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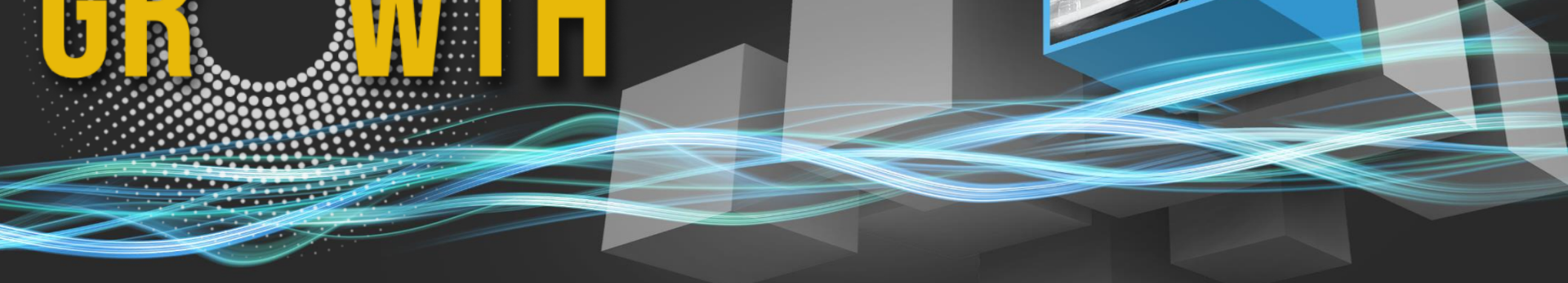
The MATERIALS and related discussions today, including but not limited to those regarding the retail, commercial, LPG and lubricants businesses, the inventory holding days, petroleum products prices movement, dated brent price movement, future capital expenditures in general, generation of future receivables, sales to customers, cash flows, costs, cost savings, debt, demand, disposals, dividends, earnings, efficiency, gearing, growth, strategy, trends, reserves and productivity together with statements that contain words such as "believe", "plan", "expect" and "anticipate" and similar expressions thereof, may constitute forward looking statements. Such forward looking statements are subject to certain risks and uncertainties, including but not limited to, the economic situation in Malaysia, increases in regulatory burdens in Malaysia, levies or taxes in Malaysia, and changes in prices or demand for utilities and services provided by us as a result of competitive actions or economic factors. Such forward looking statements are also subject to the risks of increased and performance by third parties in accordance with contractual terms and specifications. Should one or more of these uncertainties or risks, among others, materialise, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed, and anticipated improvements in capacity or performance may not be fully realised. Although we believe that the expectations of management as reflected by such forward looking statements are reasonable based on information currently available, no assurances can be given that such expectations will prove to have been correct. Accordingly, you are cautioned not to place undue reliance on the forward looking statements. We undertake no obligation to update or revise any of them, irrespective of possible new information, future events or otherwise. The Materials are strictly confidential and must not be copied, reproduced, distributed, summarised, disclosed, referred or passed to others at any time without the prior written consent of PetDag.

