PETRONNAS Group
Financial Results Announcement
Quarter 1 Ended 31 March 2013
Cautionary Statement

Forward-looking statements involve inherent risks and uncertainties. Should one or more of these or other uncertainties or risks materialise, 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, performance or profit levels might not be fully realised. Although PETRONAS believes that the expectations of its management as reflected by such forward-looking statements are reasonable based on information currently available to it, 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, which speak only as of the date they are made. PETRONAS undertakes no obligation to update or revise any of them, whether as a result of new information, future developments or otherwise.

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PETRONNAS Group
Financial Results
Announcement

Financial Highlights

Datuk George Ratilal
Executive Vice President
Finance
Business Environment

Oil prices remained relatively flat since late 2012; USD strengthened...

Average Monthly Benchmark Crude oil prices (USD/BBL)

Average Monthly Japanese Crude Cocktail (USD/BBL)

Average Monthly Exchange rate (USD/MYR)

Quarter 1 average
Financial Highlights

Profit Before Tax Q1 vs Q1

<table>
<thead>
<tr>
<th></th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>RM Billion</td>
<td>0.5*</td>
<td>29.8</td>
<td>3%*</td>
</tr>
<tr>
<td></td>
<td>28.8</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Profit Before Tax Q1 vs Q4

<table>
<thead>
<tr>
<th></th>
<th>Q4 2012</th>
<th>Q1 2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>RM Billion</td>
<td>15.3</td>
<td>28.8</td>
<td>88%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Avg Dated Brent (USD/BBL)</th>
<th>Q1 2013</th>
<th>Q1 2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>112.55</td>
<td>118.49</td>
<td>-5.94%</td>
</tr>
<tr>
<td>Avg 3 – months rolling JCC (USD/BBL)</td>
<td>114.45</td>
<td>114.67</td>
<td>-0.22%</td>
</tr>
<tr>
<td>Avg monthly Exchange rate (USD/MYR)</td>
<td>3.08</td>
<td>3.06</td>
<td>0.02%</td>
</tr>
<tr>
<td>Total Production (kboe/d)</td>
<td>2,156</td>
<td>2,111</td>
<td>-2%</td>
</tr>
<tr>
<td>Gross Margin (%)</td>
<td>40.7%</td>
<td>44.6%</td>
<td>-3.9%</td>
</tr>
</tbody>
</table>

Lower by 3%:
- Lower prices and higher costs partially offset by...
- Strengthening of USD & ↑ production

Higher by 88%:
- Better prices and strengthening of USD
- Improved production
- Impairments in Q4 2012

* Gain on disposal of PETRONAS stake in Centrica PLC. % decrease is calculated excluding this gain.
**Business Segment NOPAT**

Improvement in Gross NOPAT driven by operational performance

**Gross NOPAT**[^1]

- **Overall (↑ 7%)**
  - Improved operational performance
  - Strengthening of USD

- **Exploration & Production (↑ 10%)**
  - Improved production

- **Gas & Power (↑ 8%)**
  - Lower supply cost

- **Downstream (↓ 10%)**
  - Lower refining and trading margins
  - Lower demand

[^1]: NOPAT: Net profit after tax excluding financing cost, share of profits of associates and joint ventures and other non-operating income and expenses.

**Gross NOPAT^2** by Business Segments

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1 2012</th>
<th>E&amp;P</th>
<th>G&amp;P</th>
<th>Downstream</th>
<th>C&amp;O</th>
<th>Q1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.7</td>
<td>2.1</td>
<td>5.0</td>
<td>11.4</td>
<td>0.8</td>
<td>1.9</td>
</tr>
</tbody>
</table>

[^2]: GROSS NOPAT includes both third party and inter-segment transactions.
Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2012</th>
<th>31 Mar 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>RM489.2b</td>
<td>RM498.7b</td>
</tr>
<tr>
<td>Return on Average</td>
<td>17.2%</td>
<td>17.6%</td>
</tr>
<tr>
<td>Capital Employed</td>
<td>11.7%</td>
<td>11.6%</td>
</tr>
</tbody>
</table>

