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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

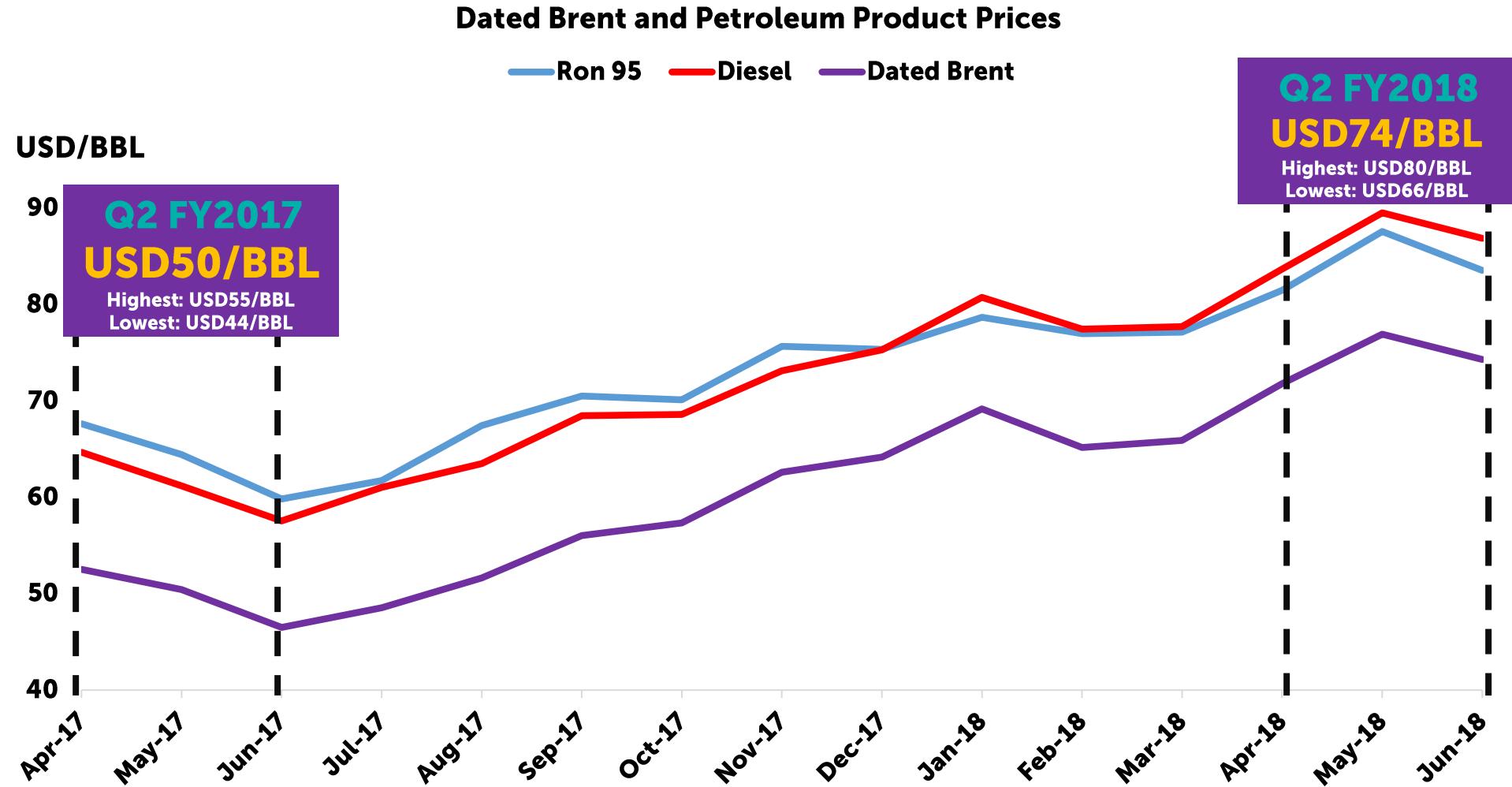
Focus Areas

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



Malaysia's economic indicators for Q2 FY2018

Gross Domestic Product (%)

