



PETRONAS

PETRONAS DAGANGAN BERHAD

Q2 FY2023 Analyst Briefing

29 August 2023

MOVING FORWARD TOGETHER

MOVING FORWARD TOGETHER



Operating Environment

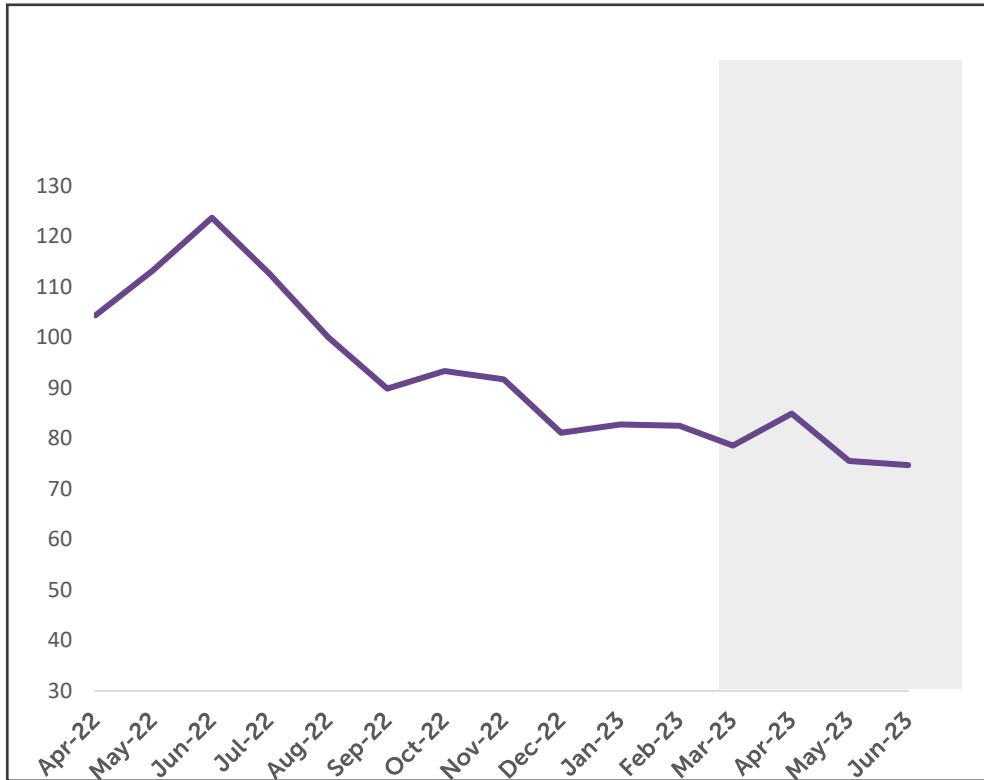
Business & Financial Performance

Quarterly Highlights

Moving Forward

Operating Environment

Brent crude, USD/bbl



\$88.21/bbl
12 April

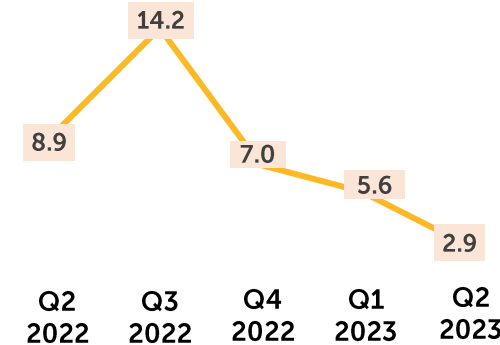
\$72.46/bbl
12 June

\$74.97/bbl
30 June

Source: Platts

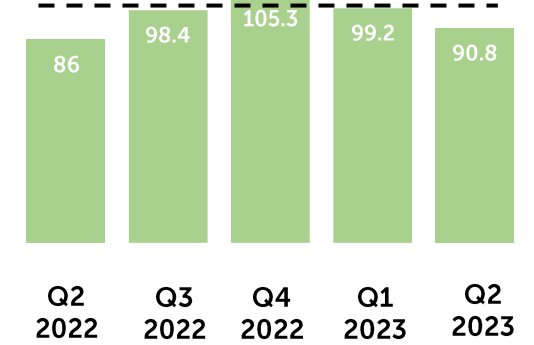
GDP Growth % Change on Y-o-Y and GDP Expenditure