Changes in Group cash balance

\[
\begin{align*}
RM Billion & \\
139.1 & 20.7 & (10.5) & (2.9) & (1.3) & 145.1 \\
30.5 & & & & & 28.5 \\
108.6 & & & & & 116.6
\end{align*}
\]

\[FCF = +RM7.3b\]

- Improvement in ROACE
- Conservative gearing

- Free Cash flow (FCF) is positive
- Strong cash reserves for capital investments

Post Q1 Development

- Sale of 10% interest in Canadian Assets to JAPEX
- Acquisition of 40% interest in OGX offshore blocks for USD850 million
Industry Benchmarking

Net Earnings\(^2\) & % Movement Q1 FY 2012 vs. Q1 FY 2013

1. Information on other oil companies were sourced from their Quarterly Announcements & US SEC 10-Q Filings. We are not responsible to ensure the accuracy or completeness of such information.

2. Net Earnings is based on Net Profit attributable to shareholders of the Company
PETRONAS Group Financial Results Announcement

Tan Sri Dato’ Shamsul Azhar Abbas
President & Group CEO
PETRONAS
Global and Industry Overview
Uneven economic growth

GDP Growth

2008 2009 2010 2011 2012 Q1 2013

China  Malaysia  USA

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Resumption of South Sudan Oil Production
Complete resumption after 15 months stoppage

Sudan & South Sudan Oil Production

Equity Kb/day

Production expected to reach 120 kb/day in 2014

Sudan
North Sudan
South Sudan

05/06 06/07 07/08 08/09 09/10 10/11 2011 2012 YEP 2013 2014 2015
Acquisition of Offshore Blocks Interests in Brazil
Unlocking Opportunities for Strategic Growth

Offshore Blocks in Brazil:

- Acquired 40% interest in Blocks BM-C-39 and BM-C-40
- Tubarao Martelo field expected to start production by Q4 2013
- First E&P entry in Brazil
JAPEX Buy-in into Canadian Assets

Secured First LNG Buyer for Pacific NorthWest LNG

JAPEX Buy-in:

- Sale of 10% interest in Progress and Pacific NorthWest LNG to JAPEX
- 10% LNG Offtake for minimum 20 years
- Existing long term Buyer
Progress Update of PETRONAS LNG Projects
LNG projects developing well as planned

Pacific NorthWest LNG
• FEED awarded in early May 2013

Train 9
• EPCC awarded in March 2013

GLNG
• More than 50% complete

FLNG 1
• Steel Cutting in June 2013
PCG Investment in Integrated Aroma Ingredients Complex
RM1.5 Billion Joint venture with BASF

Integrated Aroma Ingredients Complex:

• Building on existing JV with BASF at Gebeng, Kuantan
• Entry into flavors, fragrance and pharmaceutical markets
• Target to be operational by 2016
First Regasification Terminal Commences Operations
Ensuring Security of Gas Supply to the Nation

First Regas Terminal in Malaysia:

- Commissioning cargo delivered on 30 April 2013
- Operations commenced on 23 May 2013
- Open access system for all domestic users at market price
Exploration and Production Business
E&P Operation Highlights

E&P significant milestones achieved in delivering long term sustainable growth

- Acquires interest in Brazil’s offshore blocks
- Overall Resource Replenishment Ratio is 3.9x
  Reserve Replenishment Ratio is 2.5x
- 4 Greenfields First Oil/Gas production
- 4 successful discoveries
- 1 Unitisation Agreement
  *UA PM2 Suriya-Suriya Selatan*
E&P Malaysia Production
Continuous higher growth from new and existing assets for Malaysia production

- Malaysia hydrocarbon production was higher mainly due to:
  - Production enhancement initiatives
  - New producing fields

- Higher entitlement in line with higher production.

<table>
<thead>
<tr>
<th>Malaysia Production By Region (kboe/d)</th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peninsular Malaysia</td>
<td>551</td>
<td>599</td>
<td>9%</td>
</tr>
<tr>
<td>Sarawak</td>
<td>902</td>
<td>894</td>
<td>(1%)</td>
</tr>
<tr>
<td>Sabah</td>
<td>188</td>
<td>201</td>
<td>7%</td>
</tr>
<tr>
<td>Total</td>
<td>1,641</td>
<td>1,694</td>
<td>3%</td>
</tr>
</tbody>
</table>

PETRONAS Group Entitlement % (kboe/d)

- Q1 2012: 33% for Crude, 67% for Condensate, 73% for Others
- Q1 2013: 27% for Crude, 73% for Condensate
E&P International Production

Higher gas production, lower crude production affected by geopolitical issues

Gas and Condensate
- Higher mainly due to additional production from Canada.