PETRONAS Dagangan Berhad

Analyst Briefing for Q1 FY2019

29 May 2019

FUELLING
GROWTH





Economic Outlook Q1 FY2019

Financial Results

Outlook and Focus Areas

Q&A

FUELLING
GROWTH

Key Highlights

- 1 Dated Brent and Petroleum Product Prices strengthened in Q1 FY2019;**

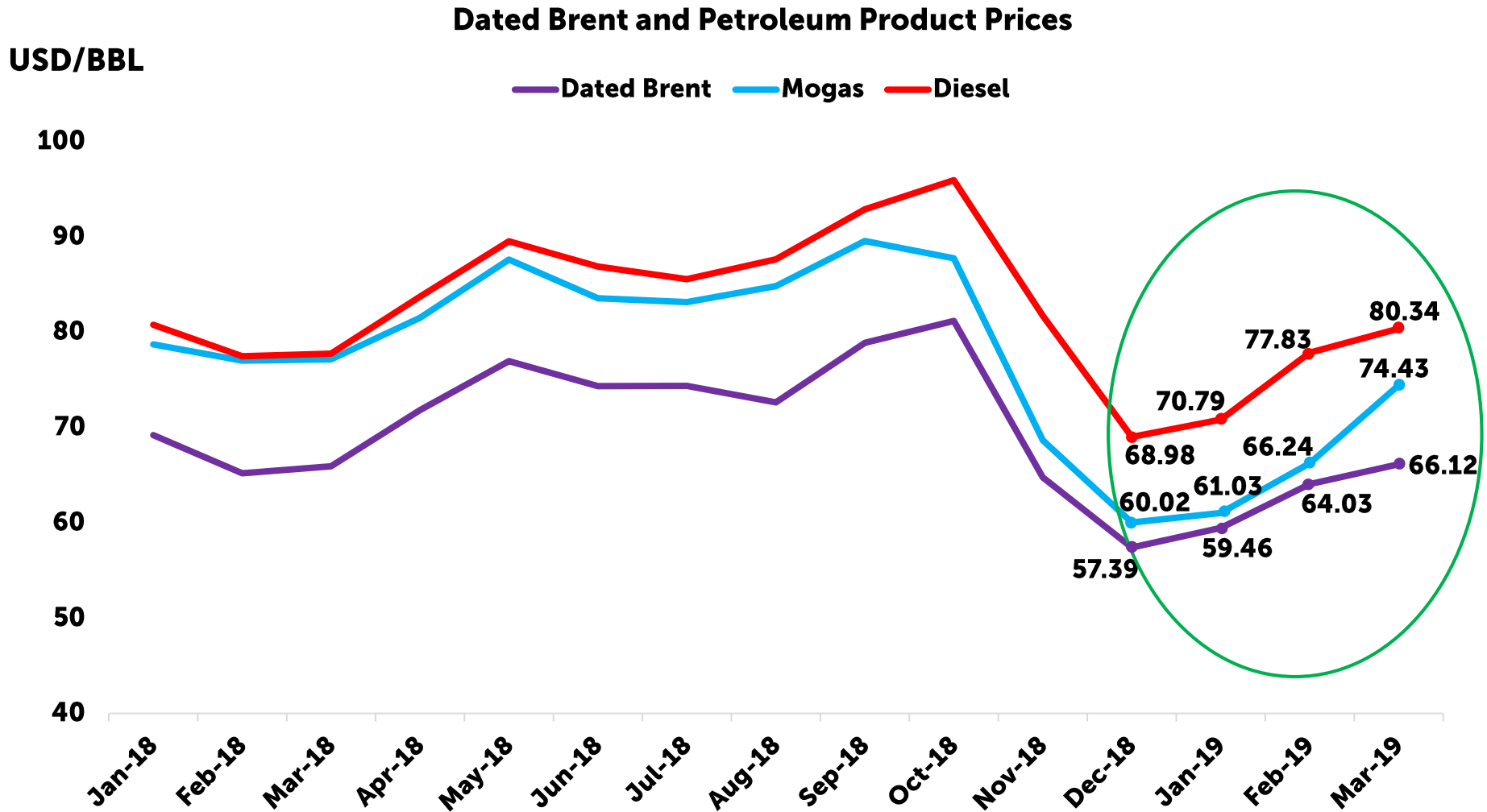
- 2 Revision of Dealer's commission for MOGAS and Diesel;**

- 3 Higher volume by 3% against Q1 FY2018;**

- 4 PBT for Q1 FY2019 was RM383.0 mil, 32% higher against SPLY; and**

- 5 Interim dividend of 15 sen/share was declared for Q1 FY2019.**

Dated Brent and Petroleum Product Prices strengthened Q1 FY2019

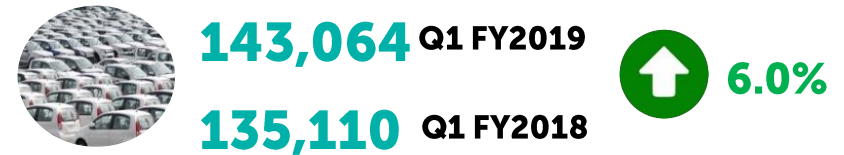


Malaysia's economic indicators

Gross Domestic Product (%)



