



PETRONAS

PETRONAS DAGANGAN BERHAD

Q1 FY2023 Analyst Briefing

23 May 2023

MOVING FORWARD TOGETHER

MOVING FORWARD TOGETHER



Operating Environment

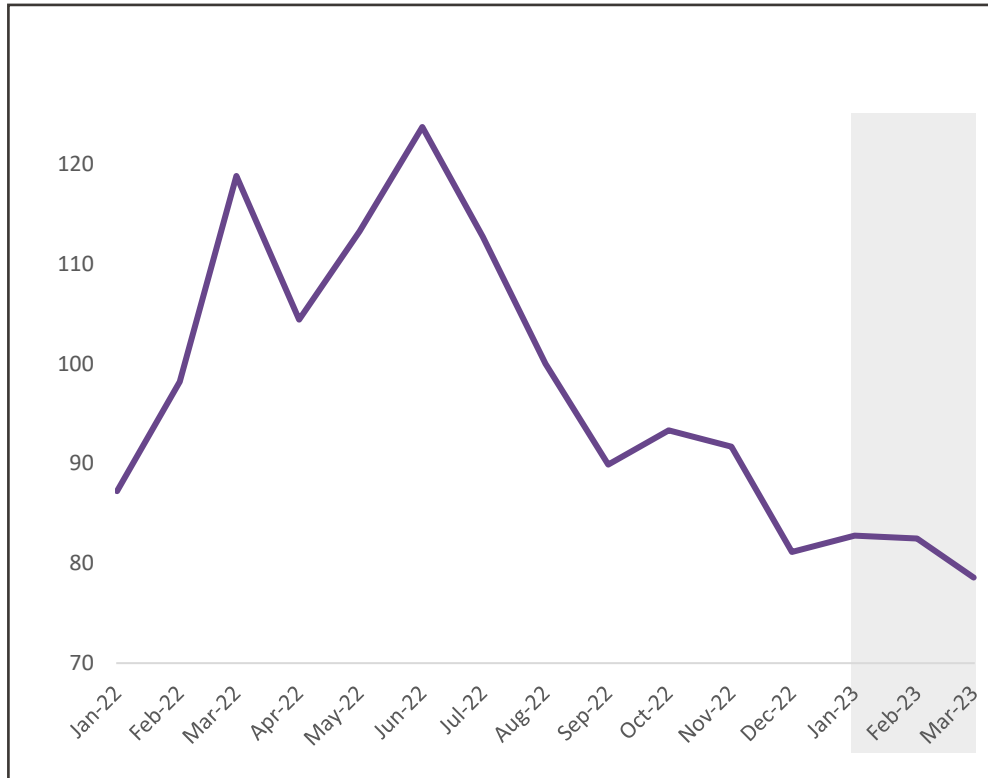
Business & Financial Performance

Quarterly Highlights

Moving Forward

Operating Environment

Brent crude, USD/bbl



Highest
Lowest
Closing price of Q12023

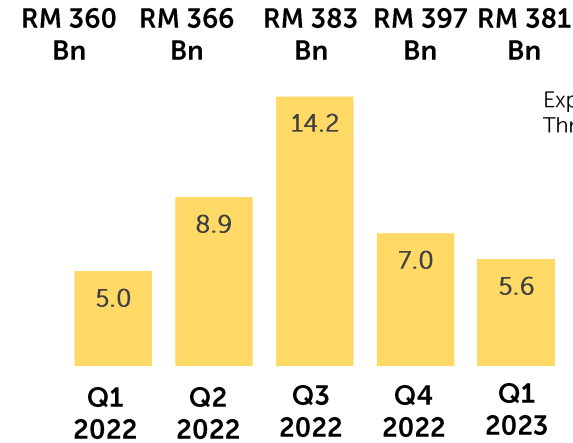
\$88.21/bbl
23 Jan

\$71.71/bbl
20 Mar

\$79.06/bbl
31 Mar

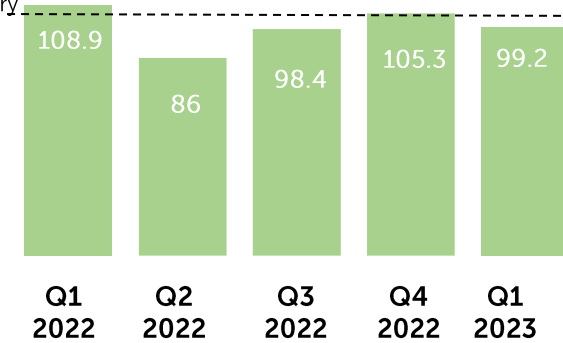
Source: Platts

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

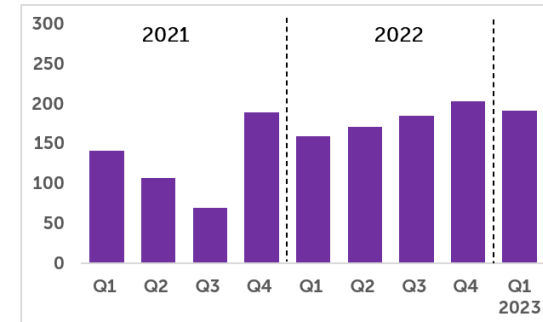


Consumer Sentiment Index (CSI)

