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### Q3 2016: Key Features

#### Performance
- Higher Q3 2016 PAT as compared to Q2 2016 mainly due to lower net impairment of assets and wells
- Lower Q3 2016 EBITDA as compared to the previous quarter mainly due to one-off cost for Floating Production Storage Offloading (FPSO) facility for Risk Sharing Contract (RSC) early termination payment
- Higher entitlement volume

#### Operations
- Focused delivery of commitment across value chain
  - Pengerang Integrated Complex (PIC) is on track at 47.6% completion
  - SAMUR progressively ramping up plant for full commercial operation in Q4 2016

#### Outlook
- Outlook remains uncertain due to current oil price environment
- Whilst 2016 performance is affected, PETRONAS has been responsive with:
  - stronger operational efficiency
  - cost discipline
### Key Indicators

<table>
<thead>
<tr>
<th></th>
<th>YTD 2015</th>
<th>YTD 2016</th>
<th>Q3 2016</th>
<th>Q2 2016</th>
<th>Q3 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dated Brent (USD/bbl)</td>
<td>55.4</td>
<td>41.8</td>
<td>45.9</td>
<td>45.6</td>
<td>50.3</td>
</tr>
<tr>
<td>JCC single-month (USD/bbl)</td>
<td>64.2</td>
<td>36.8</td>
<td>41.0</td>
<td>33.2</td>
<td>59.9</td>
</tr>
<tr>
<td>USD/MYR</td>
<td>3.8</td>
<td>4.1</td>
<td>4.1</td>
<td>4.0</td>
<td>4.1</td>
</tr>
</tbody>
</table>

### Crude oil, condensate and natural gas (kboe/d)

<table>
<thead>
<tr>
<th></th>
<th>YTD 2015</th>
<th>YTD 2016</th>
<th>Q3 2016</th>
<th>Q2 2016</th>
<th>Q3 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>2,278</td>
<td>2,336</td>
<td>2,227</td>
<td>2,329</td>
<td>2,182</td>
</tr>
<tr>
<td>Entitlement*</td>
<td>1,609</td>
<td>1,755</td>
<td>1,802</td>
<td>1,648</td>
<td>1,492</td>
</tr>
</tbody>
</table>

* Represents PETRONAS Group’s entitlement to Malaysia’s production and PETRONAS Group’s international entitlement volume
### Q3 2016 vs. Q2 2016 Financial Highlights

<table>
<thead>
<tr>
<th>Key Financial Highlights (RM bil)</th>
<th>Q3 2016</th>
<th>Q2 2016</th>
<th>% Q-o-Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>48.7</td>
<td>48.4</td>
<td>1%</td>
</tr>
<tr>
<td>Profit after tax</td>
<td>6.1</td>
<td>1.6</td>
<td>&gt;100%</td>
</tr>
<tr>
<td>Identified items*</td>
<td>(1.0)</td>
<td>(7.7)</td>
<td>87%</td>
</tr>
<tr>
<td>Profit after tax excluding identified items</td>
<td>7.1</td>
<td>9.4</td>
<td>(24)%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>15.2</td>
<td>17.7</td>
<td>(14)%</td>
</tr>
<tr>
<td>CFFO</td>
<td>10.5</td>
<td>15.9</td>
<td>(34)%</td>
</tr>
<tr>
<td>Capital Expenditure</td>
<td>10.8</td>
<td>13.9</td>
<td>(22)%</td>
</tr>
</tbody>
</table>

Compared to the previous quarter, the results reflect lower EBITDA mainly due to:
- One-off costs for FPSO facility for RSC early termination payment
- Higher net forex loss

