



PETRONAS Dagangan Berhad

Analyst Briefing for Q3 FY2020

18 November 2020





PETRONAS

Move Like Never Before



Operating Environment in Q3 FY2020

Business and Financial Performances

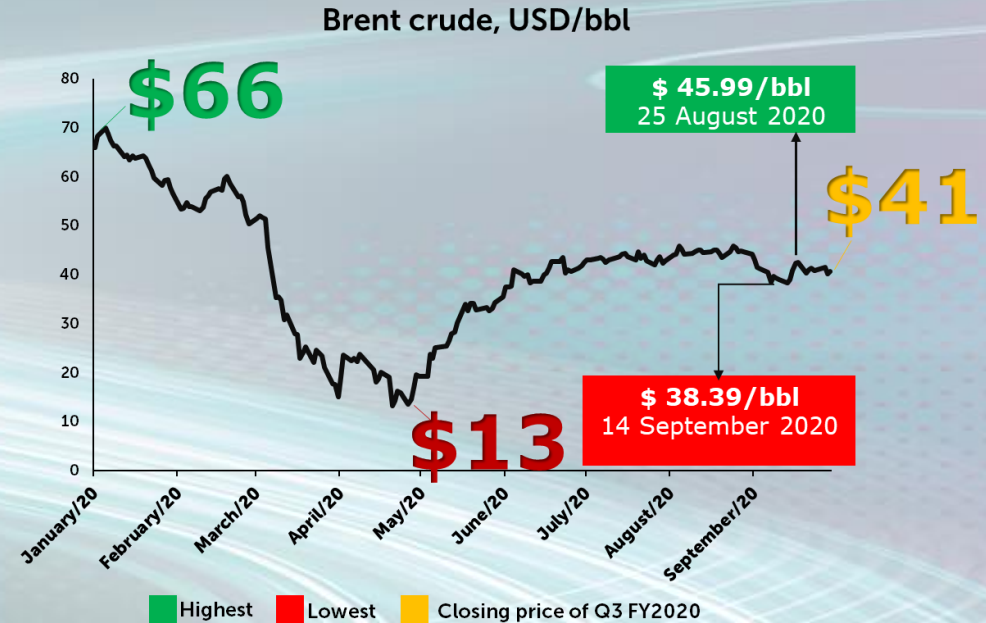
2020 and Look Ahead

Q&As

Operating Environment in Q3 FY2020

1

Brent crude traded rangebound in the low-to-mid USD40s/bbl



2

Resumption of local economic activities supported gradual recovery in demand for fuels



Transport/ Industrial /
Manufacturing Activities



Gross Domestic
Product





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Operating Environment in Q3 FY2020

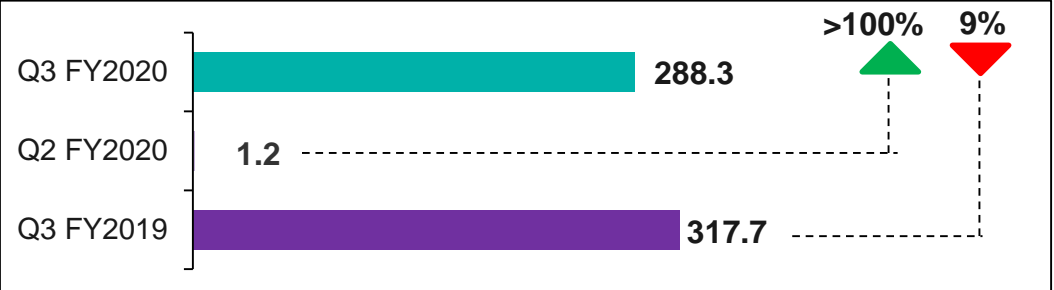
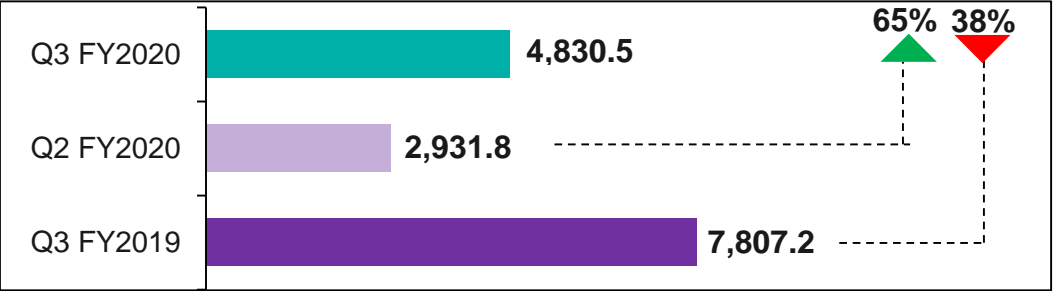
Business and Financial Performances