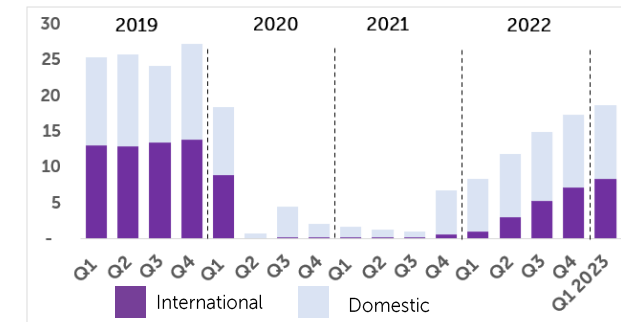
Expansionary Threshold



New Vehicles Registration Volume ('000)



Malaysia Air Passenger Traffic (mn)



Source: Bank Negara, DOSM, MIER, Malaysian Automotive Association & MAHB

1

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

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



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Group Financial Performance (1/2)

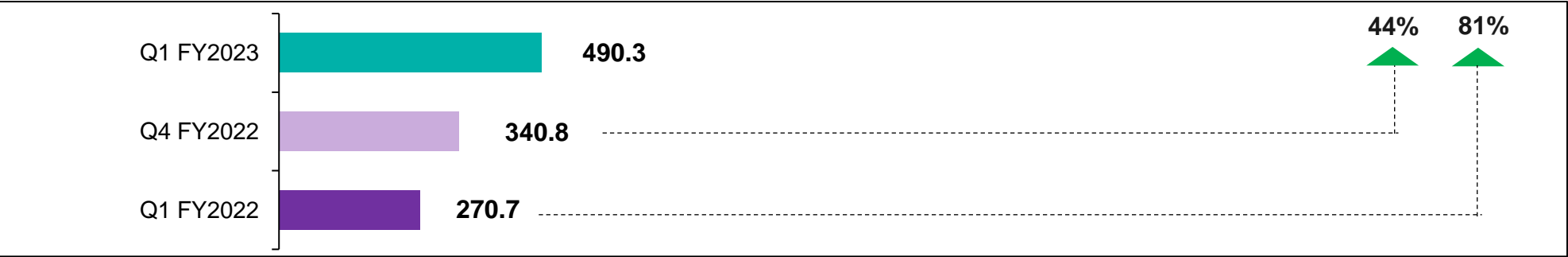
Higher PBT in Q1 FY2023 relative to SPY driven by higher gross profit on the back of improved demand and stability in prices trend as well as higher other income offset by increase in OPEX



Revenue
(RM mil)