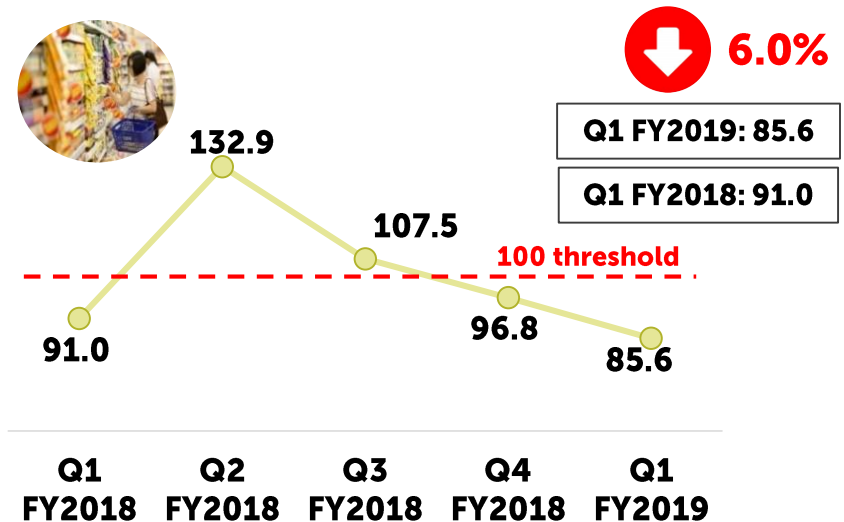
Car Sales (Unit)



Inflation Rate (%)



Consumer Sentiment Index



Manufacturing Index



Industry Update

1

Automatic Pricing Mechanism



Increase in Dealer's Commission

RM0.15/Ltr for MOGAS

RM0.10/Ltr for Diesel

2

Retail Fuel Prices



RM
= 2.08



RM
= 2.18

Capping of Retail Pump Price

RM2.08 for Ron95

RM2.18 for Diesel

3

Others



Smoking Ban

At eateries effective

1 January 2019



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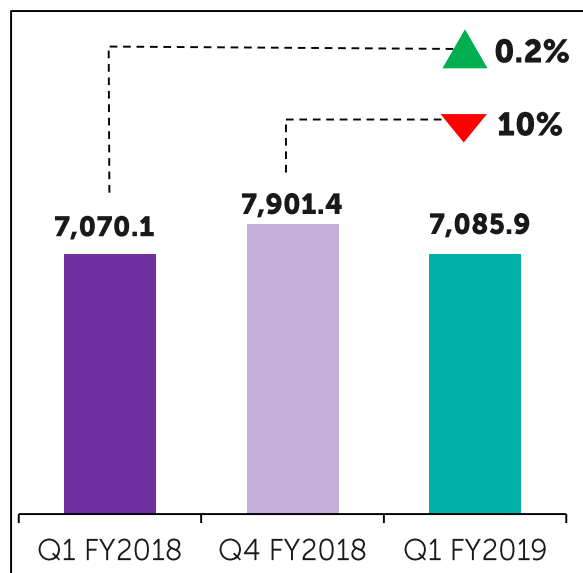
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Group Financial Performance

The Group recorded strong financial performance with an increase in PBT by 32% against Q1 FY2018

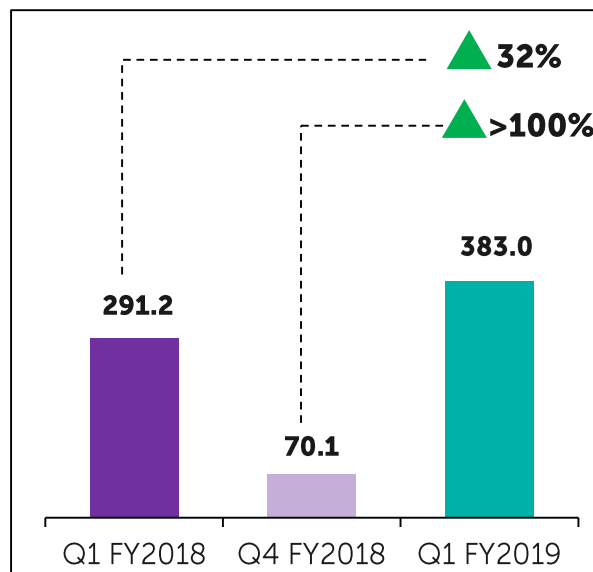
Revenue

(RM mil)