RM 366 Bn RM 383 Bn RM 397 Bn RM 381 Bn RM 378 Bn

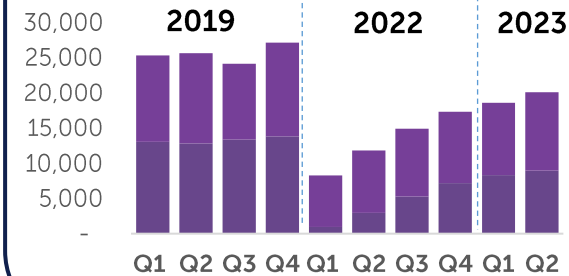


Consumer Sentiment Index (CSI)

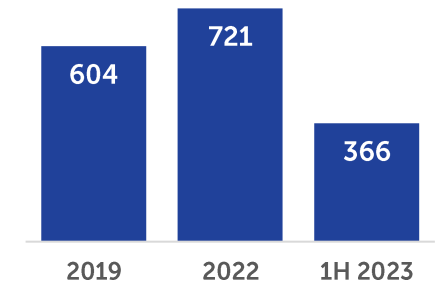
Expansionary Threshold: 100 Points



Malaysia Air Passenger Traffic ('000)



New Vehicle Motor Sales (in '000)



Source: Bank Negara, DOSM, MIER, MAHB & MAA

1 The Brent crude oil price stands at an average of USD78.05/bbl in Q2 2023. Though the price is showing lower trend against 2022, the average oil price in Q2 2023 has normalised back to the oil price during pre-pandemic period, which averaging at ~USD68.86/bbl in Q2 2019.

2 Q2 2023 GDP grew moderately at 2.9% due to slower export growth amidst challenges in global economies and higher base effect in SPLY offset by the high employment rate and strong tourism activities, which also resulted in lower CSI. Air passenger traffic and new vehicle sales, nonetheless, are showing steady growth momentum.