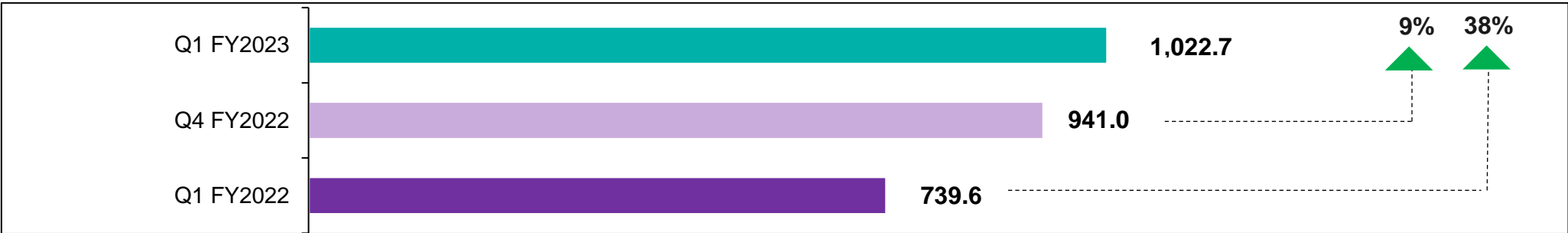
Profit Before Tax
(RM mil)



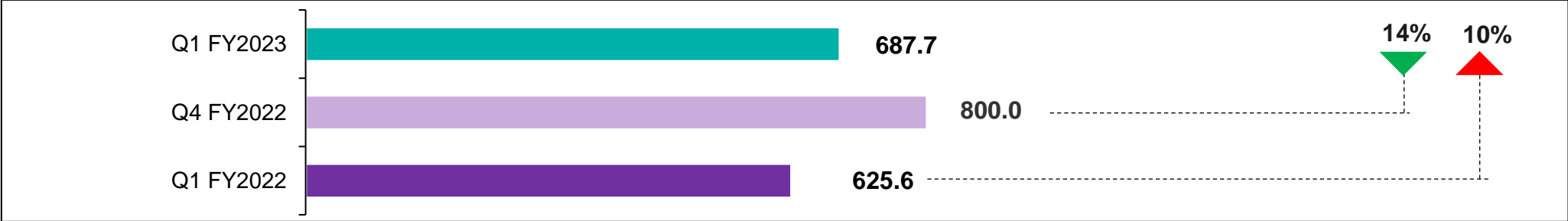
EBITDA
(RM mil)

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 (RM mil)



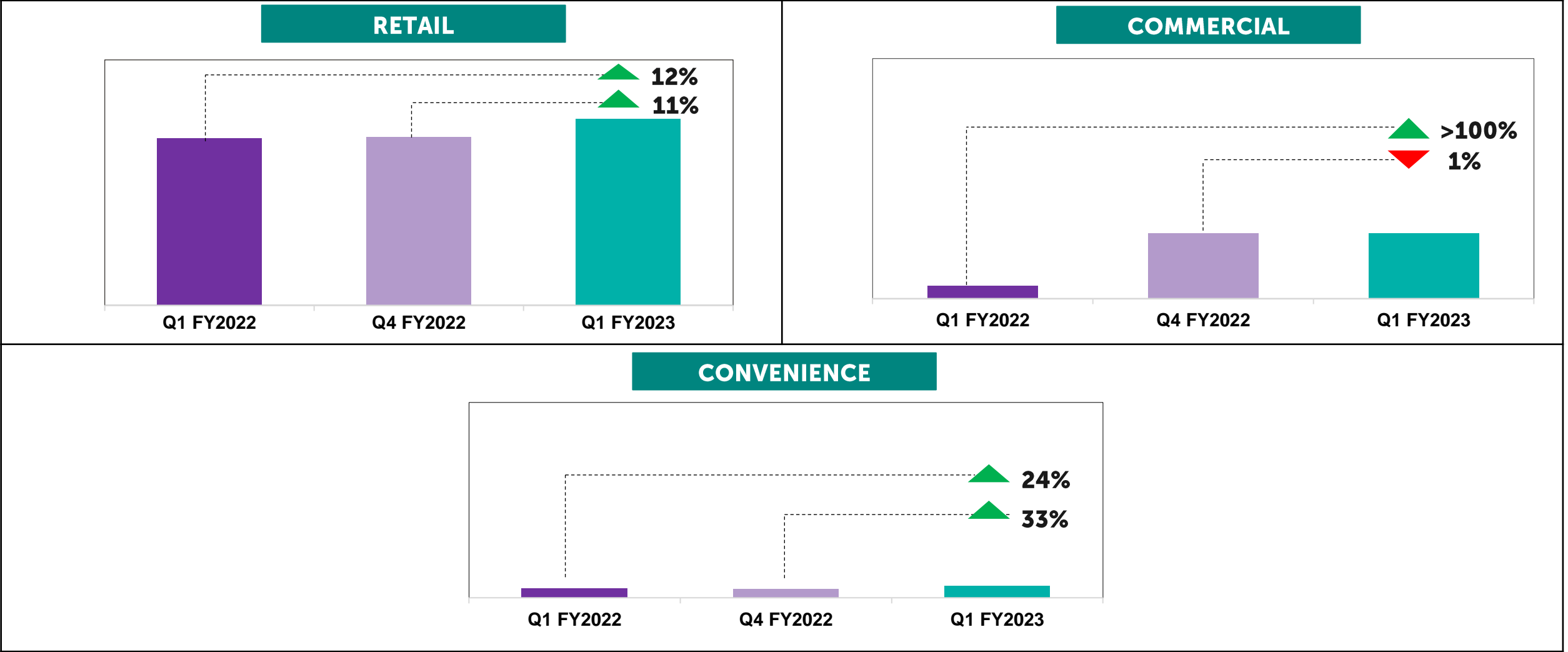
OPEX (RM mil)