GDP

4.5% Q2 FY2018
5.8% Q2 FY2017

-22%

Inflation Rate (%)



1.3% Q2 FY2018
3.9% Q2 FY2017

-66%

Consumer Sentiment Index



132.9 Q2 FY2018
80.7 Q2 FY2017

+65%

Car Sales (Unit)



154,574 Q2 FY2018
143,613 Q2 FY2017

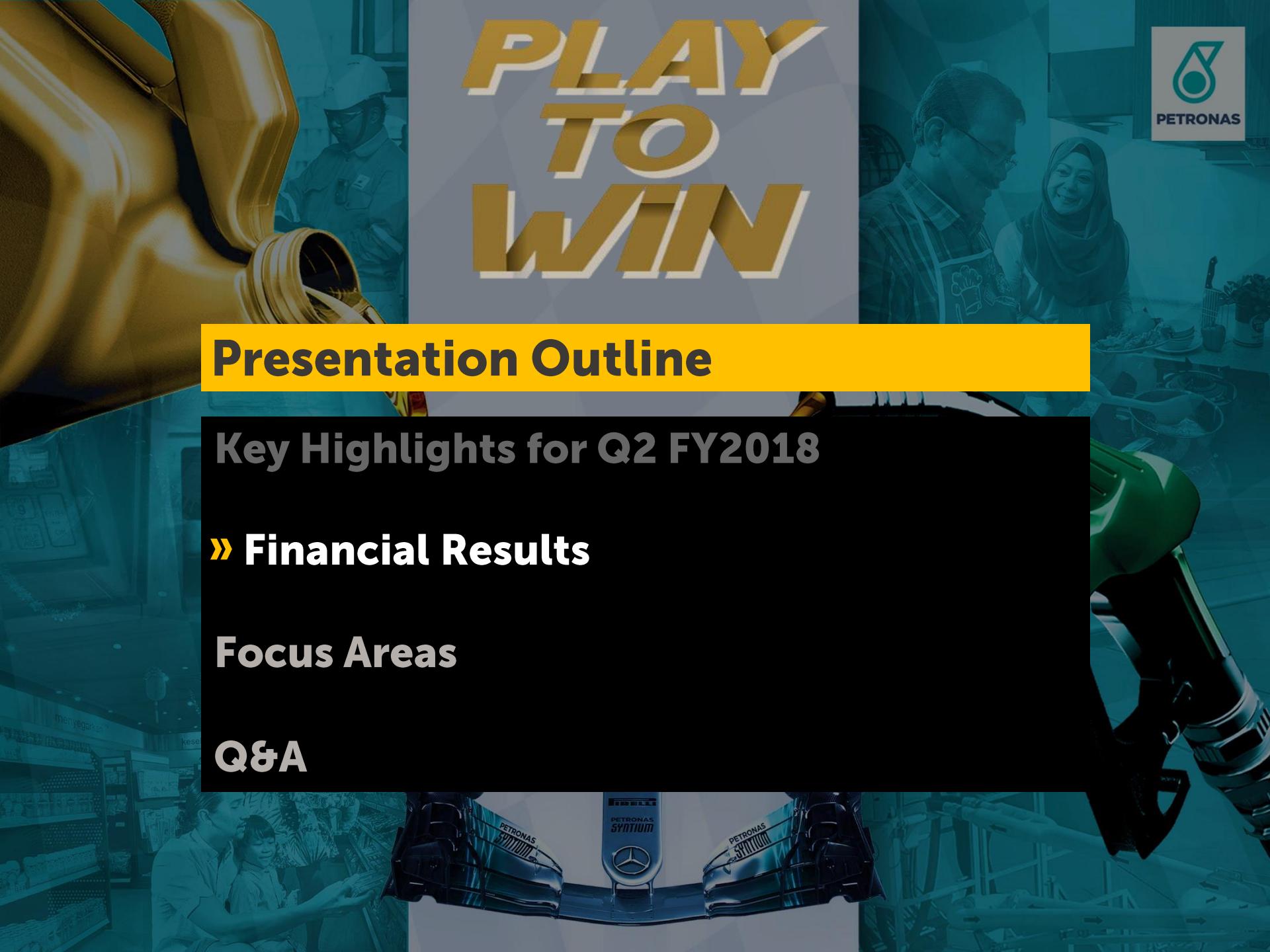
+8%

Manufacturing Index



116.9 June FY2018
111.8 June FY2017

+5%



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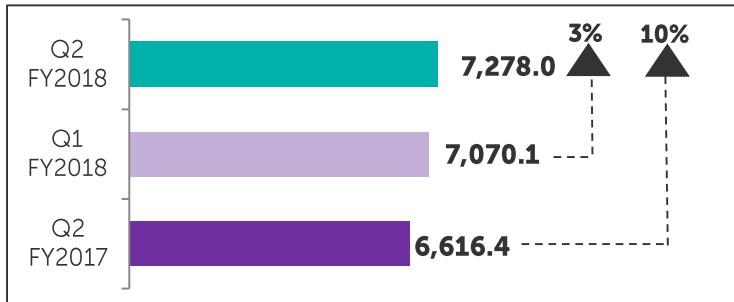
