

# PETRONAS DAGANGAN BERHAD

## Analyst Briefing for Q4 FY2022



23 February 2023



Open



MAKING LIFE  
**SIMPLER**  
AND  
**BETTER**

# MAKING LIFE SIMPLER AND BETTER

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## Operating Environment

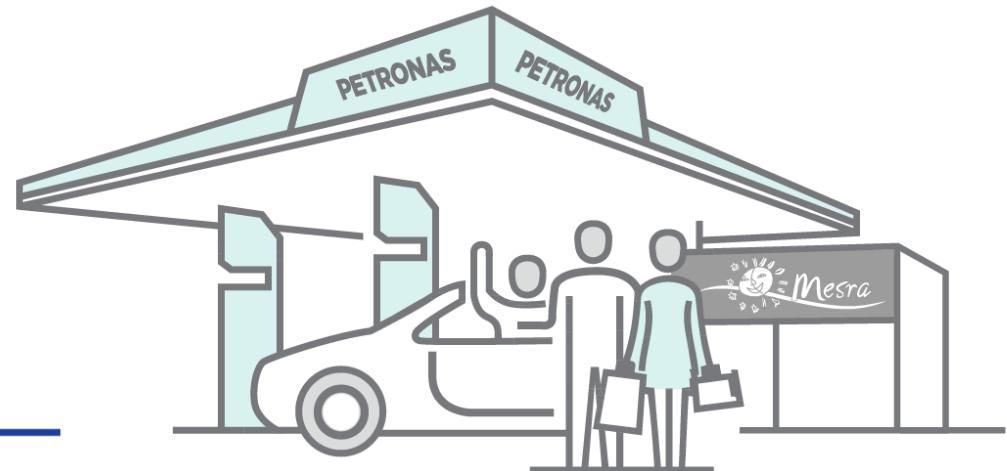
### Business & Financial Performance

### Awards & Recognition

### Quarterly Highlights

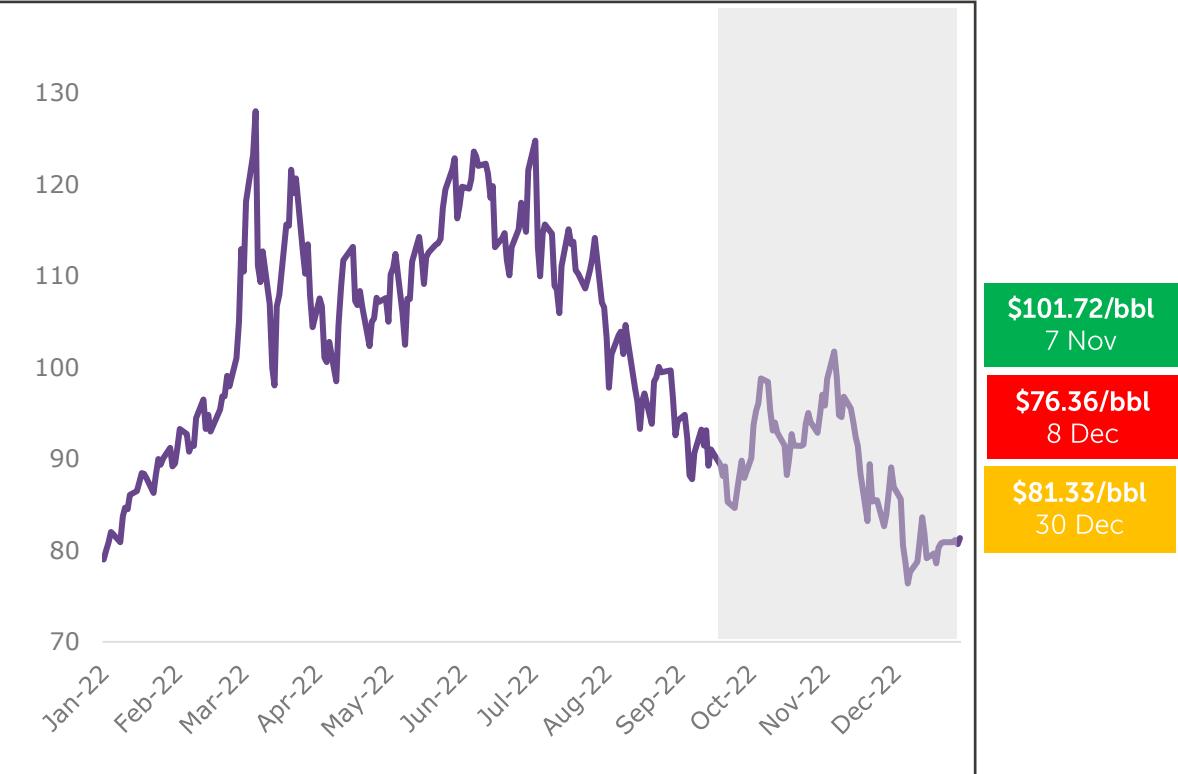
### Moving Forward

### Q&A



# Operating Environment

Brent crude, USD/bbl

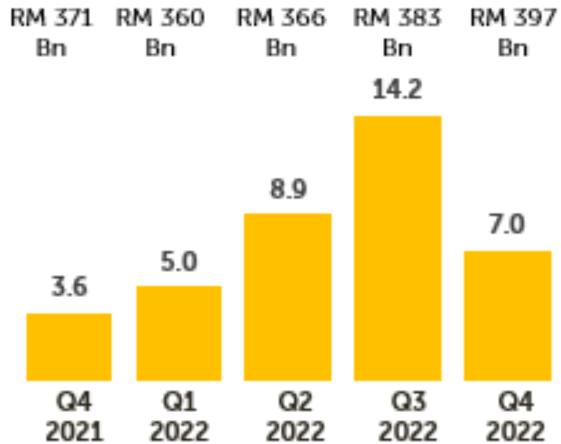


Highest

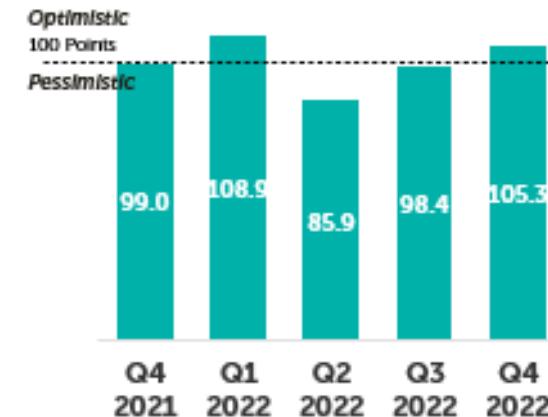
Lowest

Closing price of Q42022

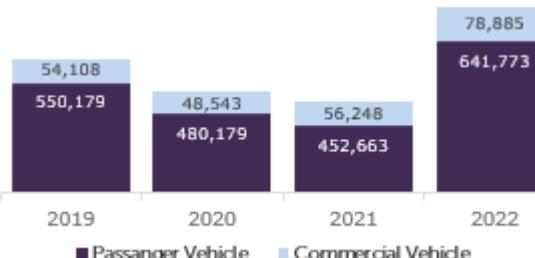
GDP Growth % Change on Y-o-Y and GDP Expenditure



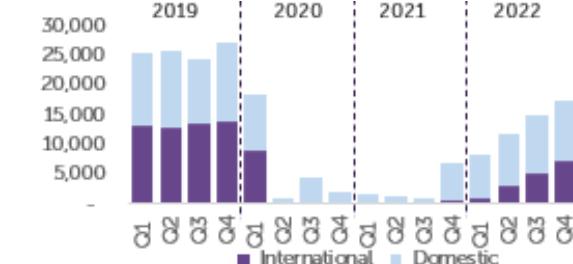
Consumer Sentiment Index (CSI)



Malaysia Vehicles Sales (Unit)



Malaysia Aviation Traffic ('000)



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

1

The downtrend trends of Brent Crude Oil price in Q4 2022 is due to the decline in demand following the fear against global recession.

2

- GDP expanded at 7.0%, driven by higher private consumption & consumer sentiment index.
- Growth in the number of motorists and aviation traffic in 2022.

