



PETRONAS

**PUSHING**

**FORWARD**

**ACCELERATING MOMENTUM**

## **PETRONAS GAS BERHAD**

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**Analyst Briefing  
for Quarter Ended  
30 September 2020**

**Friday, 20 November 2020  
8:30 – 9:30 a.m. (GMT+8)**

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**Kamal Bahrin Ahmad**  
**Managing Director/  
Chief Executive  
Officer**



**Shariza Sharis  
M Yusof**  
**Chief Financial  
Officer**



**Abdul Razak  
Saim**  
**Head, Business  
Development &  
Commercial**



**Izan Hajar Ishak**  
**Head, Investor  
Relations**

# Presentation Outline

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**OPERATIONAL PERFORMANCE**

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**FINANCIAL PERFORMANCE**

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**UPDATES**





# HIGHLIGHTS

# Q3 2020 HIGHLIGHTS

**COVID-19 & MCO** did not significantly impact the Group's overall performance

## Operations



### Excellent Plant Performance

High plant reliability sustained

Achieved performance incentives

## Commercial



### IBR for Regulated Businesses

Higher RP1 tariffs with inclusion of IGC recovery

RP1 tariffs effective 1 January 2020 until 31 December 2022

## Growth



### LNG Truck Loading & LNG Bunkering

New ancillary services at RGTP and RGTSU

Projects successfully launched in 2020



### New Nitrogen Generation Unit

Supporting existing and new demand

Extension and new contracts secured for electricity and steam

# Q3 2020 HIGHLIGHTS

Group results positively impacted by lower operating expenditure

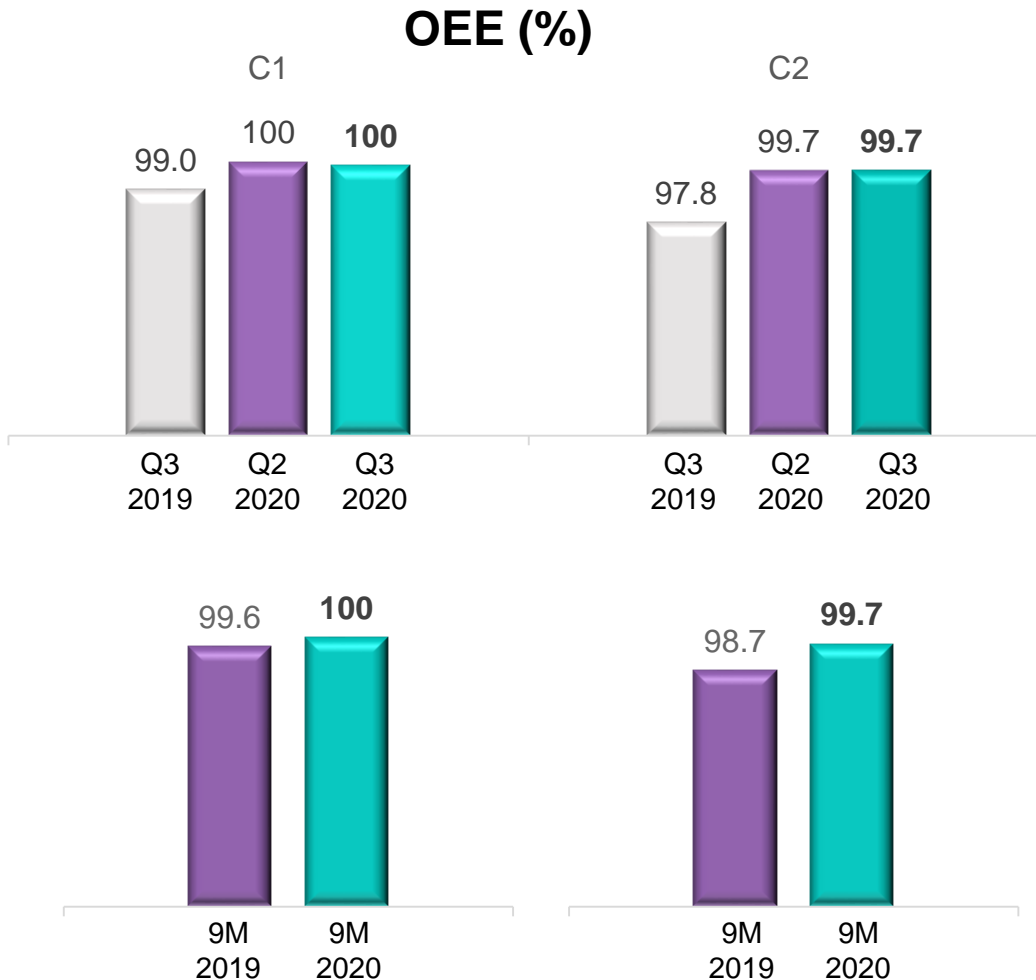
	Q3 2020	Q2 2020	Q3 2019	9M 2020	9M 2019
<b>Revenue</b> 	RM1.41 bn	↑ 1%	↑ 5%	RM4.20 bn	↑ 3%
<b>Gross Profit</b> 	RM736 mil	↑ 9%	↑ 31%	RM2.02 bn	↑ 11%
<b>Profit After Tax</b> 	RM640 mil	↑ 12%	↑ 44%	RM1.56 bn	↑ 5%