» **Financial Results**

Focus Areas

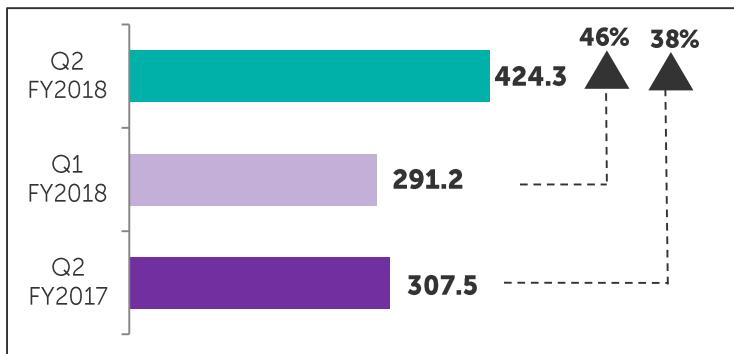
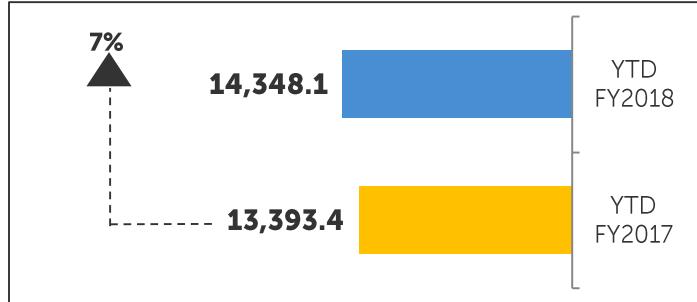
Q&A

Group Financial Performance

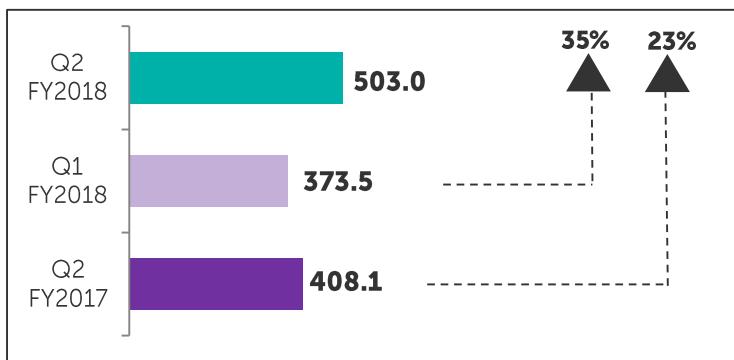
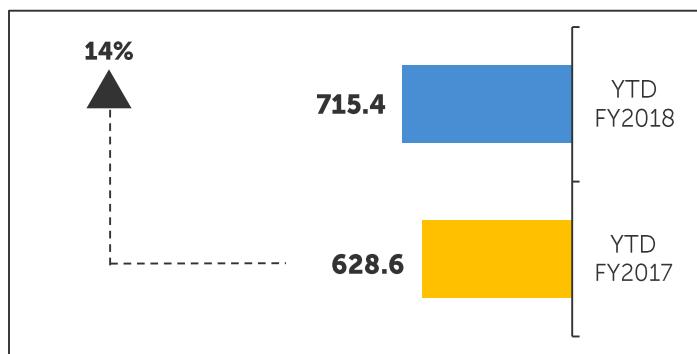
The Group recorded strong financial performance with an increase of PBT by RM133.1 million and RM116.8 million against Q1 FY2018 and Q2 FY2017, respectively



