



**PETRONAS**

# **QUARTERLY RESULTS ANNOUNCEMENT**

## **Highlights for the Quarter Ended September 2013**

8 November 2013

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# PCG Management



**Dr. Abd Hapiz Abdullah**  
President/Chief Executive Officer



**Wan Shamilah Saidi**  
Chief Financial Officer



**M Shah Ali**  
Head of Fertilisers & Methanol



**Herman Schrijver**  
Head of Operational Excellence & HSE



**Nor Shahda Zakaria**  
Head of Investor Relations

# Key Highlights

- Healthier market environment
- Major maintenance activities
- Lower financial performance

# Key Financial Figures

Performance against :	Revenue	EBITDA	PAT
<b>Corresponding Quarter</b> Jul – Sep 2012	-10%	-17%	-10%
<b>Preceding Quarter</b> Apr – Jun 2013	-9%	-33%	-33%
<b>Cumulative Quarters</b> Jan – Sep 2012	-3%	+3%	+6%

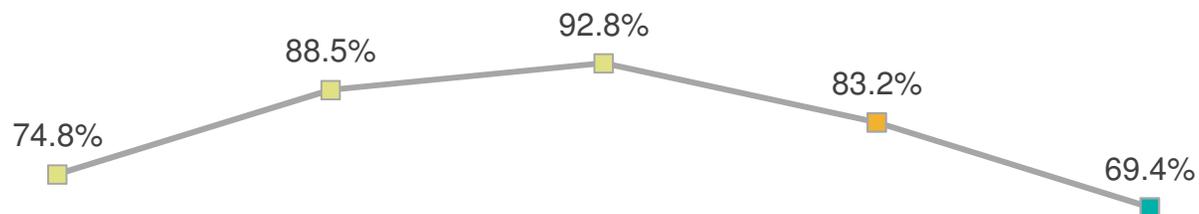
# Financial Summary

<i>(RM million)</i>	Quarter ended 30 Sep 2013	Quarter ended 30 Sep 2012	% change	Quarter ended 30 Jun 2013	% change
Revenue	3,527	3,935	(10)	3,872	(9)
Operating profit	847	993	(15)	1,374	(38)
Share of profit of equity accounted investees	78	70	11	12	>100
PBT	925	1,030	(10)	1,386	(33)
Profit attributable to shareholders	635	742	(14)	958	(34)
EPS*	8 sen	9 sen	(11)	12 sen	(33)
EBITDA	1,032	1,248	(17)	1,552	(33)
EBITDA margin	29%	32%		40%	

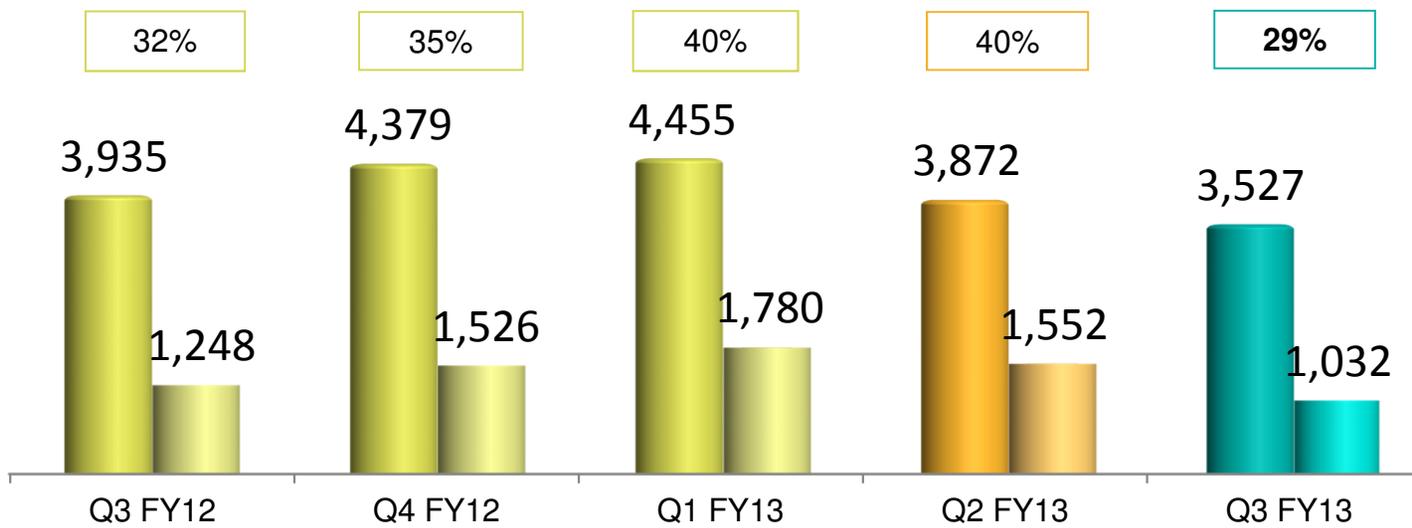
\* Earnings per share, based on weighted average number of shares issued.