# OPERATIONAL PERFORMANCE



# GAS PROCESSING

Strong OEE, demonstrating commitment in ensuring system reliability and sustenance of performance incentives



**World Class Reliability  
YTD**

**Salesgas 100%**

**Performance Incentives  
YTD**

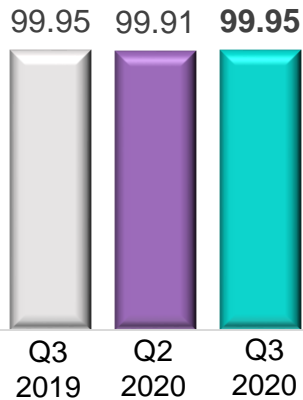
**RM60.1 mil**

# GAS TRANSPORTATION & REGASIFICATION

GT sustained commitment in ensuring security of gas supply to the nation, Regasification maintained strong performance

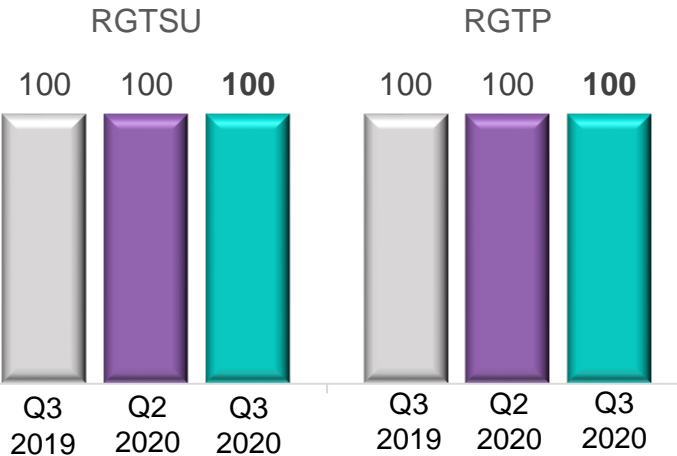
## Transportation

Reliability (%)

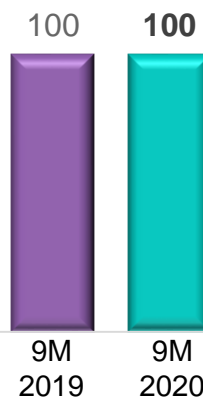
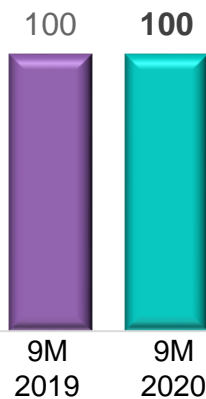
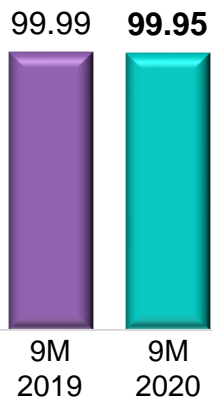


## Regasification

OEE (%)



**Average Salesgas Delivery YTD**  
Salesgas Volume **1,868 mmscfd**



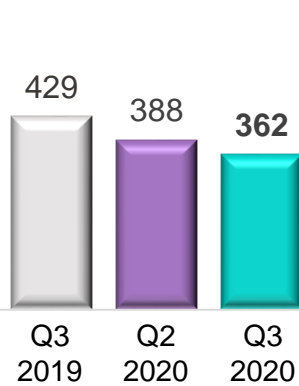
**LNG Cargoes Received YTD**  
**36 cargoes**

# UTILITIES

Sustained sales volume across all products on the back of customer demand

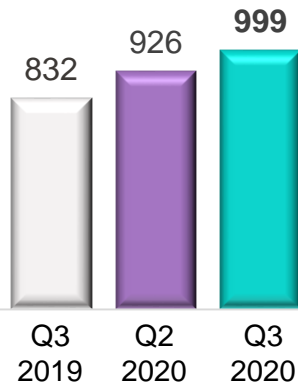
## Electricity

GWh



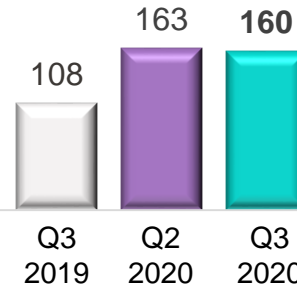
## Steam

kMT



## Industrial Gases

Mil Nm<sup>3</sup>

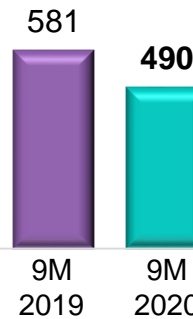
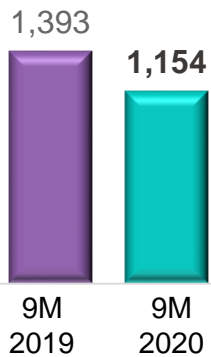


