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PETRONAS DAGANGAN BERHAD

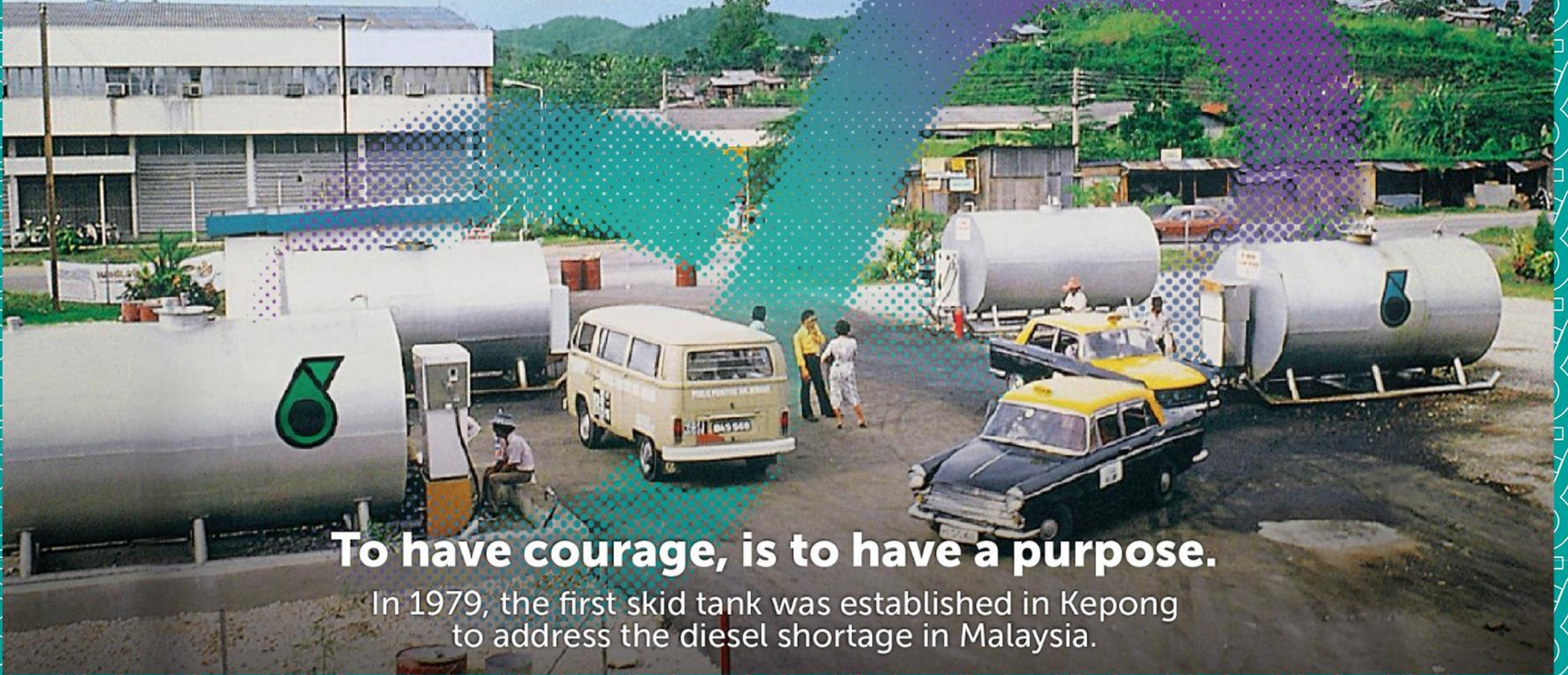
42ND ANNUAL GENERAL MEETING

RAISE THE BAR CHANGE THE GAME





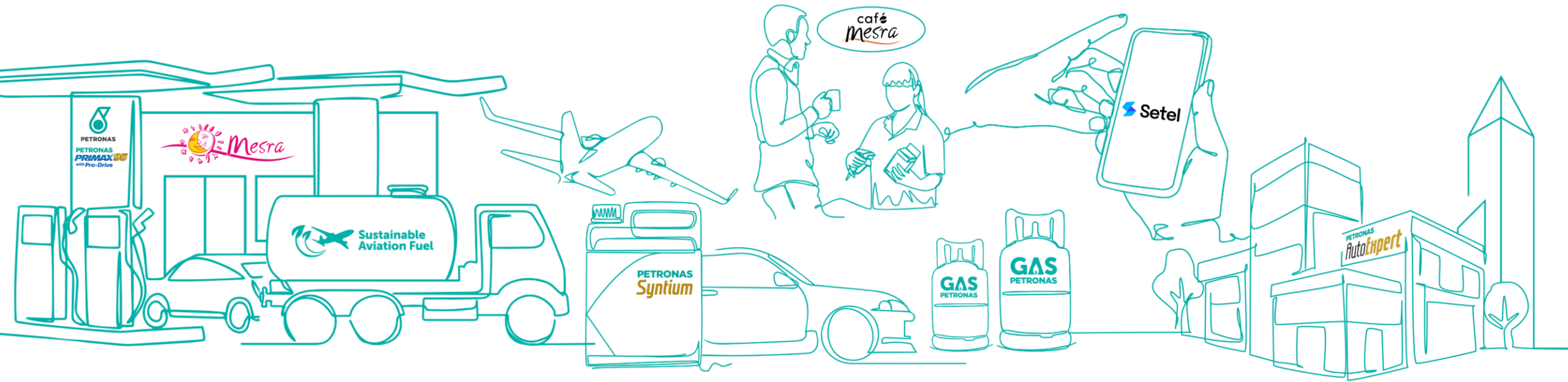
50
YEARS



To have courage, is to have a purpose.

In 1979, the first skid tank was established in Kepong to address the diesel shortage in Malaysia.

Year-in-Review



OPERATING ENVIRONMENT



Continued value creation on the back of dynamic operating environment



MODERATE ECONOMIC GROWTH

- 3.7% GDP Growth
- 55% growth in air travel movements
- 11% increase in new motor vehicles sales



ENERGY PRICE MOVEMENT

- Stable price trend with Brent Crude Oil averaging at USD83/bbl



ENERGY TRANSITION

- Growing momentum to decarbonise energy towards net zero GHG emissions via National Energy Transition Roadmap (NETR)



CHANGING CONSUMER PREFERENCE

- Proximity convenience retailing and “Phygital” retail concept
- Rising demand for F&B
- Improved market opportunity for digital payment industry

FINANCIAL HIGHLIGHTS



Achieved strong financial performance as we maximise value while capitalising on market demand opportunities

VOLUME

(Mil Litres)

16,300.7



8%

FY2022: 15,033.7

REVENUE

(RM Mil)

37,549.3



2%

FY2022: 36,748.9

