



PETRONAS

PETRONAS DAGANGAN BERHAD

Q3 FY2023 Analyst Briefing

24 November 2023

MOVING FORWARD TOGETHER

MOVING FORWARD TOGETHER



Operating Environment

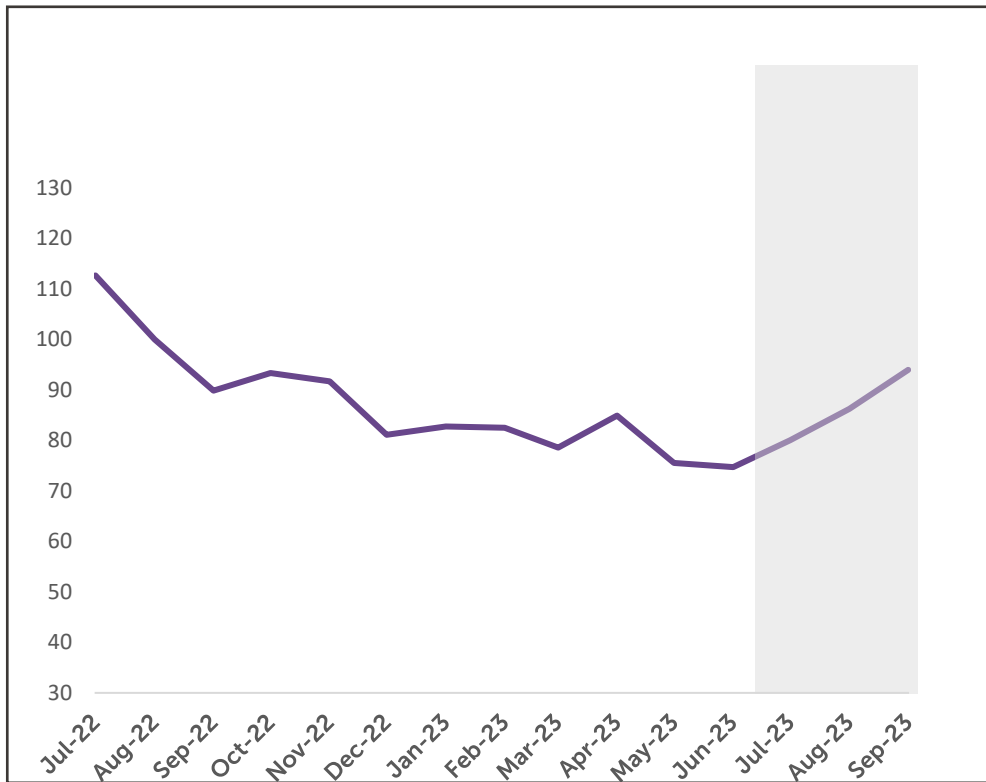
Business & Financial Performance

Quarterly Highlights

Moving Forward

Operating Environment

Brent crude, USD/bbl



\$97.92/bbl
27 Sep

\$75.53/bbl
3 July

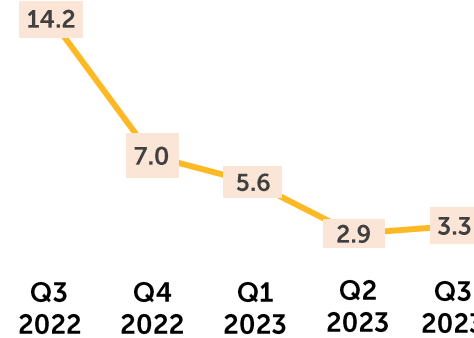
\$96.33/bbl
29 Sep

Highest **Lowest** **Closing price of Q3 2023**

Source: Platts

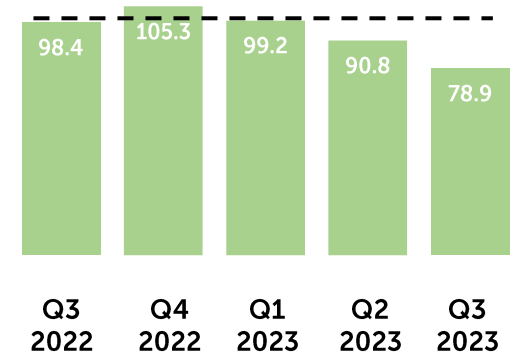
GDP Growth % Change on Y-o-Y and GDP Expenditure