### Product Delivery Reliability YTD

Electricity **100%**

Steam **100%**

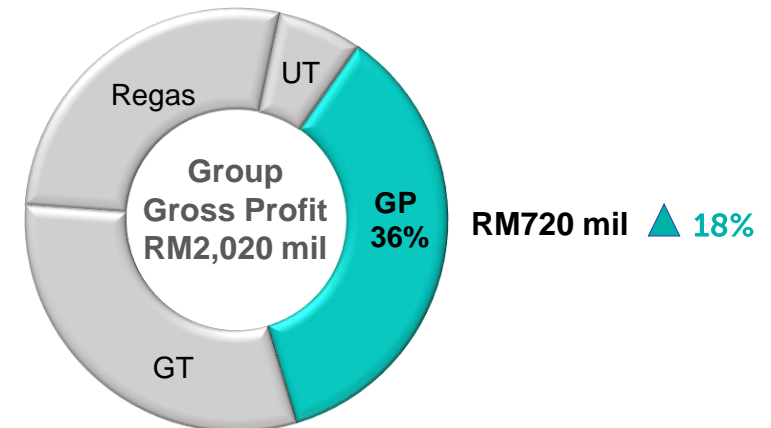
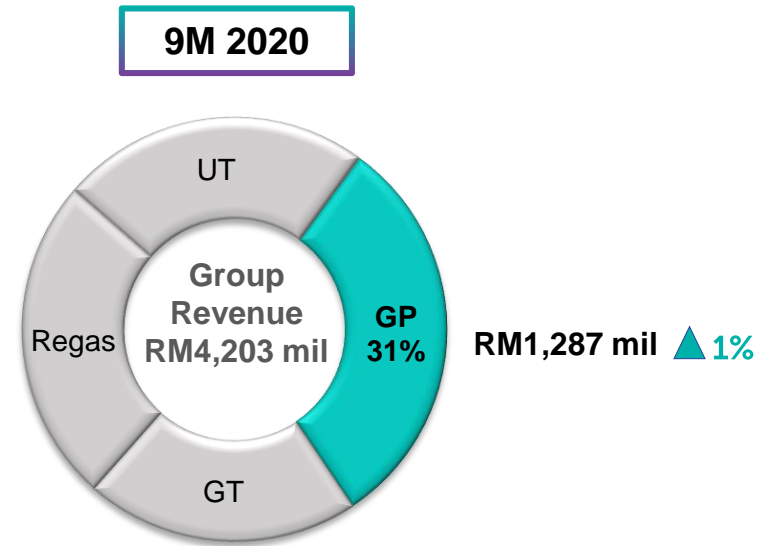
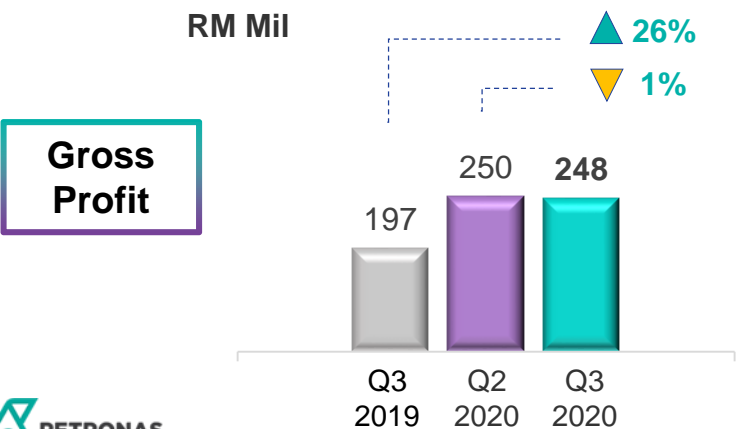
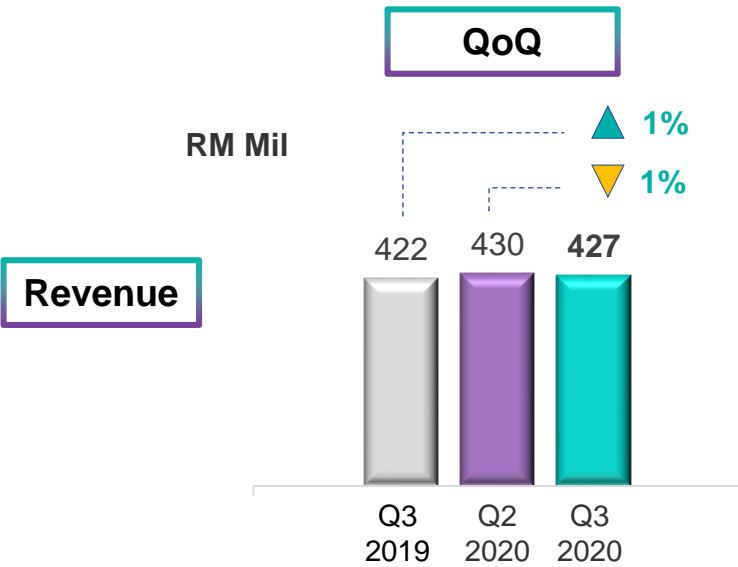
Industrial Gases **100%**



