



PETRONAS DAGANGAN BERHAD

Analyst Briefing for Q3 FY2018

28 November 2018

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Presentation Outline

» Key Highlights for Q3 FY2018

Financial Results

Special Feature : SETEL

Focus Areas

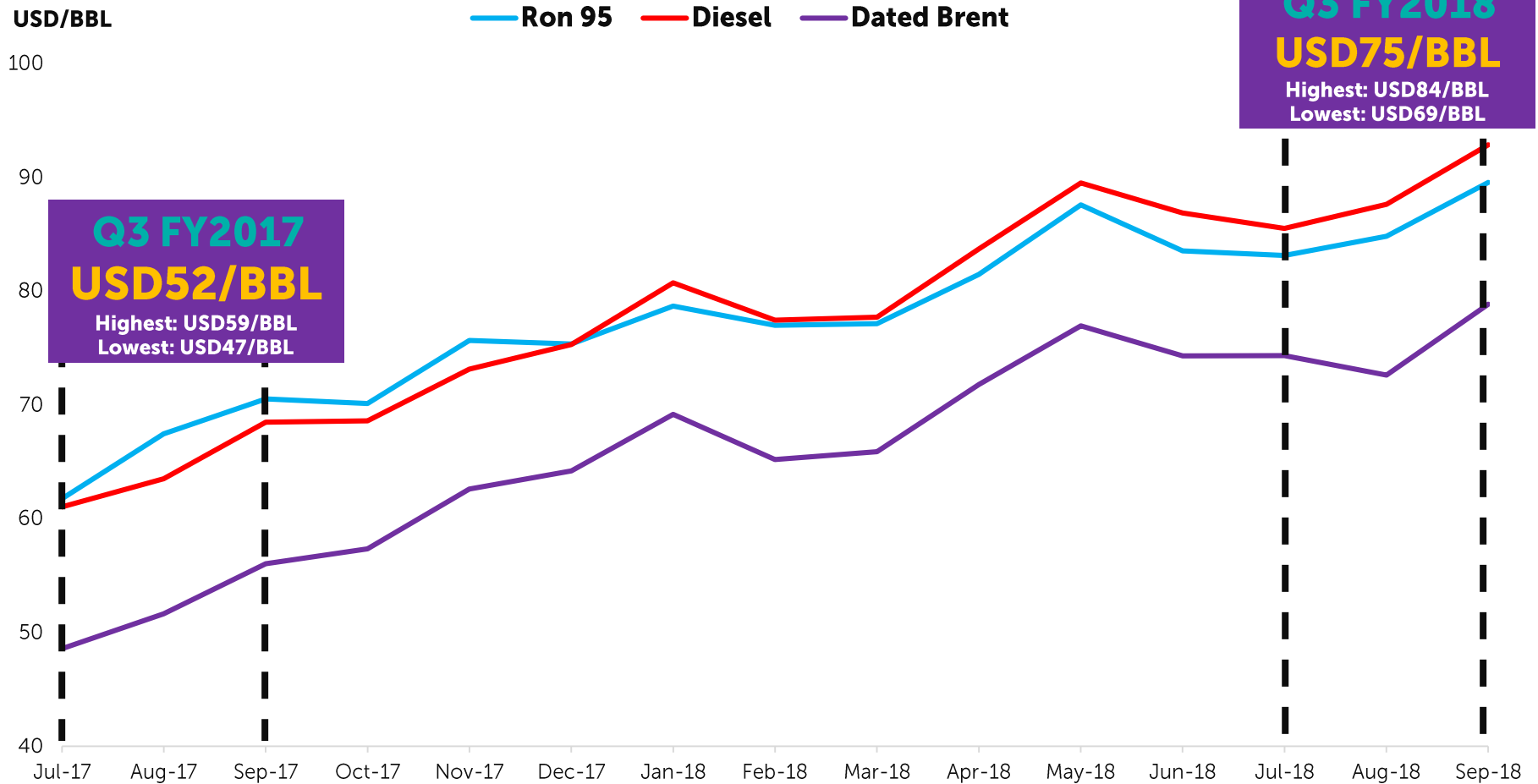
Q&A

Key Highlights

- » **Average oil price was USD75/bbl, 44% higher as compared to SPLY;**
- » **Lower volume by 1% in YTD FY2018 against SPLY;**
- » **PBT for Q3 FY2018 was RM391.5 mil, 11% lower against SPLY; and**
- » **Interim dividend of 16 sen/share was declared for Q3 FY2018.**