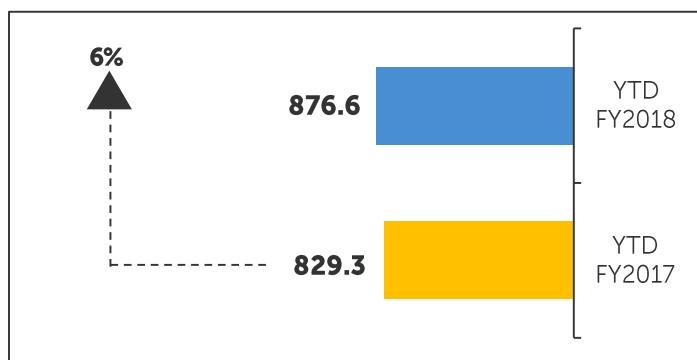
Revenue
(RM mil)



Profit Before Tax
(RM mil)

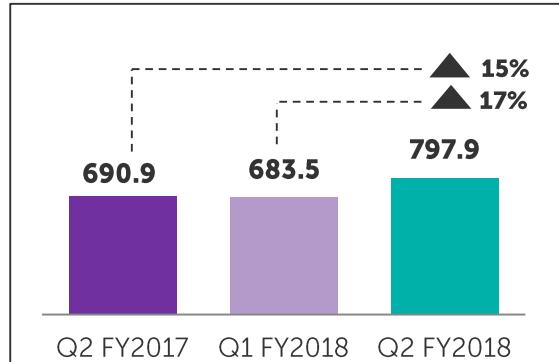


EBITDA
(RM mil)

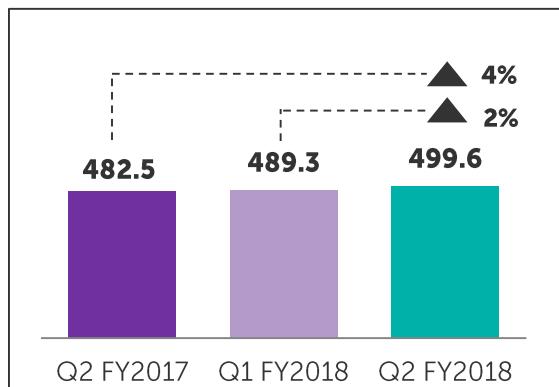
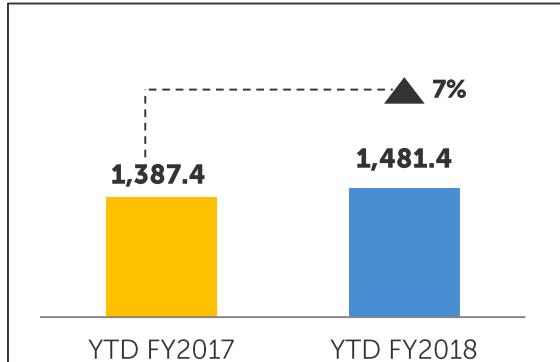


- EPS for the quarter was 31.6 sen, 6.8 sen and 9.6 sen higher compared to Q2 FY2017 and Q1 FY2018, respectively