RM 383 Bn RM 397 Bn RM 381 Bn RM 378 Bn RM 396 Bn

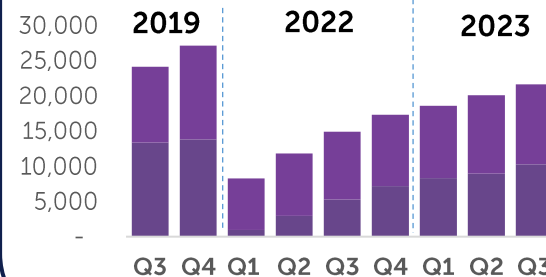


Consumer Sentiment Index (CSI)

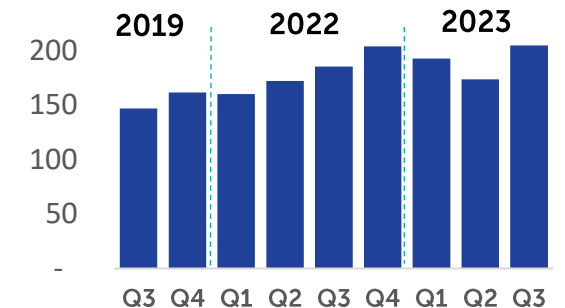
Expansionary Threshold: 100 Points



Malaysia Air Passenger Traffic ('000)



New Vehicles Motor Sales (in '000)



Source: Bank Negara, DOSM, MIER, MAHB & MAA

1 Increase in oil Price in Q3FY2023 was due to the statement from Saudi Arabia and Russia on 5 Sep 2023 to cut its voluntary production and reduce the oil export to the end of the year

2 Domestic economy grow moderately at 3.3% in Q3FY2023 mainly contributed by resilient domestic demand. Air passenger traffic and new vehicle sales, nonetheless, continue to show steady growth momentum

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Operating Environment

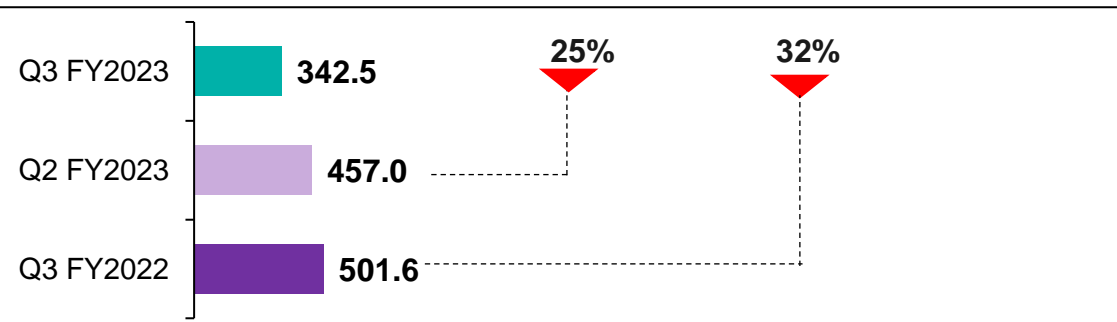
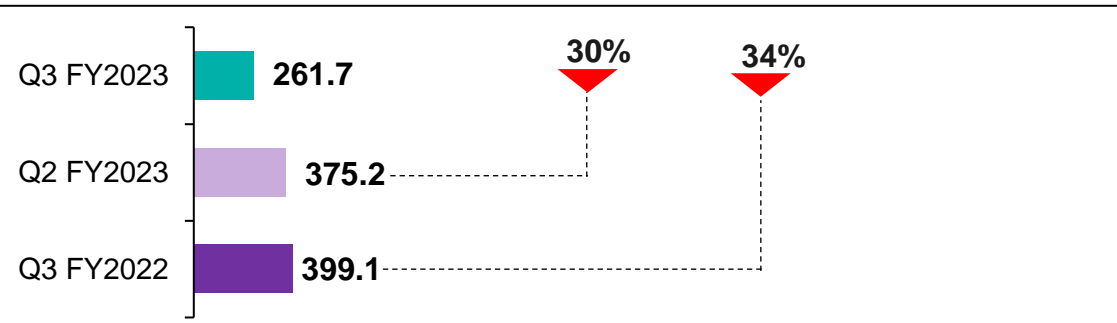
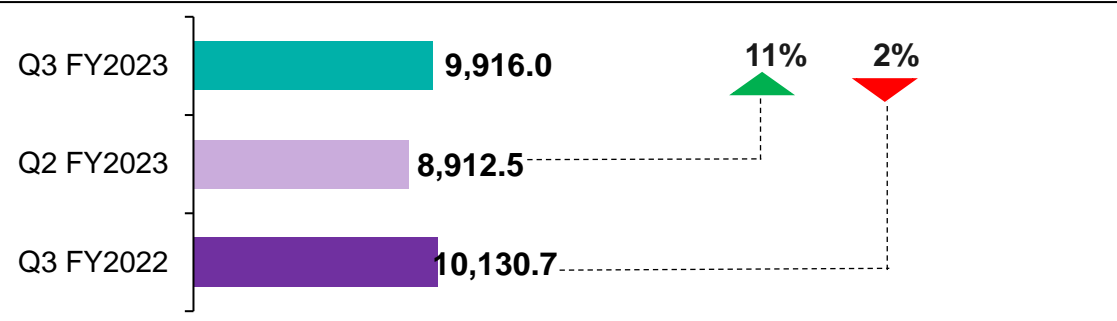
Business & Financial Performance