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Group Financial Performance

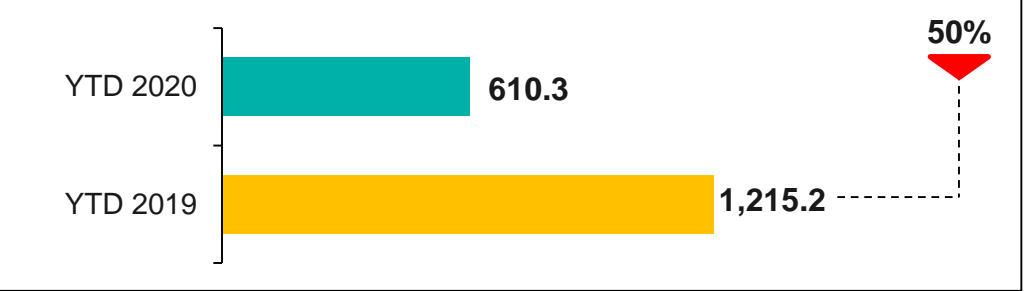
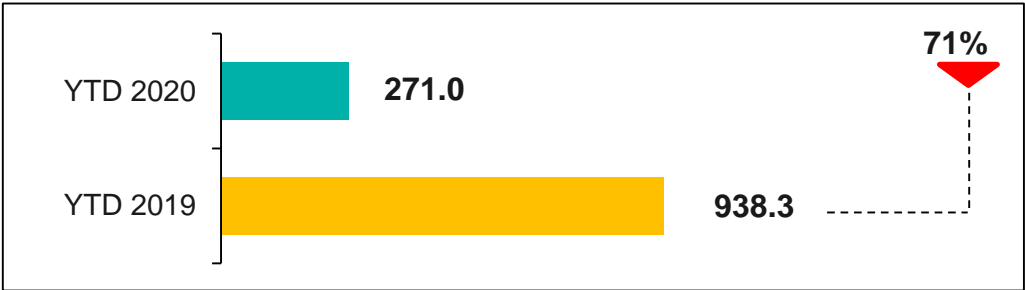
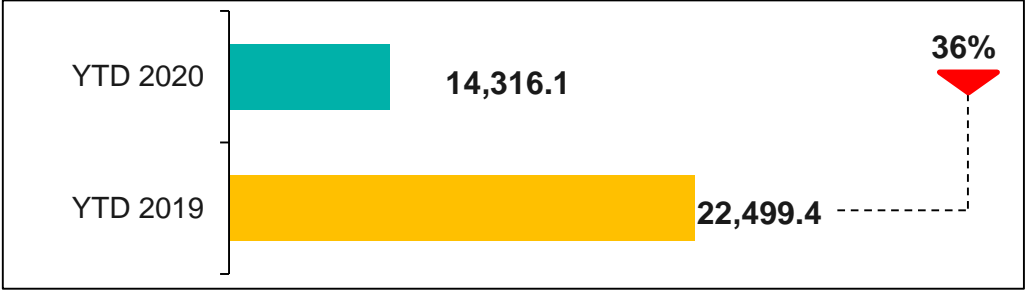
The Group posted higher Q3 FY2020 PBT as compared to PQ due to higher gross profit offset by higher OPEX



Revenue
(RM mil)

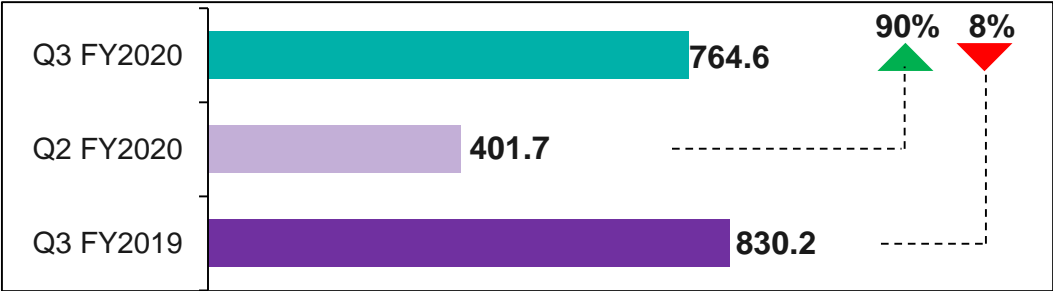
Profit Before Tax
(RM mil)