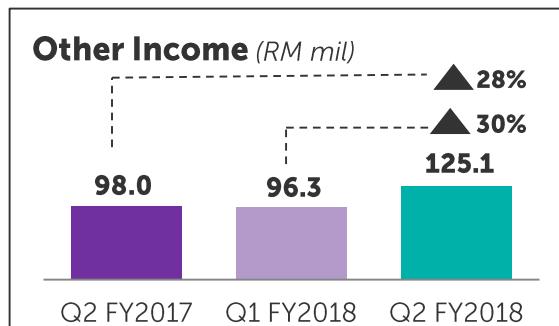
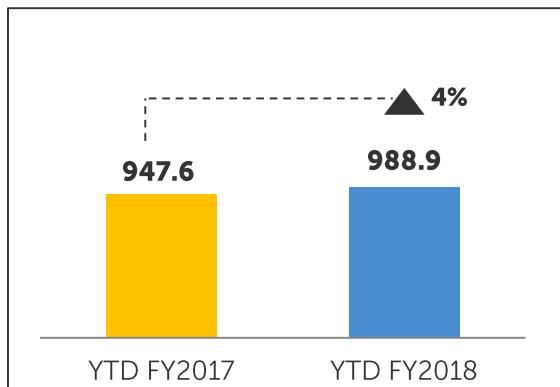
Gross Profit stood at RM797.9 mil, higher by 15% and 17% against Q2 FY2017 and Q1 FY2018, respectively primarily due to higher margins



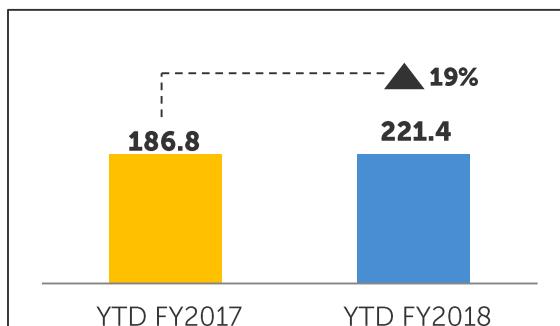
Gross Profit
(RM mil)



OPEX
(RM mil)



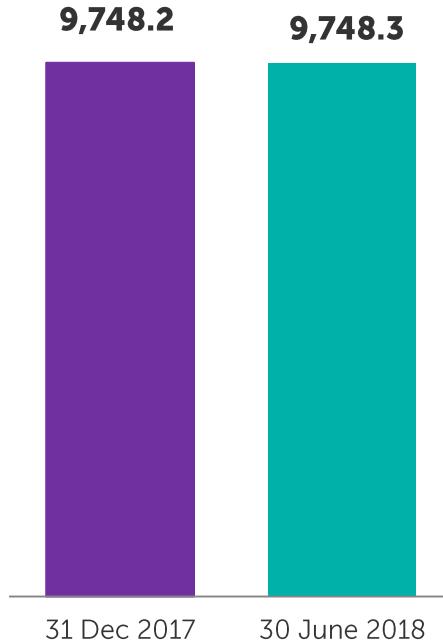
Other Income
(RM mil)



Consolidated Statement of Financial Position

Return on Equity improved to 18.4%

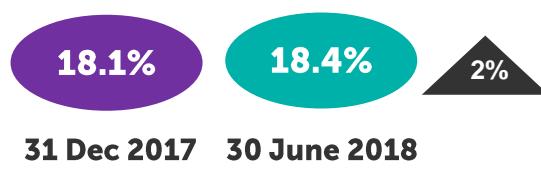
Total Assets
(RM mil)



Cash and Cash Equivalents
(RM mil)