Average oil price was USD75/bbl, 44% higher as compared to Q3 FY2017

Dated Brent and Petroleum Product Prices




Malaysia's economic indicators for Q3 FY2018

Gross Domestic Product (%)

GDP **4.4%** Q3 FY2018
6.2% Q3 FY2017  **-29%**



Inflation Rate (%)

 **0.5%** Q3 FY2018
3.7% Q3 FY2017  **-86%**


Consumer Sentiment Index

 **107.5** Q3 FY2018
77.1 Q3 FY2017  **+39%**

Car Sales (Unit)

 **165,257** Q3 FY2018
141,250 Q3 FY2017  **+17%**

Manufacturing Index

 **119.1** September FY2018
113.7 September FY2017  **+5%**

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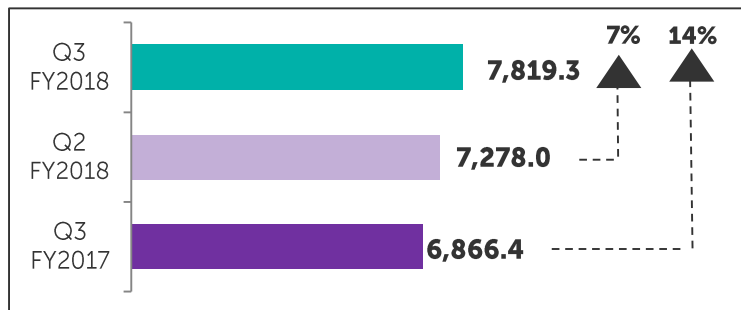
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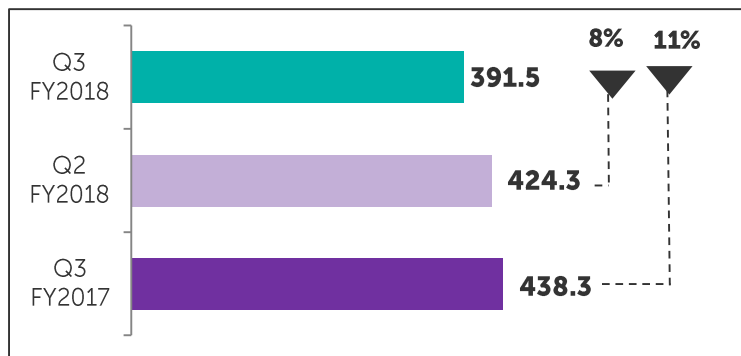
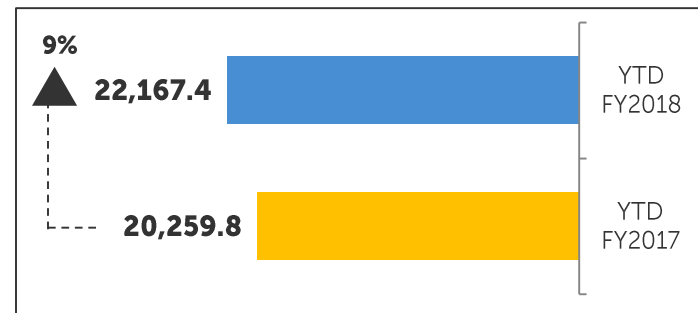
Q&A

Group Financial Performance

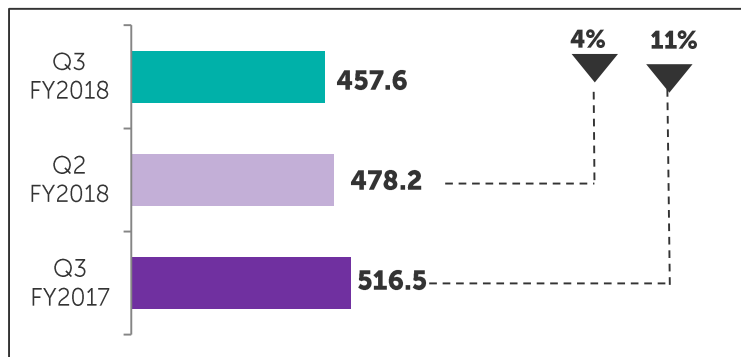
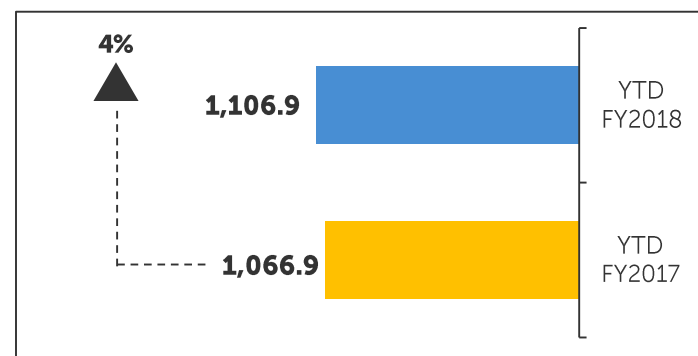
The Group recorded strong financial performance with an increase in PBT by 4% against YTD FY2017



