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Analyst Briefing for Q2 FY2018

21 August 2018

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Presentation Outline

» Key Highlights for Q2 FY2018

Financial Results

Focus Areas

Q&A

Key Highlights

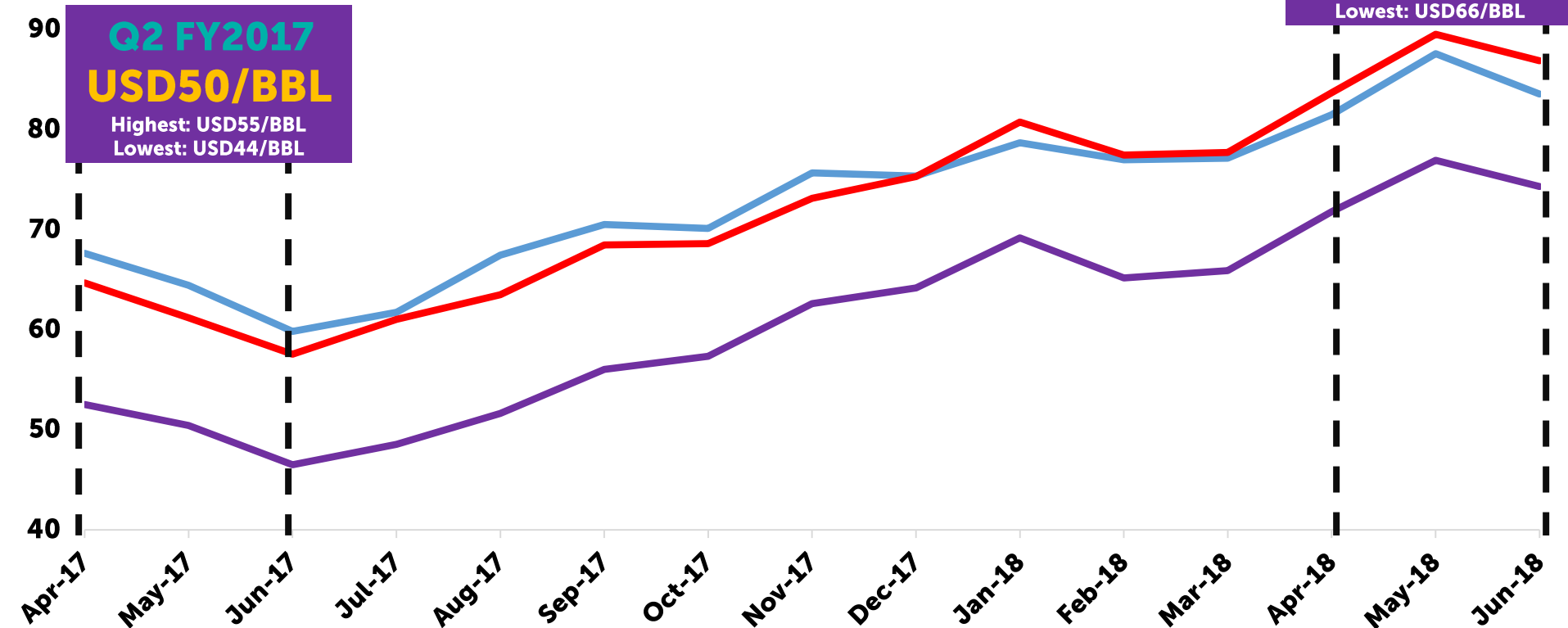
- » **Average oil price was USD74/bbl, 48% higher as compared to SPLY;**
- » **Improved volume by 1% in YTD FY2018 against SPLY;**
- » **PBT for Q2 FY2018 was RM424.3 mil, 38% higher against SPLY; and**
- » **Interim dividend of 16 sen/share was declared for Q2 FY2018.**

