

# Move Like Never Before

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**PRIMAX 95**  
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# PETRONAS Dagangan Berhad

*Analyst Briefing for Q3 FY2019*

**25 November 2019**

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**GRWTH**



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## Key Highlights for Q3 FY2019

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Financial Results

Focus Areas

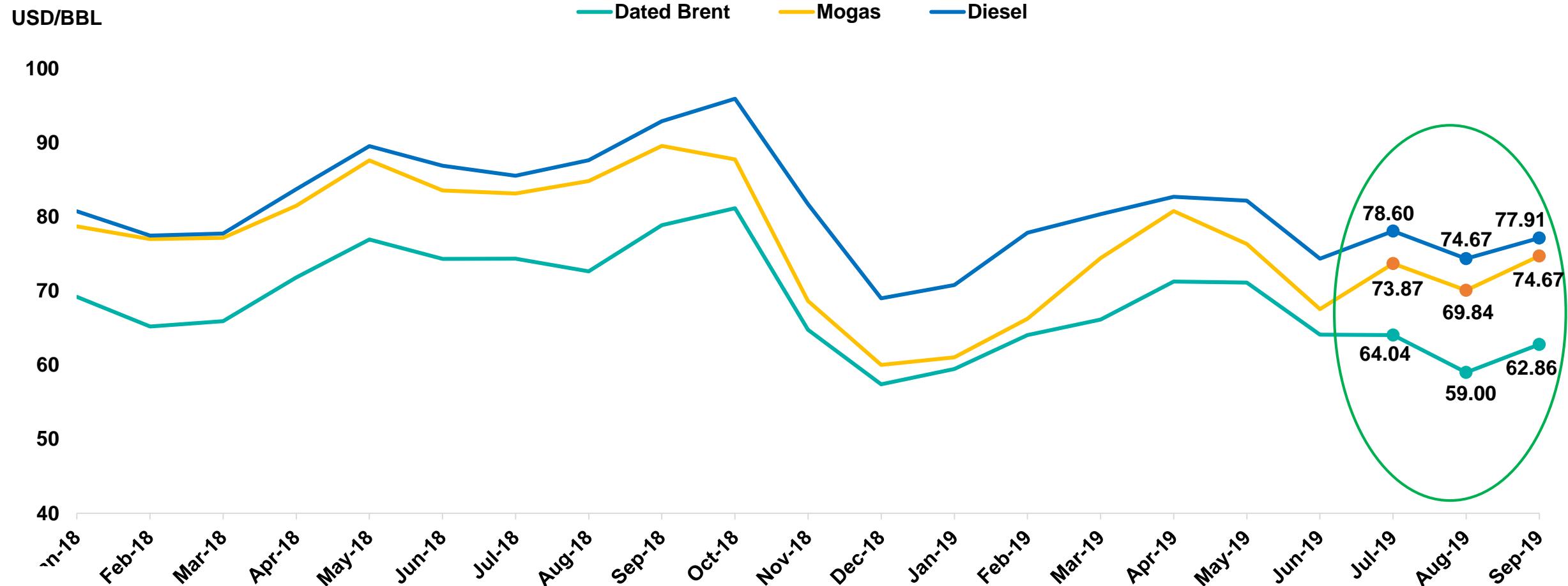
Q&A



# Key Highlights

- 1 Continued volatility of Dated Brent and Petroleum Product Prices in Q3 FY2019;**
- 2 Improved volume by 7% and 6% against Q3 FY2018 and YTD FY2018, respectively;**
- 3 Registered Q3 FY2019 PBT of RM 317.7mil and RM 938.3mil for YTD FY2019; and**
- 4 Interim dividend of 16 sen/share was declared for Q3 FY2019.**