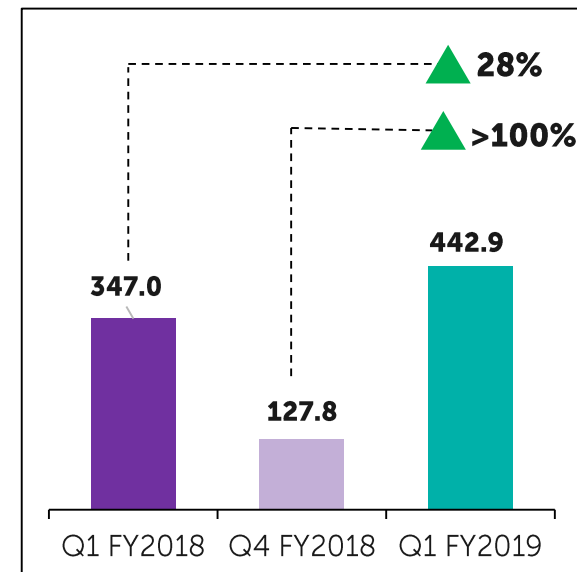
Profit Before Tax

(RM mil)



EBITDA

(RM mil)



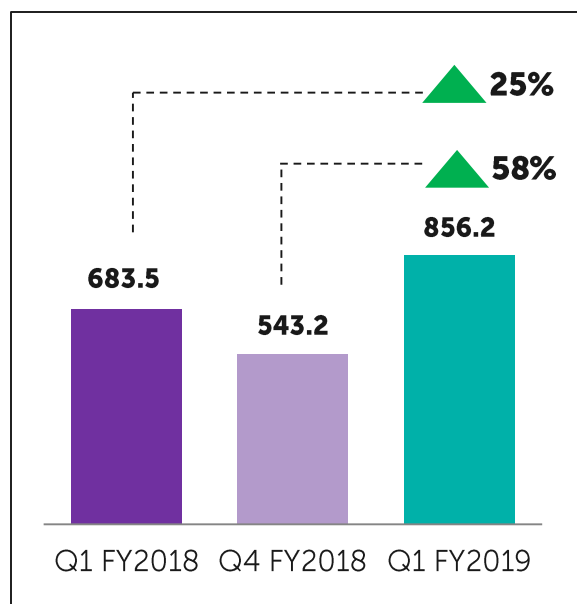
| Item | Q1 FY2019 | Q1 FY2018 | Q4 FY2018 |
|----------------------------|-----------|-----------|-----------|
| Average Selling Price (RM) | 1.88 | 1.94 | 2.06 |
| EPS (sen) | 29.3 | 22.0 | 4.7 |

Gross Profit was higher by 25% against Q1 FY2018

Due to higher margins whilst Other Income was higher by 17%
offset by higher OPEX by 20%

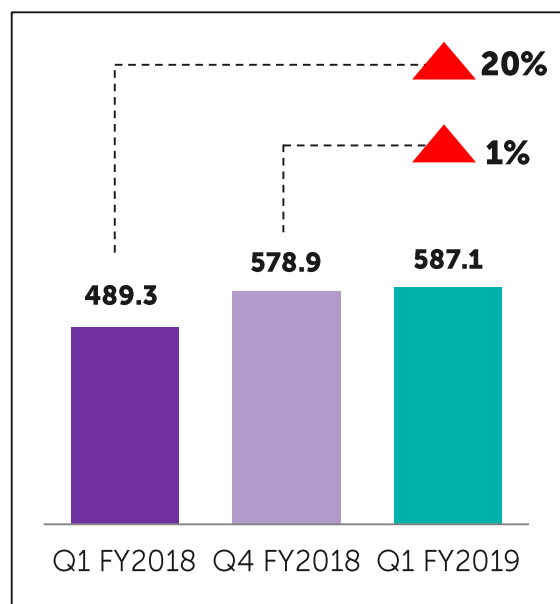
Gross Profit

(RM mil)