MOVING FORWARD TOGETHER



Operating Environment

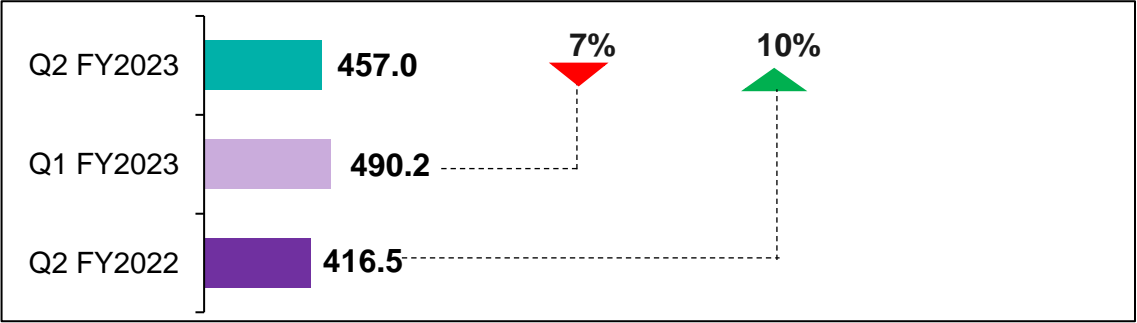
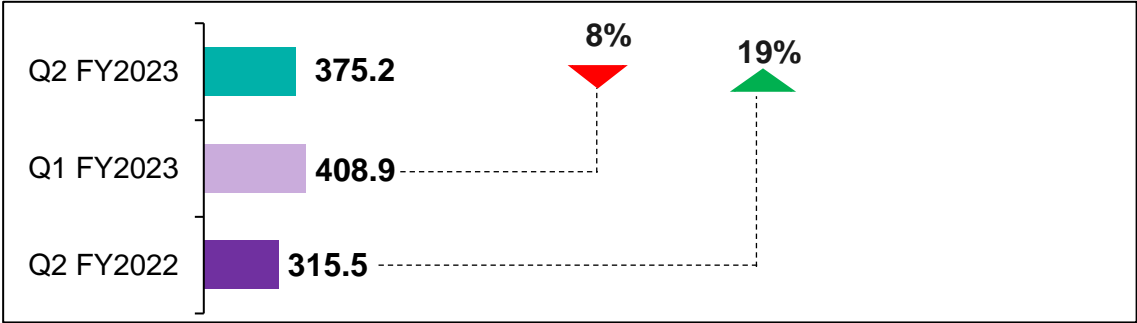
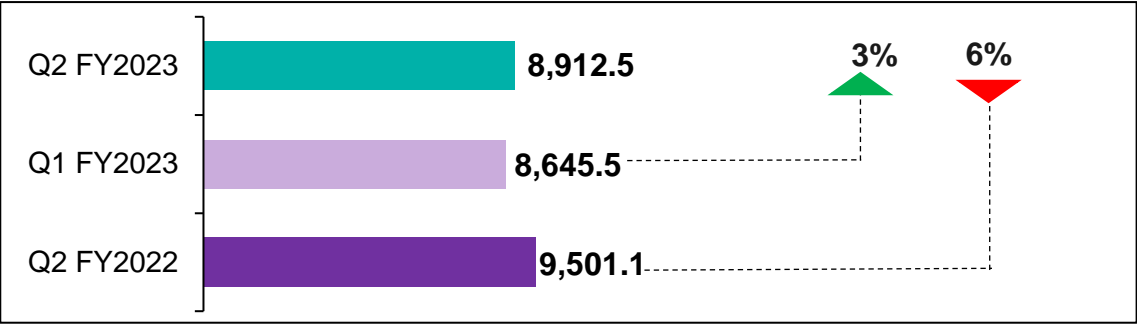
Business & Financial Performance

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Group Financial Performance (1/2)

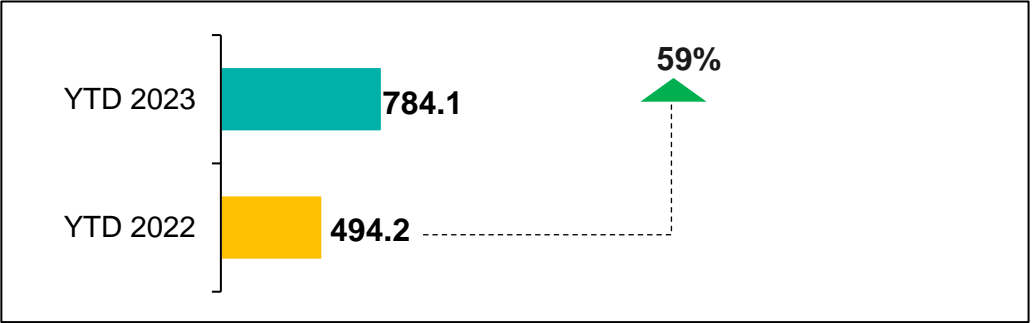
Higher PBT in Q2 FY2023 & YTD FY2023 relative to SPLY driven by increase in gross profit on the back of stability in prices' trend for Commercial and improved demand



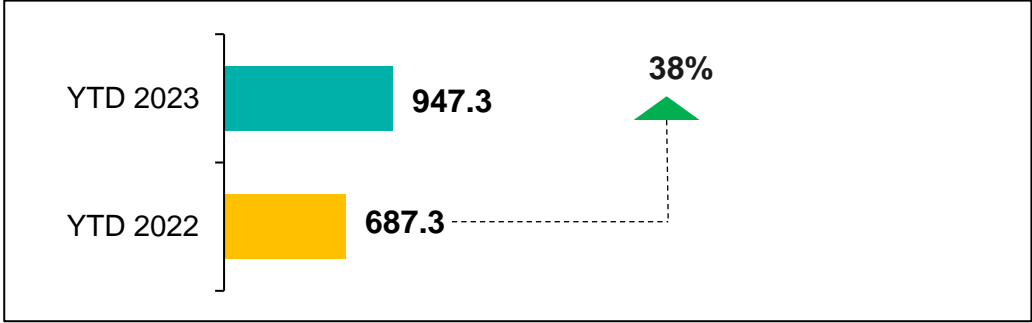
Revenue
(RM mil)