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## Operating Environment

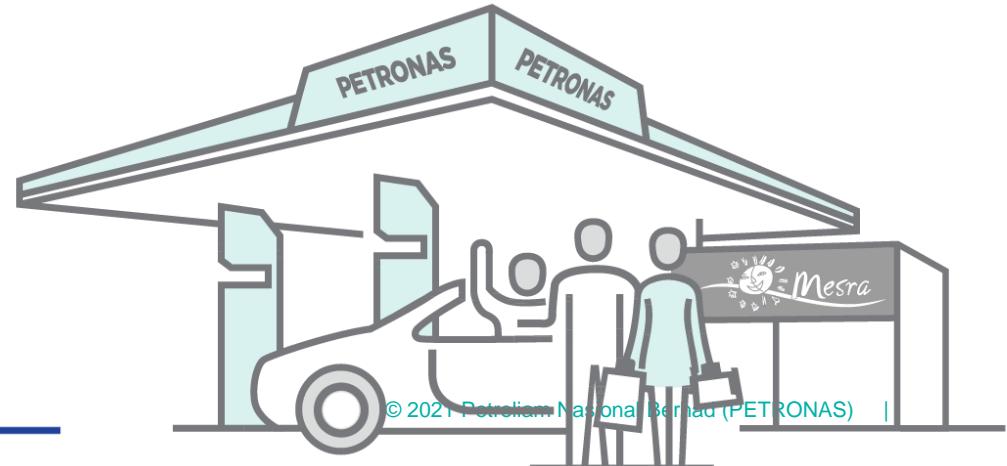
## Business & Financial Performance

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## Quarterly Highlights

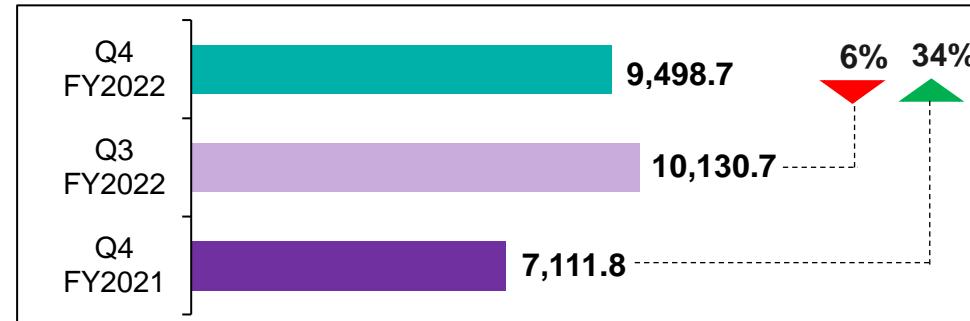
## Moving Forward

## Q&A

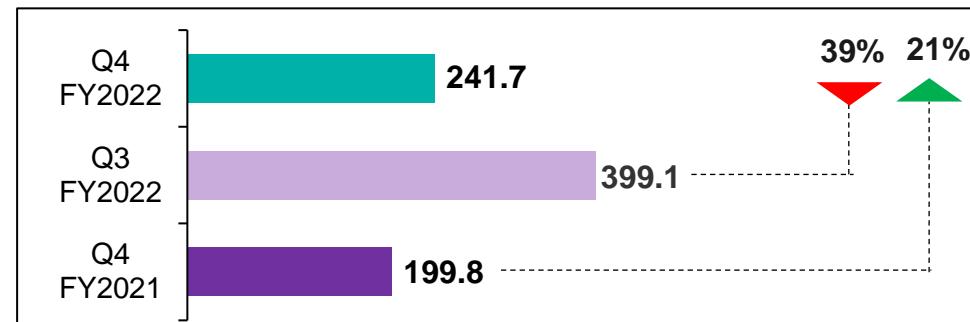


