



PETRONAS Dagangan Berhad

Analyst Briefing for Q3 FY2020

18 November 2020

A row of four circular icons representing different business segments: a gas station, an airplane, a gas cylinder, and a fuel pump.





Move Like Never Before



Operating Environment in Q3 FY2020

Business and Financial Performances

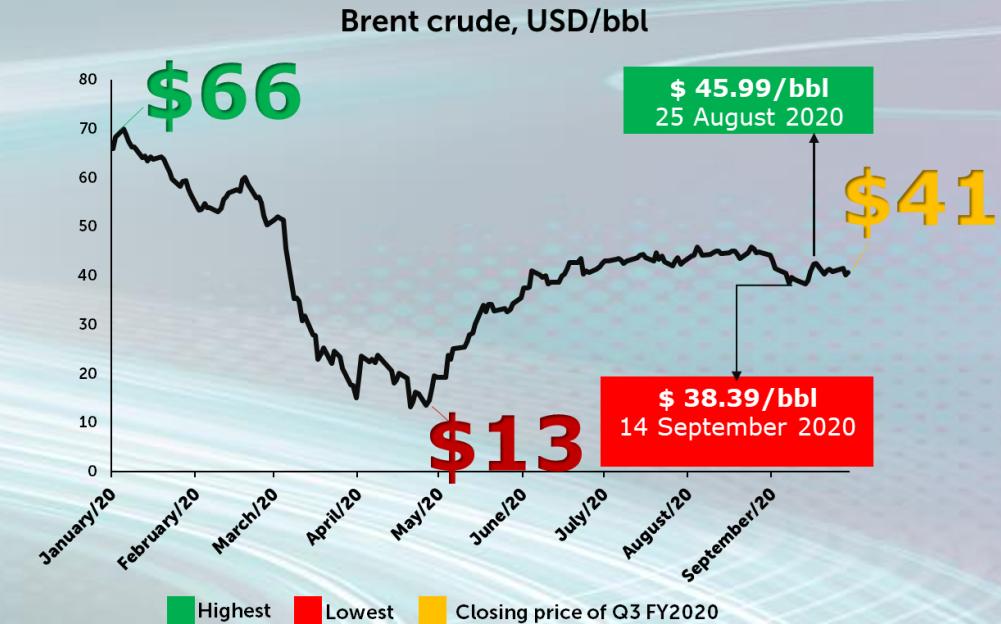
2020 and Look Ahead

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



Move Like Never Before



Operating Environment in Q3 FY2020

