

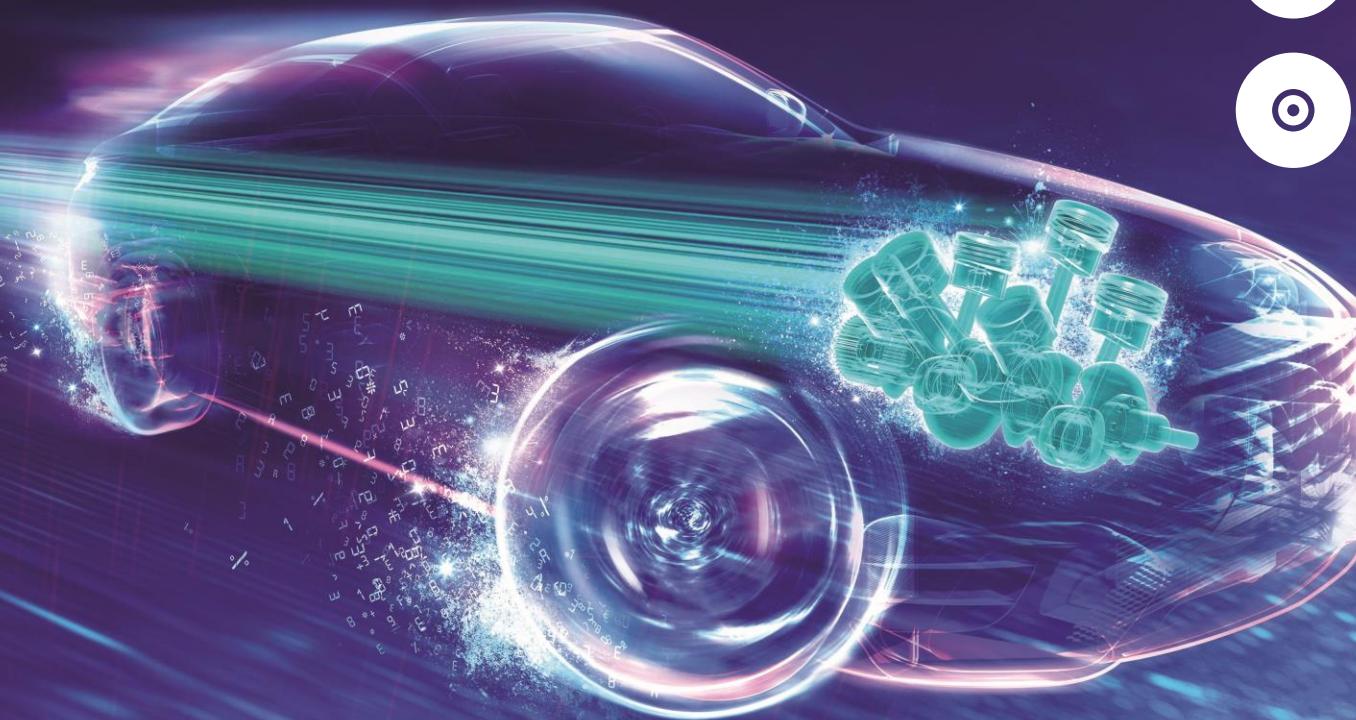


PETRONAS

FUTURE PROOF

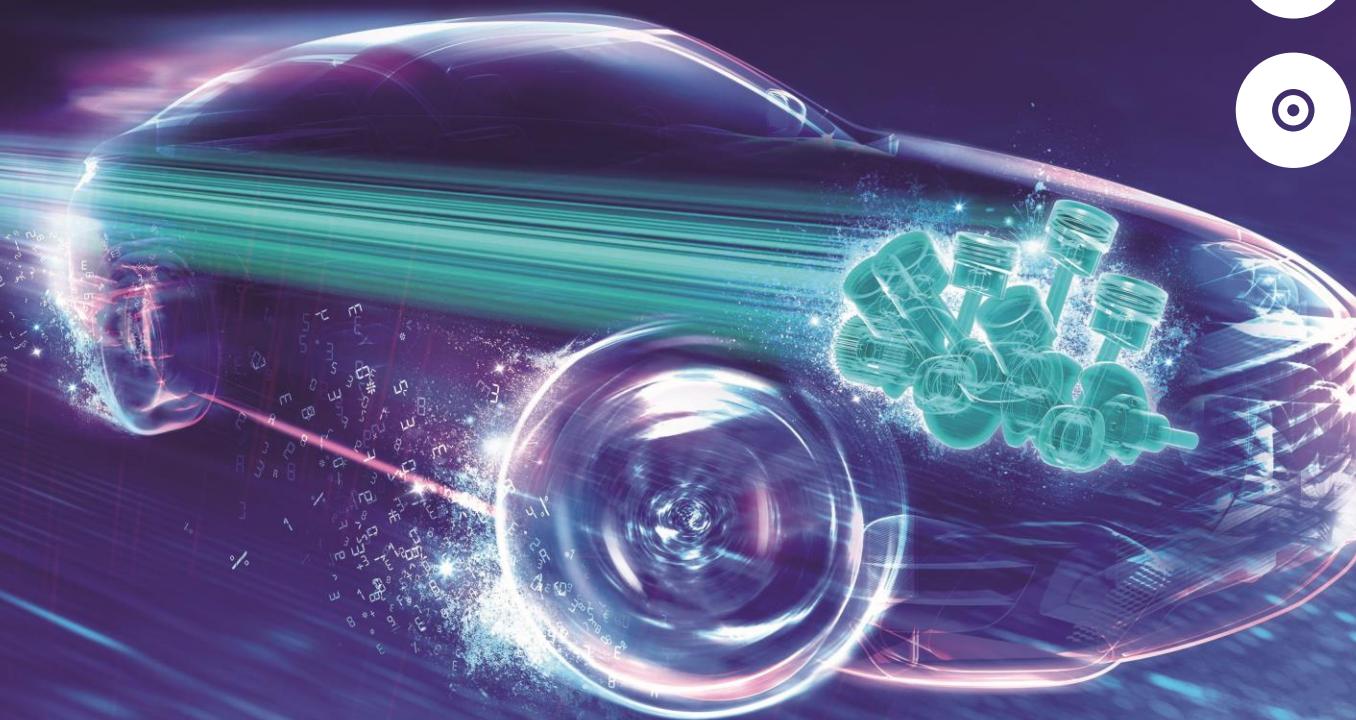


FUTURE PROOF



- **About Us**
- **Business Highlights**
- **Q3 FY2021 Financial Performance**
- **Sustainability Commitment**
- **Moving Forward**

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Malaysia's leading retailer and marketer of downstream petroleum products

**PETRONAS Dagangan Berhad ("PDB") is the marketing subsidiary of
Petroliam Nasional Berhad ("PETRONAS")**

**Its principal activities are the marketing and distribution of
petroleum products in the domestic and regional markets**

**PDB was incorporated on 5 August 1982 and was converted to a
public company on 21 August 1993. PETRONAS owns 63.9% of PDB's shares**

