



PETRONAS DAGANGAN BERHAD

Q1 FY2023 Analyst Briefing

23 May 2023

MOVING FORWARD TOGETHER

MOVING FORWARD TOGETHER



Operating Environment

Business & Financial Performance

Quarterly Highlights

Moving Forward

Operating Environment

Brent crude, USD/bbl

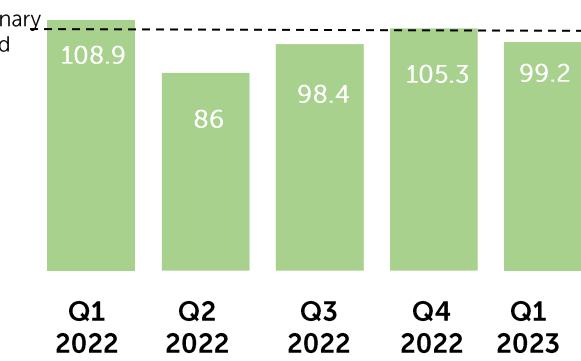


1 The downturn of Brent Crude Oil price in Q1 2023 is mainly due to the collapse of US Silicon Valley Bank in mid-March 2023.

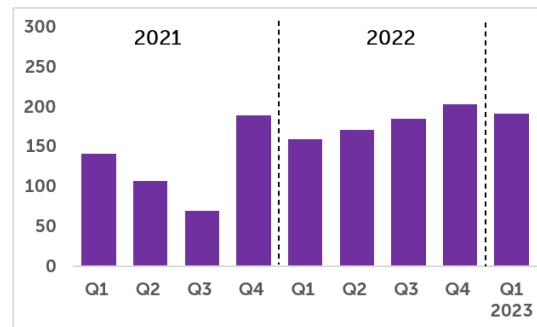
GDP Growth % Change on Y-o-Y and GDP Expenditure



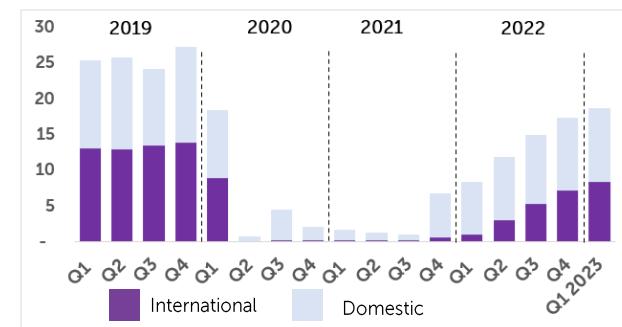
Consumer Sentiment Index (CSI)



New Vehicles Registration Volume ('000)



Malaysia Air Passenger Traffic (mn)



2 5.6% GDP growth in Q1 2023 was driven by further expansion of household spending, increase in total industry volume for vehicle sales and higher inbound tourism.