# Group Financial Performance (1/2)

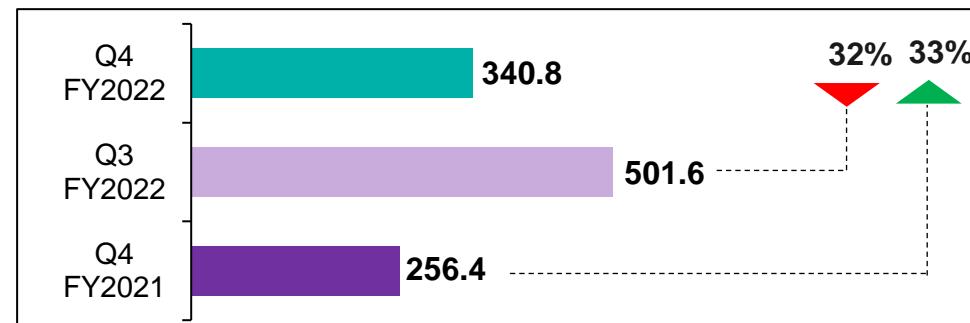
Higher PBT in Q4 and YTD FY2022 relative to SPLY driven by higher gross profit on the back of improved demand as well as higher other income, offset by increase in OPEX



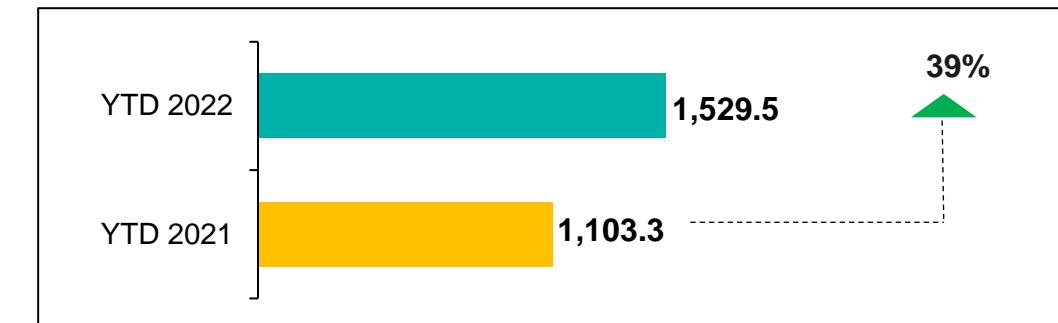
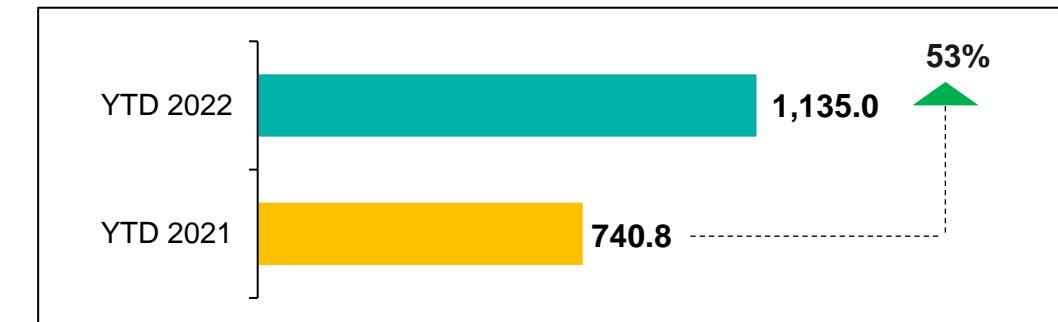
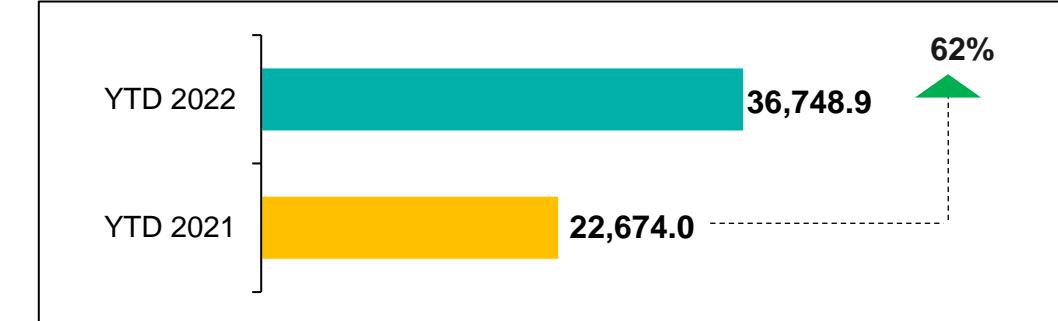
Revenue  
(RM mil)