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Moving Forward

Group Financial Performance (1/2)

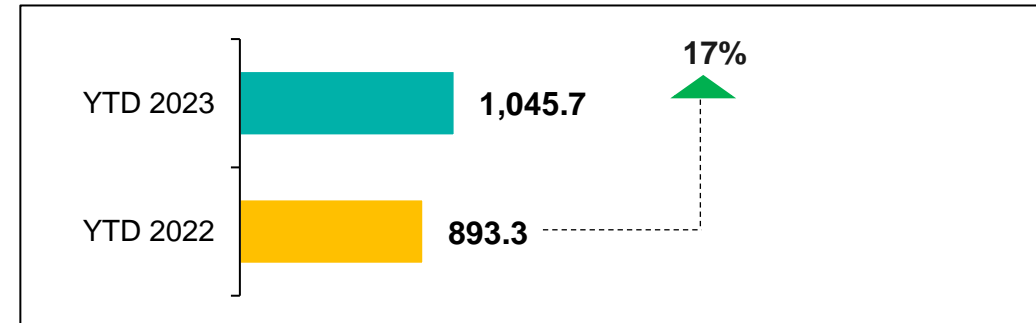
Lower PBT in Q3 FY2023 relative to SPLY and preceding quarter due to decrease in gross margin following unfavourable price movements for Commercial. Higher PBT in YTD 2023 relative to SPLY mainly contributed by higher gross margin from all segments.



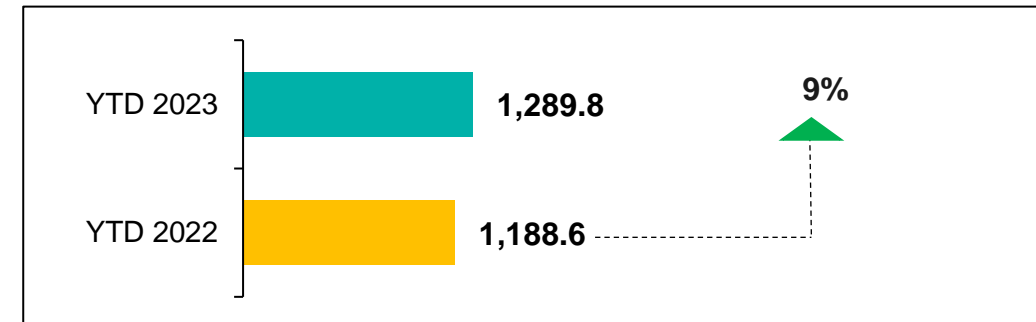
Revenue
(RM mil)



Profit
Before Tax
(RM mil)

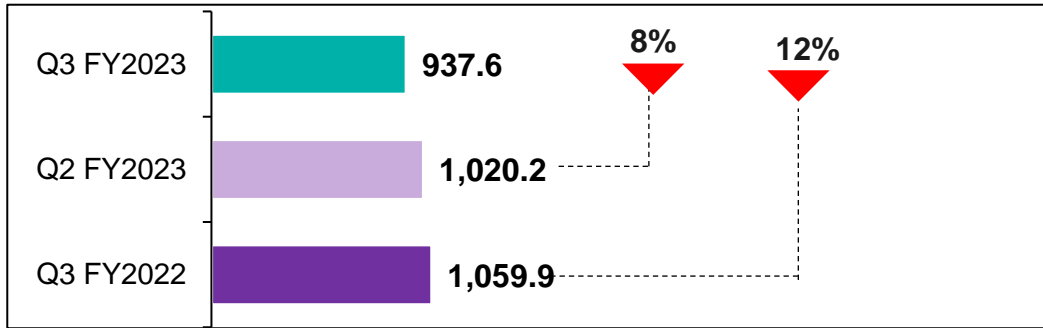


EBITDA
(RM mil)