Average oil price was USD74/bbl, 48% higher as compared to Q2 FY2017

Dated Brent and Petroleum Product Prices

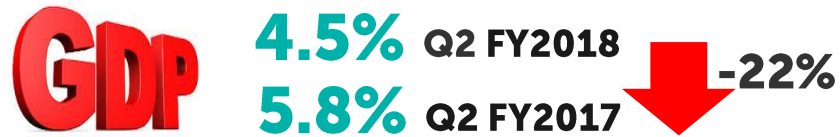
Ron 95 Diesel Dated Brent

USD/BBL

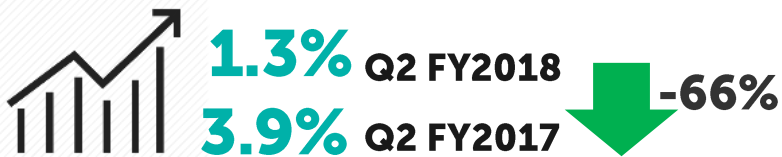


Malaysia's economic indicators for Q2 FY2018

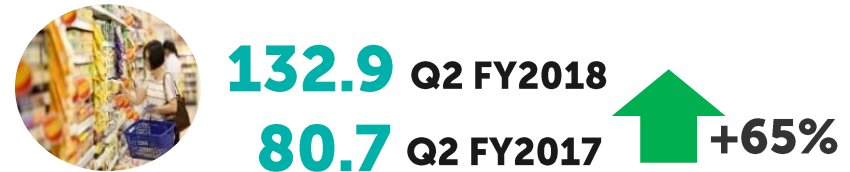
Gross Domestic Product (%)



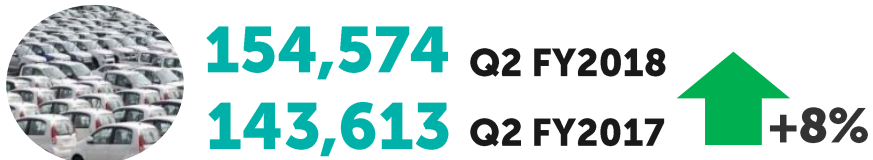
Inflation Rate (%)



Consumer Sentiment Index



Car Sales (Unit)



Manufacturing Index



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Key Highlights for Q2 FY2018

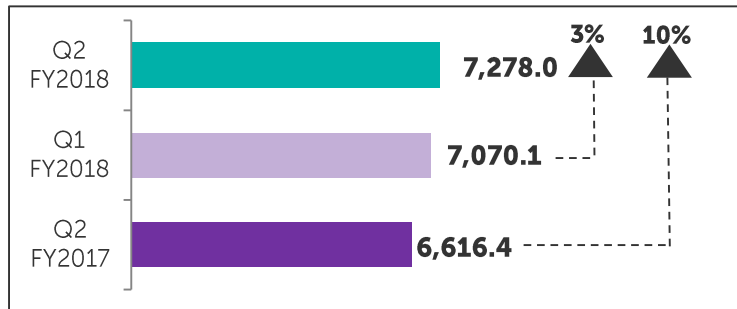
» Financial Results

Focus Areas

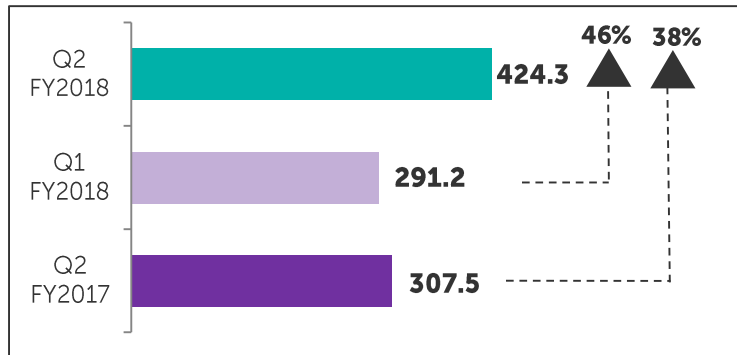
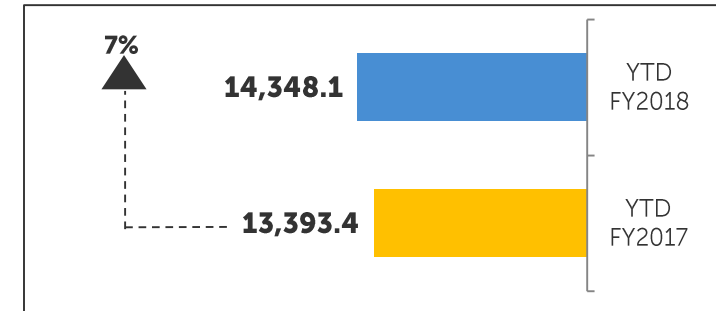
Q&A