Profit Before Tax  
(RM mil)

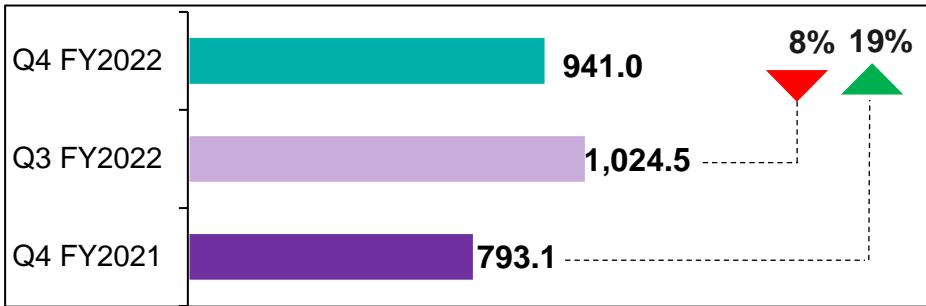


EBITDA  
(RM mil)

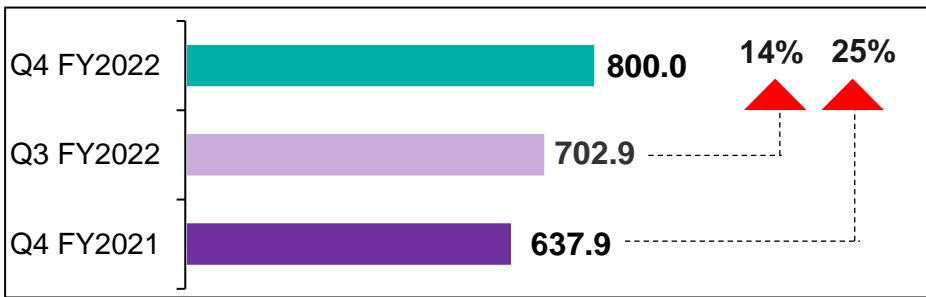


# Group Financial Performance (2/2)

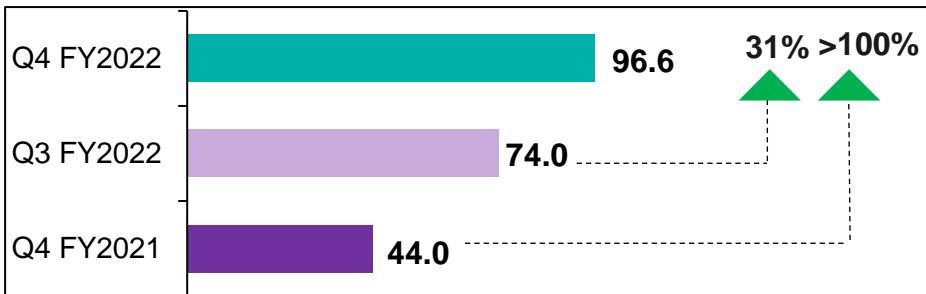
Higher gross profit against SPLY mainly contributed by better demand and higher other income, offset by increase in OPEX