PROFIT AFTER TAX

(RM Mil)

966.8



23%

FY2022: 787.8

TOTAL ASSETS

(RM Mil)

11,487.0



2%

FY2022: 11,258.0

DIVIDEND

Declared

80 sen

FY2022: 76 sen

Yield

3.7%

FY2022: 3.3%

PERFORMANCE HIGHLIGHTS



Retail Fuel



Scaling up the business with differentiated experience

Record breaking

volume achievement

Added

20

new stations

Introduced **Cardless Mesra Rewards** loyalty programme

Commercial



Successfully executed focused strategy in delivering value

Exceptional growth

54%

Aviation

Collaboration towards cleaner energy solutions

SAF • Biodiesel • LNG

LPG



Maintained leadership position
as the premier retailer and
marketer of LPG products

Volume growth

6%

More than

40

new commercial
customers from Retail,
F&B and Hospitality
sectors

Lubricants



Growing customer base through differentiated value proposition

Strong volume growth

9%

surpassing industry benchmark

PETRONAS AutoExpert outlets

81

including East Malaysia

MESRA



Continue providing customers with diversified range of products and services

More than
RM1 billion
chargeable sales for the second consecutive year

MESRA

[Open]



Continue providing customers with diversified range of products and services



More than
120
Mesra label
SKUs

MESRA

[Open]