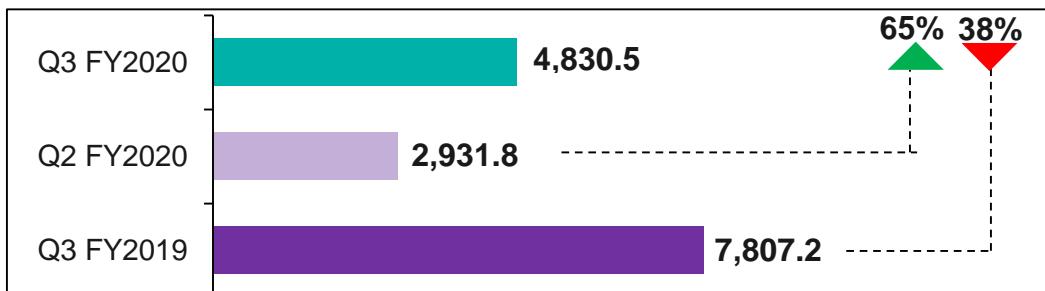
Business and Financial Performances

2020 and Look Ahead

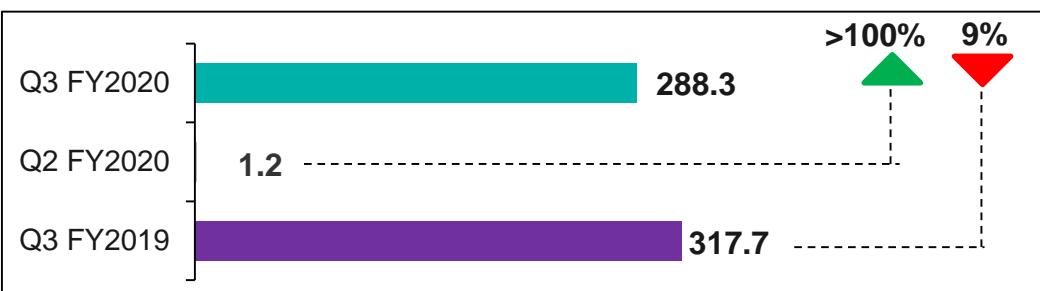
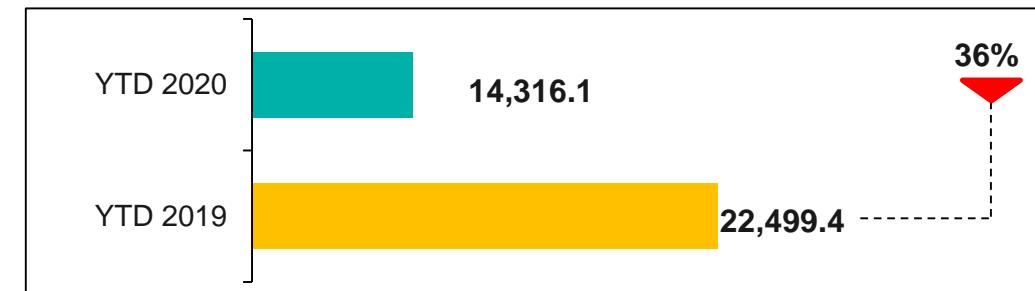
Q&As

Group Financial Performance

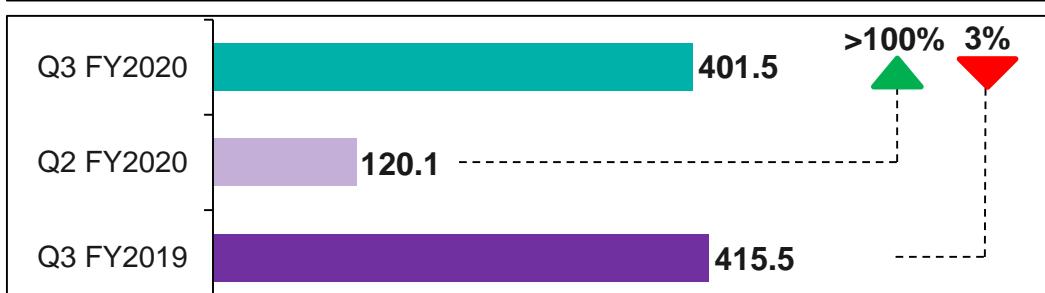
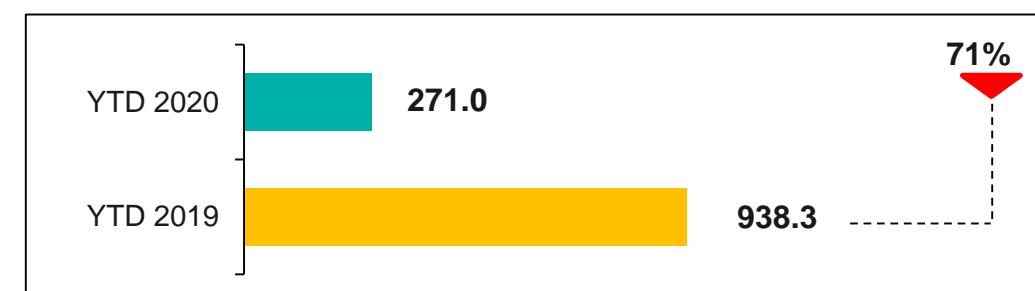
The Group posted higher Q3 FY2020 PBT as compared to PQ due to higher gross profit offset by higher OPEX



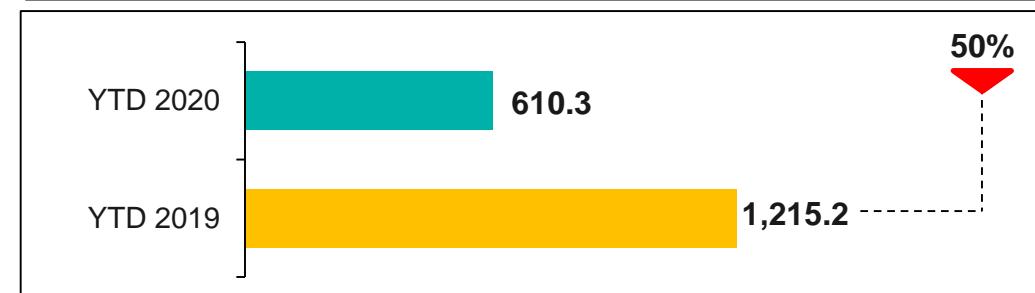
Revenue
(RM mil)



Profit Before Tax
(RM mil)

