PETRONAS

PETRONAS DAGANGAN BERHAD

Q2 FY2025 Analyst Briefing

26 Aug 2025

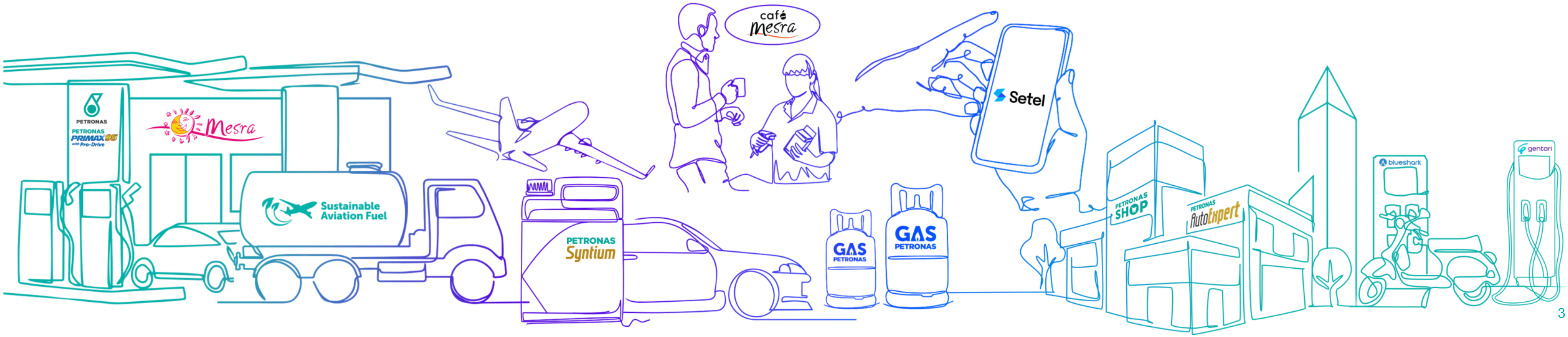
Q2 FY2025 – Key Messages

- Malaysia's economy sustained its growth in Q2, underpinned by resilient domestic spending despite persistent external headwinds

- Amid challenging market conditions, PDB's Q2 pre-tax profit moderated by 6% YoY, mitigated by lower operating expenditure

Briefing Outline

- Key Highlights
- Business & Financial Performance
- Business Programmes & Campaign Highlights
- Looking Ahead

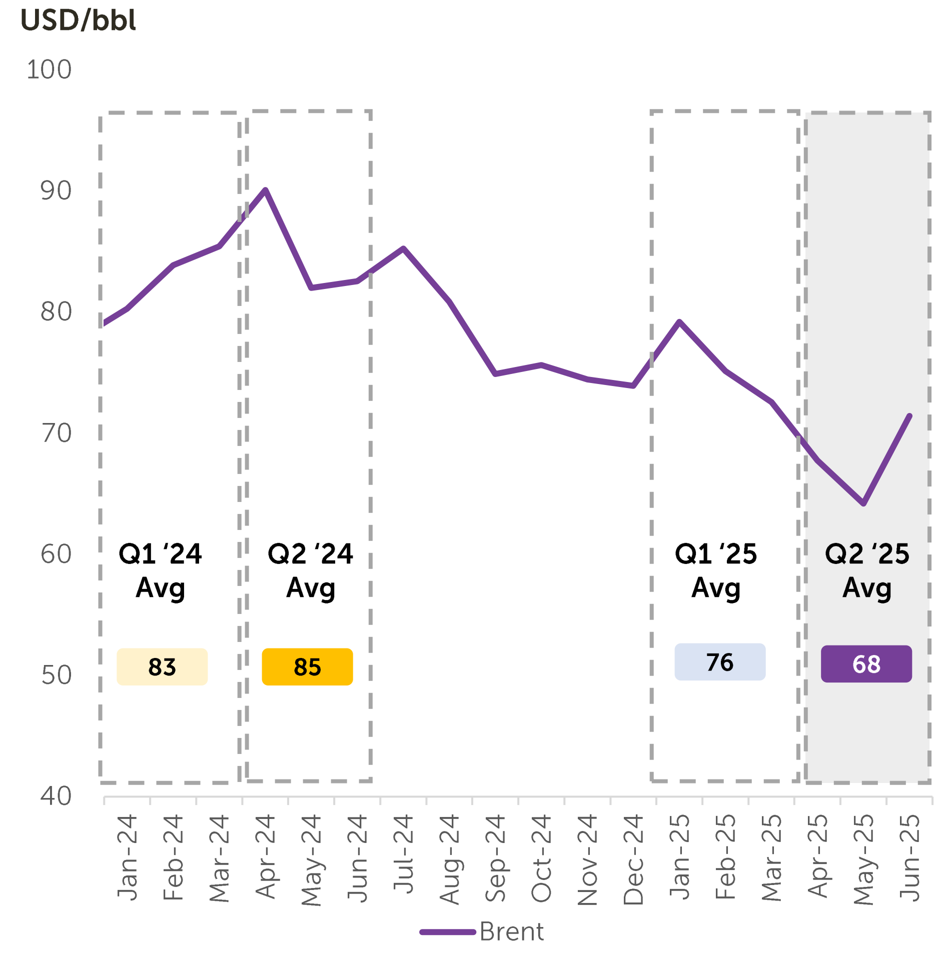


Operating Environment

Malaysia's economy expanded in Q2 2025, supported by stable inflation and sustained domestic demand