Continue providing customers with diversified range of products and services



More than
80
complementary
business outlets

MESRA



Continue providing customers with diversified range of products and services



105

Café Mesra outlets with diverse formats

Setel



Actively explore new avenues
to create stakeholder value

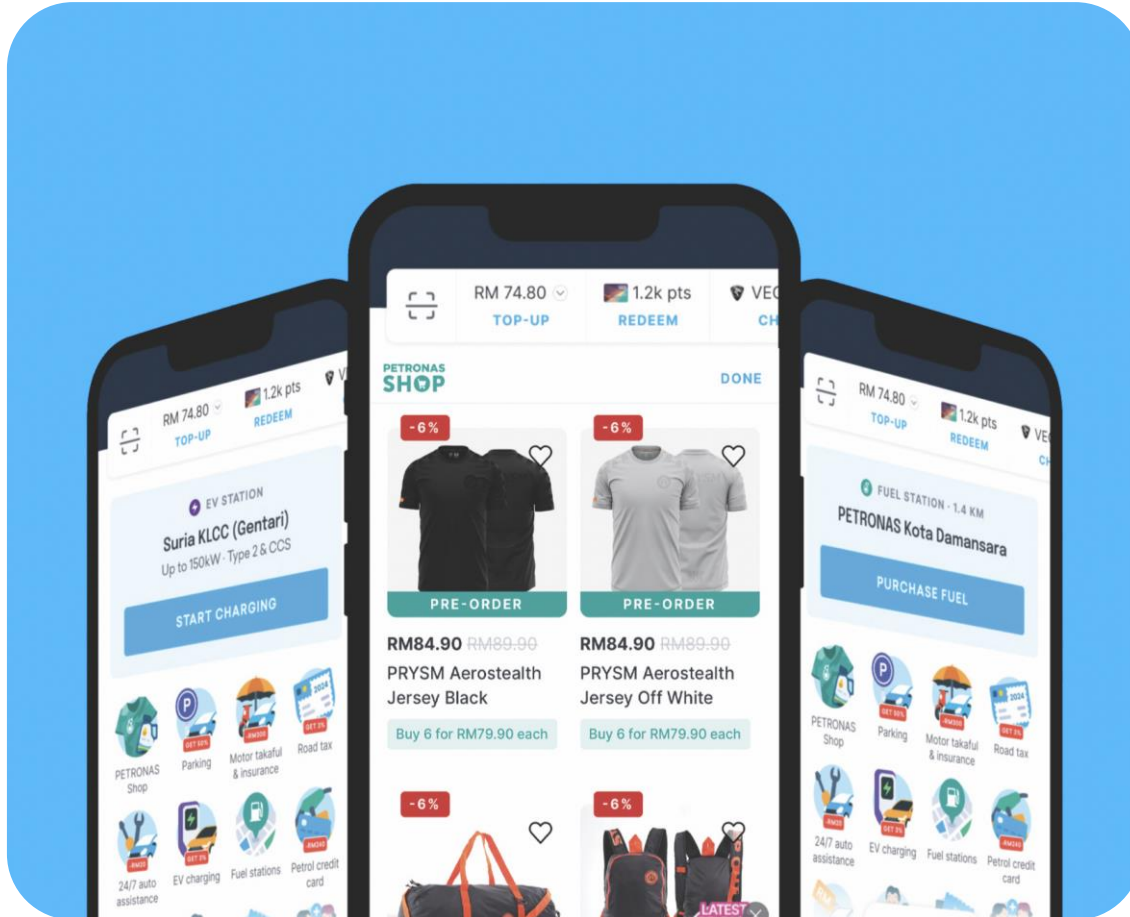
Setel

RM2.5
billion

GMV

Selected
as one of the
eWallet
service provider
for eBeliaRahmah and
eMadani

Setel



Actively explore new avenues
to create stakeholder value

PETRONAS Shop

82% GMV growth

Introduced **PRYSM**
as an active lifestyle brand

Supply & Distribution

[Open]