# FINANCIAL PERFORMANCE

# FINANCIAL: GAS PROCESSING

Higher gross profit on the back of lower operating costs





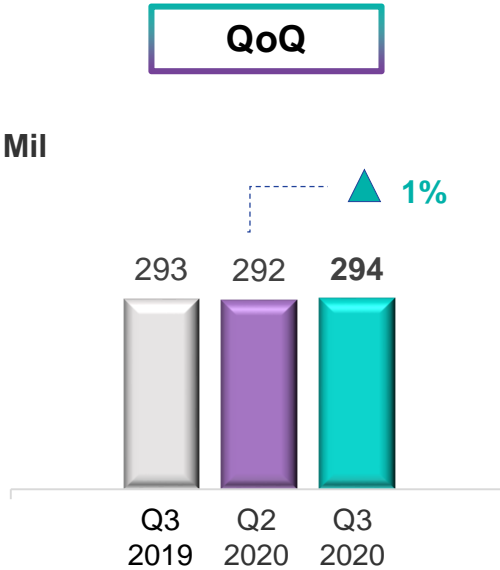
# FINANCIAL: GAS TRANSPORTATION

Higher RP1 tariff mitigated lower revenue from transfer of Sabah-Sarawak operations and Sarawak assets

QoQ

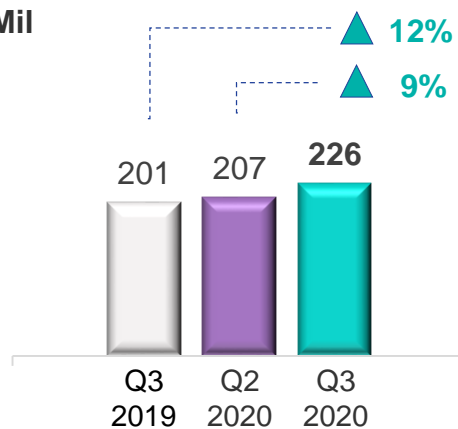
RM Mil

Revenue

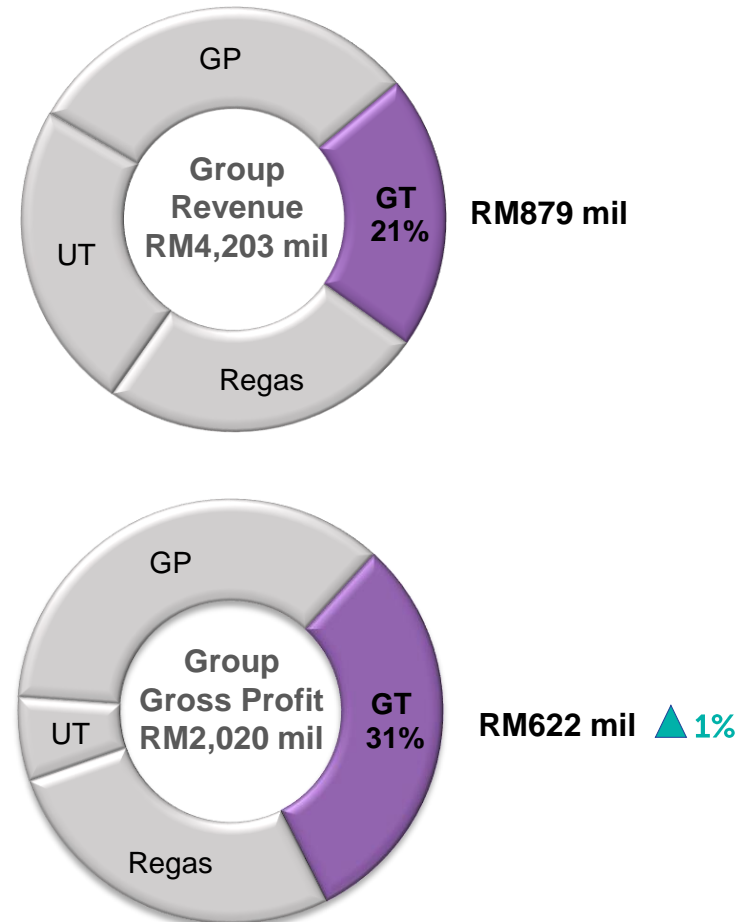


RM Mil

Gross Profit

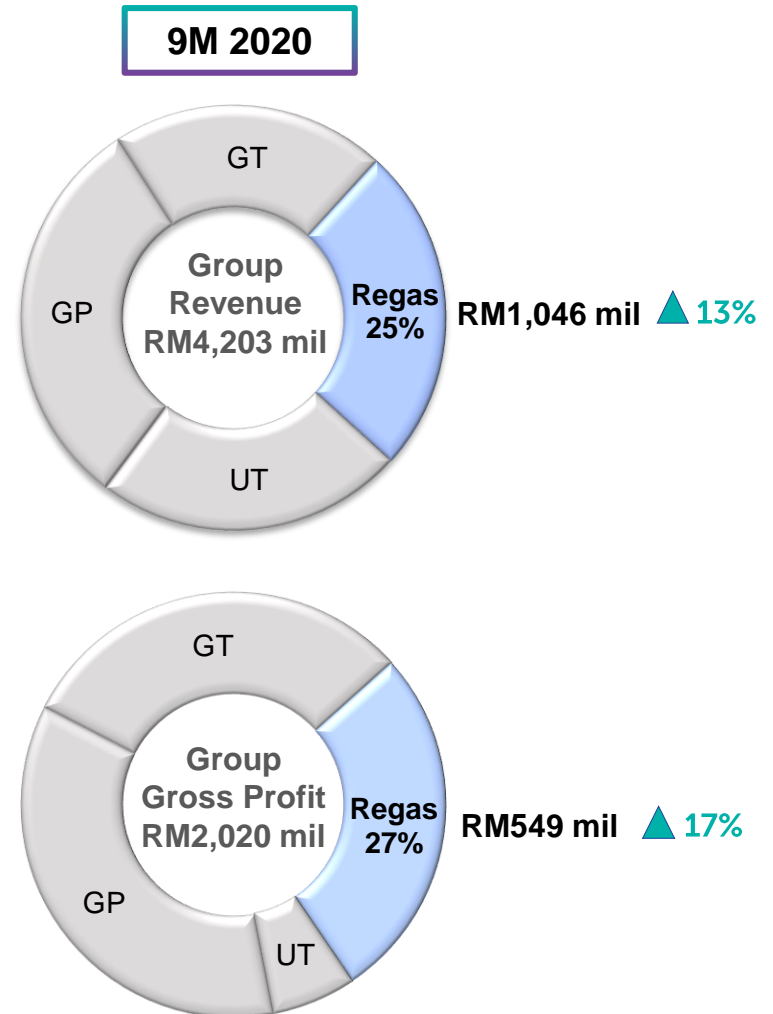
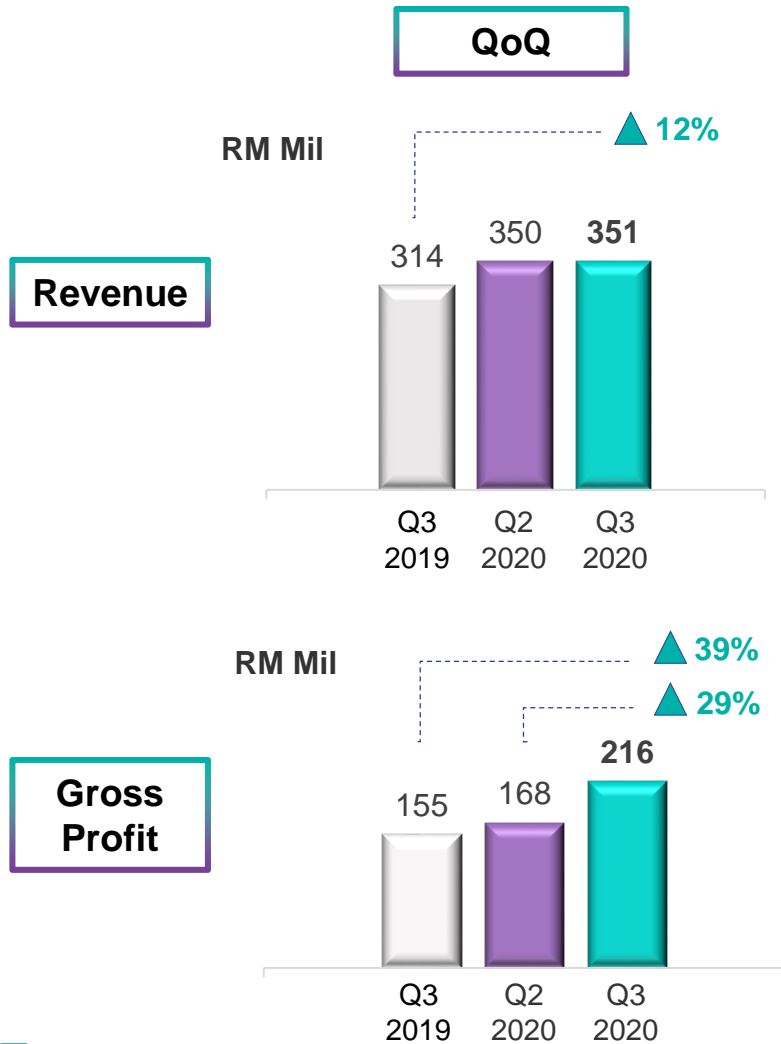