Brent crude averaged USD67.88/bbl in Q2 2025, a drop of 10.4% against Q1 2025 due to April's price decline following US tariff announcements and May's weak economic sentiment, which outweighed June's oil price rebound on Middle East tensions

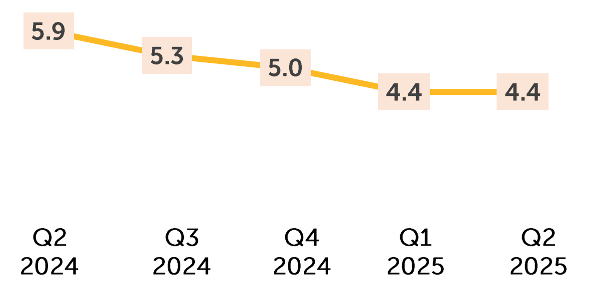
In Q2 2025, Malaysia's economy recorded a GDP growth of 4.4% with declining inflation trend. Malaysia's tourism sectors continued to show strong performance against 2024 while the automotive sector indicates normalisation of volume on new automotive sales following the previous year's record-breaking number



Source: PETCO's Crude Oil & Petroleum Products Price Outlook

GDP Growth

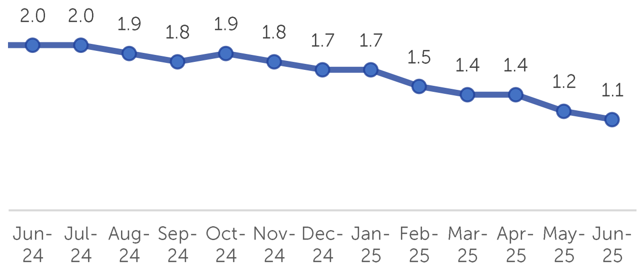
(Y-o-Y % Change)



Source: Bank Negara Malaysia

Inflation Rate

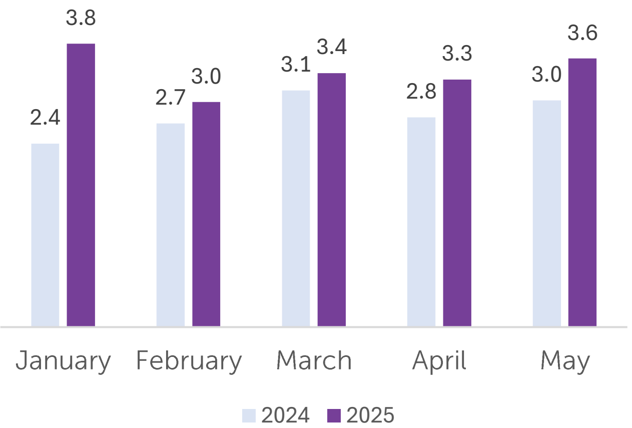
(Y-o-Y % Growth)



Source: Bank Negara Malaysia

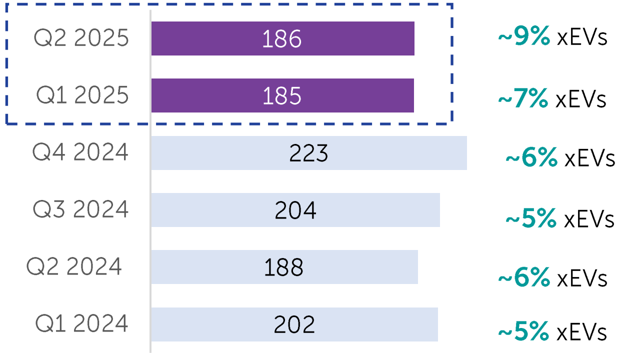
Visitor Arrival

(in million)



Source: Tourism Malaysia

Total Industry Volume (in '000 units)



Source:
(i) Total TIV number from Malaysia Automotive Association
(ii) xEV % of total TIV based on new car registration number from JPJ

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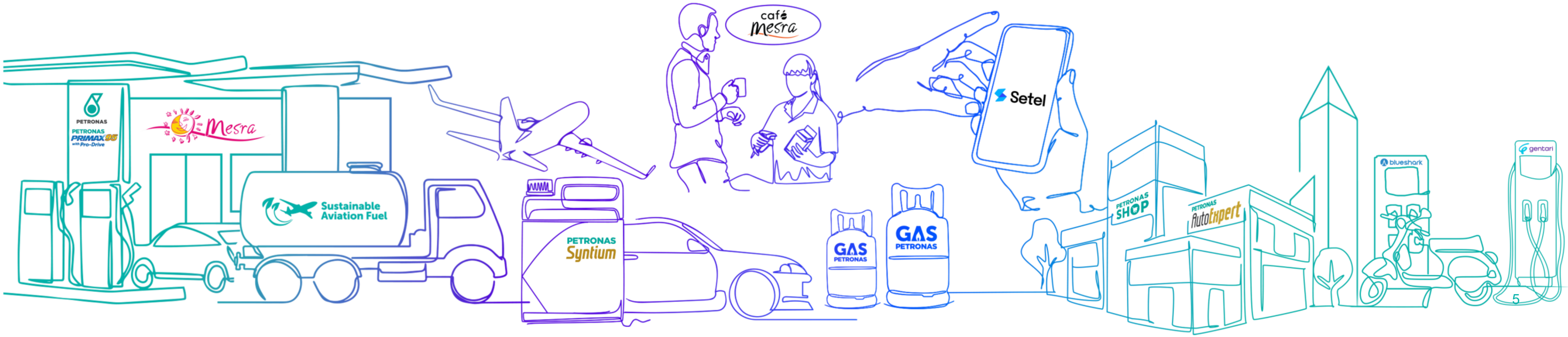