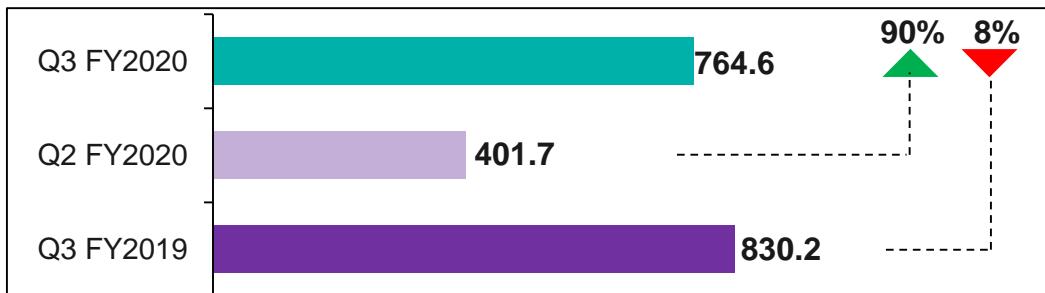


EBITDA
(RM mil)



Group Operating Profit

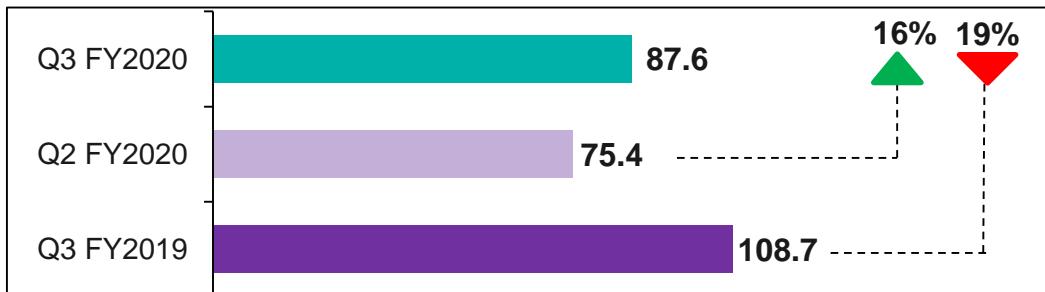
Higher operating profit recorded against PQ mainly due to higher gross profit and other income, offset by higher OPEX



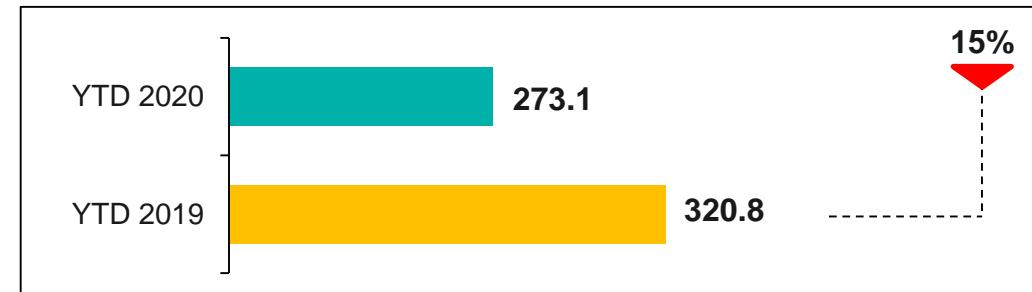
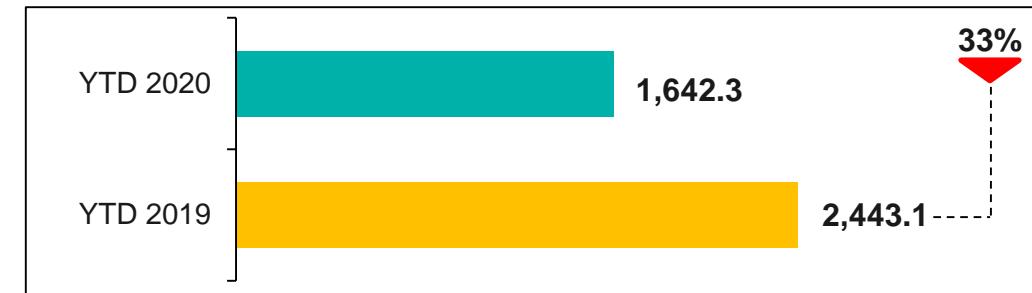
Gross Profit
(RM mil)



OPEX
(RM mil)



Other Income
(RM mil)