Return on Equity*

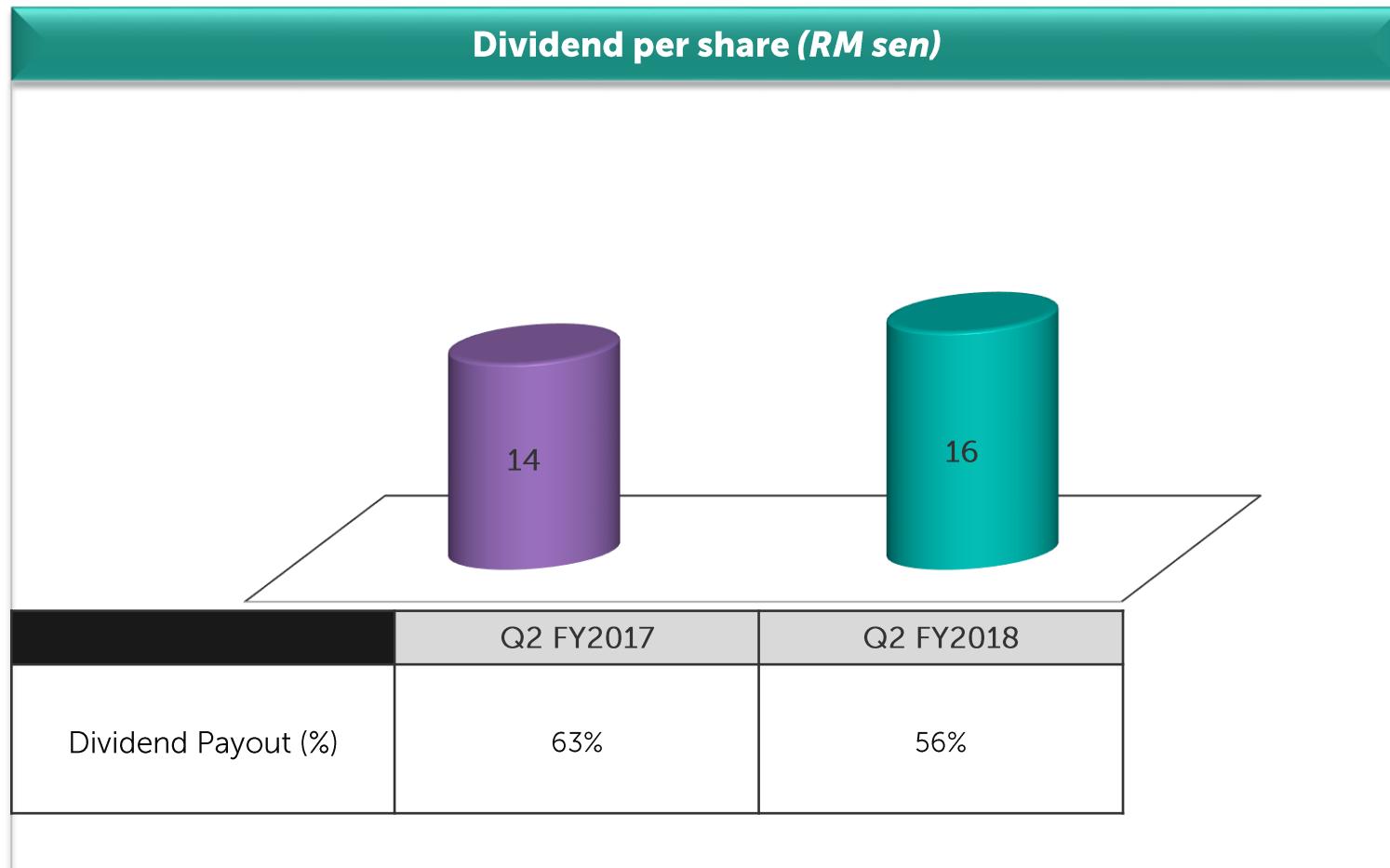


Return on Total Assets

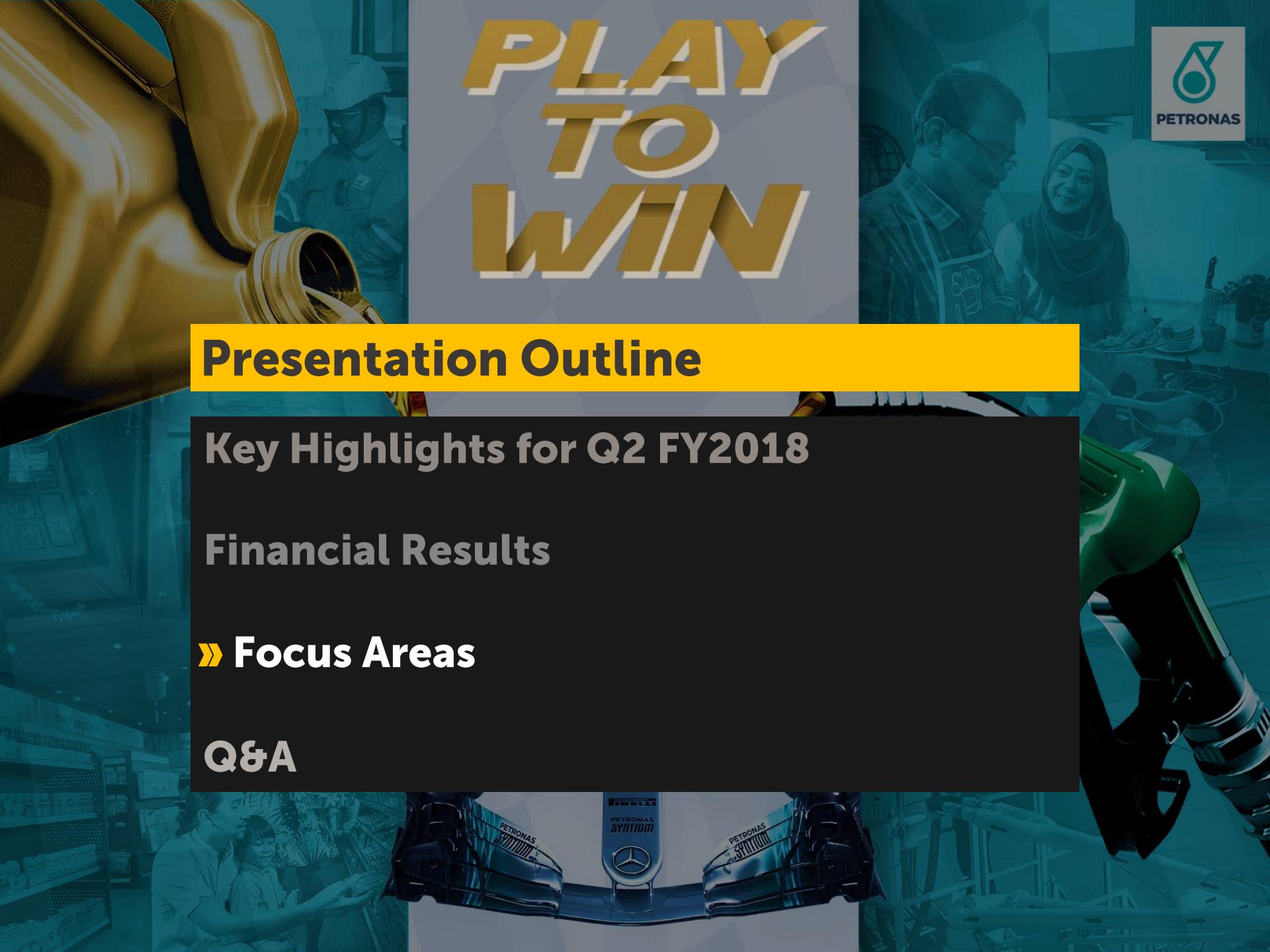


*Excl. discontinued operations

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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Presentation Outline