H1 2025 at a glance

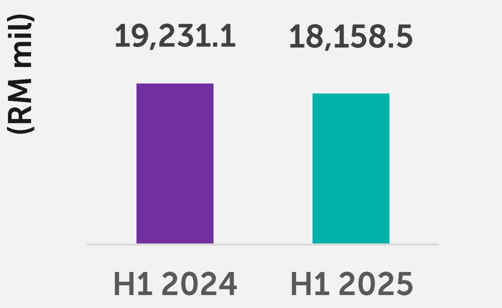
[Open]

Resilient performance even under challenging market conditions

Financial Performance

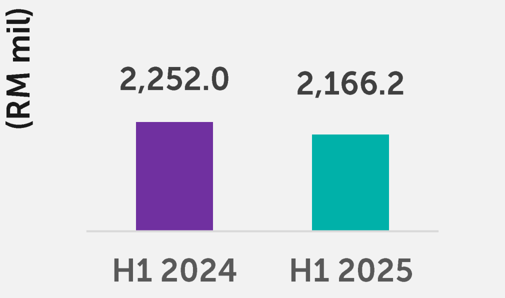
Revenue

▼ 6%



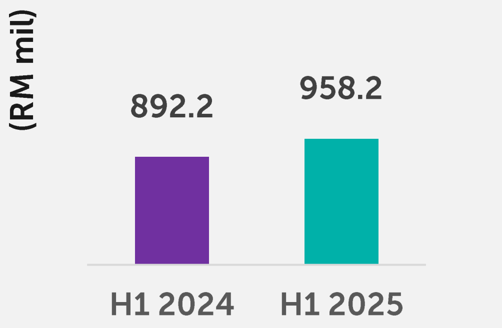
Gross Profit

▼ 4%



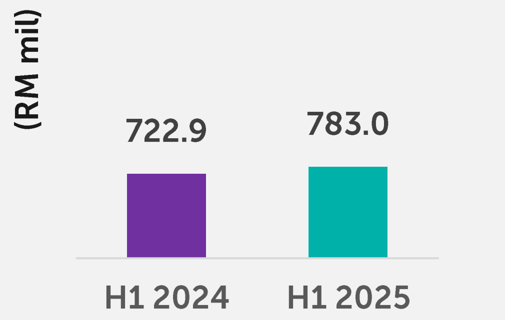
EBITDA

▲ 7%



PBT

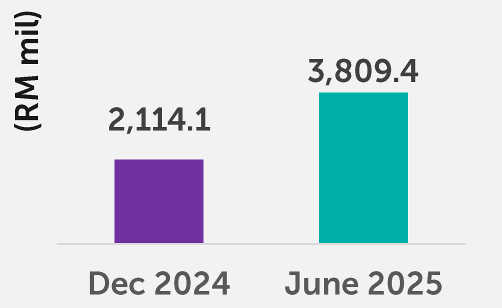
▲ 8%



Financial Position

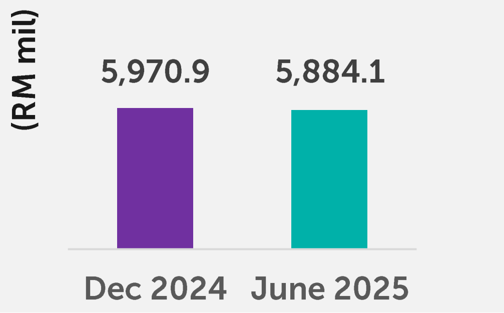