Group Financial Performance

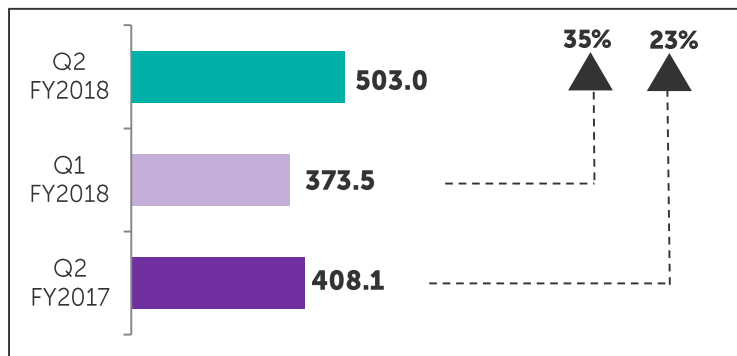
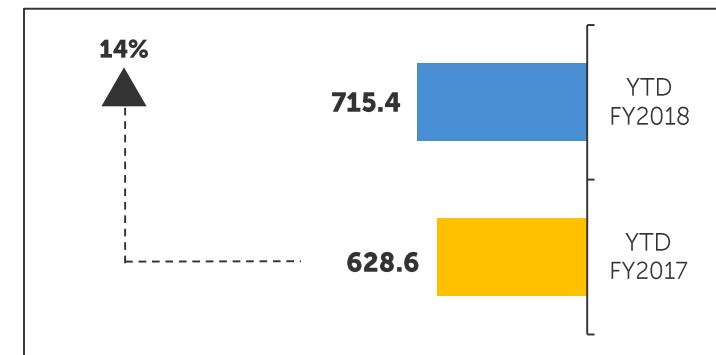
The Group recorded strong financial performance with an increase of PBT by RM133.1 million and RM116.8 million against Q1 FY2018 and Q2 FY2017, respectively



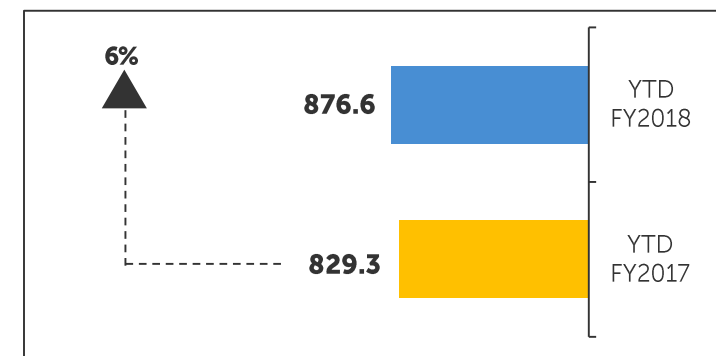
Revenue
(RM mil)



Profit Before Tax
(RM mil)

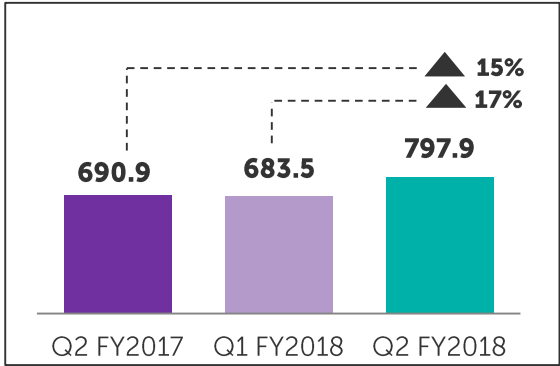


EBITDA
(RM mil)

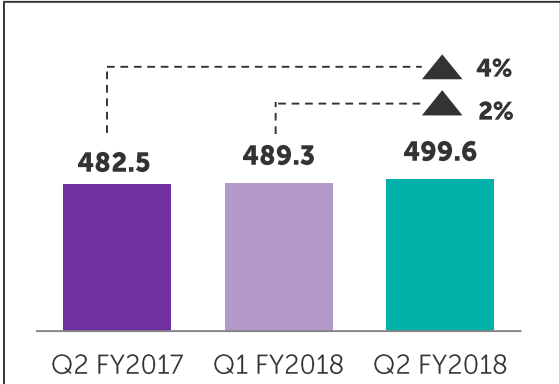
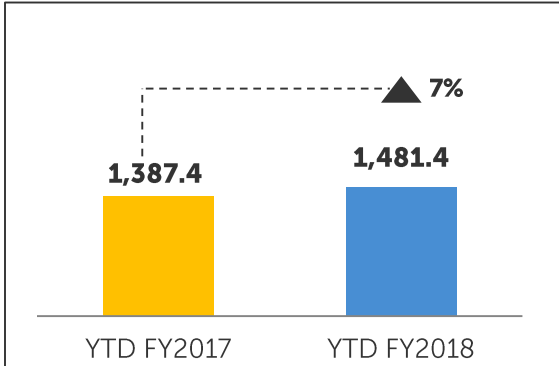


