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# **PETRONAS Group Financial Results Announcement**

**Quarter 3 Ended 30 September 2013**

**EMBARGO**

The information contained herein may only be released  
after 1.00pm on 12 November 2013

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# **PETRONAS Group Financial Results Announcement**

## **Financial Highlights**

Datuk George Ratilal  
Executive Vice President  
Finance

# Key Indicators

## Individual Quarters

Q3 2012	Q3 2013	Q2 2013
109.61	110.36	102.44
115.01	116.26	109.22
108.47	106.39	110.74
3.12	3.24	3.07
1,904	2,064	2,075
1,320	1,574	1,418

## Year-to-Date

	2013	2012
Avg Dated Brent (USD/BBL)	108.45	112.09
Avg Tapis (USD/BBL)	114.64	119.56
Avg 3 – months rolling JCC <sup>1</sup> (USD/BBL)	110.53	115.28
Avg Exchange Rate (USD/MYR)	3.13	3.10
Total Production (kboe/d)	2,098	1,985
PETRONAS Group Oil and Gas Entitlement (kboe/d)	1,553	1,405

<sup>1</sup> Japanese Crude Cocktail

# Group Financial Performance

Revenue

RM Billion

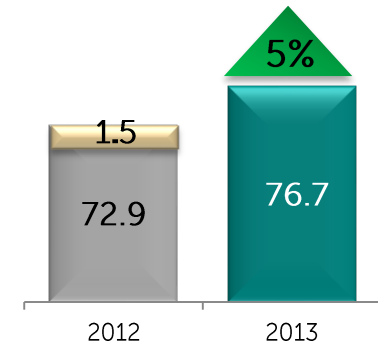
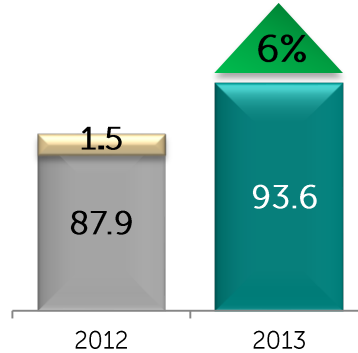
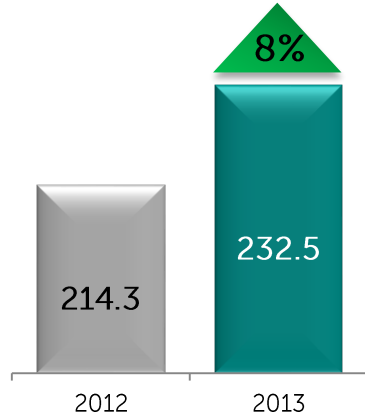
EBITDA<sup>1</sup>

RM Billion

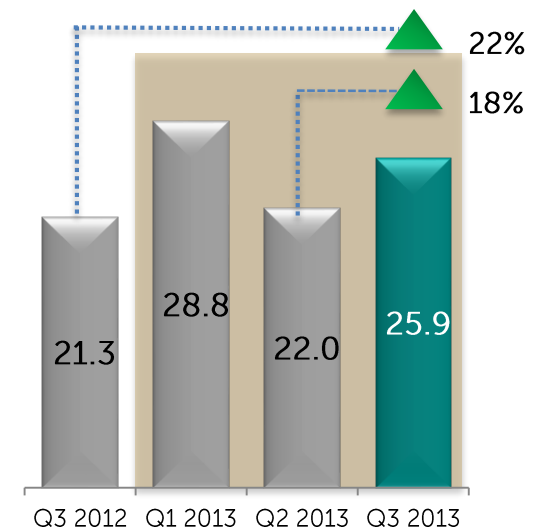
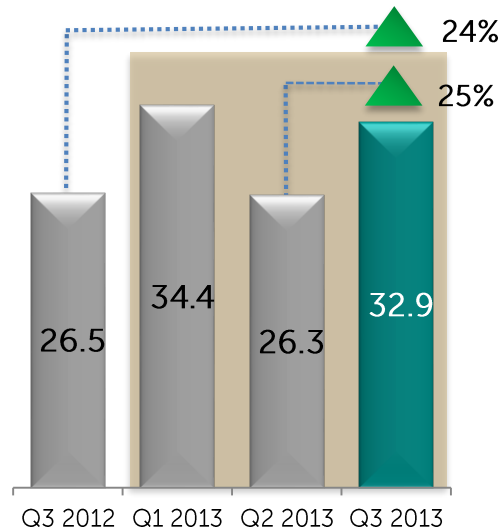
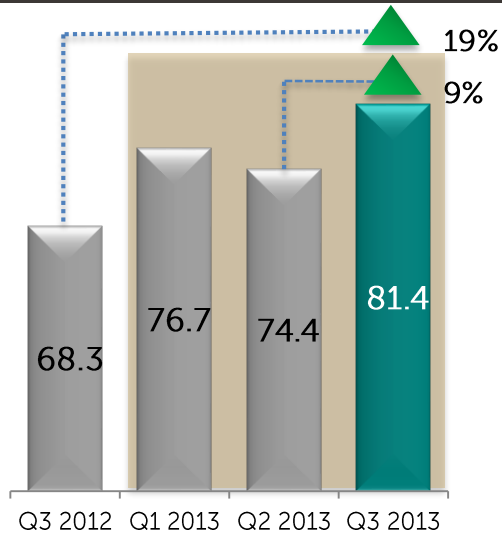
Profit before Tax