Other Income (RM mil)

Gross Profit by Business Segments:

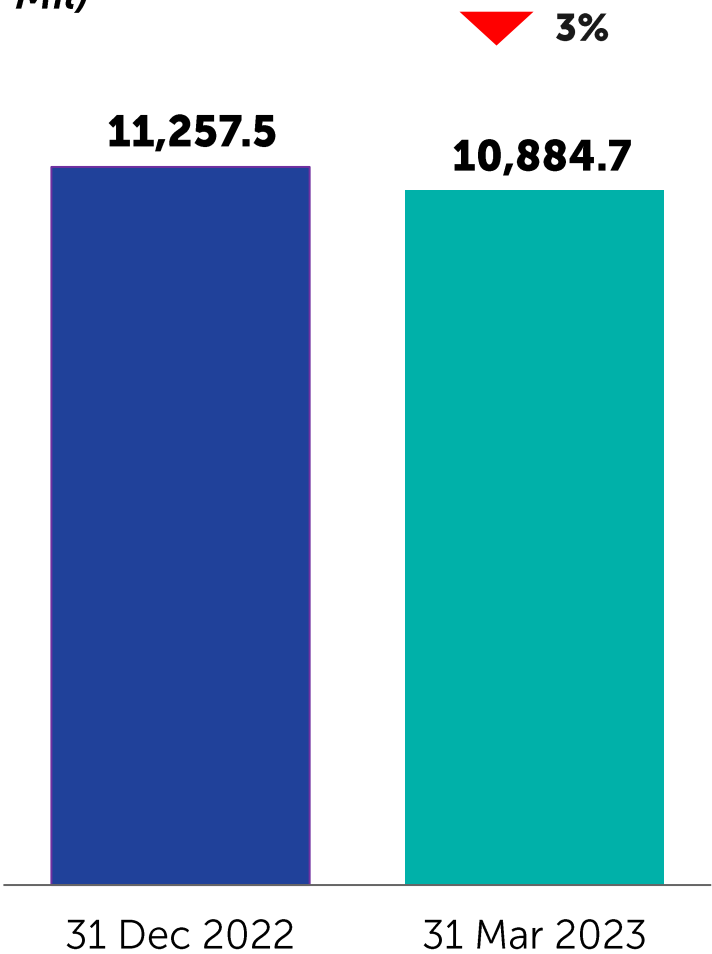
All segments recorded higher gross profit against SPY



