



**PETRONAS**

# **PETRONAS Group Financial Results Announcement Fourth Quarter and Year Ended 31 December 2020**

**Financial and Operational Results  
by Group CFO  
Liza Mustapha**

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Dated Brent

(USD/bbl)

**\$41.67**

FY2019 \$64.31



JCC single-month<sup>1</sup>

(USD/bbl)

**\$45.89**

FY2019 \$66.82



MYR/USD<sup>2</sup>

(USD/bbl)

**RM4.20**

FY2019 RM4.14



<sup>1</sup> Represents published price, not actualised price

<sup>2</sup> Average exchange rate

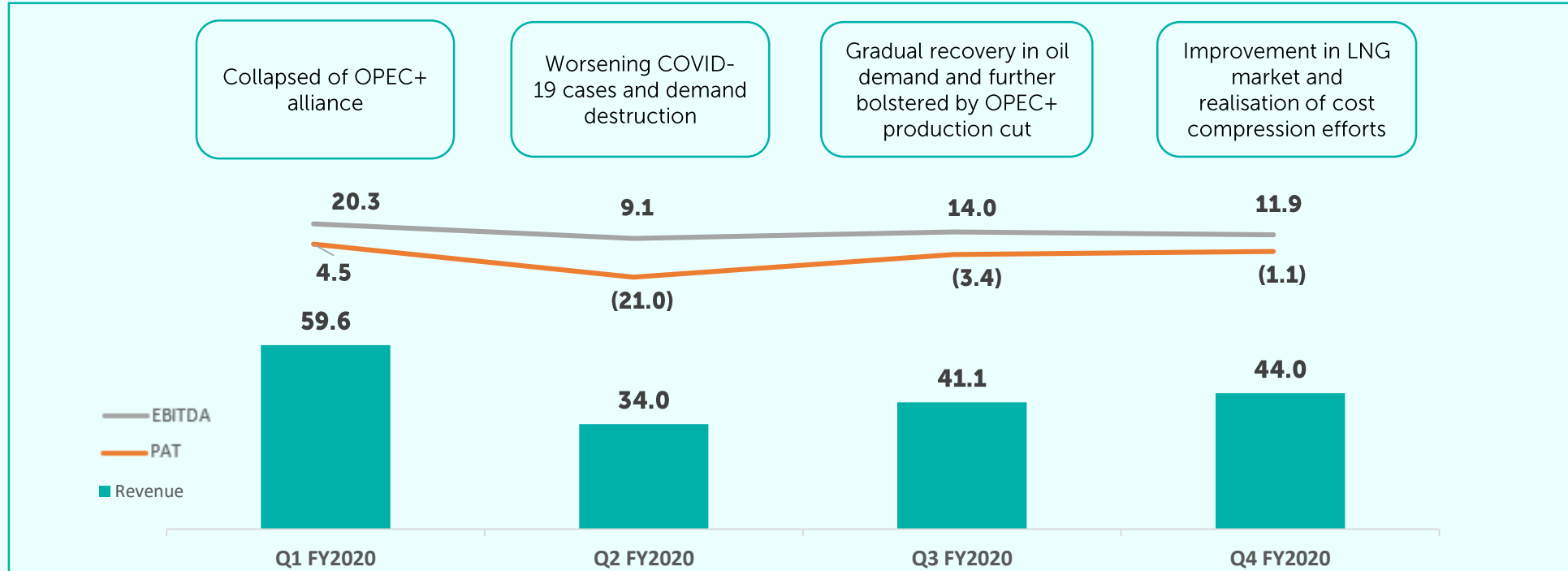
## Key Messages

- 2020 has been an **extraordinary year**.
- PETRONAS delivered a **credible performance** which reflects delivery of **strong operational execution** and **continued focus on commercial excellence**.
- **Excluding Impairments**, The Group recorded **Profit After Tax of RM10.5 billion** for the year ended 2020, **CFFO of RM40.7 billion** and **EBITDA at RM55.3 billion**.
- PETRONAS remains cautiously **optimistic and is looking to future-proof its portfolio**.