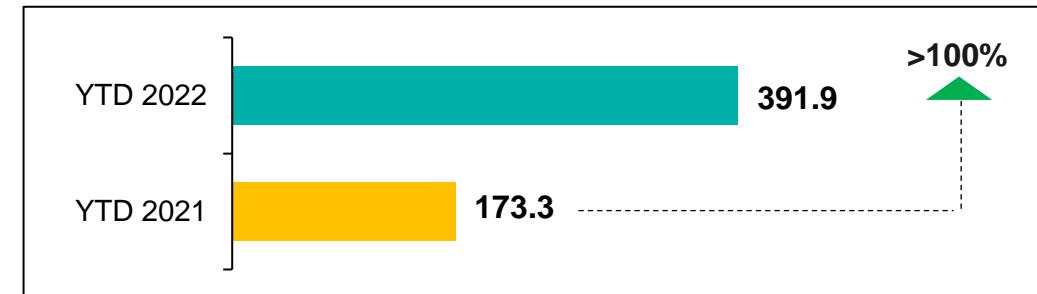
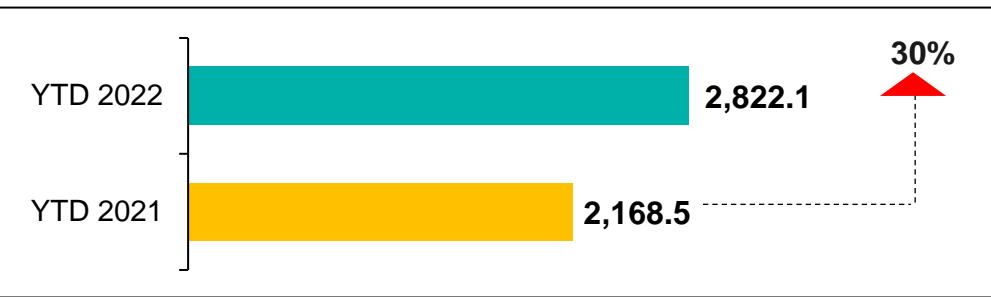
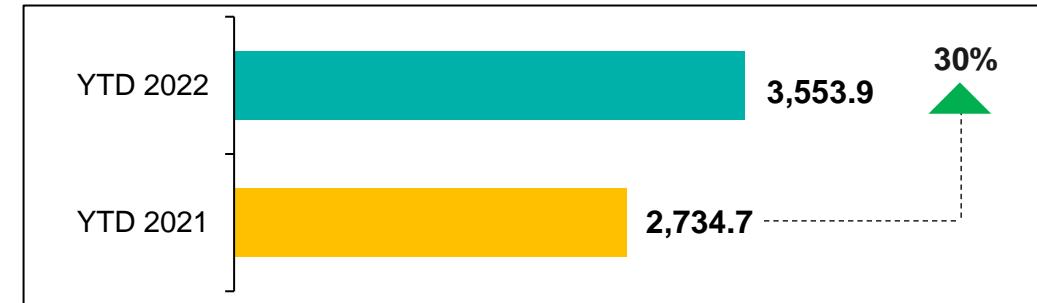
Gross Profit  
(RM mil)



OPEX  
(RM mil)



Other Income  
(RM mil)

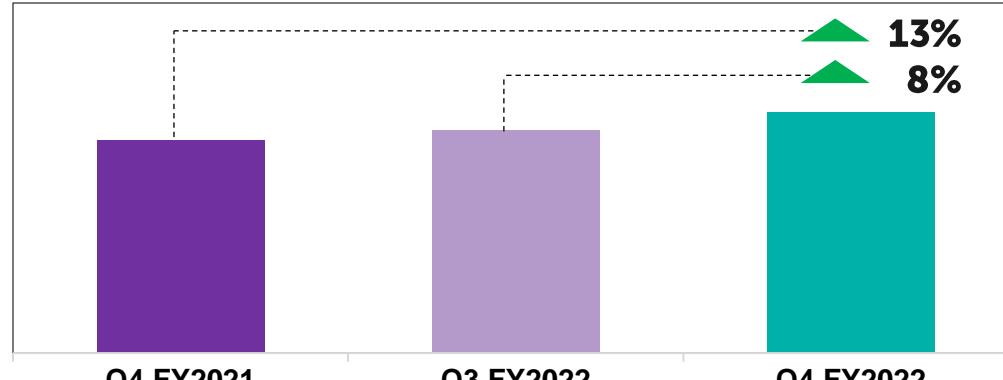


# Gross Profit by Business Segments:

Retail & Commercial segments recorded higher gross profit in Q4 FY2022 against SPLY