Profit
Before Tax
(RM mil)

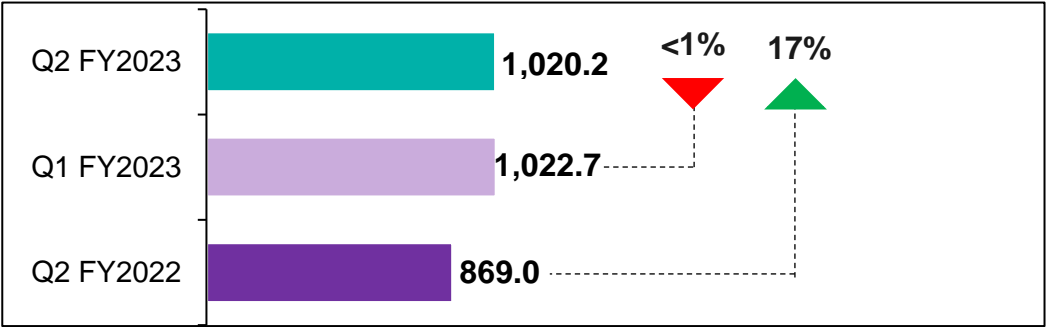


EBITDA
(RM mil)

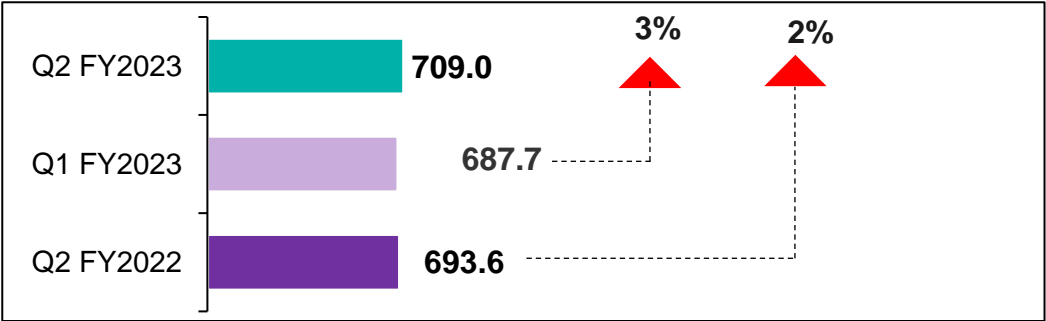
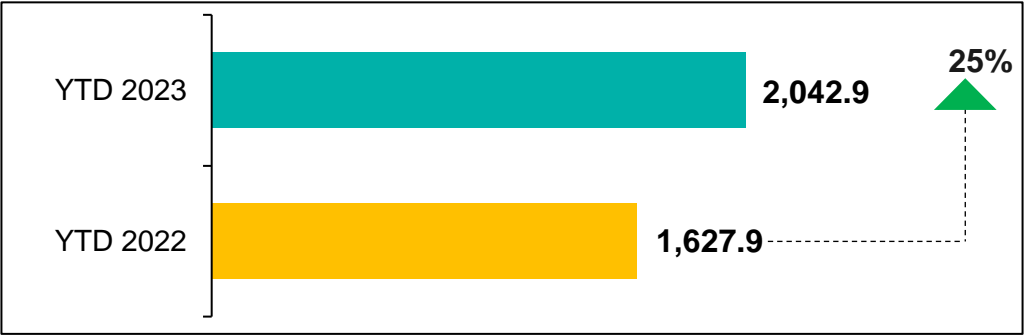


Group Financial Performance (2/2)