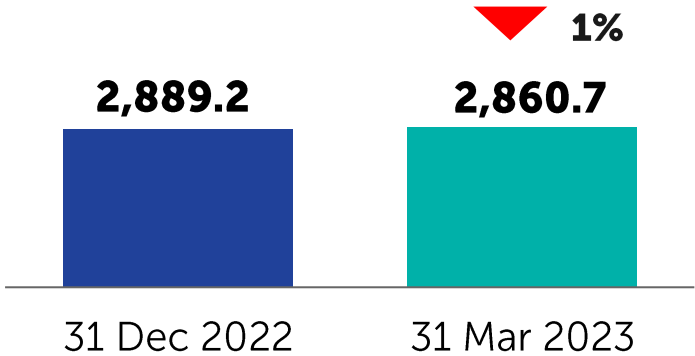
Consolidated Statement of Financial Position

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

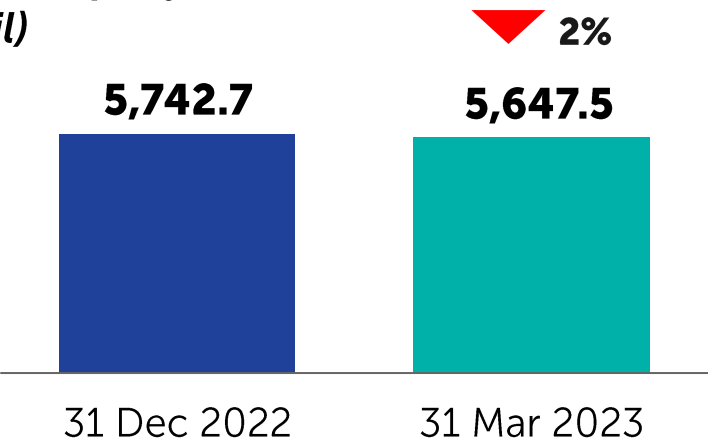
Total Assets
(RM Mil)



Cash and Cash Equivalents
(RM Mil)

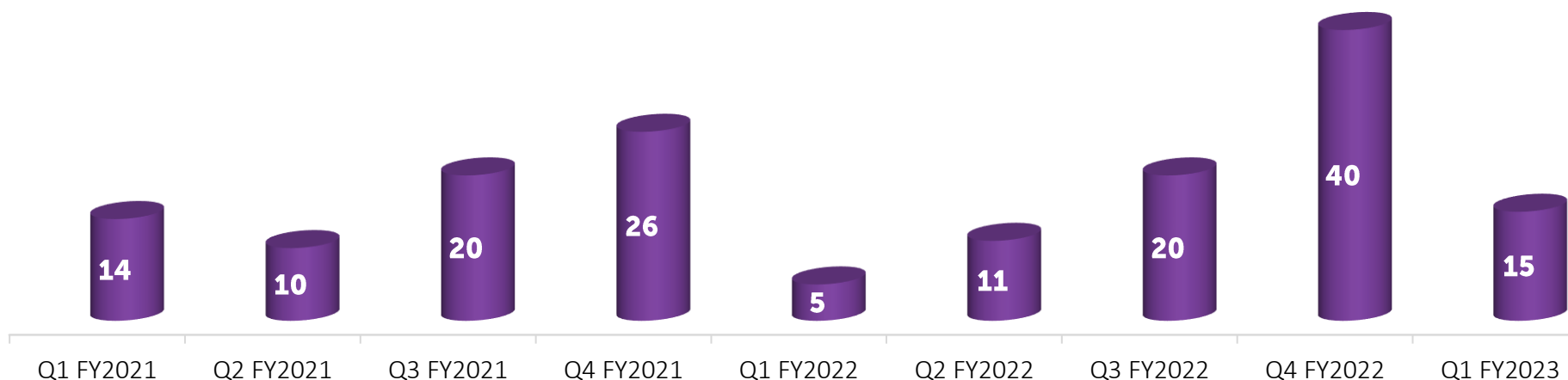


Equity attributable to shareholders
of the Company
(RM Mil)



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

MOVING FORWARD TOGETHER



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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



MOVING FORWARD TOGETHER



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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



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

Source: BNM



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

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



PETRONAS



**Making Your
Everyday Life
Simpler and Better**



PETRONAS

Passionate about Progress