# Modest recovery of Q4 2020 performance in line with improved prices and demand

## Profitability trending by quarters in 2020

Unit: RM billion



**Average Dated Brent**  
(USD/bbl)

\$50.26



\$29.20



\$42.99



\$44.22

**JCC single-month<sup>1</sup>**  
(USD/bbl)

\$67.71



\$30.58



\$40.83



\$46.60

**Gross LNG sales volume<sup>2</sup>**  
(MMT)

9.99



6.71



6.70



8.84

<sup>1</sup> Represents published price, not realised price

<sup>2</sup> Includes volumes to Regassification Terminal

# Amidst a turbulent year, the Group achieved commendable financial performance strengthening its pathway to future-proof the organisation

Performance (RM Bil)	FY2019	FY2020
Revenue	240.3	▼ 178.7
PAT/(LAT)	40.5	▼ (21.0)
<b>PAT excluding impairment*</b>	48.8	▼ <b>10.5</b>
Group costs	205.6	▼ 204.2
Group costs excluding impairment*	197.3	▼ 172.7
Cash flows from operating activities (CFFO)	90.8	▼ 40.7
EBITDA	96.3	▼ 55.3

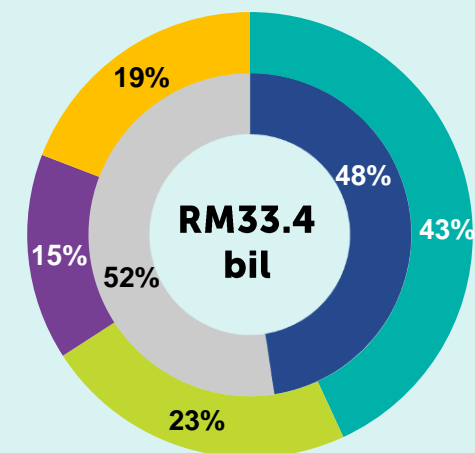
Financial Position (RM Bil)	31 Dec 2019	31 Dec 2020
Total assets	622.4	▼ 574.3
Net cash position**	81.6	▼ 52.1

## FY2020 Capital Investments (RM Bil)

**33.4**



FY2019  
47.8

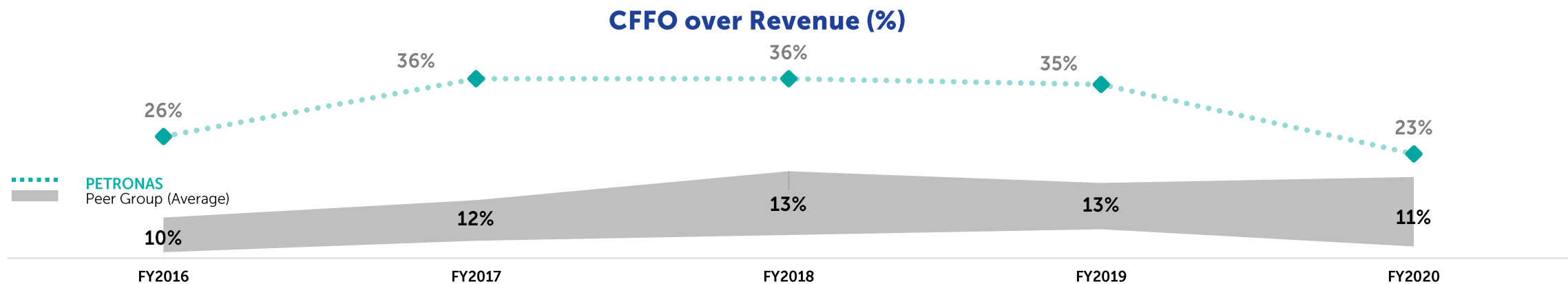
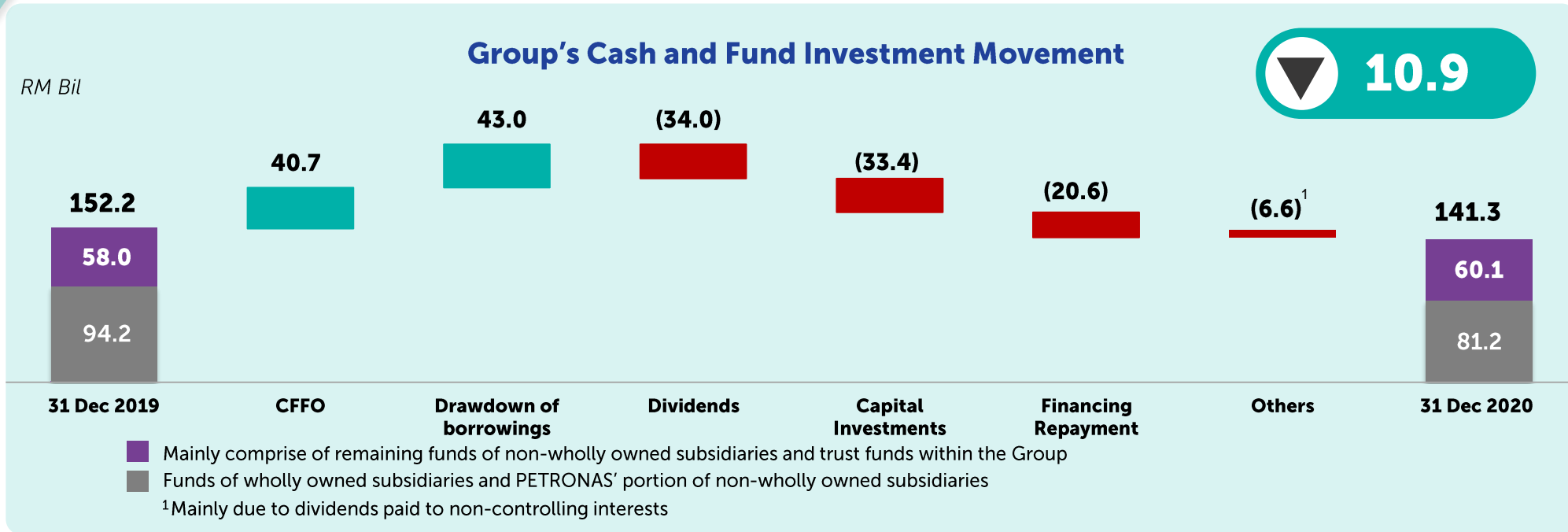