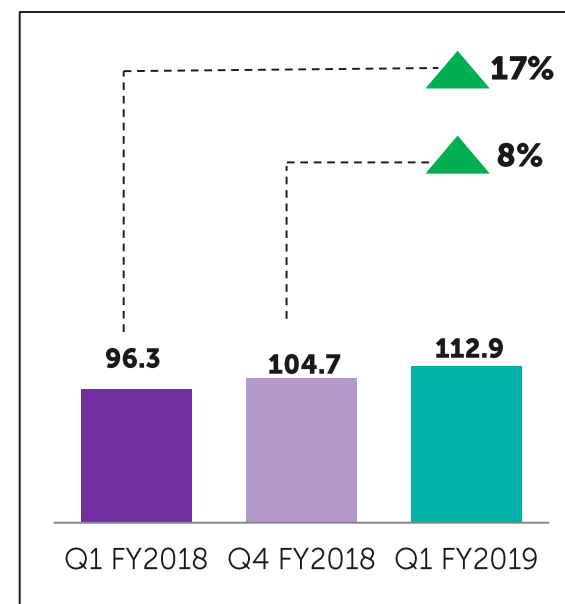
OPEX

(RM mil)



Other Income

(RM mil)



Impact of Dealer's Commission

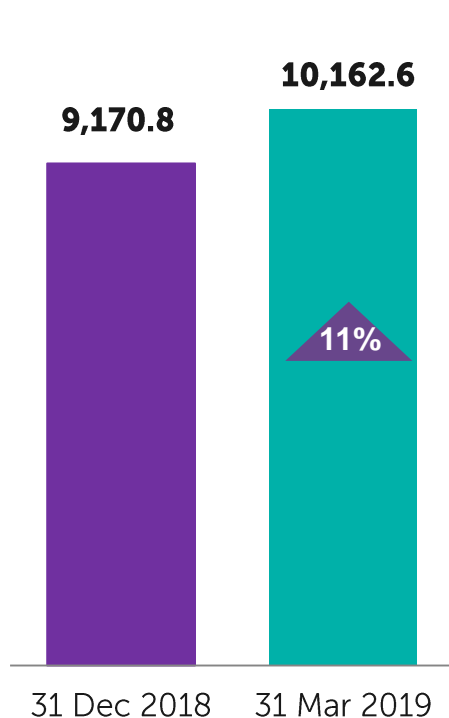
| Item | Q1 FY2019 vs Q1 FY2018 | Q1 FY2019 vs Q4 FY2018 |
|---------------------|------------------------|------------------------|
| Higher Gross Profit | RM 58 million | RM 52 million |
| Higher OPEX | RM 58 million | RM 52 million |

Consolidated Statement of Financial Position

Improved Return on Equity and strengthen cash position.

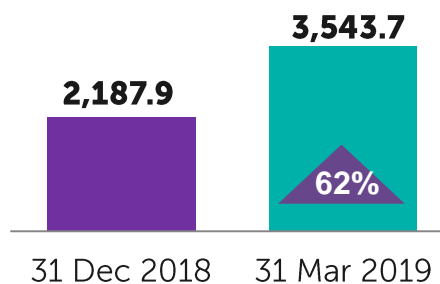
Total Assets

(RM mil)



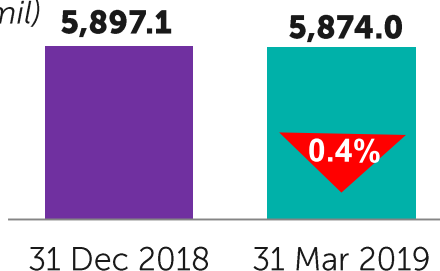
Cash and Cash Equivalents

(RM mil)

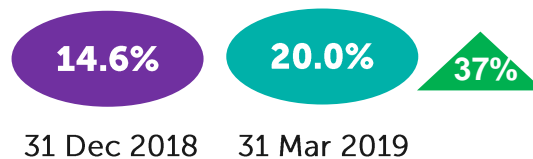


Equity attributable to shareholders of the Company

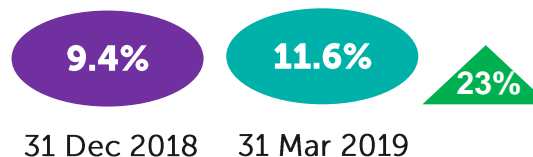
(RM mil)