9M 2020



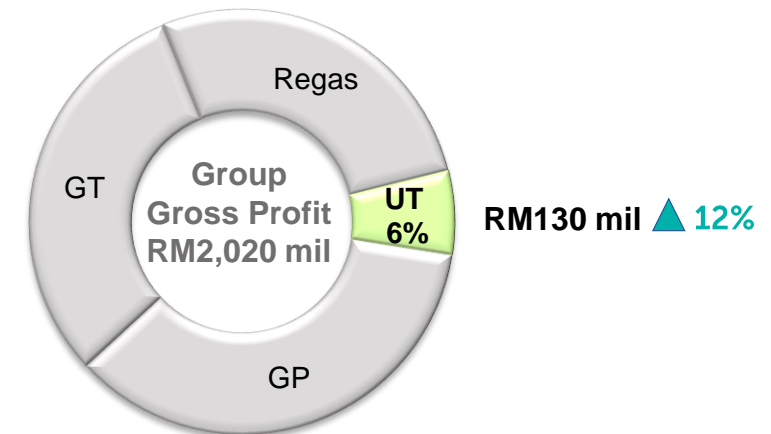
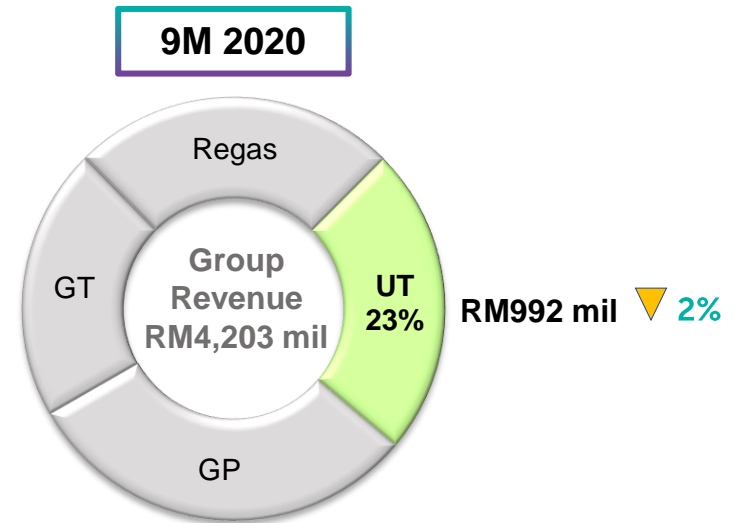
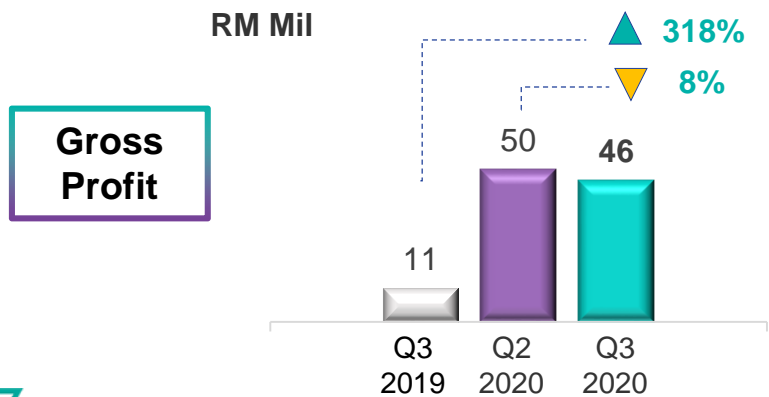
# FINANCIAL: REGASIFICATION