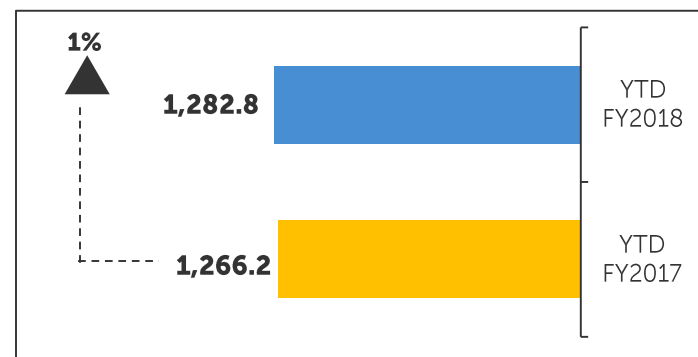
Revenue
(RM mil)



Profit Before Tax
[excluding disc. operations]
(RM mil)



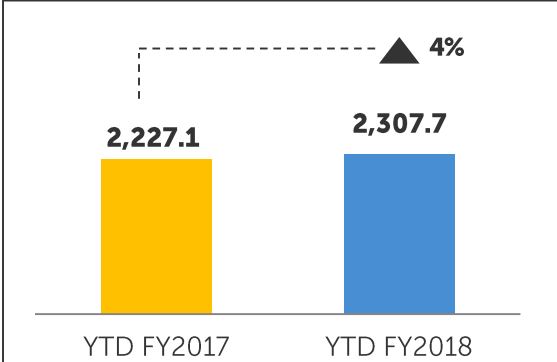
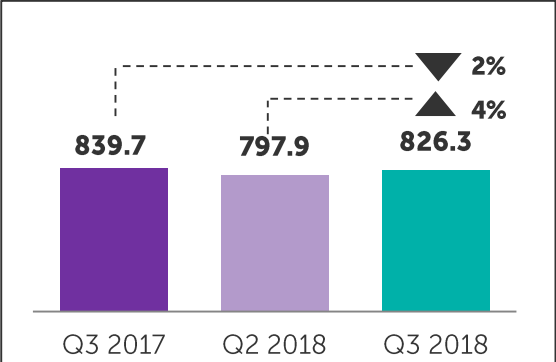
EBITDA
[excluding disc operations]
(RM mil)



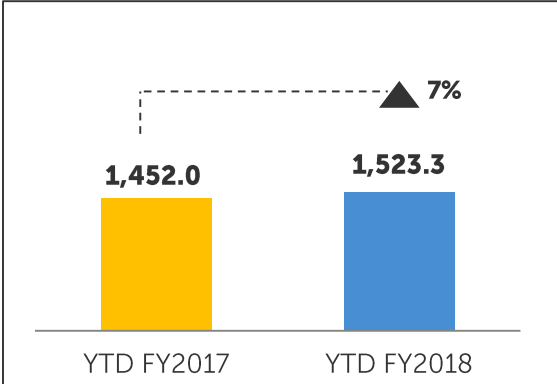
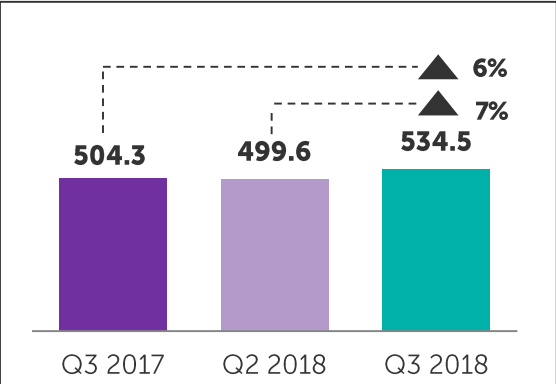
- EPS for the quarter was 27.2 sen, 49.5 sen lower higher compared to Q3 FY2017 and 4.4 sen higher against Q2 FY2018, respectively

