

PETRONAS DAGANGAN BERHAD
43RD ANNUAL GENERAL MEETING

THRIVING FORWARD

24 APRIL 2025

Presentation outline:

- **2024 - Year in Review**
- **2025 - Looking Ahead**



2024 - Year in Review: Operating Environment

Economic Resilience

- ▼ 5.1% GDP Growth
- ▼ 15% growth in air travel movements
- ▼ 2% increase in new motor vehicles sales

Policy and Regulatory Changes


- ▼ Diesel subsidy rationalisation
- ▼ Expansion of SST scope
- ▼ Climate change policy and energy transition

Changing Consumer Landscape

- ▼ Rising demand for travelling consumer foodservice
- ▼ Shifting towards convenience
- ▼ Strengthening preference for local brands

Oil Price Movement

- ▼ Stable price trend with Brent Crude oil averaging USD80.8 per barrel



2024 - Year in Review: **Financial Highlights**

FY2024: Financial performance remained robust

Revenue

(RM Mil)

37,950.8

▲ 1%

Volume

(Mil Litres)

16,759.3

▲ 3%

Dividend

Declared

107 sen

FY2023: 80 sen

Profit Before Tax

(RM Mil)

1,530.7

▲ 15%

Profit After Tax

(RM Mil)

1,116.6

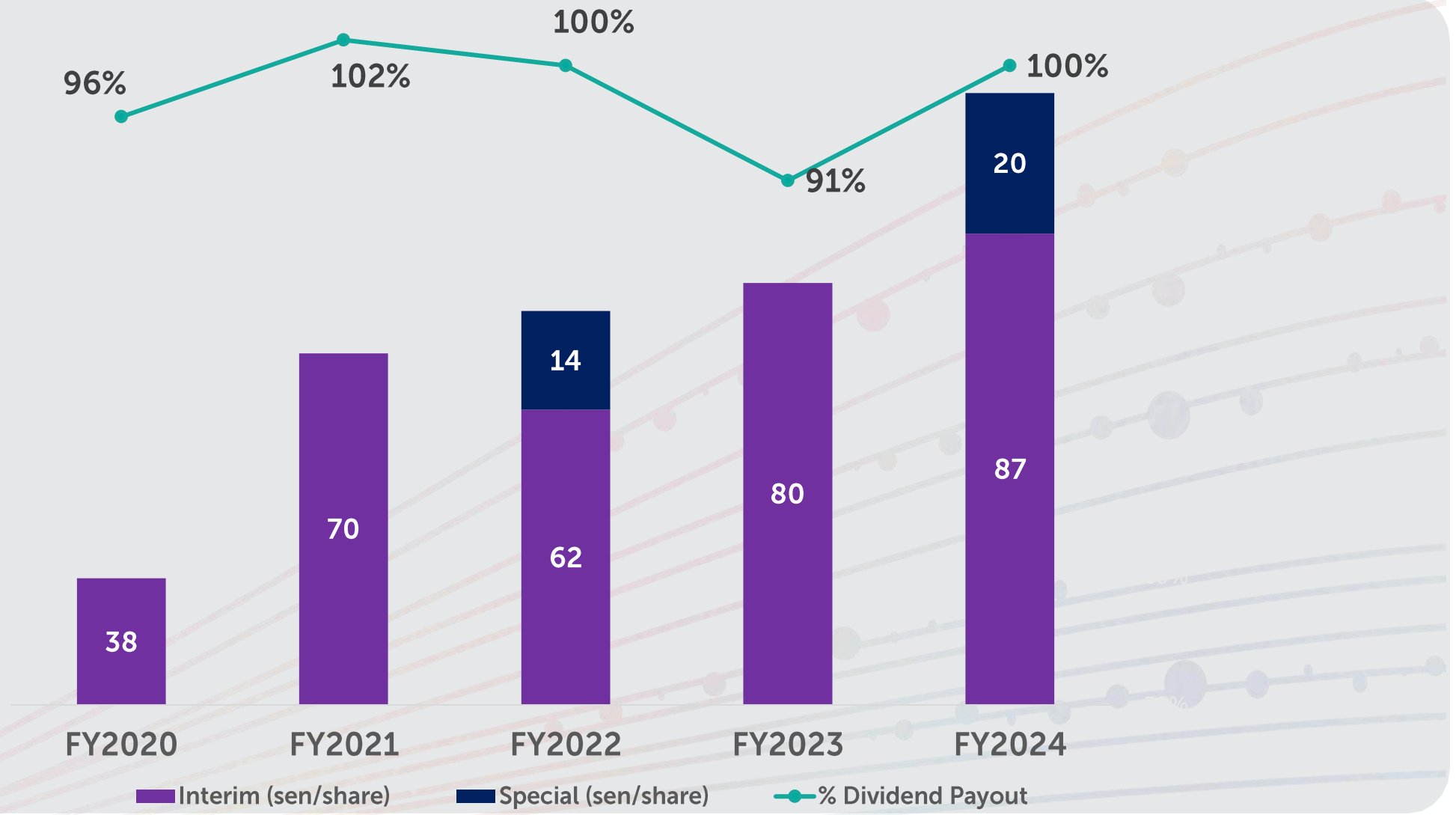
▲ 15%

Yield

5.5%

FY2023: 3.7%

FY2024 total dividend of 107 sen per share represents 100% payout ratio, above the minimum 50% payout policy





2024 - Year in Review: Performance Highlights

Retail-Fuel

Continuously enhancing customer experience while upholding high safety and regulatory standards

Highest ever
volume

Expansion of **ROVR**
at new townships

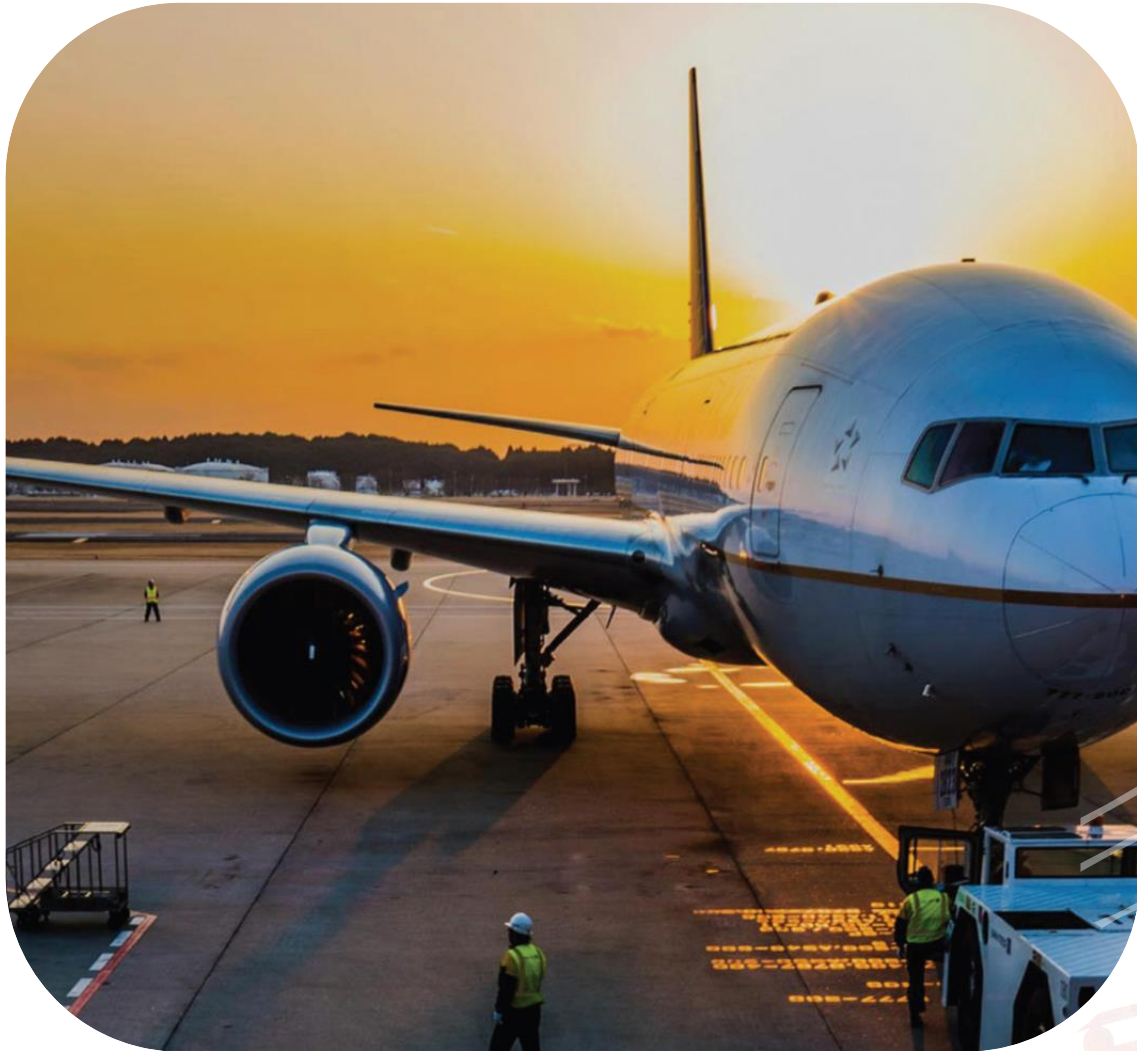
NCOSH recognition:
25 Platinum stations &
408 Gold stations