# Continued volatility of Dated Brent and Petroleum Product Prices in Q3 FY2019



# Malaysia economic indicators

## Gross Domestic Product (%)

**GDP** **4.4** Q3 FY2019  **4.4** Q3 FY2018

## Inflation Rate (%)

 **1.3** Q3 FY2019  **0.5** Q3 FY2018 **0.8% pts**

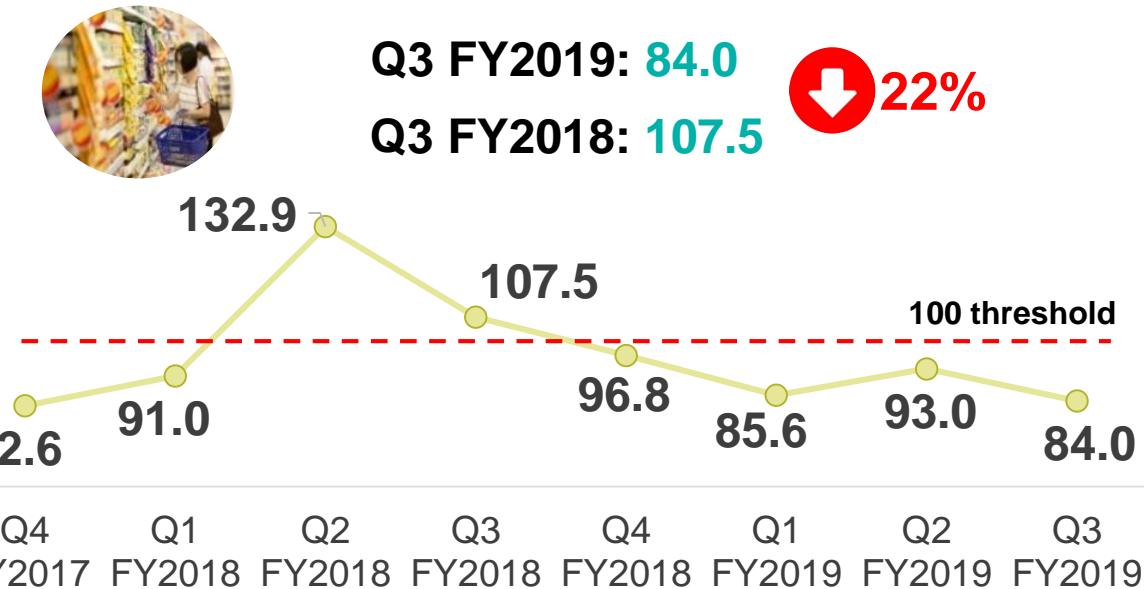
## Manufacturing Index

 **122.1** Sept FY2019  **3%**  
**119.1** Sept FY2018

## Car Sales (Unit)

 **146,667** Q3 FY2019  **11%**  
**165,256** Q3 FY2018

## Consumer Sentiment Index



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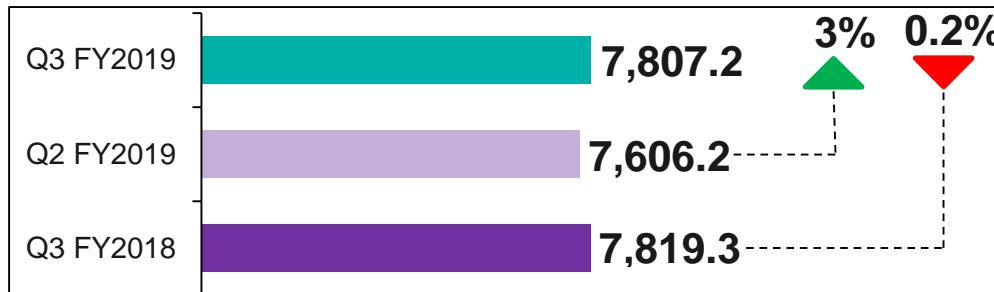
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### Focus Areas