**Shares of the Company were listed on the Main Board of the
Bursa Malaysia Securities Berhad on 8 March 1994.**

Leverage on PETRONAS' extensive investments in R&D to deliver world-class petroleum products and strengthen market presence in four core businesses



Retail

Offers fuel and non-fuel products and services at its network of more than 1,000 PETRONAS stations and 800 *Kedai Mesra* across the country



Commercial

Fully integrated business with market leadership in domestic sales and marketing of bulk petroleum products



LPG

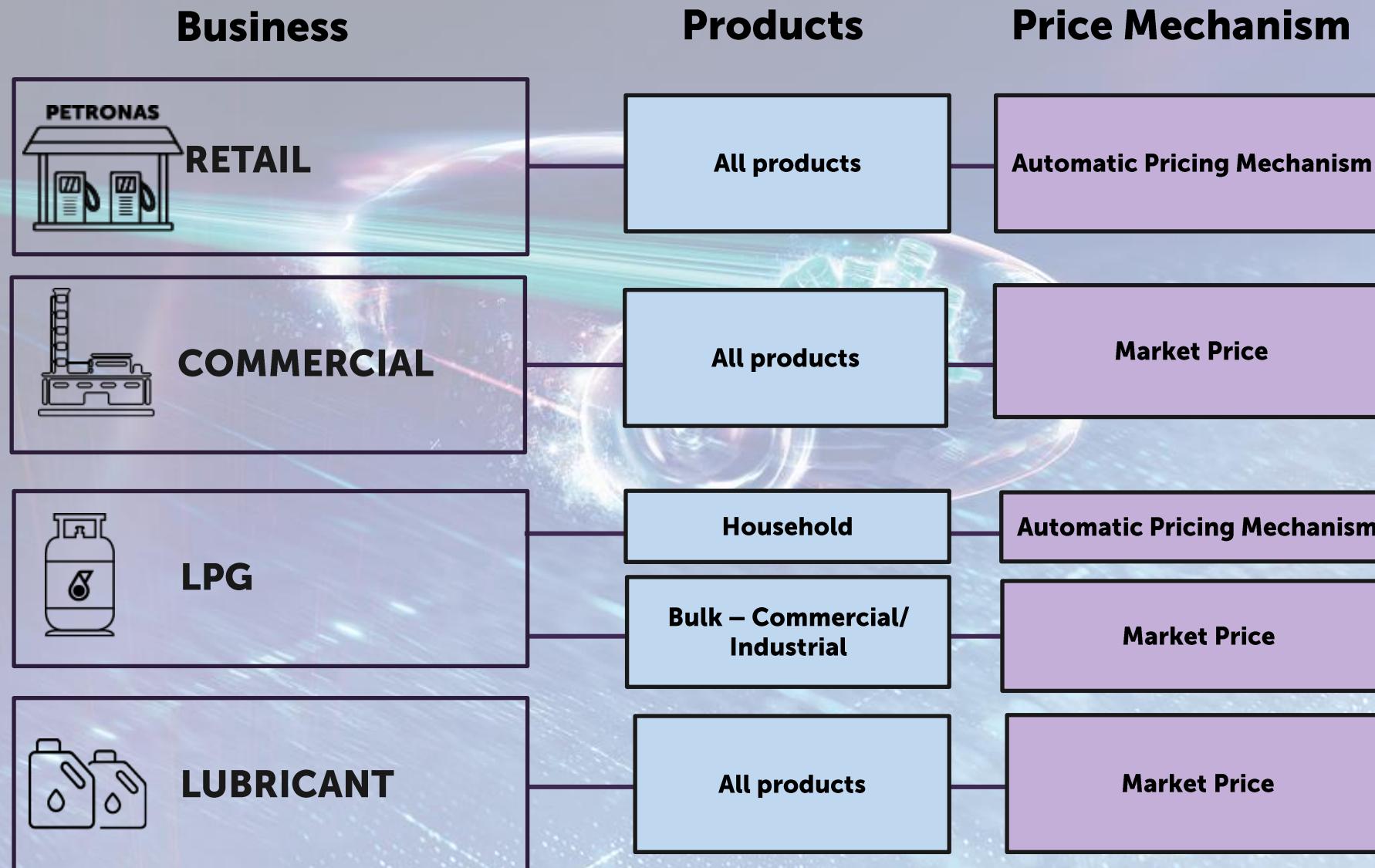
Sells and markets Liquefied Petroleum Gas to household, commercial and industrial customers