Higher revenue and gross profit in line with IBR tariffs



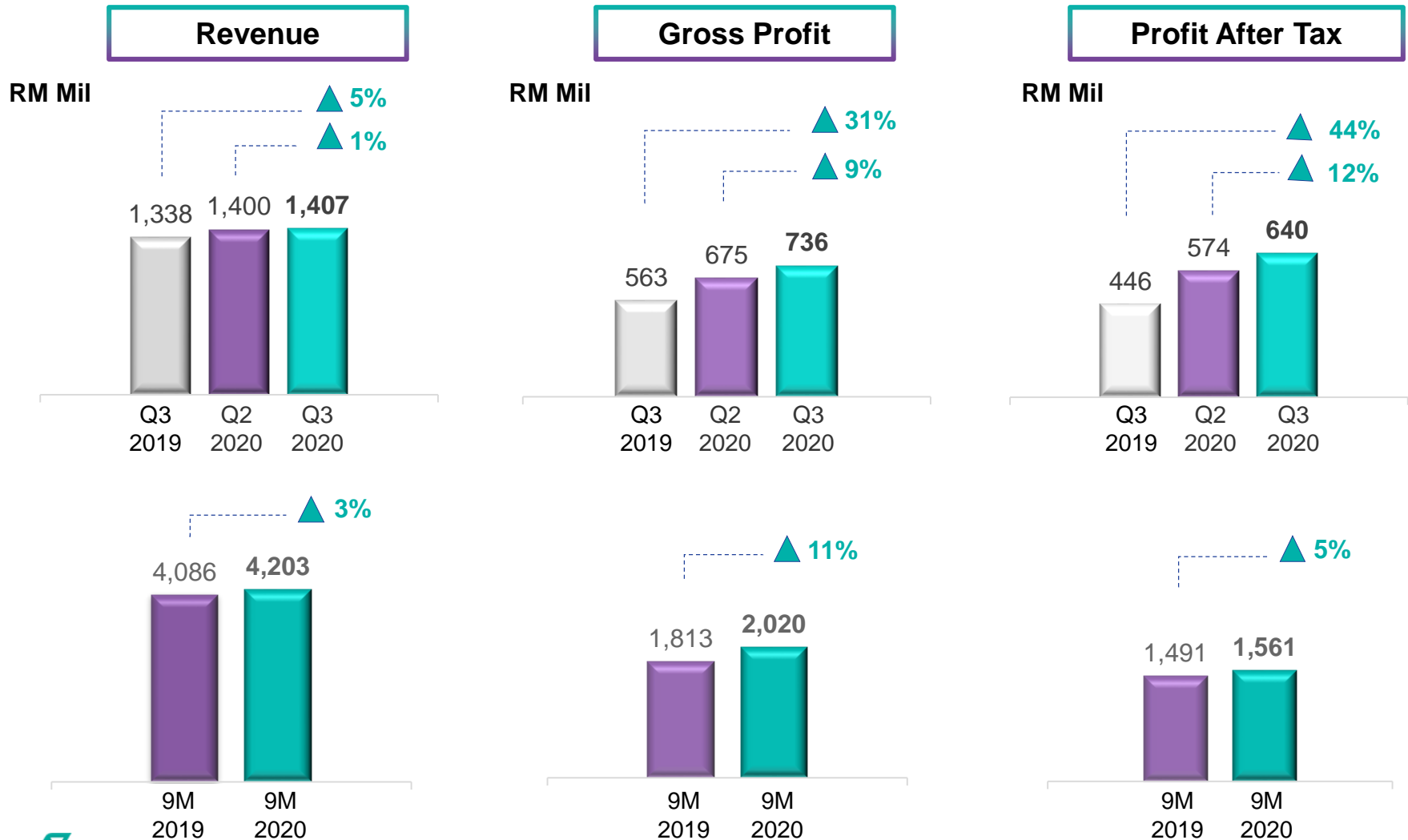
# FINANCIAL: UTILITIES

Lower operating costs despite lower revenue



# FINANCIAL: GROUP

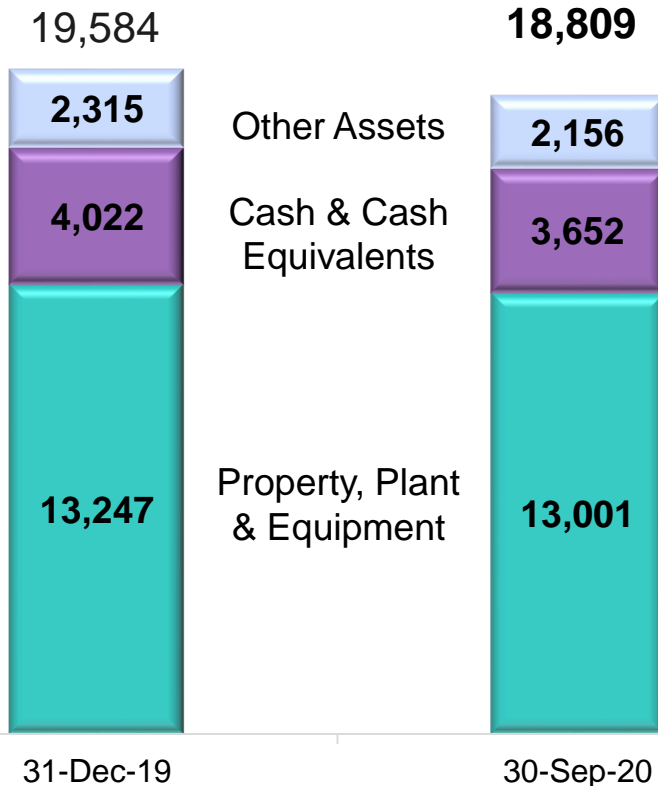
Higher contribution to gross profit on the back of lower operating costs



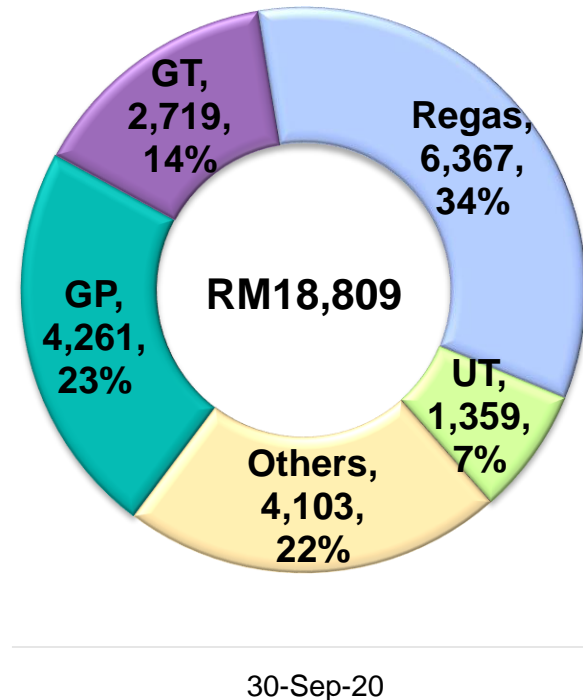
# TOTAL ASSETS

Robust asset base supported by healthy cash balance as well as property, plant and equipment

**Total Assets  
(RM Mil)**



**Segmental Assets NBV  
(RM Mil)**





# DIVIDENDS

Maximising shareholders return through sustained dividend payments

Dividend Payout Ratio

● 84%

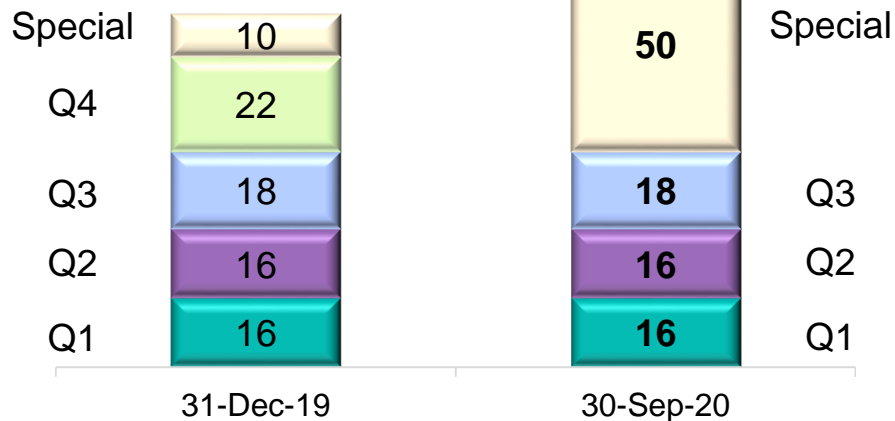
○ 72%

Dividend per share (sen)

82

100

Quarterly Dividend Payment



# UPDATES

# LNG Truck Loading launch at RGTP

Successfully completed first off-grid delivery in September 2020

- Part of PETRONAS Virtual Pipeline System (VPS) business solution in Peninsular Malaysia
- Caters gas demand from off-grid and small-scale customers
- A filling facility with 4 loading bays that can cater up to 36 loadings per day



# LNG Bunkering Service launch at RGTSU

Successfully completed first bunkering operation on 11 November 2020

- Part of PETRONAS LNG bunkering business, one of the first service providers in Southeast Asia
- Regas terminals strategically located to serve vessels plying through Straits of Malacca and South China Sea
- Reloading service promotes LNG as an alternative to cleaner marine fuels



# Q&A



# Contact Us



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