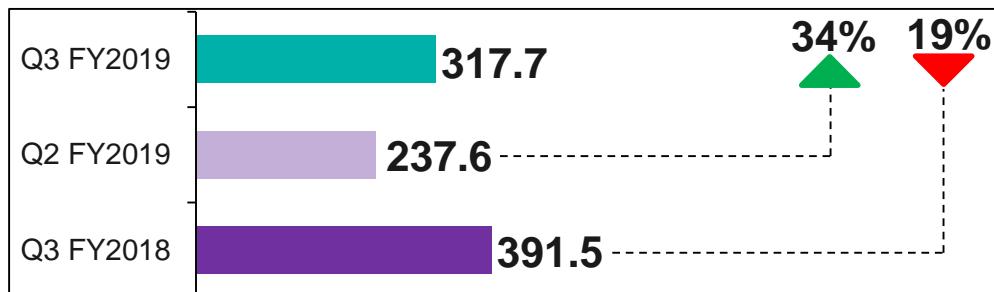
### Q&A

# Group Financial Performance

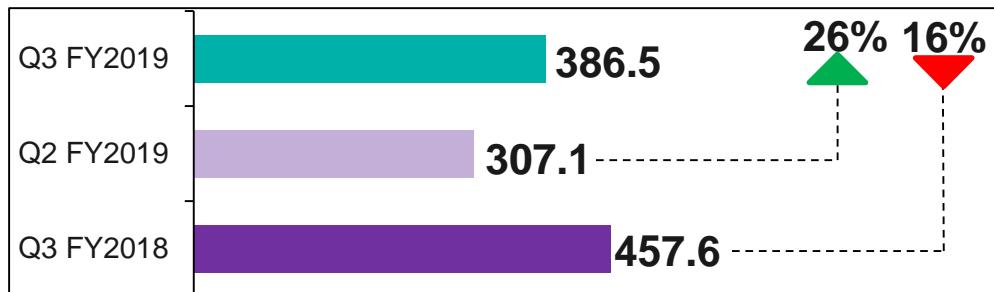
The Group overall Revenue grew by 1% against YTD FY2018 following higher volume, however this was offset by higher OPEX resulting in lower PBT



Revenue  
(RM mil)



Profit Before Tax  
(RM mil)



EBITDA  
(RM mil)



Item	Q3 FY2019	Q2 FY2019	Q3 FY2018	YTD FY2019	YTD FY2018
Average Selling Price (RM)	1.93	1.96	2.06	1.92	2.01
EPS (sen)	24.1	17.4	27.2	70.8	80.8

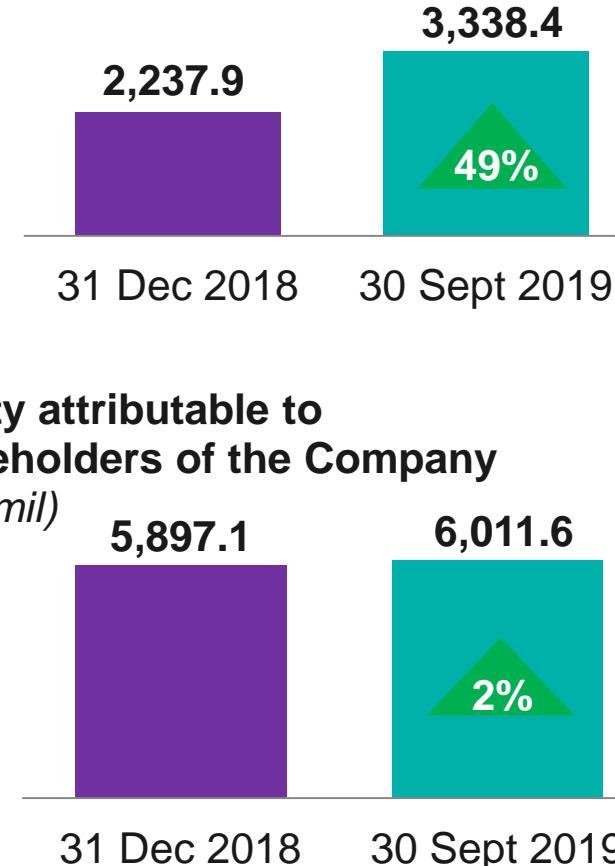
# Consolidated Statement of Financial Position

Strong Return on Equity and strengthened cash position

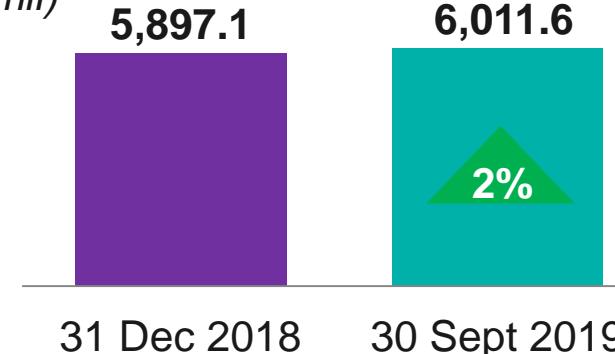
**Total Assets**  
(RM mil)