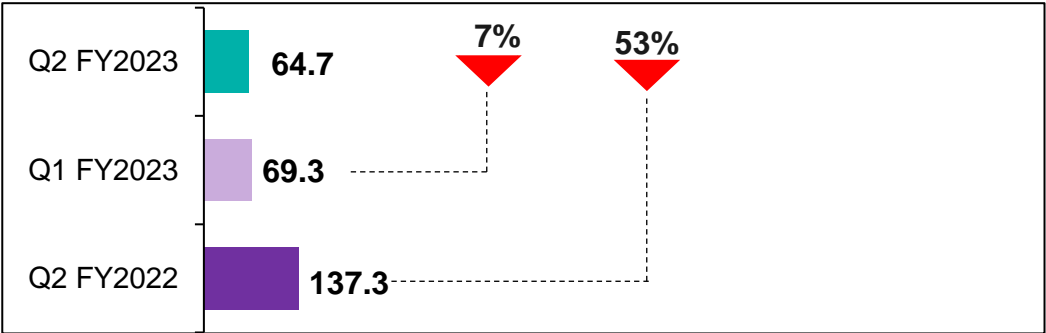
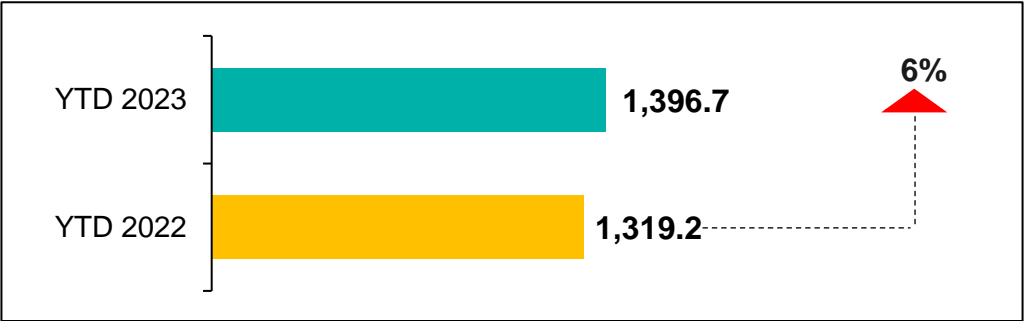
Higher PBT in Q2 FY2023 & YTD FY2023 relative to SPly driven by increase in gross profit on the back of stability in prices' trend for Commercial and improved demand



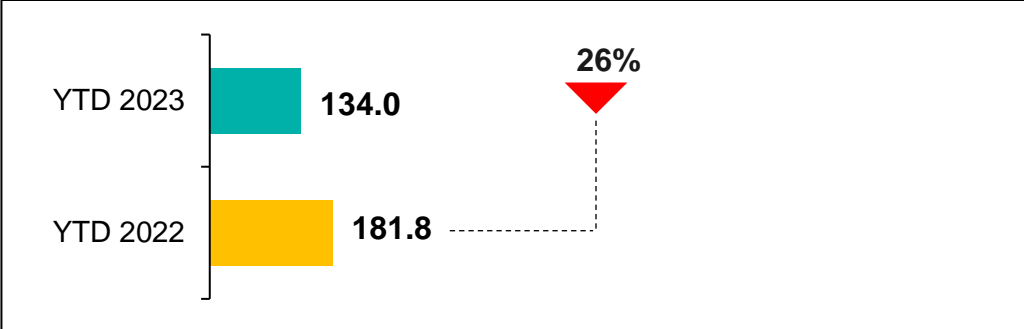
Gross Profit (RM mil)



OPEX (RM mil)