Cash & Cash Equivalent

▲ 80%



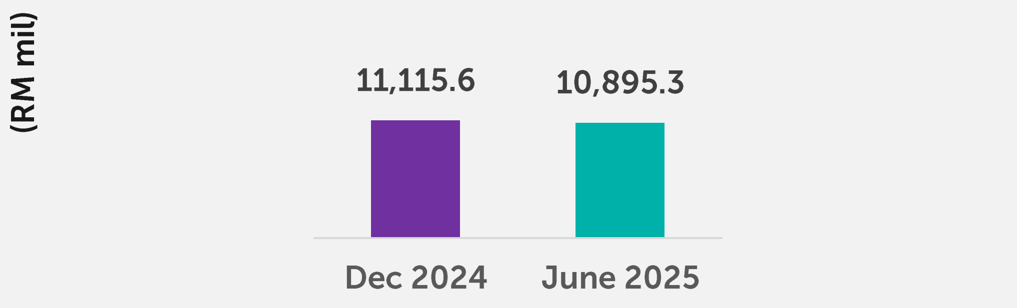
Shareholders' Equity

▼ 1%



Total Assets

▼ 2%

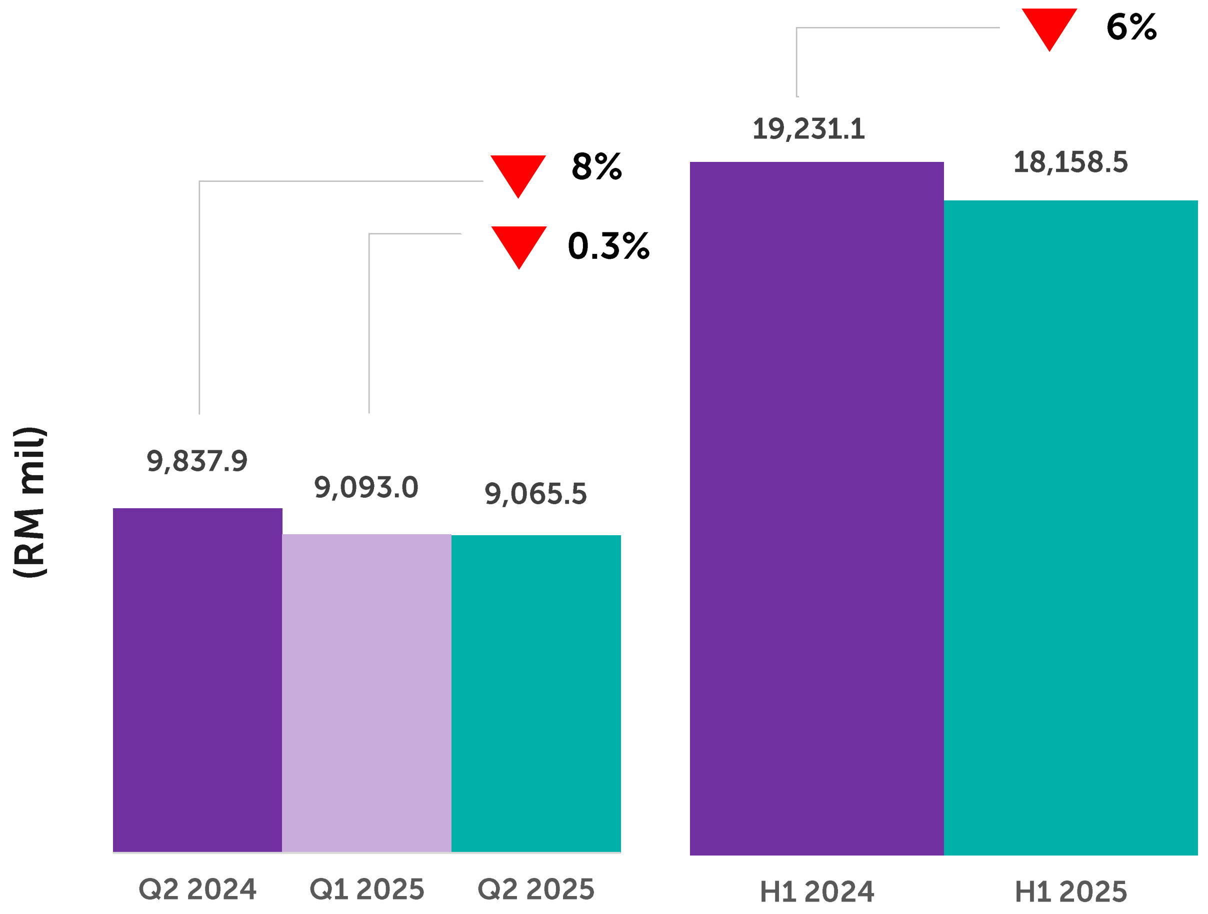


Group Financial Performance (1/2)

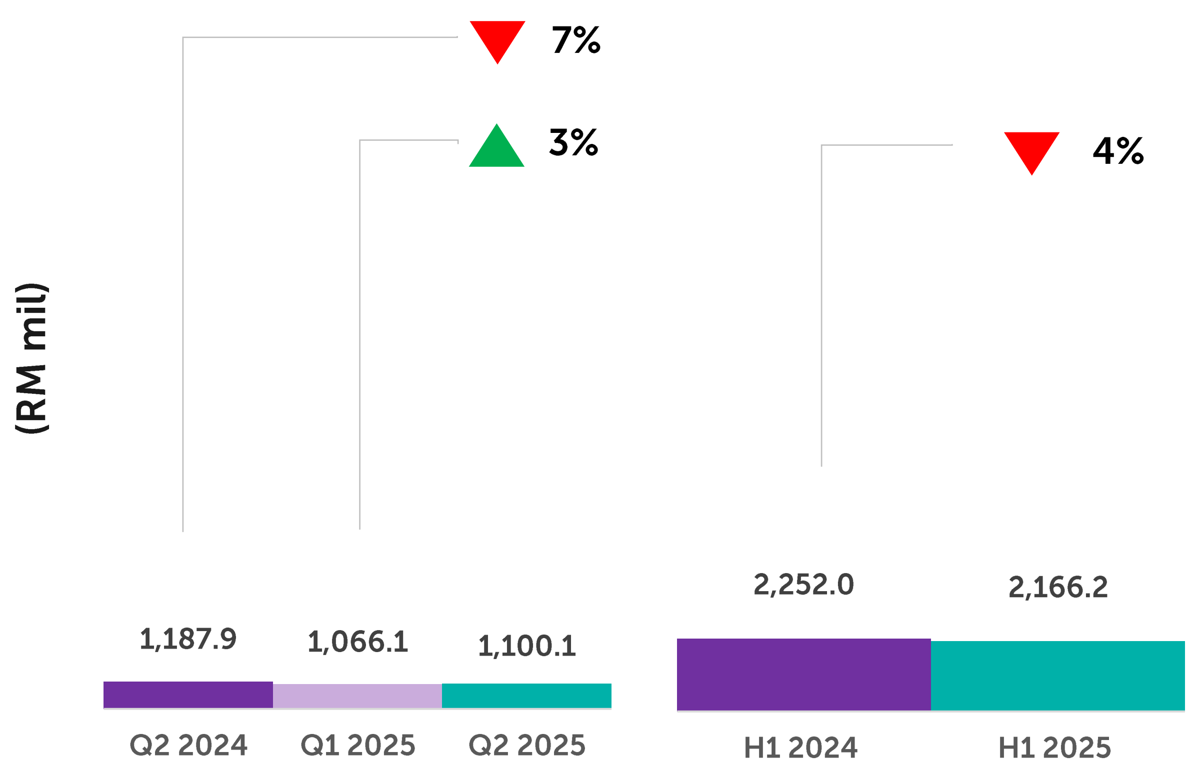
Q2 vs SPLY: Quarterly revenue moderated, reflecting lower average selling prices (ASP) and softer sales volume; Gross Profit (GP) was impacted by prevailing market dynamics

