinder and have it delivered to them within an hour. This "first in the market" initiative is our commitment to bring convenience right to the doorstep of our valued customers.

We will also be specifically making inroads in strategic growth locations, such as the southern region of Peninsular Malaysia as well as in Sabah and Sarawak through expansion of our distribution network.

As for the Lubricants business, we are expecting the competition to toughen further and are excited to take on the challenge. We will ensure closer alignment to the PETRONAS Group's global marketing strategy for lubricants and rollout an aggressive plan to achieve market leadership in Malaysia.

On the ground, we will continue to widen our sales network through the highstreet sector by adopting innovative strategies to build loyalty and long-term partnerships.

PDB will continue to focus on delivering quality products and services across all our four core businesses to provide "value for money" to our wide segment of customers. We are also determined to embrace "customer first" policies and practices to retain and build loyalty amongst our valued customers.

#### Moving Forward: Spreading Our Wings

Since our inception in 1982, PDB has grown by leaps and bounds to become the "Brand of 1st Choice" in Malaysia. We now have a formidable presence in the domestic petroleum products market - a position that has been built on strong fundamentals over the years. We are clearly proud of PDB's 30 years of progress and accomplishment. Now our challenge is to lead the transformation of PDB – to move the entire organisation along with its people into a new phase of growth.

As PDB pursues market leadership in all our core businesses, we will progressively reach our optimum market position, and hence topping out, domestically. However, we strongly believe, that every challenge brings with it opportunities that are waiting to be revealed. To continue to bring solid returns to our shareholders, PDB has taken a bold step forward in 2012 to pursue a new phase of growth by spreading our wings beyond the borders of Malaysia.

Here I would like to share with you what we have planned for our regional expansion in 2012.

For our first phase of growth, we are keen on tapping into South East Asia (SEA), as markets in this region are expected to remain robust on the back of strong economic and population growth. We will be leveraging on PETRONAS' existing presence in Vietnam, the Philippines, and Thailand by acquiring companies in these markets and one aviation company domestically. These companies are existing marketing companies operating in the same businesses as PDB.

Following the upward trend in SEA, each of these three countries currently boasts of markets with promising growth potential. The LPG market in the Philippines and Vietnam combined is three times the demand in Malaysia while lubricants market in the Philippines, Vietnam and Thailand combined is eight times that in Malaysia. This opportunity will certainly allow PDB to tap into the region's growing petroleum products and consumer markets.

Moving forward, upon the successful acquisition of the companies, PDB is committed to nurture and build these companies in the preliminary years to deliver tangible results. Backed by our technical expertise and the local talents in these markets, we are optimistic that we will be entering these new markets with visible advantages that will attract and grow our overseas customer base steadily.

Moreover, our confidence to venture into new territories is also reinforced by the fact that our sound and prudent management of our resources over the years has put us in a much stronger footing and this will enable the company to make its mark regionally.

However, as with any acquisition, it will take time to mature the asset base and achieve scale in these new markets before we can realise the full benefits from these acquisitions.

This is where patience and fortitude will play a defining role.

We have to adopt a more comprehensive mid to long-term outlook on these acquisitions. Only then will we be able to realise its full potential and generate higher value to PDB's businesses. This would directly translate to higher shareholder returns - something that has been, and will always remain, a key focus and commitment of PDB.

#### MD/CEO's statement

#### Regulatory Compliance: Corporate Governance

I wish to reiterate that PDB operates within the sphere of Malaysia's corporate governance framework, which outlines stringent measures and processes in relation to sound corporate governance practice. In strengthening this practice, we have established our own Internal Audit Department as well as the Board Remuneration and Nomination Committees in 2011.

As sound corporate governance is an integral part of PDB's culture and how it conducts its business, moving forward, PDB is committed to evolve to adopt and implement best practices as delineated in the Malaysian Code on Corporate Governance (Revised 2007) as well as the Corporate Governance Blueprint 2011. We will put in place policies and procedures to transition seamlessly to the principles and recommendations in the new code.

PDB also maintains timely and transparent communication with the investment community through on going engagements with analysts and fund managers via the quarterly Analyst Briefing Sessions.

#### Closing: Appreciation

As PDB turns 30, we eagerly look forward to exciting times ahead as the Company transforms into a multi-national corporation in the year ahead. We stand on the shoulders of giants who have been instrumental in bringing PDB to the enviable position it now commands, through uncanny foresight and sheer hard work.

Here I would like to express my heartfelt gratitude to all those who have shaped PDB's success over the last three decades.

At this point, I also wish to convey my deepest appreciation to our valued customers who have supported us relentlessly all through these years and set us apart as the "Brand of 1st Choice".

I also wish to convey my utmost gratitude to the PDB family including members of the Management Committee, our valued business partners and shareholders for their steadfast trust and support. Most importantly, I wish to thank all our staff, the core of the PDB family - without commitment and hard work from PDB's dedicated workforce, the Company will not be able to achieve its business goals.

I recognise the vital role played by the Board in the stewardship of its direction and ultimately the enhancement of long-term shareholders value. As such, I would like to thank our Board for their valuable guidance and support.

We have 30 years of success. We have the vision. We have the expertise. We just have to surge forward and take the leap towards greater success.

So, with excitement from previous years' success and renewed enthusiasm for the year ahead, we are now geared up to face any challenge as we embark on our next phase of growth to take PDB's success beyond the Malaysian shores.

Enjoy the journey with us as we spread our wings to seize new frontiers.

Amir Hamzah bin Azizan

Managing Director/Chief Executive Officer

- Retail
- Commercial
- LPG
- Lubricants

# business review





### husiness review retail

PDB is committed to go All The Way to deliver innovative products and value added services to enrich customer experience.

#### **OPERATIONS**

#### a. Overview

The Retail Business Division comprises of sales of petroleum fuel products, offering services and conveniences to end consumers through PDB's network of 973 PETRONAS Stations and 634 Kedai Mesra nationwide.

The Retail Business Division is also responsible for promoting the PETRONAS Mesra Loyalty Programme (Mesra Card) and the SmartPay Fleet Card.

One of the milestones of the Retail Business Division in PE2011 was the unveiling of the Formula 1-technology inspired PETRONAS PRIMAX 95 XTRA on 9 April 2011. This innovative product has since been proven to offer increased acceleration and greater kilometre per litre at the same cost of the regulated RON95, combining performance and savings into one single product.

#### b. Financial Performance

Retail Business Division posted a revenue of RM8.654.4 million for the period ended 31 December 2011, an increase of 12.6% over its 2010 performance. This impressive performance was driven by the higher retail pump prices coupled with strong increase in sales volume of 8.4% from the same period last year. Moreover, the 21.4% increase in diesel sales as compared to the previous year also contributed back to the total revenue increase.

In PE2011, the non-fuel income increased 4.9% from last year, contributing almost 7% to the Retail business' total margin and positioning the Kedai Mesra and other complementary business as increasingly significant contributors to the Retail Business.

Despite the challenging market environment and volatile crude prices in PE2011, the Retail business maintained a market share of 31% and has contributed more than 50% to PDB's margin and over 45% to the Company's net profit.



#### e. Complementary Business

This significant network of Kedai Mesra is further complemented with various offerings available under one roof, ranging from food-to-go items and car accessories to various partner facilities that include quick-serve restaurants (QSR), banking facilities and courier services. To date, PDB has 19 guick-serve restaurant partners with 74 outlets and 12 other partners offering various conveniences that cater to the diverse needs of our customers.

In PE2011, the Company achieved other milestones with the opening of its first McDonald's Drive-Thru Restaurant in Sarawak at PETRONAS Station Bulan Sabit, Miri on 23 November 2011.

Other significant milestone for PDB was the official launch of its first car spa at the PETRONAS Station at Jalan Masai, Johor Bahru on 28 October 2011. The car spa offers customers an auto-detailing experience of international standards, convenience and reliability of having their vehicles attended to by professionallytrained personnel, right at the PETRONAS Stations. This milestone is the Company's efforts beyond fuel and lubricants. During the period under review, the Retail business has also opened another 5 additional car spas focusing in the Klang Valley area.

In October 2011. PDB also collaborated with an established furniture retailer at PETRONAS Station Jalan Kolam Ayer Lama, Kuala Lumpur, to offer a wide range of furniture for home and office needs.

#### f. Cards Business

To ensure better convenience and reliable customer experience at the PETRONAS Stations, the Company has equipped over 951 of its stations with an Electronic Payment System (EPS) to enable Pay-at-Pump transactions. Moreover, 940 of the stations are equipped with the Company's fleetcard or SmartPay Card Top-Up facilities.

In March 2011, the Company launched its PETRONAS Mesra Loyalty Programme (PMLP) In-Store Redemption at ten selected PETRONAS Stations in the Klang Valley and PETRONAS Cards Centre in Kuala Lumpur City Centre. This initiative was an extended offering to Mesra card members and part of the Company's on-going effort to continuously reward its members.

The Company also organised the PETRONAS XTRAVAGANZA campaign for two months starting from 1 December 2011. This contest was open to all MasterCard credit and debit cardholders (issued in Malaysia), with one iPhone 4S to be won every day.

For PETRONAS SmartPay, the Company has been engaging with potential and current customers through various programmes such as product showcases, fraud mitigation sessions, festive celebrations, sporting and leisure activities.

A total of 21 new stations commenced operation, bringing the total number of PETRONAS Stations to 973 stations as at 31 March 2012.



#### **Key Initiatives**

#### **PETRONAS PRIMAX 95 XTRA**

Retail business embarked on various initiatives and promotions in sustaining sales and educating customers on the benefits of the newly launched PETRONAS PRIMAX 95 XTRA, including:

- Experience to Believe (between 27 March and 1 April 2011)
- Discover PETRONAS PRIMAX 95 XTRA (15 April 2011)
- Savings All The Way: PETRONAS PRIMAX 95 XTRA Convoys (14 May -11 June 2011 at regions)
- The PETRONAS PRIMAX 95 XTRA Virtual Race (on PetronasBrands Facebook Fanpage from 3 – 30 May 2011)
- PETRONAS PRIMAX 95 XTRA Fuel Up Promo (7 8 May 2011)
- Travel Safe & Save With PETRONAS PRIMAX 95 XTRA (July September 2011)
- PETRONAS PRIMAX 95 XTRA Challenge regional [1 October 18 December 2011]
- PETRONAS PRIMAX 95 XTRA Cycling Convoy (16 – 24 December 2011)



#### Mobile Fuel Dispenser

On 20 November 2011, the Company, launched the PETRONAS PRIMAX Mobile Fuel Dispenser, the first of its kind in Malaysia, to enable race cars within the Sepang International Circuit to be fuelled by PETRONAS' highpowered PRIMAX fuel right on the track.

#### **Biodiesel**

In addition to the above, on 1 June 2011 the Company commenced the supply of the environment friendly B5 biodiesel at over 360 PETRONAS Stations in Kuala Lumpur. Putrajaya, Selangor, Negeri Sembilan and Melaka. This initiative is part of the Company's commitment to support the Government's efforts to encourage the use of Biodiesel in the country.

#### **Crime Prevention Seminar**

As part of Retail Business Division's ongoing commitment towards health, safety, security and environment (HSSE), Crime Prevention Seminars were organised in collaboration with Polis Diraja Malaysia (PDRM) on 15, 16 and 21 of June 2011. The objective of the programme was to create awareness on law and public's rights in handling crime as well as to increase safety and security at PETRONAS Stations. A total of 312 PETRONAS Station dealers and PETRONAS crew from Central North. Central South. and Western regions participated in the programme.

#### Meet & Greet Session

The Retail Business Division also held a "Meet & Greet Session" with prominent developers on 28 July 2011. The objective of the session was to establish strategic partnerships with major developers and as part of PDB's continuous effort to expand its network by acquiring strategic new sites. A total of eleven prominent developers including Sime Darby Property, Titijaya Group of Companies, Glomac Berhad, Sunway City Berhad, Dijaya Corporation Berhad, SP Setia Bhd Group, The Metro Kajang Group, IGB Corporation Berhad. The Lion Group, IJM Land Berhad and Impetus Partnership Sdn Bhd participated in the session.

#### **Going Forward**

The Retail Business Division is expected to grow aggressively in 2012 to cross the landmark 1,000 number of PETRONAS Stations and propel PDB towards becoming a clear market leader in Malaysia. The Division will also continue with effective marketing and on-the-ground promotional activities to reach out, recognise and reward its customers across the country.

The Retail Business Division is expected to grow aggressively in 2012 to cross the landmark 1,000 number of PETRONAS Stations and propel PDB towards becoming a clear market leader in Malaysia.





## commercial



#### **Operations**

#### a. Overview

The Commercial Business Division drives strategic marketing and aggressive sales of petroleum products in bulk to various industrial and commercial sectors in Malaysia. PDB boasts an extensive supply, distribution and logistics system throughout the country to ensure reliability, timeliness and quality of its products and services, both in Peninsular and East Malaysia.

In PE2011, the Commercial Business Division had successfully competed with established multinational players in a fully liberalised environment where products are offered at competitive market prices. Currently, with an enviable market share of 59.6%, this Division is now positioned as the clear market leader in the country.

Some of the products under this segment include aviation fuel, fuel oil, bitumen, diesel, biodiesel (B5) and asphalt, catering to key economic sections such as power generation, aviation, manufacturing, transportation, agriculture and fishery.

The Commercial Business Division is committed to go All The Way with its personalised service and differentiated offerings to set new benchmarks and continue to be the dominant player in this segment in Malaysia.

The Commercial Business Division contributed 37.2% of PDB's profit before tax of RM1.24 billion. resulting from 47.7% of PDB's total volume of ILA billion litres.

#### b. Financial Performance

For the period ended 2011, the Commercial Business Division contributed 37.2% of PDB's profit before tax of RM1.24 billion, resulting from 47.7% of PDB's total volume of 11.4 billion litres.

Three of the major product lines namely commercial diesel, aviation fuel and asphalt continue to be the key products for Commercial business, registering an increase of 18.7% in sales volume compared to the previous corresponding year.

Despite the higher diesel market prices during the period, commercial diesel volume still increased 11.3% against the previous corresponding year. This resulted from higher sales volume achieved from power sector and other utilities, as well as from exploration, production and bunker sectors.

Meanwhile, the aviation fuel volume increased by 8.3% compared to the previous corresponding year. This strong growth was credited to our ability to capture volume growth from key customers and roll-over of existing contracts, supported by continuous efforts to secure new customers during the period.

On the other hand, the sales volume for asphalt increased by 22.2% against the previous corresponding year due to an increase in industrial and construction activities. specifically in the retail and manufacturing sector.

#### **Key Initiatives**

#### ISO 9001 Certification

The Commercial Business Division which secured the ISO 9001 certification in 2008 was re-certified in 2011 by SIRIM, based on the ISO Rectification Surveillance Audit conducted in February 2011. With this seal of approval, industrial and commercial customers are assured of the international standard of our work processes and procedures. These are further backed by our commitment to service excellence, quality assurance and competent manpower, to deliver the best for our customers.

#### **Engagement Programmes**

Given the Commercial Business Division's relentless pursuit of excellence in customer service, the Division rolled out a series of direct engagement to further enhance and enrich relationships with its customers.

During the period, in order to facilitate better understanding of customers' specific requirements and encourage open dialogues amongst various stakeholders involved, Commercial Business Division has carried out a few initiatives such as Product Knowledge Sessions, Dealers and Direct Customers Engagement Programmes and Sharing Sessions between Customers and Local Authorities.





P.DB is committed to go All The Way as Malaysia's No.1 Cooking Gas through aggressive market penetration and Service differentiation to bring convenience to the doorsteps of its CUSTOMERS

#### **Operations**

#### a. Overview

The LPG Business Division is involved in the marketing and sales of cooking gas cylinders under the brand name of 'Gas PETRONAS' as well as supply of bulk LPG to the industry. The LPG products are available in three cylinder sizes of 12kg, 14kg and 50kg, suitable for domestic and small & medium industries (SMI) usage. Currently, the LPG Business Division holds a 55% market share, making it the clear leader in this segment.

#### b. Financial Performance

The LPG Business Division has recorded a revenue of RM1,012 million for the period under review, an increase of 14.6% from the previous year. LPG sales volume grew by 6.1%, a four-fold increase as compared to 1.6% in the previous year. The significant leap in the volume growth is attributed to the successful penetration into new markets within the Klang Valley.

The household sector of 12kg and 14kg cylinders registered an impressive 7.1% growth in sales as compared to the previous year. This achievement was largely attributed to the stable supply and significant injection of new cylinders.

The performance breakdown for various cylinder types can be summarized as follows:

#### Domestic Cylinder

In the domestic cylinder segment, the sales volume grew by 7% as compared to the previous year. This signifies aggressive marketing efforts, including new market penetration and successful soliciting of new customers. The growth was also sustained by consistent supply of cylinder stocks at all LPG terminals and continuous injection of new cylinders in all regions.

#### ii. Bulk Sales

The sales volume for this segment dropped as compared to the previous year due to the higher price of LPG product that resulted in the optimizing of LPG consumption by SMI customers.

#### **Key Initiatives**

#### On the Ground

#### Gas PETRONAS Buy Green and Win Contest

The nationwide contest was organised between 1 October 2011 and 31 December 2011 to reward loyal customers and strengthen the Gas PETRONAS brand. Total prizes worth up to RM150,000 were offered to 880 winners during the threemonth contest period.



#### Sponsorship for Bubur Lambuk Cooking Events

The LPG Business Division continued to sponsor LPG cylinders for the various 'bubur lambuk' cooking events throughout the country during the month of Ramadhan. This year, PDB collaborated with the Ministry of Tourism and the Masjid Jamek Kampung Baru authority to reach out to the local communities in the surrounding areas. Over 200,000 packets of Bubur Lambuk were distributed at the event.

#### **Cooking Competition**

Cooking competitions were sponsored and organised throughout the country to build closer relationship with the community.

#### New Premises for Channel Members

The LPG Business Division launched new premises for its Channel Members in line with PDB's emphasis on stringent HSE standards. The new premises include:

- Alif Utama Corporation Sdn Bhd at Tawau, Sabah on 13 April 2011.
- S. K. Gas (M) Sdn Bhd at Batu Caves, Selangor on 12 June 2011.
- Stars Sparkys Sdn Bhd at Sungai Siput, Perak on 20 July 2011.
- Tanjong Enterprise, Abdullah@Razak and Mat Zin Embong in Kuala Terengganu on 28 September 2011.

#### LPG Operation Manual for Premier Dealers

The LPG Operation Manual was developed and distributed to all Premier Dealers on 30 June 2011 to further streamline the LPG business operations. The manual included details on the management and maintenance of LPG transportation, drivers' handbook, working hour's policy as well as consequence management quidelines.

The LPG Operation Manual also outlines the LPG operational audit checklist to be undertaken by all Premier Dealers, with the objective of upgrading their capabilities.

#### HSE Management for LPG Road Transportation

As part of its efforts to ensure operational safety, the LPG Business Division embarked on various HSE initiatives including the installation of Global Positioning System (GPS) to closely monitor all lorries that transport cylinders between Premier Dealers' premises and LPG terminals.

The LPG business also institutionalised a Consequence Management programme to enforce strict compliance to HSE standards to effectively mitigate the risk of road accident.

#### Emergency Response Exercise

The LPG Business Division continued to conduct Fire Drill exercise for its channel members to ensure the appointed Emergency Response Teams are clear about their roles and responsibilities during emergencies. This exercise is also important to assess the effectiveness of communication during an emergency and ensure compliance with the Company's HSE protocol.

For the period under review, the Company conducted a Fire Drill exercise on 17 November 2011 for IBMS Kulim Gas Sdn Bhd in Kulim, Kedah. The drill also saw the participation of local authorities such as Polis Di-Raja Malaysia (PDRM), Bomba dan Penyelamat, Hospital Besar Kulim and Jabatan Pertahanan Awam.

#### Other Stakeholder Engagement Relationship Building With LPG Bulk Customers

An engagement session was organized for the Company's LPG bulk customers on 6 July 2011 during which a total of

35 customers from 28 corporations representing various industries including automotive, oil & gas, food, steel as well as Government agencies, participated in the event. During the session, customers were briefed on the latest development of LPG products and the importance of safety as well as how to access the Online Sales Ordering system and e-Invoicing.

#### Industry-Wide

#### Cylinder Exchange Centres (CEC)

One of the main challenges in accelerating sales growth is the ability to exchange cylinders freely in the market. To facilitate this cylinder exchange amongst all oil companies, PDB established two Cylinder Exchange Centres (CEC) in July 2011, one each in Melaka and Kuala Lumpur.

#### **Going Forward**

The LPG Business Division is well poised to continue leading in this segment in Malaysia with several key initiatives lined up for the year ahead. It will be focusing on service differentiation as part of its commitment to be 'With You All The Way'.

A new number to order Gas PETRONAS (1-300-888-427) has been launched. This Gas PETRONAS Home Delivery services cover the entire Federal Territories of Kuala Lumpur and Putrajaya as well as major cities in Peninsular Malaysia. As a value-added service, upon every delivery of Gas PETRONAS, safety checks shall be conducted to ensure that the gas cylinder is in good working order.

Whilst Malaysia's LPG sector is undergoing significant shifts, Gas PETRONAS is 'here to stay' and will roll out a strategic growth plan to firmly reinforce its position as Malaysia's No. 1 Cooking Gas.

The LPG Business Division is well poised to continue leading in this segment in Malaysia with several key initiatives lined up for the year ahead.





## lubricant <

PDB is committed to go All The Way to deliver a broad range of superior quality lubricants and car care products in becoming the leading " Fluid Technology Solution"

provider in Malaysia.

#### **Operations**

#### a. Overview

The Lubricants Business Division achieved better performance this period despite a challenging competitive environment, growing the market share to 24%. The key products of the Lubricants Business Division comprise of Passenger Vehicle Lubricants, Motorcycle Lubricants, Commercial Vehicle Lubricants as well as Industrial and Marine Lubricants.

To maximize market coverage, these products is marketed through various channels including PETRONAS Station, commercial customers, highstreet distributions from premier dealer to workshops and also through securing Original Equipment Manufactures (OEM) customers.

The Lubricants Business Division is set to achieve market leadership in Malaysia through intensive marketing strategies, exhaustive distribution channels backed by aggressive sales and technical support.

#### b. Financial Performance

The Lubricants Business Division recorded revenue of RM328.7 million, which marks a 12% increase against previous year's performance. The revenue was largely contributed by higher average selling prices and increase in sales volume.

Despite higher product cost which increased by over 15% against 2010, Lubricants Business Division managed to achieve an increase in margin through improved portfolio management with higher quality products. As a result, overall gross margin increased by 9% against performance in 2010, with an overall volume growth of 7%.

#### **Types of Lubricants**

#### i. Passenger Vehicle Lubricants

Passenger Vehicle Lubricants achieved a 6% growth in revenue, mainly contributed by the OEM segment which registered a volume growth of 13% against industry growth of 4.1%. The highstreet channel registered a growth of 48% against previous financial year, an impressive increase owing to the penetration of additional 300 independent outlets.

#### ii. Motorcycle Lubricants

Motorcycle Lubricants saw a 44% growth in the synthetic segment as compared to previous financial year due to greater brand acceptance and buy-in for the Syntium Moto range. The regional trade promotions through highstreet channel via Syntium Moto trade promotion and event "Syntium Moto Night" held in Central (Sep-Nov 2011), Northern (Apr-June 2011) and Eastern region (July-Sep 2011) also contributed to this high growth. In addition, PDB also successfully organised its first nationwide Syntium Moto 'Rev Up and Win' contest between October to November 2011.

#### iii. Commercial Vehicle Lubricants

Commercial Vehicle Lubricants marked an increase of 14% in sales volume this period ending due to the aggressive penetration into the timber sector in Sarawak and agriculture sector in Sabah and the Northern region.

#### iv. Industrial and Marine Lubricants

Industrial and Marine Lubricants registered a 9% growth in volume against previous year, contributed mainly by the increase in up-selling to partners in the Oil and Gas sector, specifically in the synthetic lubricant segment.

The Lubricants Business Division is set to achieve market leadership in Malaysia through intensive marketing strategies, exhaustive distribution channels backed by aggressive sales and technical support.

PDB's aggressive marketing of the Nautimar Fishing Boat Oil range for the marine sector in collaboration with National Fishermen's Association (NEKMAT), Persatuan Nelayan Kawasan (PNK) and Ko Nelayan as well as through key industrial segments has increased overall performance in the industrial products segment.

#### **Key Initiatives**

#### Strategic OEM Partnerships

PDB's strategic partnership with its existing and new OEM customers has resulted in strong sales for the financial period.

PDB widened its distribution network through a 10-year supply contract with Proton Edar Sdn. Bhd, resulting in an additional growth of 63% against previous financial year. PDB also collaborated with Proton to develop a special Automatic Transmission Fluid (ATF), the Proton ATF-XP3, using PDB's cutting edge technological expertise.

Leveraging on the partnership with Cycle & Carriage Bintang, Lubricants Business Division further secured two additional Mercedes Benz Authorised outlets in the Northern region, bringing the market penetration to 70% of total aftersales warranty business. This partnership has further strengthened the Syntium brand as a widely superior product with an established European OEM brand. In addition, Lubricants business also secured ten new outlets under Chevrolet, through the expansion of its service centre.

In the Motorcycle segment, the Lubricants Business Division entered into a maiden partnership with Boon Siew Honda Sdn Bhd via a 3-year contract to supply customised BSH Genuine Oil for aftersales business. The collaboration between PDB and a leading Motorcycle OEM has opened up opportunities for us to enter into the motorcycle assembly factory and warranty segment.

In supporting lubricants sales at retail station, a trade promotion was organized at selected PETRONAS Stations which saw the sales volume increase by 5% as compared to previous year. In order to raise product visibility, racks to display the Lubricant products were installed at selected PETRONAS Stations in the Central region, with plans to roll this out nationwide.

#### **Aggressive Marketing Initiatives**

Throughout the period, the Lubricants Business Division embarked on various initiatives, activities and promotions to increase brand awareness for its products. Some of these initiatives include:

#### Retail Station Incentive Programme

This programme was initiated as part of PDB's strategy to grow its lubricants segment by increasing sales through its PETRONAS Stations. A trade incentive is introduced to reward station increased their volume performance.

#### ii. Highstreet Workshop Signing Bonus Program

This programme was developed and implemented in July 2011 to facilitate penetration into independent workshops in the highstreet segment. Through this 9 months long programme, the Lubricants business has successfully tapped into this target segment and secured 35 new clienteles.

#### iii. ATOM Project

In line with the Ministry of Domestic Trade, Co-Operatives and Consumerism's initiative to upgrade car workshops through their Automotive Workshop Modernization Program (ATOM), PDB as one of the key partners also invested in the various equipments for the workshops in supporting the program objectives.

#### iv. Nationwide Syntium Consumer Promotion

The Lubricants Business Division continued to organise its annual festivity – the Syntium Consumer promotion to reward loyal customers. The promotion, which was held between August and September 2011, has resulted in a 48% increase in sales.

#### **Dealers and Partners Appreciation**

Apart from the aggressive marketing initiatives, the Lubricants Business Division also appreciated its dealers and partners' efforts through the following platforms:

#### i. Dealer Urania Night

Held on 18 April 2011 at Resorts World Genting, the event was organised to acknowledge and appreciate the contribution of its Commercial and Industrial dealers. During the event, top dealers were awarded a cash incentive and various high quality electronics items as token of appreciation for their efforts in driving growth for the Company.

#### ii. Business Partners Engagement Activities

The Lubricants Business Division consistently engages with its stakeholders, business partners and community through knowledge building activities to educate and promote its wide range of products. In 2011, the following functions were held:

- a. KLIUC Product Briefing on 15 July 2011
- b. Premier Dealer Away Day on 27-29 July 2011
- c. PETRONAS Nautimar FBO road show in Sabah on 28 July 2011
- d. UPB Product Knowledge on 28 September 2011
- e. Fuel & Lubricants Product Knowledge briefing to Petronas OPU throughout the period.

#### **Going Forward**

While the market is expected to remain competitive particularly with the entry of new players and the possibility of an increase in product pricing, the Lubricants Business Division will continue to implement strategic growth plans to establish market leadership in Malaysia.

The Lubricants Business Division is committed to aggressively grow its market share in all segments including highstreet, corporate and OEM whilst increasing its value added services to become the leading "Fluid Technology Solution" provider in the country.





#### business review - supply and distribution

#### Overview

The Supply and Distribution Division ensures an uninterrupted supply chain from product sourcing right through delivery to its customers and dealers, via a robust supply and logistic network extending across the corners of Malaysia.

The Division's strategies are driven by:

- Increasing stakeholder value by improving the efficiency of product sourcing and primary distribution.
- Delivering operational excellence through asset integrity as well as operational and HSE governance.
- Enhancing customer satisfaction through the delivery of differentiated quality products and services in a timely and cost effective manner.
- Focusing on organizational effectiveness through building technical capabilities and instilling customer service orientation.

#### **Key Initiatives**

In July 2011, the Division successfully installed the new Filter Water Separator at Fuel and Aviation Storage Terminals in compliance with the International Air Transport Association's requirements.

The Division also completed the Biodiesel Storage Tank and Blending Facilities at the Melaka Fuel Terminal in December 2011 to cater to the supply of B5 biodiesel under the new regulation mandated by the Government.

The new fuel terminal at Central Oil Distribution Terminal (CODT) in Tanjung Manis, Sarawak was completed in December 2011 and will further strengthen the Company's logistics support.

#### **Projects In The Pipeline**

The Division is also working on the KLIA 2 Fuel Hydrant Project which is targeted to be completed by April 2013, in time for the unveiling of the new Low Cost Carrier Terminal (LCCT) Airport.

In addition, the Division will also be carrying out the installation of Malaysia's first high speed LPG Carousel, Flexspeed, at the Melaka LPG Terminal. Upon completion in 2013, the carousel will increase the refilling of the LPG cylinders with greater efficiency.

#### **Going Forward**

As PDB boosts its network across the country, the Supply and Distribution Division will focus on asset integrity and reliability, operational control and HSE assurance, coupled with the development of skilled human capital resources to continue supporting the business.

The Supply and Distribution Division is committed to continuously enhance its supply and logistics network to effectively contribute and support PDB's position as the Brand of 1st Choice.





### Petronas celebrates **Primax success**



> 600 loval customers and business partners feted at family day

BY MICHELLE CHUN

PETRONAS Dagan marked the succes line of fuels by hos family day recentl customers and bus

The Petronas X at the Sepang Inter was a tribute to the Primax fuels acros PDB CEO Amir Ha

"Today's event: achievement for P to share this impor of you who have, it

PDB posts RM210m net profit in Q1

PETALING JAYA: Petronas Dagangan Bhd (PDB) posted a higher net profit of RM210.51 million for the first quarter ended June 30, 2011 compared with RM201.23 million a year earlier, on higher average selling price of products coupled with a steady increase in sales volume

Earnings per share were 21 sen. The company has declared an interim dividend of 15 sen a share less tax, amounting to RMIII.7

In a statement vesterday, Petronas Dagangan said revenue increased by RM2 billion or 38% to RM7.5 billion from RM5.5 billion previously.

Managing director and CEO Amir Hamzah Azizan said the improved performance was driven by consistent growth in all four core business divisions - retail commercial. liquefied petroleum gas (LPG) and lubricants.

He said the introduction of its Formula

One-inspired fuel, Petronas Primax 95 Xtra, in April drove up volume on the retail front while higher industrial activities contributed further to the commercial business volumes.

Going forward, Amir said profits may be

affected due to possible fluctuations in the international oil price, petroleum product costing and the global economy.

namely superior power, more kilometres per litre and greater

savings for customers," Amir said.



### **Petronas Dagangan Berhad Unveils Primax 95 Xtra**

PETRONAS Dagangan Berhad (PDB) 950 Petronas Service Stations nationwide. launched the PRIMAX 95 Xtra, a new fuel inspired by Formula One technology, proven to deliver superior power as well as greater kilometres per litre. The new fuel which will replace PDB's existing RON 95 fuel will go "All The Way" to establish a new benchmark for the industry as the PRIMAX 95 Xtra will be sold at the regulated price of RON 95

The PRIMAX 95 Xtra was revealed in conjunction with the unveiling of PDB's new brand tagline "All The Way" by Yang Amat Berhormat Dato' Sri Najib Tun Razak, the Prime Minister of Malaysia.

This new fuel is now available at over

replacing the previous PRIMAX 95.



Pemegang saham terima bayaran dividen tertinggi

Hone Delivery (GPHD) is just a phose call away, a unique and con-

look forward to.
Petronas Dagangan Bhd (PDB) is

hoping to target about four million

households a month with this newly launched convenience that is deliv-eredright to their doorstep. Al customers need to do is

just order their cooking gas via a nationwide hotline number — 1-300-888-GAS (427) and the cooking

富馬隆綜指内表現最棒

enent service that every cook can

### PDB bayar RM1 sesaham

KUALA LUMPUR 28 Julai KUALIA LUMPUR 28 Julai Petronas Dagangan Bld. (PDB) meluluskan pembayaran dividen tertinggi sebanyak RMI sesaham hari 
ini hasil daripada prestasi kewangan syarikat yang memberangsangkan bagi tahun kewangan berakhir 31 Mac 2011, kata Pengerusinya Datuk Wan Zulkiflee Wan Ariffin.

n. Bagi tahun kewangan berakhir 31 Bagi tahun kewangan berakhir 31 Mac 2011, PDB merekoldan per-olehan sebanyak RM23.26 bilion meningkat 12.5 peratus berbanding RM20.68 bilion yang dicatatnya tempoh sama tahun lalu. Keuntungan sebelum cukai juga meningkat 15.6 peratus kepada RM12 bilion berbandine RM1.045.



### Petronas takes on home gas delivery



Amir said the serv

delivered to the custo before 8pm through tribution network of

Latest services LPG husiness A. Razak (secon from right) launching the Ga Petronas Home

terhadap bitumen untuk menurap jalan-jalan baharu.
PDB melihat ini adalah satu pe-luang keemasan, malah pada tahun alul, segmen perniagaan komersial alul, segmen perniagaan komersial alul, segmen perniagaan komersial perniagan komersial perniagan komersial perniagan komersial PDB kekar alul sebanyak 70 peratus kepada syurikat bagi tahun basal peningalan jualan minyak di-esel, bahan api pesawat serta bitumen.

men. Malah PDB juga berjaya memikat

arunya.
'an Zulkiflee memberitahu,
akan mengukuhkan perniagauncitnya dengan menyediakan
elanjaan modal tahunan sebaRM400 juta untuk menambah

### method of ordering; our LPG cylinders an done within one how of order to delivory." Petronas lancar Coffee Break 2011

Sasar kurang kemalangan pulang ke kampung

growth in the years a Berhad (PDB), melancarkan







### 销售额创3年新高

### 国油贸易首季赚 2.8 亿 F1 driver 'ambushes' customers

貿易 (PetDag·5681· 的良舒表現 = 主板貿服股) 在截至 不过,基

勺良好表現。 1170万令吉,作为派息 不过,基于投资活 用途。

### Petronas' retail arm to widen regional reach



(吉隆坡22日讯) 继进军印尼市场之

后, 今年表现最佳的综指成份股一国油贸

易 (PETDAG, 5681, 主板質服設) 计划进

一步扩大东南亚的业务版图。

王然气产品倍越

### **Petronas rewards** social network fans

Awareness on wheels

另外·耳 Petronas Dagangan staff ride on bicycles to promote new fuel



buru peluang berkenaan. Syarikat itu juga, katanya akan

menumpukan kepada usaha men-dapakan sumber produk konsisten, pada masa sama mengembang-kan asas pelanggannya.

"Usaha akan diambil bagi me-

ngukuhkan rangkajan bagi penyurberan produk d taran bagi memasti

Rosberg provides a pleasant surprise

Mercedez GP Petronas

Wer Nico Rosberg at two of ver Nico Rosberg at two of double joy for me — a

for a long time.

### **Petronas Dagangan** looks abroad

CEO: It is particularly keen on O&G product markets in Philippines and Thailand



Fokus perniagaan baru

Petronas Dagangan mahu terokai RMKe-10, ETP

Usaha akan diambil bagi

penyumberan produk dan

mengukuhkan rangkaian bagi

Oleh Suffian A Bakar

ETRONAS Dagangan Bhd akan menumpukan banan pernigaan baru daripada pemba-ngunan koridor ekonomi di bawah Rancingan Malaysia Kesepuluh (RMKe-10) dan Program Transfor-masi Ekonomi (ETP).

Pergerusinya Datuk Wan Zulki-

flee Van Ariffin, berkata projek pembinaan dan pembangunan akan memerlukan produk syarikat itu, dan jihaknya sedang aktif mem-

yang tidak terganggu

grand prize winners 30 grand prize winners





### 10 get cash from lucky gas

part of our ongoin efforts to reward our customers wh



Petronas' Lube Push



# 30 years and still growing all the way...

Thank you to the PDB family, our valued customers, business partners and shareholders for their steadfast trust and support. We have 30 years of success. We have the vision. We have the expertise. We just have to surge forward and take the leap towards greater success.





when it all began...

### 1982

On 5 August, PETRONAS incorporated PETRONAS Dagangan Sdn Bhd (PDSB), a private limited company as its domestic marketing arm

### 1983

PDSB entered the LPG market in the Northern, Sabah and Sarawak region

### 1988

PDSB launched the PETRONASCard for fleet owners issued by Bank Bumiputra

### 1990

'PRIMAS' was introduced, making Malaysia the first country in the region to introduce unleaded gasoline

### 1993

On 21 August, PDSB was converted into a public listed company

### 1994

On 8 March, the Company was listed on the Main Board of Bursa Malaysia Securities Berhad (formerly known as Kuala Lumpur Stock Exchange)

### 1996

PDB introduced the LPG 14kg cylinders

### 1997

The first Syntium Lubricant was launched, the PETRONAS Syntium API SJ









### 2001

PDB achieved No.1 market share position

### 2003

The first hyperstation was launched at PETRONAS Station Setiawangsa. The 'One Stop Centre' to provide convenience to customers

### 2005

Secured total market leadership for five core products (diesel, aviation fuel, fuel oil, mogas and bitumen)

### 2006

Launch of PETRONAS PRIMAX 3

### 2008

Acquisition of Lub Dagangan Sdn Bhd

### 2009

Launch of PETRONAS PRIMAX 95, PETRONAS Urania and PETRONAS Dynamic Diesel

### 2010

Launch of PETRONAS PRIMAX 97, SyntiumMoto, M-Plus and NGV Lubricant

### 2011

Launch of PETRONAS PRIMAX 95 XTRA, replacing PETRONAS PRIMAX 3.

### 2012

Launch of the Durance Car Care Range and Arexon Air Freshener

Launch of Gas PETRONAS Home Delivery

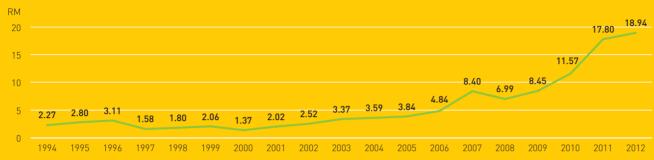
Launch of the new re-imaged PETRONAS Station Sri Hartamas





### 30 years and still growing all the way...

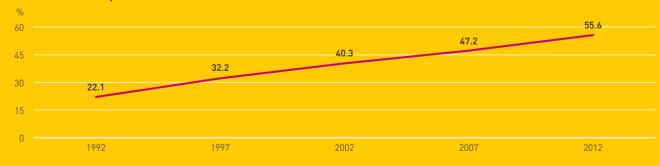
### PDB Share Price Performance



### Number of PETRONAS Stations



### LPG Marketshare



### Commercial Business Milestones

1982	Commenced supply to MINDEF and Treasury Department
1998	Commercial Business Division was formed as part of PETRONAS Dagangan Berhad's reorganisation exercises
1999	Achieved Commercial Business market leadership at 41% marketshare
2002	Supply to MAS at other foreign locations namely Hong Kong, Zurich, Buenos Aires and Colombo
2007	Achieved 65.8% market share Ventured into Sarawak's asphalt market in Bintulu
2010	Secured supply to Emirates Airlines
2012	ISO 9001 Recertification

### Lubricants Business Product Innovation & Milestones

1987 Introduction of Lubram, the first PETRONAS lubricant Introduction of Sprinta motorcycle oil in a can 1992 Launch of the first PETRONAS Syntium lubricant, the PETRONAS Syntium API SJ 1997 Launch of PETRONAS Syntium for F1 Sealed Lube Partnership with Auto Bavaria to provide Syntium 3000 LL at Auto Bavaria service centres Launch of PETRONAS Durance car care product range and Arexon air fresheners 2012

### 9 April 2011



14 June 2011

# Calendar of events

### 9 April 2011

### Launch of the PETRONAS PRIMAX 95 XTRA

The F1 technology inspired PETRONAS PRIMAX 95 XTRA was launched by Yang Amat Berhormat Dato' Sri Najib Tun Razak, the Prime Minister of Malaysia. The new fuel has been proven to deliver superior power as well as greater kilometres per litre. It will replace PDB's existing RON 95 fuel and is set to go "All The Way" to establish a new benchmark for the industry as the fuel is sold at the regulated price of RON 95 fuel, despite its marked superior quality and performance.