*Mainly comprise net impairment on assets
Q3 2016 Group Financial Results

Year to date

<table>
<thead>
<tr>
<th></th>
<th>YTD 2016</th>
<th>YTD 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>146.3</td>
<td>187.6</td>
</tr>
<tr>
<td>Profit after Tax*</td>
<td>24.8</td>
<td>30.8</td>
</tr>
<tr>
<td>EBITDA</td>
<td>48.5</td>
<td>56.3</td>
</tr>
<tr>
<td>Cash Flows from Operating Activities</td>
<td>36.1</td>
<td>51.2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q3 2016</th>
<th>Q2 2016</th>
<th>Q3 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>48.7</td>
<td>48.4</td>
<td>60.1</td>
</tr>
<tr>
<td>Profit after Tax*</td>
<td>7.1</td>
<td>9.4</td>
<td>6.3</td>
</tr>
<tr>
<td>EBITDA</td>
<td>15.2</td>
<td>17.7</td>
<td>14.5</td>
</tr>
<tr>
<td>Cash Flows from Operating Activities</td>
<td>10.5</td>
<td>15.9</td>
<td>16.7</td>
</tr>
</tbody>
</table>

*Excluding identified items mainly comprising net impairment on assets

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Q3 2016 Group Financial Results
Improved Q3 2016 vs. Q3 2015 PAT excluding identified items and EBITDA

**Profit after Tax***

<table>
<thead>
<tr>
<th></th>
<th>Q3 2015</th>
<th>Q3 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAT</td>
<td>6.3</td>
<td>7.1</td>
</tr>
</tbody>
</table>

13% increase

**EBITDA**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2015</th>
<th>Q3 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>14.5</td>
<td>15.2</td>
</tr>
</tbody>
</table>

5% increase

**PAT** & **EBITDA**
- Lower product & production costs
- Favourable foreign exchange rate

Partly offset by:
- Lower average realised prices
- Lower petroleum products and crude oil & condensate sales volume

*Excluding identified items mainly comprising net impairment on assets

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Business Segment Results

PAT by Business Segment (includes inter-segment transactions)

RM Bil

Upstream

- Lower net impairment on assets

Downstream

- Higher international refining margins
- Better marketing margins

Corporate & Others

- Lower net foreign exchange loss

Note: Including identified items of:
1 RM1.54b
2 RM0.02b
3 RM0.17b

Q3 2015

Q3 2016

Q3 2015

Q3 2016

Q3 2015

Q3 2016
Capital investment and controllable costs

**Capex**

- **RM Bil**
  - YTD 2015: 49.7
  - YTD 2016: 35.9
  - Reduction: 28%

**Controllable Costs***

- **YTD 2015**: 33.9
- **YTD 2016**: 30.7
- Reduction: 9%

- Lower costs in line with planned cuts in CAPEX and financial discipline
- RM3 billion reduction in OPEX achieved

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*Controllable costs is defined as recurring costs in running the business operation deemed controllable by the Management.
Other Financial Highlights

Cash Flows YTD 2016

<table>
<thead>
<tr>
<th>RM Bil</th>
<th>Net Inflows</th>
<th>Net Outflows</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>45.4</td>
<td>54.3</td>
</tr>
<tr>
<td></td>
<td>9.3</td>
<td>2.6</td>
</tr>
<tr>
<td></td>
<td>36.1</td>
<td>3.8</td>
</tr>
<tr>
<td></td>
<td>35.9</td>
<td>12.0</td>
</tr>
</tbody>
</table>

- Cash from financing
- Cash from operations
- Other net cash outflows
- Dividends to Non-Controlling Interest
- Dividends to Government
- Capital Investments

Significant Items

- Total assets at RM581.3 bil (↓ 2%\(^1\))
- Shareholders’ equity at RM361.7 bil (↓ 4%\(^1\))
- Cash and fund investments at RM127.8 bil
- Borrowings at RM62.8 bil
- Gearing at 17.6% (↑ from 16.0%\(^2\))
- ROACE\(^3\) at 2.3%

Note:

\(^1\)Compared to 31 December 2015

\(^2\)As at 31 December 2015

\(^3\)Including impairments
Upstream Business
Operational Highlights
Focused delivery across the value chain