Lubricant

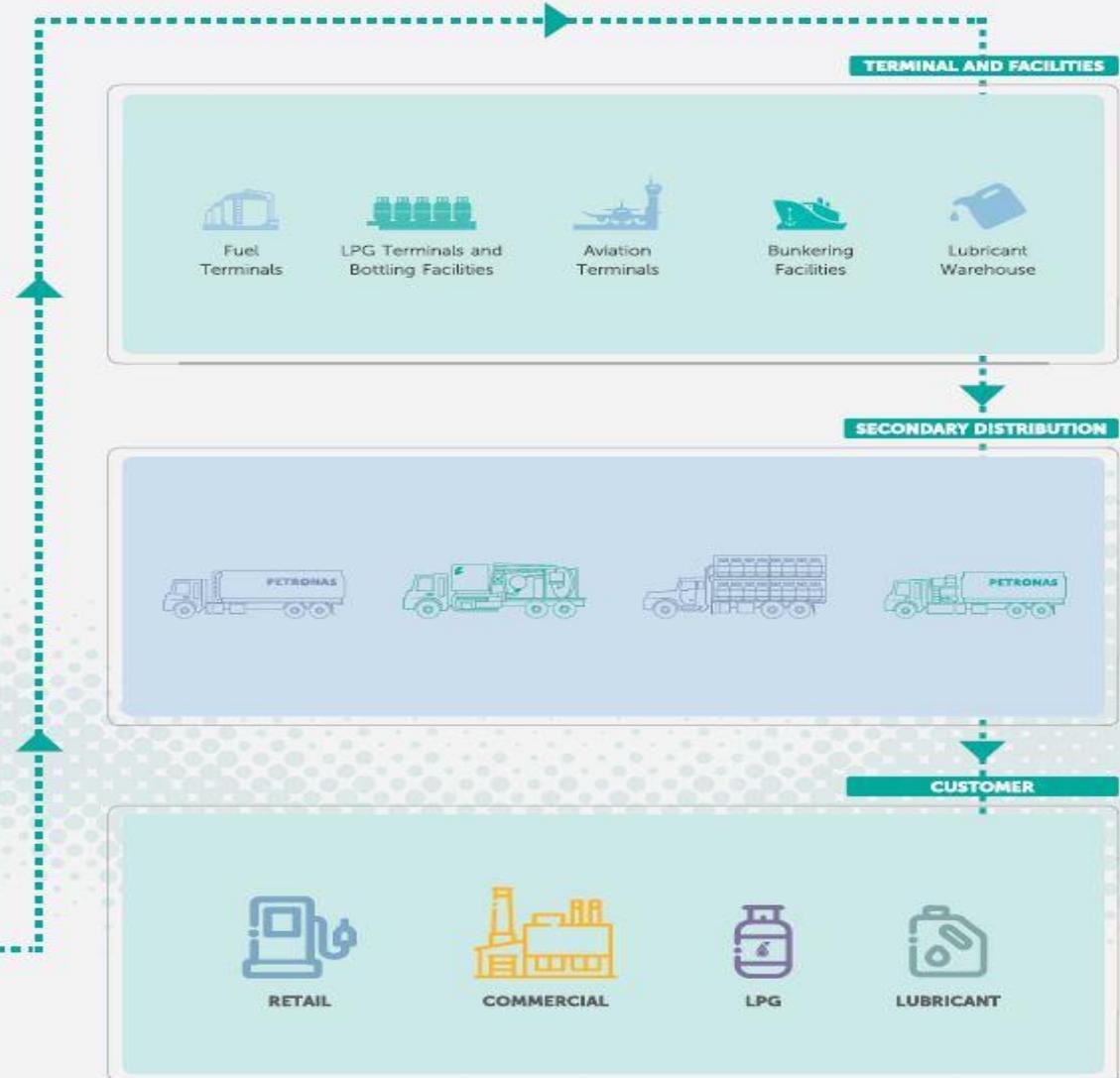
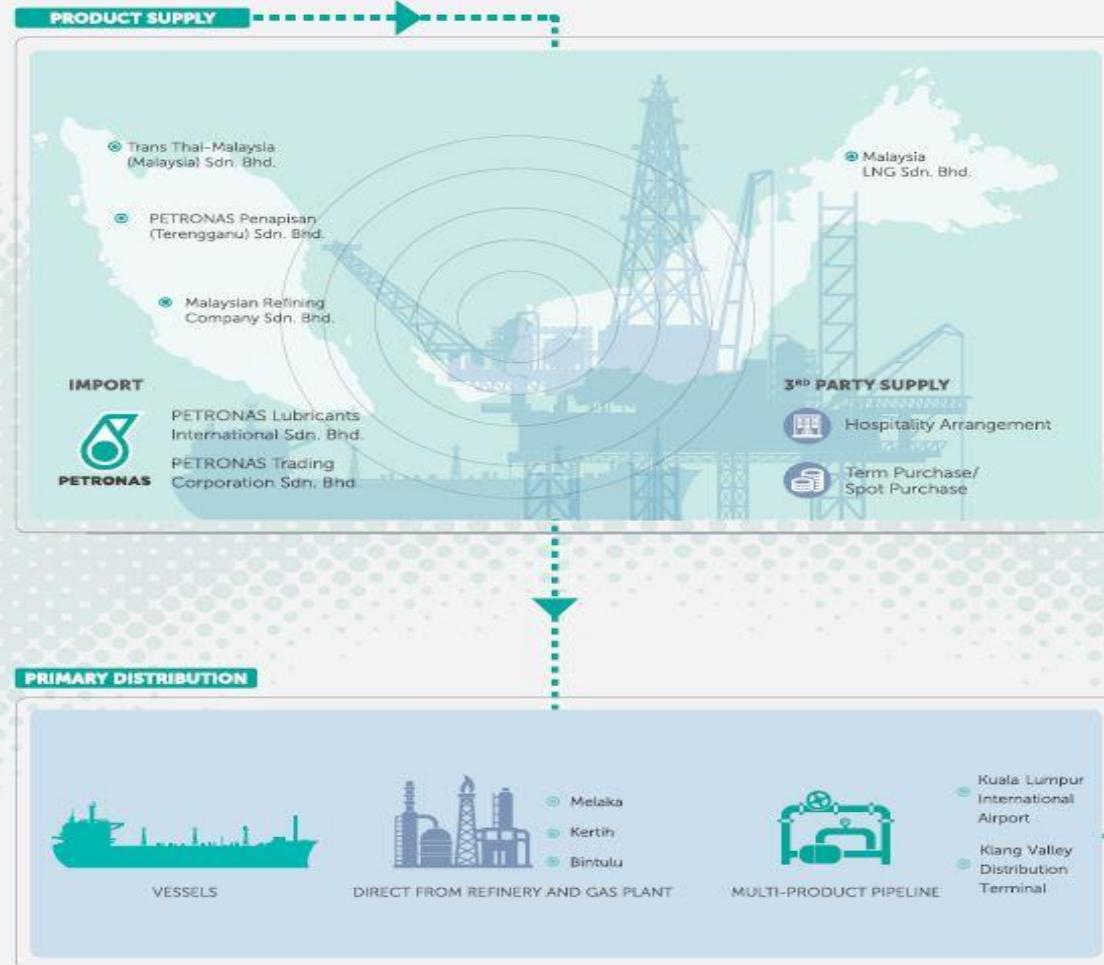
Undertakes sales and marketing functions of PETRONAS Lubricant products