▪ EPS for the quarter was 31.6 sen, 6.8 sen and 9.6 sen higher compared to Q2 FY2017 and Q1 FY2018, respectively

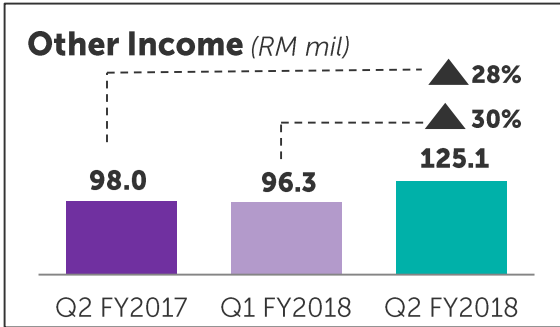
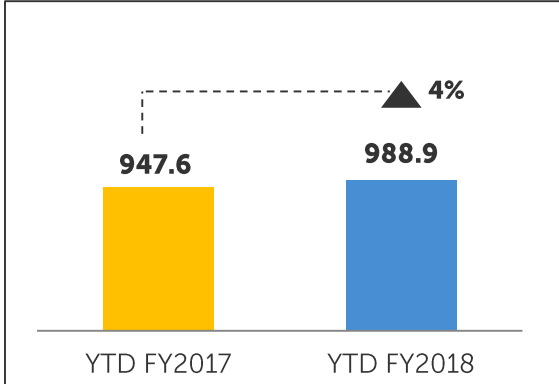
Gross Profit stood at RM797.9 mil, higher by 15% and 17% against Q2 FY2017 and Q1 FY2018, respectively primarily due to higher margins



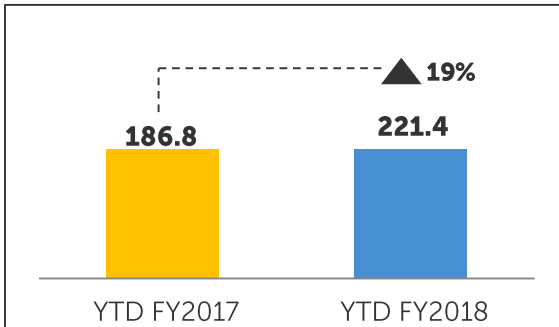
Gross Profit
(RM mil)



OPEX
(RM mil)



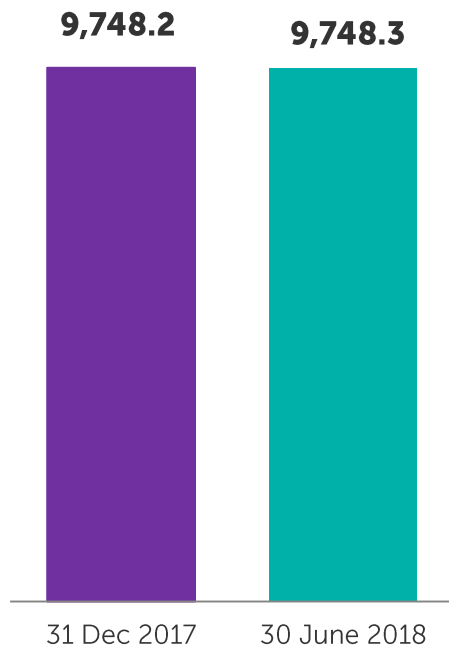
Other Income
(RM mil)



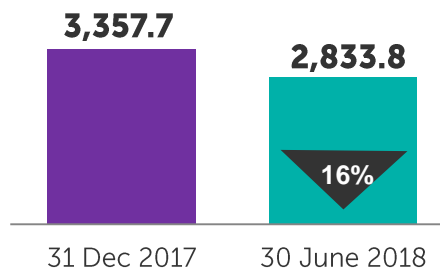
Consolidated Statement of Financial Position

Return on Equity improved to 18.4%

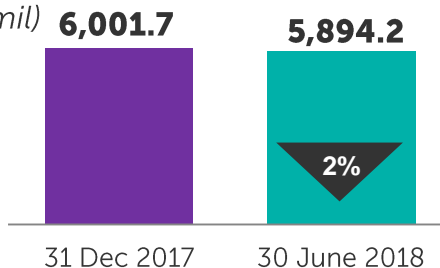
Total Assets
(RM mil)



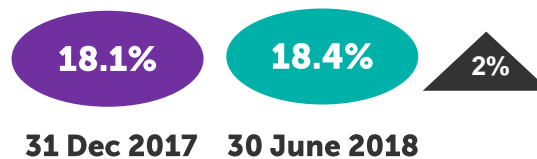
Cash and Cash Equivalents
(RM mil)