### 15 April 2011

### **Discover PETRONAS PRIMAX 95 XTRA** "Savings All the Way"

Keeping in line with the consistent message of "Savings All the Way", Discover PETRONAS PRIMAX 95 XTRA was held at Dewan Filharmonik PETRONAS Promenade, aiming to increase awareness of the new fuel to all PETRONAS Staff as well as members of the public, especially the PETRONASBrands Facebook Fans.

### April to Dec 2011

### **Cooking Competitions with Gas PETRONAS**

The Company through Gas PETRONAS has always shown support in cooking competition programmes by being a major sponsor. Such sponsorships is to further expand and strengthen the Company's line of services as the country's leading retailer of cooking gas. These competitions include the Keaamatan Festival 2011, Program Sentuhan Sayang, National Consumer Month 2011 and Langkawi Paddy Festival 2011.

### 9 June 2011

### The All-New Aspire Launched

The all-new Aspire was launched at an internal engagement, the 23rd Tea Talk in Kota Kinabalu. The Aspire, the Company's official communication platform, originally comprised of the Aspire Newsletter and the Aspire Intranet, now known as Aspire Online. It was given a total revamp in order to make it more relevant and interactive to PDB staff. In addition to the revamp, new communication channels were also added including Aspire Engagement comprising the Company's internal events such as Tea Talks and Festive Celebrations.

### 9 June 2011

### MD/CEO Officiates Kota Kinabalu Regional Office

Subsequent to the 23rd Tea Talk Kickoff, En Amir Hamzah Azizan officiated the new Kota Kinabalu Regional Office located at Kompleks Karamunsing, Kota Kinabalu. The new office, which was occupied by staff since 28 March 2011, is located on the 7th floor of the building, which is furnished with the latest workplace design and equipped with its own gym.

### 14 June 2011

### PDB Rewards 153 Lucky Customers

As part of its on-going commitment to recognise and reward loyal customers, the Company awarded 153 lucky winners of the PETRONAS the Road to Rewards with exciting prizes worth RM200,000, amidst much fanfare and celebrations. The two-month long campaign drew 450,000 customers nationwide, of which 150 customers were selected as monthly winners while additional three lucky customers were crowned the Special Winners.

### calendar of events

### 16 June 2011

### **Analyst Briefing**

The analyst briefing chaired by the Company's MD/CEO, En Amir Hamzah Azizan, was conducted right after PDB's quarterly financial announcement. The Company's management team shared PDB's financial and business performance with investors, fund managers and analysts.

### 17 June 2011

### PDB Celebrates with Facebook fans

The Company crowned Paul Tan, Founder and Blogger of Paul Tan Automotive News, the Racing King of the PETRONAS PRIMAX 95 XTRA Race at the Appreciation Party. The celebration saw about 100 of Paul Tan's supporters joining in the fun along with race rivals, celebrity Juliana Evans and Hitz FM DJ Ean. The event was not only to celebrate Paul Tan's victory but also to show the Company's appreciation to its racers and fans as well as fellow car enthusiasts who have supported the PETRONAS PRIMAX 95 XTRA virtual race.

### 13 July 2011

### The Billion Ringgit Club Awards 2011

The Company was awarded the Best Performing Stock at the 2011 Billion Ringgit Club Awards by The Edge. The Billion Ringgit Club Award was established to recognize Malaysia's biggest and best performing companies. Between March 2008 and March 2011, the Company's share price doubled from RM8.00 to RM16.50.

### 21 July 2011

### Launch of Online Sales Ordering

The Company launched the Online Sales Ordering (OSO) via the e-Service website to replace the conventional way of ordering to help reduce the operational cost to Commercial and LPG customers. Retail dealers as well as for Mesralink customers. To promote the new service, road shows were held at several regions starting from Northern Region on 24 May 2011 which ended at Southern Region on 14 July 2011. As a result, the utilization of OSO has increased to 44% for Retail 3.4% for Commercial and 1.7% for LPG.

### 23 July 2011

### **Special Treat for Smartpay Customers**

New and loyal customers of PETRONAS SmartPay were invited for a special treat at the Waterfront Kuching, Sarawak River Cruise. A total of 40 customers boarded the cruise of the Sarawak River. This special treat aimed to strengthen relationship between the Company and its customers.

### 28 July 2011

### PDB 29th Annual General Meeting

The Company's 29th Annual General Meeting (AGM) was successfully convened at the Mandarin Oriental, Kuala Lumpur. The AGM was attended by 370 shareholders and proxies and 41 internal invitees chaired by the Chairman of PDB's Board, Datuk Wan Zulkiflee Wan Ariffin.

### 19 August 2011

### **PETRONAS Champions Road Safety** with Coffee Break Campaign

The Company launched the PETRONAS Coffee Break Campaign 2011 aimed at educating, equipping and encouraging drivers to adopt road safety measures during the 'balik kampung' season. The Campaign, which is in line with the efforts of the Ministry of Transport to prevent and minimise road accidents, offers practical road safety tips in addition to complimentary beverages and snacks at its 32 participating PETRONAS Stations located along the highways and major trunk roads across Malaysia. Organised for the twelfth consecutive year, the PETRONAS Coffee Break Campaign 2011 encouraged drivers to stop, rest and refresh themselves at participating PETRONAS Stations before continuing their journey.

### 16 June 2011



28 July 2011

### 3 October 2011



20 November 2011

### 23 September 2011

### Semarakkan Lebaran Hari Raya Celebration

In conjunction with the blessed month of Syawal, the Company organised "Majlis Semarakkan Lebaran bersama PDB" exclusively for its external stakeholders who have been supportive of the company. The event which was held at the Grand Ballroom. Mandarin Oriental was attended by more than 800 quests.

### 27 September 2011

### CIMA Enterprise Governance Awards 2011

The Company was awarded the Second Runner-Up for the Best Return to Shareholders Category by Malaysian Business on 27 September 2011. The Award giving ceremony was held at Prince Hotel & Residence, Kuala Lumpur in the presence of YB Dato' Sri Idris Jala the Guest-Of-Honour, Minister in the Prime Minister's Department. The Enterprise Governance is an evolution of Corporate Governance, as it seeks to strike a balance between corporate and business governance.

### 1 October 2011

### **Gas PETRONAS Buy Green and Win Contest**

The nationwide contest was organised between 1 October and 31 December 2011 to reward loyal customers and strengthen the Gas PETRONAS brand. Total prizes worth up to RM150,000 were offered to 880 winners during the three months contest period.

### 3 October 2011

### F1 Driver Nico Rosberg Provides a Pleasant Surprise

As part of the Company's 'Experience to Believe' initiative, Nico Rosberg appeared at PETRONAS Station Mutiara Damansara and PETRONAS Station Taman Tun Dr. Ismail and offered to fuel-up customers' vehicles. The surprise visit was specially organized as part of the Company's commitment to provide a unique fuelling experience for its valued customers.

### 9 October 2011

### The Inaugural PDB LRT Fun Hunt 2011

The first PDB LRT Fun Hunt 2011 got off to an enthusiastic start with a total of 204 hunters comprising of PDB staff and family in Klang Valley participating in this event. PDB LRT Fun Hunt tested the hunter's ability to think out of the box, as they had to solve cryptic clues, six pictures hunts and two "treasures" within three hours. The teams travelled around KL city area using LRT to find answers to clues and discover the treasures.

### 28 October 2011

### Signing Ceremony for Lubricant Supply Contract Between PDB and Boon Siew Honda

The Company successfully sealed the deal with Boon Siew Honda Sdn Bhd (BSHSB) to be its official partner and exclusive supplier of customised motorcycle lubricants at Malaysian Petroleum Club (MPC), Tower 2, KLCC. The partnership, which is estimated to generate additional revenue for PDB's lubricant business was inked through the signing of the Local Supply and Commercial Collaboration Agreement with BSHSB's Chief Executive Officer, Mr. Satoshi Okada.

### 2 November 2011

### PDB Technology Showcase 2011

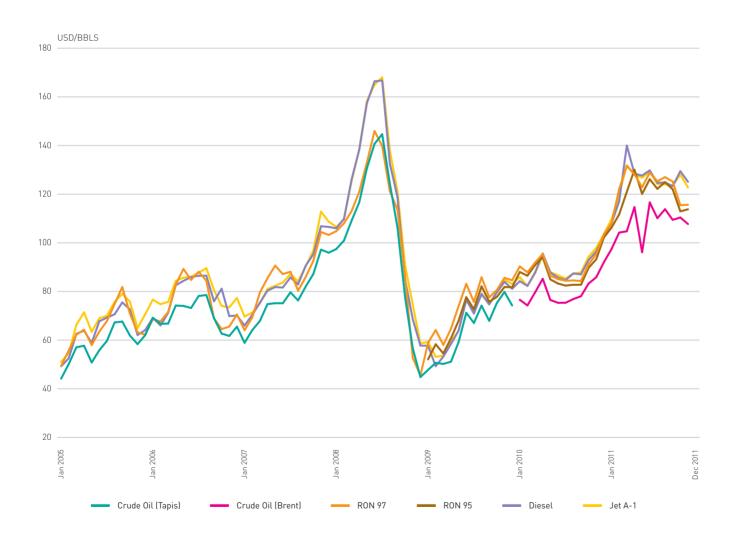
The inaugural PDB Technology Showcase was held at Conference Hall 2, KL Convention Centre. Centered on the theme of "Empowering Business Technology through Innovation", the event aims to serve as a one stop center to enable the Company's business partners to show their latest technology innovations to PDB/PETRONAS. It also helped to create ICT awareness for the Company's staff on the state-of-the-art IT technology available in the market for retail downstream industry.

### 20 November 2011

### PETRONAS Xtrack - Launch of PETRONAS Mobile Fuel Dispenser

The Company held a one day-long PETRONAS Xtrack festival to celebrate the success of its PRIMAX line of fuels with 600 special invitees at the Sepang International Circuit. During the event, the Company also unveiled Malaysia's very first mobile fuel dispenser, the PETRONAS PRIMAX Mobile Fuel Dispenser, which will enable race cars within the circuit to be fuelled by PETRONAS' high-powered PRIMAX fuels right on the track. PDB invited its loyal customers, business partners and media friends to join in the celebration to reward and recognise them for making the PETRONAS PRIMAX line of fuels a continuing success.

# crude oil and petroleum product price trends



Note: Average monthly prices based on Mean of Platts Singapore (MOPS)

## economic outlook

In the wake of sovereign debt crisis in Europe, the world economy was dragged into moderation mode. Against the backdrop of rising inflationary pressure as a result of high fuel and commodity prices, lethargic US economy, anemic growth in the European region as well as slower-thananticipated growth in Asia, the world economic growth recorded a rate of 3.8% in 2011.

Malaysia, an export-oriented economy, is highly exposed to these external turbulences with domestic growth eased to 5.1% in 2011 as compared to 7.2% in 2010. Domestic economy continued to be supported by the expansion in household and business spending as well as higher public sector expenditure and strong private consumption. Services sector remain as the key driver that contributed to the growth followed by the manufacturing sector.

Looking ahead, the "fear factor" of double-dip recession remains imminent in view of the greater downside risks that could continue to drag global economy downward. The world economy is projected to further slide into recession zone in 2012 in view of the nascent US economic recovery coupled with lingering economic trouble in Europe, plaqued by deeper-than-expected sovereign debt crisis in the region. Near to our home, China and India are expected to register a moderate economic growth as the governments start to implement austere monetary policy to curb rising inflation.

Malaysia is not spared from the external headwinds as growth is projected to move in downward direction of around 4% in 2012. Household and business sectors are expected to become more cautious about spending, leaving the government or public sector to play a crucial role in sustaining domestic economic expansion. Nevertheless, the commitment by the government to further enhance the rollout and implementation of ETP and 10th Malaysia Plan is expected to contribute positively to the sector. In addition to rising FDI trend, greater efforts are being undertaken to further strengthen and enhance the services and construction sectors by revitalizing several major projects through various forms of capital injections and incentives.

Leveraging on these positive developments, PDB is committed to grow its business and strengthen its position in domestic market. Taking advantage on the progress of new economic corridors and the development of various commercial and residential areas, the company will continue to further expand its retail network, further enhancing and widening our services and products reach nationwide.

# group financial overvieu)

PETRONAS Dagangan Berhad ("PDB") as a domestic marketing arm of petroleum products served household, industrial and commercial sectors in Malaysia. We are committed to earn the trust of our customers by providing a quality product, consistently while fostering a culture that values our loyal customers.

We intend for this discussion to provide the reader with information that will assist in understanding our audited financial statements. We will also discuss certain performance metrics that management uses to assess our performance.

For comparability purposes, an analysis is conducted based on financial results of nine months period ended 31 December 2011 against corresponding period in the preceding year.

### **Operating Segments**

Our operations consist of three (3) operating segments: (1) Retail Segment; (2) Commercial Segment; and (3) Other Segment.

### **Retail Segment**

We have continuously maintain a high profit margin by the retail segment, mainly from sales of subsidised petroleum products, as there was no significant change to the petroleum pricing subsidy structure.

Retail Segment	PE2011 (RM'000)	PE2010/11 (RM'000)
Revenue	9,448,513	8,402,725

Retail consolidated revenue had increased by 12.5% or RM1,046 million which contributed by higher average throughput per station with additional 23 service stations opened since the end of the preceding financial year.

### **Commercial Segment**

We operate in a highly competitive commercial industry and we face strong sales competition from other oil companies. We, along with other oil companies, are influenced by a number of factors including but not limited to petroleum price ("MOPS") movement: number and location of distribution outlets; general economic condition; and competitive pressure.

Commercial Segment	PE2011 (RM'000)	PE2010/11 (RM'000)	
Revenue	12,880,761	8,597,554	

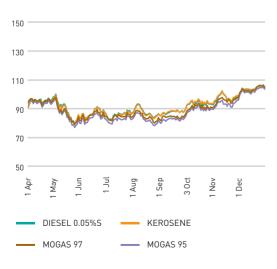
Commercial consolidated revenue had increased by 49.8% or RM4,283.2 million which mainly contributed by higher sales volume, coupled with higher MOPS. Throughout the financial period, the MOPS for PDB's main products range roughly from USD 110 to USD 140 per barrel as compared to the corresponding period in the preceding year which stood roughly between USD 80 to USD 105 per barrel.

In addition, Diesel volume secured from electricity provider arising from Gas Curtailment issue in the financial period has also further boosted up the revenue line of the Company.

### MOPS - April to Dec 2011



### MOPS - April to Dec 2010



### **Operating Expenditures**

We believe, comparing the growth of our operating expenditures to the growth of our gross profit is a meaningful measure as they indicate how effective we manage costs. Our objective is to grow operating expenditures at a slower rate than gross profit.

However, for financial period ended 2011, our operating expenditures increased by 23.1%, while net gross margin increased by only 12.0%. Operating expenditures grew at a faster rate than gross profit mainly due to extensive advertising and promotion costs and additional transportation charges incurred during the financial period. We are of the view that expenditures incurred on advertising and promotion is necessary to further enhance PDB's branding as Brand of 1st Choice especially during the initial stages of PETRONAS PRIMAX 95 XTRA product launching. Furthermore, transportation costs are directly associated with the higher sales volume during the financial period and are part and parcel of the business operations. Both classes of expenditures which are grouped as selling and distribution expenses represent 24.0% of the total operating expenditures.

### Other Income

As part of the initiatives undertaken by the state government of Sarawak, the supply and distribution of petroleum products in Kuching, Sarawak was transferred to a new centralised terminal owned by IOT Management Sdn. Bhd, an associate of the Company. As a result, we have disposed the old terminal in the preceding year since the terminal was no longer in operation. The gain made arising from the disposal, has resulted in our other income to be lower by 6.3% in the current financial period.

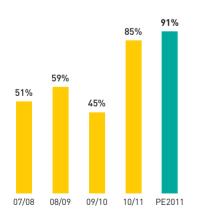
### group financial overview

### **Dividend**

We believe dividend payments are essential and an effective way to return value to our shareholders. For financial period ended 31 December 2011, we have declared a total interim dividend of 45 sen per ordinary share. In addition, in view of this period's strong financial performance, the Board has also proposed a special dividend of 35 sen per ordinary share, less tax, which will be subject to approval of shareholders in the forthcoming Annual General Meeting.

In total, the gross dividend for the financial period ended 31 December 2011 will be RM0.80 per ordinary share, which represents a dividend payout ratio of 91.2% as compared to 84.8% in the previous financial year.

### Summary of **Net Dividend Payout**



### **Total Assets**

As a result of higher petroleum price ("MOPS") during the financial period, the total assets stood at RM9.801 million as at the end of the financial period, an increase of 15.5% from previous year's balance of RM8,485 million, which was mainly contributed by 58.8% increase in the Group's trade and other receivables.

In contrast, cash and cash equivalent recorded a reduction of 54.2% from RM1.026.2 million as at the end of previous financial year. The reduction was mainly due to higher outstanding subsidy receivable as at 31 December 2011. In addition, we have also paid dividends to shareholders amounting to a total of RM677.9 million during the period compared to RM633.3 million in preceding year.

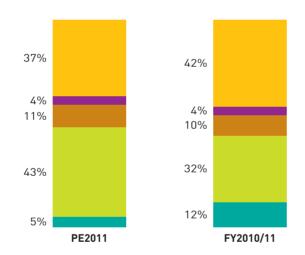
### **Total Liabilities**

Total liabilities increased by 36.5% from RM3,654.1 million to RM4.989.2 million by the end of the financial period under review. Other than a slight increase in trade and other payables, the increase was also contributed by outstanding revolving credit facilities amounting to RM1,000.0 million. The facility was utilized in managing the mismatches in the timing between our receivables and payables and receipts of subsidies from the government.

Highest dividend payout of 91.2% Since the incorporation of PDB.

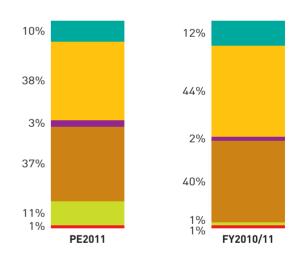
# Simplified group financial position

### **Total Assets**





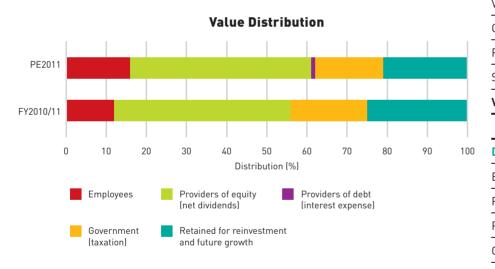
### Total Liabilities & Shareholders' Equity





# value added Statement PE2011

Value added is defined as the value created by the activities of a business and its employees and in the case of PDB is determined as revenue less the cost of goods and services. The value added statement reports on the calculation of value added and its distribution among the stakeholders in the Group. This statement shows the total wealth created and how it was distributed, taking into account the amounts retained and reinvested in the Group for the replacement of assets, development of operations and future growth.



			Group			
		PE2011 RM'000		FY2010/11 RM'000		
Revenue		22,267,793		23,267,648		
Less: Purchase of goods and services	(	21,023,407)		(21,698,449)		
Value added		1,244,386		1,569,199		
Other income		105,265		147,073		
Financing costs		(8,085)	(1,015)			
Share of net profit of associates		625	753			
Value Created	reated 1,342,191		1,716,010			
Distributed to:	%	RM'000	%	RM'000		
Employees	16	213,857	12	206,576		
Providers of equity (net dividends)	45	603,421	44	751,155		
Providers of debt (interest expense)	1	6,117	0	_		
Government (taxation)	18	239,625	19	332,984		
Retained for reinvestment and future growth						
– Depreciation and amortisation	16	221,324	18	299,508		
- Unappropriated profits	4	57,847	7	125,787		
Value Distribution		1,342,191	1,716,010			

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## Corporate responsibility



PDB is committed to ensure sustainable development and performance of its business operations as part of its strategy to build trust with all its stakeholders.

At PDB, we are steadfast in our efforts to align all our operations towards the goal of having a "sustainable" business. We want to flourish not just as a business entity but as a sustainable organisation as well.

Towards this end, we have put in place concrete measures covering a wide spectrum of our operations to be in line with the seven key result areas of PETRONAS' Corporate Sustainability Framework:

- Shareholder Value
- Product Stewardship
- Societal Needs
- Health, Safety and Environment
- Natural Resource Use
- Climate Change
- Biodiversity

# sustainability report

### **MARKETPLACE**

In April 2011, PDB unveiled its new tagline, 'All The Way' to put into "action" our efforts in translating sustainability to the market place. In line with this, the Company continues to go every step of the way to provide its valued stakeholders with innovative products and service excellence that exceed industry standards.

### Shareholder Value

In terms of being sustainable in creating robust shareholder value, the Company remains focused in creating a good year-on-year dividend payout and shareholder return.

For the period under review, the dividend payout remains on an upward trend at 91.2%. The Company's share price also grew a phenomenal 15% from RM16.50 (31 March 2011) to RM18.94 (31 March 2012) and was recognised as the Best Performing Stock (for companies with a market captalisation in excess of RM10 billion) by The Edge Billion Ringgit Club Corporate Awards in July 2011. In addition, PDB has been awarded the Second Runner-up for the Best Return to Shareholders category at the Malaysian Business-CIMA Award on 27 September 2011.

### **Product Stewardship**

As the "Brand of 1st Choice". PDB is committed in continuous research and development to deliver innovative products that exceed market expectations. One of such efforts to lead the market through innovation is the introduction of the revolutionary PETRONAS PRIMAX 95 XTRA.

Launched on 9 April 2011, the F1-inspired fuel is the result of two years of continuous research and enhancement to the PRIMAX line of fuels. Since the launch, the fuel has proven to deliver superior power, better acceleration and enhanced fuel economy as compared to the typical Malaysian commercial gasoline.

To further showcase the F1 Quality of the PRIMAX line of fuel, PDB launched the PETRONAS PRIMAX Mobile Fuel Dispenser on 20 November 2011 at the Sepang International Circuit. First of its kind in Malaysia, the dispenser enables race cars within the circuit to be fuelled by PETRONAS' high-powered PRIMAX fuels right on the track.

At PDB, we are steadfast in our efforts to align all our operations towards the goal of having a "sustainable" business. We want to flourish not just as a business entity but as a sustainable organisation as well.

### sustainability report

### **WORKPLACE**

### **Employees**

As a responsible employer, PDB is committed in providing a conducive and progressive workplace for its employees. PDB continues to further improve to ensure that employees' well-being is being taken care off. For the period under review, the Company had officiated the new office in Kota Kinabalu located at Kompleks Karamunsing, furnished with the latest workplace design and complete with its own gym. In Quarter 3 of 2011, renovation works for the Central Region Office in Dayabumi had taken place as one of the many initiatives to encourage employees to push the bar to greater success.

To continue to build on its in-house capabilities, PDB had introduced the Engen Cross Posting Programme to acquire emerging skills in Retail Business Division (end-to-end) and enhance current level of base and key competencies of staff. Through this programme, two managers from the Retail Business Division have been identified based on their strong performance record and good leadership skills, to be assigned to Engen for a two-year secondment.

The PDB Leadership Programme was also introduced to institutionalise a high performance culture within the workplace. Under the programme, the "Winning Thru Synergy" workshop was implemented to facilitate a smooth integration between the fuel and non-fuel teams. The workshop was a success with a 100% attendance recorded by the regional executives. Following this, the People Management Workshop was carried out, specifically for regional senior executives and managers including from Sabah and Sarawak. PDB targets for the latter workshop to be rolled out to all its employees.

To ensure business continuity in the workplace, PDB has carried out the Succession Management Plan where potential talents are identified to assume greater responsibility in the organisation by offering critical opportunities to acquire new skills and enhance current competency levels. Towards this end, the Company has already identified potential leaders to be assigned to the relevant critical positions or projects.

Moving forward, PDB will continue its capability-building efforts through designing relevant programmes for each level of its employees including the junior executives and non-executives.

### Health, Safety and Environment at the Workplace

To ensure that employees are equipped with the necessary HSE knowledge and competency, PDB continues to initiate various HSE trainings and workshops in the period under review.

The PDB Leadership Programme was also introduced to institutionalise a high performance culture within the workplace.

A total of six Permit to Work (PTW) trainings were conducted for Retail Business Division as well as Supply and Distribution Division.

Annual trainings such as the 'Basic First Aid' and 'Refresher First Aid' were carried out again to equip employees with the basic skill in providing first aid, particularly during emergencies. Health, Safety and Environment Management System (HSEMS) Awareness Trainings were also conducted prior to the self-assessment to ensure better understanding on HSEMS implementation and its impact on PDB's HSE Performance.

To raise awareness, several workshops were also organised such as the Oil Spill Response Training and Workshop on the 22 and 23 of September 2011 at Hotel Maya, Kuala Lumpur. This programme, which is aimed at enhancing the Oil Spill Response capability, was attended by Terminal Superintendent and HSE staff. Participants were also required to develop their Site Specific Oil Spill Response Plan following this programme.

A Hazard and Effect Management Plan (HEMP) workshop for LPG Business Division was conducted from 26 to 28 September 2011 at Grand Bluewave Hotel. The objective of this workshop was to educate the LPG Business Division's premier dealers and area managers on the fundamental of HEMP and it's relation to HSEMS.

On 9 November 2011, the Company also conducted "Behavioural Safety" and "Sustainability Development" workshops to provide useful insights on the subject matter.

In addition, a Process Safety Management (PSM) workshop for Retail Business Division was conducted on 5 December 2011 to educate staff on the importance of PSM in their operations. PDB will roll out this initiative throughout the retail operations in the upcoming financial year.





### COMMUNITY

### Societal Needs

As a responsible corporate citizen, PDB continues its efforts in reaching out to the community where it operates. In line with the nature of its business, road safety awareness remains a priority for PDB, in addition to other contributions made to the local communities.

As an ardent advocate of road safety, PDB again organised its flagship road safety campaign – PETRONAS Coffee Break for the 12th consecutive year during the festive seasons. The campaign is in line with the efforts of the Ministry of Transport to prevent and minimise road accidents during the 'balik kampung' exodus. During the campaign, 32 participating PETRONAS Stations located along the highways and major trunk roads across Malaysia offered complimentary beverages and snacks to refresh motorists before continuing their journey. Practical road safety tips and vehicle inspection were also provided to further enhance the effectiveness of the Campaign.

For the period under review, the Campaign successfully reached more than 800,000 motorists.

In addition to the yearly Campaign, PDB also fuelled 50 St John Ambulance vehicles that provide 24-hour emergency service on all the major highways throughout the country during the 'balik kampung' season. This initiative is already in its 17th consecutive year.

To reach out to the less fortunate, the Company has identified 5,000 hardcore poor families to receive food aid via The Programme Sentuhan Harapan PETRONAS, which was established together with PETRONAS in the last financial year. The families are selected from PETRONAS areas of operations and in states with high incidences of poverty such as Kelantan, Terengganu, Pahang, Selangor, Johor, Melaka, Kedah, Perak, Sabah and Sarawak. All families have started purchasing essential food items using their MvKad as a debit card which is uploaded with RM80 on a monthly basis by PETRONAS at 30 participating Mesra Convenience Stores in PETRONAS Stations located nationwide. Each family will be receiving the food aid every month for two years.

The Programme Sentuhan Harapan PETRONAS was officially launched in Miri, Sarawak by Yang Amat Berhormat Dato' Sri Najib Tun Razak, the Prime Minister of Malaysia on 20 July 2010 and subsequent mini launches were also held in Johor, Melaka and Sabah in 2011 to officially kick-start the programme at the respective states. Selected families in Terengganu, Kedah, Pahang, Sabah and Sarawak have also attended financial literacy, health management and youth development programmes conducted by the National Population and Family Development Board. These programmes are held as supplementary awareness programmes to empower families to improve their lives.

### **ENVIRONMENT**

### Health, Safety and Environment Management

Continuing the 'safety first' culture, the Company remains committed to adhere to world-class health, safety and environment (HSE) practices across its employees, business partners and vendors. This includes strict adherence to the Zero Tolerance (ZeTo) Rules that was officially implemented in the last financial year to reduce operational hazards at the work place. The ZeTo Rules supplement the safety rules and regulations imposed by PETRONAS and any laws and regulations applicable at locations where work is carried out.

### **HSE Performance**

For the period under review, there was no reportable fatality incident as the result of strict adherence to the HSE policies. Lost Time Injury Frequency (LTIF) and Total Reportable Case Frequency (TRCF) were 0.54 and 1.25 compared to 0.87 and 0.87 in FY2010/11 respectively.

It is important to note that major Loss of Primary Containment (LOPC) incidents decreased from five in FY2010/11 to two incidents in the period under review. Another category that marked a significant drop is the reportable fire incidents. The total number of fire incidents was four in this review period compared to eleven incidents in FY2010/11.

To reach out to the less fortunate, the Company has identified 5,000 hardcore poor families to receive food aid via The Programme Sentuhan Harapan PETRONAS.

### sustainability report

In ensuring preparedness and quick response to emergencies, Emergency Response Exercises were conducted regularly according to the Crisis and Disaster Management Plan (CDMP)

A total of 17 transport incidents were reported in the period under review as compared to 11 incidents in FY2010/11. In view of this increase, the Company has developed ongoing preventive actions which includes periodic briefings or dialogue sessions with road tanker drivers at all terminals, mandatory attendances of road tanker driver weekly HSE briefings and overhauling the transportation system in LPG Business to ensure compliance and discipline amongst the operators.

### 2 Million Safe Man-Hours at Melaka LPG Terminal

Melaka LPG Terminal clocked a major milestone in its aspiration to become the HSE Centre of Excellence via achieving 2 million Safe Man-Hours without Lost Time Injury (LTI). This is the highest safe man-hours acquired in the 11 years history of Melaka LPG Terminal operations, motivating the staff to continue adopting good safety practices.

### **HSE Assurance and Environmental Site Assessment**

Various Tier 1 and Tier 2 HSE assurance exercises were conducted to ensure consistent and effective implementation of safe operations and HSE Management System. The scope of assurance includes terminals. PETRONAS Stations. hauliers, road tankers, LPG Channel Members, LPG Bulk Customers, PSS Contractors and Terminal Contractors. In addition, we also conducted the HSEMS self-assessment to gauge the implementation level in PDB.

The Company had conducted Environmental Site Assessment (ESA) at Prai Fuel Terminal and Subang Aviation Fuel Terminal with the objective of gauging the actual site contamination. This includes the investigation on the chemical constituents in the soil within the vicinity and the possibility of groundwater contamination caused by our operations.

A third party consultant was appointed to ensure the assessment was conducted objectively. The assessment results revealed that the parameters were in accordance with the standard limits specified by the Department of Environment (DOE).

### **Emergency Response Exercises**

In ensuring preparedness and quick response to emergencies, Emergency Response Exercises were conducted regularly according to the Crisis and Disaster Management Plan (CDMP). A total of three functional Tier 1 exercise were conducted for two PETRONAS Stations and one LPG Premier Dealer. As for the Eastern, Sabah and Northern regional offices, three Table Top Exercises (TTX) were conducted, to gauge the existing preparedness in dealing with possible emergency situation, to enhance rapport with local authorities and to develop common strategies to face emergencies in the future.

### Natural Resources Use

In Malaysia, PDB is the first oil company to have initiated a test-run on the usage of B5 biodiesel. The Company has been supplying this bio-fuel to the Ministry of Defence and Dewan Bandaraya Kuala Lumpur since February 2009.

As per the Malaysian Government's mandate, PDB started to make B5 biodiesel available at its petrol stations effective from 1 June 2011. For the period under review, PETRONAS Stations are already supplying B5 biodiesel in five regions including Putrajaya, Melaka, Negeri Sembilan, Kuala Lumpur and Selangor.

In addition, to ensure the smooth implementation of the B5 biodiesel diesel across various states, PDB has embarked on the Biodiesel Storage Tank and Blending Facilities at the Melaka Fuel Terminal, which has been in operation since September.

### **Climate Change & Biodiversity**

The Company continues to support the Earth Hour Campaign as a commitment to ongoing change. In support of the campaign, PETRONAS Stations nationwide participated in switching off the non-essential lightings at the station for one hour from 8.30pm to 9.30pm. The campaign was carried out with utmost care to ensure that the safety of customers and employees was not compromised.

The Company is still set to adopt concrete and measurable initiatives to monitor our carbon footprint and set reduction targets accordingly. We are currently performing the study for baseline measurements to undertake long term and sustainable actions to address climate change and biodiversity issues.



### corporate governance statement

### Compliance with the Best Practices in Corporate Governance

The Company's Board of Directors (the Board) acknowledges that Corporate Governance is a form of self-regulation which is aimed at maximizing shareholders' value.

In carrying out its duties and responsibilities, the Board strives to ensure that the best practices in corporate governance pursuant to the Malaysian Code on Corporate Governance and the Corporate Governance Blueprint (launched on 8 July 2011) are being observed.

### **Effective Board of Directors**

The Company has adopted a number of measures to ensure the effectiveness of the Board in discharging its duties and responsibilities.

### Composition of the Board

The Board comprises members with relevant expertise and experiences drawn from business, financial, technical and public service backgrounds. The wide spectrum of skills and experiences have given them an edge and an added strength in terms of leadership and management, thus ensuring that PETRONAS Dagangan Berhad and its subsidiaries (the Group) are steered and guided by an accountable and competent Board.

The Board comprises eight (8) members, one (1) of whom holds an Executive Office, serving a dual role as Managing Director as well as Chief Executive Officer. There are four (4) members who are independent and non-executive and three (3) other non-independent and non-executive members (including the Chairman).

As at the date of this report, the percentage of the Board composition is as follows:

Executive Director	1/8 (12.5%)		
(also the Managing Director/Chief Executive Officer)			
Independent Non-Executive Directors	4/8 (50.0%)		
Non-Independent Non-Executive Directors (including Chairman)	3/8 (37.5%)		

The profile of each director is presented in this Annual Report from pages 30 to 35.

The Board is of the opinion that its current composition and size constitutes an effective Board to the Company.

### Role and Responsibilities of the Board

The Board practises a clear demarcation of responsibilities whilst maintaining the balance of power and authority. The positions of the Chairman and the Managing Director/Chief Executive Officer are individually held by two (2) persons.

The Chairman is primarily responsible for the orderly conduct and workings of the Board. The Managing Director/Chief Executive Officer is responsible for the day-to-day running of the business, implementation of Board policies and decision making on operational matters. In managing the business affairs, he is assisted by a Management Committee, which meets at least once a month, and as and when necessary.

The Non-Executive Directors have the necessary calibre to ensure that the strategies proposed by the Management are fully deliberated and examined, taking into account the long term interest of shareholders and other stakeholders. They contribute to the formulation of policies and decision

making through their expertise and experience and are independent of the Management, thereby helping to ensure that no individual or group dominates the Board's decision making process.

The presence of the independent Non-Executive Directors is essential as it provides unbiased and independent views, advice and judgement as well as to safeguard the interests of other parties such as minority shareholders and the community. The concept of independence adopted by the Board is in accordance with the definition in Paragraph 1.01 of Bursa Malaysia Securities Berhad Main Market Listing Requirements (Main Listing Requirements).

The role and responsibilities of the Board are, inter alia, as follows:

- to discuss and critically examine strategies proposed by the Management taking into account the longterm interest of the shareholders as well as other stakeholders:
- to contribute to the formulation of policies and decision making through the Board's accumulated expertise and experience;
- to identify principal risks and ensure that these risks are managed in a proper and effective manner;
- to review the integrity and capability of the Group's internal control systems as well as its management information system;
- to oversee and critically review the proper management of the Group's business; and
- to review the Company's plans and budget including cash flow forecast for the forthcoming year and financial projections.

### Re-election

The Company's Articles of Association further provides that at least one third (1/3) of the directors are subject to retirement by rotation at each Annual General Meeting (AGM) but shall be eligible for re-election in line with the Main Listing Requirements.

### Supply of Information to the Board

The Board members are supplied with required and timely information which allows them to discharge their responsibilities effectively and efficiently. Prior to each Board meeting, every director is given an agenda and a set of Board papers for each agenda item to be deliberated.

Information provided to the Board goes beyond the quantitative performance data as it includes qualitative performances for the directors to obtain a holistic view on the issues deliberated. All directors are entitled to call for additional clarification and information to be furnished to them for the purpose of assisting them in their decision making. In addition, in arriving at any decision recommended by the Management, a thorough deliberation and discussion by the Board is a prerequisite.

The Board is also updated by the Company Secretaries on new statutory and regulatory requirements concerning their duties and responsibilities as and when necessary. All Directors have access to the advice and services of the Company Secretaries and where independent professional advice is required, external independent experts are engaged at the Group's expense to facilitate their decision making.

YBhg Dato' Chew Kong Seng is the Senior Independent Non-Executive Director to whom any concerns pertaining to the Group may be conveyed.

### **Board Meetings**

During the financial period, the Board met four (4) times. The attendance of the Board members were as follows:

No.	Name of Board Member	Total Meetings Attended by Board Members
1	Datuk Wan Zulkiflee bin Wan Ariffin	4/4
2	Amir Hamzah bin Azizan	4/4
3	Dato' Chew Kong Seng	4/4
4	Dato' Dr. R. Thillainathan	4/4
5	Dato' Kamaruddin bin Mohd Jamal	4/4
6	Dato Mohammad Medan bin Abdullah	4/4
7	Datuk Ainon Marziah binti Wahi (resigned on 18.11.2011)	2/2
8	Datuk Manharlal a/l Ratilal (resigned on 18.11.2011)	2/2
9	Juniwati binti Rahmat Hussin (resigned on 18.11.2011)	2/2
10	Vimala V R Menon (appointed on 18.11.2011)	2/2
11	Nuraini binti Ismail (appointed on 18.11.2011)	2/2

The proceedings of all meetings including all issues raised, substance of enquiry and response, board members' suggestions, decision and conclusions made at the Board of Directors and Board Audit Committee meetings were recorded in the minutes of the Board of Directors and Board Audit Committee meetings respectively.

### corporate governance statement

### **Directors' Training**

In compliance with the Main Listing Requirements, all members of the Board have attended the required mandatory accreditation training programme.

Further, as an integral part of orientation and education programme for new Directors, the Management provides them with a comprehensive understanding of the operations of the Group through briefings on its history, financial control systems and site visits.

In compliance with the Main Listing Requirements, the Directors are mindful that they shall receive appropriate training which may be required from time to time to keep them abreast the current developments of the industry as well as new statutory and regulatory requirements.

During the financial period, the members of the Board have attended relevant training programmes in areas of leadership, corporate governance, finance and competitive strategies to enhance their ability in discharging their duties and responsibilities more effectively.

Particulars of training programmes attended by the Directors as at 31 December 2011 were as follows:

Corporate Governance	<ul> <li>Corporate Governance and Boardroom Issues in Challenging Times</li> <li>Governance Practices for the Financial Markets in the 21st Century</li> <li>De-Mystifying Directors' Duties and Their Implications Under The Listing Requirements</li> <li>Granfield Executive Leadership Forum</li> </ul>
Oil and Gas Business	16th Asia Oil And Gas Conference (AOGC) 2011
Economics, Finance, Capital Market and Exchange	<ul> <li>2011 ASEAN Capital Market Forum Group of Experts Meeting</li> <li>"Malaysian Health Care &amp; Financing Issues" at Malaysia's Private Pension &amp; Healthcare:         Opportunities &amp; Collaborative Strategies Conference 2011</li> <li>Malaysia's Experience with the "Asian &amp; Global Financial Crisis: "The Lessons To Be Drawn"</li> <li>Insurance Insights: Management, Governance and Supervision of Insurance Companies</li> </ul>
Risk Management	<ul> <li>Risk Management in Today's Economy</li> <li>Governance Framework in Financial Institutions, Enterprise Risk Management and Oversight and Financial Reporting Problems</li> </ul>

### **Directors' Fees**

With the exception of the Managing Director/Chief Executive Officer, all non-executive directors are paid directors fees which are subsequently approved by the shareholders at the AGM based on the recommendations of the Board. For the financial period in review, breakdown of fees received by each director is as listed:

### **Details of Directors' Fees**

Name of Directors	Directors Fees (RM)	Board Meeting Attendance Fees (RM)	BAC Meeting Attendance Fees (RM)	Remuneration Committee Meeting Attendance Fees (RM)	Nomination Committee Meeting Attendance Fees (RM)	Annual General Meeting Attendance (RM)	Others* (RM)	Total (RM)
Datuk Wan Zulkiflee bin Wan Ariffin **	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Dato' Chew Kong Seng	54,000	12,000	9,000	Nil	Nil	3,000	3,000	81,000
Dato' Dr. R. Thillainathan	54,000	12,000	6,000	Nil	6,000	3,000	6,000	87,000
Dato' Kamaruddin bin Mohd Jamal	54,000	12,000	6,000	4,000	4,000	3,000	6,000	89,000
Dato Mohammad Medan bin Abdullah	54,000	12,000	Nil	Nil	Nil	3,000	Nil	69,000
Datuk Ainon Marziah binti Wahi (resigned on 18.11.2011)	45,400	6,000	4,000	6,000	Nil	3,000	6,000	70,400
Datuk Manharlal a/l Ratilal (resigned on 18.11.2011) **	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Juniwati binti Rahmat Hussin (resigned on 18.11.2011) **	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Vimala V R Menon (appointed on 18.11.2011)	8,600	6,000	2,000	Nil	Nil	Nil	Nil	16,600
Nuraini binti Ismail (appointed on 18.11.2011) **	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
TOTAL	270,000	60,000	27,000	10,000	10,000	15,000	21,000	413,000

<sup>\*</sup> Benefits in kind (petrol/fleet card)

<sup>\*\*</sup> Total amounting RM299,400.00 paid directly to holding company in respect of directors who are appointees of the holding company and holding positions of Vice President and above.