RM Billion

Year-to-Date



By Quarter



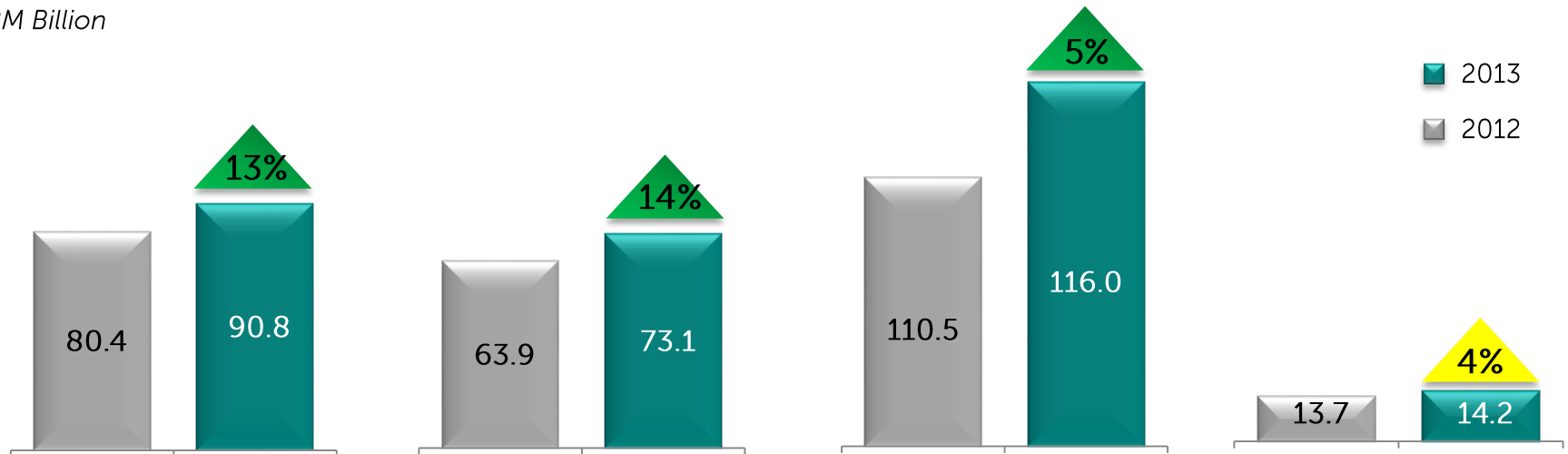
<sup>1</sup>EBITDA consists of profit before taxation and non-controlling interests, with the addition of amounts previously deducted for depreciation, amortisation and impairment loss on property, plant and equipment and intangible assets and financing costs, and the exclusion of interest income.