Return on Equity

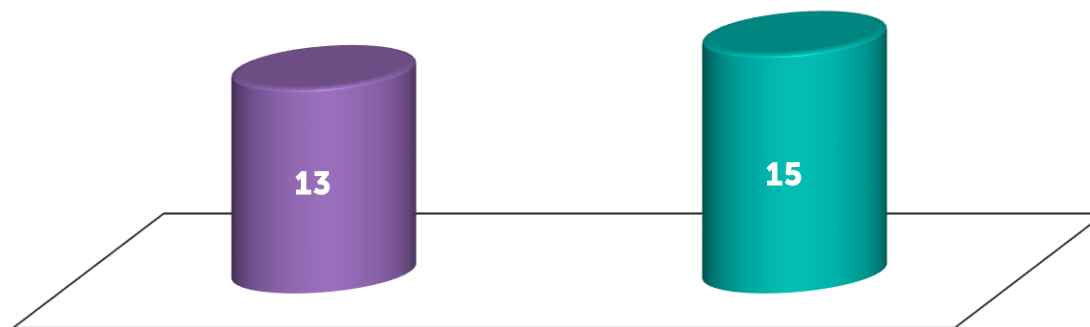


Return on Total Assets



For Q1 FY2019, PetDag has declared dividend amounting to 15 sen/share

Dividend per share (RM sen)



Q1 FY2018

Q1 FY2019

| | Q1 FY2018 | Q1 FY2019 |
|---------------------|-----------|-----------|
| Dividend Payout (%) | 64% | 54% |

Economic Outlook Q1 FY2019

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GROWTH

Outlook 2019

1 Retail Fuel Prices

❖ Implementation of targeted fuel subsidy in Q2 FY2019



Mechanism on fuel prices to be announced tomorrow (Jan 4)

NATION

Thursday, 3 Jan 2019
4:50 PM MYT



By Hemananthani
Sivanandam

Targeted petrol subsidy recipients list almost ready

February 13, 2019, Tuesday at 12:01 AM

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PORT DICKSON: The government is now in the final phase of identifying eligible recipients of targeted petrol subsidies to be implemented in the second quarter of this year.

Domestic Trade and Consumer Affairs Minister Datuk Seri Saifuddin Nasution Ismail said this was the result of a series of discussions held with gas station operators and consumer associations.

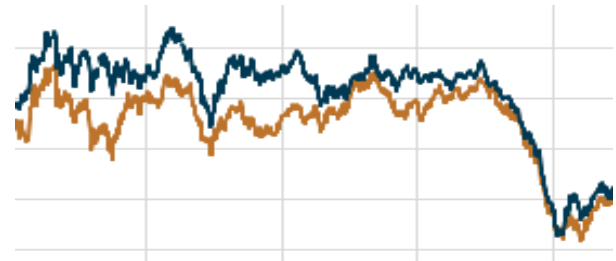
"In addition, the Ministry of Finance will also at any time announce the selected vendor to develop a targeted RON95 petrol subsidy programme implementation system," he said in his speech at the opening of the BHPetrol Sepang Lukut fuel station owned by Seng Group of Companies here yesterday.

Saifuddin said it was the government's hope that the targeted petrol subsidies would be implemented as it is now.



Datuk Seri Saifuddin
Nasution Ismail

2 Prices expected to continue to be volatile



3 Implementation of Departure Levy on 1 June 2019

HOME MALAYSIA

IATA predicts departure tax will cut air travellers by 835,000 annually

Published 1 month ago on 11 April 2019



IATA regional vice-president for Asia-Pacific, Conrad Clifford, said the air passenger departure levy has the potential to do more harm than good to the local economy. — AFP pic

KUALA LUMPUR, April 11 — The International Air Transport Association (IATA) has asked

NEWS

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US starts giving documents of ex-Goldman banker Ng Ir

Focus Areas



1

Transforming Customer Experience

2

Market Leadership

3

Safe, Reliable and Efficient Operations

4

Digitally Enabled

Creating seamless and frictionless customer experience

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