Q2 vs PQ: Quarterly revenue eased marginally in line with lower ASP, partially offset by higher sales volume; GP improved across all segments, led by the Commercial segment on the back of increased sales momentum

H1: Revenue trended lower YTD, reflecting lower ASP and softer sales volume; GP performance impacted primarily due to less favourable market environment and downward price trend



Revenue



Gross Profit

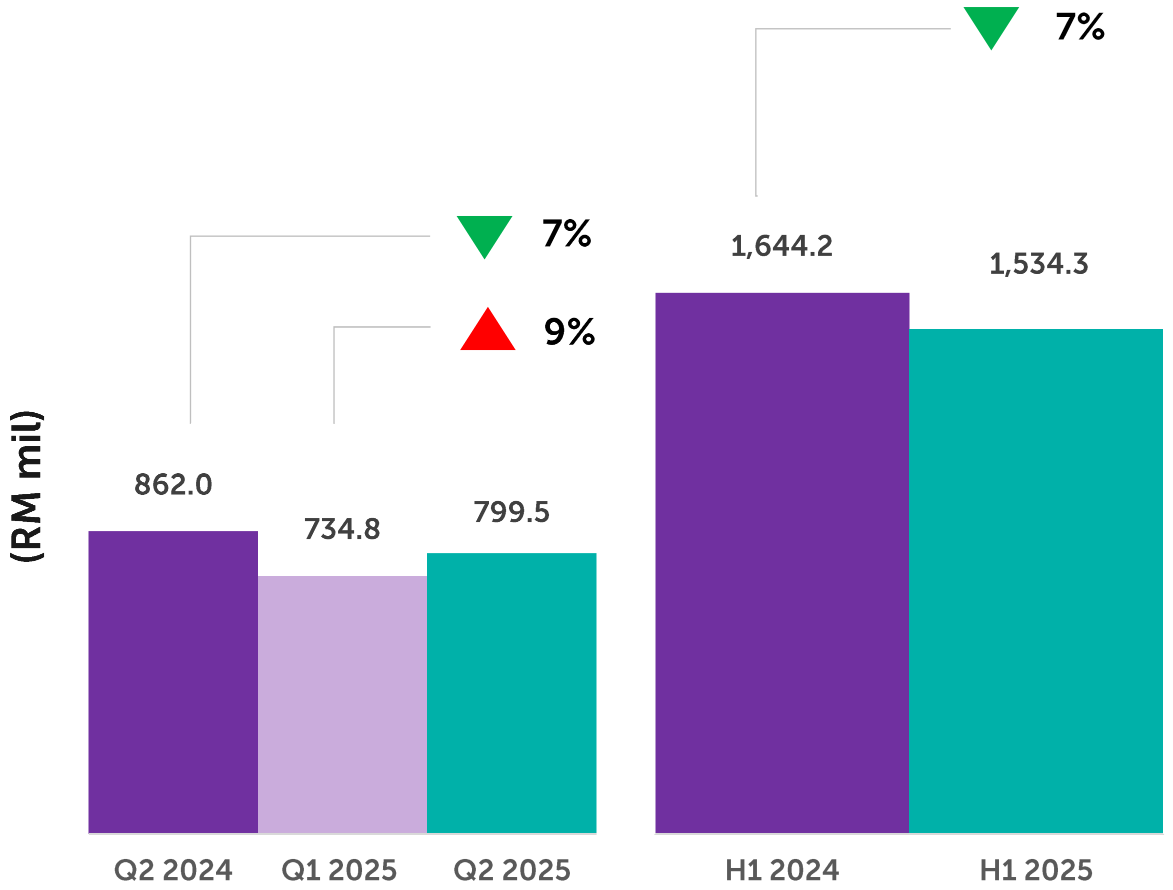
Open

Group Financial Performance (2/2)