### corporate governance statement

The Managing Director/Chief Executive Officer, an employee of PETRONAS, is seconded to the Company to undertake all responsibilities of an Executive Director who is also the Managing Director/Chief Executive Officer. In consideration for the above service, the Company is required to pay a management fee to cover all payroll related costs and benefits ordinarily incurred by him in the course of his employment. During the financial period, the Company paid RM551,700.00 as management fee.

Pursuant to Article 84 of the Company's Articles of Association, the Company also reimburses reasonable expenses incurred by directors where relevant, in the course of carrying out their duties as directors.

In addition to the Managing Director/Chief Executive Officer, other Management staff and executives have also been seconded from PETRONAS. Their training and succession planning are aligned to the PETRONAS' Human Resources Division. The Board ensures that only appropriate personnel with the relevant skills and experience are appointed to Management positions of the Company.

### Shareholders and Investors

The Board values its dialogue with both institutional shareholders and private investors and recognises that timely and equal dissemination of relevant information be provided to them.

The AGM is the principal forum of dialogue with the shareholders and also an avenue for the Chairman and Board members to respond personally to all gueries and undertake to provide sufficient clarification on issues and concerns raised by the shareholders.

Other mediums of communication between the Company and shareholders and/or investors are detailed out in the Investor Relations report.

### Disclosures

The Board is fully committed to providing and presenting a true and fair view of the financial performances and future prospects in the industry. This is provided through the quarterly, half yearly and annual financial statements as well as the Company's Annual Report.

The Board also recognises the need to fully disclose to shareholders all major developments in relation to the Group on a timely basis. In addition to the mandatory disclosures requirement by Bursa Malaysia as well as other corporate disclosures, the Company also maintains a website - www.mymesra.com.my - for access by the public and shareholders.

While the Company endeavours to provide as much information as possible to its shareholders and stakeholders, it must also be wary of the legal and regulatory framework governing the release of material and price-sensitive information. All corporate disclosures take into account the prevailing legislative restrictions and requirements as well as the investors need for timely release of pricesensitive information such as financial performance results and statements, material acquisitions, significant corporate proposals as well as other significant corporate events. In all circumstances, the Group is cautious not to provide undisclosed material information about the Group and continually stresses the importance of timely and equal dissemination of information to shareholders and stakeholders.

### Committees

In ensuring its effectiveness and realising its responsibilities to its stakeholders generally and specifically to its shareholders, the Board has formed committees to efficiently discharge its duties and responsibilities.

Each Committee operates under its respective approved terms of reference. These committees have the authority to examine on particular issues and report to the Board their recommendations on the issues. The ultimate responsibility for the final decision made lies with the Board.

### **Board Audit Committee**

The Board Audit Committee (BAC) is formed to operate within the clearly defined terms of reference as stated in pages 114 to 115 of the Annual Report. The BAC comprises four (4) independent non-executive members.

This composition of BAC will ensure the balance of roles and responsibilities within the BAC in overseeing the financial efficiency and effectiveness of the Company within the current financial period. The Chairman of the BAC reports the outcome of its meetings to the Board and such reports are incorporated as part of the minutes of the Board meetings.

Further in accordance with prescribed best practices of Corporate Governance, the BAC hereby presents its report in pages 112 to 113 of the Annual Report to the shareholders.

### **Nomination and Remuneration Committees**

Pursuant to a Board resolution passed on 16 February 2011. the Nomination Committee and Remuneration Committee were formed.

The Nomination Committee and the Remuneration Committee each comprises two (2) Independent Non-Executive Directors and one (1) Non-Independent Non-Executive Director respectively.

The Nomination Committee is primarily responsible to propose, consider and recommend to the Board, candidates for directorships to be filled in the Board and Committees of the Board.

The Nomination Committee is also responsible to assess the performance of the Board as a whole. Board Committees, as well as each individual director.

The Remuneration Committee is primarily responsible to propose, consider and recommend to the Board the remuneration of the Directors and Senior Management. The final remuneration packages offered to the Directors and Senior Management are decided by the Board. The Board is required to abstain from deliberations and voting on their own remuneration packages.

As at the date of this report, both the Nomination Committee as well as the Remuneration Committee convened two [2] meetings each, and the attendance of the members for the respective meetings are stated below:

No.	Name of Nomination Committee Member	Total Meeting Attended
1	Dato' Dr. R. Thillainathan (Chairman)	2/2
2	Dato' Kamaruddin bin Mohd Jamal	2/2
3	Juniwati binti Rahmat Hussin (resigned on 18.11.2011)	2/2
4	Dato Mohammad Medan bin Abdullah (appointed on 18.11.2011)	-

No.	Name of Remuneration Committee Member	Total Meeting Attended
NO.	Name of Remuneration Committee Member	Attended
1	Dato' Kamaruddin bin Mohd Jamal (Chairman)	2/2
2	Datuk Ainon Marziah binti Wahi (resigned on 18.11.2011)	2/2
3	Juniwati binti Rahmat Hussin (resigned on 18.11.2011)	1/2
4	Dato' Dr. R. Thillainathan (appointed on 18.11.2011)	-
5	Nuraini binti Ismail (appointed on 18.11.2011)	-

# **Accountability and Audit**

### Financial Reporting

The Board aims to present a balanced and meaningful assessment of the Group's financial performance, position and prospects, primarily through the annual financial statements, quarterly and half-yearly announcement of results to the shareholders as well as the Chairman's statement and review of operations in the Annual Report. The Board is assisted by the BAC to oversee the Group's financial reporting processes and the quality of its financial reporting.

The Statement of Directors' Responsibility is enclosed in page 116 of the Annual Report.

### Internal Control

The Board acknowledges its overall responsibility for continuous maintainance of a sound system of internal control to safeguard shareholders' investment and the Group's assets. This principle is further elaborated under Statement on Internal Control by the Directors in pages 109 to 111 of the Annual Report.

# Relationship with the Auditors

The external auditors from Messrs. KPMG Desa Megat & Co., have continued to report to shareholders of the Company on their opinion which are included as part of the Group's financial reports with respect to their audit on each year's statutory financial statements. In so doing, the Group has established a transparent arrangement with the external auditors to meet the external auditors' professional requirements. The auditors are also under the obligation to highlight to the BAC and the Board on matters that require their attention.

# corporate governance statement

The BAC met the external auditors once during the period without the presence of the Head of Group Internal Auditor, the Managing Director/Chief Executive Officer and the Management to discuss the Management's co-operation in financial reporting and the state of affairs of the internal audit function.

A summary of the activities of the BAC during the period, including the evaluation of independent audit process, are set out in the BAC Report on pages 112 to 113 of the Annual Report.

This statement is made in accordance with the resolution of the Board of Directors dated 24 February 2012.

Datuk Wan Zulkiflee bin Wan Ariffin

Chairman

Amir Hamzah bin Azizan

Managing Director/Chief Executive Officer

# **Additional Compliance Information**

### Non-Audit Fees

The amount of non-audit fees paid and payable to the external auditors by the Company for the financial period ended 31 December 2011 was RM28,000.00. (RM106,000.00 for financial year ended 31 March 2011).

### Sanctions

During the financial period, there were no sanctions and/or penalties imposed on the Company, Directors or Management by the relevant regulatory bodies.

### **Material Contracts**

There was no material contract entered into or subsisting between the Company and its Directors or substantial shareholders during the financial period except as disclosed in the audited accounts.

# Statement on internal control

#### Introduction

The Malaysian Code on Corporate Governance requires Public Listed Companies to maintain a sound system of internal controls to safeguard shareholders' investments and Company's assets. Under the provisions of the Bursa Malaysia Securities Berhad Main Market Listing Requirements, (Main Listing Requirements) paragraph 15.26(b), Directors of Public Listed Companies are required to produce a statement on the state of the Company's internal control in their Annual Report.

The Board continues with its commitment to maintain a sound system of internal control throughout PETRONAS Dagangan Berhad and its subsidiaries (Group) and in compliance with Bursa Malaysia Listing Requirements and the Statement on Internal Control: Guidance for Directors of Public Listed Companies (Internal Control Guidance), the Board is pleased to provide the following statement which outlines the nature and scope of internal control of the Group during the financial period in review.

# **Board Responsibility**

The Board acknowledges the importance of sound internal controls for good corporate governance. The system of internal control covers, inter alia, risk management and financial, organisational, operational, project and compliance controls. The Board reaffirms its overall responsibility for the Group's systems of internal control, and for reviewing the adequacy and integrity of those systems. It should be noted, however, that such systems are designed to manage, rather than eliminate, risks of failure to achieve corporate objectives. Inherently, it can only provide reasonable and not absolute assurance against material misstatement or loss.

The Group has in place an ongoing process for identifying, evaluating, monitoring and managing significant risks that may materially affect the achievement of corporate objectives. This process has been in place throughout the financial period in review and this process is reviewed by the Board and it accords with the Internal Control Guidance.

### Control Structure and Environment

In furtherance to the Board's commitment to maintain a sound system of internal control, the Board continues to maintain and implement a strong control structure and environment for the proper conduct of the Group's business operations as follows:

- The Board meets at least quarterly and has set a schedule of matters, which is required to be brought to its attention for discussion, thus ensuring that it maintains full and effective supervision over appropriate controls. The Managing Director/Chief Executive Officer leads the presentation of board papers and provides comprehensive explanation of pertinent issues. In arriving at any decision, upon recommendation by the Management, a thorough deliberation and discussion by the Board is a prerequisite. In addition, the Board is kept updated on the Group's activities and its operations on a regular basis.
- The Managing Director/Chief Executive Officer reports to the Board on significant changes in the business and external environments which affect risks. The Chief Financial Officer provides the Board with quarterly financial information.

- An organisational structure with formally defined lines of responsibility and delegation of authority is in place. A process of hierarchical reporting has been established which provides for a documented and auditable trail of accountability.
- A documented delegation of authority with clear lines of accountability and responsibility serves as a tool of reference in identifying the approving authority for various transactions including matters that require Board's approval.
- The Group performs annual budgeting and forecasting exercise including development of business strategies for the next five years, and the establishment of key performance indicators against which units within the Group can be evaluated. Variances against budget are analysed and reported internally on a monthly basis in the Company's Management Committee (MC) meetings. On a quarterly basis, the variances are reported to the Board. The Group's strategic direction is also reviewed annually through a rigorous assessment process taking into account changes in market conditions and significant business risks.
- The Accounting Procedure Manuals define the policies and procedures for day-to-day operations and act as guidelines as to the proper measures to be undertaken in a given set of circumstances.

# **Risk Management**

Risk management has been an integral part of the Company's management system and business activities. Continuous strengthening of mitigation and control measures for all significant risk areas remains a key focus of the Board in ensuring sustainable value protection and creation.

The Company adopts the PETRONAS Enterprise Risk Management policy ("ERM") in identifying, assessing, reporting and monitoring the ever changing risks facing the Group and taking specific measures to mitigate these risks. In managing the specific key risks, the Group focuses on five core risk areas, namely HSE, Contractor, Project, Credit and Finance, which are supported and governed by respective risk management frameworks and guidelines.

The Company's Management Committee (MC), through Risk Management Department, has been assisting the Managing Director/Chief Executive Officer and Board in defining, developing and recommending risk management policies and strategies and building risk management awareness and capabilities across the Company. The MC coordinates periodical review and reporting of the Company's Risk Profile and implementation of risk mitigation plans to the Board.

Risk committees were formed to steer and manage specific risk management framework implementation and to be accountable on any issues and developments pertaining to the respective risk areas such as Health, Safety and Environment (HSE) Committee. Credit Control Committee and Tender Committee. Each committee was established with formal terms of references clearly outlining their functions and duties and appropriately empowered to ensure effective

management and supervision of risk management activities. The specific risk management framework implementation is outlined below:-

#### **HSE Risk**

The Company adopts PETRONAS HSE Management System (HSEMS) to manage HSE risk to an acceptable level and to ensure compliance to HSE regulatory requirements.

#### Contractor Risk

Supply Chain Management Department leads the management of Contractor risk through Contractor Risk Assessment. Prior to award of contracts, a technical. commercial and contractor evaluation is conducted in order to identify and mitigate the risk of contractors' nonperformance.

# Project Risk

The Company carries out Project Risk Assessment, Project Independent Reviews and Project Lesson Learnt for all of its major and critical projects. The Project Risk Management Framework and Guidelines have also been enhanced to incorporate Project Risk Management modules in line with the new PETRONAS Project Management System.

#### **Credit Risk**

In reducing the Company's credit risk exposure to an acceptable level, rigorous customer credit worthiness and credit rating assessments are conducted on all credit customers. Periodical reviews of customers' financial information are made to detect any signs of financial distress, which serves as an early warning to management of increasing credit risk exposure. Credit risk exposures are reported to Credit Control Committee on monthly basis.

#### Finance Risk

The Company manages its finance risk exposure by adopting the PETRONAS Corporate Financial Policy. The Company has developed liquidity management, foreign exchange management and banking supporting guidelines, while financing and asset liability management supporting quidelines are currently being developed. These guidelines are established to manage counterparty risk, liquidity risk, foreign exchange risk and interest rate risk.

Risk Awareness sessions have been conducted for the Company's top and middle Management and key employees within the business lines, which is part of the Company's initiative to sustain risk awareness and enhance risk management capabilities.

In essence, Risk Management is conducted through an ongoing process between the Board, the Management and employees in the Company. The Company believes that the establishment of the Risk Management Department and the respective Risk Committees has strengthened risk ownership and Risk Management culture amongst the employees in the Company.

### **Internal Audit Function**

Internal audits were undertaken to provide independent assessments on the Group's internal control systems in the assessment of potential risks exposures in key business processes and in controlling the proper conduct of business within the Group. The BAC has full and direct access to internal auditors and the BAC receives reports on all internal audits performed.

The PDB Internal Audit Department (IAD) was established on 1 April 2011 with a direct reporting line to the BAC. For the financial period in review, IAD had taken over the internal audit function of the Group from PETRONAS Group Internal Audit (GIA).

One of the key objectives of IAD is to assist the Group in accomplishing its goals by bringing a systematic and disciplined approach to evaluate and improve the effectiveness of risk management, control and governance processes within the Group. IAD maintained its impartiality, proficiency and due professional care by having its plans and reports directly under the purview of the BAC and with continuous training of its staffs. IAD has put in relevant procedures to ensure that the staffs are competent and adequately equipped in carrying out their duties and responsibilities.

The internal audit function reviews the internal controls in selected key activities of the Group's businesses in accordance with the annual internal audit plan which was presented to the BAC for approval.

The BAC reviews audit reports and directs the Management for the necessary corrective actions. The Management is responsible for ensuring that corrective actions were implemented accordingly.

# Weaknesses in Internal Controls that Result in Material Losses

There were no material losses incurred during the current financial period as a result of weaknesses of internal control. The Management continues to take measures to strengthen the controlled environment within the Company.

This statement is made in accordance with the resolution of the Board of Directors dated 24 February 2012.

Datuk Wan Zulkiflee bin Wan Ariffin

Chairman

Amir Hamzah bin Azizan

Managing Director/Chief Executive Officer

# board audit committee's report



FROM LEFT: Dato' Chew Kong Seng • Dato' Dr. R. Thillainathan • Dato' Kamaruddin bin Mohd Jamal • Vimala V R Menon

The Board Audit Committee (BAC) is pleased to present the BAC Report for the financial period ended 31 December 2011 as follows:-

### **Membership**

Pursuant to a Board resolution passed on 3 March 1994, the BAC was formed. Currently, the BAC comprises four (4) Directors, namely:-

- 1) Dato' Chew Kong Seng (Chairman) (Independent non-executive Director)
- 2) Dato' Dr. R. Thillainathan (Independent non-executive Director)
- 3) Dato' Kamaruddin bin Mohd Jamal (Independent non-executive Director)
- Vimala V R Menon (Independent non-executive Director)

The BAC is governed by the Terms of Reference as stipulated in pages 114 to 115 of the Annual Report. All the requirements under the Terms of Reference were fully complied with and the BAC did not see any matter in breach of the Bursa Malaysia Securities Berhad Main Market Listing Requirements (Main Listing Requirements) that warrants reporting to Bursa Malaysia.

# Summary of Activities of the BAC

During the financial period, the BAC in discharging its duties and functions as an independent entity within the Company, had held three (3) meetings. By invitation, the Managing Director/Chief Executive Officer, Company Secretary, Chief Finance Officer, external and internal auditors were also present during deliberations which require their inputs and advice.

### Attendance Record of BAC members

The attendance of the BAC members at the BAC meetings were as follows:

No.	Name of BAC Member	Total Meetings Attended by BAC Member
1	Dato' Chew Kong Seng	3/3
2	Dato' Dr. R. Thillainathan	3/3
3	Dato' Kamaruddin bin Mohd Jamal	3/3
4	Datuk Ainon Marziah binti Wahi (Resigned on 18.11.2011)	2/2
5	Vimala V R Menon (Appointed on 18.11.2011)	1/1

# board audit committee's report

The following activities were carried out by the BAC during the financial period ended 31 December 2011:-

- 1) met the external auditors without the presence of Management to discuss on any matters deemed relevant in discharging the Board's duties and functions;
- 2) reviewed the external auditors' scope of work and audit plans for the financial period. Prior to the audit, representatives from the external auditors, presented their audit strategy and plan;
- 3) reviewed with the external auditors the results of the audit and the audit report:
- 4) consideration and recommendation to the Board for approval of the audit fees payable to the external auditors as disclosed in Note 17 to the financial statements:
- 5) reviewed the independence and objectivity of the external auditors and the services provided:
- 6) reviewed the internal audit reports, which highlighted the audit issues, recommendations and the Management's response. Discussed with the Management on actions taken to improve the system of internal control based on improvement opportunities identified in the internal audit reports;
- 7) reviewed the audited financial statements of the Group prior to submission to the Board for their consideration and approval. The review was to ensure that the audited financial statements were drawn up in accordance with the provisions of the Companies Act, 1965 and the applicable approved accounting standards;

- 8) reviewed the Company's compliance in particular the quarterly and year end financial statements with the Main Listing Requirements, Malaysian Accounting Standards Board and other relevant legal and regulatory requirements;
- reviewed the quarterly unaudited financial results announcements before recommending them for the Board's approval. The review and discussion were conducted with the General Manager of Finance Services Division:
- 10) reviewed the related party transactions entered into by the Company; and
- 11) reviewed the extent of the Company's compliance with the provisions set out under the Malaysian Code on Corporate Governance for the purpose of preparing the Corporate Governance Statement and Statement of Internal Control pursuant to the Main Listing Requirements. Recommended to the Board action plans to address the identified gaps between the Group's existing corporate governance practices and the prescribed corporate governance principles and best practices under the Malaysian Code on Corporate Governance.

### **Internal Audit**

The internal audit function of the Group is carried out by the Internal Audit Department (IAD) of PDB.

They maintained at all times their impartiality, proficiency and due professional care by having their plans and reports directly under the purview of the Board Audit Committee (BAC).

The internal audits were undertaken to provide independent assessments on the adequacy, efficiency and effectiveness of the Group's internal control systems in the assessment of potential risk exposures over key business processes within the group. The BAC has full and direct access to Internal Auditors and received reports on all audits performed.

During the financial period, the Internal Auditors had carried out audits according to the internal audit plan which had been approved by the BAC. The internal audit provides assurance that adequate and effective internal controls are in place and relevant policies, procedures and quidelines and applicable laws and regulations are adhered to.

The BAC reviews the audit reports and directs the Management for the necessary corrective actions. The Management is responsible for ensuring that corrective actions are implemented accordingly.

The total costs incurred for the internal audit function of the Company and the Group for the financial period was RM1.654.000.00.

Dato' Chew Kong Seng

Chairman

**Board Audit Committee** 

# board audit committee's terms of reference

#### Constitution

The Audit Committee was created by the Board pursuant to its resolution on 3 March 1994.

# **Membership**

- The members of the Audit Committee shall be appointed by the Board from amongst their number and shall consist of not less than three (3) members. All the Audit Committee members must be non-executive directors with majority of them being independent directors. Independent Directors shall be one who fulfills the requirement as provided in the Bursa Malaysia Main Market Listing Requirements (Main Listing Requirements).
- All the Audit Committee members must be financially literate with at least one [1] member of the Audit Committee :-
  - (i) must be a member of the Malaysian Institute of Accountants: or
  - (ii) if he is not a member of the Malaysian Institute of Accountants, he must have at least three (3) years working experience and :-
    - (a) he must have passed the examinations specified in Part I of the First Schedule of the Accountants Act, 1967; or
    - (b) he must be a member of one of the associations of accountants specified in Part II of the First Schedule of the Accountants Act, 1967.
  - (iii) fulfills such other requirements as prescribed or approved by the Bursa Malaysia.

- The members of the Audit Committee shall elect a Chairman from amongst them who shall be an Independent Director.
- If a member of the Audit Committee resigns, dies or for any other reason ceases to be a member with the result that the number of members is reduced below three (3), the Board shall within three (3) months of that event, appoint such number of new members as may be required to make up the minimum number of three (3) members.
- No alternate director can be appointed as a member of the Audit Committee.

### Meeting

- A quorum shall be two (2) members, both being Independent Directors and one of whom shall be the Chairman of the Audit Committee. The Audit Committee shall be able to convene meetings with the external auditors, internal auditors or both, excluding the attendance of other directors and employees whenever deemed necessary. The external auditors and internal auditors have the right to appear and be heard at any meeting of the Audit Committee and shall appear before the Committee when required to do so by the Audit Committee.
- The Company Secretary or in his/her absence, his/her deputy shall be the Secretary of the Audit Committee. Minutes of the meetings shall be duly entered in the books provided therefor.

Meetings shall be held not less than four (4) times a year. The external auditors may request a meeting if they consider it necessary. The Chairman of the Audit Committee shall convene a meeting of the Committee to consider any matters the external auditor believe should be brought to the attention of the Directors or shareholders.

# **Authority**

- The Audit Committee is authorised by the Board to investigate any activity within its Terms of Reference. It is authorised to seek any information it requires from any employee and all employees are directed to co-operate with any request made by the Audit Committee.
- The Audit Committee is authorised by the Board to obtain external legal or other independent professional advice and to secure the attendance of outsiders with relevant experience and expertise if it considers necessary.

#### **Duties and Functions**

- The duties and functions of the Audit Committee shall be :
  - a) to consider the appointment of the external auditors, the audit fee, and any questions of resignation or dismissal of the external auditors before making recommendation to the Board:
  - b) to discuss with the external auditors before the audit commences the nature and scope of the audit, and ensure coordination where more than one (1) audit firm is involved:

- c) to review with the Management and the external auditors the quarterly results and year-end financial statements prior to the approval by the Board, focusing particularly on:
  - any change in accounting policies and practices
  - significant and unusual events
  - major judgmental areas
  - significant adjustments resulting from the audit
  - the going concern assumption
  - compliance with accounting standards
  - compliance with stock exchange and legal requirements
- d) to arrange for periodic reports from Management, the external auditors, and the internal auditors to assess the impact of significant regulatory changes, and accounting or reporting developments proposed by accounting and other bodies, or any significant matters that may have a bearing on the annual examination;
- e) to discuss problems and reservations arising from the internal or external interim and final audits, and matters the external or internal auditors may wish to discuss (in the absence of Management where necessary);
- f) to review the internal audit programme, consider the major findings of internal audits and Management's response, and ensure coordination between the internal and external auditors:
- g) to review the adequacy of the competency of the internal audit function;

- h) to review the performance of the Head of Internal Audit for the Management's endorsement;
- i) to approve the appointment or termination of the Head of Internal Audit:
- i) to review any related party transaction and conflict of interest situation that may arise in the Company including any transaction, procedure or course of conduct that raises questions of Management's integrity;
- k) to keep under review the effectiveness of internal control systems, and the internal and/or external auditors' evaluation of these systems and in particular, review the external auditor's Management Letter and Management's Response;
- l) to review the audit reports;
- m) to direct and where appropriate supervise any special project or investigation considered necessary;
- n) to prepare periodic report to the Board of Directors summarising the work performed in fulfilling the Audit Committee's primary responsibilities; and
- o) to consider other topics, as defined.

# **Reporting Procedures**

 The Secretary shall circulate the minutes of meetings of the Audit Committee to all members of the Board.

# statement of directors' responsibility

IN RELATION TO THE FINANCIAL STATEMENTS

The financial statements as set out on pages 128 to 175 of the Group, are properly drawn up so as to give a true and fair view of the state of affairs of the Group as at 31 December 2011 and of the results of its operations and cash flows for the financial period ended on that date.

The Directors consider that in preparing the financial statements:-

- the Group has used appropriate accounting policies and are consistently applied;
- reasonable and prudent judgements and estimates were made; and
- all applicable approved accounting standards in Malaysia have been followed.

The Directors are also responsible for ensuring that the accounting and other records and registers required by the Companies Act, 1965 to be kept by the Group have been properly kept in accordance with the provisions of the said Act.

The Directors also have general responsibilities for taking such steps that are reasonably available to them to safeguard the assets of the Group, and to prevent and detect fraud and other irregularities.

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# investors Overview

# investor relations report

Since February 2011, PETRONAS Dagangan Bhd (PDB) has established an Investor Relations (IR) unit. This establishment is to ensure a high standard of investor communication and corporate governance across PDB's footprint.

We place great emphasis on maintaining a strong relationship between PDB and its investors. To ensure that our investors are kept abreast of our strategies, financial and business performances as well as PDB's key business activities. We maintain a continuous stream of active dialogue through a planned program of investor relations activities throughout the year.

This role is carried out by the Investor Relations unit which resides under the Strategic Planning Dept, whose key function is to proactively disseminate accurate information with high levels of disclosure and accountability on PDB to the investing community. In ensuring that best practices are adhered to, all communication with capital market governed by the Investor Relations Policy and Guidelines, guaranteeing fair and timely disclosure of information to all shareholders. Investor Relations activities were predominantly conducted by the members of senior management, namely the Managing Director/CEO, CFO/General Manager of Finance Services Division, along with the Senior Manager of Strategic Planning Dept.

### Highlights

- PDB participated in more roadshows to enhance engagement with stakeholders
- PDB improved the integration and coordination of IR within the Group
- PDB attracted greater analyst coverage
- PDB received higher target price from the analysts and fund managers

# **Quarterly Financial Results Announcement** and Briefing

PDB briefs analysts and fund managers on its guarterly earning via its Analyst Briefings Day which was held in Intercontinental Hotel, Jalan Ampang, Kuala Lumpur. The Analyst Briefings are usually conducted subsequent to the release of its disclosures to Bursa Securities. These sessions are chaired by the Managing Director/CEO, together with the CFO/General Manager of Finance Services Division and Senior Manager of Strategic Planning Dept. These are supplemented by the other Business Heads special features presentation on Retail, Commercial, LPG, Lubricants Businesses and Automatic Price Mechanism (APM) sharing session on their respective business activities during the quarterly briefings. The objective is to provide an avenue for clear and better understanding of the financial and operational performance of PDB.

Key Events	Date
Results Announcement	
First Quarter	23 May 2011
Second Quarter	10 August 2011
Third Quarter	23 November 2011
Other Events	
Annual General Meeting for FY2010/11	28 July 2011
iCapital Biz Bhd Investor Day	1 October 2011

# **Investor Engagement**

# Annual General Meeting, One-on-one Meetings and Investor Conferences

Senior Management was able to connect with the shareholders at the 29th Annual General Meeting (AGM) in July 2011. At the AGM the shareholders were able to voice their opinions, queries and views to management and the board of directors.

The Managing Director/CEO, CFO/General Manager of Finance Services Division and IR team are actively involved in IR activities such as regular meetings and conference calls with fund managers, analysts and other stakeholders. PDB participated in iCapital Biz Bhd Investor Day held in Kuala Lumpur Convention Centre, Kuala Lumpur and small group meetings organized by local research houses. In total, a further 460 potential investors were engaged with during the iCapital Biz Bhd. Throughout the year, PDB has arranged close to 22 in-house meetings with investors and analysts were conducted.

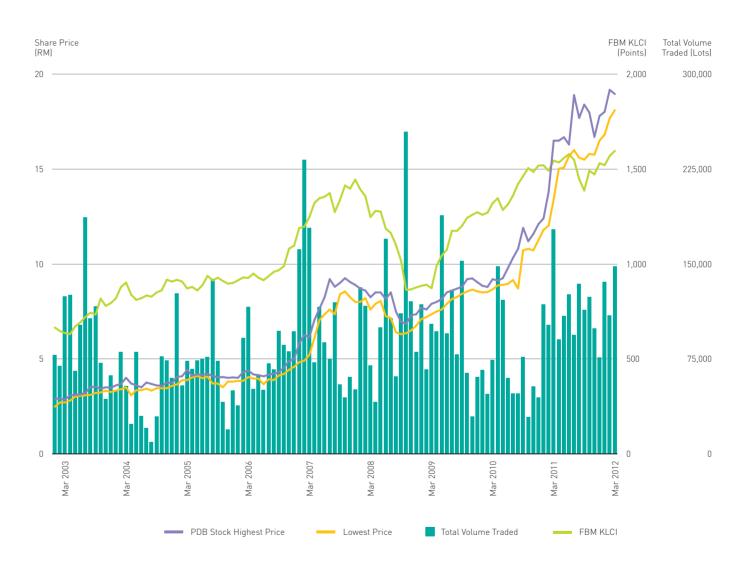
### Investor Relations Portal

In our efforts to enhance access by stakeholders to PDB, the IR unit maintains a portal, http://www.mymesra.com.my on PDB corporate website, which serves as an excellent platform of communication and source of information for shareholders and the general public. The portal contains the PDB's annual reports, financial results, press releases and disclosures to Bursa Securities.

### Feedback

PDB recognizes and highly values feedback from the investing community, as it ensures that PDB is able to furnish important information as required by shareholders in a timely manner To further enhance our IR function, we seek constructive ideas through ongoing meetings with stakeholders as well as provide an avenue through which they may communicate with the team at our Investor Relations portal in mymesra website.

# Share performance



# analysis of shareholdings

Financial Year End : 31 December 2011

Class of Shares : Ordinary Shares of RM1.00 Each Voting Rights : One Vote Per Ordinary Share (On A Poll)

# Analysis of Shareholdings as at 30 April 2012

Size of Holdings	No. of Holders	% of Total Shareholders	No. of Shares	% of Total Shares
Less than 100	91	1.19	884	0.00
100 - 1,000	1,437	18.78	1,137,244	0.11
1,001 - 10,000	5,373	70.21	14,584,940	1.47
10,001 - 100,000	547	7.15	18,470,696	1.86
100,001 to less than 5% of issued shares	202	2.64	211,575,436	21.30
5% and above of issued shares	2	0.03	747,684,800	75.26
Total	7,652	100	993,454,000	100

# Classification of Shareholders as at 30 April 2012

Category	N	No. of Holders		No. of Shares		% of Total Shareholding	
	Malaysiar	Foreign	Malaysian	Foreign	Malaysian	Foreign	
Individual	6,354	68	21,490,891	449,507	2.16	0.05	
Corporate Body							
a. Banks/Finance Cor	mpanies 64	1	113,565,400	2,500	11.43	0.00	
b. Investment Trusts/	1	0	1,400	0	0	0.00	
Foundation/Charitie	es						
c. Other types of com	panies 222	2 6	7,165,300	945,000	0.72	0.10	
Government Agencies/	Institution 10	0	10,208,400	0	1.03	0.00	
• Nominees	628	3 298	790,619,002	49,006,600	79.58	4.93	
Total	7,279	373	943,050,393	50,403,607	94.92	5.08	

# **List of Thirty Largest Shareholders**

# Registered as at 30 April 2012

	Name	No. of Shares	% of Total Shares
1.	Cartaban Nominees (Tempatan) Sdn Bhd (Petroliam Nasional Berhad (Strategic Inv))	694,004,000	69.86
2.	Citigroup Nominees (Tempatan) Sdn Bhd (Employees Provident Fund Board)	53,680,800	5.40
3.	Amanahraya Trustees Berhad (Skim Amanah Saham Bumiputera)	21,845,400	2.20
4.	Amanahraya Trustees Berhad (Amanah Saham Wawasan 2020)	18,583,300	1.87
5.	Valuecap Sdn Bhd	15,851,200	1.60
6.	Kumpulan Wang Persaraan (Diperbadankan)	14,664,900	1.48
7.	Malaysia Nominees (Tempatan) Sendirian Berhad (Great Eastern Life Assurance (Malaysia) Berhad (Par 1)	9,219,200	0.93
8.	Amanahraya Trustees Berhad (Public Islamic Dividend Fund)	6,303,100	0.63
9.	Cartaban Nominees (Asing) Sdn Bhd (Exempt AN for State Street Bank & Trust Company (West CLT 0D67))	5,660,300	0.57
10.	Amanahraya Trustees Berhad (Amanah Saham Malaysia)	5,057,500	0.51
11.	HSBC Nominees (Asing) Sdn Bhd (BBH and Co Boston for Vanguard Emerging Markets Stock Index Fund)	4,601,900	0.46
12.	Amanahraya Trustees Berhad (Public Islamic Equity Fund)	3,586,100	0.36
13.	AMSEC Nominees (Tempatan) Sdn Bhd (Amtrustee Berhad for CIMB Islamic Dali Equity Growth Fund (UT-CIMB-DALI))	3,544,000	0.36
14.	Permodalan Nasional Berhad	3,433,900	0.35

# analysis of shareholdings

AS AT 30 APRIL 2012

# List of Thirty Largest Shareholders (Cont'd)

# Registered as at 30 April 2012

	Name	No. of Shares	% of Total Shares
15.	Amanahraya Trustees Berhad (AS 1Malaysia)	3,277,000	0.33
16.	HSBC Nominees (Asing) Sdn Bhd (BNY Brussels for Wisdomtree Emerging Markets Equity Income Fund)	2,617,100	0.26
17.	Amanahraya Trustees Berhad (Amanah Saham Didik)	2,582,200	0.26
18.	Pertubuhan Keselamatan Sosial	2,578,700	0.26
19.	Amanahraya Trustees Berhad (Public Islamic Select Enterprises Fund)	2,411,400	0.24
20.	DB (Malaysia) Nominee (Tempatan) Sendirian Berhad (icapital.biz Berhad)	2,400,000	0.24
21.	HSBC Nominees (Asing) Sdn Bhd (Exempt AN for JPMorgan Chase Bank, National Association (U.A.E.))	2,301,152	0.23
22.	HSBC Nominees (Asing) Sdn Bhd (BNY Brussels for City of New York Group Trust)	2,271,900	0.23
23.	Citigroup Nominees (Tempatan) Sdn Bhd (Exempt AN for Eastspring Investments Berhad)	2,175,200	0.22
24.	Citigroup Nominees (Tempatan) Sdn Bhd (Employees Provident Fund Board) (NOMURA)	2,130,000	0.21
25.	HSBC Nominees (Asing) Sdn Bhd (Exempt AN for JPMorgan Chase Bank, National Association (Norges BK Lend))	2,037,400	0.21
26.	Foh Chong & Sons Sdn Bhd	2,014,000	0.20
27	Setiausaha Kerajaan Pulau Pinang	2,000,000	0.20
28.	State Secretary Kedah Incorporated	2,000,000	0.20
29.	State Financial Secretary Sarawak	2,000,000	0.20
30	Amanahraya Trustees Berhad (Public Savings Fund)	1,801,500	0.18

# **List of Substantial Shareholders**

# as at 30 April 2012

		Direct		Indirect	
		No. of Shares	% of Total Shares	No. of Shares	% of Total Shares
1.	Cartaban Nominees (Tempatan) Sdn Bhd (Petroliam Nasional Berhad) (Strategic Inv & Petronas for Petroleum Research Fund)	694,204,900	69.88	200,900*	0.02
2.	Employees Provident Fund Board	62,227,300	6.26	-	-

<sup>\*</sup> Deemed interest in 200,900 shares of PETRONAS for Petroleum Research Fund held through Cartaban Nominees (Tempatan) Sdn Bhd pursuant to Section 6A of the Companies Act, 1965.

# List of Directors' Shareholding in the Company

# as at 30 April 2012

	Name	No. of Shares in the Company	% of Shareholding
1.	Amir Hamzah bin Azizan	15,000	0.00
2.	Dato' Dr. R. Thillainathan*	10,000	0.00

<sup>\*</sup> Deemed interest by virtue of his spouse's shareholdings pursuant to Section 134(12)(c) of the Companies Act, 1965.

	Name	No. of Shares in PETRONAS Chemicals Group Berhad	% of Shareholding
1.	Datuk Wan Zulkiflee bin Wan Ariffin	20,000	0.00
2.	Amir Hamzah bin Azizan	30,000	0.00
3.	Dato' Dr. R. Thillainathan*	17,000	0.00
4.	Dato Mohammad Medan bin Abdullah	6,000	0.00
5.	Vimala V R Menon	20,000	0.00
6.	Nuraini binti Ismail	10,000	0.00

<sup>\*</sup> Deemed interest by virtue of his immediate family member's shareholdings pursuant to Section 134(12)(c) of the Companies Act, 1965.

# analysis of shareholdings

AS AT 30 APRIL 2012

# List of Directors' Shareholding in the Company (Cont'd)

# as at 30 April 2012

	Name	No. of Shares in Malaysia Marine and Heavy Engineering Holdings Berhad	% of Shareholding
1.	Datuk Wan Zulkiflee bin Wan Ariffin	10,000	0.00
2.	Amir Hamzah bin Azizan*	14,000	0.00
* In	clusive of deemed interest by virtue of his spouse's shareholdings of 1,0	00 units pursuant to Section 134(12)(c) of the Companies Act, 1965.	
	Name	No. of Shares in KLCC Property Holdings Berhad	% of Shareholding
1.	Amir Hamzah bin Azizan	52,000	0.00
	Name	No. of Shares in PETRONAS Gas Berhad	% of Shareholding
1.	Nuraini binti Ismail	5,000	0.00
	Name	No. of Shares in MISC Berhad	% of Shareholding
1.	Amir Hamzah bin Azizan	1,000	0.00

# financial calendar

Announcement of the unaudited consolidated results for the period ended 30 June 2011
Date of payment of the final dividend and special dividend for the financial year 2010/11
Date of payment of the interim dividend for the period ended 30 June 2011
Announcement of the unaudited consolidated results for the period ended 30 September 2011
Date of payment of the interim dividend for the period ended 30 September 2011
Date of financial period end
Announcement of the audited consolidated results for the period ended 31 December 2011
Date of payment of the interim dividend for the period ended 31 December 2011
Date of Notice of 30th Annual General Meeting and date of issuance of Annual Report for the period ended 31 December 2011
Date of 30th Annual General Meeting
Date of payment of the special dividend for the financial period ended 2011







The Directors have pleasure in submitting their report and the audited financial statements of the Group and of the Company for the financial period ended 31 December 2011.

# **Principal Activities**

The principal activity of the Company in the course of the financial period remained unchanged as domestic marketing of petroleum products.

The principal activities of the subsidiaries and associates are stated in Note 29 and Note 30 to the financial statements respectively.

There has been no significant change in the nature of these activities during the financial period.

#### Results

	Group RM'000	Company RM'000
Profit for the period	659,300	653,021
Attributable to: Shareholders of the Company Non-controlling interests	654,533 4,767	653,021 -
	659,300	653,021

#### **Dividends**

The dividends paid by the Company since the end of the previous financial year are as follows:

In respect of the financial year ended 31 March 2011:

- final dividend of 35 sen per ordinary share less 25% tax amounting to RM260,781,675; and
- special dividend of 25 sen per ordinary share less 25% tax amounting to RM186,272,625.

In respect of the financial period ended 31 December 2011:

- a first interim dividend of 15 sen per ordinary share less 25% tax amounting to RM111,763,575 declared on 10 August 2011 and paid on 22 September 2011; and
- a second interim dividend of 15 sen per ordinary share less 25% tax amounting to RM111,763,575 declared on 23 November 2011 and paid on 23 December 2011.

