



# Highlights

## for the Year Ended 2012

# PCG Management



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



**Wan Shamilah Saidi**  
Chief Financial Officer



**Yusa' Hassan**  
Head Olefins & Derivatives



**M Shah Ali**  
Head Fertilisers & Methanol



**Wan Asmah Che Din**  
Head Investor Relations

# Key Highlights

- Improved plant performance despite external constraints
- Portfolio optimisation strategy on vinyl business
- Resilient performance amid external challenges

# Key Financial Figures

Performance against :	Revenue	EBITDA	PATANCI*
<b>Corresponding Quarter</b> Oct – Dec 2011	12%	6%	14%
<b>Preceding Quarter</b> Jul – Sep 2012	11%	22%	22%
<b>Cumulative Quarters</b> Jan – Dec 2011	2%	-5%	-7%

\* Profit After Tax After Non Controlling Interests

# Financial Summary

<i>(RM m)</i>	Quarter ended 31 Dec 2012	Quarter ended 31 Dec 2011	% change	FY 2012	FY 2011	% change
Revenue	4,379	3,904	12	16,599	16,237	2
Operating profit	754	1,176	(36)	4,346	5,154	(16)
Share of profits from associates and jointly controlled entities	65	54	20	286	437	(35)
PBT	819	1,204	(32)	4,550	5,461	(17)
Profit attributable to shareholders	902	789	14	3,518	3,769	(7)
EPS*	11 sen	10 sen	10	44 sen	47 sen	(6)
EBITDA	1,526	1,434	6	5,778	6,076	(5)
EBITDA margin	35%	37%		35%	37%	