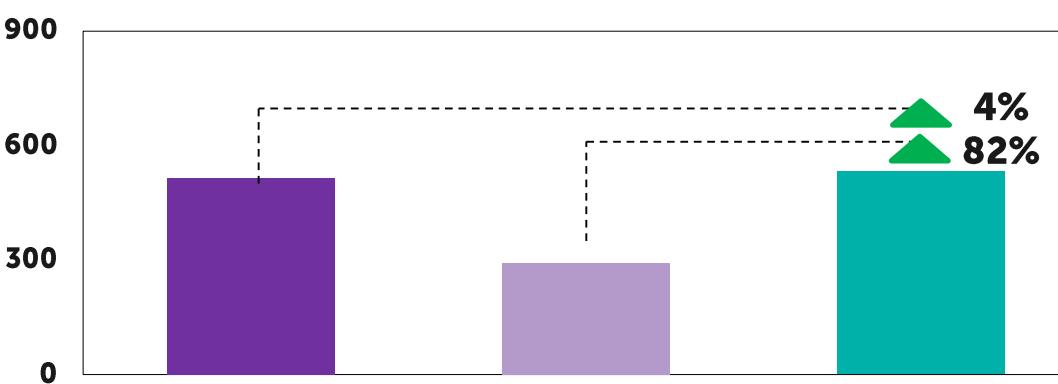


Gross Profit by Segments

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.