■ Gain from sale of PETRONAS interest in certain investments

# YTD Business Segment Performance

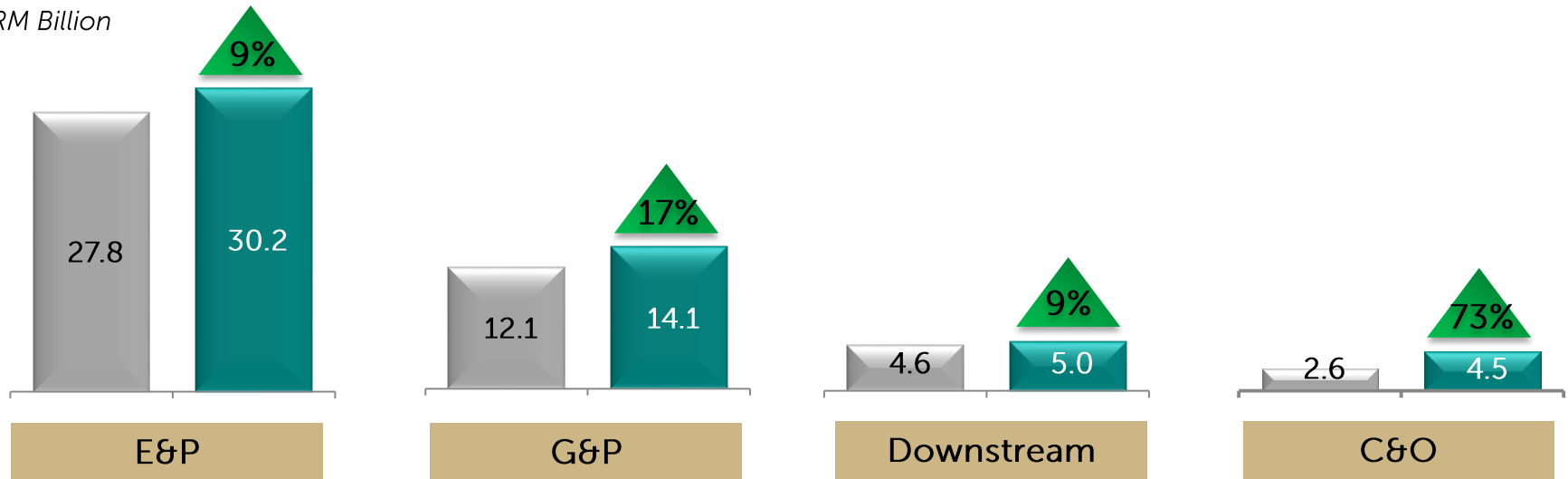
## Gross Revenue<sup>1</sup> by Business Segment

RM Billion



## Gross NOPAT<sup>1</sup> by Business Segment

RM Billion

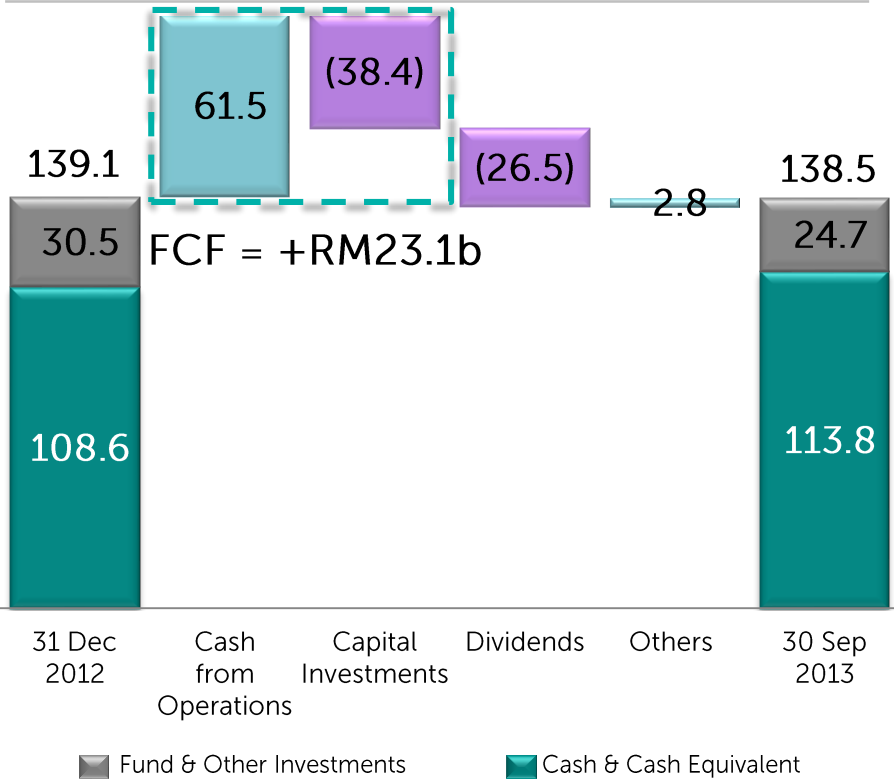


<sup>1</sup> Gross Revenue and Gross NOPAT include both third party and inter-segment transactions.