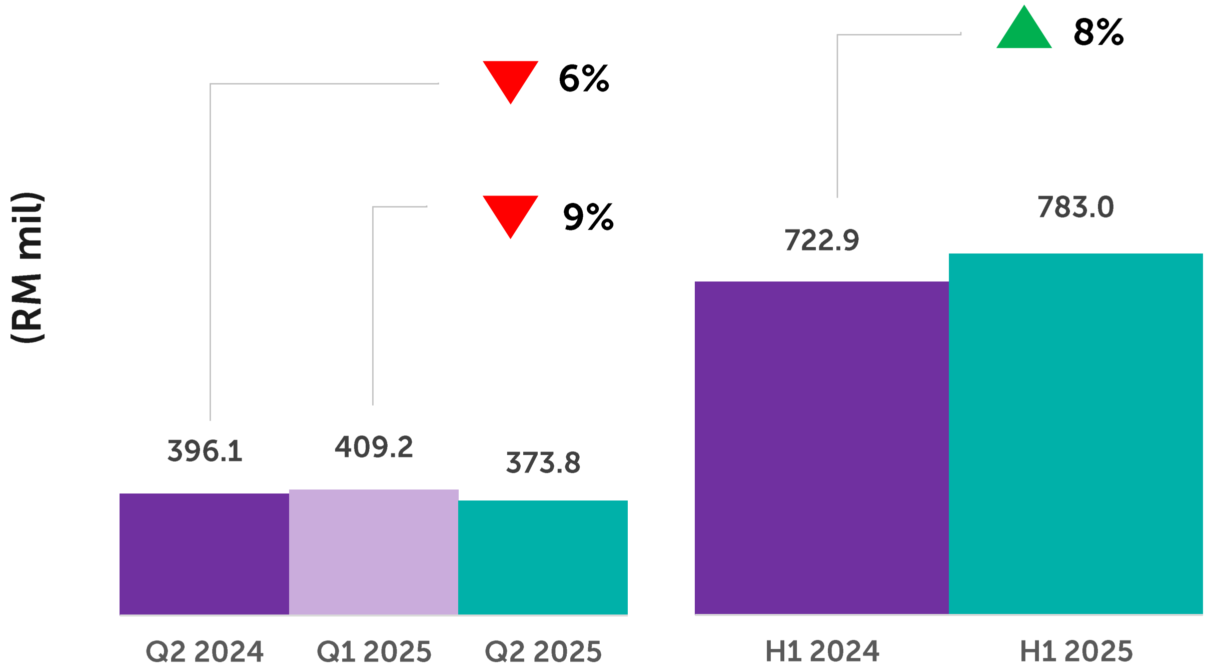
Q2 vs SPLY: Lower expenditure cushioned the impact of reduced GP and moderated the decline in Profit Before Tax (PBT)

Q2 vs PQ: Higher expenditure led to a contraction in PBT, despite improved GP

H1: Improved PBT supported by operational and commercial excellence, alongside lower operating expenditure and stronger share of profit of assoc./JV



OPEX



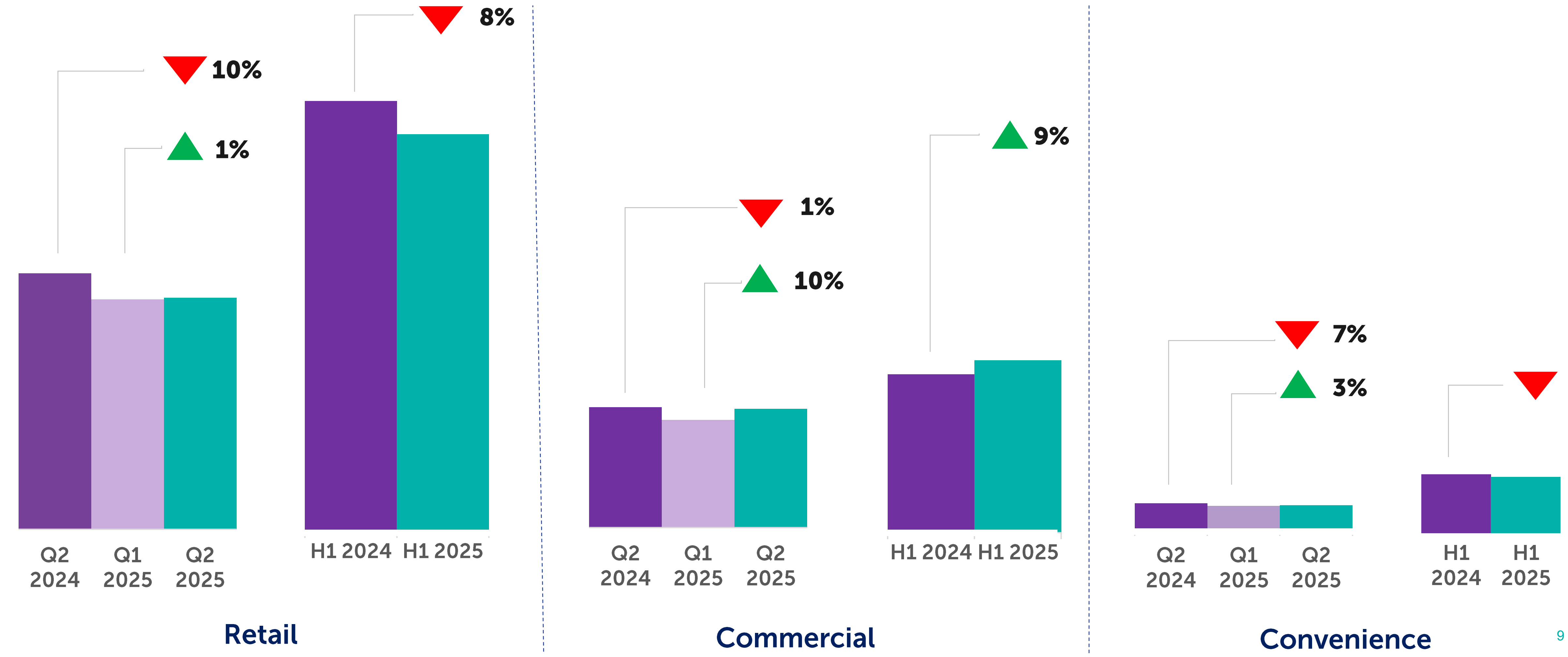
Profit Before Tax

Gross Profit by Business Segments:

Retail: Q2 and H1 margins moderated year-on-year, impacted by less favourable market environment and downward price trend; However, GP improved against PQ, driven by stronger demand for Mogas and Diesel

Commercial: GP for Q2 vs PQ and H1 strengthened, bolstered by increased demand for Jet A1 and Diesel; However, Q2 performance remained softer vs SPLY due to less favourable price trends

Convenience: GP in Q2 and H1 declined year-on-year, reflecting softer merchandise sales demand; However, Q2 performance improved vs PQ, driven by stronger chargeable sales in C-Stores

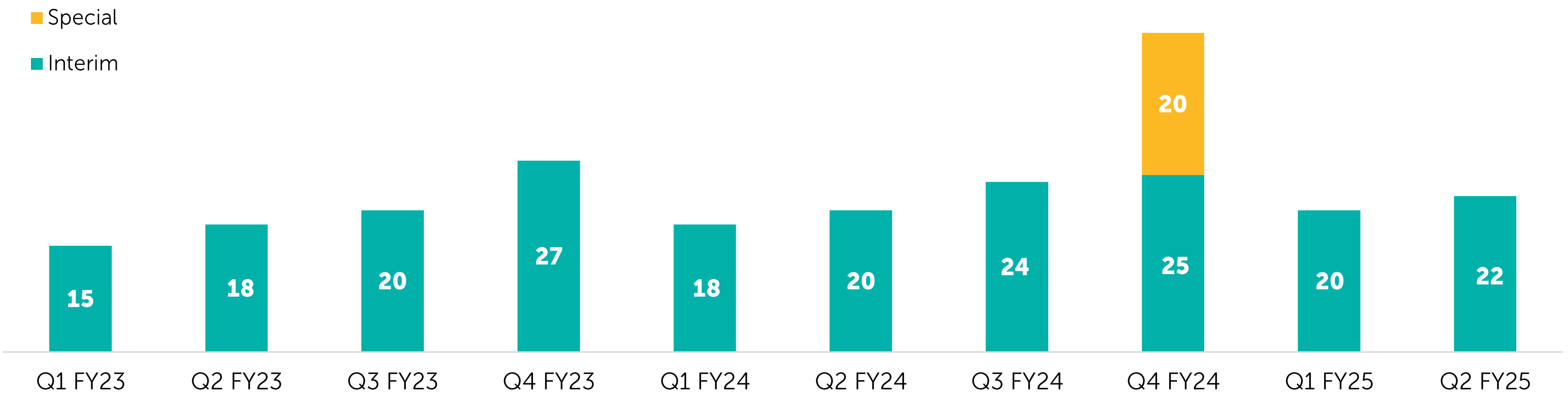


Summary

RM mil	Q2 2024	Q1 2025	Q2 2025	PQ	SPLY	2024	2025	YTD
Revenue	9,837.9	9,093.0	9,065.5	-0.3%	-8%	19,231.1	18,185.5	-6%
Gross Profit	1,187.9	1,066.1	1,100.1	3%	-7%	2,252.0	2,166.2	-4%
Profit Before Tax	396.1	409.2	373.8	-9%	-6%	722.9	783.0	8
EBITDA	477.8	498.1	460.1	-8%	-4%			
OPEX	862.0	734.8	799.5	9%	-7%	1,644.2	1,534.3	-7%
Other Income	73.6	72.6	71.7	-1%	-3%	132.5	144.3	9%
Total Volume (mil litres)				5%	-1%			-1%
Average Selling Price (sen/litre)				-5%	-7%			-4%
Retail Volume (mil litres)*				4%	-9%			-10%
Commercial Volume (mil litres)*				7%	12%			13%
Gross Profit (RM mil)								
Retail				1%	-10%			-8%
Commercial				10%	-1%			9%
Convenience				3%	-7%			-5%

Includes both LPG and Lubricant

PDB has declared dividend amounting to 22 sen/share



	2023				2024				2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Dividend Payout (%)	58	60	143	148	54	79	80	239	67	77		

For Q2 FY2025, PDB declared a total dividend of 22 sen, higher by 2 sen compared with Q2 FY2024.

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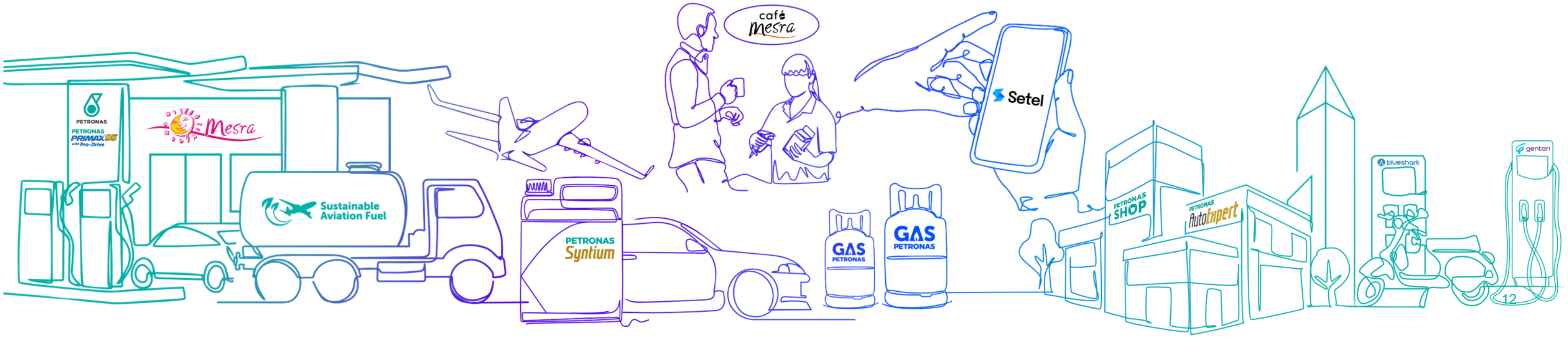