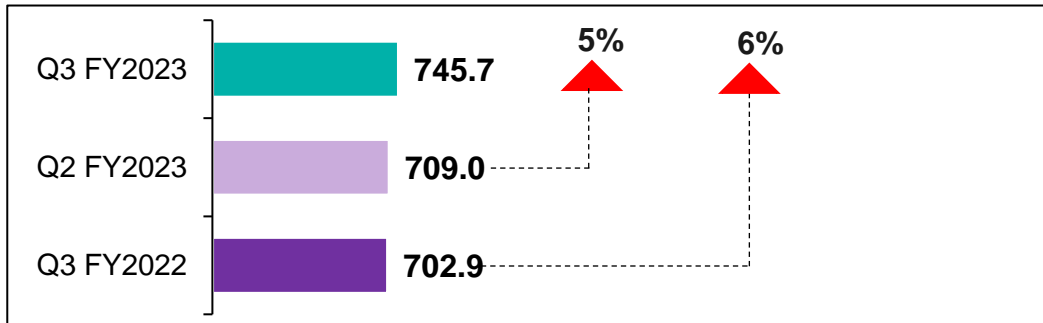


Group Financial Performance (2/2)

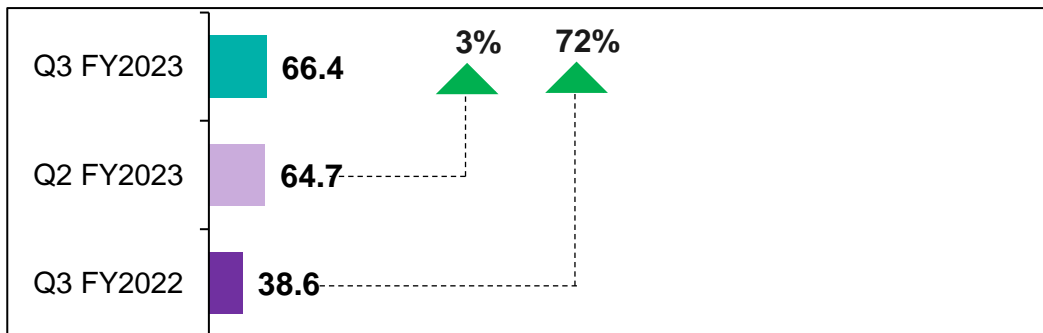
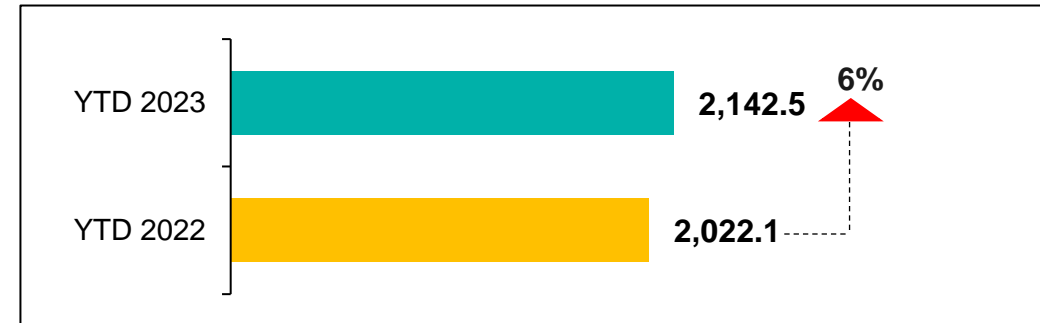
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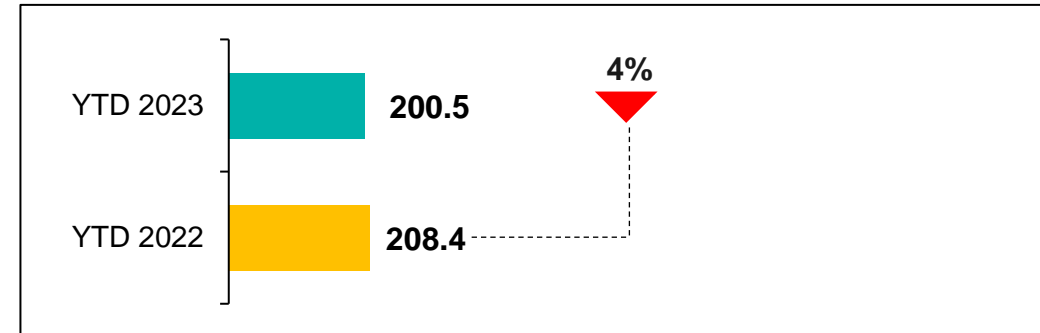
Gross Profit (RM mil)