3% Production growth
YTD 2016 vs YTD 2015

1st Hydrocarbon
2 Greenfields

1 New PSC Signed

Train 9
delivered 1st LNG Cargo in September 2016

YTD RM 2.0 Bil cost savings
through industry-wide cost optimisation, improved efficiencies and innovation in the Oil & Gas industry in Malaysia
Operational Highlights

Overall higher results compared to prior year

Higher than 2015 corresponding period

- Q3 2016 (↑ 2%)
- YTD 2016 (↑ 3%)

Strong Upstream Performance:

- Resumption of operations of the Sabah Sarawak Gas Pipeline (SSGP)
- Higher facilities uptime and efficiency in Malaysia and Canada
- Higher production from Indonesia and Australia
- Partially offset by higher natural decline rate

![Production (kboe/d)]

Financial Results Announcement 30 September 2016, Upstream | Page 2
Operational Highlights
Overall lower results compared to prior year

LNG Sales Volume (mil tonnes)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2015</th>
<th>Q3 2016</th>
<th>YTD 2015</th>
<th>YTD 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>System</td>
<td>7.17</td>
<td>7.12</td>
<td>22.13</td>
<td>21.49</td>
</tr>
<tr>
<td>Trading</td>
<td>1.38</td>
<td>0.78</td>
<td>3.68</td>
<td>1.96</td>
</tr>
</tbody>
</table>

LNG sales volume in 2016 was slightly lower as compared to 2015 mainly from lower trading volume, partially offset by new volumes from Gladstone LNG

Malaysia Sales Gas Delivery (mm/scfd)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2015</th>
<th>Q3 2016</th>
<th>YTD 2015</th>
<th>YTD 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pen. Malaysia</td>
<td>247</td>
<td>205</td>
<td>2,312</td>
<td>2,089</td>
</tr>
<tr>
<td>Sarawak</td>
<td>388</td>
<td>257</td>
<td>2,284</td>
<td>2,138</td>
</tr>
<tr>
<td>Sabah</td>
<td>268</td>
<td>229</td>
<td>353</td>
<td>268</td>
</tr>
</tbody>
</table>

Lower Malaysia average sales gas volume compared to prior year mainly due to lower demand
Downstream Business
Downstream Growth Projects
Progressing as per plan

The Pengerang Integrated Complex (PIC) project is on track at 47.6% overall project progress.

SAMUR has successfully produced on-specification urea and are progressively ramping up the plant for full commercial operation in Q4 2016.
Downstream Sales Volume
Improved plant reliability and utilisation

Crude and Petroleum Products Sales Volume

- **Q3 FY2015**: 48.2 Mbbls (Petroleum Products), 70.9 Mbbls (Crude)
- **Q3 FY2016**: 43.0 Mbbls (Petroleum Products), 65.7 Mbbls (Crude)
- **YTD Q3 FY2015**: 161.6 Mbbls (Petroleum Products), 214.3 Mbbls (Crude)
- **YTD Q3 FY2016**: 146.1 Mbbls (Petroleum Products), 203.3 Mbbls (Crude)

**9%** decrease in Mbbls

Lower mainly due to rationalisation of trading strategies to improve overall portfolio return

Petrochemical Products Sales Volume

- **Q3 FY2015**: 1.6 MMT
- **Q3 FY2016**: 2.0 MMT
- **YTD Q3 FY2015**: 4.8 MMT
- **YTD Q3 FY2016**: 5.5 MMT

**25%** increase in MMT

Higher sales attributed to strong plant operating performance leading to higher production

Financial Results Announcement 30 September 2016, Downstream | Page 2
Higher utilisation rates across most manufacturing units

Good plant performance across all manufacturing units, except for Gas Processing Plants contributed by lower sales gas demand

*Restated
Gas Processing and Transmission Reliability

Stable performance

Gas Processing & Transmission Reliability (%)

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY2015</th>
<th>Q3 FY2016</th>
<th>YTD Q3 FY2015</th>
<th>YTD Q3 FY2016</th>
</tr>
</thead>
</table>

Stable and reliable gas processing and transmission operations
Thank you