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

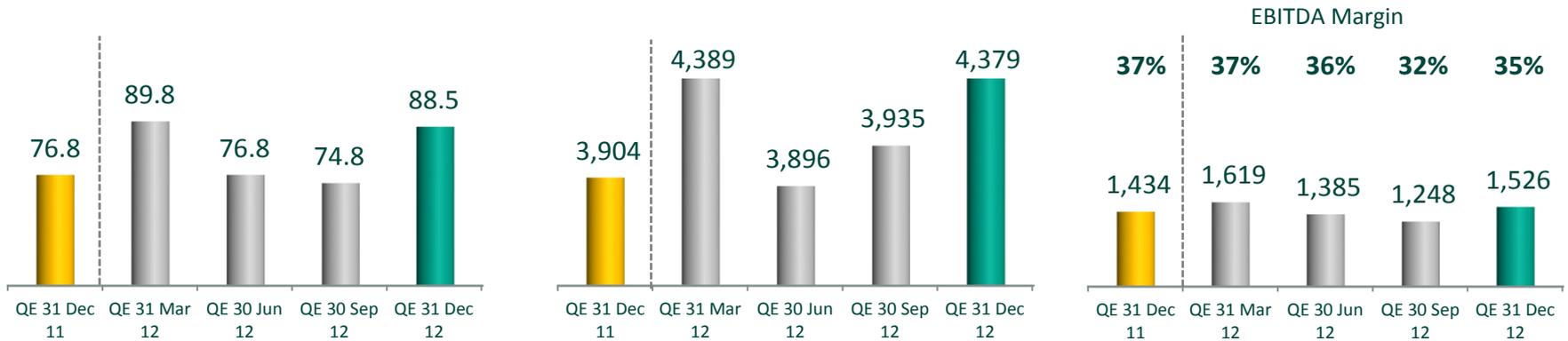
# Group Performance

Utilisation rate %

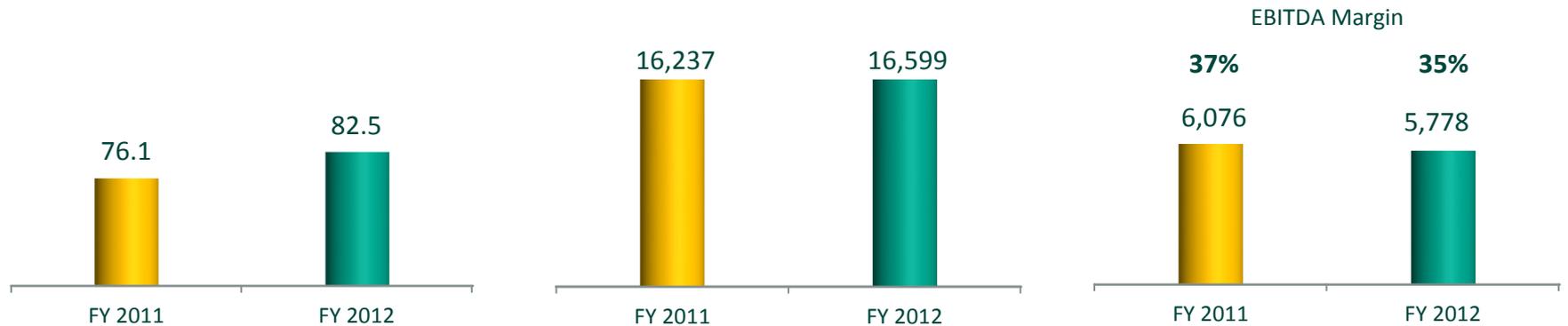
Revenue RM Mln

EBITDA RM Mln

## By Quarter



## For the Period



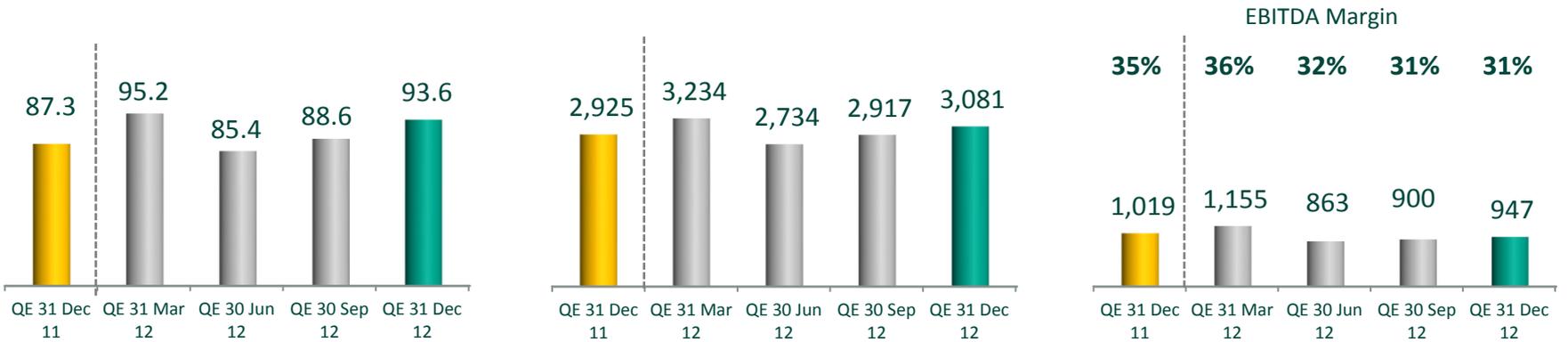
# Segmental Performance

Utilisation rate %

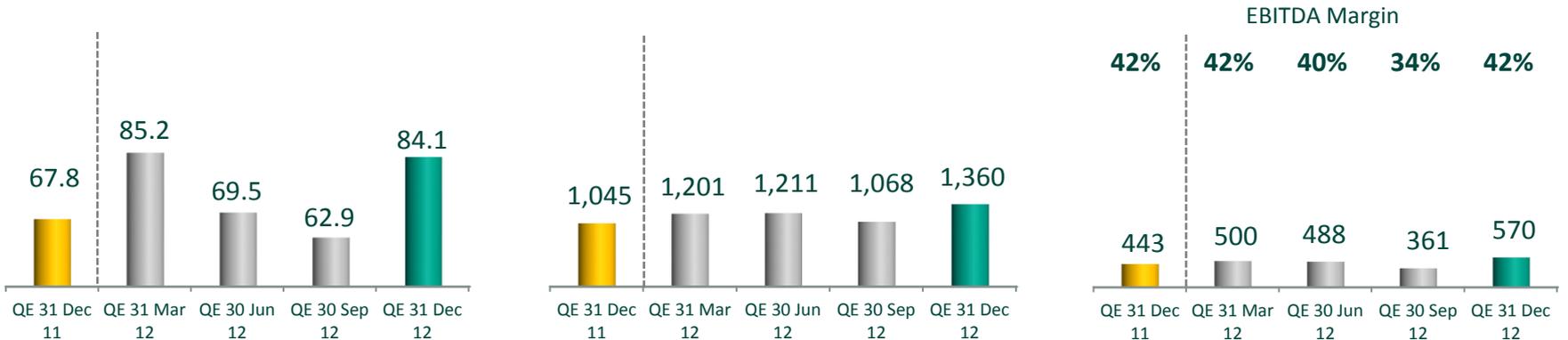
Revenue RM Mln

EBITDA RM Mln

## Olefins & Derivatives



## Fertilisers & Methanol



# Group Cash Flow

<i>(RM m)</i>	Cumulative Quarter		Change
	Ended 31 Dec 2012	Ended 31 Dec 2011	
Cash flows generated from operating activities	4,640	6,165	(1,525)
Cash flows used in investing activities	(604)	(122)	(482)
Cash flows (used in)/generated from financing activities	(4,102)	(4,218)	116
Net (decrease)/increase in cash & cash equivalents	(66)	1,825	(1,891)
Cash & cash equivalents at beginning of the period	9,266	7,496	1,770
Cash & cash equivalents at end of the period	9,307	9,266	41

# Disclaimer

## **Warranties and Exclusion of Liability**

While care has been taken in ensuring the correctness of information, statements, text, articles, data, images and other materials contained and appearing in this presentation and the associated slides (hereinafter referred to as "the MATERIALS"), PETRONAS Chemicals Group Berhad ("PCG"), its subsidiaries and related corporations and its or their directors, officers, employees, agents and advisers (hereinafter referred to as "We") make no representations, guarantees or warranties as to the accuracy, reliability, quality, truth, suitability and completeness of the said MATERIALS. We reserve the right to add, delete or make any changes to the MATERIALS without prior notice.