Current Product Price Mechanism



PDB's Integrated Value Chain

OUR VALUE CHAIN



Extensive supply and distribution network nationwide

WHERE WE OPERATE

FUEL TERMINALS:

- 1. ASB Labuan
- 2. PST Bintulu (JV)
- 3. KVDT Dengkil (JV)
- 4. Kertih
- 5. Kuantan
- 6. IOT Kuching (JV)
- 7. Labuan
- 8. Lumut
- 9. Melaka
- 10. Min
- 11. Pasir Gudang
- 12. Prai
- 13. Pulau Langkawi
- 14. Sandakan
- 15. Sepanggar Bay
- 16. CODT Tanjung Manis (JV)
- 17. PST Tawau (JV)

LPG TERMINALS AND BOTTLING FACILITIES:

- 1. Bintulu
- 2. Kertih
- 3. IOT Kuching (JV)
- 4. Melaka
- 5. Pasir Gudang
- 6. Prai
- 7. Sepanggar Bay
- 8. PST Tawau (JV)

AVIATION TERMINALS:

- 1. Bayan Lepas
- 2. Bintulu
- 3. Kertih
- 4. KLIA
- 5. Kota Kinabalu
- 6. Kuala Terengganu
- 7. Kuching
- 8. Miri
- 9. Pulau Langkawi
- 10. Sandakan
- 11. Senai
- 12. Sibu
- 13. Subang

OFFICES:

- 1. Bintulu
- 2. Johor Bahru
- 3. Kota Kinabalu
- 4. Kuala Lumpur
- 5. Kuantan
- 6. Kuching
- 7. Prai
- 8. Sandakan
- 9. Tawau
- 10. Bangkok

LUBRICANT WAREHOUSE:

- 1. Bangkok

1
LUBRICANT WAREHOUSE

38
TERMINALS

17
FUEL TERMINALS
13
AVIATION TERMINALS
8
LPG TERMINALS AND BOTTLING FACILITIES

10
BUNKERING FACILITIES
10
OFFICES



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RETAIL BUSINESS



The leading retailer and marketer of downstream petroleum products in Malaysia



Offers fuel and non-fuel products and services at its network of PETRONAS stations and *Kedai Mesra* across the country



>1,000 PETRONAS stations

PETRONAS PRIMAX 97 WITH PRO-RACE

PETRONAS PRIMAX 95 WITH PRO-DRIVE

PETRONAS DYNAMIC DIESEL EURO 5 WITH PRO-DRIVE



>800 *Kedai Mesra*

Retail Business Model

COMPANY OWNED, DEALER OPERATED (CODO) STATIONS

- Under the CODO model, the PETRONAS station is owned and managed by the Company but is operated by an appointed Dealer.
- The Dealer, also known as an Operator is appointed by PDB through a series of screening processes.



DEALER OWNED, DEALER OPERATED (DODO) STATIONS

- Under the DODO model, the PETRONAS station is owned, managed and operated by a Dealer.
- The Dealer is also appointed by PDB through a series of screening processes. The Dealer sources the fuel products from the Company.