# Group Performance

**Plant Utilisation (%)**



**Revenue, EBITDA (RM million) & EBITDA Margin (%)**

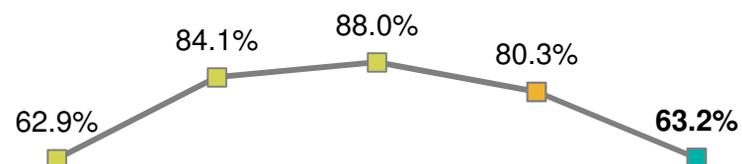
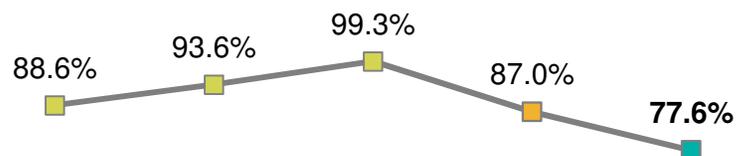


# Segmental Performance

## Olefins & Derivatives

## Fertilisers & Methanol

### Plant Utilisation (%)



### Revenue, EBITDA (RM million) & EBITDA Margin (%)

31%

31%

38%

36%

28%

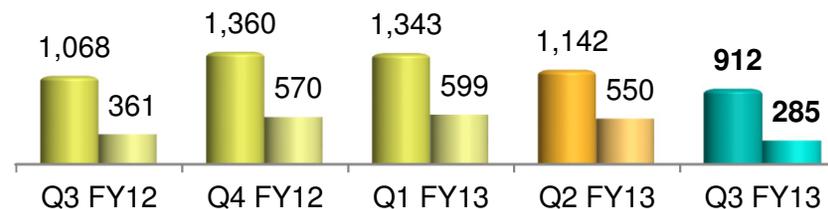
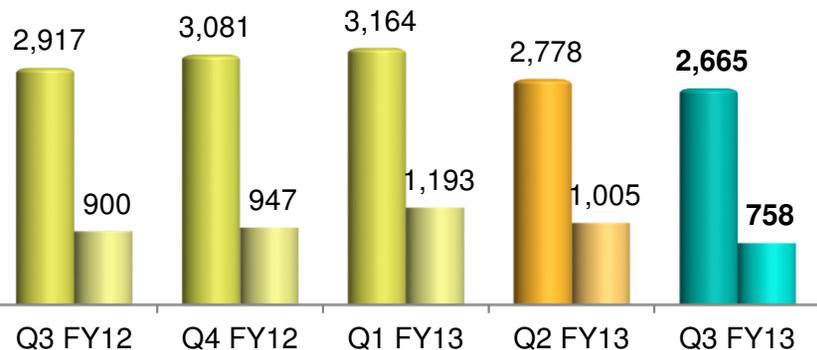
34%

42%

45%

48%

31%



# Group Cash Flow

<i>(RM million)</i>	Quarter Ended 30 Sep 2013	Quarter Ended 30 Sep 2012	Change
Cash flows generated from operating activities	3,942	3,661	281
Cash flows used in investing activities	(789)	(531)	(258)
Cash flows (used in)/generated from financing activities	(1,932)	(3,424)	1,492
Net (decrease)/increase in cash & cash equivalents	1,221	(294)	927
Cash & cash equivalents at beginning of the period	9,307	9,266	41
Cash & cash equivalents at end of the period	10,571	9,079	1,492

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# Thank you

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