Gross Profit higher by 4% against YTD 2017 primarily due to higher margins whilst OPEX and Other Income higher by 7% and 11% respectively

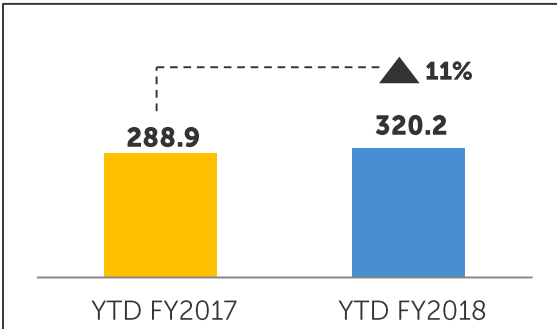
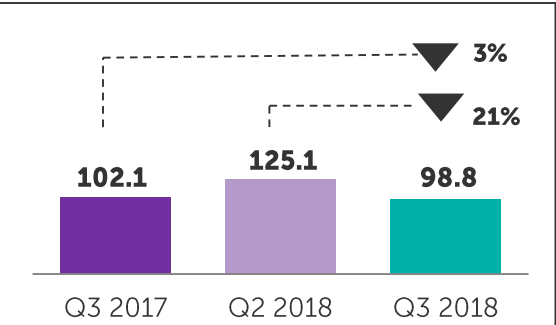
Gross Profit
[excluding disc. operations]
(RM mil)



OPEX
(RM mil)



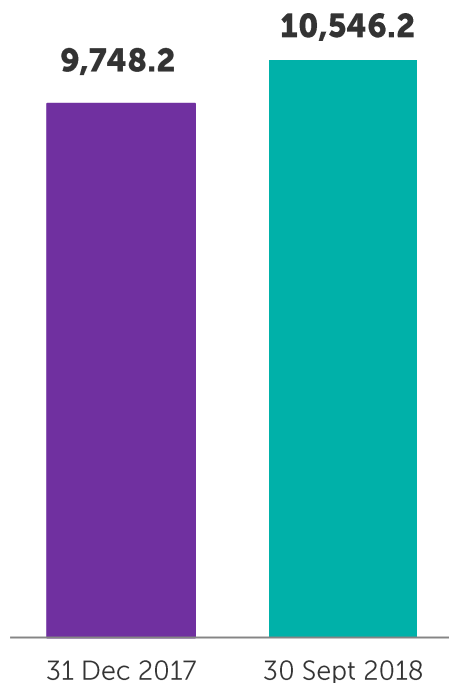
Other Income
(RM mil)



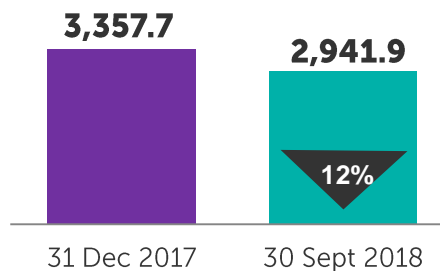
Consolidated Statement of Financial Position

Return on Equity remained healthy at 18.1%

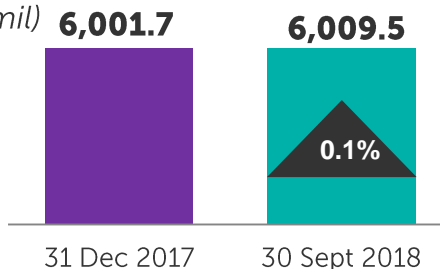
Total Assets
(RM mil)



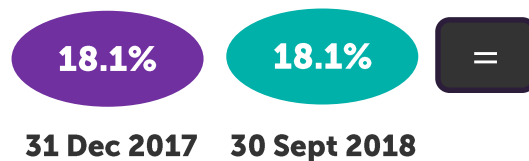
Cash and Cash Equivalents
(RM mil)



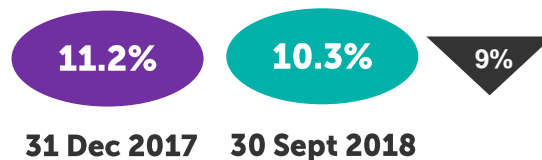
Equity attributable to shareholders of the Company
(RM mil)