Our new best fuel, with two-thirds of drivers experiencing more power, responsiveness and efficiency

NEW
PETRONAS
PRIMAX 97
with Pro-Race

Power To Move Beyond

 Power  Responsive  Efficient

Available at
>700 PETRONAS Stations



Power

Removes **99.9%** engine deposits from key areas for effortless power



Responsive

Formulated with the World's first Advance Dual Friction Modifier that reduces friction by an additional **25%** for a more responsive drive



Efficient

Unique formulation for better fuel and oil interaction to take you further, resulting in more **fuel efficiency** and **lower carbon emissions**

Network expansion at strategic locations

**Highest presence and
biggest network in Malaysia
with >1,000 stations**



Rolled-out new *Kedai Mesra* concept and introduced *Makan@Mesra*

36
**New *Kedai Mesra*
concept stores**
(FY2022: Additional 60)



79
Makan@Mesra
(FY2022: Additional 100)



>60 partners



Incorporated Mesra Retail Café Sdn Bhd



Quality products with smooth and fast fuelling experience



Upgraded Outdoor Payment Terminals with
world's first 15" interactive touch screen
to better serve our customers' needs

Available at **>800** PETRONAS stations



COMMERCIAL BUSINESS

Delivering value by leveraging on extensive nationwide network



Fully integrated business with market leadership in domestic sales and marketing of bulk petroleum products

Product Offerings



Jet A-1



Fuel Oil



Diesel



Sulphur



Bitumen



Gasoline



Petroleum Coke



Kerosene



Methanol



Smartpay

Industry Coverage



Agriculture



Services



Mining and Quarrying



Construction



Manufacturing



Aviation



Bunker



Dealer

Effective execution of recovery and rebound strategies



Drove sales recovery post COVID-19 lockdown to
sustain B2B market leadership



Secured and **renewed >60** contracts which
strengthened customer base



Effectively **mitigate credit risk exposure**
during the uncertain and challenging period



LPG BUSINESS

We are the industry leader, holding the largest market share in Malaysia



Sells and markets liquefied petroleum gas to household, commercial and industrial customers

Product Offerings

Household



C12 & C14

Commercial



F14 & C50

Bulk



Bulk LPG



LPG Business remained resilient whilst driving growth in all segments



Fortified market position

Sales channel expansion through
Gas PETRONAS@Station at **175**
PETRONAS Stations

(FY2022: Additional 50)

Sales channel through
Gas PETRONAS@Mini Market carrying
exclusively Gas PETRONAS at **114** outlets

(FY2022: Additional 50)

Secured **61 new** commercial customers

Urania



LUBRICANT BUSINESS

PEONIA
AutoExpert

Leverage towards delivering differentiated customer experience and benefits



Undertakes sales and marketing functions of PETRONAS Lubricant products in Malaysia



Provide holistic automotive servicing solutions with AutoExpert

14

PETRONAS
AutoExpert as at
FY2021

>30

PETRONAS
AutoExpert planned
for FY2022



Delivering value through differentiation and relevance



Strengthen Market Position
in the B2C and B2B segment

Brand Strengthen
Double digit growth on key brand measures

Great response to our e-commerce entry
Year-on-year strong **double digit growth** in sell-out
quantity

PETRONAS AutoExpert Growth
26,000 consumers nationwide reached through AutoExpert Mobile Service and POMEN

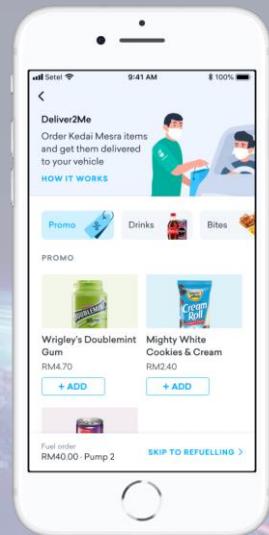


VBe² Venture Builder

Setel is now available in nationwide PETRONAS stations with a strong growth traction



**C-Store
payments**



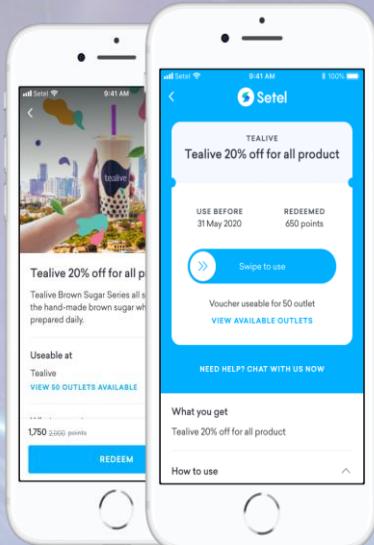
Deliver2Me
*>250 stations in
Klang Valley*



★ 4.8



★ 4.8



**Mesra deal
redemption**

**Over
51%**
Repeat purchase
rates

Leveraging on assets and existing ecosystem to drive growth in new businesses



>30 ROVR business customers

Fleet of 31 trucks

29 Mini Portable Container System



Logistika partnered with Post Centre to reach more merchants and customers within Klang Valley and Johor Baru