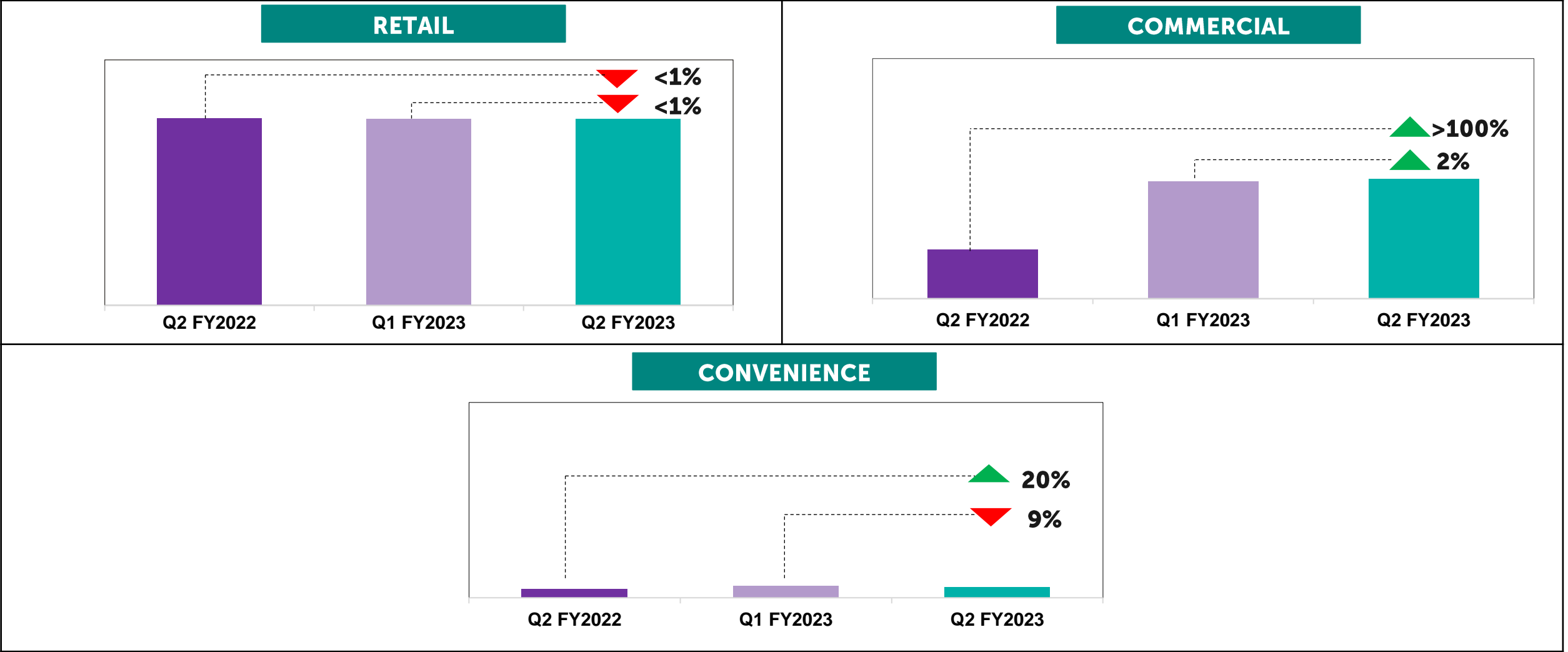


Other Income (RM mil)



Gross Profit by Business Segments:

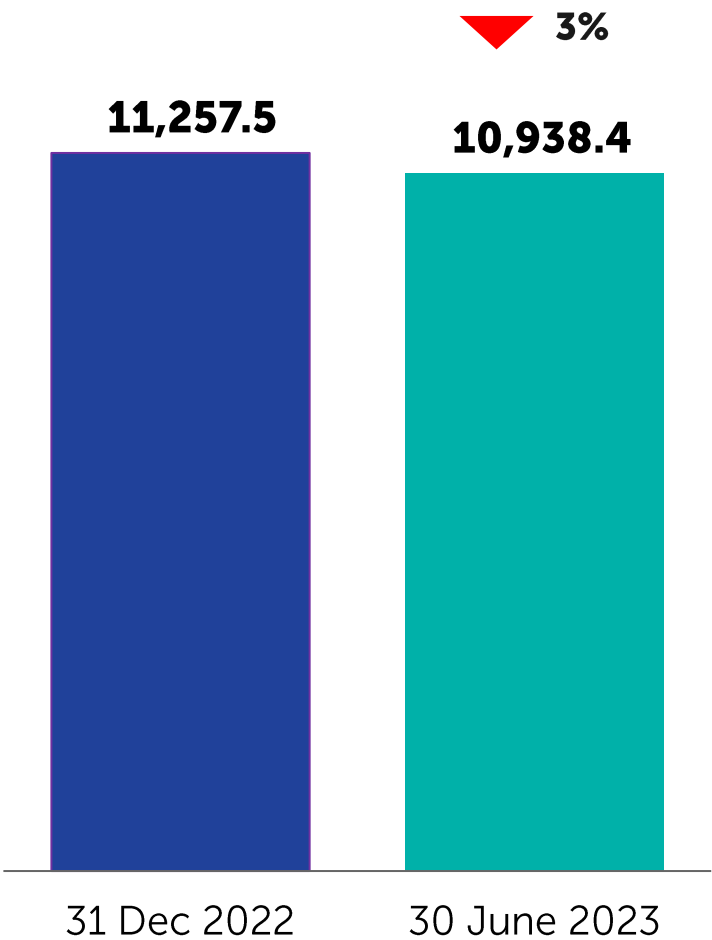
Commercial and Convenience segments recorded higher gross profit against SPLY offset by slightly lower gross profit from Retail segment



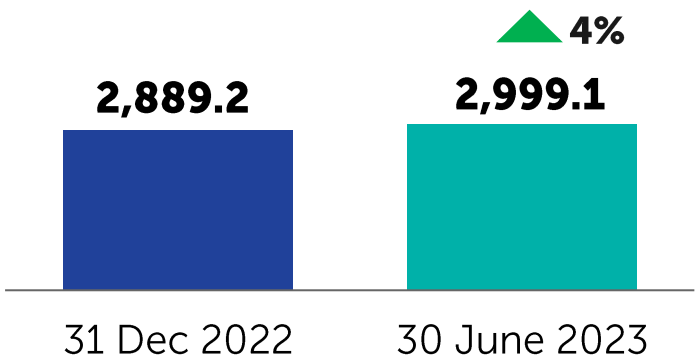
Consolidated Statement of Financial Position

Total assets decreased by 3% following lower receivables in line with lower average selling prices

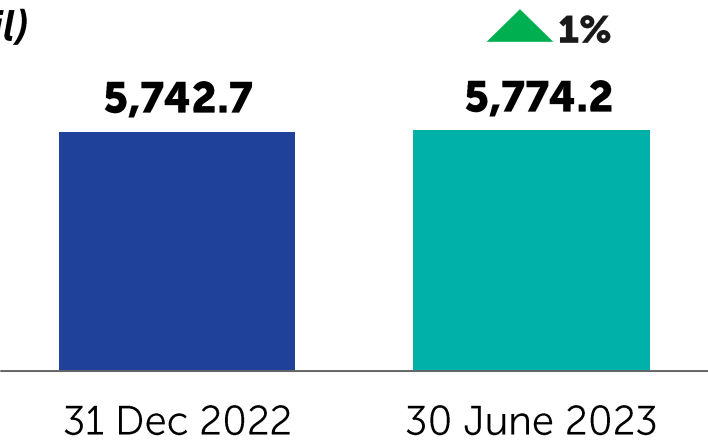
Total Assets
(RM Mil)



Cash and Cash Equivalents
(RM Mil)