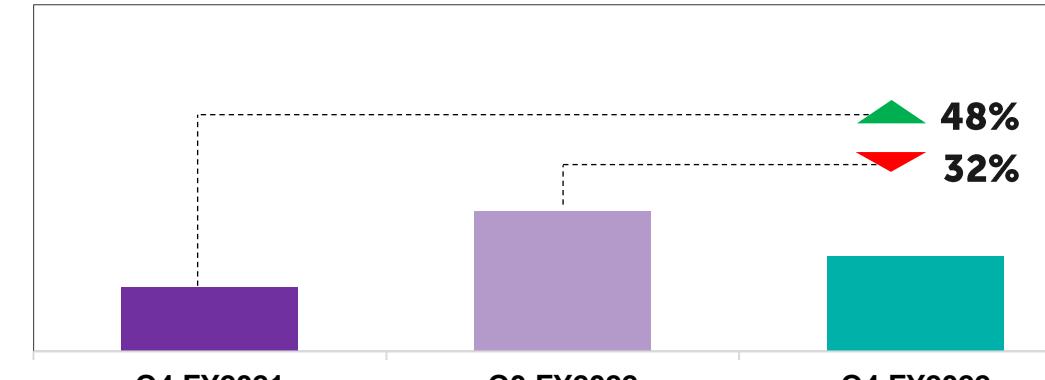
RM Mil

## RETAIL



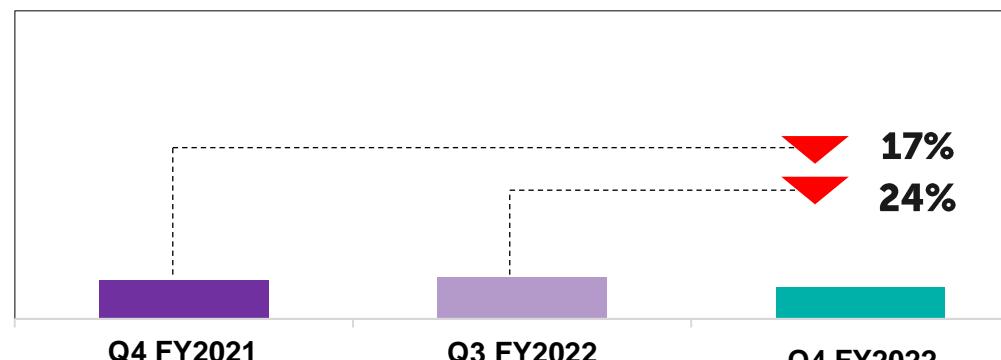
RM Mil

## COMMERCIAL



RM Mil

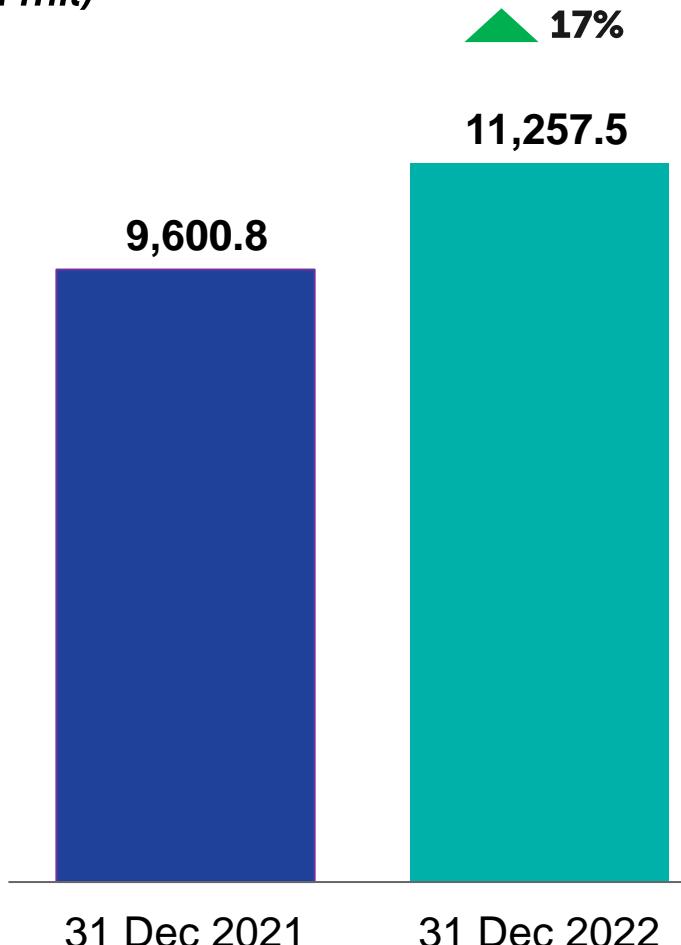
## CONVENIENCE



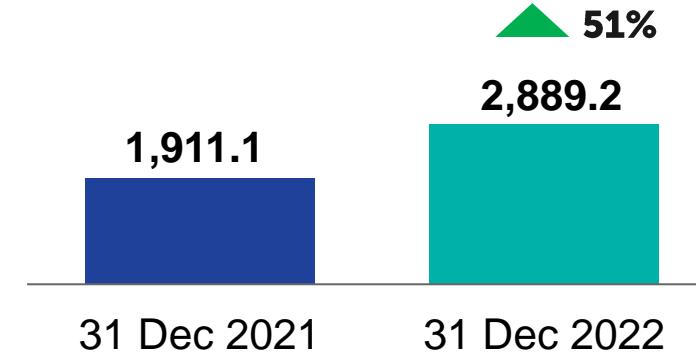
# Consolidated Statement of Financial Position

**Total assets increased by 17% following higher receivables in line with increase in business activities and average selling price**