OPEX (RM mil)

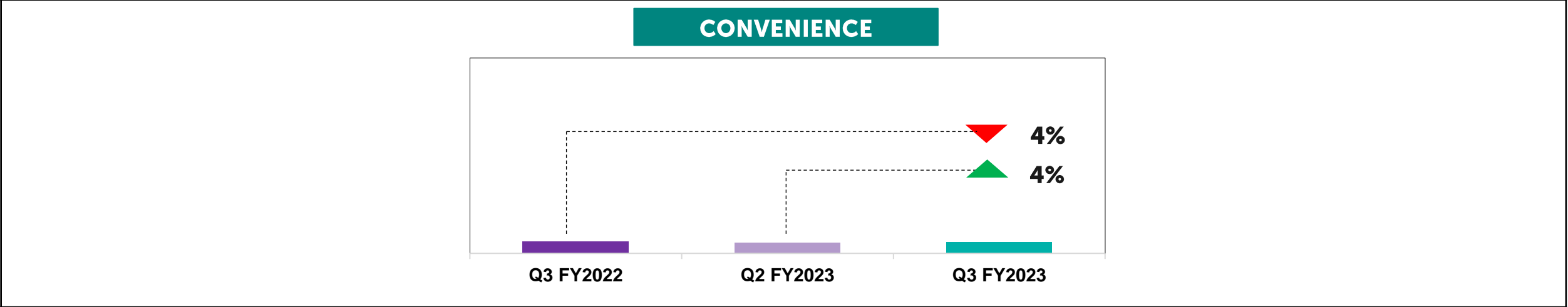
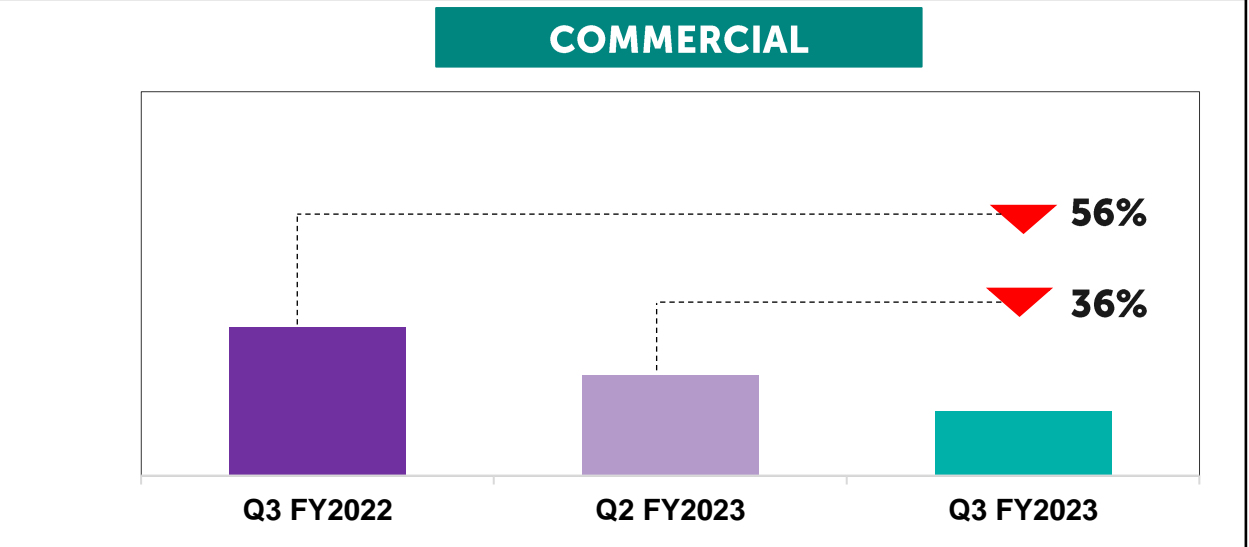
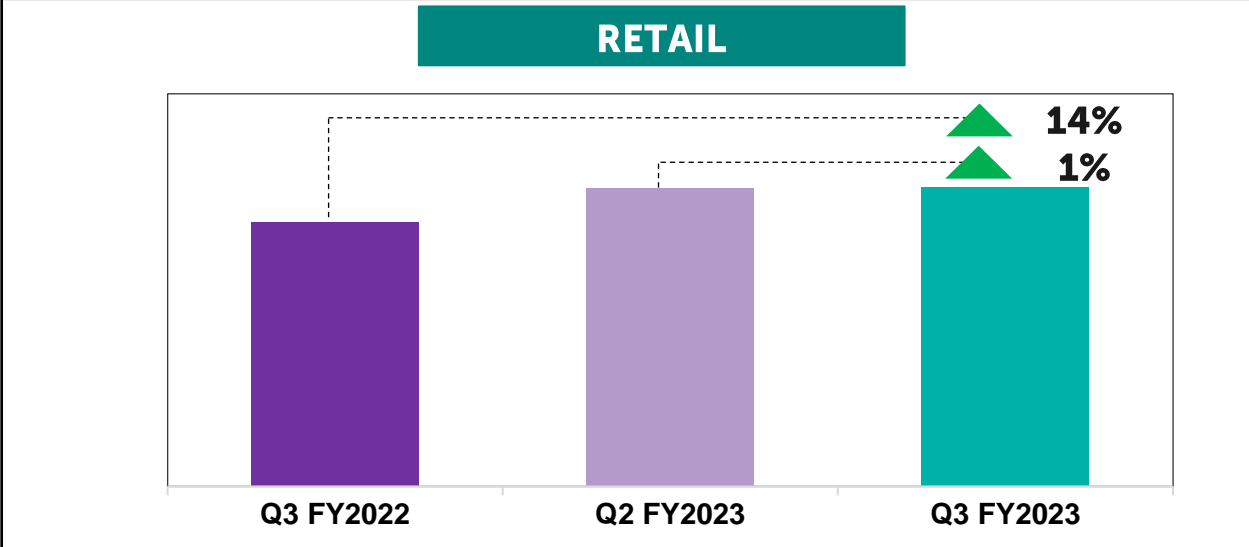