- C&O
- Downstream
- G&NE
- Upstream
- Malaysia
- International

\* Net impairment/write-off and well costs and provision for contracts exposure

\*\* Total cash and cash equivalent and short term funds and other investments less total borrowings

# Strong commercial excellence and tight fiscal discipline supports healthy cash position



# Operational Highlights



## Segmental results

Upstream

**2,209**

Kboe/d

Production

8%



Gas & New Energy

**33.1**

MMT

Gross LNG sales volume

3%



Downstream

**261.8**

MMbbl

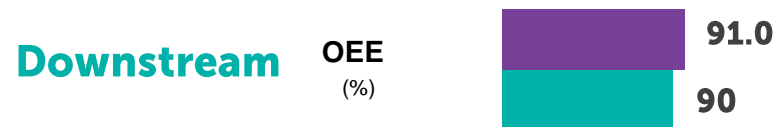
Petroleum products sales volume

1%



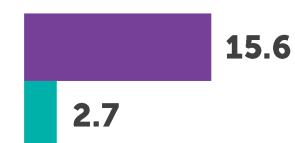
# Delivery of strong operational performance led to notable financials results achieved across most business segments

### Operational Performance



### PAT/(LAT) excluding impairment

RM Bil



■ FY2019

■ FY2020



# FY2020 Upstream Performance

## Maximising Cash Generator



**17**  
Projects achieved first Hydrocarbon



**13**  
Projects achieved Final Investment Decision (FID)



**5**  
Exploration discoveries

## Operational Excellence



**30%**

Overall efficiency improvement of Field Development Plan (FDP) studies



**30%**

OPEX reduction potential from pilot Resak Remote Operations Platform



**12.5%**

Reduction of GHG emissions from zero continuous flaring and venting of hydrocarbons projects

Upstream continues to focus on **operational efficiencies** and **commercial excellence** despite challenging business landscape

### Production (Kboe/d)

**FY2019**

**2,406**

**1,445**

**961**



**8%**

Natural Gas

Crude & Condy

**FY2020**

**2,209**

**1,362**

**847**

### Entitlement (Kboe/d)

**FY2019**

**1,751**

**1,136**

**615**



**7%**

Natural Gas

Crude & Condy

**FY2020**

**1,624**

**1,039**

**585**

Total daily average production and entitlement volume is lower for the year mainly attributed to reduced demand and low oil price following the prolonged impact of the COVID-19 pandemic.