The Directors had on 24 February 2012 declared a third interim dividend of 15 sen per ordinary share less 25% tax amounting to RM111,763,575 in respect of the financial period ended 31 December 2011.

In addition, the Directors propose a special dividend of 35 sen per ordinary share less 25% tax amounting to RM260,781,675 in respect of the financial period ended 31 December 2011.

The financial statements for the current financial period do not reflect these propose third interim dividend and special dividend. Such dividends will be accounted for in equity as an appropriation of retained profits in the financial year ending 31 December 2012.

#### **Reserves and Provisions**

There were no material movements to and from reserves and provisions during the period.

# **Directors of the Company**

Directors who served since the date of the last report are:

Datuk Wan Zulkiflee bin Wan Ariffin – Chairman Amir Hamzah bin Azizan – Managing Director / CEO Dato' Dr. R. Thillainathan Dato' Chew Kong Seng Dato' Kamaruddin bin Mohd Jamal Dato Mohammad Medan bin Abdullah Vimala V R Menon (appointed on 18.11.2011)

# Directors of the Company (Cont'd)

Nuraini binti Ismail (appointed on 18.11.2011) Datuk Ainon Marziah binti Wahi (resigned on 18.11.2011) Datuk Manharlal a/l Ratilal (resigned on 18.11.2011) Juniwati binti Rahmat Hussin (resigned on 18.11.2011)

Dato' Dr. R. Thillainathan and Amir Hamzah bin Azizan, the Directors retiring pursuant to Article 93 of the Company's Articles of Association and being eligible, offer themselves to be re-elected as Directors of the Company.

Vimala V R Menon and Nuraini binti Ismail were appointed as Directors on 18 November 2011 and these Directors retiring pursuant to Article 96 of the Company's Articles of Association and being eligible, offer themselves to be re-elected as Directors of the Company.

Dato' Chew Kong Seng, the Director retiring pursuant to Section 129 of the Companies Act, 1965 at the forthcoming Annual General Meeting, offers himself to be re-elected as a Director of the Company to hold office until the conclusion of the next Annual General Meeting of the Company\*\*.

### **Directors' Interests**

The Directors in office at the end of the financial period who have interests and deemed interests in the shares of the Company and of its related corporations as recorded in the Register of Directors' Shareholdings are as follows:

	<b>←</b> Nu	ny ———		
Name	Balance at 1.4.2011	Bought	Sold	Balance at 31.12.2011
Amir Hamzah bin Azizan	15,000	-	-	15,000
Dato' Dr. R. Thillainathan*	10,000	_	_	10,000

- Deemed interest by virtue of his spouse's shareholdings pursuant to Section 134[12] (c) of the Companies Act, 1965.
- \*\* Subsequently on 21 May 2012, Dato' Chew Kong Seng had indicated to the Company that he would not seek for re-appointment at this 30th Annual General Meeting.

### Directors' Interests (Cont'd)

		Number of Shares	in PETRONAS	5
		Chemicals Gro	up Berhad	
	Balance at			Balance at
Name	1.4.2011	Bought	Sold	31.12.2011
Datuk Wan Zulkiflee bin Wan Ariffin	20,000	-	_	20,000
Amir Hamzah bin Azizan	30,000	-	-	30,000
Dato' Dr. R. Thillainathan*	-	17,000	-	17,000
Dato Mohammad Medan bin Abdullah	6,000	-	_	6,000
Vimala V R Menon	20,000	-	_	20,000
Nuraini binti Ismail	10,000	-	-	10,000

\* Deemed interest by virtue of his immediate family member's shareholdings pursuant to Section 134(12)(c) of the Companies Act, 1965.

		er of Shares in N avy Engineering I	•	
Name	Balance at 1.4.2011	Bought	Sold	Balance at 31.12.2011
Datuk Wan Zulkiflee bin Wan Ariffin Amir Hamzah bin Azizan*	10,000 14,000	- -	-	10,000 14,000

\* Inclusive of deemed interest by virtue of his spouse's shareholdings of 1,000 units pursuant to Section 134(12)(c) of the Companies Act, 1965.

	Nu	mber of Shares	in KLCC Prop	erty
		Holdings	Berhad	
	Balance at			Balance at
Name	1.4.2011	Bought	Sold	31.12.2011
Amir Hamzah bin Azizan	52,000	-	-	52,000
	<b>←</b> Number	of Shares in PE	TRONAS Gas	Berhad>
	Balance at			Balance at
Name	1.4.2011	Bought	Sold	31.12.2011
Nuraini binti Ismail	5,000	_	_	5,000

# directors report

FOR THE PERIOD ENDED 31 DECEMBER 2011

### Directors' Interests (Cont'd)

	<b>←</b> Nu	ımber of Shares	in MISC Berh	ad
	Balance at			Balance at
Name	1.4.2011	Bought	Sold	31.12.2011
Amir Hamzah bin Azizan	1,000	_	_	1,000

None of the other Directors holding office at 31 December 2011 had any interest in the ordinary shares of the Company and of its related corporations during the financial period.

### **Directors' Benefits**

Since the end of the previous financial year, no Director of the Company has received nor become entitled to receive any benefit (other than the benefit included in the aggregate amount of emoluments received or due and receivable by Directors as shown in the financial statements or the fixed salary of a full-time employee of the Company or of related companies/corporations) by reason of a contract made by the Company or a related corporation with the Director or with a firm of which the Director is a member, or with a company in which the Director has a substantial financial interest.

There were no arrangements during and at the end of the financial period which had the object of enabling Directors of the Company to acquire benefits by means of the acquisition of shares in or debentures of the Company or any other body corporate.

#### **Issue of Shares**

There were no changes in the issued and paid up capital of the Company during the financial period.

# **Options Granted Over Unissued Shares**

No options were granted to any person to take up unissued shares of the Company during the financial period.

# **Other Statutory Information**

Before the financial statements of the Group and of the Company were made out, the Directors took reasonable steps to ascertain that:

- all known bad debts have been written off and adequate provision made for doubtful debts, and
- any current assets which were unlikely to realise, in the ordinary course of business, their values as shown in the accounting records of the Group and of the Company had been written down to an amount which they might be expected so to realise.

At the date of this report, the Directors are not aware of any circumstances:

- that would render the amount written off for bad debts, or the amount of the provision for doubtful debts, in the Group and in the Company inadequate to any substantial extent. or
- that would render the value attributed to the current assets in the financial statements of the Group and the Company misleading, or
- iii) which have arisen which render adherence to the existing method of valuation of assets or liabilities of the Group and of the Company misleading or inappropriate, or
- not otherwise dealt with in this report or the financial statements, that would render any amount stated in the financial statements of the Group and of the Company misleading.

# Other Statutory Information (Cont'd)

At the date of this report, there does not exist:

- any charge on the assets of the Group or of the Company that has arisen since the end of the financial period and which secures the liabilities of any other person, or
- any contingent liability in respect of the Group or of the Company that has arisen since the end of the financial period.

No contingent liability or other liability of any company in the Group has become enforceable, or is likely to become enforceable within the period of twelve months after the end of the financial period which, in the opinion of the Directors, will or may substantially affect the ability of the Group and of the Company to meet their obligations as and when they fall due.

In the opinion of the Directors, the results of the operations of the Group and of the Company for the financial period ended 31 December 2011 have not been substantially affected by any item, transaction or event of a material and unusual nature nor has any such item, transaction or event occurred in the interval between the end of that financial period and the date of this report.

#### **Auditors**

The auditors, Messrs. KPMG Desa Megat & Co., have indicated their willingness to accept re-appointment.

Signed on behalf of the Board of Directors in accordance with a resolution of the Directors:

**DATUK WAN ZULKIFLEE BIN WAN ARIFFIN** 

**AMIR HAMZAH BIN AZIZAN** 

Kuala Lumpur,

Date: 24 February 2012

# statement by directors

# statutory declaration

In the opinion of the Directors, the financial statements set out on pages 133 to 175 are drawn up in accordance with Financial Reporting Standards and the Companies Act, 1965 in Malaysia so as to give a true and fair view of the financial position of the Group and of the Company at 31 December 2011 and their financial performance and cash flows for the period ended on that date.

In the opinion of the Directors, the information set out in Note 34 to the financial statements has been compiled in accordance with the Guidance on Special Matter No.1, Determination of Realised and Unrealised Profits or Losses in the Context of Disclosures Pursuant to Bursa Malaysia Securities Berhad Listing Requirements, issued by the Malaysian Institute of Accountants, and presented based on the format prescribed by Bursa Malaysia Securities Berhad.

Signed on behalf of the Board of Directors in accordance with a resolution of the Directors:

DATUK WAN ZULKIFLEE BIN WAN ARIFFIN

**AMIR HAMZAH BIN AZIZAN** 

Kuala Lumpur, Date: 24 February 2012 I, ROZAINI BIN MOHD SANI, the officer primarily responsible for the financial management of PETRONAS Dagangan Berhad, do solemnly and sincerely declare that the financial statements set out on pages 133 to 175, are, to the best of my knowledge and belief, correct and I make this solemn declaration conscientiously believing the same to be true, and by virtue of the provisions of the Statutory Declarations Act, 1960.

Subscribed and solemnly declared by the above named ROZAINI BIN MOHD SANI at KUALA LUMPUR in WILAYAH PERSEKUTUAN on 24 February 2012.

BFFORF MF:

Commissioner of Oaths



205, Bangunan Loke Yew 4, Jin Mahkamah Persekutuan 50050 Kuala Lumpur

# consolidated statement of financial position

	Note	31.12.2011 RM'000	31.3.2011 RM'000
ASSETS			
Property, plant and equipment	3	3,616,210	3,583,364
Investment in associates	5	9,396	8,770
Prepaid lease payments	6	404,178	364,886
TOTAL NON-CURRENT ASSETS		4,029,784	3,957,020
Inventories	7	1,063,767	832,600
Trade and other receivables	8	4,237,445	2,668,903
Cash and cash equivalents	9	470,183	1,026,209
TOTAL CURRENT ASSETS		5,771,395	4,527,712
TOTAL ASSETS		9,801,179	8,484,732
EQUITY			
Share capital	10	993,454	993,454
Reserves	11	3,785,446	3,801,494
Total equity attributable to			
shareholders of the Company		4,778,900	4,794,948
Non-controlling interests	12	33,064	35,646
TOTAL EQUITY		4,811,964	4,830,594

	Note	31.12.2011 RM'000	31.3.2011 RM'000
LIABILITIES			
Borrowings	13	73,411	16,232
Deferred tax liabilities	14	160,332	162,833
Provisions	15	20,346	19,564
TOTAL NON-CURRENT LIABILITIES		254,089	198,629
Borrowings	13	1,000,000	_
Trade and other payables	16	3,600,461	3,351,073
Taxation		134,665	104,436
TOTAL CURRENT LIABILITIES		4,735,126	3,455,509
TOTAL LIABILITIES		4,989,215	3,654,138
TOTAL EQUITY AND LIABILITIES		9,801,179	8,484,732

# consolidated statement of comprehensive income

FOR THE PERIOD ENDED 31 DECEMBER 2011

	Note	1.4.2011 to 31.12.2011 RM'000	1.4.2010 to 31.3.2011 RM'000
Revenue			
<ul> <li>sales of petroleum products</li> </ul>		22,256,727	23,251,778
<ul> <li>rendering of services</li> </ul>		11,066	15,870
		22,267,793	23,267,648
Cost of revenue			
<ul> <li>cost of petroleum products</li> </ul>		(20,570,311)	(21,154,085)
<ul><li>cost of services</li></ul>		(9,012)	(12,859)
		(20,579,323)	(21,166,944)
Gross profit		1,688,470	2,100,704
Selling and distribution expenses		(214,591)	(240,458)
Administration expenses		(672,759)	(798,146)
Other income		105,265	147,073
Operating profit	17	906,385	1,209,173
Financing costs	18	(8,085)	(1,015)
Share of profit after tax of equity accounted			
associates		625	753
Profit before taxation		898,925	1,208,911
Tax expense	19	(239,625)	(332,984)
PROFIT/TOTAL COMPREHENSIVE			
INCOME FOR THE PERIOD/YEAR		659,300	875,927

	Note	1.4.2011 to 31.12.2011 RM'000	1.4.2010 to 31.3.2011 RM'000
Attributable to:			
Shareholders of the Company		654,533	869,728
Non-controlling interests		4,767	6,199
PROFIT/TOTAL COMPREHENSIVE			
INCOME FOR THE PERIOD/YEAR		659,300	875,927
Earnings per ordinary share - basic	22	65.9 sen	87.5 sen

# consolidated statement of changes in equity

FOR THE PERIOD ENDED 31 DECEMBER 2011

	Note	1.4.2011 to 31.12.2011 RM'000	1.4.2010 to 31.3.2011 RM'000
Non-distributable:			
Share capital			
Balance at 1 April	10	993,454	993,454
Distributable:			
Unappropriated profits			
Balance at 1 April		3,801,494	3,565,093
Total comprehensive income for the period/year		654,533	869,728
Dividends	20	(670,581)	(633,327)
Balance at 31 December/31 March		3,785,446	3,801,494
Non-controlling interests			
Balance at 1 April		35,646	35,511
Total comprehensive income for the period/year		4,767	6,199
Dividends		(7,349)	(6,064)
Balance at 31 December/31 March	12	33,064	35,646
TOTAL EQUITY		4,811,964	4,830,594

# consolidated statement of cash flows

FOR THE PERIOD ENDED 31 DECEMBER 2011

	1.4.2011 to 31.12.2011 RM'000	1.4.2010 to 31.3.2011 RM'000
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipt from customers	22,229,449	26,911,324
Payment to suppliers and employees	(22,657,268)	(25,532,354)
Payment of interest for revolving credit	(4,253)	-
	(432,072)	1,378,970
Payment of taxes	(211,896)	(335,032)
Net cash (used in)/generated from operating activities	(643,968)	1,043,938
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in an associate	_	(4,400)
Interest income from deposits with licensed		(1,122,
financial institutions	9,965	24,101
Purchase of property, plant and equipment	(238,899)	(289,167)
Prepayment of leases	(61,811)	(47,700)
Proceeds from disposal of property, plant and equipment	143	10,125
Net cash used in investing activities	(290,602)	(307,041)
CASH FLOWS FROM FINANCING ACTIVITIES		
Drawdown of:		
Islamic financing facility	57,179	16,232
Revolving credit	1,000,000	_
Payment of profit margin for Islamic financing facility	(705)	_
Payment of dividends to shareholders	(670,581)	(633,327)
Payment of dividends to non-controlling interests		
of a subsidiary	(7,349)	(6,064)
Net cash generated from/(used in) financing activities	378,544	(623,159)

	1.4.2011 to 31.12.2011 RM'000	1.4.2010 to 31.3.2011 RM'000
NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS	(556,026)	113,738
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD/YEAR	1,026,209	912,471
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD/YEAR (Note 9)	470,183	1,026,209

# statement of financial position

	Note	31.12.2011 RM'000	31.3.2011 RM'000
ASSETS			
Property, plant and equipment	3	3,439,129	3,456,347
Investment in subsidiaries	4	19,590	19,590
Investment in associates	5	5,825	5,825
Prepaid lease payments	6	404,178	364,886
TOTAL NON-CURRENT ASSETS		3,868,722	3,846,648
Inventories	7	1,058,052	824,362
Trade and other receivables	8	4,229,117	2,672,543
Cash and cash equivalents	9	441,071	992,863
TOTAL CURRENT ASSETS		5,728,240	4,489,768
TOTAL ASSETS		9,596,962	8,336,416
EQUITY			
Share capital	10	993,454	993,454
Reserves	11	3,715,509	3,733,069
TOTAL EQUITY		4,708,963	4,726,523

	Note	31.12.2011 RM'000	31.3.2011 RM'000
LIABILITIES			
Deferred tax liabilities	14	146,367	147,459
Provisions	15	20,346	19,564
TOTAL NON-CURRENT LIABILITIES		166,713	167,023
Borrowing	13	1,000,000	_
Trade and other payables	16	3,592,318	3,341,538
Taxation		128,968	101,332
TOTAL CURRENT LIABILITIES		4,721,286	3,442,870
TOTAL LIABILITIES		4,887,999	3,609,893
TOTAL EQUITY AND LIABILITIES		9,596,962	8,336,416

# Statement of comprehensive income

FOR THE PERIOD ENDED 31 DECEMBER 2011

	Note	1.4.2011 to 31.12.2011 RM'000	1.4.2010 to 31.3.2011 RM'000
Revenue		22,241,950	23,227,285
Cost of revenue		(20,592,617)	(21,183,913)
Gross profit		1,649,333	2,043,372
Selling and distribution expenses		(213,293)	(239,091)
Administration expenses		(659,287)	(781,844)
Other income		117,961	179,652
Operating profit	17	894,714	1,202,089
Financing costs	18	(8,085)	(1,015)
Profit before taxation		886,629	1,201,074
Tax expense	19	(233,608)	(322,015)
PROFIT/TOTAL COMPREHENSIVE INCOME FOR THE PERIOD/YEAR		653,021	879,059
Attributable to:			
Shareholders of the Company		653,021	879,059
PROFIT/TOTAL COMPREHENSIVE INCOME FOR THE PERIOD/YEAR		653,021	879,059

# statement of changes in equity

FOR THE PERIOD ENDED 31 DECEMBER 2011

	Note	1.4.2011 to 31.12.2011 RM'000	1.4.2010 to 31.3.2011 RM'000
Non-distributable:			
Share capital			
Balance at 1 April	10	993,454	993,454
Distributable:			
Unappropriated profits			
Balance at 1 April		3,733,069	3,487,337
Total comprehensive income for the period/year		653,021	879,059
Dividends	20	(670,581)	(633,327)
Balance at 31 December/31 March	11	3,715,509	3,733,069
TOTAL EQUITY		4,708,963	4,726,523

# statement of cash flows

FOR THE PERIOD ENDED 31 DECEMBER 2011

	1.4.2011 to	1.4.2010 to
	31.12.2011 RM'000	31.3.2011 RM'000
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipt from customers	22,214,743	26,860,643
Payment to suppliers and employees	(22,677,276)	(25,547,885)
Payment of interest for revolving credit	(4,253)	-
	(466,786)	1,312,758
Payment of taxes	(207,062)	(322,853)
Net cash (used in)/generated from operating activities	(673,848)	989,905
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in an associate	-	(4,400)
Interest income from deposits with licensed financial institutions	9,839	22,959
Purchase of property, plant and equipment	(169,545)	(235,889)
Prepayment of leases	(61,450)	(46,203)
Proceeds from disposal of property, plant and equipment	143	10,125
Receipt of dividends from subsidiary	13,650	34,625
Net cash used in investing activities	(207,363)	(218,783)
CASH FLOWS FROM FINANCING ACTIVITIES		
Payment of dividends	(670,581)	(633,327)
Drawdown of revolving credit	1,000,000	-
Net cash generated from/(used in) financing activities	329,419	(633,327)
NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS	(551,792)	137,795
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD/YEAR	992,863	855,068
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD/YEAR (Note 9)	441,071	992,863

# notes to the financial statements

31 DECEMBER 2011

# 1. Basis of Preparation

### 1.1 Statement of Compliance

The financial statements of the Group and of the Company have been prepared in accordance with Financial Reporting Standards (FRSs), generally accepted accounting principles and the Companies Act, 1965 in Malaysia. These financial statements also comply with the applicable disclosure provisions of the Listing Requirements of the Bursa Malaysia Securities Berhad.

As at the beginning of the current financial period, the Group and the Company had adopted revised FRSs, Amendments to FRSs and IC Interpretations (collectively referred to as "pronouncements") that have been issued by the Malaysian Accounting Standards Board ("MASB") as described fully in Note 31.

The MASB has also issued new pronouncements which are not yet effective for the Group and the Company as set out in Note 32. New pronouncements that are not applicable to the operations of the Group and of the Company are set out in Note 33.

The financial statements were approved and authorised for issue by the Board of Directors on 24 February 2012.

# 1.2 Change in Financial Year End

The Group and the Company has changed its financial year end from 31 March to 31 December. Consequently, the comparatives for the statement of comprehensive income, changes in equity and cash flows as well as certain comparatives in the notes to the financial statements of the Group and the Company for the period of 9 months from 1 April 2011 to 31 December 2011, are not comparable to those of the previous 12 months ended 31 March 2011. The next financial statements will be for a period of 12 months commencing from 1 January 2012.

# 1. Basis of Preparation (Cont'd)

#### 1.3 Basis of Measurement

The financial statements of the Group and the Company have been prepared on the historical cost basis, unless otherwise stated.

The methods used to measure fair value are stated in Note 2.6.

# 1.4 Functional and Presentation Currency

The individual financial statements of each entity in the Group are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The Group's and the Company's financial statements are presented in Ringgit Malaysia ("RM"), which is also the Company's functional currency.

# 1.5 Use of Estimates and Judgements

The preparation of financial statements in conformity with FRSs requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

There are no significant areas of estimation, uncertainty and critical judgements in applying accounting policies that have significant effect on the amount recognised in the financial statements other than as disclosed in the following notes:

- Note 2.3 and Note 3 Property, Plant and Equipment
- Note 2.4 Leased Assets
- (iii) Note 2.10 and Note 15 Provisions

# notes to the financial statements

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# Significant Accounting Policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements, and have been applied consistently by Group entities, unless otherwise stated.

#### 2.1 Basis of Consolidation

Subsidiaries are entities controlled by the Group. Control exists when the Group has the power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities. Subsidiaries are consolidated using the purchase method of accounting.

The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

All inter-company transactions are eliminated on consolidation and revenue and profits relate to external transactions only. Unrealised losses resulting from inter-company transactions are also eliminated unless cost cannot be recovered.

From 1 April 2011 the Group has applied FRS 3, Business Combinations (revised) in accounting for business combinations. The revised standard requires the acquisition method of accounting to be applied for business combinations and introduces changes to the accounting treatment.

Prior to 1 April 2011, goodwill represents the excess of the cost of the acquisition over the Group's interest in the net fair value of identifiable assets, liabilities and contingent liabilities of the acquiree. When the excess was negative, the difference was recognised immediately in profit or loss. Transaction costs, other than those associated with the issue of debt or equity securities, that the Group incurred in connection with business combination were capitalised as part of the cost of the acquisition.

The cost of an acquisition is measured as the aggregate of the fair values, at the date of exchange, of the assets given, liabilities incurred or assumed

# 2. Significant Accounting Policies (Cont'd)

### 2.1 Basis of Consolidation (cont'd)

and equity instruments issued. Following the revision of FRS 3, cost related to the acquisition, other than those associated with the issue of debt or equity securities, that the Group incurs in connection with a business combination are expensed as incurred.

For acquisition on or after 1 April 2011, any excess of the cost of the acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities, the recognised amount of any non-controlling interest in the acquiree and if the business combination is achieved in stages, the fair value of the existing equity interest in the acquiree, represents goodwill.

Any excess of the Group's interest in the net fair value of the identifiable assets. liabilities and contingent liabilities over the cost of acquisition is recognised immediately in profit or loss.

Non-controlling interests at the reporting date, being the portion of the net assets of subsidiaries attributable to equity interests that are not owned by the Company, whether directly or indirectly through subsidiaries, are presented in the consolidated statement of financial position and statement of changes in equity within equity, separately from equity attributable to the equity shareholders of the Company. Non-controlling interests in the results of the Group are presented on the face of the consolidated statement of comprehensive income as an allocation of the profit or loss and the comprehensive income for the period between the non-controlling interests and the equity shareholders of the Company.

Prior to adoption of FRS 127 (revised), where losses applicable to the noncontrolling interests exceed their interests in the equity of a subsidiary, the excess and any further losses applicable to the non-controlling were charged against the Group's interest except to the extent that the non-controlling has a binding obligation to, and was able to, make additional investment to cover the losses. If the subsidiary subsequently reported profits, the Group's interest was allocated all such profits until the non-controlling interests' share of losses previously absorbed by the Group has been recovered.

## 2. Significant Accounting Policies (Cont'd)

## 2.1 Basis of Consolidation (cont'd)

From 1 April 2011, the Group has adopted FRS 127, Consolidated and Separate Financial Statements (revised), whereby losses applicable to non-controlling interests in a subsidiary are allocated to the non-controlling interests even if doing so causes the non-controlling interests to have a deficit balance.

The effects of all transactions with non-controlling interests are required to be recorded in equity if there is no change in control. When control is lost, any remaining interest in this previous subsidiary is remeasured to fair value at the date that control is lost and any gain or loss is recognised in profit or loss. Subsequently, it is accounted for as an equity accounted investee or as an available-for-sale financial assets depending on the level of influenced retained.

Prior to adoption of FRS 127 (revised), if the Group retained any interest in the previous subsidiary, such interest was measured at the carrying amount at the date the control was lost and this carrying amount would be regarded as cost on initial measurement of the investment.

#### 2.2 Associates

Associates are entities in which the Group has significant influence including representation on the Board of Directors, but not control or joint control, over the financial and operating policies of the investee company.

Associates are accounted for in the consolidated financial statements using the equity method less any impairment losses. The consolidated financial statements include the Group's share of post-acquisition profits or losses of the equity accounted associates, after adjustments to align the accounting policies with those of the Group, from the date that significant influence commences until the date that significant influence ceases.

The Group's share of post-acquisition reserves and retained profits less losses is added to the carrying value of the investment in the consolidated statement of financial position. These amounts are taken from the latest audited financial statements or management financial statements of the associates.

## 2. Significant Accounting Policies (Cont'd)

## 2.2 Associates (cont'd)

When the Group's share of post-acquisition losses exceeds its interest in an equity accounted associate, the carrying amount of that interest (including any long-term investments) is reduced to nil and the recognition of further losses is discontinued except to the extent that the Group has an obligation or has made payments on behalf of the investee.

Unrealised profits arising from transactions between the Group and its associates are eliminated to the extent of the Group's interests in the associates. Unrealised losses on such transaction are also eliminated partially, unless cost cannot be recovered.

## 2.3 Property, Plant and Equipment

Freehold land and projects-in-progress are stated at cost less accumulated impairment losses and are not depreciated. Other property, plant and equipment are stated at cost or valuation less accumulated depreciation and accumulated impairment losses.

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the costs of materials and direct labour, any other costs directly attributable to bringing the assets to working condition for their intended use, and the costs of dismantling and removing the items and restoring the site on which they are located. For qualifying cost asset, borrowing costs are capitalised in accordance with the accounting policy on borrowing costs. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

When significant parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

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## 2. Significant Accounting Policies (Cont'd)

## 2.3 Property, Plant and Equipment (cont'd)

The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Group and its cost can be measured reliably. The carrying amount of the replaced item of property, plant and equipment is derecognised with any corresponding gain or loss recognised in the profit or loss accordingly. The costs of the day-to-day servicing of property, plant and equipment are recognised in the profit or loss as incurred.

Depreciation for property, plant and equipment other than freehold land and projects-in-progress, is recognised in the profit or loss on a straight-line basis over the estimated useful lives of each part of an item of property, plant and equipment. Property, plant and equipment are not depreciated until the assets are ready for their intended use.

Buildings are depreciated over 20 years or over the remaining land lease period, whichever is shorter.

Leases of leasehold land under finance lease shall be depreciated over the shorter of the lease term and its useful life. The leasehold land are categorised into long lease and short lease. Long lease is defined as a lease with an unexpired lease period of fifty years or more. Short lease is defined as a lease with an unexpired lease period of less than fifty years.

The estimated useful lives of the other property, plant and equipment are as follows:

 Plant, machinery, tankage and pipeline 5 - 20 years • Office equipment, furniture and fittings 3 - 6.7 years Motor vehicles 4 years Computer hardware and software 5 years

Property, plant and equipment individually costing less than RM5,000 are expensed off in the period of purchase.

## 2. Significant Accounting Policies (Cont'd)

## 2.3 Property, Plant and Equipment (cont'd)

The depreciable amount is determined after deducting residual value. The residual values, useful life and depreciation method are reviewed at each financial period end to ensure that the amount, method and period of depreciation are consistent with previous estimates and the expected pattern of consumption of the future economic benefits embodied in the items of property, plant and equipment.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. The difference between the net disposal proceeds, if any, and the net carrying amount is recognised in the profit or loss.

#### 2.4 Leased Assets

#### (i) Finance Lease

A lease is recognised as a finance lease if it transfers substantially to the Group and the Company all the risks and rewards incidental to ownership. Upon initial recognition the leased asset is measured at an amount equal to the lower of its fair value and the present value of the minimum lease payments at the inception of the lease. Subsequent to initial recognition, the asset is accounted for in accordance with the accounting policy applicable to that asset. The corresponding liability is included in the financial position as finance lease liabilities.

#### (ii) Prepaid Lease Payments

Leases of a leasehold land which in substance is a finance lease is classified to property, plant and equipment.

The remaining leases of leasehold land which is not in substance a finance lease, together with prepaid rental for service station sites and depots are recognised as prepaid lease payments.

The payment made on entering into or acquiring such leasehold land and prepaid rental arrangement is amortised over the lease term in accordance with the pattern of benefits provided.

## 2. Significant Accounting Policies (Cont'd)

## 2.4 Leased Assets (cont'd)

## (ii) Prepaid Lease Payments (cont'd)

Prepaid lease payments are recognised as an expense in the profit or loss on a straight-line basis over the term of the lease or the period of the agreements.

#### 2.5 Investments

Long term investments in subsidiaries and associates are stated at cost less impairment loss, if any, in the Company's financial statements.

#### 2.6 Financial Instruments

#### (i) Financial Assets

## **Initial Recognition**

Financial assets are classified as financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments or available-for sale financial assets, as appropriate. The Group and the Company determine the classification of its financial assets at initial recognition.

Financial assets are recognised initially at fair value, normally being the transaction price plus, in the case of financial asset not at fair value through profit or loss, any directly attributable transaction costs.

Purchases or sales that require delivery of financial assets within a timeframe established by regulation or convention in the marketplace (regular way purchase) are recognised on the trade date i.e the date that the Group and the Company commit to purchase or sell the financial asset.

The Group's and the Company's financial assets are categorised as fair value through profit or loss and loans and receivables which includes cash and cash equivalents and trade and other receivables.

## 2. Significant Accounting Policies (Cont'd)

## 2.6 Financial Instruments (cont'd)

## (i) Financial Assets (cont'd)

## **Subsequent Measurement**

#### Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable receipts that are not quoted in an active market. Subsequent to initial recognition, such financial assets are carried at amortised cost, using the effective interest rate method less impairment losses.

Gains and losses are recognised in the profit or loss when the loans and receivables are derecognised or impaired, as well as through the amortisation process.

#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss includes financial assets held for trading and financial assets designated upon initial recognition as at fair value through profit or loss. Financial assets are classified as held for trading if they are acquired for the purpose of selling in the near term. This category includes derivative financial instruments entered into by the Group and the Company, including separated embedded derivatives, unless they are designated as effective hedging instruments. Financial asset at fair value through profit or loss are carried in the statement of financial position at fair value with gains or losses recognised in the profit or loss.

All financial assets, except for those measured at fair value through profit or loss, are subject to review for impairment.

## (ii) Financial Liabilities

## **Initial Recognition**

Financial liabilities are classified as loan and payables or financial liabilities at fair value through profit or loss, as appropriate. The Group and the Company determines the classification of its financial liabilities at initial recognition.

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## Significant Accounting Policies (Cont'd)

## 2.6 Financial Instruments (cont'd)

## (ii) Financial Liabilities (cont'd)

## Initial Recognition (cont'd)

Financial liabilities are recognised initially at fair value less, in the case of borrowings, any directly attributable transaction cost.

The Group's and the Company's financial liabilities include borrowings and trade and other payables.

## **Subsequent Measurement**

## Loans and payables

Subsequent to initial recognition, loans and payables are measured at amortised cost using the effective profit/interest rate method.

Gains and losses are recognised in the profit or loss when the liabilities are derecognised as well as through the amortisation process.

#### Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss includes financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

This category includes derivative financial instruments entered into by the Group and the Company that do not meet the hedge accounting criteria.

Financial liabilities at fair value through profit or loss are carried on the statement of financial position at fair value with gains or losses recognised in the profit or loss.

#### (iii) Offsetting of Financial Instruments

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position if, and only if, there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously.

## 2. Significant Accounting Policies (Cont'd)

#### 2.6 Financial Instruments (cont'd)

## (iv) Fair value of Financial Instruments

The fair value of financial instruments that are actively traded in organised financial markets is determined by reference to quoted market bid prices at the close of business on the statement of financial position date. For financial instruments where there is no active market, fair value is determined using valuation techniques. Such techniques may include using recent arm's length market transactions; reference to the current fair value of another instrument that is substantially the same; discounted cash flow analysis or other valuation models. Where fair value cannot be reliably estimated, assets are carried at cost less impairment losses.

#### (v) Amortised Cost of Financial Instruments

Amortised cost is computed using the effective interest rate method. This method uses effective interest rate that exactly discounts estimated future cash receipts or payments through the expected life of the financial instrument to the net carrying amount of the financial instrument. Amortised cost takes into account any transaction costs and any discount or premium on settlement.

## (vi) Derecognition of Financial Instruments Financial Assets

A financial asset is derecognised when the rights to receive cash flows from the asset have expired or, the Group and the Company have transferred their rights to receive cash flows from the asset or have assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement without retaining control of the asset or substantially all the risks and rewards of the asset. On derecognition of a financial asset, the difference between the carrying amount and the sum of the consideration received (including any new asset obtained less any new liability assumed) and any cumulative gain or loss that had been recognised in equity is recognised in the profit or loss.

## 2. Significant Accounting Policies (Cont'd)

#### 2.6 Financial Instruments (cont'd)

## (vi) Derecognition of Financial Instruments (cont'd)

#### Financial Liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. On derecognition of a financial liability, the difference between the carrying amount of the financial liabilities extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognised in the profit or loss.

## 2.7 Impairment

#### (i) Financial Assets

A financial asset is assessed at each reporting date to determine whether there is any objective evidence of impairment as a result of one or more events have had a negative effect on the estimated future cash flows of that asset. For an equity instrument, a significant or prolonged declined in fair value below its cost is also considered objective evidence of impairment.

## Loans and Receivables

For loans and receivables carried at amortised cost, individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

An impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated future cash flows discounted at the asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the profit or loss.

If, in a subsequent period, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account.

## 2. Significant Accounting Policies (Cont'd)

## 2.7 Impairment (cont'd)

#### (iii) Non-financial Assets

The carrying amounts of assets, other than inventories and financial assets (financial assets in this context exclude investments in subsidiaries and associates), are reviewed at each reporting date to determine whether there is any indication of impairment. The carrying amounts of certain classes of assets are reviewed whenever events or changes in circumstances indicate that the carrying value may be impaired, as described in the respective assets' accounting policies.

If any such indication exists, the asset's recoverable amount is estimated. For goodwill and intangible assets that have indefinite useful lives or that are not yet available for use, recoverable amount is estimated at each reporting date.

An impairment loss is recognised if the carrying amount of an asset or the cash-generating unit to which it belongs exceeds its recoverable amount. Impairment losses are recognised in the profit or loss, unless the asset is carried at a revalued amount, in which case the impairment loss is recognised directly against any revaluation surplus for the asset to the extent that the impairment loss does not exceed the amount in the revaluation surplus for that same asset.

A cash-generating unit is the smallest identifiable asset group that generates cash flows that are largely independent from other assets and groups. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit on a pro-rata basis.

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## Significant Accounting Policies (Cont'd)

## 2.7 Impairment (cont'd)

## (ii) Non-financial Assets (cont'd)

The recoverable amount is the greater of the asset's fair value less cost to sell and its value in use. In assessing the value in use, estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss in respect of goodwill is not reversed in a subsequent period. In respect of other assets, impairment losses are reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

Reversals of impairment losses are credited to the profit or loss in the period in which the reversals are recognised, unless it reverses an impairment loss on a revalued asset, in which case it is credited directly to revaluation surplus. Where an impairment loss on the same revalued asset was previously recognised in the profit or loss, a reversal of that impairment loss is also recognised in the profit or loss.

## 2.8 Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand, bank balances and deposits with licensed banks.

#### 2.9 Inventories

Inventories of petroleum products and non-tradeable spare parts are stated at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

## 2. Significant Accounting Policies (Cont'd)

## 2.9 Inventories (cont'd)

Cost of petroleum products includes direct costs and transportation charges necessary to bring the inventories to their present locations and condition and is determined on the weighted average basis.

The cost of spare parts is the invoiced value from suppliers.

#### 2.10 Provisions

A provision is recognised if, as a result of a past event, the Group or the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognised as finance cost.

The amount recognised as a provision is the best estimate of the expenditure required to settle the present obligation at the reporting date. Provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

In particular, information about provisions that have the most significant effect on the amount recognised in the financial statements is described in Note 15.

## 2.11 Employee Benefits

## (i) Short Term Benefits

Wages and salaries, bonuses and social security contributions are recognised as an expense in the period in which the associated services are rendered by employees of the Group and the Company.

## 2. Significant Accounting Policies (Cont'd)

## 2.11 Employee Benefits (cont'd)

## (ii) Defined Contribution Plan

As required by law, companies in Malaysia make contributions to the state pension scheme, the Employees Provident Fund ("EPF").

Such contributions are recognised as an expense in the profit or loss as incurred.

#### 2.12 Taxation

Tax on the profit and loss for the period comprises current and deferred tax. Income tax is recognised in the profit or loss except to the extent it relates to items recognised directly in equity, in which case it is recognised in equity.

#### (i) Current Tax

Current tax expense is the expected tax payable on the taxable income for the period, using the statutory tax rates at the reporting date, and any adjustment to tax payable in respect of previous periods.

#### (ii) Deferred Tax

Deferred tax is provided for, using the liability method, on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts in the financial statements. In principle, deferred tax liabilities are recognised for all taxable temporary differences and deferred tax assets are recognised for all deductible temporary differences, unabsorbed capital allowances, unused tax losses and unused tax credits to the extent that it is probable that future taxable profit will be available against which the deductible temporary differences. unabsorbed capital allowances, unused tax losses and unused tax credits can be utilised.

Deferred tax is not recognised if the temporary difference arises from initial recognition of goodwill or negative goodwill or from the initial recognition of an asset or liability in a transaction which is not a business combination and at the time of the transaction, affects neither accounting profit nor taxable profit.

## 2. Significant Accounting Policies (Cont'd)

## 2.12 Taxation (cont'd)

## (ii) Deferred Tax (cont'd)

Deferred tax is measured at the tax rates that are expected to apply in the period when the asset is realised or the liability is settled, based on statutory tax rates at the statement of financial position date.

Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

## 2.13 Foreign Currency Transactions

In preparing financial statements of individual entities in the Group, transactions in currencies other than the entity's functional currency (foreign currencies) are translated to the functional currencies at rates of exchange ruling on the transaction dates.

Monetary assets and liabilities denominated in foreign currencies at the reporting date have been retranslated to the functional currency at rates ruling at the reporting date.

Non-monetary items that are measured in terms of historical cost in foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items or on translation of monetary items at the reporting date are recognised in the profit or loss in the period in which they arise.

## 2.14 Financing Costs

Financing costs comprise interest payable on borrowings and unwinding of discount for provision of dismantling, removal and restoration costs.

The financing costs on borrowings are recognised using the effective profit/ interest rate method as stated in Note 2.6 (ii).

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## 2. Significant Accounting Policies (Cont'd)

#### 2.15 Borrowing Costs

Borrowing costs shall be recognised as an expense in the period in which they are incurred except borrowing costs incurred on projects-in-progress which are directly attributable to the acquisition, construction or production of the assets which necessarily takes a substantial period of time to be prepared for its intended use, are capitalised.

The capitalisation of borrowing costs as part of the cost of qualifying asset commences when expenditures for the assets is being incurred, borrowing cost are being incurred and activities that are necessary to prepare the asset for its intended use or sale are in progress. Capitalisation of borrowing costs ceases when all activities necessary to prepare the qualifying asset for its intended use are completed.

The capitalisation rate used to determine the amount of borrowing costs eligible for capitalisation is the weighted average of the borrowing costs applicable to borrowings that are outstanding during the period, other than borrowings made specifically for the purpose of financing a specific project-inprogress, in which case the actual borrowing cost incurred on that borrowing less any investment income on the temporary investment of that borrowings will be capitalised.

#### 2.16 Revenue

Revenue from sale of petroleum products is recognised in the profit or loss when the significant risks and rewards of ownership have been transferred to the buyer.

Revenue from services rendered is recognised in the profit or loss based on the value of services performed and invoiced to customers during the period.