Other Income (RM mil)



Gross Profit by Business Segments:

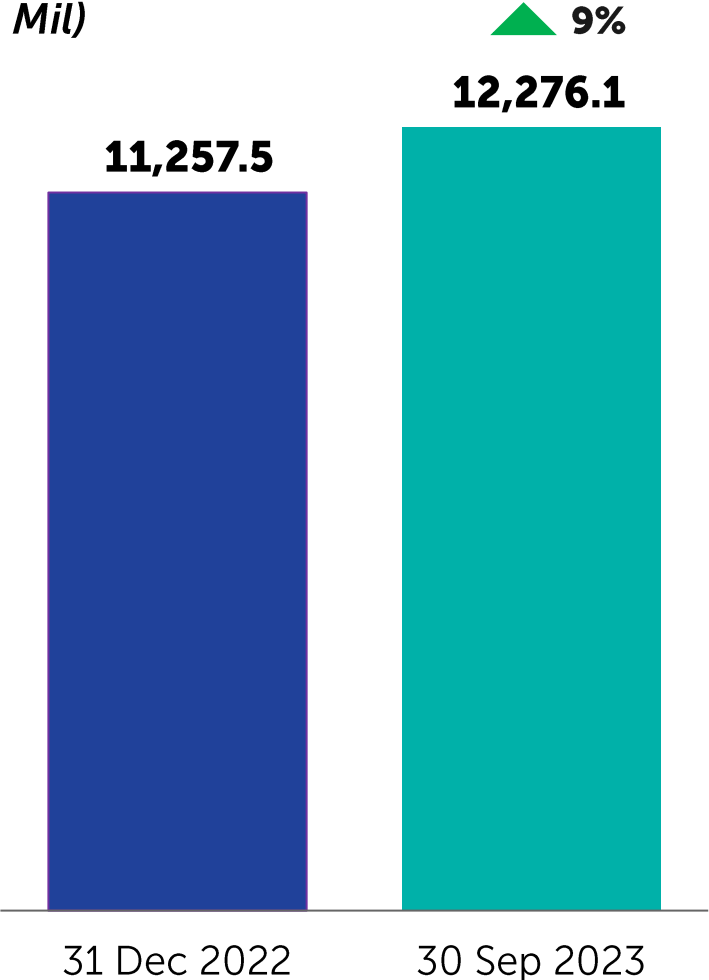
Retail recorded higher gross profit against SPLY offset by lower gross profit from Commercial and Convenience segments