MOVING FORWARD TOGETHER



Operating Environment

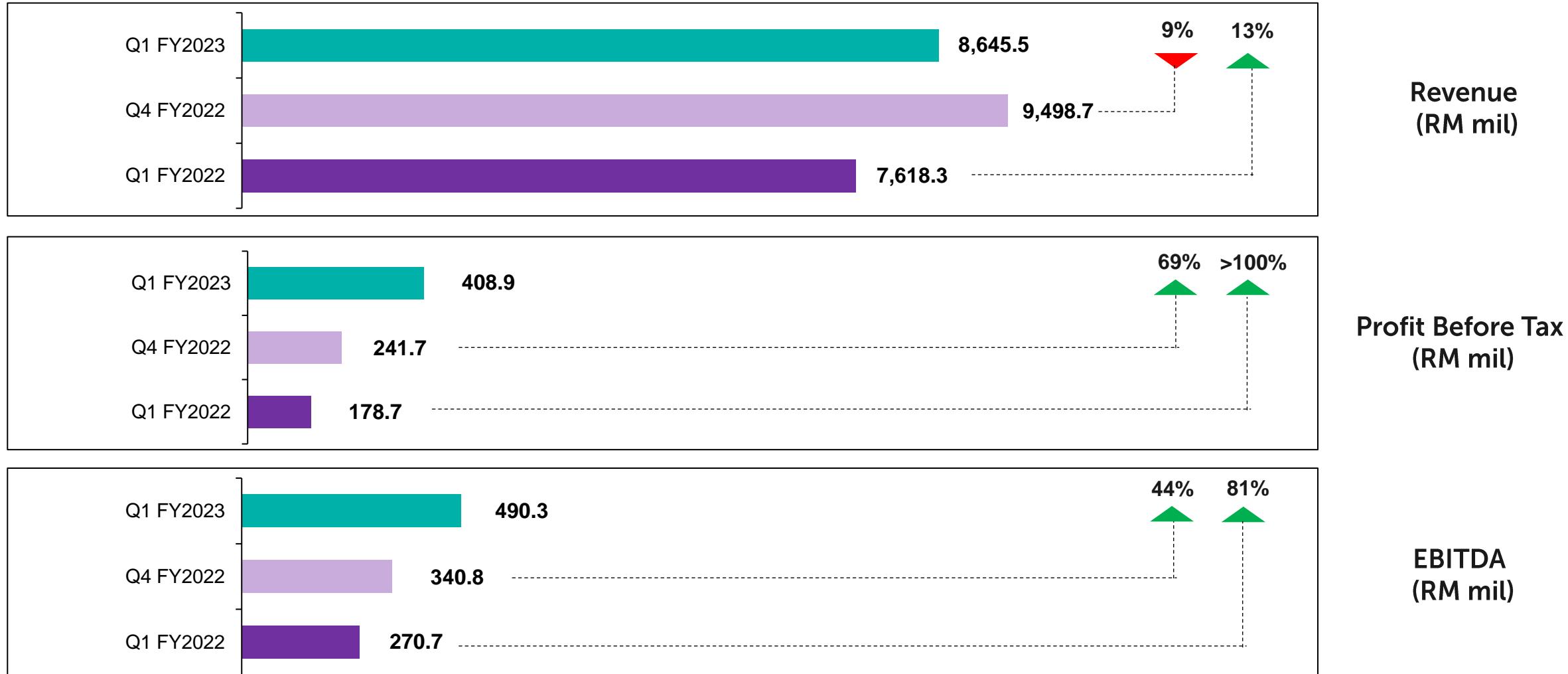
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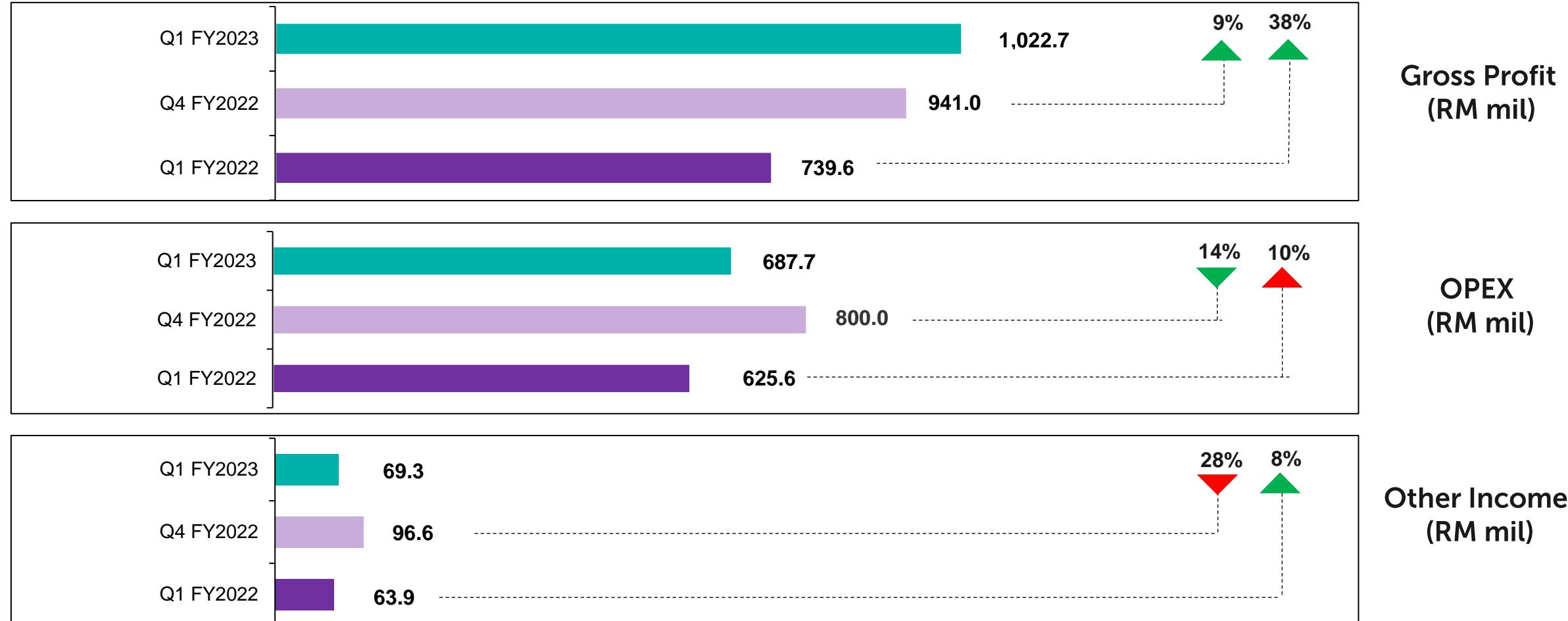
Group Financial Performance (1/2)