## 2. Significant Accounting Policies (Cont'd)

## 2.17 PETRONAS Mesra Loyalty Programme

PETRONAS Mesra Loyalty Programme is an in-house loyalty programme where members are awarded with PETRONAS Mesra points at the point of sale made at PETRONAS Stations and Kedai Mesra. The monetary value attributed to the awarded points is treated as deferred revenue and only recognised as revenue in the profit or loss on redemption of the points. Currently, members can redeem the awarded points for purchase of fuel at PETRONAS Stations or items at Kedai Mesra and PETRONAS Card Centre.

On an annual basis, fair value of the deferred revenue is deemed equivalent to its carrying cost based on the points redemption profile. This accounting treatment is in line with IC Interpretation 13, Customer Loyalty Programmes.

## 2.18 Earnings Per Share

Basic EPS is calculated by dividing the profit and loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the period.

## 2.19 Operating Segments

An operating segment is a component of an entity that engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the same entity), whose operating results are regularly reviewed by the entity's chief operating decision maker to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available.

## 3. Property, Plant and Equipment

Group		At 1.4.2011 RM'000	Additions RM'000	Disposals/ Write-offs RM'000	Transfers RM'000	At 31.12.2011 RM'000
At cost						
Freehold land		945,432	-	(3,285)	25,273	967,420
Leasehold land						
– Long lease		515,063	-	(1,990)	10,451	523,524
– Short lease		12,262	-	-	-	12,262
Buildings		1,819,484	79	(1,569)	47,436	1,865,430
Plant, machinery, tankage and pipeline		1,653,933	5,285	(15,642)	40,942	1,684,518
Office equipment, furniture and fittings		277,519	1,099	(566)	34,144	312,196
Motor vehicles		57,542	192	(756)	835	57,813
Computer hardware and software		435,503	3,797	(1,934)	8,057	445,423
Projects-in-progress		326,250	231,543	-	(167,138)	390,655
		6,042,988	241,995	(25,742)	-	6,259,241
Group	At 1.4,2011 RM'000	Charge for the period RM'000	Impairment for the period RM'000	Disposals/ Write-offs RM'000	Transfers RM'000	At 31.12.2011 RM'000
Accumulated depreciation and impairment losses						
Freehold land	1,379	-	(177)	-	_	1,202
Leasehold land						
– Long lease	47,435	4,717	(163)	(235)	_	51,754
– Short lease	3,798	123	-	-	_	3,921
Buildings	827,849	65,607	418	(906)	-	892,968
Plant, machinery, tankage and pipeline	963,197	80,253	1,993	(14,256)	-	1,031,187
Office equipment, furniture and fittings	187,498	23,674	-	(551)	-	210,621
Motor vehicles	43,317	5,099	-	(754)	-	47,662
Computer hardware and software	385,151	20,480	-	(1,915)	-	403,716
Projects-in-progress	-	-	-	-	-	-
	2,459,624	199,953	2,071	(18,617)	-	2,643,031

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Group		At 1.4.2010 RM'000	Additions RM'000	Disposals/ Write-offs RM'000	Transfers RM'000	At 31.3.2011 RM'000
At cost						
Freehold land		880,130	-	(2,786)	68,088	945,432
Leasehold land						
– Long lease		473,886	125	(502)	41,554	515,063
– Short lease		7,669	-	-	4,593	12,262
Buildings		1,737,421	69	(13,014)	95,008	1,819,484
Plant, machinery, tankage and pipeline		1,549,821	7,646	(17,556)	114,022	1,653,933
Office equipment, furniture and fittings		240,853	1,769	(63)	34,960	277,519
Motor vehicles		56,522	775	(2,071)	2,316	57,542
Computer hardware and software		420,496	3,235	(102)	11,874	435,503
Projects-in-progress		414,553	284,112	-	(372,415)	326,250
		5,781,351	297,731	(36,094)	-	6,042,988
Group	At 1.4.2010 RM'000	Charge for the year RM'000	Impairment for the year RM'000	Disposals/ Write-offs RM'000	Transfers RM'000	At 31.3.2011 RM'000
Accumulated depreciation and impairment losses						
Freehold land	_	_	1,379	_	_	1,379
Leasehold land						
- Long lease	40,028	7,706	616	(194)	(721)	47,435
– Short lease	2,911	166	_	_	721	3,798
Buildings	752,904	85,701	1,408	(12,164)	_	827,849
Plant, machinery, tankage and pipeline	866,448	112,902	208	(16,361)	_	963,197
Office equipment, furniture and fittings	158,220	29,342	_	(64)	_	187,498
Motor vehicles	37,966	7,390	_	(2,039)	_	43,317
Computer hardware and software	354,041	31,210	_	(100)	_	385,151
Projects-in-progress	-	-	-	-	-	-
	2,212,518	274,417	3,611	(30,922)	_	2,459,624

					ng amount
Group Group				31.12.2011 RM'000	31.3.2011 RM'000
Freehold land				966,218	944,053
Leasehold land					
– Long lease				471,770	467,628
– Short lease				8,341	8,464
Buildings				972,462	991,635
Plant, machinery, tankage and pipeline				653,331	690,736
Office equipment, furniture and fittings				101,575	90,021
Motor vehicles				10,151	14,225
Computer hardware and software				41,707	50,352
Projects-in-progress				390,655	326,250
				3,616,210	3,583,364
	At		Disposals/		At
Company	1.4.2011 RM'000	Additions RM'000	Write-offs RM'000	Transfers RM'000	31.12.2011 RM'000
At cost					
Freehold land	945,431	_	(3,285)	25,274	967,420
Leasehold land					
– Long lease	514,053	_	(1,990)	10,453	522,516
- Short lease	12,262	_	-	-	12,262
Buildings	1,792,392	79	(1,569)	47,436	1,838,338
Plant, machinery, tankage and pipeline	1,482,150	4,620	(15,642)	40,237	1,511,365
Office equipment, furniture and fittings	273,364	1,066	(554)	34,144	308,020
Motor vehicles	54,945	192	(476)	835	55,496
Computer hardware and software	427,685	3,682	(1,934)	6,522	435,955
Projects-in-progress	272,050	174,048	-	(164,901)	281,197
	5,774,332	183,687	(25,450)	-	5,932,569

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Company	At 1.4.2011 RM'000	Charge for the period RM'000	Impairment for the period RM'000	Disposals/ Write-offs RM'000	Transfers RM'000	At 31.12.2011 RM'000
Accumulated depreciation and impairment losses						
Freehold land	1,379	-	(177)	-	-	1,202
Leasehold land						
– Long lease	47,245	4,710	(163)	(235)	-	51,557
– Short lease	3,797	124	-	-	-	3,921
Buildings	811,362	64,569	418	(906)	-	875,443
Plant, machinery, tankage and pipeline	852,436	73,884	1,993	(14,255)	-	914,058
Office equipment, furniture and fittings	183,605	23,602	-	(539)	-	206,668
Motor vehicles	40,713	5,107	-	(475)	-	45,345
Computer hardware and software	377,448	19,713	-	(1,915)	-	395,246
Projects-in-progress	-	-	-	-	-	-
	2,317,985	191,709	2,071	(18,325)	-	2,493,440
Company		At 1.4.2010 RM'000	Additions RM'000	Disposals/ Write-offs RM'000	Transfers RM'000	At 31.3.2011 RM'000
At cost						
Freehold land		880,130	_	(2,786)	68,087	945,431
Leasehold land						
– Long lease		472,877	125	(502)	41,553	514,053
– Short lease		7,669	_	_	4,593	12,262
Buildings		1,710,329	69	(13,014)	95,008	1,792,392
Plant, machinery, tankage and pipeline		1,378,611	7,073	(17,556)	114,022	1,482,150
Office equipment, furniture and fittings		236,700	1,767	(63)	34,960	273,364
Motor vehicles		53,926	774	(2,071)	2,316	54,945
Computer hardware and software		411,525	3,235	(102)	13,027	427,685
Projects-in-progress		413,017	232,599	_	(373,566)	272,050
		5,564,784	245,642	(36,094)	_	5,774,332

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Company	At 1.4.2010 RM'000	Charge for the year RM'000	Impairment for the year RM'000	Disposals/ Write-offs RM'000	Transfers RM'000	At 31.3.2011 RM'000
Accumulated depreciation and impairment losses						
Freehold land	_	_	1,379	_	_	1,379
Leasehold land						
– Long lease	39,847	7,697	616	(194)	(721)	47,245
– Short lease	2,910	166	-	_	721	3,797
Buildings	737,800	84,318	1,408	(12,164)	_	811,362
Plant, machinery, tankage and pipeline	764,109	104,480	208	(16,361)	_	852,436
Office equipment, furniture and fittings	154,458	29,211	-	(64)	_	183,605
Motor vehicles	35,412	7,340	-	(2,039)	_	40,713
Computer hardware and software	346,365	31,183	-	(100)	_	377,448
Projects-in-progress	-	-	-	-	-	-
	2,080,901	264,395	3,611	(30,922)	-	2,317,985

	Carryir	ng amount
Company	31.12.2011	31.3.2011
	RM'000	RM'000
Freehold land	966,218	944,052
Leasehold land		
– Long lease	470,959	466,808
– Short lease	8,341	8,465
Buildings	962,895	981,030
Plant, machinery, tankage and pipeline	597,307	629,714
Office equipment, furniture and fittings	101,352	89,759
Motor vehicles	10,151	14,232
Computer hardware and software	40,709	50,237
Projects-in-progress	281,197	272,050
	3,439,129	3,456,347

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## 3. Property, Plant and Equipment (Cont'd)

Impairment losses				
	At	Impairment	Reversal for	At
Group and Company	1.4.2011	for the period	the period	31.12.2011
	RM'000	RM'000	RM'000	RM'000
Freehold land	1,379	-	(177)	1,202
Leasehold land				
– Long lease	616	-	(163)	453
Buildings	1,408	418	-	1,826
Plant, machinery, tankage				
and pipeline	208	1,993	-	2,201
·	3,611	2,411	(340)	5,682
	3,0	=,	,,	-,

Impairment and reversal are made in the current financial period arising from the impairment tests or appraisals conducted by internal and/or external parties.

## Restrictions of land title

The titles to certain freehold and leasehold land are in the process of being registered in the Company's name.

## Additions of projects-in-progress

Borrowing costs of the Group amounting to RM1,408,742 (31.3.2011: RM17,219) are included in the additions of projects-in-progress. The borrowing capitalisation rate on Islamic financing facility ranges from 3.5% to 3.9% (31.3.2011: 3.5%).

#### Investment in Subsidiaries

	Com	pany
	31.12.2011 RM'000	31.3.2011 RM'000
Unquoted shares at cost	19,590	19,590

Details of the subsidiaries are stated in Note 29 to the financial statements.

## 5. Investment in Associates

	Gro	oup	Company	
	31.12.2011 RM'000	31.3.2011 RM'000	31.12.2011 RM'000	31.3.2011 RM'000
Unquoted shares at cost Share of post-acquisition profits	5,825	5,825	5,825	5,825
and reserves	3,571	2,945	-	-
	9,396	8,770	5,825	5,825

Summary of financial information on accordates

Suffilliarly of finalicial information on associates:	Group	
	31.12.2011 RM'000	31.3.2011 RM'000
Total assets (100%)	140,922	113,830
Total liabilities (100%)	101,822	77,990
Revenue (100%)	18,222	23,114
Profit (100%)	1,662	1,824

Details of the associates are stated in Note 30 to the financial statements.

## 6. Prepaid Lease Payments

Group and Company	At 1.4.2011 RM'000	Additions RM'000	Disposals/ Write offs RM'000	At 31.12.2011 RM'000
<b>At cost</b> Leasehold land – Short lease Prepaid rental	57,091 503,462	- 58,252	(397) -	56,694 561,714
	560,553	58,252	(397)	618,408

## 6. Prepaid Lease Payments (Cont'd)

· · · · · · · · · · · · · · · · · · ·				
Group and Company	At 1.4.2011 RM'000	Charge for the period RM'000	Disposals/ Write offs RM'000	At 31.12.2011 RM'000
Accumulated amortisation				
Leasehold land – Short lease	25,862	1,590	(397)	27,055
Prepaid rental	169,805	17,370	-	187,175
	195,667	18,960	(397)	214,230
Group and Company	At 1.4.2010 RM'000	Transfers RM'000	Additions RM'000	At 31.3.2011 RM'000
At cost				
Leasehold land – Long lease	21,789	(21,789)	-	_
– Short lease	32,315	21,789	2,987	57,091
Prepaid rental	471,480	-	31,982	503,462
	525,584	-	34,969	560,553
Group and Company	At 1.4.2010 RM'000	Charge for the year RM'000	Transfers RM'000	At 31.3.2011 RM'000
Accumulated amortisation				
Leasehold land – Long lease	3,292	1,183	(4,475)	-
– Short lease	20,323	1,064	4,475	25,862
Prepaid rental	150,572	19,233	-	169,805
	174,187	21,480	-	195,667

## 6. Prepaid Lease Payments (Cont'd)

	Carrying	amount
Group and Company	31.12.2011	31.3.2011
	RM'000	RM'000
Leasehold land – Short lease	29,639	31,229
Prepaid rental	374,539	333,657
	404,178	364,886

## Restrictions of land title

The titles to certain leasehold land are in the process of being registered in the Company's name.

## 7. Inventories

	Group		Com	pany
	31.12.2011	31.3.2011	31.12.2011	31.3.2011
	RM'000	RM'000	RM'000	RM'000
Petroleum products Others	1,062,480	831,595	1,057,517	824,088
	1,287	1,005	535	274
	1,063,767	832,600	1,058,052	824,362

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## 8. Trade and Other Receivables

	Group		Con	npany
	31.12.2011 RM'000	31.3.2011 RM'000	31.12.2011 RM'000	31.3.2011 RM'000
Trade receivables	1,456,771	1,309,034	1,433,069	1,278,551
Subsidy receivables	2,535,711	1,097,179	2,535,711	1,097,179
Other receivables, deposits				
and prepayments	65,415	89,371	66,133	89,874
Amounts due from:				
Subsidiary	-	_	14,656	33,620
Related companies	179,548	171,866	179,548	171,866
Associates	-	1,453	-	1,453
	4,237,445	2,668,903	4,229,117	2,672,543

Trade and other receivables denominated in currencies other than the functional currency are amounted to RM444,272,186 (31.3.2011: RM208,565,791), denominated in USD.

The Group uses ageing analysis to monitor the credit quality of the receivables. With respect to the trade and other receivables that are neither impaired nor past due, there is no indication as of reporting date that the debtors will not meet their payment obligations.

98% of gross trade receivables are within the credit terms.

Collaterals for the trade receivables are in the form of bank guarantee, Amanah Saham Bumiputera (ASB) and cash deposits.

The amounts due from subsidiary, related companies and associates arose in the normal course of business.

## 9. Cash and Cash Equivalents

	Gr	oup	Com	pany
	31.12.2011 RM'000	31.3.2011 RM'000	31.12.2011 RM'000	31.3.2011 RM'000
Cash and bank balances Deposits placed with licensed	276,968	146,586	273,994	141,444
banks	193,215	879,623	167,077	851,419
	470,183	1,026,209	441,071	992,863

Cash and cash equivalents denominated in currencies other than the functional currency are amounted to RM100,650,179 (31.3.2011: RM47,696,040), denominated in USD.

## 10. Share Capital

	Number of shares		Amount	
Group and Company	31.12.2011	31.3.2011	31.12.2011	31.3.2011
	'000	'000	RM'000	RM'000
Authorised:				
Ordinary shares of				
RM1.00 each	1,000,000	1,000,000	1,000,000	1,000,000
Leaved and fallers of the				
Issued and fully paid:				
Ordinary shares of				
RM1.00 each	993,454	993,454	993,454	993,454

#### 11. Reserves

Subject to agreement with the Inland Revenue Board, the Company has sufficient Section 108 tax credits and tax exempt income to distribute approximately RM2,292,834,000 of its distributable reserves at 31 December 2011, if paid out as dividends.

The Finance Act, 2007 introduced a single tier company income tax system with effect from period of assessment 2008. As such, the Section 108 tax credits as at 31 December 2007 will be available to the Company until such time the credit is fully utilised or upon expiry of the six-period transitional period on 31 December 2013, whichever is earlier.

## 12. Non-Controlling Interests

This consists of the non-controlling interests proportion of share capital and reserves of a subsidiary.

## 13. Borrowings

		Group		Company	
		31.12.2011	31.3.2011	31.12.2011	31.3.2011
Unsecured		RM'000	RM'000	RM'000	RM'000
Islamic financing facility		72 /11	1/ 222		
Non-current		73,411	16,232		
Unsecured					
Revolving credit					
Current		1,000,000	_	1,000,000	_
		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Terms and debt repayment schedule	Total	Under 1 year	1-2	2 - 5	Over 5
	RM'000	RM'000	years RM'000	years RM'000	years RM'000
31.12.2011					
				_	-
	1,000,000	1,000,000	_		
Revolving credit Islamic financing facility	73,411	1,000,000	11,183	48,076	14,152
Islamic financing facility			11,183	48,076	14,152
			11,183	48,076 16,232	14,152

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## 13. Borrowings (Cont'd)

## **Unsecured Islamic Financing Facility**

The unsecured Islamic financing facility is governed by the *Musharakah Mutanagisah* principle and bears a floating profit margin of 0.5% (31.3.2011: 0.5%) above the financing bank's cost of fund per annum and the facility would be subscribed latest by February 2013.

Repayment of the principle portion will commence from June 2013 at a predetermined amount until March 2021, if the facility is fully subscribed.

## **Unsecured Revolving Credit**

The unsecured revolving credit is obtained by the Company and primarily bears interest at fixed rates (for each drawdown) ranging from 3.67% to 3.80% per annum (31.3.2011: Nil).

#### 14. Deferred Tax

The components and movements of deferred tax liabilities during the financial period are as follows:

Group	As at 1.4.2011 RM'000	Charged to profit or loss (Note 19) RM'000	As at 31.12.2011 RM'000
<b>Deferred tax liabilities</b> Property, plant and equipment	162,833	(2,501)	160,332
Company			
<b>Deferred tax liabilities</b> Property, plant and equipment	147,459	(1,092)	146,367

#### 15. Provisions

	Group and Company	
	31.12.2011 RM'000	31.3.2011 RM'000
Dismantling, removal and restoration costs		
Balance at 1 April	19,564	20,970
Additional provision	54	67
Reversal of provision	(1,240)	(2,488)
Unwinding of discount	1,968	1,015
Balance at 31 December/31 March	20,346	19,564

Under provisions of certain land lease agreements, the Company has an obligation to dismantle and remove structures on certain sites and restore those sites at the end of the lease term to an acceptable condition consistent with the lease agreement.

For these affected sites, the liabilities for dismantling, removal and restoration costs are recognised at present value of the compounded future expenditure estimated using existing technology, at current prices and discounted using a real discount rate.

The present value of the estimated costs is capitalised as part of the asset and the related provisions raised on the date when the obligation arises. The capitalised cost is depreciated over the expected life of the asset. The increase in the net present value of the provision for the expected cost is included as finance costs in the profit or loss. Any change in the present value of the estimated expenditure is reflected as an adjustment to the provision.

While the provision is based on the best estimate of future costs and the economic lives of the affected assets, there is uncertainty regarding both the amount and timing of incurring these costs. All the estimates are reviewed on an annual basis or more frequently, where there is indication of a material change.

## 16. Trade and Other Payables

	Group		Company	
	31.12.2011 RM'000	31.3.2011 RM'000	31.12.2011 RM'000	31.3.2011 RM'000
Other payables	696,176	562,053	687,276	551,095
Holding company	373,185	253,415	373,185	253,415
Subsidiary Related companies	2,516,585	2,530,477	757 2,516,585	1,422 2,530,478
Associates	14,515	5,128	14,515	5,128
	3,600,461	3,351,073	3,592,318	3,341,538

Trade and other payables denominated in currencies other than functional currency are amounted to RM89,811,022 (31.3.2011: RM30,163,575), denominated in USD. Included in other payables is deferred revenue totalling RM34,876,564 [31.3.2011: RM31,118,176) of which the movement has been recorded in the profit or loss.

The amounts due to holding company, subsidiary, related companies and associates arose in the normal course of business.

## 17. Operating Profit

	Group		Com	pany
	1.4.2011 to	Year ended	1.4.2011 to	Year ended
	31.12.2011	31.3.2011	31.12.2011	31.3.2011
	RM'000	RM'000	RM'000	RM'000
Included in operating profit are the following charges:				
Audit fees	451	402	381	340
Bad debt written off	1,845	-	1,845	-
Non audit fees paid to external				
auditors	28	106	28	106
Net foreign exchange loss	-	15,765	-	15,765
Amortisation of prepaid lease				
payments	18,960	21,480	18,960	21,480

## 17. Operating Profit (Cont'd)

	Gro	oup	Company	
	1.4.2011 to 31.12.2011 RM'000	Year ended 31.3.2011 RM'000	1.4.2011 to 31.12.2011 RM'000	Year ended 31.3.2011 RM'000
Included in operating profit are				
the following charges: (cont'	d)			
Depreciation of property, plant				
and equipment	199,953	274,417	191,709	264,395
Impairment losses on trade				
receivables	417	323	359	323
Impairment losses on property,		0.444		0 (44
plant and equipment	2,411	3,611	2,411	3,611
Property, plant and equipment	0.505	0.050	0.4//	T 0 / 1
expensed off	8,525	8,059	8,166	7,861
Rental of land and building	27,077	33,818	22,756	28,036
Rental of plant and equipment Staff costs	5,089	6,106	5,081	6,075
Contribution to EPF	183,488 30,369	172,266 34,310	179,203	166,906
Inventories written off	30,307	34,310 4	30,149	34,102
- Written on				
and credits:				
Reversal of impairment losses o		4.40		4.40
trade receivables	144	140	111	140
Reversal of impairment losses o			0/0	
property, plant and equipmen		_	340	-
Net foreign exchange gain	17,241	-	17,241	-
Dividend income from			40.750	0//05
subsidiaries	40 /5/	-	13,650	34,625
Interest income from deposits	10,456	24,669	9,735	22,920
Income from rental of premises	1,481	1,888	1,064	1,549

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## 18. Financing Costs

	Group and Company	
	1.4.2011 to 31.12.2011 RM'000	Year ended 31.3.2011 RM'000
Unwinding of discount - Provision		
for dismantling, removal and restoration costs	1,968	1,015
Interest on revolving credit	6,117	-
	8,085	1,015

## 19. Tax Expense

	Gre	oup	Company		
	1.4.2011 to	Year ended	1.4.2011 to	Year ended	
	31.12.2011	31.3.2011	31.12.2011	31.3.2011	
	RM'000	RM'000	RM'000	RM'000	
Current tax expense					
Current period/year	246,039	302,958	238,646	290,622	
Prior year	(3,913)	(6,297)	(3,946)	(6,195)	
	(3,713)	(0,277)	(3,740)	(0,173)	
	242,126	296,661	234,700	284,427	
Deferred tax expense					
Origination and reversal of					
temporary differences	(3,073)	24,715	(1,664)	26,066	
' '	(3,073)	24,713	(1,004)	20,000	
Under provision in					
prior year	572	11,608	572	11,522	
	(2,501)	36,323	(1,092)	37,588	
		•	. , . ,		
	239,625	332,984	233,608	322,015	

## 19. Tax Expense (Cont'd)

A reconciliation of income tax expense applicable to profit before taxation at the statutory income tax rate to income tax expense at the effective income tax rate of the Group and of the Company is as follows:

Group	%	1.4.2011 to 31.12.2011 RM'000	%	Year ended 31.3.2011 RM'000
Profit before taxation		898,925		1,208,911
Taxation at Malaysian statutory				
tax rate	25	224,731	25	302,228
Non-deductible expenses	2	18,235	2	25,445
	27	242,966	27	327,673
(Over)/Under provision in prior year				
<ul> <li>tax expense</li> </ul>	(1)	(3,913)	(1)	(6,297)
<ul> <li>deferred tax expense</li> </ul>	(0)	572	1	11,608
Tax expense	26	239,625	27	332,984
Company		1.4.2011 to 31.12.2011		Year ended 31.3.2011
Company	%	RM'000	%	RM'000
Profit before taxation		886,629		1,201,074
Taxation at Malaysian statutory				
tax rate	25	221,657	25	300,268
Non-deductible expenses	2	15,325	2	16,420
	27	236,982	27	316,688
(Over)/Under provision in prior year				
- tax expense	(1)	(3,946)	(1)	(6,195)
- deferred tax expense	(0)	572	1	11,522
Tax expense	26	233,608	27	322,015

## 20. Dividends

	Group and Compan	
	31.12.2011 RM'000	31.3.2011 RM'000
Final paid:		
2011 – Final dividend of 35 sen per ordinary share		
less tax at 25% (2010/11: 30 sen less tax at 25%)	260,782	223,527
2011 – Special dividend of 25 sen per ordinary share		
less tax at 25% (2010/11: 15 sen less tax 25%)	186,273	111,764
Interim paid:		
2011 – First interim dividend of 15 sen per ordinary share		
less tax at 25% (2010/11: 30 sen less tax at 25%)	111,763	223,527
2011 – Second interim dividend of 15 sen per ordinary share	е	
less tax at 25% (2010/11: Nil)	111,763	-
2010/11 – Special dividend of 10 sen per ordinary share		
less tax at 25%	-	74,509
	670,581	633,327

The Directors had declared a third interim dividend of 15 sen per ordinary share less 25% tax amounting to RM111,763,575 and propose a special dividend of 35 sen less tax at 25% per ordinary share amounting to RM260,781,675 in respect of the financial period ended 31 December 2011 in which have not been accounted for in the financial statements.

## 21. Key Management Personnel Compensation

	Group and	l Company
	31.12.2011 RM'000	31.3.2011 RM'000
Directors		
Fees	392	487
Other short term benefits		
(including estimated monetary value of		
benefits-in-kind)	21	130
	413	617

The Company pays management fee to the holding company in relation to services of an executive director and also fees for certain non executive directors of the Company as disclosed in Note 24.

## 22. Earnings Per Share - Group

## Basic earnings per share

The calculation of basic earnings per ordinary share at 31 December 2011 was based on the profit attributable to ordinary shareholders and number of ordinary shares outstanding calculated as follows:

J	1.4.2011 to 31.12.2011	Year ended 31.3.2011
Profit for the period/year attributable to shareholders (RM'000)	654,533	869,728
Number of ordinary shares ('000)	993,454	993,454
Earnings per ordinary share (sen)	65.9	87.5

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#### 23. Commitments

Outstanding commitments in respect of capital expenditure at reporting date not provided for in the financial statements are:

'	Gro	oup	Company		
	31.12.2011 RM'000	31.3.2011 RM'000	31.12.2011 RM'000	31.3.2011 RM'000	
Approved and contracted for	20,459	28,042	15,903	27,691	
Approved but not contracted for	88,128	59,889	75,268	56,212	
	108,587	87,931	91,171	83,903	

## 24. Related Parties Disclosures

For the purposes of these financial statements, parties are considered to be related to the Group or the Company if the Group or the Company has the ability, directly or indirectly, to control the party or exercise significant influence over the party in making financial and operating decisions, or vice versa, or where the Group or the Company and the party are subject to common control or common significant influence.

In addition to the transactions detailed elsewhere in the financial statements, the Company had the following significant transactions with related parties during the financial period-

inidirelat period.	Group and	l Company
	1.4.2011 to 31.12.2011 RM'000	Year ended 31.3.2011 RM'000
Sales of petroleum products		
Related companies:		
Malaysia LNG Sdn. Bhd.	339,811	443,166
MISC Berhad	229,455	107,735
PETRONAS Carigali Sdn. Bhd.	793,026	581,247
PETRONAS Trading Corporation Sdn. Bhd.	680,965	137,270

## 24. Related Parties Disclosures (Cont'd)

	Group a 1.4.2011 to 31.12.2011 RM'000	
Purchases of petroleum products		
Related companies:		
PETRONAS Trading Corporation Sdn. Bhd.	(6,436,948)	(4,236,017)
PETRONAS Penapisan (Melaka) Sdn. Bhd.	(16,325,639)	(16,398,158)
PETRONAS Penapisan (Terengganu) Sdn. Bhd.	(1,994,371)	(2,410,113)
Malaysian Refining Company Sdn. Bhd.	(332,059)	(424,094)
PETRONAS Lubricants International Sdn. Bhd.	(248,674)	(289,902)
Holding company:		
Petroliam Nasional Berhad	(265,653)	(335,871)
Fees to holding company for services provided by	<b>1</b> 2-11	(225)
certain Directors	(851)	(985)

Information regarding outstanding balances arising from related party transactions as at 31 December 2011 are disclosed in Note 8 and Note 16.

The Directors of the Company are of the opinion that the above transactions have been entered into in the normal course of business and have been established on a commercial basis.

## 25. Segmental Information

## **Operating segments**

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components. An operating segment's operating results are reviewed regularly by the Group's chief operating decision maker, which is the Board of Directors, to make decisions about resources to be allocated to the segment and assess the Group's performance and for which discrete financial information is available.

## 25. Segmental Information (Cont'd)

## Operating segments (cont'd)

The Group's reportable segments are as follows:

- Retail - consist of sales and purchase of petroleum products to the retail sector
- Commercial consist of sales and purchase of petroleum products to the commercial sector
- comprise mainly of aviation fuelling services and business activities other than in retail and commercial segment Others

Segment performance is evaluated based on profit or loss before tax and is measured consistently with profit or loss before tax in the consolidated financial statements.

	F	letail	Com	mercial	Oth	ners	Elimir	nation	G	roup
Reportable Segments	1.4.2011 to	Year ended								
	31.12.2011 RM'000	31.3.2011 RM'000								
	KM 000	KM 000	KM 000	KM 000	RM 000	KM 000	KM 000	KM 000	KM 000	KM 000
Revenue	9,448,513	11,262,366	12,880,761	12,163,125	37,478	48,904	(98,959)	(206,747)	22,267,793	23,267,648
Operating expenditures:										
Depreciation and amortisation	182,210	247,936	34,922	46,429	1,781	1,532	-	_	218,913	295,897
Finance costs	6,769	913	1,316	102	-	-	-	_	8,085	1,015
Impairment of property,										
plant and equipments	2,411	3,611	-	-	-	-	-	-	2,411	3,611
Reversal of impairment of property,										
plant and equipments	(340)	-	-	-	-	-	-	-	(340)	-
Profit before taxation for										
reportable segments	380,032	611,806	394,948	427,172	17,331	22,733	724	(626)	793,035	1,061,085
Other income	77,872	103,035	-	-	41,043	44,038	(13,650)	-	105,265	147,073
Share of profit after										
tax of associates									625	753
Profit before taxation									898,925	1,208,911

## **Geographical segments**

No disclosure on geographical segment information as the Group operates predominantly in Malaysia.

## Major customers

No disclosure on major customer information as no customer represents equal or more than 10 percent of Group revenue.

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## 26. Financial Instruments

## Categories of financial instruments

The table below provides an analysis of financial instruments categorised as follows:

- (i) Loans and receivables ("L&R");
- (ii) Loans and payables ("L&P"); and
- (iii) Fair value through profit and loss ("FVTPL").

		L&R/		Carrying
31.12.2011		L&P	FVTPL	amount
Group	Note	RM'000	RM'000	RM'000
Financial assets				
Trade and other receivables	8	4,167,266	-	4,167,266
Cash and cash equivalents	9	470,183	-	470,183
		4,637,449	-	4,637,449
Financial liabilities				
Borrowings	13	1,073,411	_	1,073,411
Trade and other payables	16	3,550,841	583	3,551,424
		4,624,252	583	4,624,835
31.3.2011 Group				
Financial assets				
Trade and other receivables	8	2,595,471	48	2,595,519
Cash and cash equivalents	9	1,026,209	-	1,026,209
		3,621,680	48	3,621,728
Financial liabilities				
Borrowing	13	16,232	_	16,232
Trade and other payables	16	3,304,865	150	3,305,015
		3,321,097	150	3,321,247

## 26. Financial Instruments (Cont'd)

Categories of financial instrume	ents (cont'	•		0
31.12.2011		L&R/ L&P	FVTPL	Carrying amount
Company	Note	RM'000	RM'000	RM'000
Financial assets				
Trade and other receivables	8	4,158,954	_	4,158,954
Cash and cash equivalents	9	441,071	-	441,071
		4,600,025	-	4,600,025
Financial liabilities				
Borrowing	13	1,000,000	-	1,000,000
Trade and other payables	16	3,542,700	583	3,543,283
		4,542,700	583	4,543,283
31.3.2011 Company				
Financial assets				
Trade and other receivables	8	2,599,109	48	2,599,157
Cash and cash equivalents	9	992,863	-	992,863
		3,591,972	48	3,592,020
Financial liabilities				
Borrowing	13	_	_	_
Trade and other payables	16	3,295,328	150	3,295,478
		3,295,328	150	3,295,478

#### 26. Financial Instruments (Cont'd)

## Financial Risk Management

The Petroliam Nasional Berhad (PETRONAS) has policies and guidelines in place that sets the foundation for a consistent approach towards establishing an effective financial risk management across the PETRONAS Group.

The Group's and the Company's goal in risk management are to ensure that the management understands, measures and monitors the various risks that arise in connection with their operations. Policies and guidelines have been developed to identify, analyse, appraise and monitor the dynamic risks facing the Group and the Company. Based on this assessment, the Group and the Company adopt appropriate measures to mitigate these risks in accordance with their views of the balance between risk and reward.

The main financial risks faced by the Group and the Company arising from its use of financial instrument in their normal activities are credit risk, liquidity risk, profit or interest rate risk and foreign currency risk.

#### **Credit Risk**

Credit risk is the potential exposure of the Group and the Company to losses in the event of non-performance by counterparties. The Group's and Company's exposures to credit risk arise principally from receivables from customers and placement in money market.

## Trade and Other Receivables

Credit evaluations are performed on an on-going basis where customer's credit worthiness is evaluated using a list of qualitative and quantitative weighted criteria.

The Group and the Company mitigate their credit risks within a conservative framework by dealing with creditworthy counterparties or setting credit limits on exposures to counterparties where appropriate. These are done on an on-going basis to constantly monitor any developments. The Group and the Company further mitigate and limit credit risks by securing collateral or other credit enhancements such as cash deposits, letter of credit and bank guarantee.

#### 26. Financial Instruments (Cont'd)

## Trade and Other Receivables (cont'd)

On reporting date, there is a significant concentration of credit risk arising from an amount owing from a customer constituting 29% (31.3.2011: 30%) of the total trade receivables, of which all outstanding balances are current.

In addition, there is a significant concentration of credit risk being an amount owing from the Government constituting 97% (31.3.2011: 92%) of the total other receivables relating to subsidies arising from the Automatic Pricing Mechanism governing the sale of petroleum products.

The maximum exposure to credit risk for the Group and the Company is represented by the carrying amount of each financial asset, without taking into account the fair value of any collateral.

#### **Fund and Other Investment**

The Group and the Company engage PETRONAS Group Treasury to perform placement of its excess cash in short term money market. PETRONAS Group Treasury performs the function in accordance to its existing policies and guidelines on credit risk management. The Group's and Company's cash management objective is to preserve capital and generate additional returns above appropriate benchmark within allowable risk parameters, which among others is due to requirement to place with approved counterparties who meet the appropriate rating and within approved credit limit.

As at the reporting date, the Group and the Company have only interest in short term domestic money market instrument.

In view of the fund credit rating of counterparties, the Group and the Company does not expect any counterparties to fail to meet its obligation.

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## 26. Financial Instruments (Cont'd)

## **Liquidity Risk**

Liquidity risk is the risk that the Group and the Company will encounter difficulty in meeting financial obligations due to shortage of funds. The Group's and the Company's exposure to liquidity risk arises primarily from mismatches of the maturities of financial assets and liabilities. The Group's and the Company's objective is to maintain a balance between continuity of funding and flexibility through use of stand-by credit facilities.

## **Maturity Analysis**

The table below summarises the maturity profile of the Group's and Company's financial liabilities as at the reporting date based on undiscounted contractual payments:

Group	Carrying amount RM'000	Effective profit or interest rate %	Contractual cash flows RM'000	Within 1 year RM'000	1 - 2 years RM'000	2 - 5 years RM'000	More than 5 years RM'000
31.12.2011							
Financial Liabilities							
Unsecured Islamic Financing Facility							
Floating rate	73,411	3.89	83,912	2,817	13,893	52,755	14,447
Unsecured Revolving Credit							
Floating rate	1,000,000	3.69	1,003,071	1,003,071	-	-	-
Trade and other payables	3,550,841		3,550,841	3,550,841	-	-	-
	4,624,252		4,637,824	4,556,729	13,893	52,755	14,447
31.3.2011							
Financial Liabilities							
Unsecured Islamic Financing Facility							
Floating rate	16,232	3.52	17,724	575	571	16,578	-
Trade and other payables	3,304,865		3,304,865	3,304,865	-	-	-
	3,321,097		3,322,589	3,305,440	571	16,578	_

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## 26. Financial Instruments (Cont'd)

Maturity Analysis (cont'd)							
Company	Carrying amount RM'000	Effective profit or interest rate %	Contractual cash flows RM'000	Within 1 year RM'000	1 - 2 years RM'000	2 - 5 years RM'000	More than 5 years RM'000
31.12.2011							
Financial Liabilities							
Unsecured Revolving Credit							
Floating rate	1,000,000	3.69	1,003,071	1,003,071	-	-	-
Trade and other payables	3,542,700		3,542,700	3,542,700	-	-	-
	4,542,700		4,545,771	4,545,771	-	-	-
31.3.2011							
Financial Liabilities							
Trade and other payables	3,295,328		3,295,328	3,295,328	-	-	_

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#### 26. Financial Instruments (Cont'd)

## **Profit or Interest Rate Risk**

Profit or interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market rates.

The Group's exposure to the risk of changes in market rates relates primarily to the Islamic financing facility of a subsidiary with floating profit margin. Changes in the profit margin may expose the Group to a risk of change in cashflow. The Group's remaining interest bearing financial asset and financial liability, which consists mainly of fixed rate short term fund placement and short-term revolving credit facilities does not have significant exposure to interest rate risk.

All interest rate exposures are monitored and managed proactively in line with PETRONAS's policies and guidelines.

As at 31 December 2011, 2.0% (31.3.2011: 0.2%) of the interest bearing financial liabilities of the Group are floating rate instruments.

## **Profit Margin Risk Sensitivity Analysis**

At 31 December 2011, it is estimated that any general increase/decrease of 100 basis points (bps) in profit margin of the Islamic financing liability, with all other variables held constant, would not have any significant impact to the Group's cash flows.

## Foreign Currency Risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

Exposure to foreign currency exchange risk arises as a natural consequence of the Group and the Company engaging in business activities. Although, the Group and the Company operate predominantly in Malaysia and transact mainly in Malaysian Ringgit, the Company do enter into transactions that are denominated in other currencies, mainly US Dollars. The Company mitigate its foreign currency exposure through forward foreign currency contract.

#### 26. Financial Instruments (Cont'd)

## Foreign Currency Risk (cont'd)

The Group's and Company's exposure to foreign currency risk, based on carrying amounts as at the reporting date is as follows:

	31.12.2011		31.3.2011	
Group and Company	USD'000	RM'000	USD'000	RM'000
Financial assets				
Cash and cash equivalents	31,736	100,650	15,765	47,696
Trade and other receivables	140,083	444,272	68,935	208,566
	171,819	544,922	84,700	256,262
Financial liabilities				
Trade and other payables	28,318	89,811	9,969	30,163
Net exposure	143,501	455,111	74,731	226,099

## Currency risk sensitivity analysis

The following table demonstrates the indicative pre-tax effects on the profit of applying reasonably foreseeable market movements in the currency exchange rates:

	31.12.2011		31.3.2011	
Group and Company	Change in currency rate %	Effect on profit or loss RM'000	Change in currency rate %	Effect on profit or loss RM'000
USD	5	22,756	5	11,305

This analysis assumes all other variables, in particular interest rates, remain constant.

A depreciation in USD would have had equal but opposite effect, on the basis that all other variables remain constant.

#### 26. Financial Instruments (Cont'd)

## Recognised Financial Instruments

The Group's and the Company's financial instruments consist of cash and cash equivalents, trade and other receivables, trade and other payables and borrowings. The carrying amounts of cash and cash equivalents, trade and other receivables, trade and other payables and short term borrowings approximate fair values due to the relatively short term nature of these financial instruments.

#### Fair Value

The fair values of financial liabilities measured at amortised cost, together with the carrying amounts are as follows:

carrying amounts are as lottows.	31.12	.2011	31.3.	2011
Group and Company	Carrying amount RM'000	Fair value RM'000	Carrying amount RM'000	Fair value RM'000
Loan and receivables Forward foreign			10	10
currency contract			48	48
Loan and payables Forward foreign				
currency contract	583	583	150	150

## Fair Value Hierarchy

Comparative figures have not been presented for 31 March 2011 by virtue of paragraph 44G of FRS 7.

#### 26. Financial Instruments (Cont'd)

## Fair Value Hierarchy (cont'd)

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 Input other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3 Input for the asset or liability that are not based on observable market data (unobservable input).