Key Highlights for Q2 FY2018

Financial Results

» Focus Areas

Q&A

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Focus Areas



Retail market leader in Malaysia



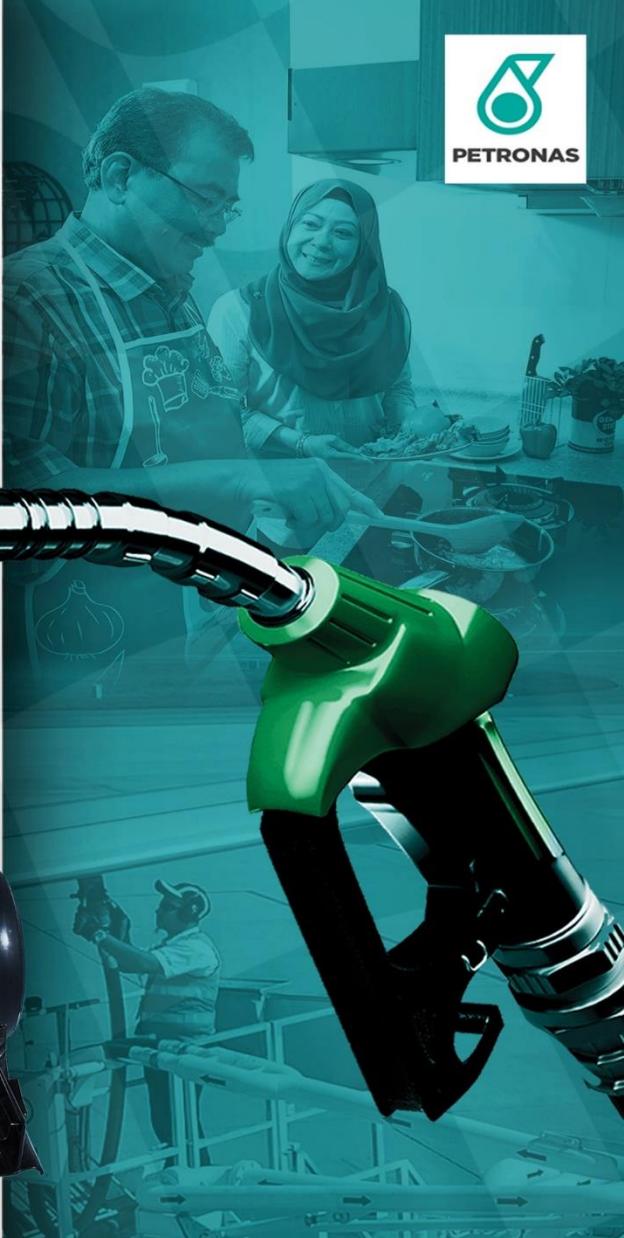
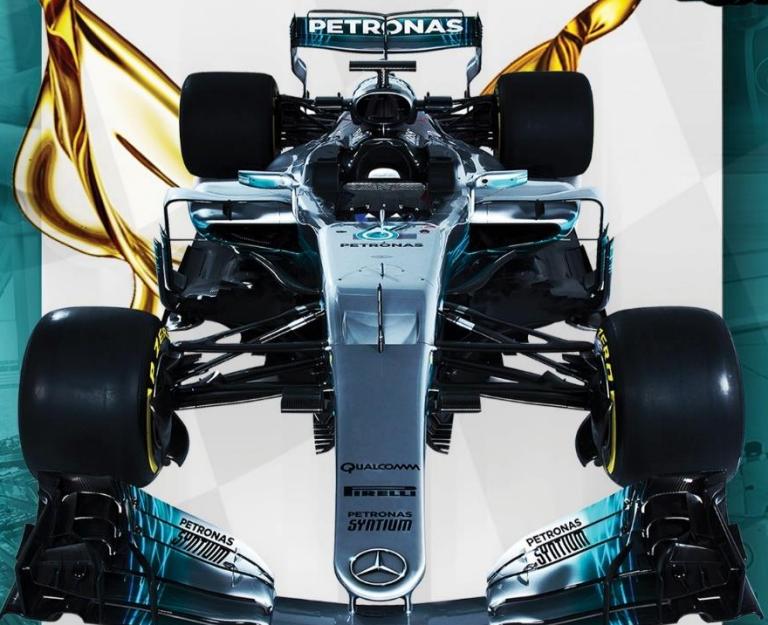
Volume growth across all business segments



Digital and technology transformation



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