Higher PBT in Q1 FY2023 relative to SPLY driven by higher gross profit on the back of improved demand and stability in prices trend as well as higher other income offset by increase in OPEX



Group Financial Performance (2/2)

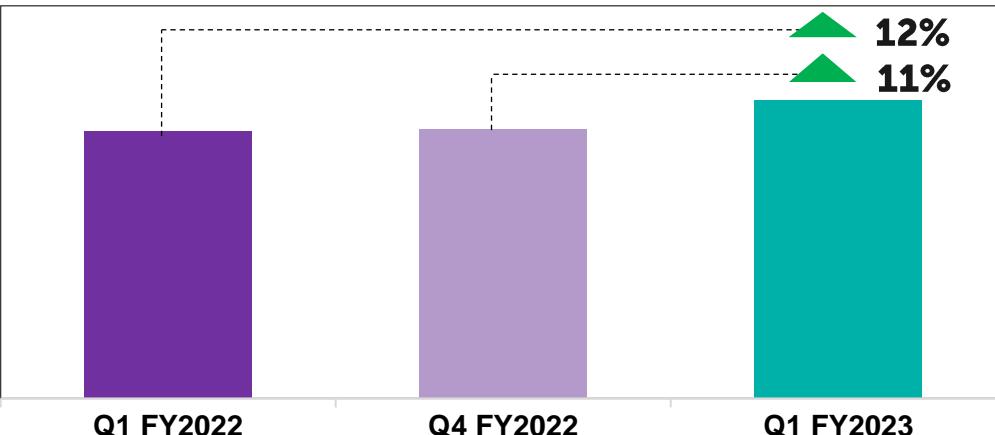
Higher PBT in Q1 FY2023 relative to SPLY driven by higher gross profit on the back of improved demand and stability in prices trend as well as higher other income offset by increase in OPEX



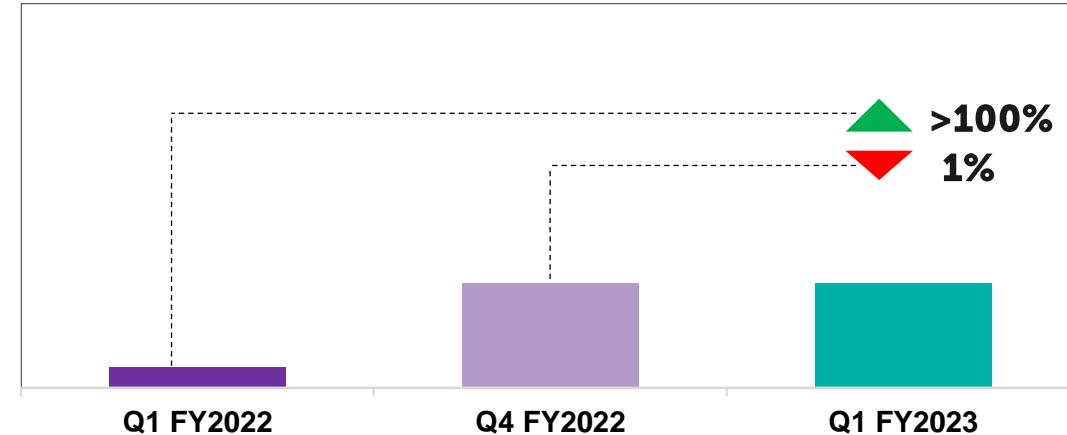
Gross Profit by Business Segments:

All segments recorded higher gross profit against SPLY

RETAIL



COMMERCIAL



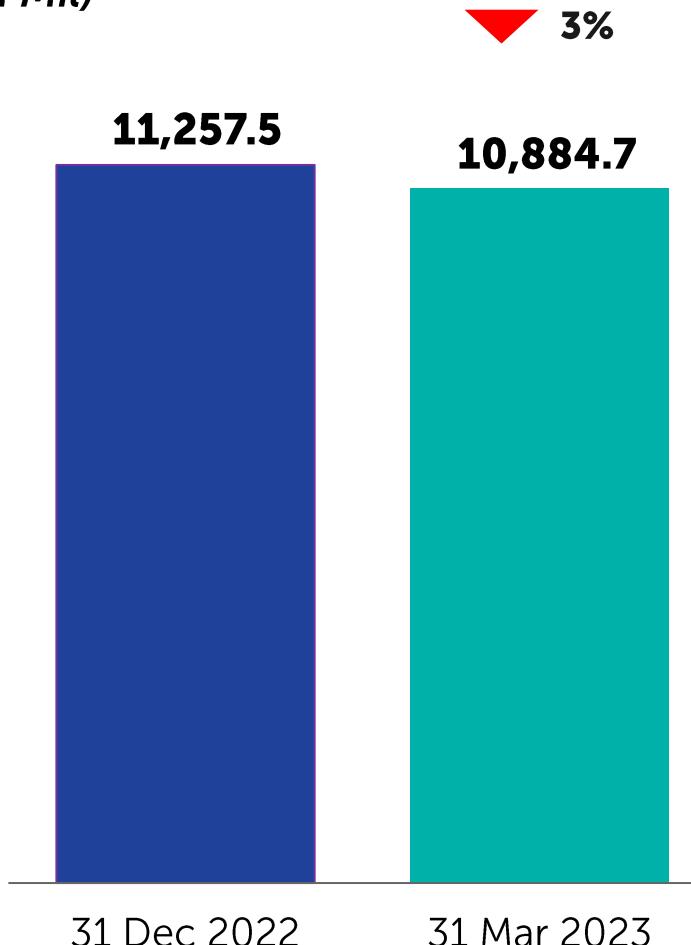
CONVENIENCE



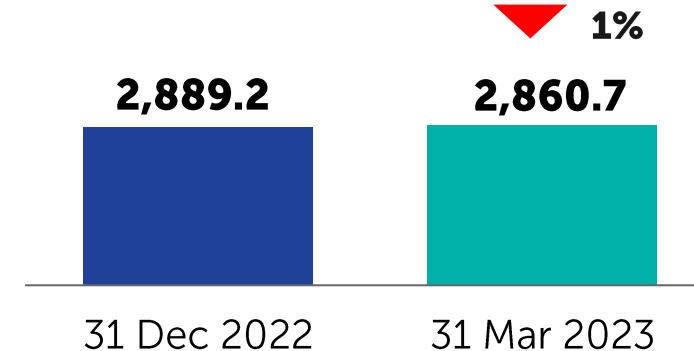
Consolidated Statement of Financial Position

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

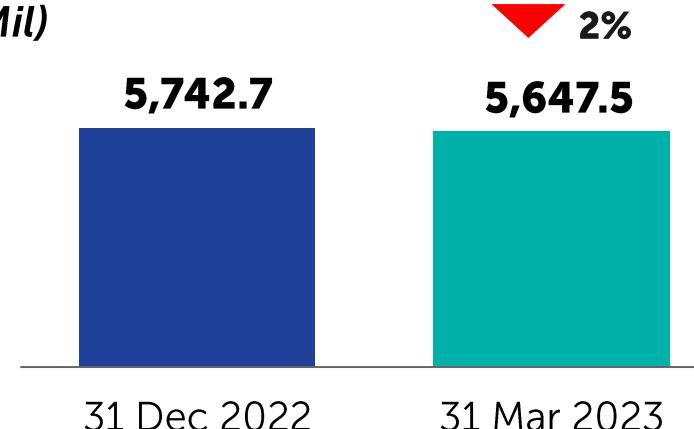
Total Assets
(RM Mil)



Cash and Cash Equivalents
(RM Mil)