Group and Company 31 December 2011 RM'000	Level 1	Level 2	Level 3	Total
Financial liabilities Forward foreign				
currency contracts	-	583	-	583

## Income/expense, net gains and losses arising from financial instruments

	Net gai	n/(loss)
Group	31.12.2011 RM'000	31.3.2011 RM'000
Financial instruments through profit and loss	(1,167)	1,215
Loans, receivables and payables	21,580	8,581
Total	20,413	9,796

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## 27. Capital Management

The Group defines capital as total equity and debt. The objective of the Group's capital management is to maintain an optimal capital structure in order to support its business and maximise shareholders' value. As a subsidiary of Petroliam Nasional Berhad (PETRONAS), the Group's approach in managing capital is set out in the PETRONAS Group Corporate Financial Policy.

The Group monitors and maintains a prudent level of total debt to total asset ratio to optimise shareholder value and to ensure compliance with shareholders' agreements and regulatory requirements if any.

The debt equity ratio as at 31 December 2011 is 1.5:100 (31.3.2011: 0.04:100).

There were no changes in the Group's approach to capital management during the period.

Under the requirement of Bursa Malaysia Practice Note No.17/2005, the Group is required to maintain consolidated shareholders' equity equal to or not less than 25% of the issued and paid-up capital (excluding treasury shares) and such shareholders' equity is not less than RM40 million. The Group has complied with this requirement.

## 28. Holding Company

The holding company is Petroliam Nasional Berhad (PETRONAS), a company incorporated in Malaysia.

#### 29. Subsidiaries and Activities

	Effective Percentage Holding		Principal Activities
	31.12.2011	31.3.2011	·
Companies incorporated in Malaysia	65%	65%	Operation of eviation fuelling at
Kuala Lumpur Aviation Fuelling System Sdn. Bhd.	63%	63%	Operation of aviation fuelling at Kuala Lumpur International Airport, Sepang.
Lub Dagangan Sdn. Bhd.	100%	100%	Marketing and distribution of lubricants.

#### 30. Associates and Activities

	Percentage ding	Pri
31.12.2011	31.3.2011	

incipal Activities

#### Companies incorporated in Malaysia \* PS Pipeline Sdn. Bhd. 50% 50%

To maintain and operate the Multi-Product Pipeline and Klang Valley Distribution Terminal (MPP-KVDT) and the associated facilities for the transportation of the petroleum products on behalf of the MPP-KVDT owners/ shareholders.

## 30. Associates and Activities (Cont'd)

**Effective Percentage** Holding 31.12.2011 31.3.2011

**Principal Activities** 

## Companies incorporated in Malavsia (cont'd)

\* PS Terminal Sdn. Bhd. 50% 50% To operate, manage and maintain the joint facilities - terminal, depot, warehouse etc. in Tawau and Bintulu on behalf of the owners PETRONAS Dagangan Berhad and Shell Timur Sdn. Bhd.

\*\* IOT Management 20% 20% Sdn. Bhd

To operate and manage a petroleum storage terminal with facilities for receipt, storage and delivery of petroleum products at Senari, Kuching, Sarawak for the users, PETRONAS Dagangan Berhad and Shell Timur Sdn. Bhd.

\*\* Assar Chemicals Dua 20% 20% Sdn. Bhd.

To own, operate and manage a petroleum storage terminal with facilities for receipt, storage and delivery of petroleum products located at Bandar Baru Taniung Manis. Mukah. Sarawak for the users. PETRONAS Dagangan Berhad and Shell Timur Sdn. Bhd.

## 30. Associates and Activities (Cont'd)

- \* Audited by KPMG. However, share of results was based on unaudited financial statements.
- \*\* Not audited by KPMG and the share of results was based on unaudited financial statements.

## 31. Adoption of New and Revised Pronouncements

On 1 April 2011, the Group and the Company adopted the following new and revised FRSs, amendments and IC interpretations that have been issued by the Malaysia Accounting Standards Board which are effective for annual period beginning on or after 1 July 2010 (unless otherwise specified):

FRS 1 First-time Adoption of Financial Reporting Standards

(revised)

FRS 3 **Business Combinations (revised)** 

FRS 127 Consolidated and Separate Financial Statements

(revised)

Amendment to FRS 1 Limited Exemption from Comparative FRS 7

Disclosures for First-time Adopters

Amendments to FRS 1 Additional Exemptions for First-time Adopters

Amendments to FRS 1 First-time Adoption of Financial Reporting Standards

Amendments to FRS 3 **Business Combinations** 

Amendments to FRS 7 Improving Disclosures about Financial Instrument

Financial Instruments: Disclosure Amendments to FRS 7 Amendments to FRS 101 Presentation of Financial Statements

Amendments to FRS 121 The Effects of Changes in Foreign Exchange Rates

Amendments to FRS 128 Investments in Associates Interests in Joint Ventures Amendments to FRS 131

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## 31. Adoption of New and Revised Pronouncements (Cont'd)

Amendments to FRS 132	Financial Instruments: Presentation
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Amendments to FRS 134 Interim Financial Reporting

Amendments to FRS 139 Financial Instruments: Recognition and Measurement

Amendments to IC 13 Customer Loyalty Programmes

#### 32. New and Revised Pronouncements Yet in Effect

The following are new and revised FRSs, amendments and IC interpretations that have been issued by the Malaysian Accounting Standards Board but have not been adopted by the Group and/or the Company:

## Effective for annual periods beginning on or after 1 January 2012

Amendments to FRS 1 First-time Adoption of Financial Reporting Standards

- Severe Hyperinflation and Removal of Fixed Dates

for First-time Adopters

Amendments to FRS 7 Financial Instruments: Disclosures - Transfers of

Financial Assets

Amendments to FRS 112 Income Taxes - Deferred Tax: Recovery of Underlying

Assets

## Effective for annual periods beginning on or after 1 July 2012

Amendments to FRS 101 Presentation of Financial Statements - Presentation

of Items of Other Comprehensive Income

#### 32. New and Revised Pronouncements Yet in Effect (Cont'd)

## Effective for annual periods beginning on or after 1 January 2013

FRS 9	Financial Instruments (2009)
FRS 9	Financial Instruments (2010)
FRS 10	Consolidated Financial Statements
FRS 12	Disclosure of Interests in Other Entities
FRS 13	Fair Value Measurement
FRS 119	Employee Benefits (2011)
FRS 127	Separate Financial Statements (2011)
FRS 128	Investments in Associates and Joint Ventures (2011)

The Group and the Company's financial statements will be prepared in accordance with Malaysian Financial Reporting Standards ("MFRS") for annual periods beginning 1 January 2012. As a result, the Group and the Company will not be adopting the above FRSs, amendments and IC interpretations that are effective for annual periods after 1 January 2012.

The MFRS framework is effective from 1 January 2012, and is to facilitate convergence with the International Financial Reporting Standards ("IFRS"). MFRS is fully compliant with IFRS.

The first reported results under MFRS, including restated comparatives, will be in the Group's interim financial report for the period ending 31 March 2012.

## 33. New Pronouncements Not Applicable to the Group and the Company

The MASB has issued FRSs, Amendments to FRSs and Interpretations but not relevant to the operations of the Group and the Company and hence, no further disclosure is warranted:

Amendment to FRS 5	Non-current Assets Held for Sale and Discontinued Operations
Amendments to FRS 138	Intangible Assets
IC 12	Service Concession Agreements
IC 16	Hedges of a Net Investment in a Foreign Operation
IC 17	Distribution of Non-cash Assets to Owner
Amendments to IC 9	Reassessment of Embedded Derivatives
Amendment to IC 15	Agreements for the Construction of Real Estate
IC 4	Determining whether an Arrangement contains a Lease
IC 18	Transfer of Assets from Customers

## 34. Retained Earnings

The breakdown of the retained earnings of the Group and of the Company as at 31 December 2011, into realised and unrealised profits, pursuant to the directive by Bursa Malaysia Securities Berhad, is as follows:

	Gr	roup	Company			
	31.12.2011 RM'000	31.3.2011 RM'000	31.12.2011 RM'000	31.3.2011 RM'000		
Total retained profits						
– realised	3,989,420	4,007,034	3,866,290	3,880,074		
– unrealised	(164,638)	(162,270)	(150,781)	(147,005)		
	3,824,782	3,844,764	3,715,509	3,733,069		
Total retained profits						
of associates attributable						
to the Group						
– realised	3,574	2,962	-	-		
– unrealised	(3)	(17)	-	-		
Less: Consolidation adjustme	nts <b>(42,907)</b>	(46,215)	-	-		
Total retained profits	3,785,446	3,801,494	3,715,509	3,733,069		

The determination of realised and unrealised profits is based on the Guidance of Special Matter No.1, Determination of Realised and Unrealised Profits or Losses in the Context of Disclosure Pursuant to Bursa Malaysia Securities Berhad Listing Requirements, issued by Malaysian Institute of Accountants on 20 December 2010.

# independent auditors' report

## **Report on the Financial Statements**

We have audited the financial statements of PETRONAS DAGANGAN BERHAD, which comprise the statements of financial position as at 31 December 2011 of the Group and of the Company, and the statements of comprehensive income, changes in equity and cash flows of the Group and of the Company for the period then ended, and a summary of significant accounting policies and other explanatory information, as set out on pages 133 to 175 (up to Note 33).

## Directors' Responsibility for the Financial Statements

The Directors of the Company are responsible for the preparation of financial statements that give a true and fair view in accordance with Financial Reporting Standards and the Companies Act, 1965 in Malaysia, and for such internal control as the Directors determine are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with approved standards on auditing in Malaysia. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgement, including the assessment of risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Report on the Financial Statements (Cont'd)

#### Opinion

In our opinion, the financial statements have been properly drawn up in accordance with Financial Reporting Standards and the Companies Act, 1965 in Malaysia so as to give a true and fair view of the financial position of the Group and of the Company as of 31 December 2011 and of their financial performance and cash flows for the period then ended.

## Report on Other Legal and Regulatory Requirements

In accordance with the requirements of the Companies Act, 1965 in Malaysia, we also report the following:

- a) In our opinion, the accounting and other records and the registers required by the Act to be kept by the Company and its subsidiaries, have been properly kept in accordance with the provisions of the Act.
- b) We are satisfied that the accounts of the subsidiaries that have been consolidated with the Company's financial statements are in form and content appropriate and proper for the purposes of the preparation of the financial statements of the Group and we have received satisfactory information and explanations required by us for those purposes.
- Our audit reports on the accounts of the subsidiaries did not contain any qualification or any adverse comment made under Section 174(3) of the Act.

## Other Reporting Responsibilities

Our audit was made for the purpose of forming an opinion on the financial statements taken as a whole. The information set out in Note 34 to the financial statements has been compiled by the Group and the Company as required by the Bursa Malaysia Securities Berhad Listing Requirements. We have extended our audit procedures to report on the process of compilation of such information. In our opinion, the information has been properly compiled, in all material respects, in accordance with the Guidance of Special Matter No.1, Determination of Realised and Unrealised Profits or Losses in the Context of Disclosures Pursuant to Bursa Malaysia Securities Berhad Listing Requirements, issued by the Malaysian Institute of Accountants and presented based on the format prescribed by Bursa Malaysia Securities Berhad.

# independent auditors' report

TO THE MEMBERS

## **Other Matters**

This report is made solely to the members of the Company, as a body, in accordance with Section 174 of the Companies Act, 1965 in Malaysia and for no other purpose. We do not assume responsibility to any other person for the content of this report.

**KPMG DESA MEGAT & CO.** 

Firm Number: AF 0759 **Chartered Accountants** 

Petaling Jaya,

Date: 24 February 2012

AHMAD NASRI ABDUL WAHAB

Approval Number: 2919/03/12(J)

**Chartered Accountant** 

# list of properties

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
Α	JOHOR DARUL TAKZIM						
1	Lot 1283 (PTD 135891) HS(M) 1527, Mukim Pulai, Batu 8 Jalan Skudai, Johor Bahru	40,000	SS	FH	28/02/2006	-	6
2	Lot PTD 104981, Taman Intan, Mukim Tebrau (Damansara Alif), Johor Bahru	43,562	SS	FH	09/06/2004	-	7
3	Lot 105660, Lebuhraya Perling - Pasir Gudang, Kampung Kempas Baru, Mukim Tebrau	38,560	SS	FH	16/10/2003	-	7
4	Lot 1069, Mukim & Daerah Kota Tinggi	34,848	SS	FH	31/03/1991	-	18
5	Lot 1070, Jalan Mawai, Mukim Bandar Kota Tinggi	35,327	SS	FH	23/03/1994	-	18
6	Lot 111466, Jalan Masai, Mukim Plentong Johor Bahru	45,000	SS	FH	24/03/2004	-	8
7	Lot 12435, Bandar Sri Saujana, Kota Tinggi	44,012	SS	FH	31/03/2006	-	6
8	Lot 155, Mukim Sermin, Daerah Segamat	21,789	SS	FH	31/01/1990	-	16
9	Lot 158422 (PTD 136202 HS(D) 277380), Jalan Kota Masai 2, Taman Kota Masai, Mukim Plentong	53,508	SS	FH	27/06/2006	-	5
10	Lot 181563, Mukim Plentong, Taman Bayu Puteri, Bandar Baru Permas Jaya, Johor Bahru	50,812	SS	LH	08/02/2005	21/01/2097	7
11	Lot 18502 GRN 32042, Mukim Simpang Kanan, Jalan Tg Laboh, Daerah Batu Pahat	44,024	SS	FH	17/02/2010	-	-
12	Lot 21 (PTD 11493), Mukim Rimba Terjun, Batu 35 1/2, Jalan Johor, Pontian	66,892	SS	FH	01/11/2007	-	4
13	Lot 230, Bandar & Daerah Kota Tinggi	49,713	SS	FH	31/03/1987	-	25
14	Lot 23551 (PTD 110909), Mukim Plentong, Daerah Johor Bahru	21,273	SS	FH	28/02/1995	-	14
15	Lot 23551 (PTD 110910), Mukim Plentong, Daerah Johor Bahru	21,325	SS	FH	31/03/1995	-	14
16	Lot 2478, Jalan Batu Pahat - Muar, Mukim Peserai, Daerah Batu Pahat	43,560	SS	FH	26/06/2007	-	4
17	Lot 24883, Mukim Pulai, Bandar Selesa Jaya, Johor Bahru	34,832	SS	FH	31/08/1993	-	14
18	Lot 3116, Mukim Jalan Bakri, Daerah Muar	30,764	SS	FH	31/03/1992	-	17
19	Lot 5 (PTD 51002), Bandar Indahpura, Mukim Senai - Kulim, Johor Bharu	29,407	SS	FH	28/06/2007	-	5
20	Lot 55821, Taman Universiti, Mukim Pulai, Johor Bahru	60,601	SS	FH	10/05/2005	-	7
21	Lot 7320, Mukim Senai - Kulai, Daerah Johor Bahru	23,475	SS	FH	30/09/1991	-	14

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
22	Lot 7344, Mukim Sungai Balang, Semerah, Daerah Batu Pahat	19,979	SS	FH	30/04/1993	-	10
23	Lot 7949, Mukim Senai - Kulai, Daerah Johor Bahru	15,860	SS	FH	31/01/1991	-	19
24	Lot 823 Geran 94570, Mukim Serkat, Daerah Pontian	42,959	SS	FH	11/03/2009	-	3
25	Lot 823, Mukim Bandar Johor Bahru	124,420	SS	FH	04/05/2006	-	5
26	Lot 8379, Batu 1, Jalan Kluang - Air Hitam, Mukim Sri Gading, Batu Pahat	79,662	SS	FH	27/08/2007	-	5
27	Lot 881, Bandar Maharani, Daerah Muar	27,143	SS	FH	31/01/1991	-	24
28	Lot 94, Pekan Parit Sulong, Batu Pahat	35,392	SS	FH	15/02/2007	-	9
29	Lot LT PTD 129028, Kota Masai, Mukim Plentong, Johor Bahru	38,298	SS	FH	11/06/2003	-	9
30	Lot LT PTD 135636, Taman Sri Yaakob, Mukim Pulai, Johor Bahru	56,886	SS	FH	11/10/2004	-	8
31	Lot MLO 8028, Parit Tengah, Mukim Tanjung Sembrong, Batu Pahat	70,499	SS	FH	04/02/2005	-	7
32	Lot PT 44208 HS(M) 6268, Simpang Kanan, KM 7 Jalan Keluang, Batu Pahat	43,593	SS	FH	12/10/2004	-	7
33	Lot PT 61674, Bandar Putra (Plot 1), Mukim Senai - Kulai, Johor Bahru	22,950	SS	FH	23/08/2006	-	6
34	Lot PT 74793, Bandar Baru Ayer Hitam, Mukim Kluang, Daerah Kluang	79,868	SS	LH	01/04/2007	05/06/2106	6
35	Lot PTB 11985, Bandar & Daerah Johor Bahru	24,000	SS	LH	30/09/1992	02/02/2042	12
36	Lot PTB 16964, Bandar & Daerah Johor Bahru	24,012	SS	LH	31/01/1992	02/05/2087	19
37	Lot PTB 19195, Bandar Johor Bahru	33,632	SS	LH	24/08/2002	08/03/2091	7
38	Lot PTB 20457 HS(D) 303968, Jalan Langkasuka, Mukim Bandar, Johor Bahru	49,190	SS	FH	19/10/2006	-	6
39	Lot PTB 20846, Jalan Tampoi, Bandar Johor Bahru	41,397	SS	FH	11/11/2005	-	7
40	Lot PTB 21228, Jalan Datin Halimah, Johor Bahru	47,048	SS	LH	06/08/2003	06/08/2102	6
41	Lot PTB 21742, Jalan Tun Abdul Razak, Daerah Johor Bahru	43,560	SS	LH	28/12/2006	25/07/2065	6
42	Lot PTB 324, Bandar Jementah, Daerah Segamat	25,000	SS	LH	31/05/1990	01/12/2051	25
43	Lot PTB 4648 HS(D) 47973, Jalan Rahmat, Bandar Penggaram, Batu Pahat	45,019	SS	FH	08/08/2004	-	8
44	Lot PTB 768 (New Lot PTB 813 HS(D) 46082), Mukim Bandar Anam, District of Segamat	20,349	SS	LH	01/06/2007	31/12/2105	4
45	Lot PTB 9, Bandar Gemas, Daerah Segamat	25,000	SS	LH	31/05/1990	15/09/2051	4
46	Lot PTD 100820, Mukim Pulai, Daerah Johor Bahru	61,673	SS	FH	22/12/1999	-	11

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
47	Lot PTD 100976, Mukim Plentong, Daerah Johor Bahru	21,246	SS	FH	30/09/1991	-	14
48	Lot PTD 105784 HS(D) 361231, Mukim Tebrau, Johor Bahru	52,599	SS	FH	10/02/2004	-	8
49	Lot PTD 107116, Taman Impian Emas, Mukim Tebrau, Daerah Johor Bahru	48,549	SS	FH	28/04/2006	-	6
50	Lot PTD 108516, Taman Bukit Indah, Mukim Pulai, Johor Bahru	47,921	SS	FH	01/04/2007	-	5
51	Lot PTD 10908, Mukim Sedenak, Daerah Johor Bahru	30,582	SS	FH	31/03/1990	_	20
52	Lot PTD 11262, Mukim Rimba Terjun, Daerah Pontian	30,666	SS	FH	27/10/2005	-	5
53	Lot PTD 127744, Jalan Kempas Lama, Mukim Tebrau, Johor Bahru	44,190	SS	FH	26/01/2005	-	7
54	Lot PTD 130265 HS(D) 395366, Mukim Tebrau, Daerah Johor Bahru	45,000	SS	FH	03/10/2005	-	6
55	Lot PTD 13309 & 52136, Mukim Tebrau, Daerah Johor Bahru	70,726	SS	LH	27/02/1984	25/11/2015	24
56	Lot PTD 133688, Taman Perling, Mukim Pulai, Daerah Johor Bahru	50,601	SS	FH	23/03/2005	-	6
57	Lot PTD 138181, Taman Daya, Mukim Tebrau, Daerah Johor Bahru	43,551	SS	LH	23/05/2006	23/05/2105	5
58	Lot PTD 144219, Taman Sri Orkid, Mukim Pulai, Daerah Johor Bahru	38,000	SS	LH	30/07/2007	03/09/2911	4
59	Lot PTD 15085, Jalan Pintasan Muar, Daerah Muar	43,572	SS	FH	25/01/2007	-	4
60	Lot PTD 1525, Mukim Gemereh, Daerah Segamat	34,734	SS	FH	04/10/2002	-	7
61	Lot PTD 15400, Mukim Tangkak, Daerah Muar	20,000	SS	FH	31/05/1993	-	26
62	Lot PTD 15471, Jalan Salleh, Mukim Bandar, Muar	45,800	SS	FH	10/04/2007	-	5
63	Lot PTD 160926, Taman Cahaya Masai, Mukim Plentong, Johor Bahru	51,911	SS	LH	22/03/2005	07/07/2102	8
64	Lot PTD 166495 (HS(D) 333428), Taman Bukit Dahlia, Mukim Plentong, Daerah Johor Bahru	47,467	SS	LH	17/01/2005	15/06/2101	8
65	Lot PTD 173047 HS(D) 353199, Bayu Senibong, Mukim Plentong, Johor Bahru	70,165	SS	LH	08/05/2003	07/05/2102	7
66	Lot PTD 174174, Bandar Seri Alam, Mukim Plentong, Johor Bahru	43,577	SS	FH	01/07/2004	-	8
67	Lot PTD 177201, Mukim Plentong, Johor Bahru	65,788	SS	FH	15/11/2006	-	6
68	Lot PTD 2176, No 59, Bandar Tenggara, Daerah Kota Tinggi	43,346	SS	LH	18/07/2008	12/02/2037	29
69	Lot PTD 3009, Mukim Linau, Daerah Batu Pahat	10,772	SS	LH	31/03/1987	17/01/2047	26
70	Lot PTD 34963, Mukim Plentong, Daerah Johor Bahru	18,135	SS	FH	31/03/1991	-	18
71	Lot PTD 35578, Mukim Senai - Kulai, Daerah Johor Bahru	32,147	SS	LH	30/09/1992	18/08/2084	21
72	Lot PTD 3618, Mukim Sungai Segamat, Daerah Segamat	25,000	SS	LH	31/05/1990	15/09/2051	26

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
73	Lot PTD 37211, Bandar & Daerah Kluang	16,847	SS	FH	30/06/1990	-	20
74	Lot PTD 44263, Jalan Bukit Pasir, Mukim Simpang Kanan, Batu Pahat	28,033	SS	LH	01/04/2007	01/02/2105	5
75	Lot PTD 44992, Mukim Pulai, Daerah Johor Bahru	50,202	SS	FH	31/03/1991	-	15
76	Lot PTD 4560, Mukim Kesang, Daerah Muar	17,837	SS	LH	31/03/1987	28/10/2046	28
77	Lot PTD 52710, Jalan Rosmerah, Taman Johor Jaya, Plentong	44,141	SS	FH	17/08/2007	-	5
78	Lot PTD 57709, Mukim Pulai, Daerah Johor Bahru	19,200	SS	LH	30/06/1991	29/06/2020	12
79	Lot PTD 57850, Mukim Tebrau, Daerah Johor Bahru	43,512	SS	LH	30/09/1992	15/10/2021	15
80	Lot PTD 60266, Mukim Pulai, Daerah Johor Bahru	39,260	SS	LH	31/07/1992	03/08/2021	15
81	Lot PTD 65639, Taman Austin Perdana, Mukim Tebrau, Johor Bahru	60,113	SS	FH	01/04/2007	-	5
82	Lot PTD 67447, Bandar Putra (Plot 3), Mukim Senai - Kulai, Johor Bahru	31,950	SS	FH	23/08/2006	-	3
83	Lot PTD 69921, Mukim Plentong, Daerah Johor Bahru	24,779	SS	FH	30/06/1991	-	15
84	Lot PTD 69990 HS(D) 124966, Jalan Besar, Pasir Gudang, Daerah Johor Bharu	50,000	SS	FH	10/09/2009	-	-
85	Lot PTD 71046, Mukim Pulai, Daerah Johor Bahru	42,690	SS	FH	10/06/1998	-	12
86	Lot PTD 71062, Mukim Pulai, Daerah Johor Bahru	33,540	SS	FH	10/06/1998	-	12
87	Lot PTD 7605, Mukim Serom, Daerah Muar	12,818	SS	FH	30/09/1990	-	19
88	Lot PTD 76295, R&R Skudai (NB) Lebuhraya Utara - Selatan, Johor Bahru	120,529	SS	LH	18/07/2003	17/07/2102	8
89	Lot PTD 770, Pekan Bukit Pasir, Mukim Sungai Raya, Daerah Muar	11,142	SS	FH	24/02/2005	-	7
90	Lot PTD 77623 HS(D) 258216, Taman Nusa Perintis, Mukim Pulai, Johor Bahru	31,416	SS	FH	09/10/2003	-	9
91	Lot PTD 814, Mukim Sungai Kluang, Daerah Batu Pahat	13,663	SS	FH	31/03/1987	-	27
92	Lot PTD 82406, Bandar Putra (Plot 2), Mukim Senai - Kulai, Johor Bahru	43,923	SS	FH	23/08/2006	-	8
93	Lot PTD 8255, Mukim Buloh Kasap, Daerah Segamat	28,807	SS	LH	31/08/1990	31/12/2086	11
94	Lot PTD 84376, Mukim Plentong, Daerah Johor Bahru	28,846	SS	FH	31/03/1990	-	20
95	Lot PTD 85816 (105615), Taman Pelangi Indah, Mukim Tebrau	91,875	SS	FH	31/05/2003	-	9
96	Lot PTD 88326, Mukim Plentong, Daerah Johor Bahru	23,750	SS	FH	31/03/1991	-	12
97	Lot PTD 89980, Mukim Plentong, Daerah Johor Bahru	25,000	SS	LH	31/03/1987	30/03/2089	27
98	Lot PTD 90167, Kampung Jaya Sepakat, Mukim Senai - Kulai, Daerah Kulai	35,941	SS	FH	01/12/2005	-	5
99	Lot PTD 93016 HS(D) 329339, Taman Desa Tebrau, Johor Bahru	48,835	SS	FH	25/10/2005	-	6

		Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)	
	100	Lot PTD 94525, KM 1 Jalan Kulai - Kota Tinggi, Mukim Senai - Kulai, Kulai	44,997	SS	FH	11/10/2006	-	6	
	101	Lot PTD 9492, Mukim Tebrau, Daerah Johor Bahru	13,208	SS	FH	31/03/1991	-	18	
	102	Lot PTD 95704, Taman Setia Indah, Mukim Tebrau	54,390	SS	FH	15/10/2003	-	7	
	103	Part of Lot 1033, GRN 95525, Mukim Mersing, Daerah Mersing	54,314	SS	FH	02/10/2009	-	26	
	104	Part of Lot 441, 442 & 1504 Mukim Plentong, Daerah Johor Bahru	40,000	SS	FH	02/03/2000	-	10	
	105	Part of Lot 49987 (Old Lot) Mukim Senai - Kulai, Pontian Highway (Arah Johor Bahru), Johor Bahru - TMJ	43,560	SS	LH	01/08/2008	25/08/2035	3	
	106	Part of Lot No. 4193 GRN 97400, Mukim of Labis, District of Segamat	56,737	SS	FH	04/07/2008	-	3	
	107	Plot A, KM 23.6, Taman Pulai Perdana, Jalan Johor Bahru, Pontian	30,491	SS	FH	11/12/2003	-	9	
	108	Plot 4, Bandar Putra, Mukim Senai - Kulai, Daerah Johor Bahru	48,460	SS	FH	22/03/2005	-	8	
	109	PTB 20802 Part of Lot 6197, Geran 89960, Jalan Tampoi	60,548	SS	FH	13/04/2006	-	5	
	110	PTD 6717, Mukim Kesang, Daerah Muar	35,005	SS	FH	24/05/1996	-	12	
-	В	KEDAH DARUL AMAN							
	1	Lot PT 461 HS(M) 5/1982 & PT 1055 HS(M) 113/1983, Mukim Kota Setar, Daerah Kota Setar	27,000	SS	LH	27/10/1983	16/05/2012	24	
	2	Lot 134, Lebuhraya Kulim - Butterworth, Mukim Seluang, Daerah Kulim	79,758	SS	FH	07/01/2003	-	7	
	3	Lot 1491, Seksyen 41, Kota Kenari, Kulim	42,508	SS	FH	23/08/2004	-	8	
	4	Lot 2226, Mukim & Daerah Kulim	43,540	SS	FH	31/03/1987	-	29	
	5	Lot 2356, Kuala Ketil, Mukim Tawar, Daerah Baling	66,892	SS	FH	30/03/2002	-	6	
	6	Lot 27, Seksyen 9, Pekan Gurun, Daerah Kuala Muda	24,775	SS	LH	27/05/1984	07/01/2048	26	
	7	Lot 3268 GM 368, Mukim Mergong, Daerah Kota Setar	27,373	SS	FH	31/08/1993	-	25	
	8	Lot 3932, Bandar Padang Serai, Mukim Sidam Kanan, Daerah Kulim	33,788	SS	FH	30/05/2006	-	6	
	9	LOT 4606 GRN 127723 Bandar Darul Aman, Daerah Kubang Pasu	32,001	SS	FH	06/01/2011	-	1	
	10	Lot 5840 HS(D) 5380/97, Mukim Padang Cina, Daerah Kulim	43,621	SS	FH	25/01/2004	-	8	
	11	Lot 684 Phase 5 Taman Rakyat Mergong Alor Star	40,957	SS	LH	24/12/2010	27/7/2087	1	
	12	Lot 703, Mukim Sungai Seluang, Daerah Kulim	12,567	SS	FH	31/03/1987	-	27	

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
13	Lot PT 11615, Mukim Sungai Pasir, Daerah Kuala Muda	38,250	SS	FH	30/09/1991	-	10
14	Lot PT 12241, Mukim Sungai Pasir, Daerah Kuala Muda	29,945	SS	FH	31/03/1993	-	19
15	Lot PT 12770, Mukim Pengkalan Kundor, Kota Setar	35,502	SS	FH	10/08/2004	-	7
16	Lot PT 149 HS(M) 6/85, Mukim Kuah, Daerah Pulau Langkawi	69,384	SS	LH	27/07/1985	14/08/2045	27
17	Lot PT 23517 HS(D) 499/97, Mukim Sungai Petani, Daerah Kuala Muda	23,863	SS	FH	15/03/1998	-	10
18	Lot PT 23743, Mukim Sungai Pasir, Kuala Muda	44,885	SS	FH	19/07/2007	-	4
19	Lot PT 2388, Mukim Kuala Kedah, Daerah Kota Setar	40,053	SS	FH	17/09/2007	-	6
20	Lot PT 2964, Mukim Sungai Seluang, Daerah Kulim	28,674	SS	FH	31/07/1991	-	12
21	Lot PT 3356 HS(M) 126/92,Mukim Keladi, Daerah Kulim	48,200	SS	FH	31/08/1993	-	16
22	Lot PT 3541, Mukim Naga, Daerah Kubang Pasu	32,450	SS	FH	30/09/1994	-	18
23	Lot PT 437 HS(M) 25/1986, Alor Bekong, Mukim Mergong, Kota Setar	12,495	SS	FH	02/11/2004	-	26
24	Lot PT 441 HS(M) 988, Bandar Anak Bukit, Jalan Gunung, Daerah Kota Setar	38,147	SS	FH	18/02/2010	-	-
25	Lot PT 4761, Tanjung Bendahara, Mukim Derga, Daerah Kota Setar	43,550	SS	FH	31/12/2003	-	7
26	Lot PT 553-564, Mukim Sungai Seluang, Daerah Kulim	18,576	SS	FH	31/03/1992	-	12
27	Lot PT 57919, Mukim Sungai Petani, Daerah Kuala Muda	44,225	SS	FH	30/06/2003	-	8
28	Lot PT 669, Mukim Ayer Puteh, Daerah Pendang	26,327	SS	LH	27/06/1984	29/07/2014	25
29	Lot PT 76726, Bandar Mutiara, Daerah Kuala Muda, Sungai Petani	45,305	SS	FH	28/06/2007	-	5
30	Lot PT 84793 / 101745, Taman Ria Jaya, Sungai Petani	43,560	SS	FH	17/07/1990	-	4
31	Lot PT 9289, Mukim Sungai Petani, Daerah Kuala Muda	20,274	SS	FH	31/07/1991	-	21
32	Lot PT 9290, Mukim Sungai Petani, Daerah Kuala Muda	19,576	SS	FH	31/03/1990	-	20
33	Part of Lot 1990/1991 HS(M) 24/1982, Mukim Sungai Petani, Daerah Kuala Muda	16,090	SS	LH	31/05/1990	13/07/2012	26
34	Part of Lot 2008 & 2009, Mukim Sungai Laka, Daerah Kubang Pasu	76,300	SS	FH	20/10/1998	-	11
35	Part of Lot 47457 HS(D) 18435, Bandar Puteri Jaya, Sungai Petani Town	43,560	SS	FH	15/08/2006	-	4
36	Part of PT 33762 HS(D) 3890/95, (New Lot PT 92935 HS(D) 109663) Bandar Laguna Merbok, Jalan Lencongan Barat, Mukim Sungai Petani	45,693	SS	FH	25/05/2007	-	4

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
С	KELANTAN DARUL NAIM						
1	Lot 2079 (PT 1043), Bandar & Daerah Gua Musang	15,995	SS	LH	27/09/1985	13/03/2084	25
2	Lot 243 & 1310, Mukim Demit, Kubang Kerian	15,973	SS	FH	31/12/2002	-	8
3	Lot 2781, Bandar & Daerah Kuala Krai	26,285	SS	FH	30/09/1992	-	11
4	Lot 2799, Mukim Tanah Merah, Jajahan Tanah Merah	18,535	SS	LH	04/08/2002	03/08/2068	10
5	Lot 3201 (GM 2154), Kg Pasir Pekan, Mukim Pasir Pekan, Jajahan Tumpat	43,099	SS	LH	11/09/2008	17/06/2072	-
6	Lot PT 1850, Kampung Jelawat, Jajahan Bachok, Mukim Rusa	35,187	SS	LH	10/06/2007	10/03/2073	6
7	Lot PT 2360, Mukim Maka, Daerah Tanah Merah	43,200	SS	LH	27/06/1983	09/01/2053	25
8	Lot PT 2424, Bandar & Daerah Kuala Krai	10,367	SS	LH	31/05/1990	02/03/2049	27
9	Lot PT 3399, Mukim Pasir Pekan, Wakaf Baru, Jajahan Tumpat	27,039	SS	LH	18/06/2006	17/06/2072	26
10	Lot PT 38/1433, Mukim Lembu, Daerah Kota Bharu	22,593	SS	LH	31/05/1990	23/01/2017	25
11	Lot PT 48, Seksyen 16, Bandar & Daerah Kota Bharu	28,710	SS	LH	30/11/1989	22/08/2088	28
12	Lot PT 623, Mukim Panchor, Bandar & Daerah Kota Bharu	84,680	W	LH	27/07/1983	25/07/2048	26
13	Lot PT 8704, Mukim Maka, Tanah Merah	27,704	SS	LH	11/01/2006	10/01/2105	-
14	Lot PT 88 & 89, Mukim Lemal, Daerah Pasir Mas	15,177	SS	LH	08/12/1998	12/05/2065	12
15	Lot PT1272 HS(M) 166, Kampung Dalam Huma, Mukim Pasir Puteh, Daerah Limbongan	45,667	SS	LH	29/07/2003	28/07/2069	7
16	Lot PTLO 1945, Mukim Maka, Daerah Tanah Merah	19,946	SS	LH	31/05/1990	10/10/2086	29
D	MELAKA						
1	Lot 321, Mukim Bukit Baru, Daerah Melaka Tengah	63,162	SS	FH	31/01/1991	-	21
2	Lot 142, Kawasan Bandar XXXI, Daerah Melaka Tengah	23,079	SS	FH	31/01/1991	-	19
3	Lot PT 32 dan Lot 684, Kawasan Bandar XXXVII, Daerah Melaka Tengah	9,322	SS	LH	27/04/1984	31/07/2090	26
4	Lot 1072, Mukim Ramuan Cina Kechil, Daerah Alor Gajah	16,770	SS	LH	27/09/1985	07/07/2084	24
5	Lot 1375, MCL 360, Mukim Balai Panjang, Daerah Melaka Tengah	20,000	SS	FH	30/04/1993	-	10
6	Lot 175 & 1456, Kawasan Bandar XXXVII, Daerah Melaka Tengah	18,649	SS	FH	30/11/1989	-	19
7	Lot 2031, GM MCL 1150, Mukim Air Molek, Daerah Melaka Tengah	19,400	SS	FH	30/04/1993	-	12

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
8	Lot 260, Kampung Klebang, Seksyen 11, Daerah Melaka Tengah	23,435	SS	LH	31/01/1992	12/02/2047	24
9	Lot 271, Bandar Pulau Sebang, Seksyen 1, Daerah Alor Gajah	24,154	SS	LH	31/05/1990	14/08/2044	27
10	Lot 273 (34), Jalan Panglima Awang, Seksyen 33, Daerah Melaka Tengah	56,212	SS	FH	09/05/2007	_	3
11	Lot 2854 GMM 1094, Jalan Air Keroh, Mukim Durian Tunggal, Daerah Alor Gajah	58,704	SS	FH	30/04/2004	-	8
12	Lot 303, Kawasan Bandar XXIX, Daerah Melaka Tengah	21,351	SS	FH	31/03/1991	_	12
13	Lot 311, Bandar Bukit Baru, Seksyen 5, Daerah Melaka Tengah	18,741	SS	FH	27/06/1985	-	21
14	Lot 347, Bandar Bukit Baru, Seksyen 111, Daerah Melaka Tengah	13,329	SS	FH	29/02/1992	-	16
15	Lot 351, Mukim Batu Berendam, Daerah Melaka Tengah	22,400	SS	LH	27/09/1985	30/09/2084	15
16	Lot 353, Mukim Tangga Baru, Daerah Melaka Tengah	28,050	SS	FH	31/08/1993	-	25
17	Lot 4351, Mukim Bukit Katil, Daerah Melaka Tengah	28,578	SS	LH	31/03/1987	16/07/2050	28
18	Lot 70, Kawasan Bandar XXIX, Daerah Melaka Tengah	14,322	SS	LH	31/03/1991	10/12/2051	12
19	Lot 918, Mukim Peringgit, Daerah Melaka Tengah	84,345	SS	FH	31/08/1993	-	27
20	Lot PT 1, Mukim Cheng, Daerah Melaka Tengah	23,143	SS	LH	31/05/1990	28/06/2045	27
21	Lot PT 1317 HS(M) 67, Mukim Sungai Udang, Daerah Alor Gajah	27,953	SS	FH	24/03/1998	-	11
22	Lot PT 13670, Mukim Batu Berendam, Daerah Melaka Tengah	48,416	SS	FH	16/08/2006	-	6
23	Lot PT 2289, Sungai Petai, Jalan Melaka - Alor Gajah, Alor Gajah	54,013	SS	FH	27/06/2007	_	-
24	Lot PT 4175, Mukim Bukit Baru, Daerah Melaka Tengah	12,066	SS	FH	31/03/1987	_	27
25	Lot PT 4683, Mukim Bachang, Daerah Melaka Tengah	30,000	SS	FH	31/03/1991	-	16
26	Lot PT 701, Mukim Selandar, Daerah Jasin	20,599	SS	FH	30/09/1992	-	16
27	Lot PT 851, Mukim Sungai Baru Hulu, Daerah Alor Gajah	20,000	SS	FH	31/08/1993	-	10
E	NEGERI SEMBILAN DARUL KHUSUS						
1	Lot 5935, Mukim Rantau, Daerah Seremban	17,687	SS	FH	30/09/1992	-	27
2	Lot 10066, Mukim Rasah, Daerah Seremban	14,400	SS	FH	31/03/1987	-	21
3	Lot 13796 HS(D) 49314, Mukim Rantau, Daerah Seremban	17,663	SS	FH	30/10/1998	-	11
4	Lot 1682 (PT29818), Jalan Senawang - Paroi, Sungei Landak, Ampangan, Seremban	43,583	SS	FH	01/04/2007	-	4