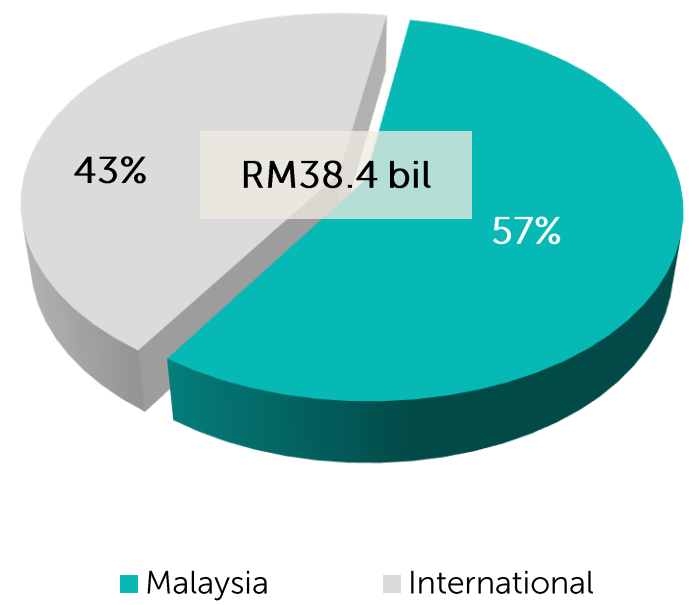
# Financial Highlights

	30 Sep 2013	31 Dec 2012	% change
Total Assets	RM525.1b	RM489.2b	↑ 7.3%
Return on Average Capital Employed	18.1%	17.2%	↑ 0.9%
Gearing	10.8%	11.7%	↓ 0.9%

Changes in Group cash balance *RM Billion*



Capital Investments YTD 2013





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# **Exploration and Production Business**



# Q3 2013 Operational Highlights

E&P significant milestone achieved in delivering long term and sustainable growth



**4.2x** ORRR

**2.5x** RRR

**2** Exploration Discoveries in Q3



**NEB**  
Indonesia



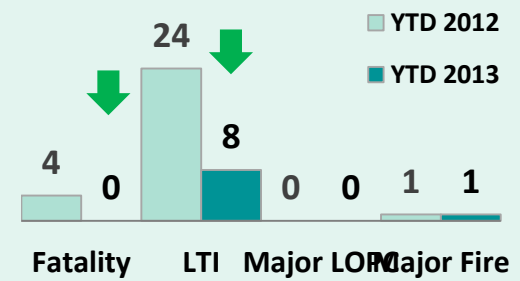
**Pegaga**  
Sarawak

**5** Greenfields First Oil/Gas production  
3 Malaysia, 2 International



**1** New Exploration PSC signed

## Good HSE Performance



**In-Field Liner™**  
for Offshore Application

World's First Offshore Application.  
2 Samarang Pipelines successfully installed with liner