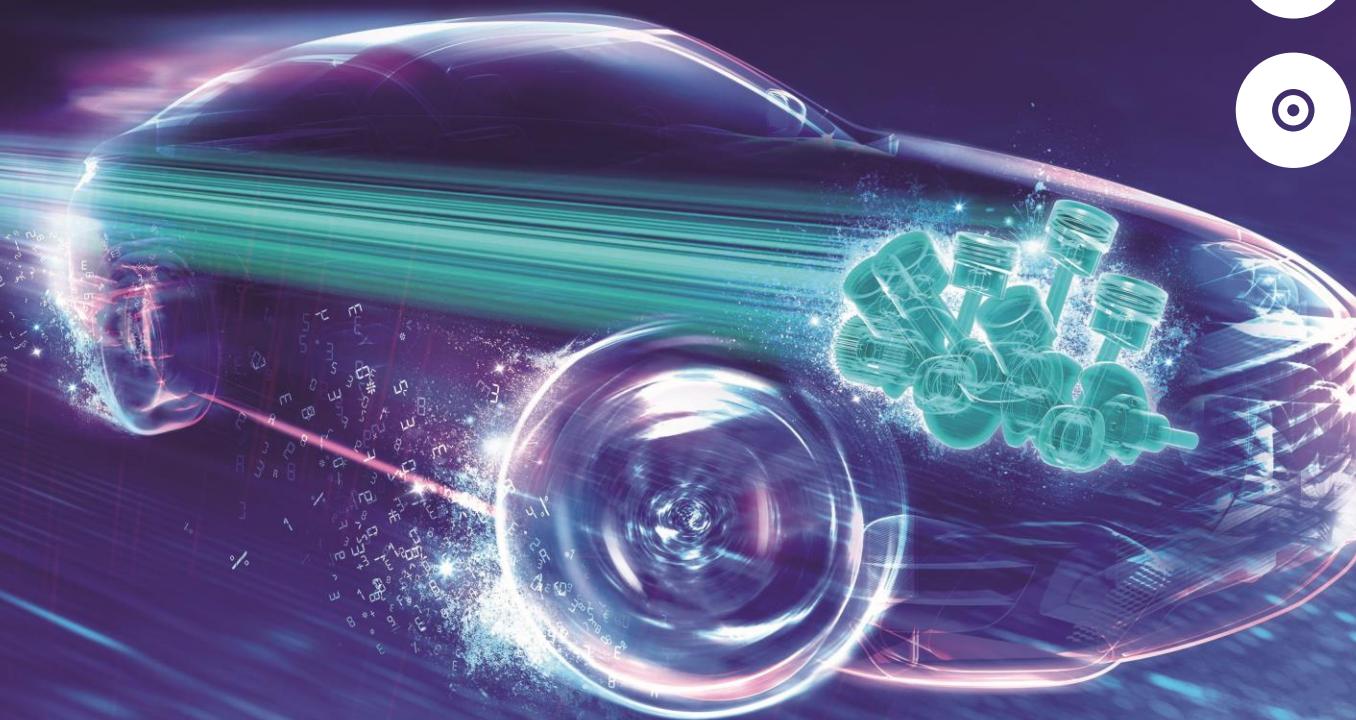


Expanding merchandise business in delivering motorsport apparel via online sales

Sold ~200K items over 66 SKUs

Hot selling items in 2021 are the F1 7times World Champion merchandise range and face masks.

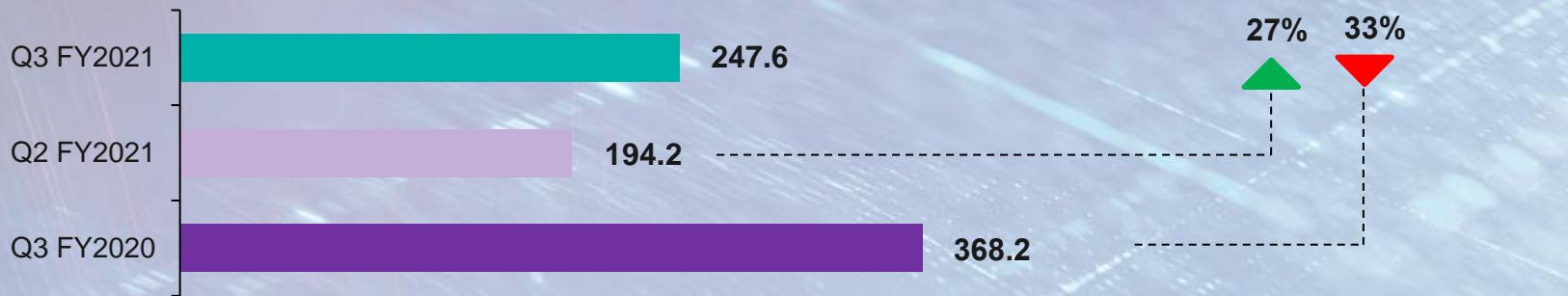
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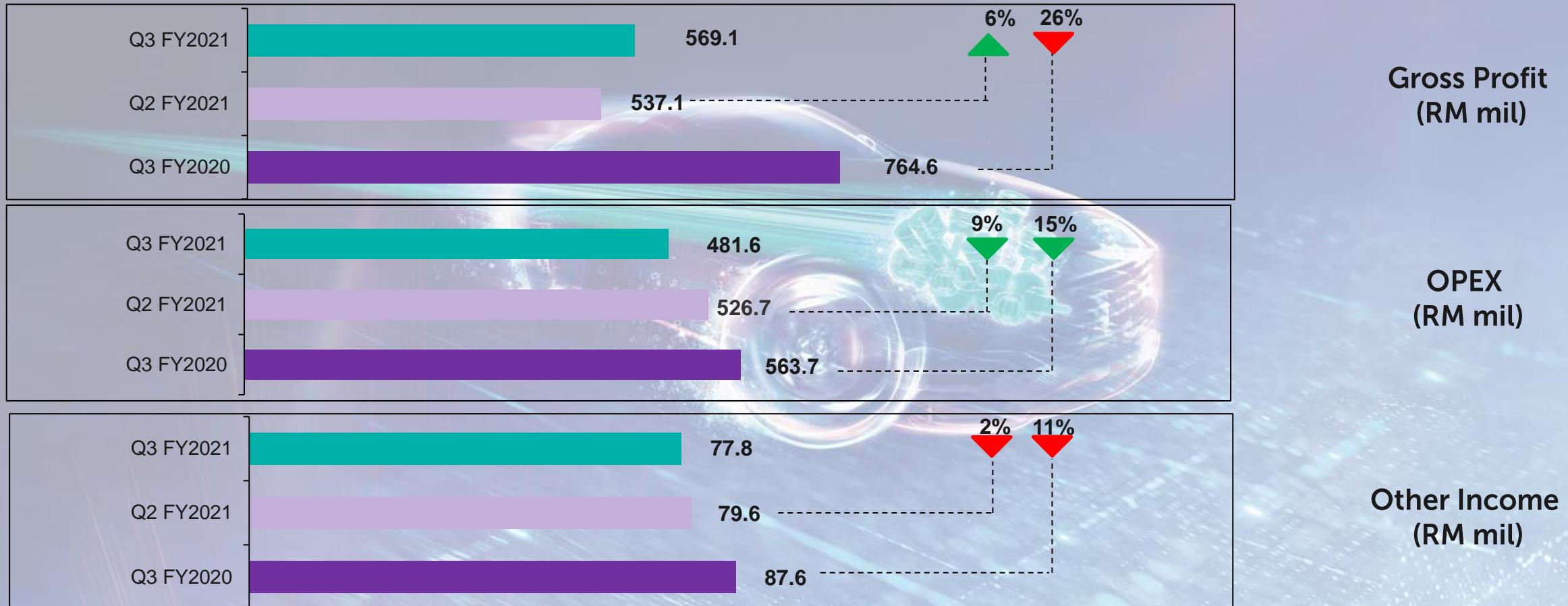
Group Financial Performance (1/2)