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
5	Lot 19968, Bandar Seremban 2, Mukim Rasah, Daerah Seremban	40,451	SS	FH	08/11/2006	-	6
6	Lot 2253, Mukim Si Rusa, Daerah Port Dickson (Coast)	15,781	SS	FH	31/03/1987	-	25
7	Lot 268 (PT 6086), Mukim Ampangan, Daerah Seremban	16,000	SS	LH	27/10/1985	20/12/2045	22
8	Lot 2902 & 2903, Pekan Lukut, Port Dickson	42,819	SS	FH	01/03/2005	-	6
9	Lot 448, Mukim Tampin, Daerah Tampin	17,705	SS	FH	31/03/1987	-	22
10	Lot 527, Bandar Port Dickson, Daerah Port Dickson (Coast)	43,914	SS	FH	31/01/1992	-	10
11	Lot 726 & 727 HS(M) 7196, Mukim Ampangan, Seremban	63,048	SS	FH	30/11/2004	-	7
12	Lot PT 10841 & PT 10842, Mukim Rasah, Daerah Seremban	41,167	SS	FH	21/05/1998	-	12
13	Lot PT 12874 & 12875, Mukim Labu, Daerah Seremban	26,354	SS	FH	01/02/2001	-	10
14	Lot PT 1414, Mukim Triang Hilir, Daerah Jelebu	11,926	SS	LH	30/06/1991	24/02/2090	17
15	Lot PT 1421, Mukim Titian Bintanggor, Daerah Rembau	87,174	SS	LH	28/01/2005	03/12/2062	4
16	Lot PT 21419, Mukim Labu, Daerah Seremban	55,006	SS	FH	29/04/2002	-	10
17	Lot PT 2172, Jalan Seremban - Tampin, Daerah Tampin	29,396	SS	FH	28/05/2002	-	9
18	Lot PT 2244, Lavender Height, Pekan Senawang, Daerah Seremban	43,562	SS	FH	22/07/2003	-	8
19	Lot PT 2277 HS(D) 16461, Mukim Jimah, Daerah Port Dickson	24,393	SS	FH	22/05/1998	-	12
20	Lot PT 26/2 - Lot PT 26/3 & Lot PT 26/6 - Lot PT 26/11, Pekan Kuala Klawang, Daerah Jelebu	24,550	SS	FH	31/07/1990	-	11
21	Lot PT 278, Mukim Ampangan, Daerah Seremban	25,019	SS	LH	31/03/1987	12/09/2075	18
22	Lot PT 4087 HS(D) 154332, Senawang Ampangan, Daerah Seremban	47,303	SS	FH	10/03/2004	-	7
23	Lot PT 489, Mukim Serting Ulu, Daerah Jempol	16,861	SS	FH	31/01/1991	-	20
24	Lot PT 5890, Bandar & Daerah Seremban	63,162	SS	FH	06/02/2003	-	8
25	Lot PT 6054, Mukim Seremban, Daerah Seremban	52,140	SS	FH	20/08/2002	-	9
26	Lot PT 7931, Jalan Jelebu, Seremban	29,590	SS	FH	09/10/2004	-	7
27	Lot PT 999, Mukim Gemas, Daerah Tampin	21,780	SS	LH	31/03/1987	13/09/2043	24
28	Part of Lot 6283, Bandar Seremban 2, Mukim Rasah, Daerah Seremban	47,389	SS	FH	02/11/2006	-	5

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
F	PAHANG DARUL MAKMUR						
1	Lot 112, Mukim & Daerah Bentong	39,030	SS	FH	31/03/1992	-	17
2	Lot 1593, Mukim Pedah, Daerah Jerantut	14,284	SS	FH	31/03/1992	-	17
3	Lot 2, Seksyen 3, Kampung Ketari, Daerah Bentong	20,691	SS	FH	31/01/1992	-	15
4	Lot 21123, Jalan Telok Sisek, Mukim Kuala Kuantan	15,844	SS	LH	06/03/2006	11/09/2089	18
5	Lot 24757, Mukim Kuala Kuantan, Daerah Kuantan	34,929	SS	FH	30/09/1992	-	17
6	Lot 26180 - 26186, Mukim Kuala Kuantan, Daerah Kuantan	11,711	SS	FH	29/02/1992	-	9
7	Lot 3258, Simpang Chini, Mukim Bebar, Pekan	25,855	SS	LH	29/08/2006	01/08/2088	20
8	Lot 5093 CT 6585, Mukim Kuala Kuantan, Daerah Kuantan	21,200	SS	FH	30/09/1994	-	12
9	Lot 7, 8 & 43, Seksyen 18, Bandar & Daerah Kuantan	25,345	SS	FH	31/03/1992	-	16
10	Lot 8207, Mukim Bentong, KM 53, Kuala Lumpur - Karak Highway, Eastbound	87,120	SS	FH	21/11/2003	-	9
11	Lot PT 10693, Mukim Kuala Kuantan, Daerah Kuantan	26,966	SS	LH	31/03/1987	11/02/2080	27
12	Lot PT 10852 & 10853, Mukim Mentakab, Daerah Temerloh	43,515	SS	FH	30/03/2000	-	7
13	Lot PT 10884, Mukim & Daerah Bentong	179,296	LPGSBP	LH	28/02/1993	07/01/2058	15
14	Lot PT 1207, Mukim Kuala Lipis, Daerah Lipis	19,329	SS	LH	27/10/1985	09/10/2056	23
15	Lot PT 15291, Mukim Kuala Kuantan, Daerah Kuantan	11,115	SS	LH	31/03/1992	16/01/2085	21
16	Lot PT 1987, Mukim Semantan, Daerah Temerloh	56,901	SS	LH	27/07/1985	18/08/2052	25
17	Lot PT 25 HS(D) 4529, Bandar Pekan, Daerah Pekan	43,056	SS	LH	18/02/2009	17/02/2108	3
18	Lot PT 33423, Seksyen 1, Bandar Indera Mahkota, Daerah Kuantan	20,000	SS	LH	30/09/1994	06/04/2093	11
19	Lot PT 3370, Mukim Sabai, Daerah Bentong	22,826	SS	LH	31/07/1993	17/01/2049	22
20	Lot PT 3443, Mukim Perak, Daerah Temerloh	47,647	SS	LH	27/07/1985	18/08/2052	7
21	Lot PT 3640, Mukim Pedah, Daerah Jerantut	13,612	SS	LH	31/05/1990	09/02/2082	28
22	Lot PT 3775 (HS(M) 3112), Paya Siak Ulu, Mukim Perak, Daerah Temerloh	17,438	SS	FH	12/11/2004	-	-
23	Lot PT 3920, Mukim Sungai Karang, Daerah Kuantan	16,968	SS	FH	31/01/1991	-	17
24	Lot PT 3921, Mukim Sungai Karang, Daerah Kuantan	15,020	SS	FH	31/01/1991	-	20

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
25	Lot PT 4019, Bandar Kerayong, Mukim Triang, Daerah Bera	49,051	SS	FH	09/08/2005	-	7
26	Lot PT 4335, Bandar & Daerah Temerloh	10,054	SS	LH	31/03/1992	30/01/2091	18
27	Lot PT 4519, Mukim & Daerah Bentong	11,887	SS	LH	31/03/1992	22/03/2053	18
28	Lot PT 57349, Bandar Kuantan, Daerah Kuantan	41,689	SS	LH	03/01/2003	02/09/2093	6
29	Lot PT 601, Mukim Tanah Rata, Daerah Cameron Highlands	30,797	SS	LH	27/11/1986	22/06/2089	25
30	Lot PT 67234, Mukim Kuala Kuantan, Daerah Kuantan	71,748	SS	LH	29/10/2002	25/06/2101	6
31	Lot PT 678, Mukim Mentakab, Daerah Temerloh	43,832	SS	LH	31/12/2002	06/11/2035	9
32	Lot PT 719, Mukim Ringlet, Daerah Cameron Highlands	9,000	SS	LH	27/10/1986	22/06/2089	24
33	Lot PT 772 HS(M) 719, Lot 799 HS(M) 758 & Govt. Alienated Land, Tg. Gemok	28,760	SS	FH	09/03/2007	-	3
34	Lot PT 817, Mukim Sungai Karang, Daerah Kuantan	19,364	SS	LH	31/03/1992	11/07/2090	10
35	Lot PT 82380, Batu 10, Jalan Gambang, Mukim Kuala Kuantan, Kuantan	65,340	SS	LH	01/04/2007	25/01/2104	4
36	Lot PT 8360, Mukim Gali, Sempalit, Daerah Raub	131,855	SS	FH	01/04/2007	-	3
37	Lot PT 9011, Mukim Gali, Daerah Raub	11,434	SS	LH	27/02/1984	10/08/2091	27
G	PERAK DARUL RIDZUAN						
1	Lot 115478 & 131710, Tanjung Rambutan, Hulu Kinta	14,000	SS	LH	11/06/2004	28/11/2054	17
2	Lot 126025, Taman Bandar Baru Kampar, Mukim Kampar, Daerah Kinta	45,230	SS	LH	20/10/2004	31/01/2083	8
3	Lot 1317, GRN12990, Mukim Batang Padang, Pk	43,560	SS	FH	01/03/2010	-	-
4	Lot 14501, Bandar Ipoh, Daerah Kinta	16,975	SS	LH	31/08/1993	31/07/2052	21
5	Lot 1454, Mukim Bagan Serai, Daerah Kerian	16,089	SS	FH	30/09/1992	-	12
6	Lot 191515, Jalan Kuala Kangsar, Mukim Kinta, Ipoh	16,523	SS	LH	12/05/2003	11/05/2102	8
7	Lot 1963, Batu 1, Mukim Kampar, Daerah Hilir Kinta	39,761	SS	LH	31/05/1990	11/12/2044	26
8	Lot 199369, Mukim Hulu Kinta, Jalan Ipoh - Jelapang	39,185	SS	LH	01/04/2007	31/03/2103	5
9	Lot 29526, Mukim Setiawan, Daerah Dinding	21,700	SS	LH	27/09/1985	22/11/2086	26
10	Lot 303, Pekan Sungkai, Daerah Batang Padang	37,200	SS	LH	31/01/1988	01/12/2052	23
11	Lot 312358, Mukim Sungai Raya, Daerah Kinta, Perak	43,560	SS	FH	22/01/2010	-	-
12	Lot 3553, Simpang Lima, Mukim Parit Buntar, Daerah Kerian	45,090	SS	FH	11/03/2005	-	6

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
13	Lot 43881, Mukim Sungai Terap, Daerah Kinta	11,979	SS	FH	30/09/1994	-	24
14	Lot 4553, Mukim Ulu Bernam Timur, Bandar Baru Behrang, Daerah Tanjung Malim	72,527	SS	FH	07/08/1985	-	5
15	Lot 497, Paya Panjang, Mukim Kampung Buaya, Daerah Kuala Kangsar	54,788	SS	FH	18/05/2006	-	5
16	Lot 5653, Mukim Parit Buntar, Daerah Kerian	17,147	SS	LH	30/11/1991	09/05/2043	27
17	Lot 5739 & Lot PT No. 3131 - 3137, Mukim Slim, Daerah Batang Padang	12,404	SS	LH	27/08/1984	03/06/2083	24
18	Lot 7338, Sungai Nibong, Mukim Durian Sebatang, Daerah Hilir Perak	72,418	SS	FH	05/04/2007	-	7
19	Lot 8123 & 8124, Mukim Bota, Daerah Perak Tengah	47,124	SS	LH	22/12/2004	07/04/2102	9
20	Lot 87409, Mukim Hulu Kinta, Daerah Kinta	18,977	SS	LH	31/03/1987	31/12/2078	28
21	Lot 92912, Jalan Lahat, Mukim Hulu Kinta, Daerah Kinta	48,395	SS	LH	07/01/2003	08/01/2110	10
22	Lot 9410, Mukim Bidor, Jalan Tapah	13,315	SS	LH	22/11/2002	21/04/2045	24
23	Lot 9930, Jalan Kuala Kangsar, Hulu Kinta	43,560	SS	FH	22/10/2007	-	4
24	Lot PT 10158, Taman Saujana, Batu Gajah, Mukim Sungai Terap, Daerah Kinta	30,887	SS	LH	09/05/2003	26/01/2098	9
25	Lot PT 10446/10448/10449/10450/10451, Mukim Lumut, Daerah Manjung	1,479,682	BD	LH	01/04/2007	09/07/2105	4
26	Lot PT 131534 HS(D) KA 35310, Mukim Hulu Kinta, Daerah Kinta	43,712	SS	LH	03/01/1997	08/08/2093	25
27	Lot PT 1341, Mukim Simpang, Daerah Larut & Matang	32,130	SS	FH	30/04/1993	-	12
28	Lot PT 15613, Mukim Terap, Daerah Kinta	41,499	SS	FH	31/12/2002	-	9
29	Lot PT 15978 HS(D) 131903, Mukim Sungai Raya, Kinta	65,393	SS	LH	28/04/2004	27/04/2013	7
30	Lot PT 187383, Jalan Bercham - Tanjung Rambutan Mukim Hulu Kinta, Daerah Kinta	34,016	SS	FH	07/12/2004	-	7
31	Lot PT 191532, Taman Pengkalan Utama, Mukim Hulu Kinta, Daerah Kinta	65,415	SS	LH	10/01/2004	18/06/2102	6
32	Lot PT 3137, Mukim Sungai Raya, Daerah Kinta, Jalan Ipoh - Kampar, Gopeng	94,144	SS	LH	07/02/2005	30/03/2096	7
33	Lot PT 3491, Kampung Kedah, Mukim Parit Buntar, Daerah Kerian	43,588	SS	FH	18/10/2004	-	6
34	Lot PT 4556, Suak Sidonan, Lebuhraya Ipoh - Lumut, Mukim Bota, Daerah Perak Tengah	43,562	SS	FH	21/11/2006	-	6
35	Lot PT 5309, Mukim Sungai Siput, Daerah Kuala Kangsar	15,110	SS	LH	31/07/1991	17/12/2089	19
36	Lot PT 64796, Bandar Ipoh, Daerah Kinta	20,000	SS	LH	27/04/1984	11/12/2044	26
37	Lot PT 66101, Bandar Ipoh, Daerah Kinta	26,332	SS	LH	31/05/1990	18/08/2047	26

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
38	Lot PT 856 HS(M) 3, Mukim Teja, Daerah Kinta	17,146	SS	LH	29/12/1997	28/12/2096	11
39	Lot PT 8621, Mukim Lumut, Daerah Manjung	45,805	SS	LH	14/10/1999	15/12/2098	12
40	Lot PT 89905, Mukim Hulu Kinta, Daerah Kinta	49,735	SS	LH	30/11/1989	10/04/2088	20
41	Lot PT 923, Mukim Sungai Raya, Daerah Kinta	17,653	SS	LH	30/09/1992	19/04/2083	16
42	Lot PT 92889, Mukim Hulu Kinta, Daerah Kinta	12,359	SS	LH	30/09/1992	09/10/2049	12
43	Part of Lot 194522, Bandar Baru Bercham, Mukim Hulu Kinta, Daerah Kinta, Ipoh	44,724	SS	LH	06/11/2008	11/06/2107	3
44	Part of Lot 303545 (Formerly PT 146136 HS(D) KA 72917), Sunway City, Tambun, Mukim Hulu Kinta, District of Kinta	39,600	SS	LH	01/04/2008	27/10/2097	4
45	Plot 395 A, Zone 5 (Site 2), (New Lot PT 204047 HS(D) 141862, Jln Jelapang - Chemor, (South Bound / Ipoh Bound), Bandar Meru Raya (Site 2), Ipoh	54,715	SS	FH	30/05/2008	-	-
46	Lot 195487, Taman Rishah Hijau, Mukim Hulu Kinta, Daerah Kinta	29,999	SS	LH	24/01/2005	15/01/2103	6
Н	PERLIS INDERA KAYANGAN						
1	Lot 1925, Mukim Titi Tinggi, Padang Besar	18,686	SS	LH	02/11/2004	01/05/2043	27
2	Lot 2729, Mukim Berseri, Daerah Padang Malau	13,340	SS	FH	31/03/1987	-	22
3	Lot 3684, Jln Raja Syed Alwi, Behor Gandil, Mukim Utan Aji	50,579	SS	FH	05/10/2004	-	8
4	Lot PT 726 HSM 773, Behor Temak, Mukim Seriab	30,280	SS	FH	30/04/2004	-	8
1	PULAU PINANG						
1	Lot 10034, Mukim 13, Daerah Timur Laut	26,200	SS	FH	24/03/2000	-	12
2	Lot 1070, Mukim 1, Kawasan Perindustrian Perai	907,860	BD	LH	31/03/1987	27/08/2041	28
3	Lot 10885, Jalan Rozhan, Mukim 15, Seberang Prai Tengah	69,658	SS	FH	05/03/2004	-	7
4	Lot 112, 117 & 118, Seksyen 1, Bandar Bukit Mertajam, Seberang Prai Tengah	78,378	SS	FH	27/06/2006	-	5
5	Lot 1475, Mukim 13, Daerah Timur Laut	39,241	SS	FH	22/12/1999	-	12
6	Lot 16, Seksyen 3, Bandar Butterworth	53,274	SS	LH	31/05/1990	16/08/2081	27
7	Lot 18566, 18568 & 18570, Mukim 15, Bukit Mertajam, Seberang Perai Tengah	41,921	SS	FH	06/02/2006	-	6
8	Lot 2360, Mukim 11, Daerah Seberang Perai Tengah	11,467	SS	FH	31/03/1987	-	29

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
9	Lot 2453, Mukim 9, Daerah Seberang Perai Utara	21,463	SS	FH	30/11/1989	-	26
10	Lot 2489 & 2490, Seksyen 2, Bandar Butterworth, Seberang Perai Utara	50,590	SS	FH	09/10/2003	-	9
11	Lot 2574 - 2576, Seksyen 4, Bandar Butterworth	6,684	SH	FH	27/12/1983	-	27
12	Lot 2840 & 2843, Mukim 4, Daerah Seberang Perai Utara	60,321	SS	FH	24/05/2003	-	9
13	Lot 3167 HS(M) 815, Mukim 4, Butterworth - Kulim, Seberang Perai	85,637	SS	FH	24/05/2003	-	8
14	Lot 3237, Mukim 10, Daerah Seberang Perai Utara	22,367	SS	FH	31/12/2002	-	7
15	Lot 3609 HS(D) 1745, Mukim 15, Daerah Seberang Perai Selatan	26,135	SS	FH	09/10/1998	-	12
16	Lot 4107 HS(M) 448, Mukim 9, Jalan Besar, Seberang Perai Selatan	28,815	SS	FH	14/07/2007	-	24
17	Lot 5352 & 5353, Mukim 11, Daerah Seberang Perai Tengah	85,907	SS	FH	30/09/1991	-	25
18	Lot 5494 & 5279, Sunway BKE, Mukim 1, Seberang Perai Tengah	71,811	SS	LH	07/11/2003	21/10/2092	8
19	Lot 5597, Bandar Tasik Mutiara, Seberang Prai Selatan	33,443	SS	FH	02/07/2007	-	5
20	Lot 602, Mukim E Titi Teras (Mukim 4), Daerah Barat Daya	52,592	SS	LH	17/05/1991	16/05/2021	6
21	Lot 6163 & 2081 (Bertam Perdana), Mukim 6, Daerah Seberang Prai Utara	63,603	SS	FH	01/04/2007	-	4
22	Lot 648, Bukit Tengah, Mukim 11, Seberang Perai Tengah	25,504	SS	FH	08/02/2005	-	6
23	Lot 859, Bandar Baru Perda, Mukim 6, Seberang Perai Tengah	55,958	SS	FH	24/07/2002	-	9
24	Lot 8889 & 4867, Jalan Dato Ahmad Badawi, Seberang Perai Utara	29,662	SS	FH	22/07/2005	-	7
25	Lot 9324 HS(D) 411 GRN 62769 (New Lot PT 2510 HS(D) 14748) Mukim 13, Daerah Timur Laut, Jalan Paya Terubong	41,211	SS	FH	13/10/2006	-	4
26	Lot PT 1612, Mukim 6, Seberang Perai Tengah	55,937	SS	FH	03/11/1999	-	12
27	Lot PT 456, Mukim 11, Daerah Seberang Perai Selatan	22,400	SS	LH	31/05/1988	13/06/2014	27
28	Part of Lot 60 GRN 61129 & Lot 66, GRN 22712 Section 1, Bandar Butterworth, District of Seberang Perai Utara	30,257	SS	FH	23/01/2008	-	2
J	SABAH AND WILAYAH PERSEKUTUAN LABUAN						
1	Lot CL 105430868, Lot 82100054, Tanjong Batu, Daerah Tawau	435,600	BD	LH	31/05/1990	31/12/2042	15
2	CL115317318, Jalan Segama, Lahad Datu	20,880	SS	LH	01/01/2010	31/12/2108	1
3	KM 9.5, Jalan Penampang-Papar, Kampung Makanibong, Donggongon	20,038	SS	LH	31/03/1987	30/03/2081	19

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
4	Lot 2, KM 5, Jalan Kota Belud, Kota Kinabalu	26,789	SS	LH	01/04/2007	31/12/2100	-
5	Lot 551 (CL 015495431), Menggatal North New Township, Jalan Tuaran, Kota Kinabalu	85,037	SS	LH	03/08/2005	31/12/2085	7
6	Lot CG 2205005894, KM 6.5, Jalan Pohon Batu, Wilayah Persekutuan Labuan	58,125	SS	LH	23/11/2004	21/07/3002	4
7	Lot CL 015414490, Jalan Reservoir, Daerah Kota Kinabalu	18,280	SS	LH	31/05/1990	31/12/2012	27
8	Lot CL 015474012, Penampang, Daerah Kota Kinabalu	28,353	SS	LH	31/03/2003	31/12/2076	24
9	Lot CL 015500893, Likas, Daerah Kota Kinabalu	30,158	SS	LH	23/12/2002	23/12/2083	21
10	Lot CL 015580186, Jalan Luyang, Daerah Kota Kinabalu	8,503	SS	LH	23/12/2002	31/12/2906	19
11	Lot CL 01578533, Jalan Inanam, Daerah Kota Kinabalu	20,575	SS	LH	23/12/2002	14/05/2076	26
12	Lot CL 025331631, Jalan Papar - Kimanis, Daerah Papar	24,750	SS	LH	30/09/1992	10/09/2913	18
13	Lot CL 025337722, Kampung Kinarut, Daerah Papar	39,639	SS	LH	31/08/1993	31/12/2084	11
14	Lot CL 045310334, Batu 16, Jalan Tuaran, Kampung Bakud	51,836	SS	LH	10/02/2006	31/12/2068	5
15	Lot CL 075203413, Jalan Labuk, Daerah Sandakan	20,000	SS	LH	31/08/1993	01/07/2882	5
16	Lot CL 075326082, Jalan Utara, Daerah Sandakan	14,750	SS	LH	31/03/1987	09/07/2887	29
17	LOT CL 075462403, Mile 32 (Checkpoint), Jalan Labuk, Sandakan	48,545	SS	LH	25/02/2011	25/1/2087	1
18	Lot CL 105139580 (Lot 1), Jalan Kuhara, Daerah Tawau	19,249	SS	LH	29/02/1992	30/10/2055	16
19	Lot CL 105316630, Daerah Tawau	23,820	SS	LH	31/03/1992	20/06/2055	18
20	Lot CL 10542613, Lot CL 10542622 & Lot CL 105542631, Daerah Tawau	22,450	SS	LH	31/03/1991	17/01/2914	18
21	Lot CL 10546680 (CL 105311500), KM 7, Jalan Apas, Daerah Tawau	21,780	SS	LH	30/04/1993	23/02/2025	15
22	Lot CL 1153799989, Jalan Silam, Daerah Lahad Datu	21,279	SS	LH	30/09/1994	31/12/2069	8
23	Lot CL 156466699, KM 7, Jalan Apas, Daerah Tawau	79,598	SS	LH	19/03/1998	23/02/2925	16
24	Lot CL 165005569, Daerah Tenom	12,000	SS	LH	27/09/1985	30/12/2014	8
25	Lot CL 175310595 (Lot 136), Daerah Beaufort	24,750	SS	LH	27/09/1983	31/12/2901	24
26	Lot CL 207901933, Tanjong Kubong, Labuan	23,096	SS	FH	30/04/1993	-	16
27	Lot CL 215386851, Daerah Penampang, Kampung Nosoob	27,007	SS	LH	23/12/2002	08/12/2062	21
28	Lot CL 28409 & Lot CL 284410, Jalan Mat Salleh, Daerah Kota Kinabalu	21,344	SS	LH	27/11/1983	04/05/2913	25

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
29	Lot NT 4689, KM 8, Jalan Penampang, Penampang	49,223	SS	FH	23/12/2002	-	10
30	Lot NT 213191872, Jalan Lintas Kepayan, Kota Kinabalu	43,560	SS	LH	10/01/2004	31/12/2099	9
31	Lot RSP No. 90019022, Sepangar Bay, Kota Kinabalu	522,720	BD	LH	31/08/1992	28/12/2045	18
32	Lot TL 057504688, Pekan Kudat, Daerah Kudat	28,300	SS	LH	30/04/1993	31/12/2009	16
33	Lot TL 067500172, Jalan Tenompok, Ranau	15,059	SS	LH	31/07/1993	30/07/2020	7
34	Lot TL 077544186, KM 6, Jalan Batu Sapi, Karamunting, Sandakan	85,813	SS	LH	21/10/2003	14/11/2883	7
35	Lot TL 087500230, Pekan Beluran	16,700	SS	LH	31/07/1993	30/07/2023	18
36	Lot TL 147501764 , Kota Marudu	21,680	SS	LH	01/03/2011	31/12/2041	26
37	Lot TL 207527044 (LA 2020097), Jalan Saguking, Labuan	30,494	SS	LH	01/03/2011	31/12/2041	26
38	Lot TL 227500816, Tambunan	24,690	SS	LH	01/03/2011	31/12/2041	26
39	Lot TL 247501177, Daerah Kunak	13,930	SS	LH	23/04/1998	31/12/2088	13
40	NT 043173244, Jalan Berunggis, Kota Belud	66,646	SS	LH	03/01/2007	02/01/2106	6
K	SARAWAK						
1	Lot 1804, Daerah Limbang	18,094	SS	LH	31/03/1992	21/01/2052	16
2	Lot 2065, Blok 1, Daerah Lambir	38,179	SS	LH	27/09/1985	07/12/2052	16
3	Lot 123, 124, 125 & 126, Daerah Bandar Seduan	301,004	BD	LH	30/11/1989	20/05/2018	18
4	Lot 2337 & Lot 2339, Section 65, Jalan Matang, Kuching	35,904	SS	LH	31/10/1995	30/10/2055	14
5	Lot 1050, Blok 7, Jalan Bulan Sabit, Miri	79,639	SS	LH	27/06/2002	13/12/2054	9
6	Lot 1106, Blok 5, Kuala Baram Land District, Daerah Miri	36,867	SS	FH	31/12/2002	-	8
7	Lot 1143, Blok 1, Batu 13, Kuching	20,419	SS	LH	22/12/2006	31/12/2034	7
8	Lot 1144, Blok 6, Daerah Seduan	22,423	SS	LH	30/09/1994	14/07/2053	13
9	Lot 121, Blok 217, Daerah Bukit Kisi	22,388	SS	LH	30/06/2000	12/04/2056	10
10	Lot 1392, Blok 11, Daerah Muara Tebas	12,325	SS	LH	31/03/1987	31/12/2069	16
11	Lot 1876, Jalan Pujut Lutong, Miri	43,319	SS	LH	18/07/2007	17/07/2067	5
12	Lot 2156, Blok 16, Daerah Kuching Tengah	36,372	SS	LH	31/01/1992	09/02/2041	19

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
13	Lot 251, Daerah Muara Tebas	35,198	SS	LH	24/05/1996	28/11/2055	11
14	Lot 2646, Jalan Tun Ahmad Zaidi, Bintulu	191,550	SS	LH	08/10/2007	18/02/2057	5
15	Lot 283, Blok 8, Kayan Land District, Bandar Mutiara, Tebedu	49,008	SS	LH	14/03/2007	22/10/2056	6
16	Lot 284, Blok 16, Daerah Kuching Tengah	35,370	SS	LH	30/09/1992	31/12/2025	23
17	Lot 2974, Seksyen 65, Daerah Bandar Kuching	35,865	SS	LH	27/10/1985	23/10/2045	22
18	Lot 299, Seksyen 5, Daerah Bandar Kuching	16,512	SS	LH	27/07/1985	30/03/2049	29
19	Lot 397, Blok 9, Daerah Konsesi Miri	63,733	SS	LH	31/05/1990	18/01/2042	26
20	Lot 4003, Blok 14, Salak Land District, Kuching	73,076	SS	LH	24/01/2007	08/12/2065	7
21	Lot 402, Daerah Serian	11,270	SS	LH	27/12/1985	26/12/2045	23
22	Lot 4152, Blok 19, Jalan Lanang Barat, Sibu	46,038	SS	LH	22/01/2007	21/01/2067	19
23	Lot 419, Blok 26, Daerah Kemena	22,432	SS	LH	30/09/1994	14/08/2054	21
24	Lot 425, Blok 2, Daerah Sibu	15,069	SS	LH	31/05/1990	31/01/2042	17
25	Lot 4772, Blok 16, Daerah Kuching Tengah	60,762	SS	LH	27/12/1986	02/05/2050	29
26	Lot 486, Blok 4, Daerah Bandar Sungai Merah	22,657	SS	LH	24/05/1996	31/12/2019	14
27	Lot 5055, Salak Land District	66,058	SS	LH	07/03/2007	06/12/2037	6
28	Lot 5185, Seksyen 64, Daerah Bandar Kuching	21,388	SS	LH	31/03/1990	23/09/2048	20
29	Lot 650, Blok 3, Daerah Sentah - Segu	18,546	SS	LH	30/09/1992	27/05/2052	17
30	Lot 721, Blok 31, Daerah Kemena	46,392	SS	LH	31/03/1987	11/03/2051	28
31	Lot 7933, Seksyen 64, Daerah Bandar Kuching	12,884	SS	LH	31/03/1987	23/01/2777	24
32	Lot 94, Blok 217, Daerah Batu Kawah	22,703	SS	LH	30/06/2000	27/08/2058	10
33	Lot 98 (Old Lot 195), Blok 11, Jalan Stutong, Heights Drive, Muara Tebas, Kuching	141,610	SS	LH	01/04/2007	31/12/2039	5
34	Lot 9815, Seksyen 25, Jalan Tun Abdul Rahman Yaakub	68,232	SS	LH	13/03/2007	12/12/2817	23
35	Plot 1, Part of Lot 2903, Block 6, Lawas Land District, Jalan Gaya Lawas	41,484	SS	LH	31/03/2009	31/12/2028	2
36	Sublot 102, Blok 5, Daerah Sentah - Segu	22,012	SS	LH	30/09/1994	16/02/2056	15
37	Sublot 131 & Lot 2400, Blok 4, Daerah Sungai Merah	23,034	SS	LH	31/08/1995	13/10/2057	14

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
L	SELANGOR DARUL EHSAN						
1	Lot PT No. 476 & 484, Mukim Ampang, Daerah Ulu Langat	9,600	SS	LH	31/01/1991	30/07/2074	20
2	Lot PT 22521, Mukim Kajang, Daerah Ulu Langat	26,144	SS	LH	31/01/1992	09/05/2021	18
3	Lot 5006, Mukim Dengkil, Daerah Sepang	4,808,672	KVDT	FH	31/07/1997	-	15
4	Lot PT 43362 (Lot Ke-2), Mukim & Daerah Kelang	23,000	SS	FH	30/09/1992	-	-
5	Lot PT 43361 (Lot Pertama), Mukim & Daerah Kelang	23,000	SS	FH	30/09/1992	-	-
6	L.O. 15, Seksyen 6, Bandar Petaling, Daerah Kuala Lumpur	17,160	SS	LH	30/11/1989	12/11/2062	12
7	Lot PT 32710 HS(M) 32875, Mukim Ampang, Daerah Hulu Langat	31,720	SS	LH	28/08/1998	02/08/2094	12
8	Lot 115, Persiaran Jublee Perak, Seksyen 18, Shah Alam	43,560	SS	LH	01/04/2007	31/03/2106	3
9	Lot 12099, Phase 1A, Cyberjaya	60,676	SS	FH	14/02/2005	-	8
10	Lot 1253, Mukim Rawang, Daerah Gombak	30,492	SS	FH	29/02/1992	-	12
11	Lot 12936 PT 2279, HS(M) 4559 (Old Lot 9197), Mukim Panchang Bedena, Sungai Besar	27,200	SS	LH	29/09/2008	31/12/2013	21
12	Lot 136 - 140, Kampung Salak, Daerah Sepang	10,145	SS	FH	30/09/1990	-	21
13	Lot 13697, Mukim Sungai Buloh, Daerah Petaling	32,496	SS	LH	31/07/1991	01/02/2079	3
14	Lot 14387 HS(M) 6834, LDP Sungai Penaga, Mukim Damansara, Daerah Petaling	35,715	SS	FH	12/09/2005	-	4
15	Lot 14588 HS(M) 12926, Taman Lagenda Emas, MukimTanjung 12, Kuala Langat	38,632	SS	LH	23/01/2007	26/09/2087	7
16	Lot 15752 HS(D) 116191, Jalan Nirwana, Taman Dagang, Mukim Ampang	53,143	SS	LH	11/11/2008	12/11/2088	3
17	Lot 20, Geran 31322, Taman Pendamar Indah, Kelang	46,252	SS	FH	30/11/2002	-	11
18	Lot 219, Mukim Cheras, Daerah Ulu Langat	51,009	SS	FH	30/06/1991	-	10
19	Lot 2883, Mukim Kelanang, Daerah Kuala Langat	87,664	SS	FH	25/01/2006	-	20
20	Lot 32650, Jalan Langat, Mukim Kapar, Daerah Klang	51,247	SS	FH	31/03/1991	-	11
21	Lot 37310 - 37311, Subang Bestari, Jalan Subang - Sungai Buloh, Mukim Sungai Buloh, Daerah Petaling	45,445	SS	LH	29/06/2005	01/12/2095	6
22	Lot 37993, Bandar Utama, Batang Kali	26,938	SS	FH	16/10/2003	-	9
23	Lot 4029, Mukim Sungai Buloh, Daerah Petaling	37,722	SS	LH	31/03/1992	21/02/2029	11

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
24	Lot 4042 HS(M) 5694, Mukim Tanjung Duabelas, Daerah Kuala Langat	21,790	SS	LH	01/12/1997	26/09/2087	12
25	Lot 44, 45 & 46, Seksyen 25, Bandaraya & Daerah Kelang	28,670	SS	FH	31/07/1991	-	18
26	Lot 4756 & 1090 3/4, MRR2, Sunway Batu Caves	77,537	SS	LH	17/11/2006	27/11/2104	6
27	Lot 52548, 52549 & 52550, Jalan Batu Tiga - Puchong, Mukim Damansara, Daerah Petaling	71,548	SS	LH	22/04/2003	03/08/2068	9
28	Lot 5471 & 5473, Bandar Puteri, Puchong	31,313	SS	FH	30/07/2007	-	3
29	Lot 55687, Jalan Persiaran Kemajuan, Seksyen 9, Bandar Baru Bangi	43,560	SS	LH	20/04/2007	08/03/2103	5
30	Lot 58764 HM 339, Kampung Bharu Serdang, Mukim Petaling, Seri Kembangan	38,395	SS	FH	23/07/2004	-	10
31	Lot 5912, Persiaran Raja Muda Musa, Klang	36,000	SS	FH	31/01/1992	-	11
32	Lot 64241, Puchong Jaya, Pekan Kinrara, Mukim & Daerah Petaling	54,422	SS	FH	20/03/2006	-	8
33	Lot 75237A, Bandar Bukit Tinggi, Klang	43,602	SS	FH	24/07/2002	-	8
34	Lot 81504, Taman Equine Park, Mukim & Daerah Petaling	62,689	SS	LH	24/07/2006	18/09/2093	9
35	Lot 83230, Bandar Bukit Tinggi, Klang	43,559	SS	FH	08/05/2003	-	10
36	Lot 911 GM 222, Batu 7 1/2, MRR2, Mukim Hulu Kelang, Daerah Gombak	26,180	SS	FH	10/12/2007	-	5
37	Lot 9188 & 9189 (New Lot PT 4 HS(M) 10792), Mukim Panchang Bedena, Sg Haji Dorani, Sabak Bernam	169,015	SS	FH	10/02/2009	-	2
38	Lot Nos. PT 27047 & PT 27061 HS(M) 11296 & HS(M) 11310 (New Lot 26868 GM 7090), Kuang, Mukim Rawang, Gombak	36,934	SS	FH	11/02/2009	-	3
39	Lot PT 1, Seksyen 33(51A), Jalan 222, Petaling Jaya	22,000	SS	LH	20/07/2005	19/07/2104	23
40	Lot PT 10444, Mukim Damansara, Daerah Petaling	16,970	SS	FH	31/01/1990	-	16
41	Lot PT 10659, Puncak Alam, Mukim Ijok, Kuala Selangor	43,576	SS	LH	18/09/2003	17/09/2102	9
42	Lot PT 10702, Puncak Alam, Mukim Ijok, Kuala Selangor	56,649	SS	LH	07/04/2004	06/04/2103	6
43	Lot PT 111, Section 40, Mukim Damansara, Daerah Petaling	43,551	SS	LH	15/03/2005	28/09/2103	7
44	Lot PT 11509 HS(D) 57278, Bukit Subang, Mukim Bukit Raja, Daerah Petaling	47,663	SS	FH	16/07/2004	-	6
45	Lot PT 1161, Pekan Puchong, Daerah Petaling	33,573	SS	FH	14/04/2003	-	8
46	Lot PT 11854, Mukim & Daerah Kelang	12,985	SS	FH	30/09/1990	-	19
47	Lot PT 11887, Mukim Rawang, Daerah Gombak	48,394	SS	LH	22/03/2000	09/02/2094	10

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
48	Lot PT 119, Seksyen 1, Mukim Damansara, Daerah Petaling	16,731	SS	LH	31/03/1990	02/12/2019	19
49	Lot PT 119929, Jalan Sungai Jati, Klang	45,994	SS	FH	02/06/2007	-	5
50	Lot PT 1278, NKVE Arah Damansara, Mukim Pekan Cempaka, Petaling	92,397	SS	FH	01/01/2005	-	7
51	Lot PT 12842, Mukim Kajang, Daerah Hulu Langat	26,639	SS	FH	30/11/1989	-	28
52	Lot PT 12911, Mukim Kapar, Daerah Kelang	30,685	SS	FH	30/06/1990	-	29
53	Lot PT 13173, Mukim & Daerah Petaling	23,207	SS	FH	30/09/1992	-	9
54	Lot PT 14026, Mukim Damansara, Daerah Petaling	11,025	SS	FH	31/01/1990	-	9
55	Lot PT 1423, Jalan PJU 1A/20, Ara Damansara	35,327	SS	FH	18/04/2007	-	8
56	Lot PT 1442, Mukim Dengkil, Daerah Putrajaya	40,935	SS	FH	01/11/1999	-	12
57	Lot PT 1466 (Lot 7380) & Lot PT 1467 (Lot 7381), Mukim Damansara, Daerah Petaling	24,038	SS	FH	31/03/1987	-	29
58	Lot PT 1536, Jalan Semenyih, Mukim Semenyih, Daerah Hulu Langat	72,789	SS	FH	23/01/2006	-	3
59	Lot PT 1545 (Old Lot 2838) HS(D) 43089, Kepong Industrial Park, Daerah Gombak	24,002	SS	FH	04/06/2003	-	8
60	Lot PT 1560 HS(D) 54927, Taman Bersatu, Bandar Kundang, Daerah Gombak	50,117	SS	LH	27/10/2005	26/04/2104	7
61	Lot PT 16000 HS(D) 213081, Bandar Setia Alam, Mukim Bukit Raja, Daerah Petaling	43,560	SS	FH	26/01/2007	-	4
62	Lot PT 16292, HS(D) 27931, Mukim Cheras, Daerah Kuala Langat	19,361	SS	FH	10/10/1997	-	12
63	Lot PT 166 Section 15, KM 12.3 Federal Highway (Klang Bound), Shah Alam	54,939	SS	LH	31/01/2005	18/04/2103	3
64	Lot PT 1845, Bandar Baru Salak Tinggi, Sepang	43,560	SS	LH	01/04/2007	11/12/2105	5
65	Lot PT 1897, Lebuhraya Damansara - Puchong, Puchong Perdana, Daerah Petaling	34,735	SS	FH	02/06/2007	-	5
66	Lot PT 19163, Mukim & Daerah Petaling	19,795	SS	LH	30/09/1992	07/03/2092	16
67	Lot PT 19197, Mukim Kapar, Daerah Kelang	14,283	SS	FH	30/09/1992	-	12
68	Lot PT 2059, Mukim Serendah, Daerah Hulu Selangor	34,092	SS	LH	30/09/1992	21/11/2090	16
69	Lot PT 21 (HS(D) 4976), Desa Pahlawan, Ampang	40,275	SS	LH	01/04/2007	02/06/2079	5
70	Lot PT 23990, Mukim Kapar, Daerah Klang	26,000	SS	FH	31/03/1992	-	12