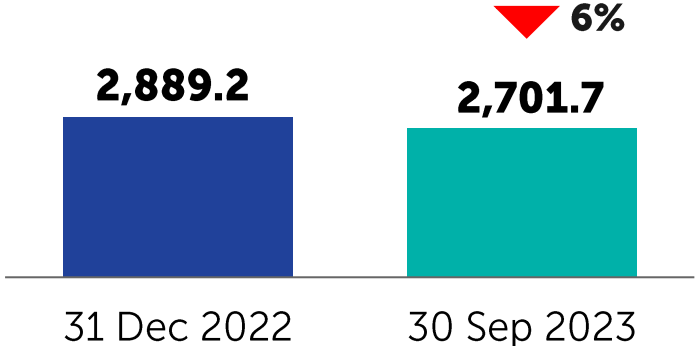
Consolidated Statement of Financial Position

Total assets increased by 9% following higher receivables in line with higher MOPS prices recorded during the quarter

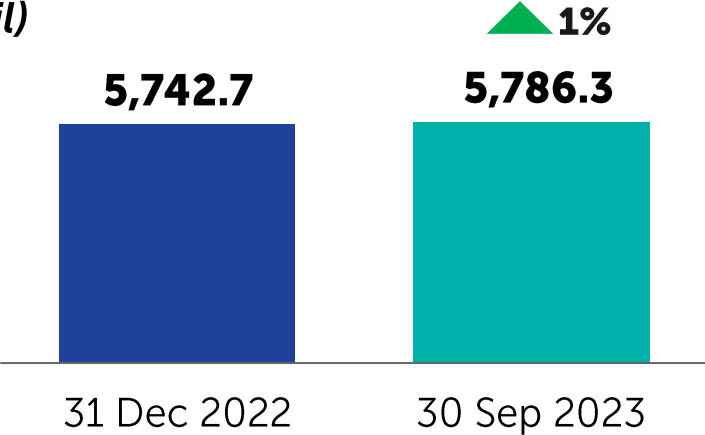
Total Assets
(RM Mil)



Cash and Cash Equivalents
(RM Mil)

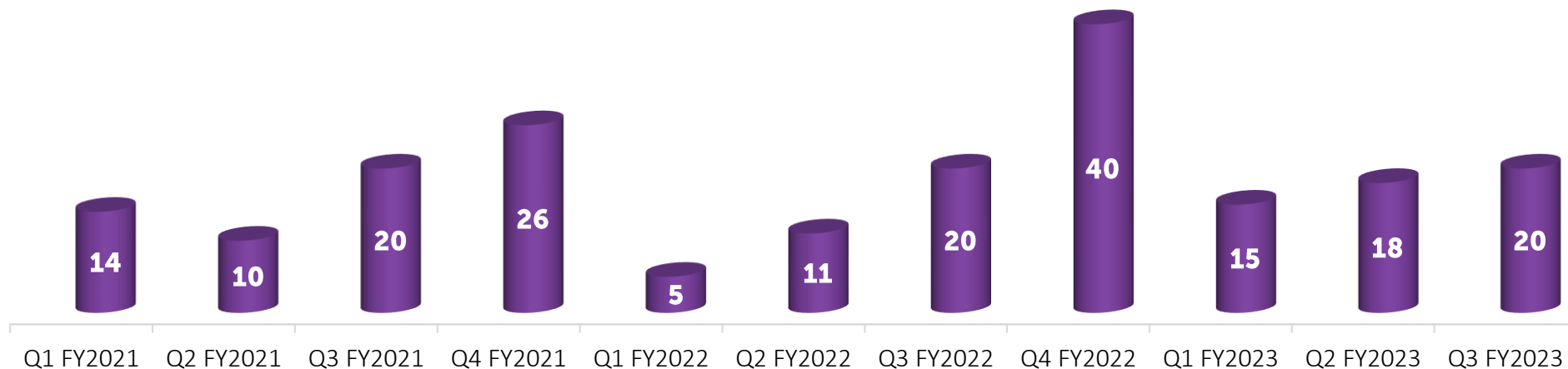


Equity attributable to shareholders
of the Company
(RM Mil)