EBITDA
(RM mil)

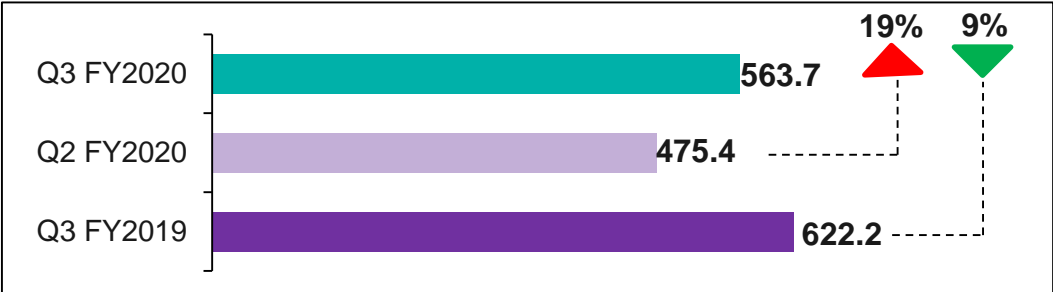


Group Operating Profit

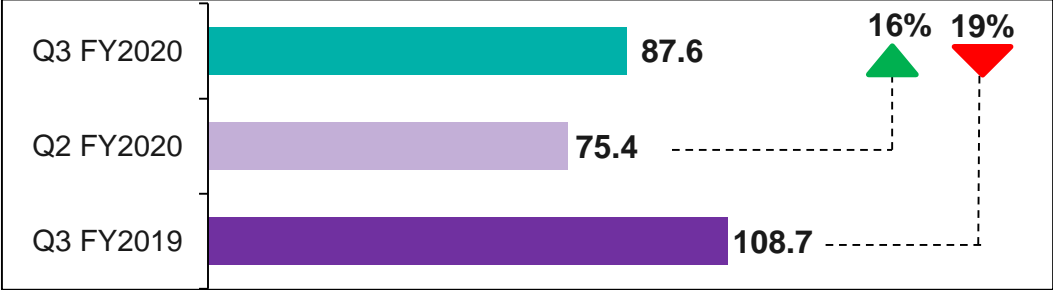
Higher operating profit recorded against PQ mainly due to higher gross profit and other income, offset by higher OPEX



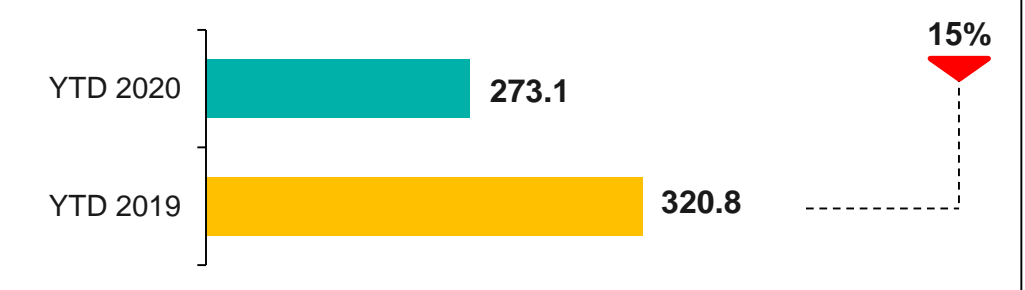
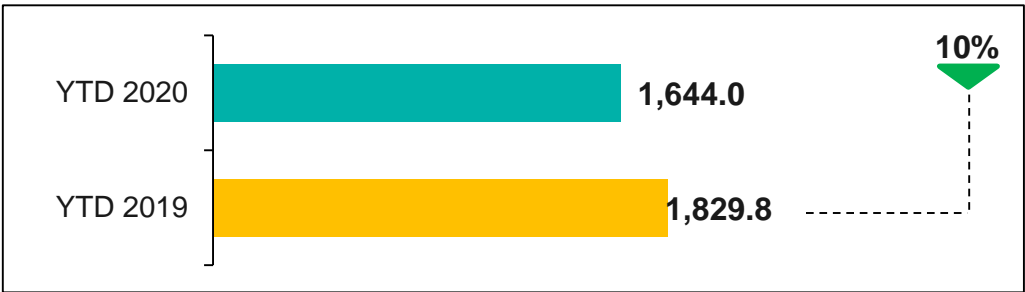
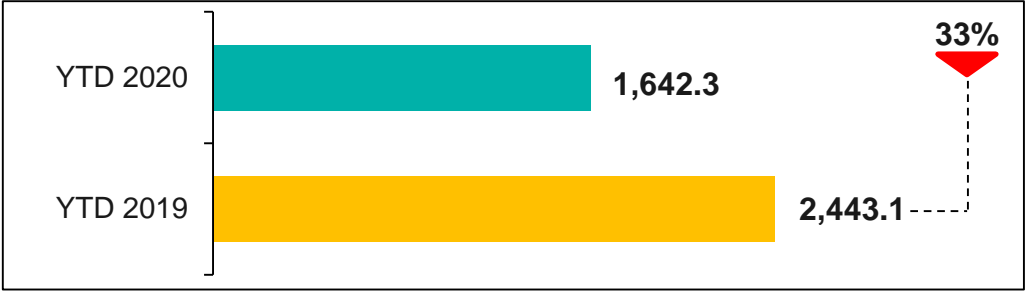
Gross Profit
(RM mil)