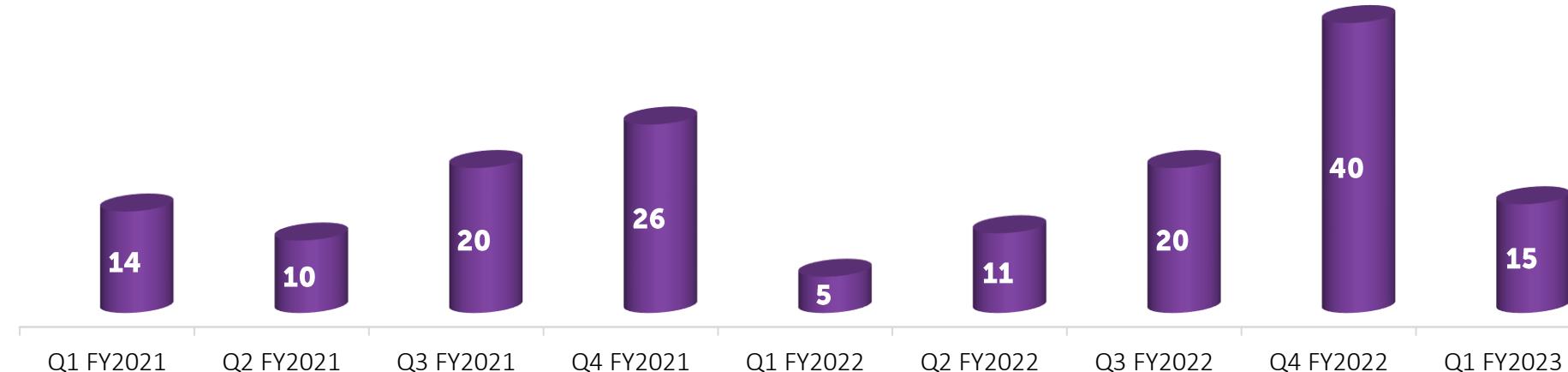


**Equity attributable to shareholders
of the Company**
(RM Mil)



PetDag has declared dividend amounting to 15 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			

For Q1 FY2023, PetDag has declared total dividend of 15 sen higher by 10 sen compared to Q1 FY2022

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Business Programmes & Campaign Highlights

Mesra Bonanza Lagi Ong!

PETRONAS Malaysia Open 2023

Collaboration with KPDN on escort assistance for fuel tankers during Festive Season

7 Café Mesra Outlets Launched

Setel is now on DuitNow QR Ecosystem

PETRONAS StreetSmart Design Thinking Challenge

Installed Solar Panels and 3 new DC chargers at PETRONAS Stations

PDB Flood Relief Assistance

Training School – Sekolah Latihan Pengendalian Makanan (SPLM)

VALUE



GROWTH



SUSTAINABILITY



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The key outlook for the rest of 2023, includes higher oil price to be seen in 2H 2023, Malaysia's strengthening economy outlook and increasing government support for Malaysia's sustainability agenda



Brent Crude oil price is expected to increase in 2H 2023

Source: Woodmac



Bank Negara Malaysia raised OPR from 2.75% to 3.00% on 3 May 2023

Source: BNM



Malaysia's inflation rate expected to moderate in 2023, to 2.8%-3.8%

Source: BNM



Malaysian Economy will continue to grow between 4%-5% in 2023

Source: BNM



Increasing government support for Malaysia's sustainability agenda through the revised Budget FY2023

Source: MOF



PDB embarked on MFT strategy anchored on the goal of future-proofing our organisation amid an increasingly challenging business landscape



VALUE

Sustain in PDB Core Business

RETAIL-FUEL



Growing and defending market share, capitalising on Economic recovery

COMMERCIAL



Driving revenue growth from the tourism industry recovery

LPG



Sustaining household market leadership and driving growth from commercial segment

LUBRICANTS



Expansion of AutoExpert remains top priority

GROWTH

Diversify through Convenience



- Expansion of Café Mesra beyond PETRONAS Station
- Setel launched DuitNow QR on 30 Mar 2023 at more than 1.6 million stores nationwide
- Launched Setel lite in April 2023 - a lighter fuelling app with much smaller download size and elderly friendly features

SUSTAINABILITY

Create sustainable value through economic, environmental, social & governance (EESG) pillars



Responsible governance



Bringing us to safeguarding the environment



For positive social impact



**Making Your
Everyday Life
Simpler and Better**



PETRONAS
Passionate about Progress