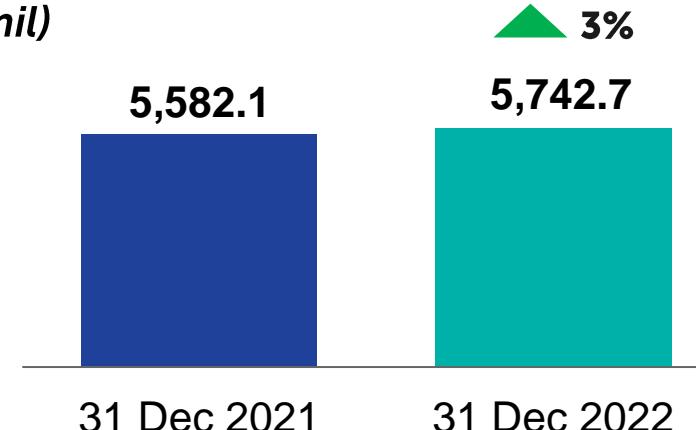
**Total Assets**  
(RM mil)



**Cash and Cash Equivalents**  
(RM mil)

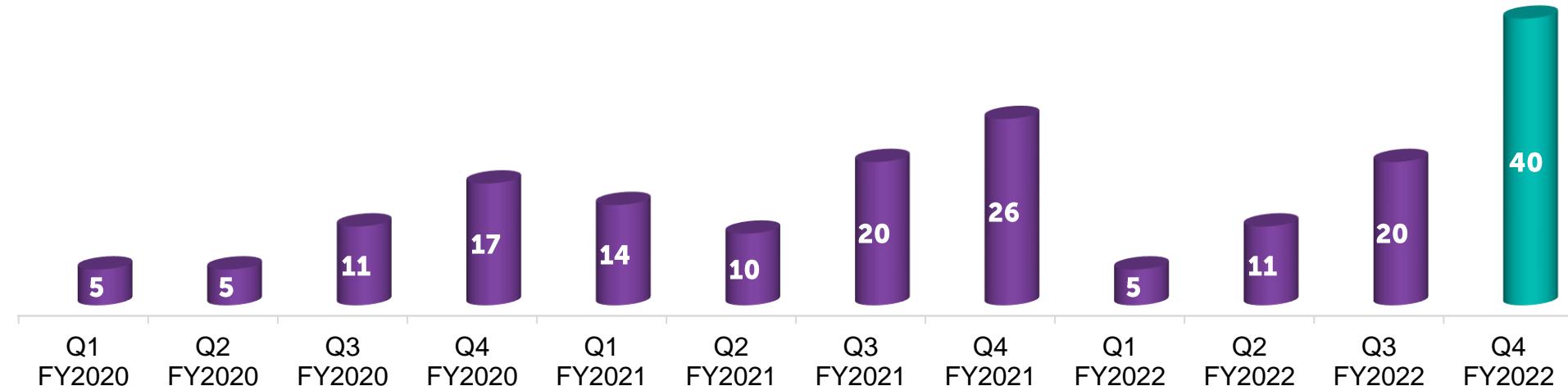


**Equity attributable to shareholders of the Company**  
(RM mil)



# PetDag has declared total dividend amounting to 40 sen/share

Dividend per share (RM sen)



	2020				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Dividend Payout (%)	61	497	52	186	53	136	85	231	56	52	79	195

For Q4 FY2022, PetDag has declared total dividend of 40 sen, with 14 sen of Special Dividend, higher by 20 sen compared to Q3 FY2022.