OPEX
(RM mil)

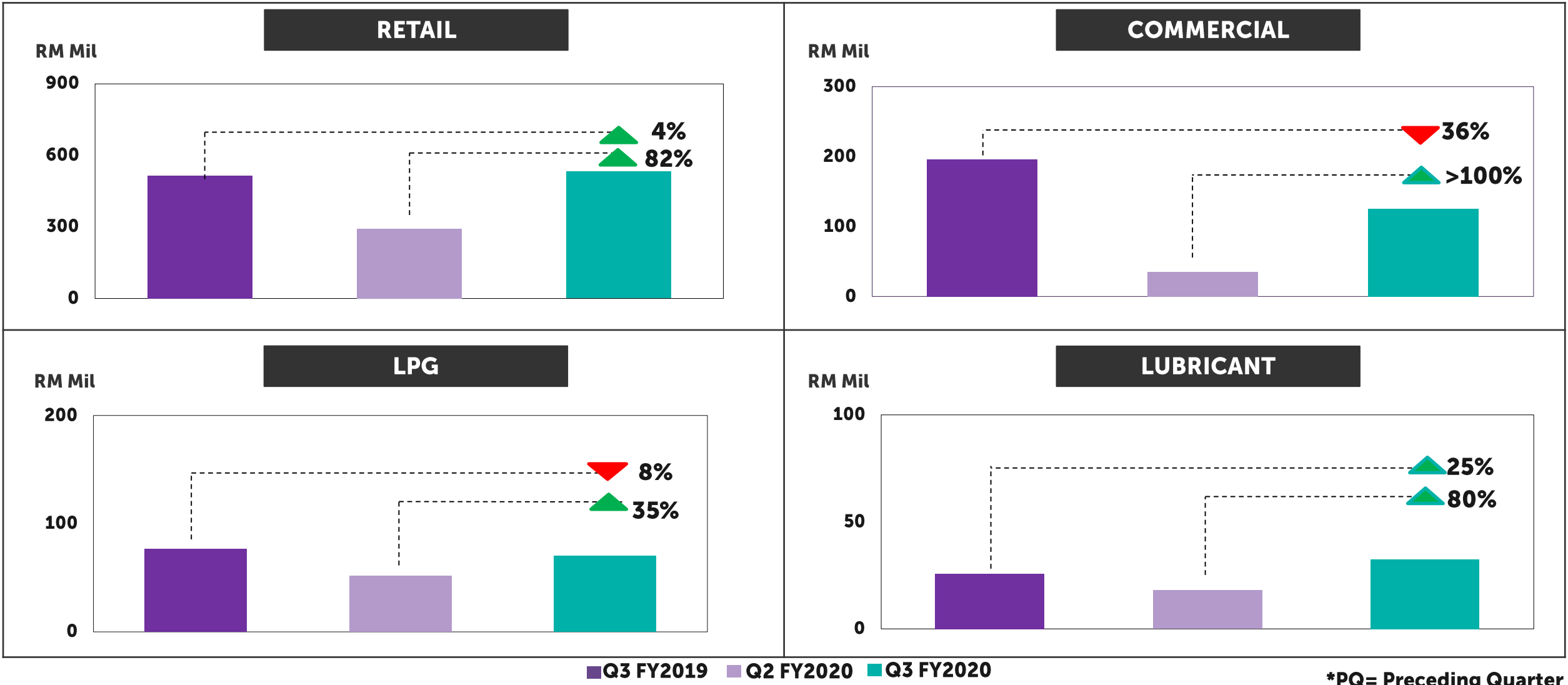


Other Income
(RM mil)



Gross Profit by Segments

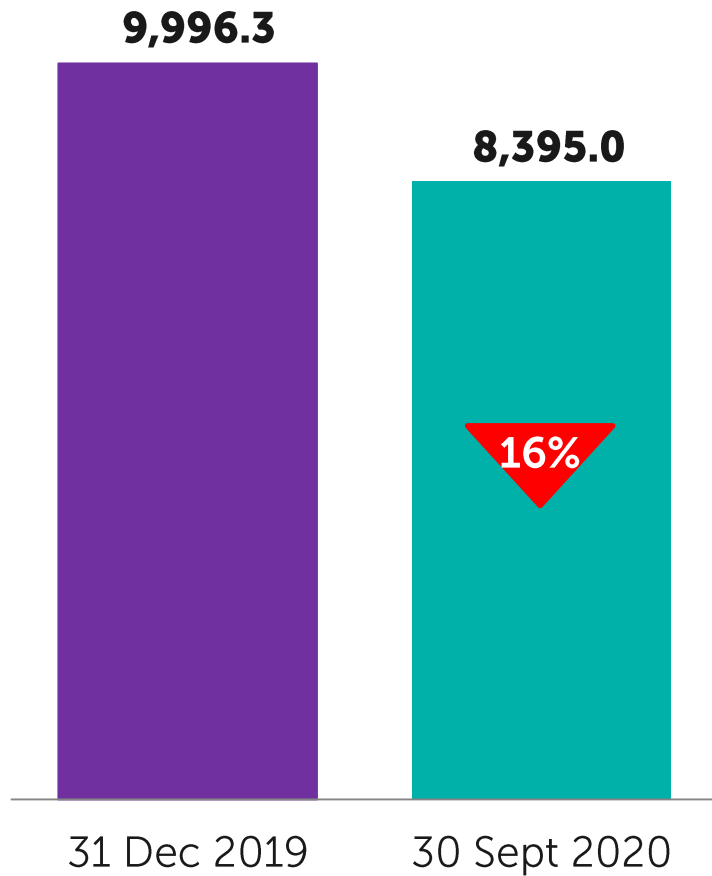
Against SPLY, Retail and Lubricant recorded higher GPs contributed by lower product costs & higher demand for high margin products respectively. However, lower GP for Commercial and LPG following lower demand.



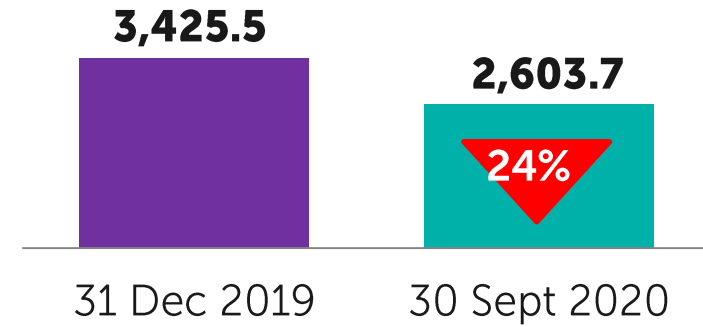
Consolidated Statement of Financial Position

Cash balance decreased to RM2.6 billion due to lower cash sales whilst offset by lower purchases as well as dividend payment