Return on Equity*

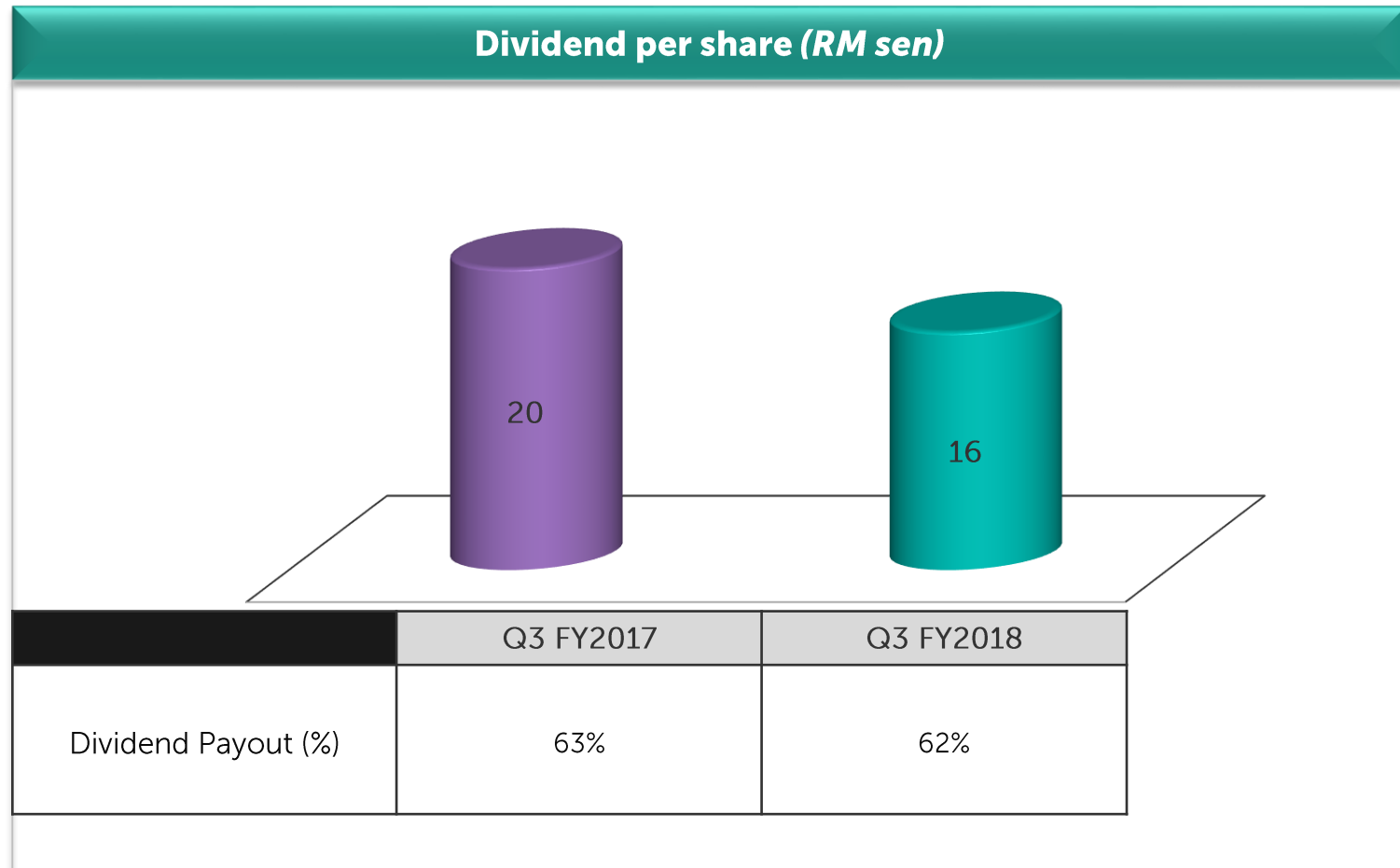


Return on Total Assets



*Excl. discontinued operations

For Q3 FY2018, PetDag has declared dividend amounting to 16 sen/share



- For Q3 FY2018, PetDag has declared dividend of 16 sen, with lower dividend payout as compared to Q3 FY2017.