# FY2020 Gas and New Energy Performance

## Maximising Cash Generator



**11,547**

LNG cargoes delivered



**6.5**  
MTPA

LNG sales volume secured



**1,050**  
MMscfd

New natural gas supply deals secured



**1<sup>st</sup>**

Dedicated LNG Bunkering Vessel for SEA in operation

## Stepping Out



**90 MWp**  
solar capacity in Malaysia

**800 MWp**  
solar capacity in India and South East Asia

Successfully weathered a **challenging year** troubled with **market volatilities** as a **reliable** provider of **cleaner and renewable energy solutions**

## Gross LNG sales volume (MMT)

**34.1**  
FY2019



**3%**

**33.1**  
FY2020

## Overall Equipment Effectiveness

**97.2%**  
FY2019



**<1%**

**96.8%**  
FY2020

# FY2020 Downstream Performance



**90%**

**Overall Equipment Effectiveness**



**94%\***

**Petrochemical Plant Utilisation**

\* Plant Utilisation based on Nexant



**11<sup>th</sup>**

consecutive year PDB voted as Malaysians' favourite automotive fuel and lubricants at **Putra Brand Awards**



**11<sup>th</sup>**

consecutive year Engen voted as South Africa's **Cool Petrol Station brand**

## Growth Delivery Excellence

Expanding & Diversifying portfolio for new revenue streams



Expansion of non-fuel business through enhanced food and product offerings



New Primax97 with Pro-Race for a more powerful, responsive and efficient performance



Catering to growing chemicals demand through the new Nitrile Butadiene Latex plant in Pengerang and Ethoxylates plant in Kerteh