Lower PBT in Q3 FY2021 as compared to SPLY due to lower gross profit following lower sales volume, and lower other income, offset with lower OPEX



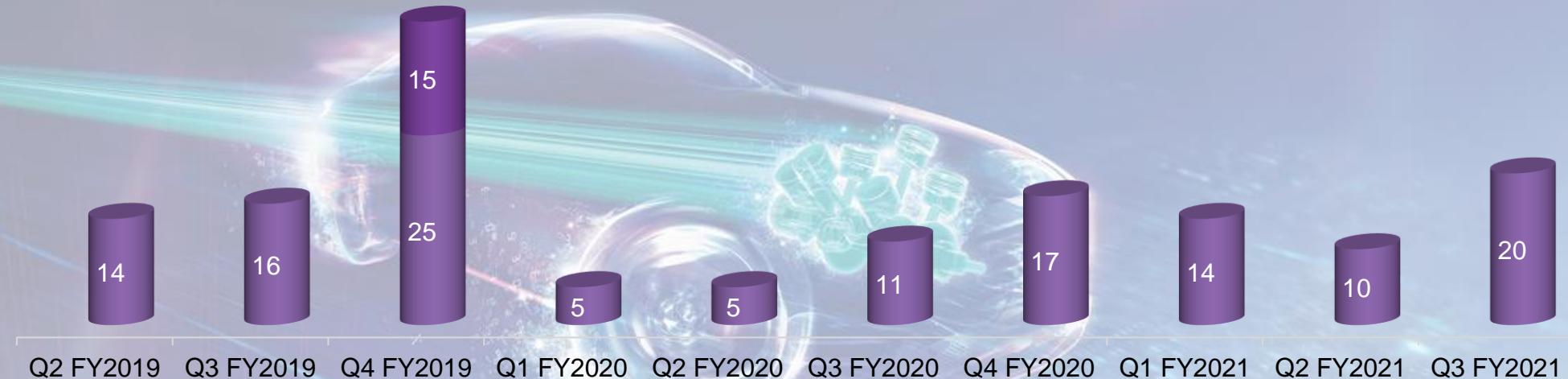
Group Financial Performance (2/2)

Lower PBT in Q3 FY2021 as compared to SPLY due to lower gross profit following lower sales volume, and lower other income, offset with lower OPEX