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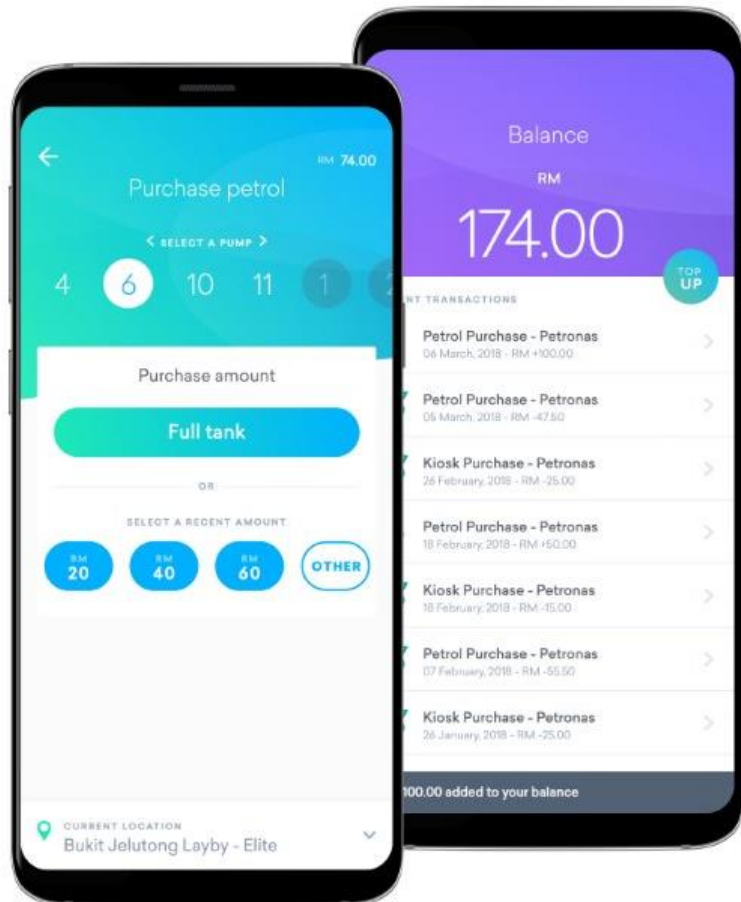
Financial Results

» Special Feature : SETEL

Focus Areas

Q&A

A seamless payment solution for customers convenience



Piloted Stations:

40 PETRONAS stations

Planned FY2018:

80 PETRONAS stations

Planned Q1 FY2019:

>200 PETRONAS stations

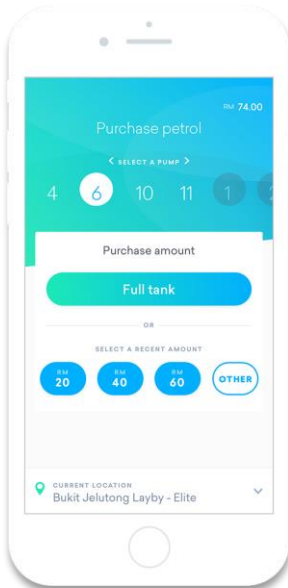


Uniquely delighting customers with seamless experience

01

Cashless Petrol Purchase

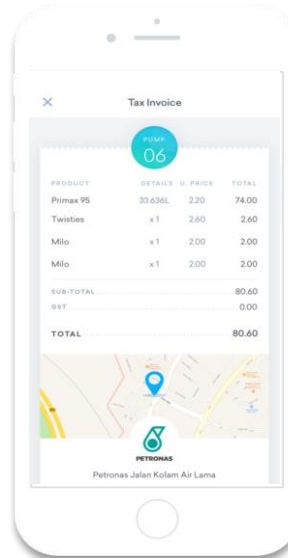
Setel powering seamless payment – Customers now can purchase petrol cashless, stay in comfort of their cars and have an attendant to fill the fuel for them



02

Earn Mesra Points

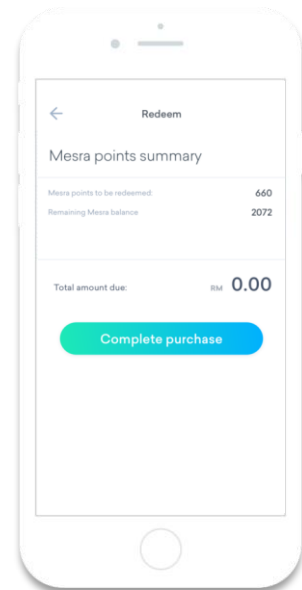
Customers do not have to worry about bringing or swiping *Kad Mesra*



03

Mesra Redemption

Customers now can use Mesra points to purchase petrol via Setel



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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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