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**Operating Environment**

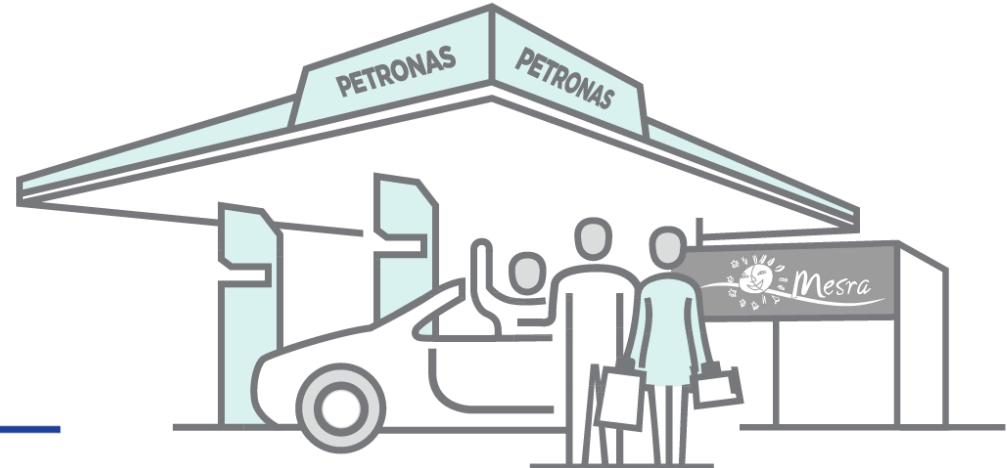
**Business & Financial Performance**

**Awards & Recognition**

**Quarterly Highlights**

**Moving Forward**

**Q&A**



# PDB received 35 awards for various categories in 2022



Gold Award - 13<sup>th</sup> Consecutive win



MSWG-ASEAN Corporate Governance Award



National Council for Occupational Safety and Health (NCOSH) Award



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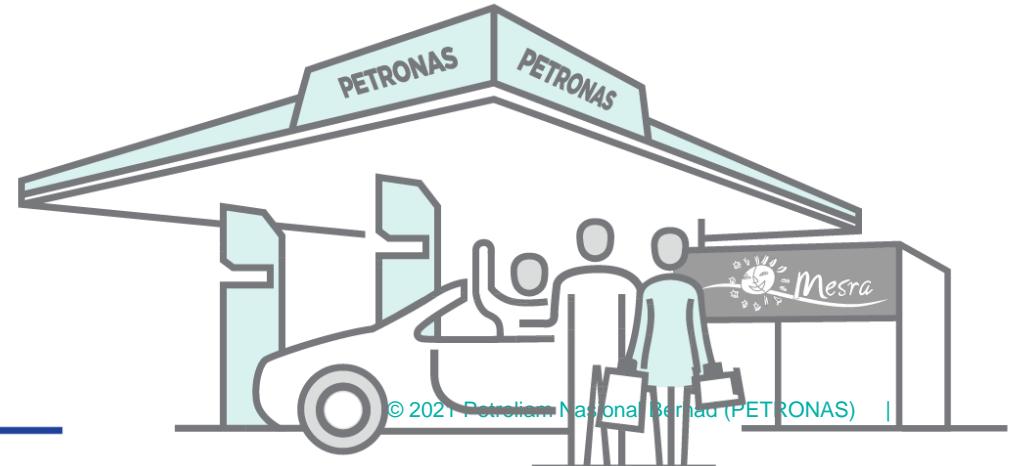
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# Q4 FY2022 Event, Campaign and Promotional Highlights

VISA



Mesra Bonanza Lagi Onz



First EV Charging Hub at PETRONAS Station



First MASWings Flight Powered by SAF



PETRONAS Le Tour de Langkawi 2022



Battery Swap Stations & Charging Infrastructure MoU



PDB-PETRONAS-NADMA Collaboration -Mobilise ROVR for Flood Relief

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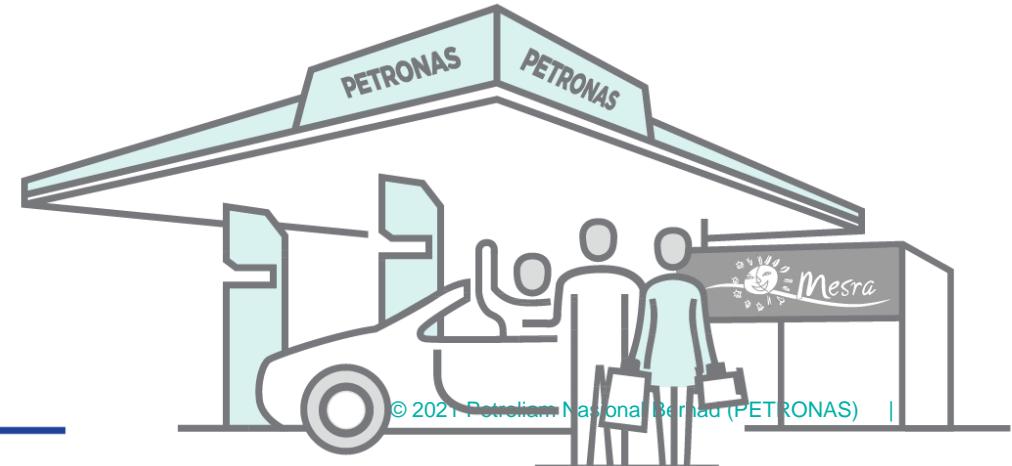
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# PDB Outlook in 2023



## Drop in Crude Oil

Forecast estimated USD89/bbl vs USD 101 FY 2022.

(Source: Woodmac)



## Inflation to moderate in 2023

Inflations expected to be at 2.5% – 3.0% in FY 2023 against 3.3% in FY2022



## Revival of Tourism Industry

International air passenger arrival in Malaysia expected to jump to 9.6 million compared to 2.9 million in 2022



## GDP expected to moderate at 4% (8.7% FY2022)

Domestic private sector spending to remain as the main driver amid an expected slowdown in global economy.

## Domestic demand will be key to Malaysia's growth performance in 2023

Most from services and manufacturing sector. Slowdown in exports following weaker global demand.



## Enhanced Sustainability requirement which entails greater transparency & accountability

Listing and Sustainability Requirement Reporting by Bursa Malaysia and Securities Commission



## Sustainability Reporting Guide

3rd Edition



# Our Priorities in 2023

**Sustain in PDB Core Businesses**

**VALUE**

**RETAIL** 

**LPG** 

**COMMERCIAL** 

**LUBRICANT** 

**GROWTH**

**Diversify through Convenience & Energy Transition**

**SUSTAINABILITY**

**Remain committed in creating positive impact to Environment, Economy and Social**

# PETRONAS

## Passionate about Progress