PetDag has declared dividend amounting to 20 sen/share

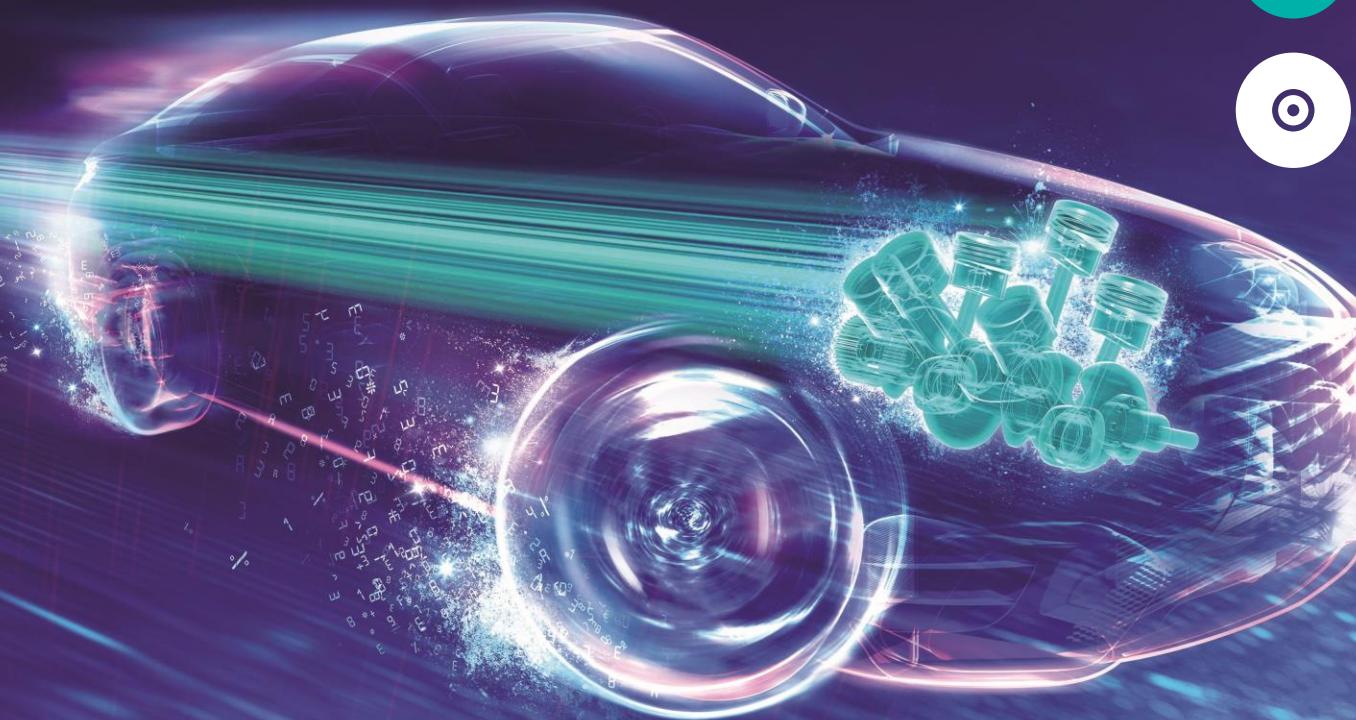
Dividend per share (RM sen)



	2019			2020				2021		
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Dividend Payout (%)	80	67	311	61	482	52	186	53	135	85

For Q3 FY2021, PetDag has declared dividend of 20 sen, with higher dividend per share by 9 sen as compared to Q3 FY2020

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Positive value to society

1

Flood Rescue Operations



2

Segar@Mesra



3

Contribution to Frontliners



Positive value to society

4

Ikhlas Ramadhan Bersama
Gas PETRONAS



5

PETRONAS Coffee Break for
Frontliners



6

ROVR provides fueling
convenience at IIUM campus



Positive value to society

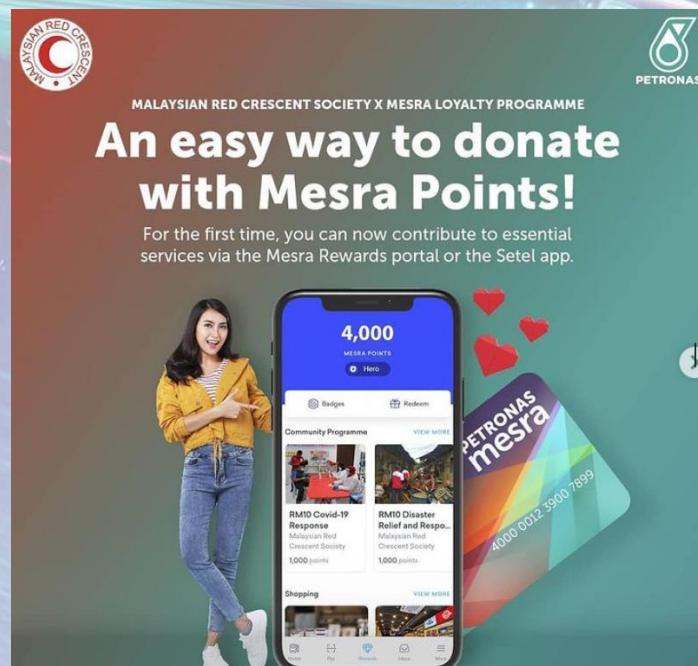
7

Food Bank Programme



8

Donation drive for Malaysia Red Crescent Society



9

Mesra Chill and Heal



FUTURE PROOF

A futuristic, transparent car with glowing blue and green energy fields around it, set against a dark, star-filled background.

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Future Proofing PDB

Our Pillars

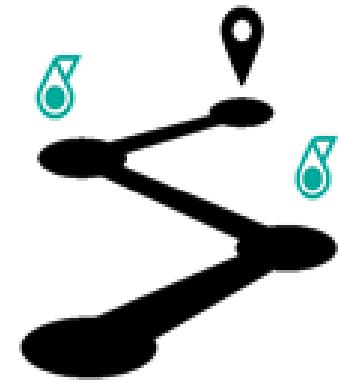
VALUE

Sustain strength of current business segments



GROWTH

Grow the non-fuel segment and capitalise on the energy transition



SUSTAINABILITY

3Ps (People, Profit, Planet) sustainability strategy



Our Promise

***“Making your everyday life
simpler and better”***



Thank you