**Sustained** operational performance and **accelerated** strategic plans to generate new revenue streams

### Petroleum Products (Mil Barrels)

**258.8**  
FY2019



**1%**

**261.8**  
FY2020

### Crude Oil (Mil Barrels)

**133.7**  
FY2019



**3%**

**137.4**  
FY2020

### Petrochemical (Mil Metric Tonnes)

**8.4**  
FY2019



**2%**

**8.2**  
FY2020

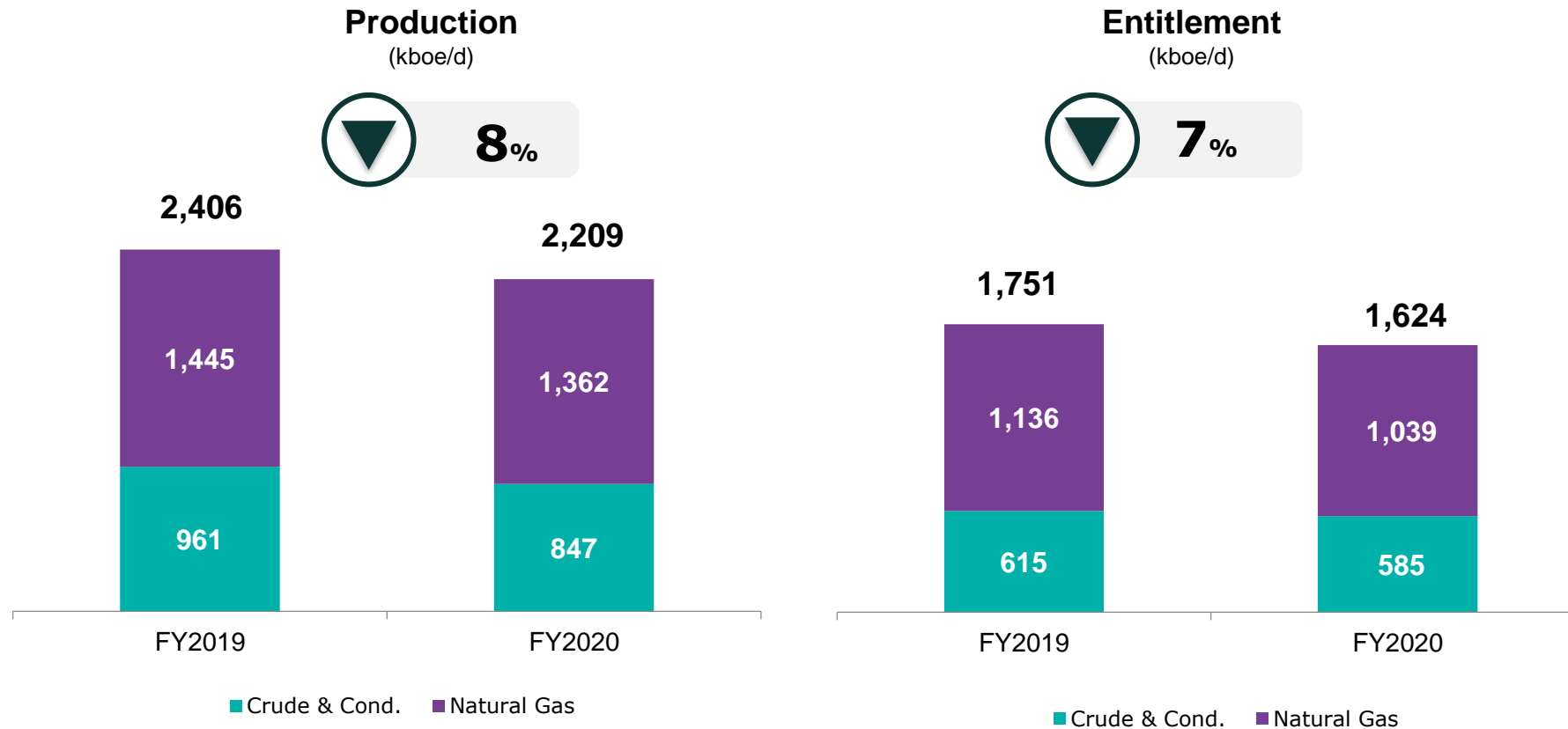
**Thank you for your passion!**



# Upstream Business



# FY2020 Upstream Operational Highlights

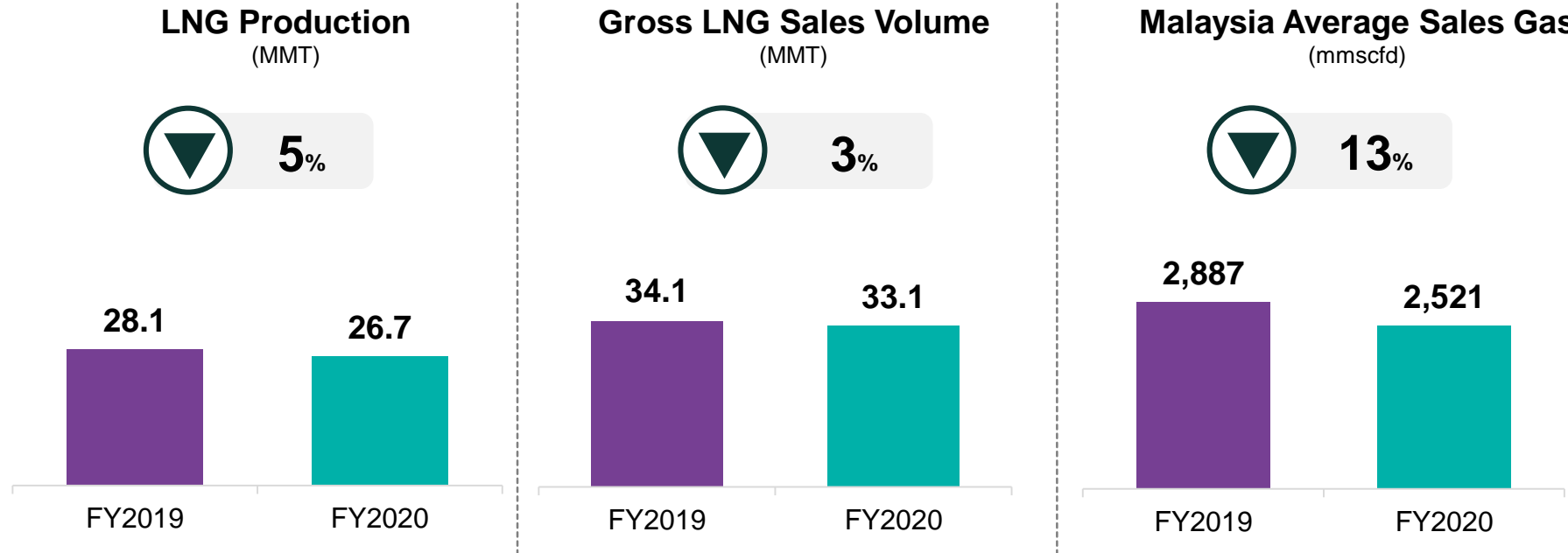


Total daily average production and entitlement volume is lower for the year mainly attributed to reduced demand and low oil price following the prolonged impact of the COVID-19 pandemic.

# Gas and New Energy Business



# FY2020 GNE Operational Highlights



Decrease in gross LNG sales volume mainly due to lower production volume from PLC.

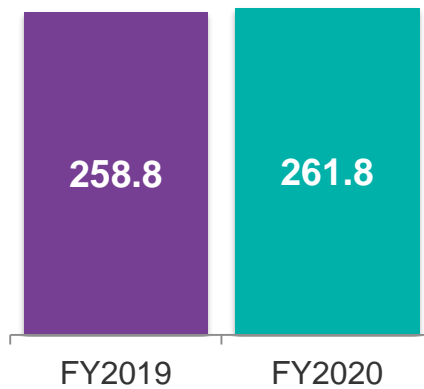