Equity attributable to shareholders of the Company
(RM mil)



Return on Equity*

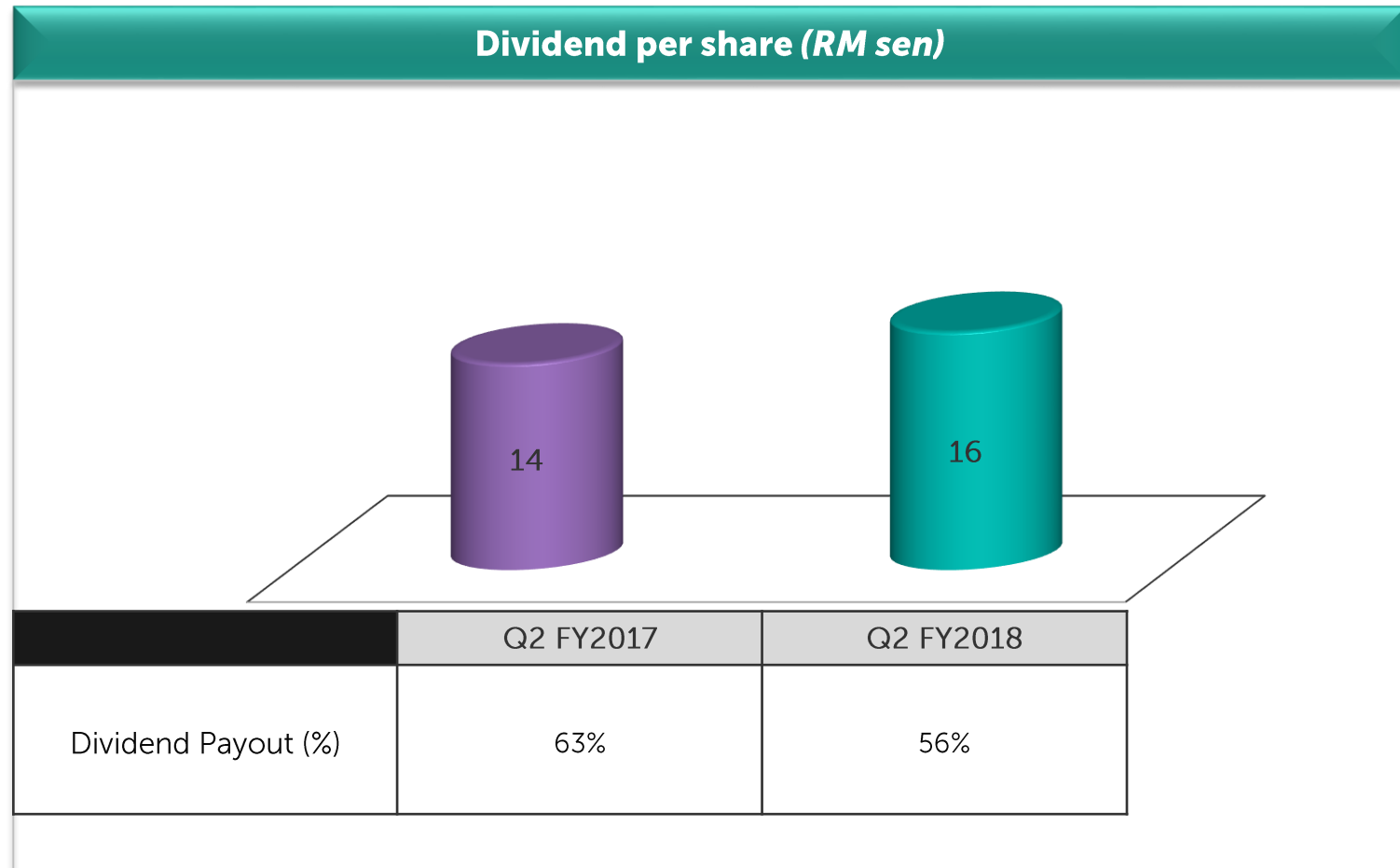


Return on Total Assets



*Excl. discontinued operations

For Q2 FY2018, PetDag has declared dividend amounting to 16 sen/share



- For Q2 FY2018, PetDag has declared dividend of 16 sen, with lower dividend payout as compared to Q2 FY2017.

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Key Highlights for Q2 FY2018

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Focus Areas



Retail market leader in Malaysia



Volume growth across all business segments



Digital and technology transformation



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THANK YOU

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