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
71	Lot PT 25 HS(M) 2948, Mukim Hujung Permatang Sungai Gawar, Daerah Kuala Selangor	43,562	SS	FH	06/04/2004	-	7
72	Lot PT 25433, Bandar Tun Hussein Onn, Mukim Cheras, Daerah Ulu Langat	18,478	SS	FH	23/05/2003	-	8
73	Lot PT 26061, Mukim & Daerah Klang	20,764	SS	FH	31/07/1991	-	12
74	Lot PT 2661 HS(D) 3142, Sungai Buloh Country Resort, Ijok, Kuala Selangor	35,596	SS	LH	15/04/2004	24/03/2095	6
75	Lot PT 26796 HS(D) 107602 Pelangi Semenyih, Mukim Semenyih, Daerah Hulu Langat	56,737	SS	FH	09/07/2008	-	2
76	Lot PT 27423, Taman Dato Ahmad Razali, Jalan Kolam Air Lama, Ampang, Daerah Hulu Langat	161,222	SS	LH	26/05/2003	02/06/2090	7
77	Lot PT 2781, Mukim Damansara, Daerah Petaling	16,687	SS	FH	31/01/1990	-	20
78	Lot PT 28938, Mukim Ampang, Daerah Hulu Langat	19,533	SS	LH	30/09/1992	27/04/2092	16
79	Lot PT 29771, Fasa A1 Cyberjaya, Mukim Dengkil, Daerah Sepang	65,498	SS	FH	28/12/2005	-	7
80	Lot PT 30147, Bukit Jelutong, Mukim Damansara, Daerah Petaling	33,951	SS	FH	16/09/2004	-	6
81	Lot PT 30965 HS(D) 69867, Bandar Baru Damai Perdana, Cheras	43,577	SS	FH	25/11/2002	-	8
82	Lot PT 31182, Mukim & Daerah Kelang	17,058	SS	LH	31/03/1991	17/09/2050	19
83	Lot PT 3164, Mukim & Daerah Petaling	17,702	SS	LH	30/11/1989	18/11/2087	18
84	Lot PT 318, Mukim Ampang, Daerah Gombak	11,400	SS	LH	31/07/1988	21/01/2073	24
85	Lot PT 32008, Mukim Batu, Daerah Gombak	27,695	SS	LH	30/09/1992	20/07/2073	16
86	Lot PT 33121, Bandar Mahkota, Cheras	32,787	SS	FH	03/10/2007	-	4
87	Lot PT 3429 HS(D) 17325, Mukim Hulu Kelang, Daerah Gombak, Bukit Antarabangsa	66,958	SS	FH	30/01/2004	-	9
88	Lot PT 34453, Putra Heights, Subang Jaya, Mukim Damansara, Daerah Petaling	43,562	SS	FH	16/10/2006	-	4
89	Lot PT 35256 (Old Lot 60349), Bandar Baru Selayang, Mukim Batu, Daerah Gombak	38,613	SS	LH	03/08/2001	02/08/2100	9
90	Lot PT 3585, Mukim Kapar, Daerah Kelang	10,417	SS	FH	30/09/1992	-	23
91	Lot PT 36061, Pekan Penaga, Taman Subang Mewah, Mukim Petaling	66,058	SS	LH	21/04/2006	24/01/2104	6
92	Lot PT 3612, Putra Heights, Mukim Damansara, Daerah Petaling	42,874	SS	FH	29/09/2006	-	5

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
93	Lot PT 38265, Section 1, Bandar Cheras, Daerah Hulu Langat	38,147	SS	FH	04/11/2003	-	9
94	Lot PT 38352, Mukim & Daerah Klang	25,000	SS	FH	30/06/1991	-	12
95	Lot PT 3870, Mukim Damansara, Daerah Petaling	17,367	SS	FH	31/01/1990	-	17
96	Lot PT 39138, Bandar Seri Putera, Bangi, Mukim Kajang, Daerah Hulu Langat	54,153	SS	FH	12/07/2005	-	6
97	Lot PT 4054, Pekan Kinrara, Daerah Petaling	44,625	SS	FH	18/09/2006	-	6
98	Lot PT 40846, Taman Sungai Kapar, Mukim Kapar, Daerah Klang	43,562	SS	FH	30/10/2003	-	9
99	Lot PT 41658, Taman Putra Budiman, Mukim Kajang, Daerah Hulu Langat	61,780	SS	LH	14/04/2006	22/09/2098	5
100	Lot PT 435, Seksyen 6, Bandar Shah Alam, Daerah Petaling	26,275	SS	LH	31/07/1992	05/02/2018	27
101	Lot PT 436, Mukim Batu, Daerah Kuala Langat	9,320	SS	LH	27/05/1984	22/11/2014	25
102	Lot PT 445, Seksyen 13, Bandar Shah Alam	43,560	SS	LH	27/04/2007	25/08/2098	5
103	Lot PT 44579, Mutiara Damansara, Mukim Sungai Buloh, Daerah Petaling	56,940	SS	FH	15/01/2004	-	8
104	Lot PT 45, Seksyen 15, Bandar Shah Alam, Daerah Petaling	61,946	SS	LH	31/01/1990	12/01/2086	21
105	Lot PT 4684, Mukim & Daerah Petaling	26,136	SS	LH	30/09/1992	22/08/2092	18
106	Lot PT 49054, Bandar Putra Permai, Serdang	65,340	SS	LH	05/08/2005	27/05/2098	7
107	Lot PT 49946, USJ 20, Mukim Damansara, Daerah Petaling	68,133	SS	FH	31/03/2005	-	7
108	Lot PT 50147 Site A, Jalan Pekeliling Section 15, Bandar Baru Bangi	43,961	SS	LH	03/05/2004	25/04/2102	8
109	Lot PT 5052 HS(D) 44113, Seksyen 28, Bandar Shah Alam	25,950	SS	FH	30/04/1993	-	11
110	Lot PT 5162, Mukim Setapak, Daerah Gombak	18,209	SS	LH	31/01/1991	12/02/2067	18
111	Lot PT 52322, Taman Prima Saujana, Mukim Kajang, Daerah Hulu Langat	42,700	SS	FH	23/01/2006	-	6
112	Lot PT 52587, Taman Prima Saujana, Mukim Kajang, Daerah Hulu Langat	43,621	SS	FH	23/01/2006	-	6
113	Lot PT 52814, Taman Saujana Puchong, Daerah Petaling	33,541	SS	LH	30/06/2006	29/09/2103	7
114	Lot PT 5533, Bandar Baru Rawang, Rawang	42,700	SS	LH	01/12/2004	21/01/2102	8
115	Lot PT 588, Mukim Damansara, Daerah Petaling	23,487	SS	FH	30/09/1992	-	20
116	Lot PT 60226 (HS(D) 201977), Bandar Puncak Jalil, Mukim Petaling	43,559	SS	LH	06/08/2007	09/06/2103	5
117	Lot PT 60940, Batu 17, Jalan Reko, Mukim & Daerah Kajang	51,224	SS	FH	18/01/2007	-	5
118	Lot PT 61591 (HS(D) 109493), Seksyen 7, Bandar Baru Bangi, Daerah Hulu Langat	45,338	SS	LH	29/05/2009	25/09/2104	2

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
119	Lot PT 621, Taman Desa Mentari, Mukim Damansara, Daerah Petaling	45,004	SS	LH	26/12/2003	11/04/2101	10
120	Lot PT 6273, Taman Meranti Jaya, Mukim Dengkil, Daerah Sepang	70,185	SS	FH	23/12/2004	-	7
121	Lot PT 63, Mukim Damansara, Daerah Petaling	78,410	TCSS	FH	27/10/1985	-	17
122	Lot PT 6642, Jalan Sungai Tua, Mukim Batu, Bandar Selayang, Daerah Gombak	50,827	SS	LH	01/04/2007	08/07/2096	5
123	Lot PT 669, Mukim Ampang Pechah, Daerah Hulu Selangor	14,850	SS	LH	27/05/1985	30/09/2015	27
124	Lot PT 6972, Mukim & Daerah Petaling	32,658	SS	LH	30/09/1992	24/11/2085	28
125	Lot PT 70, Pekan Bukit Kemuning, Mukim & Daerah Klang	52,226	SS	FH	30/10/2003	-	6
126	Lot PT 7003, Mukim Damansara, Daerah Petaling	16,250	SS	FH	31/01/1990	-	17
127	Lot PT 7741, Batu 9, Mukim Teluk Panglima Garang, Kuala Langat	37,246	SS	LH	25/08/2003	13/08/2101	10
128	Lot PT 8266, Mukim Batu, Gombak	50,051	SS	FH	01/04/2007	-	5
129	Lot PT 8561, Mukim Serendah, Hulu Selangor	66,505	SS	FH	25/07/2007	-	5
130	Lot PT 9260, Mukim Damansara, Daerah Petaling	15,000	SS	LH	31/01/1992	02/07/2051	21
131	Lot PT 9684, Seksyen 4, Kota Damansara, Pekan Baru, Sungai Buloh, Daerah Petaling	49,040	SS	LH	01/04/2007	18/07/2105	5
132	Lot PT 9995, Mukim & Daerah Kelang	43,560	SS	LH	31/03/1988	20/03/2015	25
133	Lot PT No. 29071 & 29072, Mukim Batu, Daerah Gombak	51,646	SS	LH	30/09/1992	16/10/2091	15
134	Lot PT No. 739 & 740, Mukim Serendah, Daerah Hulu Selangor	25,693	SS	FH	31/01/1992	-	11
135	Lot PT Utama, Lot PT 1985 (Plot 749), Mukim Batu, Daerah Gombak	13,606	SS	LH	31/08/1990	06/12/2076	18
136	Lot PT 27361 & Lot No. 15 & 16, Seksyen 5, Pekan Ampang	18,700	SS	LH	30/09/1992	03/01/2090	16
137	No. 204 Seksyen 25, Mukim & Daerah Klang	48,007	SS	FH	28/08/1998	-	12
138	PT 37331, Seksyen 5, Bandar Kinrara, Daerah Petaling	22,387	SS	FH	07/01/2003	-	10
139	Part of Lot 1138 GM 699 & 1139 GM 711 (New Lot PT 33121 HS(D) 89115), Bandar Mahkota Cheras, Daerah Hulu Langat	32,787	SS	FH	26/10/2007	-	4
140	Part of Lot 14369 HS(D) 80056 (Old Lot) Mukim Damansara, Persiaran Jubli Perak, Seksyen 22, Shah Alam, Daerah Petaling	43,323	SS	FH	09/07/2008	-	2
141	Part of Lot 2883, Mukim Tanjong Duabelas, Daerah Kuala Langat	20,000	SS	FH	31/01/1991	-	20
142	Part of Lot 32301, KM 11 Jln Klang Lama, Mukim Petaling	22,519	SS	LH	07/07/2009	04/03/2085	2

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
143	Part of Lot 33429, (33428 GRN 41170) Pekan Baru Sungai Buloh, Jalan Bukit Rahman Putra, Sg. Buloh, Daerah Petaling	73,797	SS	FH	15/01/2008	-	4
144	Part of Lot 4250 (New Lot PT 110321 HS(D) 102654), Kota Bayu Emas, Mukim & Daerah Klang	42,123	SS	FH	30/11/2006	-	4
145	Part of Lot PT 10295, Mukim Rawang, Daerah Gombak	18,310	SS	LH	31/03/1990	13/07/2024	7
146	Part of Lot PT 20188 HS(M) 12810, Air Hitam - Puchong, Mukim Dengkil, Daerah Sepang (SKVE (KVDT)	57,717	SS	LH	08/08/2008	16/04/2102	3
147	Part of Lot PT 45266 HS(D) 118697 (New Lot 48733 PN 16865), Mukim & Daerah Petaling (LDP - Puchong Gateway)	63,368	SS	LH	30/04/2008	27/05/2097	4
148	Part of Lot Pt 4550 HS(D), New Lot PT 5470 HS(D) 239497, Mukim Petaling, Pekan Kinrara	52,297	SS	FH	25/03/2010	-	-
149	PT 1859 HS(M) 9533 (New Lot 27657), Taman Cempaka, Batu 5 Kg. Pandan, Mukim Ampang	20,192	SS	LH	01/02/2008	31/01/2107	27
150	PT 4 HS(D) 136186, Bandar Glenmarie, Section AU1/A, Shah Alam	33,977	SS	FH	03/03/2003	-	8
151	PT 47809 HS(D) 125479 (Plot 2), Bandar - Bandar Sungai Long, Mukim Cheras, Hulu Langat	68,826	SS	LH	31/07/2008	04/02/2106	2
152	PT 95256 HS(M) 36396 (Old Lot 17100/02), Taman Sri Andalas, Jalan Banting, Mukim & Daerah Klang	28,000	SS	LH	01/04/2007	22/04/2037	12
153	Seksyen 2, Persiaran Surian, Kota Damansara, Mukim Sungai Buloh, Daerah Petaling	85,208	SS	LH	20/07/2004	22/10/2030	8
154	Lot 19146, Jalan Haji Sirat, Mukim Kapar, Daerah Klang	23,207	SS	FH	20/03/2006	-	6
М	TERENGGANU DARUL IMAN						
1	Lot 6108 & 4182, Mukim Kuala Dungun, Daerah Dungun	53,087	SS	LH	27/01/1987	13/09/2043	27
2	Lot 13181 HM 5258, Banggol Titian Ketat, Mukim Kuala Nerus, Kuala Terengganu	17,738	SS	FH	09/09/2004	-	26
3	Lot 1614 (New Lot 2415), Kampung Gong Kiat, Kuala Terengganu	34,498	SS	FH	30/11/2007	-	3
4	Lot 1799, 1962, 249, 251, Part of Lot 242 & 250 Mukim Cenering, Daerah Kuala Terengganu	39,826	SS	FH	24/03/2011	-	1

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
5	Lot 1870, Mukim Batu Burok	18,674	SS	LH	31/03/1987	30/03/2014	24
6	Lot 2112, Mukim Hulu Setiu, Daerah Setiu	22,800	SS	FH	31/03/1997	-	10
7	Lot 2247, Mukim Bukit Kenak, Padang Jerteh, Daerah Besut	43,712	SS	FH	01/04/2003	-	10
8	Lot 2913 & 3486, Mukim Sura, Daerah Dungun	30,408	SS	LH	31/05/1990	29/05/2045	26
9	Lot 3578, Mukim Kuala Paka, Daerah Dungun	15,834	SS	FH	31/01/1991	-	25
10	Lot 601, Bandar Baru Kerteh	22,041	SS	LH	30/09/1994	30/06/2014	16
11	Lot 7858, Mukim Chukai, Daerah Kemaman	28,201	SS	LH	31/03/1987	24/04/2044	27
12	Lot PT 1018, HS(M) 8195 Batu 22, Kuala Berang	46,000	SS	FH	30/06/2011	-	1
13	Lot PT 134, Mukim Pelagat, Daerah Besut	39,159	SS	LH	30/11/1987	04/01/2018	23
14	Lot PT 14177, Mukim Kerteh, Daerah Kemaman, Terengganu	54,358	SS	LH	19/11/2008	18/11/2084	8
15	Lot PT 1722, Mukim Abang, Daerah Dungun	31,323	SS	LH	31/07/1995	16/10/2055	13
16	Lot PT 4799 (Bhg), Mukim Kijal, Daerah Kemaman	30,000	SS	LH	14/12/1999	25/11/2101	9
17	Lot PT 5010, Mukim Teluk Kalung, Daerah Kemaman	64,580	SS	LH	31/12/1999	20/10/2058	11
18	Lot PT 6730, Mukim Kuala Berang, Hulu Terengganu	46,000	SS	FH	08/08/1991	-	21
N	WILAYAH PERSEKUTUAN						
1	Lot No. 4295 & 4310, Mukim Ampang, Bandaraya Kuala Lumpur	12,626	SS	FH	31/03/1987	-	25
2	Lot 232, Seksyen 96, (PT No. 232 & 233), Bandaraya Kuala Lumpur	17,212	SS	FH	30/09/1991	-	19
3	Lot 12134, Mukim Batu, Daerah Wilayah Persekutuan	30,837	SS	LH	31/01/1992	28/06/2066	19
4	Lot 136, Seksyen 90, Bandaraya Kuala Lumpur	10,753	SS	LH	27/01/1985	04/05/2047	25
5	Lot 16794, Mukim Batu, Daerah Wilayah Persekutuan	16,351	SS	FH	31/12/1987	-	21
6	Lot 17292 (HS(D) 101581), MRR2, Sempadan Batu Caves, Kepong	43,551	SS	LH	02/12/2004	07/05/2032	8
7	Lot 20272, Mukim Setapak, Daerah Wilayah Persekutuan	25,529	SS	FH	31/01/1988	-	21
8	Lot 20721, Wangsa Melawati, Mukim Setapak	28,933	SS	FH	06/11/2003	-	20
9	Lot 2343 (Lot 1653), Seksyen 41, Bandaraya Kuala Lumpur	13,638	SS	FH	31/05/1988	-	22
10	Lot 2495, Precint 16, Wilayah Persekutuan Putrajaya	43,640	SS	FH	14/04/2003	-	7

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
11	Lot 25, Geran 30227, Seksyen 87, Jalan Tun Razak, Kuala Lumpur	20,010	SS	FH	01/04/2007	-	4
12	Lot 25, Seksyen 87, Bandaraya Kuala Lumpur	20,010	SS	FH	30/09/1990	-	4
13	Lot 25067, Taman Melati, Mukim Setapak, Kuala Lumpur	19,182	SS	FH	07/01/2003	-	5
14	Lot 3352, Precint 11, Wilayah Persekutuan Putrajaya	36,500	SS	FH	13/05/2003	-	8
15	Lot 353, Seksyen 91A, Bandaraya Kuala Lumpur	13,164	SS	LH	31/05/1990	11/01/2043	14
16	Lot 44489 (PT 3), Mukim Kuala Lumpur, Daerah Wilayah Persekutuan	21,780	SS	LH	31/03/1991	08/08/2073	19
17	Lot 48523 (PT No. 7489), Mukim Batu, Daerah Wilayah Persekutuan	36,210	SS	LH	27/01/1987	24/06/2017	23
18	Lot 48653, Mukim Kuala Lumpur, Daerah Wilayah Persekutuan	23,714	SS	FH	30/11/1989	-	20
19	Lot 55602 & 55603, Mukim Batu, Taman Wilayah Selayang, Kuala Lumpur	28,384	SS	LH	29/04/2009	25/03/2080	3
20	Lot 58733 GM 6223 & Lot 60979 GM 6836, Mukim Batu, Daerah Kuala Lumpur	27,556	SS	FH	20/05/2011	-	1
21	Lot 59, Seksyen 88, Bandaraya Kuala Lumpur	19,785	SS	FH	31/03/1987	-	28
22	Lot 6209, Mukim Batu, Daerah Wilayah Persekutuan	23,250	SS	LH	31/05/1990	17/11/2043	27
23	Lot 788, Mukim Setapak, Daerah Wilayah Persekutuan	35,166	SS	FH	30/09/1991	-	-
24	Lot 836, Precint 9, Wilayah Persekutuan Putrajaya	43,154	SS	FH	12/06/2003	-	9
25	Lot 9524, Mukim Batu, Daerah Wilayah Persekutuan	32,343	SS	FH	30/09/1992	-	14
26	Lot No. 545 - 552, Seksyen 55, Bandaraya Kuala Lumpur	9,741	SS	FH	31/08/1990	-	20
27	Lot PT 12850 HS(D) 8220 Presint 18, Bandar Putrajaya, Putrajaya	26,695	SS	LH	12/05/2009	22/07/2103	-
28	Lot PT 17082, Mukim Batu, Daerah Wilayah Persekutuan	26,530	SS	LH	30/09/1992	11/01/2087	16
29	Lot PT 2381, Mukim Setapak, Daerah Wilayah Persekutuan	21,052	SS	LH	30/09/1991	20/09/2086	14
30	Lot PT 2686, Mukim Setapak, Daerah Wilayah Persekutuan	17,912	SS	LH	30/09/1992	10/11/2089	19
31	Lot PT 2956, Mukim Kuala Lumpur, Daerah Wilayah Persekutuan	27,341	SS	FH	30/11/1989	-	22
32	Lot PT 3644, Mukim Setapak, Daerah Wilayah Persekutuan	31,300	SS	FH	31/07/1991	-	29
33	Lot PT 39732, Mukim Kuala Lumpur, Daerah Wilayah Persekutuan	22,853	SS	LH	27/06/1984	10/02/2077	25
34	Lot PT 522 HS(D) 37656 & Lot PT 2955, HS(D) 64340, Bandar Tun Razak, Mukim Petaling, Kuala Lumpur	203,944	SS	LH	18/10/2009	17/10/2069	3
35	Lot PT 6490, Bandar Sri Permaisuri, Kuala Lumpur	23,519	SS	LH	29/06/2006	01/01/2102	8

	Property	Land Area (sq. ft.)	Description	Tenure	Date of Acquisition	Date of Expiry	Approximate Age of Building (Years)
36	Lot PT 737, Mukim Petaling, Daerah Wilayah Persekutuan	32,947	SS	LH	30/11/1989	17/08/2085	21
37	Lot PT 7667, Taman Setiawangsa, Setapak	63,140	SS	FH	24/07/2003	-	9
38	Lot PT 9614, Mukim Batu, Daerah Wilayah Persekutuan	17,773	SS	LH	31/01/1991	22/07/2072	19
39	Lot PT 22009, Batu 4 1/2, Jalan Kepong, Mukim Batu, Daerah Wilayah Persekutuan	20,473	SS	LH	15/07/2005	24/01/2053	20
40	Lot PT 62368 & PT61957, Mukim Petaling, Wilayah Persekutuan Kuala Lumpur	43,560	SS	FH	31/12/2002	-	9
41	Plot B MRR2 (Kepong Bound), Mukim Batu, Kuala Lumpur	43,560	SS	LH	11/06/2009	10/06/2039	2
42	Part of Lot PT 899, Mukim Petaling, Daerah Wilayah Persekutuan	27,439	SS	LH	31/07/1991	19/08/2084	10
43	Lot 2381, Taman Setapak Indah	21,052	SS	LH	31/05/1995	30/04/2094	14
0	LAND FOR PIPELINE						
1	Pipeline for multiple petroleum products of 130 km,	36,603,280	MPP	FH	26/08/1997	_	_

**Annroximate** 

which consists of 28 km from Sungai Udang, Melaka to Sungai Linggi, Negeri Sembilan, 62 km from Sungai Linggi to FELDA LPJ, Mukim Labu, Negeri Sembilan, 36 km from FELDA LPJ, Mukim Labu to KVDT, Sepang, Selangor, 3 km from KVDT, Sepang to KLIA, Selangor and 1 km from Port Dickson Refinery to main pipeline.

#### **ABBREVIATION**

**DESCRIPTION** 

**TENURE** 

SS - Service Station SH - Shophouse

FH - Freehold LH - Leasehold

- Bulk Depot

LPGSBP - LPG Storage & Bottling Plant

W - Warehouse

- Training Centre & Service Station **TCSS** 

MPP - Multi Product Pipeline

- Klang Valley Distribution Terminal **KVDT** 

## corporate directory

#### **Head Office**

Level 30-33. Tower 1 **PETRONAS Twin Towers** Kuala Lumpur City Centre 50088, Kuala Lumpur Tel: 03-2051 5000

Fax: 03-2026 5505

#### **Area Offices**

#### **Central Region**

Level 12, Menara Dayabumi Jalan Sultan Hishamuddin P.O. Box 11946 50762, Kuala Lumpur Tel: 03-2783 6000

Fax: 03-2260 1527 Officer in Charge: M Ajmi Abdi

#### **Northern Region**

Lot No. 93 Prai Industrial Estate 13600, Prai, Pulau Pinang Tel: 04-390 7291/7201 Fax: 04-399 0211

Manager in Charge: Amirruddin Harun

#### **Southern Region**

1st & 2nd Floor Bangunan PETRONAS Bandar Baru UDA Km 7, Jalan Skudai 81200, Johor Bahru, Johor Tel: 07-233 6000

Fax: 07-233 6001 Manager in Charge: Badruldin Isami Ibrahim

#### **Western Region**

Lot M1-2-17 & M1-2-18 Komplek Yayasan Belia Sedunia (WYF Complex) Lebuh Ayer Keroh 75450. Melaka Tel: 06-232 6262 Fax: 06-232 6111

Manager in Charge: Badruldin Isami Ibrahim

#### **Eastern Region**

A-39 & A-43, Jalan Haji Abdul Aziz 25000, Kuantan, Pahang

Tel: 09-513 7022//7099 Fax: 09-514 4040 Manager in Charge:

Mat Supian Saleh

#### Sarawak Region

3rd & 4th Floor Wisma Naim Lot 2679, Jalan Rock 93200, Kuching, Sarawak

Tel: 082-25 5200 Fax: 082-42 9958 Manager in Charge: Ibrahim Ihsan

#### Sabah Region

Lot 7a01-7a13. Block A. Level 7 Karamunsing Complex 88300, Kota Kinabalu, Sabah

Tel: 088-525 777 Fax: 088-269 817 Manager in Charge: Abg A Wahab Abg A Majid

## notice of annual general meeting

NOTICE IS HEREBY GIVEN THAT the Thirtieth Annual General Meeting of PETRONAS Dagangan Berhad (the Company) will be held on Monday, 25 June 2012 at 10.00 a.m. at the Sapphire Ballroom, Level 1, Mandarin Oriental Kuala Lumpur, Kuala Lumpur City Centre, 50088 Kuala Lumpur for the following purposes, namely:

#### **Agenda**

#### **As Ordinary Business**

1.	To receive the Audited Financial Statements for the financial
	period ended 31 December 2011 together with the Reports of
	the Directors and Auditors thereon.

#### 2. To approve the payment of special dividend of 35 sen per ordinary share less income tax at 25% in respect of the financial period ended 31 December 2011.

- To re-elect the following Directors pursuant to:-
  - (i) Article 93 of the Company's Articles of Association:-
    - (a) Dato' Dr. R. Thillainathan (b) Amir Hamzah bin Azizan
  - (ii) Article 96 of the Company's Articles of Association:-
    - (a) Vimala V R Menon
    - (b) Nuraini binti Ismail

#### (Resolution 2)

(Resolution 1)

(Resolution 3) (Resolution 4)

#### (Resolution 5) (Resolution 6)

- 4. To approve the payment of Directors' fees in respect of the financial period ended 31 December 2011.
- 5. To re-appoint Messrs. KPMG Desa Megat & Co. as Auditors of the Company and to authorise the Directors to fix their remuneration.

#### As Special Resolution

- 6. To consider and if thought fit, to pass the following Special Resolution:
  - Proposed Amendments to the Articles of Association of the Company
  - "THAT alterations, modifications, deletions and/or additions to the Articles of Association of the Company contained in Appendix 1 of the Annual Report be and are hereby approved."
- 7. To transact any other business for which due notice has been given.

#### (Resolution 7)

(Resolution 8)

(Resolution 9)

### notice of annual general meeting

#### **Notice of Dividend Entitlement and Payment**

NOTICE IS ALSO HEREBY GIVEN THAT subject to the approval of members at the Thirtieth Annual General Meeting to be held on 25 June 2012, a special dividend of 35 sen per ordinary share less income tax at 25% will be paid on 27 July 2012 to shareholders whose names appear in the Record of Depositors on 3 July 2012.

A depositor shall qualify for entitlement only in respect of:

- (a) Shares transferred into the Depositor's Securities Account before 4.00 p.m. on 3 July 2012 in respect of ordinary transfers.
- (b) Shares bought on the Bursa Malaysia on a cum entitlement basis according to the Rules of Bursa Malavsia.

By Order of the Board

**NUR ASHIKIN BINTI KHALID (LS 0008025)** YEAP KOK LEONG (MAICSA 0862549)

Company Secretaries

Kuala Lumpur 1 June 2012

#### Notes:

- 1. For the purposes of determining a member who shall be entitled to attend and vote at the forthcoming Thirtieth Annual General Meeting, the Company shall be requesting the Record of Depositors as at 18 June 2012. Only a depositor whose name appears on the Record of Depositors as at 18 June 2012 shall be entitled to attend and vote at the meeting as well as for appointment of proxy(ies) to attend and vote on his/her stead.
- 2. A member of the Company entitled to attend and vote at the meeting may appoint not more than two (2) proxies to attend and vote on his behalf. A proxy may but need not be a Member of the Company and a Member may appoint any person to be his proxy without limitation and the provision of Section 149(1)(b) of the Act shall not apply to the Company. There shall be no restriction as to the qualification of the proxy.
- Where a member of the Company is an authorised nominee as defined under the Securities Industry (Central Depositories) Act, 1991, it may appoint at least one [1] proxy but not more than two [2] proxies in respect of each Securities account it holds with ordinary shares of the Company standing to the credit of the said Securities accounts
- Where a member of the Company is an exempt authorised nominee which holds ordinary shares in the Company for the omnibus account, there is no limit to the number of proxies which the exempt authorised nominee may appoint in respect of each omnibus account it holds. An exempt authorised nominee refers to an authorised nominee defined under the Securities Industry (Central Depositories) Act 1991 ("SICDA") which is exempted from compliance with the provisions of subsection 25A(1) of SICDA.
- 5. Where a member or the authorised nominee appoints two [2] proxies, or where an exempt authorised nominee appoints two (2) or more proxies, the proportion of shareholdings to be represented by each proxy must be specified in the instrument appointing the proxies.
- 6. The instrument appointing a proxy shall be in writing under the hand of the appointer or his attorney duly authorised in writing or if the appointer is a corporation either under seal or under the hand of an officer or attorney duly authorised and must be deposited at the Company's Share Registrar, Symphony Share Registrars Sdn. Bhd., Level 6, Symphony House, Pusat Dagangan Dana 1, Jalan PJU 1A/46, 47301 Petaling Jaya, Selangor, Malaysia, not less than forty-eight (48) hours before the time fixed for the meeting.
- 7. If this Proxy Form is signed under the hand of an officer duly authorised, it should be accompanied by a statement reading "signed as authorised officer under Authorisation Document which is still in force, no notice of revocation having been received". If this Proxy Form is signed by an attorney duly appointed under a power of attorney, it should be accompanied by a statement reading "signed under Power of Attorney which is still in force, no notice of revocation having been received". A copy of the Authorisation Document or the Power of Attorney, which should be valid in accordance with the laws of the jurisdiction in which it was created and is exercised, should be enclosed with this Proxy Form.
- 8. Dato' Chew Kong Seng who is due for retirement under Section 129 of the Companies Act. 1965, has indicated to the Company that he would not seek for re-appointment at this Annual General Meeting. Therefore, Dato' Chew Kong Seng shall cease to be a director of the Company at the conclusion of this Annual General Meeting.
- 9. Amendments to the Articles of Association of PETRONAS Dagangan Berhad

This proposed Resolution 9 if passed will bring the Articles of Association of the Company in line with the amendments to the Main Market Listing Requirements of Bursa Malaysia Securities Berhad and to comply with the Companies Act, 1965.

# proposed amendments to the articles of association of the company

The existing Articles of Association of the Company ("the existing Articles") are amended by the alterations, modifications, deletions and/or additions, wherever necessary whereby the affected existing Articles are reproduced here with the Proposed Amendments to the Articles of Association of the Company alongside it:

Article No.	EXISTING	ARTICLES	PROPOSE	D ARTICLES	Rationale(s)
1	Defi	nition	Definition		
	WORDS	MEANINGS	WORDS	MEANINGS	
	New Provision	New Provision	Share Issuance Scheme	A scheme involving a new issuance of shares to the employees.	To define the words "Share Issuance Scheme" appear in the proposed amended Article 4(b).
	New Provision	New Provision	Omnibus Account	Means one security account with multiple beneficial owners.	To define the words "Omnibus Account" appear in the proposed amended Article 73A.
4(b)		issue of shares to employees unless ve approved of the specific allotment	Issues Of Share To Directors  No Director shall participate in a Share Issuance Scheme an issue of shares to employees unless shareholders in general meeting have approved of the specific allotment to be made to such Director;		Pursuant to Para. 7.03 of the Listing Requirements, where issuance of shares under this Paragraph is concerning Share Issuance Scheme which involves new issuance of shares of the Company.
57	the meeting, and shall be given to all before the meeting or at least twenty of any special resolution is to be proportion of a meeting. Any notice of a meeting called accompanied by a statement regarding in respect of such special business. The twenty one (21) days' notice, in the proposed or where it is the annual geshall be given by advertisement in a	all specify the place, day and hour of I Members at least fourteen [14] days one [21] days before the meeting where used or where it is an annual general of the consider special business shall be go the effect of any proposed resolution. At least fourteen [14] days' notice or case where any special resolution is eneral meeting, of every such meeting the least 1 nationally circulated Bahasan writing to each Stock Exchange upon	Notice of Meetings  The notices convening meetings shall specify the place, day and hour of the meeting. The notices shall also include the date of the Record of Depositors, as at the latest date which is reasonably practical and in any event shall not be less than three (3) market days before the meeting for the purpose of determining whether a depositor shall be regarded as a Member entitled to attend, speak and vote at the meeting. The notices and shall be given to all Members at least fourteen (14) days before the meeting or at least twenty one (21) days before the meeting where any special resolution is to be proposed or where it is an annual general meeting. Any notice of a meeting called to consider special business shall be accompanied by a statement regarding the effect of any proposed resolution in respect of such special business. At least fourteen (14) days' notice or twenty one (21) days' notice in the case where any special resolution is proposed or where it is the annual general meeting, of every such meeting shall be given by advertisement in at least 1 nationally circulated Bahasa Malaysia or English daily press and in writing to each Stock Exchange upon which the Company is listed.		To be in line with Para. 7.16(2) and 9.19(6) of the Listing Requirements, where notice of general meeting to include the date of Record of Depositors which a depositor shall be regarded as a Member entitled to attend and vote at the meeting.

### proposed amendments to the articles of association of the company

Article No.	EXISTING ARTICLES	PROPOSED ARTICLES	Rationale(s)
73	Appointment of Proxies  A holder may appoint not more than two [2] proxies to attend at the same meeting. Where a holder appoints two [2] proxies, he shall specify the proportion of his shareholding to be represented by each proxy.	Appointment of Proxies  A holder member may appoint not more than two (2) proxies to attend at the same meeting. Where a holder appoints two proxies, he shall specify the proportion of his shareholding to be represented by each proxy.	The word "holder" is to be deleted and replaced with the word "member" to be in line with the definition of "member" in the Articles of Association.
			Second sentence is deleted as it is a repetition of part of Article 73C below.
73B	New provision	Appointment of Multiple Proxies  Where a member of the Company is an exempt authorised nominee which holds ordinary shares in the Company for the omnibus account, there is no limit to the number of proxies which the exempt authorised nominee may appoint in respect of each omnibus account it holds.  An exempt authorised nominee refers to an authorised nominee defined under the Securities Industry (Central Depositories) Act 1991 ("SICDA")	Pursuant to Para. 7.21 of the Listing Requirements, where a member who is an exempt authorised nominee is allowed to appoint multiple proxies for each omnibus account held.
73C	New provision	which is exempted from compliance with the provisions of subsection 25A(1) of SICDA.  Appointment of proxies by Member of the Company	To reflect Section. 149(1)(d) of the
730	ivew provision	Where a member or the authorised nominee appoints two (2) proxies, or where an exempt authorised nominee appoints two (2) or more proxies, the proportion of shareholdings to be represented by each proxy must be specified in the instrument appointing the proxies.	Companies Act, 1965, which states that unless otherwise provided in the articles, where a member appoints two (2) proxies, the appointment shall be invalid unless he specifies the proportion of his holdings to be represented by each proxy.
77	Execution Of Proxies  The instrument appointing a proxy shall be in writing (in the common or usual form) under the hand of the appointer or if the Member is a corporation, either under seal or under the hand of an officer or attorney duly authorised. A proxy may but need not be a Member of the Company and a Member may appoint any person to be his proxy without limitation and the provision of Section 149(1)(b) of the Act shall not apply to the Company. The instrument appointing a proxy shall be deemed to confer authority to demand or join in demanding a poll.	Execution Of Proxies  The instrument appointing a proxy shall be in writing (in the common or usual form) under the hand of the appointer or if the Member is a corporation, either under seal or under the hand of an officer or attorney duly authorised. A proxy may but need not be a Member of the Company and a Member may appoint any person to be his proxy without limitation and the provision of Section 149(1)(b) of the Act shall not apply to the Company. There shall be no restriction as to the qualification of the proxy. A proxy appointed to attend and vote at a meeting of the Company shall have the same rights as the Member to speak at a meeting. The instrument appointing a proxy shall be deemed to confer authority to demand or join in demanding a poll.	Pursuant to Para. 7.21A of the Listing Requirements where it accords proxies the same rights as members to speak at the general meeting.





I/We			
of _			
bein	g a member of PETRONAS Dagangan Berhad hereby appoint		
	iling him/her, the Chairman of the Meeting as my/our proxy to vote for me/us on my/our behalf at the Thirtieth Annual General M room, Level 1, Mandarin Oriental Kuala Lumpur, Kuala Lumpur City Centre, 50088 Kuala Lumpur on Monday, 25 June 2012 at 10.0		
	*Ordinary Business	For	Against
1.	To receive Directors' Report and Financial Statements		
2.	Approval of Special Dividend		
3.	To re-elect Director under Article 93 : Dato' Dr. R. Thillainathan		
4.	To re-elect Director under Article 93 : Amir Hamzah bin Azizan		
5.	To re-elect Director under Article 96 : Vimala V R Menon		
6.	To re-elect Director under Article 96 : Nuraini binti Ismail		
7.	Approval of Payment of Directors' Fees in respect of the financial period ended 31 December 2011		
8.	Re-appointment of Auditors		
9.	Special Resolution Approval of Amendments to the Articles of Association		
* Ple	ase refer to the Notice of Annual General Meeting for full details of the proposed Resolutions.		
	ase indicate with an "x" in the spaces provided whether you wish your vote to be cast for or against the Resolutions. In the absence of e/she thinks fit)	specific directions, your pr	oxy will vote or abstain
Nu	mber of Ordinary Shares Held		
Date	::	Cionatona (Con	Seel of Chambridge (1)
		Signature/Common :	Seal of Shareholder(s)

## Notes:

- 1. A member of the Company entitled to attend and vote at the meeting may appoint not more than two (2) proxies to attend and vote on his behalf. A proxy may but need not be a Member of the Company and a Member may appoint any person to be his proxy without limitation and the provision of Section 149(1)(b) of the Act shall not apply to the Company. There shall be no restriction as to the qualification of the proxy.
- Where a member of the Company is an authorised nominee as defined under the Securities Industry (Central Depositories) Act, 1991, it may appoint at least one [1] proxy but not more than two (2) proxies in respect of each Securities account it holds with ordinary shares of the Company standing to the credit of the said Securities accounts. 2
- which the exempt authorised nominee may appoint in respect of each omnibus account it holds. An exempt authorised nominee refers to an authorised nominee defined under the Securities Industry (Central Depositories) Act 1991 ("SICDA") which is exempted from compliance with the provisions of subsection 25A(1) of SICDA. member of the Company is an exempt authorised nominee which holds ordinary shares in the Company for the omnibus account, there is no limit to the number of proxies Where a r ო.
- Where a member or the authorised nominee appoints two (2) proxies, or where an exempt authorised nominee appoints two (2) or more proxies, the proportion of shareholdings to be represented by each proxy must be specified in the instrument appointing the proxies. 4.
- The instrument appointing a proxy shall be in writing under the hand of the appointer or his attorney duly authorised in writing or if the appointer is a corporation either under seal or under the hand of an officer or attorney duly authorised and must be deposited at the Company's Share Registrar, Symphony Share Registrars Sdn. Bhd., Level 6, Symphony House, Pusat Dagangan Dana 1, Jalan PJU 1A/46, 47301 Petaling Jaya, Selangor, Malaysia not less than forty-eight (48) hours before the time fixed for the meeting. 5.
- If this Proxy Form is signed under the hand of an officer duly authorised, it should be accompanied by a statement reading "signed as authorised officer under Authorisation Document which is still in force, no notice of revocation having been received". If this Proxy Form is signed by an attorney duly appointed under a power of attorney, it should be accompanied by a statement reading "signed under Power of Attorney which is still in force, no notice of revocation having been received". A copy of the Authorisation Document or the Power of Attorney, which should be valid in accordance with the laws of the jurisdiction in which it was created and is exercised, should be enclosed with this Proxy Form. 9

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Symphony Share Registrars Sdn. Bhd.

Affix Stamp

Level 6, Symphony House

Pusat Dagangan Dana 1

Jalan PJU 1A/46

47301 Petaling Jaya, Selangor

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#### PETRONAS DAGANGAN BERHAD (88222-D)

Level 30-33, Tower 1
PETRONAS Twin Towers
Kuala Lumpur City Centre
50088 Kuala Lumpur
Tel: (03) 2051 5000

Fax: (03) 2026 5505

Website: www.mymesra.com.my
Mesralink Tel: 1-300-88-8181
E-mail: mesralink@petronas.com.my