**Cash and Cash Equivalents**  
(RM mil)



**Equity attributable to  
shareholders of the Company**  
(RM mil)



**Return on Equity**

14.6%

31 Dec 2018

15.7%

31 Sept 2019



**Return on Total Assets**

9.4%

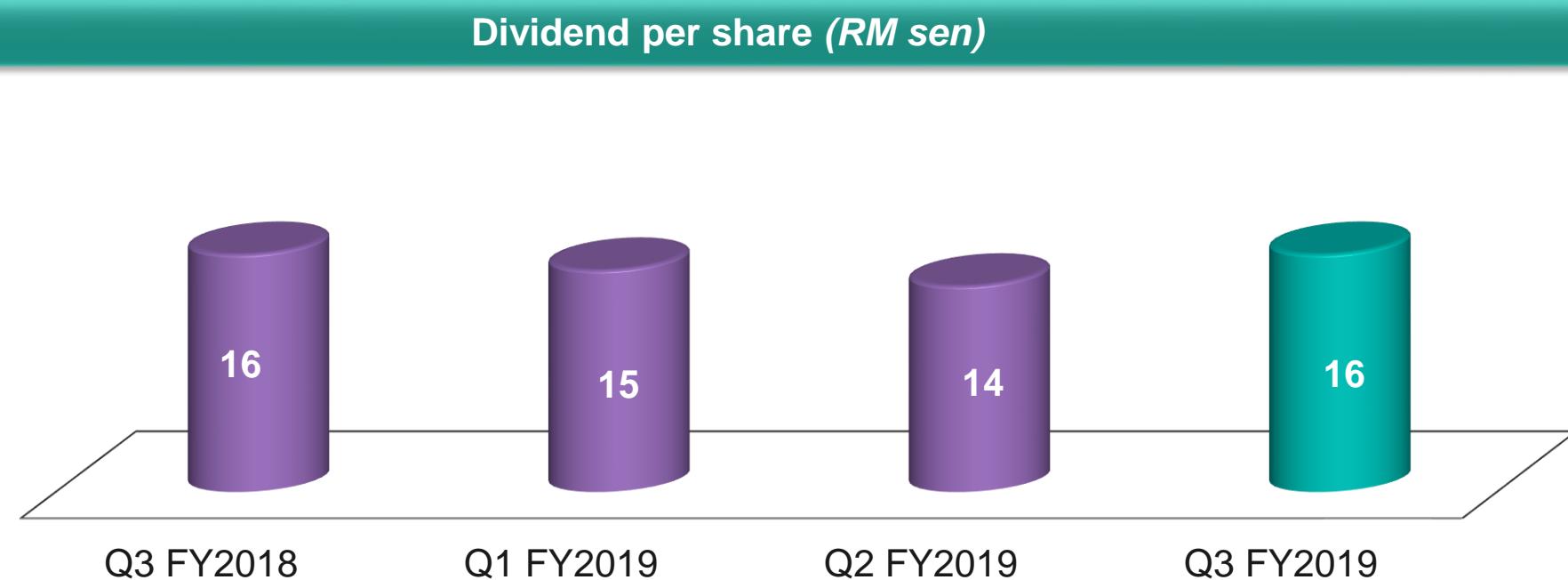
31 Dec 2018

9.4%

Unchanged

31 Sept 2019

# For Q3 FY2019, PetDag has declared dividend amounting to 16 sen/share



	Q3 FY2018	Q1 FY2019	Q2 FY2019	Q3 FY2019
Dividend Payout (%)	62	54	80	67

For Q3 FY2019, PetDag has declared dividend of 16 sen, with higher dividend payout as compared to Q3 FY2018

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# Focus Areas

Leverage PETRONAS Primax 95 with Pro-Drive for Volume Growth



Sustain/Defend Market Leadership



Grow Non-Fuel Profitability Through Strategic Partnerships and Differentiated Offerings



Safe, Reliable and Efficient Operations



Digitally Enabled



Creating seamless and frictionless customer experience



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THANK YOU  
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