Achieved **highest**
NPS



Commercial

Successfully maximised returns from high-value segments



9% and **19%**
volume growth in aviation
and diesel respectively

Successful
implementation of
SKDS 2.0 via
SmartPay
system

LPG

Reaffirmed leadership as the leading
retailer of LPG products



Achieved
highest
volume since 2016

Secured more than
50
new commercial
customers

Lubricants

Reinforced market leadership through strong partnerships



7%

volume growth,
surpassing industry
benchmark

97

PETRONAS
AutoExpert outlets
including East
Malaysia

MESRA

Reinforced position as a key retail
and convenience lifestyle hub

Record-breaking sales for
the third consecutive year

More than **50** complementary business partners
featuring a mix of international and local brands

89 Café Mesra with diverse formats

Expanded PETRONAS Shop presence with

7 new outlets





MESRA

Reinforced position as a key retail and convenience lifestyle hub

Record-breaking sales for the third consecutive year

More than **50** complementary business partners featuring a mix of international and local brands

89 Café Mesra with diverse formats

Expanded PETRONAS Shop presence with **7** new outlets

MESRA

Reinforced position as a key retail and convenience lifestyle hub

Record-breaking sales for the third consecutive year

More than **50** complementary business partners featuring a mix of international and local brands

89 Café Mesra with diverse formats

Expanded PETRONAS Shop presence with **7** new outlets



MESRA

Reinforced position as a key retail
and convenience lifestyle hub

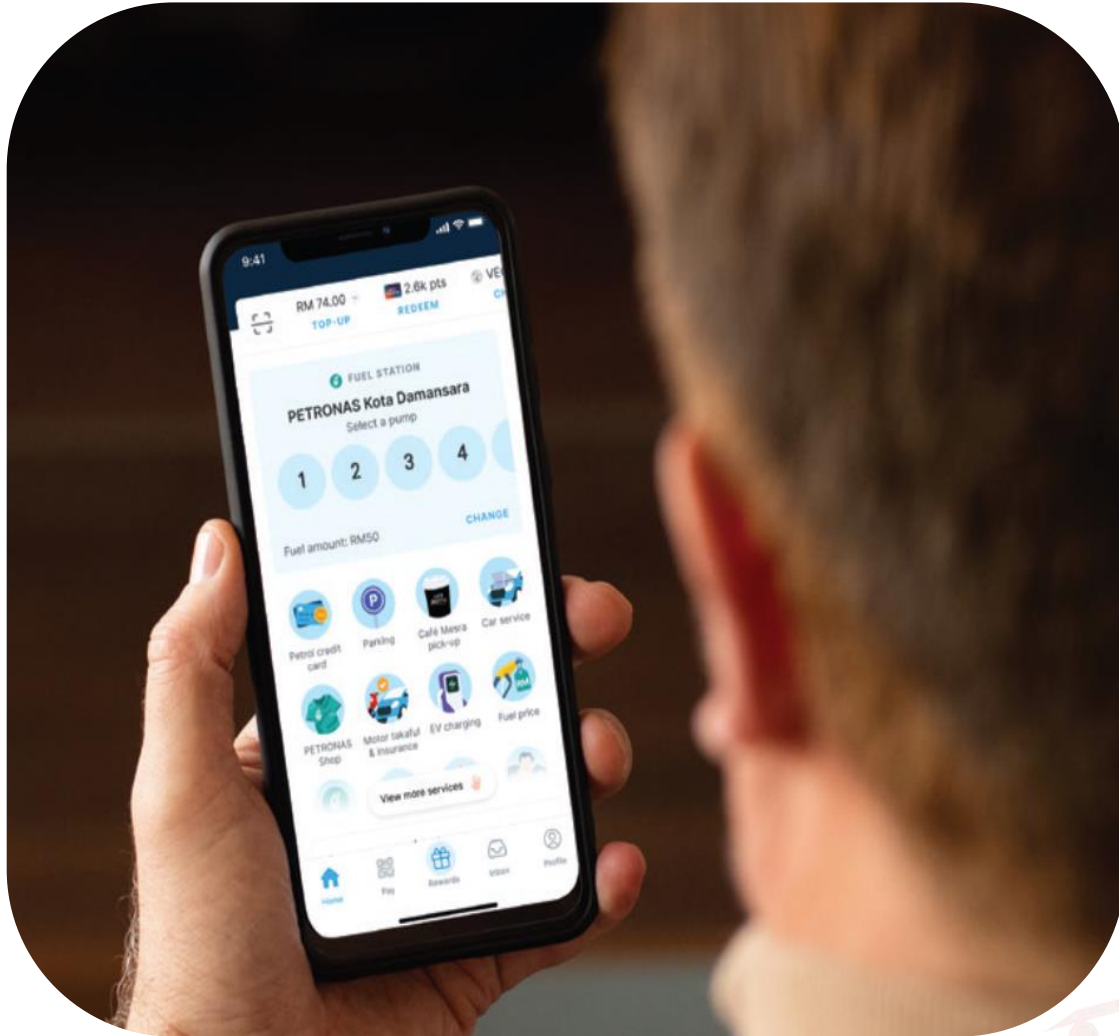
Record-breaking sales for
the third consecutive year