Optimising resources effectively to sustain growth and remain resilient

Zero
major incidents

Infrastructure upgrade to cater
Jet A-1
volume growth

Enhanced infrastructure to meet
19% spike in customer demand during festive periods

Digital



Leveraging technology solutions to enhance customer experience and bolster business resilience

Committed to enhance

cybersecurity

aligning with industry standards

Enabling **digitalisation**

to enhance customer experience

Sustainability



Driving sustainability through responsible energy stewardship and enhance societal and economic benefits

Continued Value Creation

Created employment opportunities for local communities while supporting the growth of local entrepreneurs and SMEs

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Sustainability

[Open]



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Safeguard The Environment

- **Achieved GHG emissions reduction of 840.6 tCO₂e through solarisation of PETRONAS stations**
- Equipped EV charging and 2-wheelers battery swapping facilities at 32 and 14 stations respectively
- Collected over 133,000kg of UCO from 7,700 participating customer

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[Open]



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Program Pengumpulan Minyak Masak Terpakai di Stesen PETRONAS Jalan Mat Salleh, Kota Kinabalu, Sabah

Hari : Setiap Ahad*
Masa : 9 pagi - 3 petang

*Tertakluk kepada perubahan.
Sila rujuk kepada KP di stesen untuk maklumat lanjut.

Kumpul, Jual dan Dapatkan Wang Tunai!

Kumpul

Simpan minyak masak terpakai
di dalam bekas yang sesuai
dan bawa ke stesen terpilih

Jual

Jual minyak masak terpakai
anda pada harga RM2.50/kg*

*Tertakluk kepada harga

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Positive Social Impact

- Invested more than RM1.4 million to benefit over 100,000 individuals nationwide through various CSI programmes
- Ongoing collaboration with ENOKU in fostering diversity and inclusion within the ecosystem

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FTSE4Good

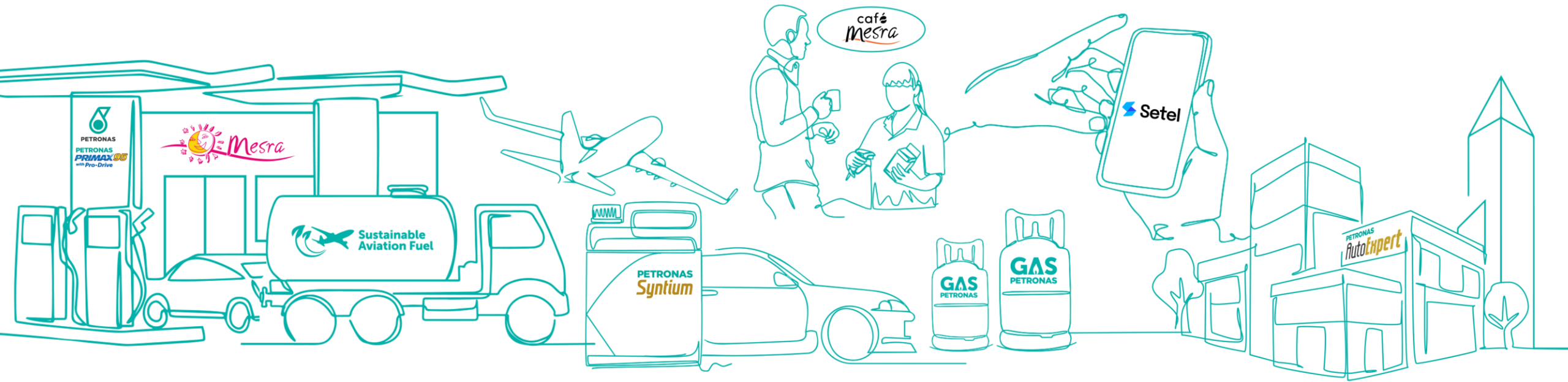
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Responsible Governance

3.6
overall score

5/5
for Governance

Looking Ahead



2024 OUTLOOK



We remain poised for both challenges and opportunities, committed to driving growth in a changing market

GDP Growth

Thriving Consumer Trends

Air Traffic Boost

New Policy & Regulation



**Making Your Everyday
Life Simpler and Better**