PetDag has declared dividend amounting to 20 sen/share

Dividend per share (RM sen)



	2021				2022				2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Dividend Payout (%)	53	136	85	231	56	52	79	195	58	60	143	

For Q3 FY2023, PetDag has declared a total dividend of 20 sen, equivalent to SPLY, with higher dividend payout

MOVING FORWARD TOGETHER



Operating Environment

Business & Financial Performance

Quarterly Highlights

Moving Forward

Q3 FY2023 Business Programmes and Campaign Highlights

- 1 Raikan Kegemilangan
- 2 PETRONAS Primax95 with Pro-Drive Sustenance Communication
- 3 PaulTan EV Expo Malaysia 2023
- 4 PDB and Gamuda Ink Landmark MOU
- 5 Le Tour De Langkawi
- 6 Exchange of MOU between PDB and MARA
- 7 Selangor Aviation Show 2023
- 8 Launch of UCO Collection Points at PETRONAS Stations

VALUE & GROWTH



SUSTAINABILITY



MOVING FORWARD TOGETHER



Operating Environment

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Moving Forward

Malaysia Outlook

Moderate GDP growth and lower inflationary rate, coupled with volatile oil price in Nov'23 onwards

The continued growth for convenience store and apparel retail industry in Malaysia

Government continued support for energy transitions through the aspirations outlined in NETR and NIMP



2023 GDP growth is revised at ~3.9% supported by resilient household demand



Easing of Inflationary Pressure for 2023
2023 Inflation expected to be at the average of 2.8% - 3.8%



Stable Oil Price Anticipated for FY2023
Q4 2023: USD 87.4/bbl
FY 2023: USD 83.4/bbl



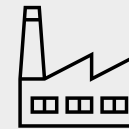
Estimated sales growth of ~7.1% year-on-year in Q3FY2023 for Malaysia's retailing segment in convenience store and mini market



Continued Growth for Apparel Retail Industry in Malaysia
Historical CAGR 2017 – 2022 : 3.1%
Estimated CAGR 2022 – 2027: 5.5%

National Energy Transition Roadmap (NETR)

Green Mobility Highlights for Malaysia



Bio-Refinery to be built in Pengerang to produce SAF, HVO & advanced sustainable fuel



Expansion of EV charging facility across Malaysia along highway and commercial building

Source:

1. Bank Negara Malaysia 2023, Monetary Decision
2. IMF World Bank Data, October 2023
3. Woodmac Macro-Oil Short-Term Outlook, November 2023

Source:

1. C-Store: Malaysia Retail Industry Report, Retail Group Malaysia, Oct 2023
2. Apparel Retail: MarketLine, September 2023

Highlights Moving Forward

VALUE

RETAIL-FUEL

- **GROW** Customer Base
- **DEFEND** Market Positioning
- **OPERATIONAL** Excellence

COMMERCIAL

- **STRENGTHEN** Returns from High Value Segments
- **GROW** Clean Energy Solutions

LPG

- **STRENGTHEN** Market Leadership for Household Segments
- **MAXIMISE** Potential Growth for Commercial

LUBRICANTS

- **EXPAND** Current Customer Base
- **INCREASE** Brand Loyalty through advertising platform

GROWTH



- **DIVERSIFICATION** of own-label products
- **GROW** Café MESRA



- **EXPAND** PETRONAS Shop offerings on active lifestyle apparel segment



PETRONAS AutoExpert EXPANSION through Industry Collaboration with MARA and PUNB

SUSTAINABILITY



EV CHARGEPOINT INSTALLATION along major and intercity highways for consumers' convenience



Open

NATIONWIDE EXPANSION of used cooking oil collection points at PETRONAS stations to support the circular economy concept



SOLARISATION of PETRONAS stations within Klang Valley for decarbonisation efforts



PETRONAS



**Making Your
Everyday Life
Simpler and Better**