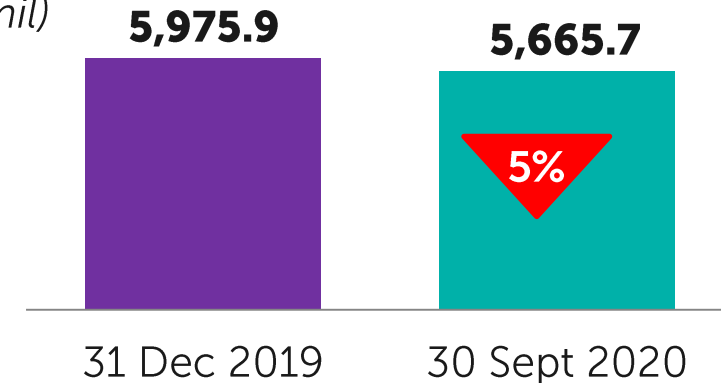
Total Assets
(RM mil)



Cash and Cash Equivalents
(RM mil)

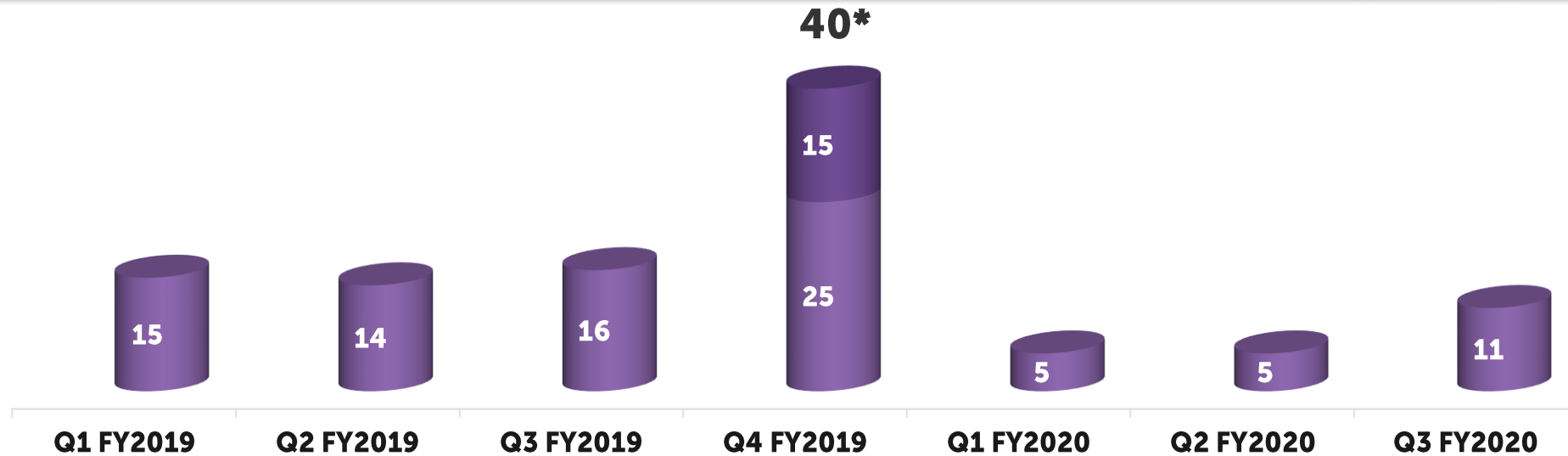


Equity attributable to shareholders of the Company
(RM mil)



For Q3 FY2020, PetDag has declared dividend amounting to 11 sen/share

Dividend per share (RM sen)



	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Q1 FY2020	Q2 FY2020	Q3 FY 2020
Dividend Payout (%)	54	80	67	311	61	482	52

For Q3 FY2020, PetDag has declared dividend of 11 sen, with higher dividend per share as compared to Q2 FY2020

*For Q4 FY2019, dividends of 40 sen was declared by which 15 sen was special dividend and 25 sen was interim dividend



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We accelerated the diversification of our portfolio to future-proof our business



1st LNG solution provider for off-grid customers in Peninsular Malaysia in Sept 2020 and LNG bunkering services in Nov 2020

Providing industries with access to cleaner energy



Convenient, fresh and well-balanced premium food at affordable prices with launch of Makan@Mesra in Oct 2020

Continued effort to support local entrepreneurs



New features Deliver2Me and cashless payment in Kedai Mesra in Sept 2020

Enhancing customer experience and minimising physical contact through innovative solutions

Strategy execution remains on track whilst keeping vigilant of the market

1

Protecting the safety of our employees, customers and business partners



2

Ensuring our eco-system remain robust



3

Cash preservation and effective risk management





THANK YOU
www.mymesra.com.my
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