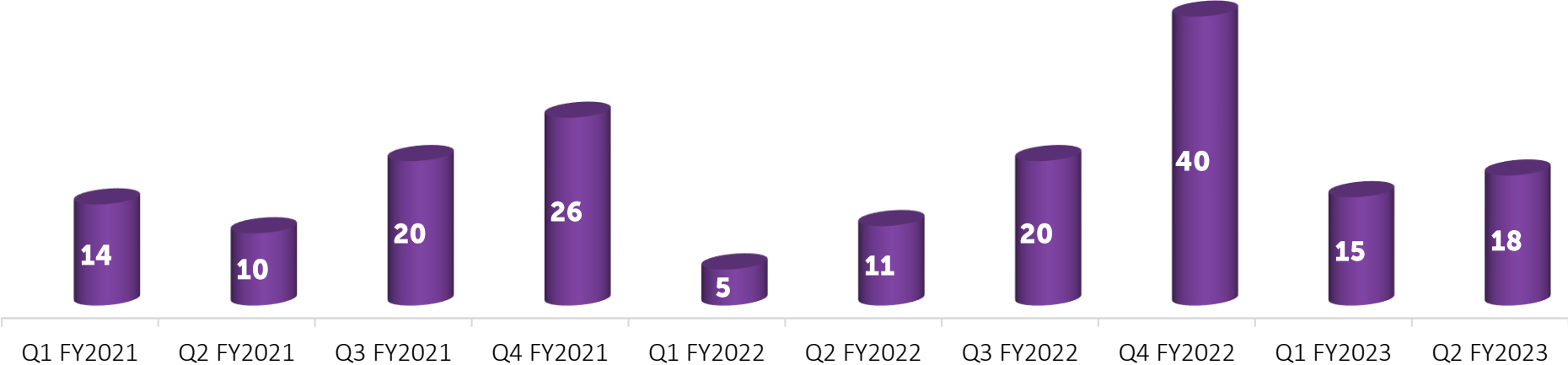


Equity attributable to shareholders
of the Company
(RM Mil)



PetDag has declared dividend amounting to 18 sen/share

Dividend per share (RM sen)



	2021				2022				2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Dividend Payout (%)	53	136	85	231	56	52	79	195	58	60		

For Q2 FY2023, PetDag has declared total dividend of 18 sen higher by 7 sen compared to Q2 FY2022

MOVING FORWARD TOGETHER



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Q2 FY2023

Business Programmes & Campaign Highlights

VALUE & GROWTH

SUSTAINABILITY

1 Rancakkan Raya

2 Malaysia Autoshow 2023

3 LIMA Langkawi 2023

4 PDB 41st AGM 2023

5 Setel eBeliaRahmah

6 PDB Stakeholders Raya 2023

7 Beach Cleaning and Waste Segregation in Langkawi

8 PDB Townhall 2023



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Malaysia Outlook

Positive Domestic Economic Outlook & Stable Oil Price in 2H 2023



2023 GDP growth at 4% - 5 % supported by domestic demand



Easing of Inflationary Pressure on 2H 2023

Inflation level expected to be at the average of 2.8% - 3.8% in 2023



Average Oil Price for 2H 2023

*USD84/bbl for Q3 2023
USD87/bbl for Q4 2023*

A need for convenience lifestyle & the seamless digital payment transaction in Malaysia



Significant demand for Convenience stores & proximity retailing format in Malaysia



Acceleration of digital payment usage for off-line retail store under the BNM Financial Inclusion Framework (2023 -2026)



More EV Charger Infrastructure to be installed across Malaysia



Development of bio-refinery hub to produce bio-based products which includes SAF.

Source: Bank Negara Malaysia (BNM) & Woodmac

Source: EMIS Report & BNM

*NETR stands for National Energy Transition Roadmap.
Published on 31 July 2023

2023 Focus Area



VALUE

- **Retail & LPG**
 - Growing and defending market share respectively
- **Commercial**
 - Strengthening returns on high margin segments
- **Lubricants**
 - Delivering value through differentiations via building power brands, availability, and visibility



GROWTH

- **Mesra**
 - Own-label product enhancement at *Kedai Mesra* and continued expansion of *Café Mesra*
- **SETEL**
 - Aims to leverage on the launch of *DuitNow QR* - which enabled payments in over 1.6 million stores nationwide
- **AutoExpert**
 - Continued expansion of *AutoExpert*



SUSTAINABILITY

- **EV Charging**
 - More DC EV Fast Charger to be installed along major highways in Malaysia
- **Sustainable Aviation Fuel (SAF)**
 - To promote the usage of SAF inside Malaysia's aviation industry

Strengthening Core Business



Diversify via Convenience



Enabling Energy Transition





**Making Your
Everyday Life
Simpler and Better**



PETRONAS

Passionate about Progress