Crude
- Lower due to geopolitical issues in Sudan and Chad.

Entitlement
- Higher mainly due to additional entitlement from Canada but offset by lower entitlement Sudan.

<table>
<thead>
<tr>
<th>Top 5 Producing Countries/Area</th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Egypt</td>
<td>125</td>
<td>120</td>
<td>(4%)</td>
</tr>
<tr>
<td>MTJDA</td>
<td>104</td>
<td>95</td>
<td>(8%)</td>
</tr>
<tr>
<td>Turkmenistan</td>
<td>68</td>
<td>55</td>
<td>(19%)</td>
</tr>
<tr>
<td>Canada</td>
<td>0</td>
<td>51</td>
<td>&gt;100%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>33</td>
<td>32</td>
<td>(3%)</td>
</tr>
</tbody>
</table>
Gas & Power Business
GAS & POWER BUSINESS

Key milestones achieved in fueling PETRONAS’ future growth

- **Train 9** EPCC awarded on 7th March 2013, to Consortium of JGC Corporation and JGC (M) Sdn. Bhd.

- Completed 10% equity sell down of Canada LNG project to Japan Petroleum Exploration Co. Ltd. on 29th April 2013 & secured first LNG buyer.

- **Pacific Northwest** FEED was awarded on 2nd May 2013.

- RGT 1 received first commissioning cargo on 30th April 2013
GAS & POWER BUSINESS
Higher LNG sales volume from higher trading

LNG Sales Volume (↑ 2%):

- Total LNG sales volume for the quarter was higher by 0.16 million tonnes or 2% as compared to the same quarter previous year mainly due to increase in trading volume.

- Exports of LNG from PETRONAS LNG Complex ("PLC") were mostly shipped to Japan, South Korea & China.
GAS & POWER BUSINESS
Higher sales gas delivery due to increased supply from domestic Kertih & MTJDA

Sales Gas (↑ 8%):

- Higher average sales gas delivery compared to the corresponding period last year mainly from higher gas supply from domestic Kertih, Terengganu and Malaysia-Thailand Joint Development Area (MTJDA).

- PETRONAS Gas Berhad continued to maintain world-class reliability levels for its PGU pipeline.

<table>
<thead>
<tr>
<th>Reliability Level Attained (%)</th>
<th>Quarter 1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY2012</td>
</tr>
<tr>
<td>GPP</td>
<td>99.99%</td>
</tr>
<tr>
<td>PGU</td>
<td>99.99%</td>
</tr>
</tbody>
</table>
Downstream Business
Downstream Business
Driving Superior Project Execution & Operational Excellence

Q1 2013 HIGHLIGHTS

- Project RAPID is on track towards securing FID in Q1 2014
- VCM plant ceased production on 9th January 2013 while divestment process of vinyl business in Vietnam is on-going
- PCG and BASF agreed to invest RM1.5 billion to expand their operations at Gebeng, Kuantan to manufacture products for the global flavour and fragrance industry.

GROWTH IMPERATIVES

- Strengthen presence and pursue opportunistic growth in selected markets
- High grade asset portfolio
- Grow refining and petrochemical capacity and product range
- Build global trading and marketing portfolio
**Downstream Business**

Sales volume and plant performance were mixed

**Crude (↑ 5%):**
- Volumes higher driven by increased trading activities.

**Petrochemical Products (↓ 3%):**
- Volumes marginally lower due to a minor ethane feedstock curtailment.

**Petroleum Products (↓ 3%):**
- Volumes lower due to lower demand from India and China.

**Refineries and PCG Plants performance:**
- Higher plant utilisation for PCG driven by improved plant condition and performance.
- Engen Refinery plant utilisation remained relatively low due to extended maintenance shutdown.
- Lower Domestic Refineries’ utilisation due to scheduled turnaround and maintenance shutdowns.
Thank you