We do not accept any liability for inaccuracies or omissions in the MATERIALS. We further disclaim all liabilities whatsoever for any direct, indirect, special or consequential loss or damages howsoever resulting directly or indirectly from the access to or the use of this MATERIALS and the reliance on the MATERIALS contained herein. Any decisions made by you based on the MATERIALS are your sole responsibility.

The MATERIALS may also contain information provided by third parties and we make no representation or warranty regarding the said third parties' information. In no event would the MATERIALS constitute or be deemed to constitute an invitation to invest in PCG, its subsidiaries and related corporations or an invitation by PCG, its subsidiaries and related corporations to enter into a contract with you.

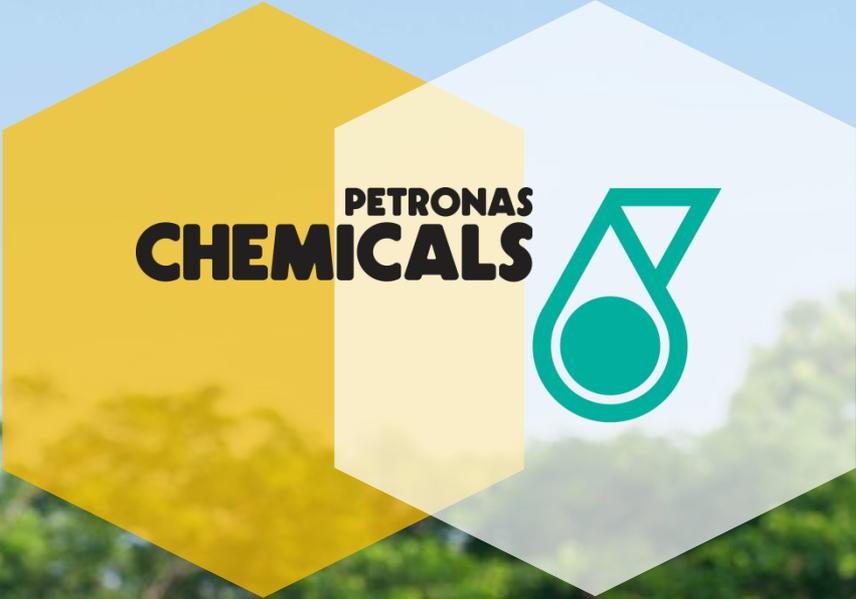
## **Forward Looking Statements and Associated Risks**

The MATERIALS and related discussions, including but not limited to those regarding the petrochemicals environment, anticipated demand for petrochemicals, plant turnaround activity and costs, investments in safety and operational risk, increase in turnaround activity and impact on production, future capital expenditures in general, generation of future receivables, sales to customers, cash flows, costs, cost savings, debt, demand, disposals, dividends, earnings, efficiency, gearing, growth, strategy, trends, reserves and productivity together with statements that contain words such as "believe", "plan", "expect" and "anticipate" and similar expressions thereof may constitute forward looking statements.

Such forward-looking statements are subject to certain risks and uncertainties, including but not limited to, the economic situation in Malaysia and countries in which we transact business internationally, increases in regulatory burdens in Malaysia and such countries, changes in import control or import duties, levies or taxes in international markets or in Malaysia, and changes in prices or demand for products produced by us, both in Malaysia and in international markets, as a result of competitive actions or economic factors. Such forward looking statements are also subject to the risks of increased costs in related technologies and such technologies producing expected results, and performance by third parties in accordance with contractual terms and specifications.

Should one or more of these uncertainties or risks, among others, materialize, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed, and anticipated improvements in capacity or performance may not be fully realised. Although We believe that the expectations of management as reflected by such forward looking statements are reasonable based on information currently available, no assurances can be given that such expectations will prove to have been correct. Accordingly, you are cautioned not to place undue reliance on the forward looking statements. We undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.

This presentation and its contents are strictly confidential and must not be copied, reproduced, distributed, summarised, disclosed, referred or passed to others at any time without the prior written consent of PCG.



**PETRONAS  
CHEMICALS**



**For further enquiries please contact us at:**

PETRONAS Chemicals Group Berhad  
Level 15, Tower 1, PETRONAS Twin Towers  
KUALA LUMPUR CITY CENTRE,  
50088 KUALA LUMPUR, MALAYSIA

Fax: +603 2331 3060

[petronaschemicals@petronas.com.my](mailto:petronaschemicals@petronas.com.my)

[www.petronaschemicals.com](http://www.petronaschemicals.com)

Ms .Wan Asmah Che Din, Head of Investor Relations

Tel: +603 2331 3669

Ms. Liew Lai Jing (Malaysia)

Tel: +603 2331 7899

Mr. Ezalman Reezal Hadenan (Global)

Tel: +603 2331 0481