Decrease in Malaysia average gas sales attributed to lower offtake from the power sector in Peninsular Malaysia following movement restrictions in the wake of the COVID-19 pandemic.



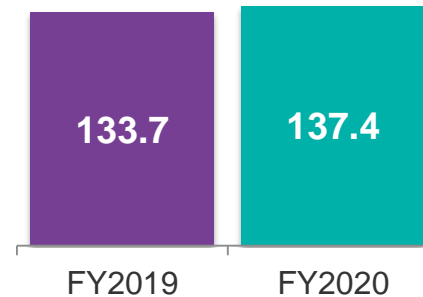
# Downstream Business

# FY2020 Downstream Sales Volume

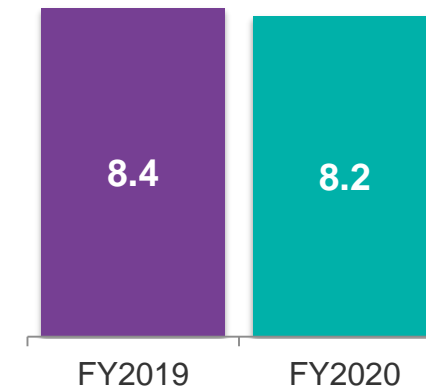
## Petroleum Products Mil barrels



## Crude Oil Mil barrels



## Petrochemical Products Mil Metric Tonnes

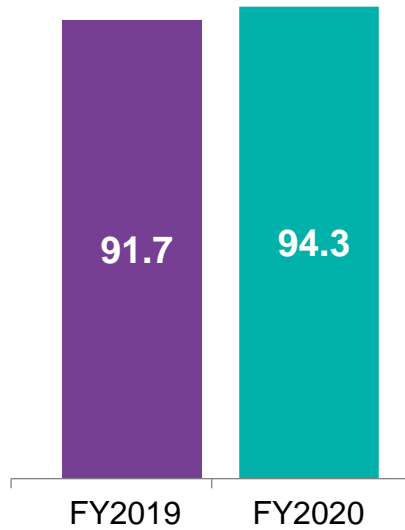


Higher petroleum products sales volume contributed by higher trading activities, partially offset by lower marketing sales volume due to lower demand caused by the COVID-19 pandemic

# FY2020 Plant Utilisation

## Plant Utilisation (%)

### Petrochemical Plants<sup>1</sup>



### Domestic Refineries



### International Refinery



Lower Plant Utilisation for international refineries impacted by demand reduction due to the COVID-19 pandemic and operational challenges

<sup>1</sup> Plant Utilisation based on Nexant