RM Mil

RETAIL



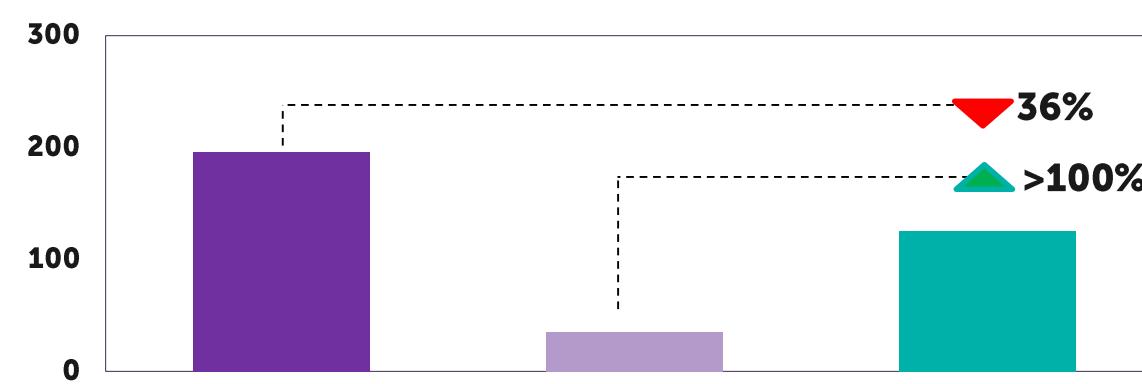
RM Mil

COMMERCIAL

RM Mil

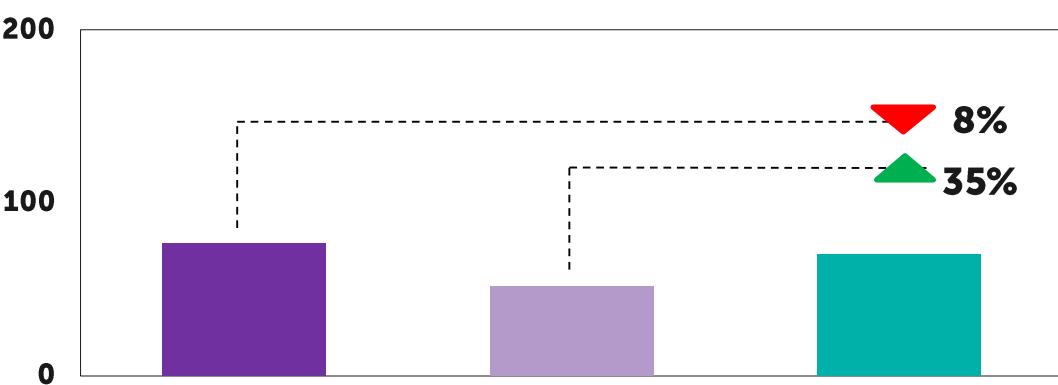
36%

>100%



RM Mil

LPG



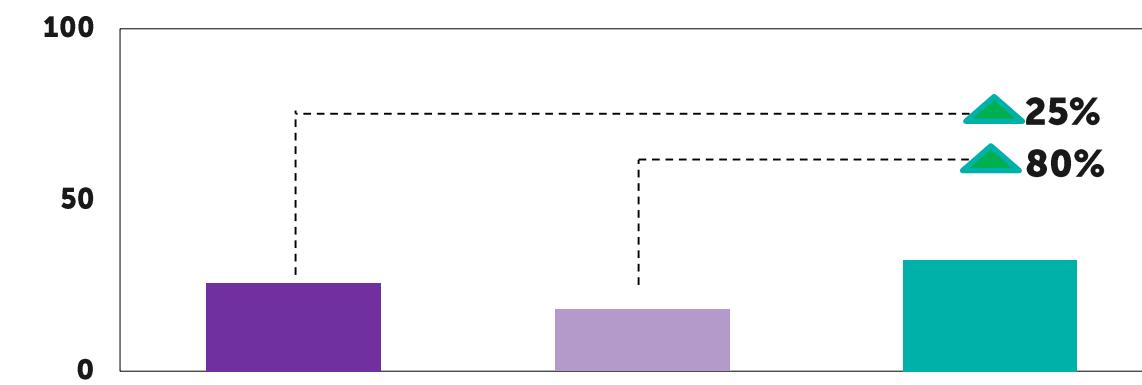
RM Mil

LUBRICANT

RM Mil

25%

80%



■ Q3 FY2019 ■ Q2 FY2020 ■ Q3 FY2020

*PQ= Preceding Quarter

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)

9,996.3



Cash and Cash Equivalents

(RM mil)

3,425.5



31 Dec 2019

30 Sept 2020

Equity attributable to shareholders of the Company

(RM mil)

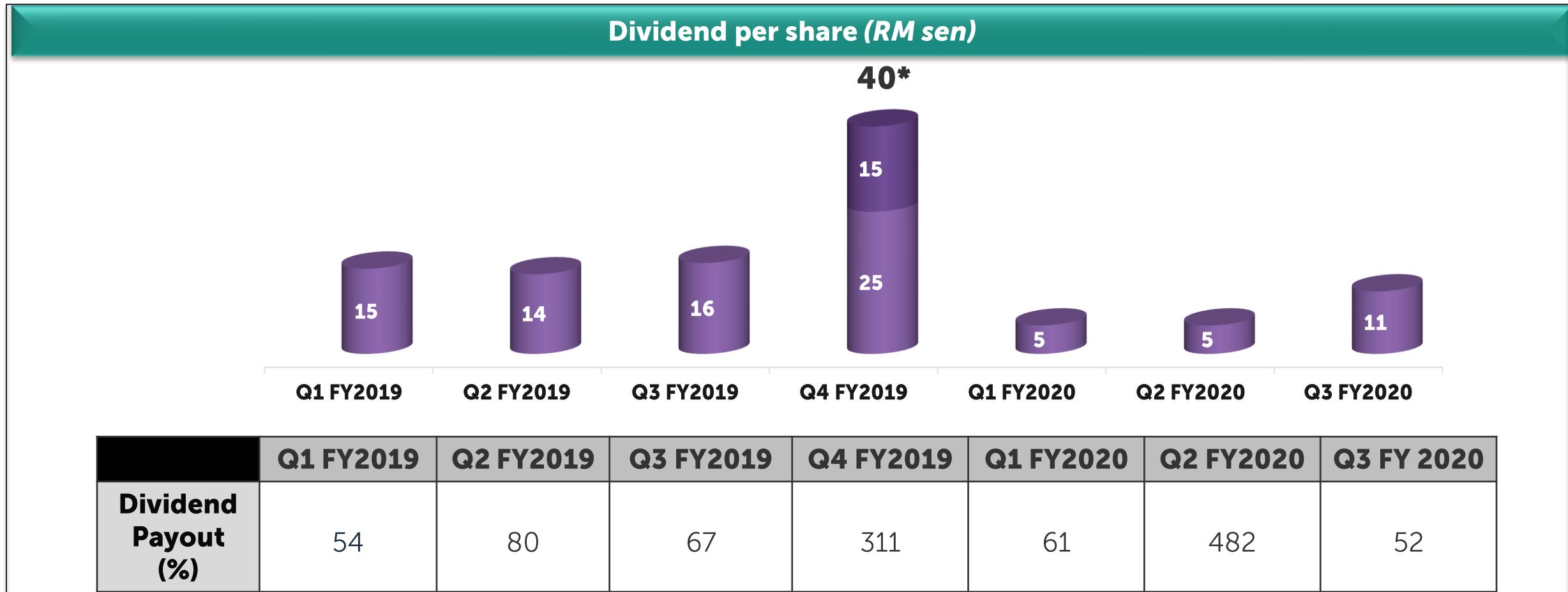
5,975.9



31 Dec 2019

30 Sept 2020

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



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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Q&As

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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