More than **50** complementary business partners
featuring a mix of international and local brands

89 Café Mesra with diverse formats

Expanded PETRONAS Shop presence with
7 new outlets





Setel

Seamless and rewarding experience for customers

Achieved
all-time high GMV

Expanded
digital offerings
to broaden accessibility

Supply and Distribution

Committed to enhancing customer value through continuous improvements



Maintained excellent
HSE performance

Zero
out-of-stock post SKDS
2.0

Enhanced
infrastructure to
address
23%
increase in Jet A-1
demand

Digital

Enhancing capabilities and maximising the potential of digital platforms

Reinforced commitment to

cybersecurity in-line with industry standards

Enhancing customer experience through

multi-channel integration
and **digital solutions**



[Open]



Sustainability

Driving sustainable growth and creating value to society and the environment



FTSE4Good



Achieved **Top Quartile** in **FTSE4Good** with a rating of 4.2

Solarised **184** PETRONAS stations with strategic partners

Battery swapping facilities at **20** PETRONAS stations

Driving **workforce diversity** by empowering PWD

Invested in various social investment programmes, benefitting over **33,000** individuals

Over **800** tonnes of UCO collected nationwide

Sustainability



Achieved **Top Quartile** in **FTSE4Good**
with a rating of 4.2



Solarised **184** PETRONAS stations with strategic partners

Battery swapping facilities at **20** PETRONAS stations

Driving **workforce diversity** by empowering PWD

Invested in various social investment programmes, benefitting over **33,000** individuals

Over **800** tonnes of UCO collected nationwide

Sustainability



Achieved **Top Quartile** in **FTSE4Good**
with a rating of 4.2

Solarised **184** PETRONAS stations with strategic partners

Battery swapping facilities at **20** PETRONAS stations

Driving **workforce diversity** by empowering
PWD

Invested in various social investment
programmes, benefitting over **33,000** individuals

Over **800** tonnes of UCO collected nationwide



2024 - Year in Review: **Awards & Accolades**

Earned **21** industry-leading recognitions





2025 - Looking Ahead: Outlook

[Open]

We remain committed to drive sustainable growth in an ever-evolving operating landscape



Global Trade Tensions and US Tariffs

Created economic uncertainty and volatility in the operating environment



Policy and Regulation

Fiscal policy changes aimed at restructuring the economy for sustainable growth




Oil price movement

Oil prices face downward pressure



GDP growth

Domestic economy expected to remain resilient



2025 - Looking Ahead:
Moving Forward Together (MFT)

Committed to enhancing profitability and sustainability growth through PDB MFT 50:30:0

[Open]



Value

Maximising cash generation from our core



Growth

Future-proofing through growth in Convenience



Sustainability

Creating sustainable value



PETRONAS

**Making Your Everyday
Life Simpler and Better**