Q2 FY2025
Business Programmes and Campaign Highlights

Malaysia Autoshow (MAS)

Ganjaran Lebih Bermakna

Mesra Rewards x Setel RM10

PETRONAS Dynamic Diesel Euro 5 with Pro-Drive

LIMA'25
LANGKAWI
THE 17th LANGKAWI INTERNATIONAL MARITIME AND AEROSPACE EXHIBITION
20-24 MAY 2025

Langkawi International Maritime and Aerospace Exhibition (LIMA)

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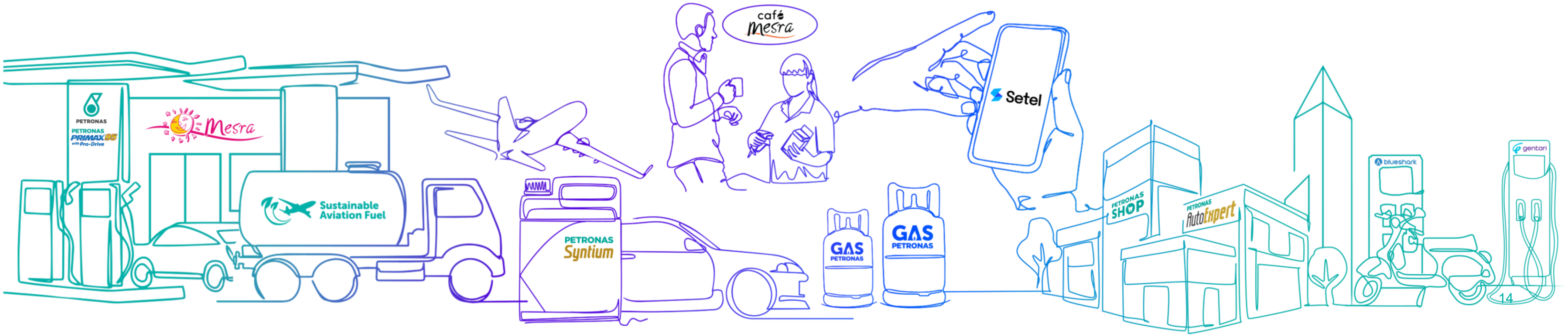

Market Outlook

PDB remains cautiously optimistic on the near-term outlook

OIL PRICE

OIL PRICE MOVEMENT

- Avg. **Brent oil price** is expected to **trend downward** in FY2025 vs FY2024, mainly due to:
  - Global oil supply is outpacing demand growth with OPEC+ expected to raise output from May to Oct 2025
  - Oversupply is expected to keep oil prices grounded in FY2025 despite the heightened geopolitical risk

DOMESTIC ECONOMY

BOOST IN PRIVATE CONSUMPTION

- **Strong domestic drivers underpin Malaysia's resilient GDP outlook, as:**
  - Private consumption will continue to be supported by wage growth and civil service salary adjustments
  - This is also aligned with govt. commitment to ease living costs through targeted cash aid
- **Tourism momentum is accelerating:**
  - Rising arrivals and spending, underpinned by preparations for Visit Malaysia 2026, are set to boost economic activity and consumer demand.

STRATEGIC INVESTMENT EXPANSION

- **Continued roll-out of major infrastructure projects:**
  - Major national projects are advancing—Pan Borneo Highway (Ph 2), Sabah–Sarawak Link Road and Central Spine Road opening new demand opportunities.
- **Malaysia's digital backbone is accelerating:**
  - Microsoft's USD 2.2B investment, including its first cloud region and three hyperscale data centres in Greater KL & Johor, positions the nation as a regional data hub and unlocks new energy demand opportunities.

DRIVING LOW-CARBON GROWTH

- **Malaysia is accelerating its low carbon transition through:**
  - Targeted promotion of biodiesel blends (B20/B30) using local agro-commodities
  - EV charging scale-up remains phased (*over 4,100 stations deployed as of March 2025 versus a 10,000-year-end target*), with DC fast chargers coming online, supporting resilient fuel demand in Malaysia through Q3 & Q4

Source Woodmac Macro Oils Short-Term Outlook: July 2025, Bank Negara Malaysia, Ministry of Tourism & Culture, Kenanga Research, (03 July 2025) Construction Sector, ASEAN Briefing (May 2025), RMK-13, Business Today: Malaysia Accelerates Towards Green Mobility (May 2025)

Concluding Remarks

- Strategic Focus: PDB remains committed to navigating market uncertainties through agility, sharp execution, and targeted strategic initiatives

- Economic Outlook: Malaysia's domestic economy is expected to stay resilient, supported by steady consumer spending and ongoing investment momentum

- Growth Ambitions: Building on this foundation, the Company aims to drive sustainable growth by enhancing competitiveness, deepening customer engagement, and delivering value across its Core and Convenience businesses

PETRONAS

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