# Q3 2013 Operational Highlights

E&P Production for Q3 and YTD 2013 are higher than in 2012

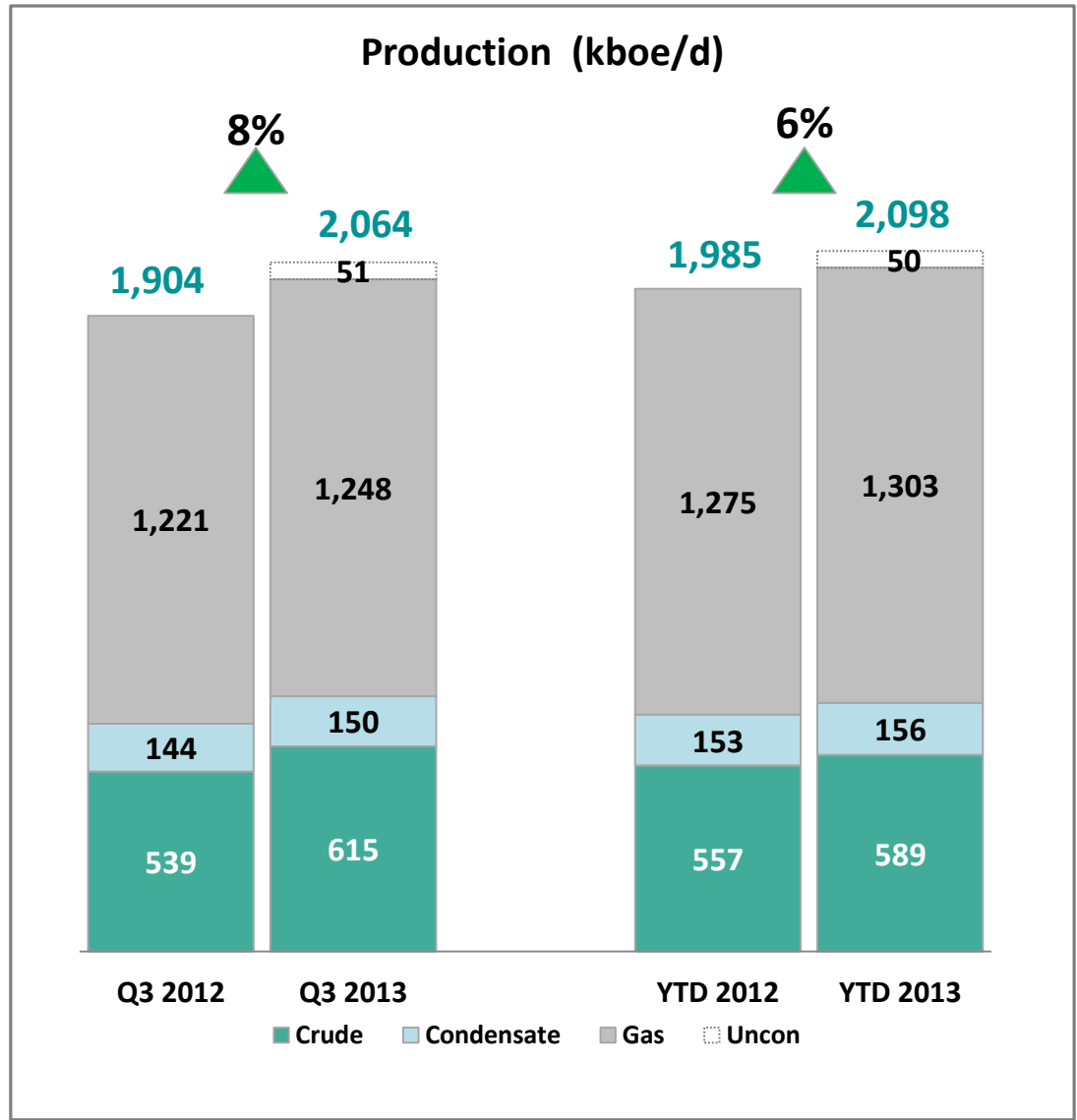
2013 E&P Prodn higher than 2012  
Corresponding period

- Q3 2013 ( ↑ 8% )
- YTD 2013 ( ↑ 6% )

Strong E&P performance driven by

- Msia Prodn enhancement
- Sudan prodn resumption & aggressive operations ramp up
- New oil/gas prodn from Msia, Iraq & Canada

... more than offset decline in Chad and lower gas demand in Turkmenistan.





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# **Gas & Power Business**

# GAS & POWER BUSINESS

## Key achievements in fueling PETRONAS' future growth

- Favourable HSE performance with no fatality, no major LOPC or major fire recorded
- Train 9 EPCC awarded on 7 March 2013 to Consortium of JGC Corporation & JGC (M) Sdn. Bhd
- Completed sale of 10% in Canada LNG project to Japan Petroleum Exploration Co. Ltd. on 26 April 2013 & secured first LNG buyer
- Awarded triple FEED and Early Detailed Engineering for Pacific NorthWest LNG on 2 May 2013
- Completed FEED for Pengerang COGEN on the 20 May 2013. EPCC bid evaluation is ongoing
- Sent out 1st gas from RGT1 to PGU on 23 May 2013, which marks the implementation of LNG-based pricing for new volume
  - Steel cutting ceremony for PETRONAS FLNG 1 on 24 June 2013
  - Awarded EPCC for the JDA Gas Balancing Evacuation project on 28 June 2013
  - Awarded contract to Hyundai Heavy Industries to build four LNG carriers (with an option to add 4 carriers) on 10 October 2013
  - Signed Gas Sales Agreement for the purchase of gas from JDA Block B-17&C-19 and Block B-17-01, a milestone in balancing the 50:50 JDA resources between Malaysia and Thailand by 2021

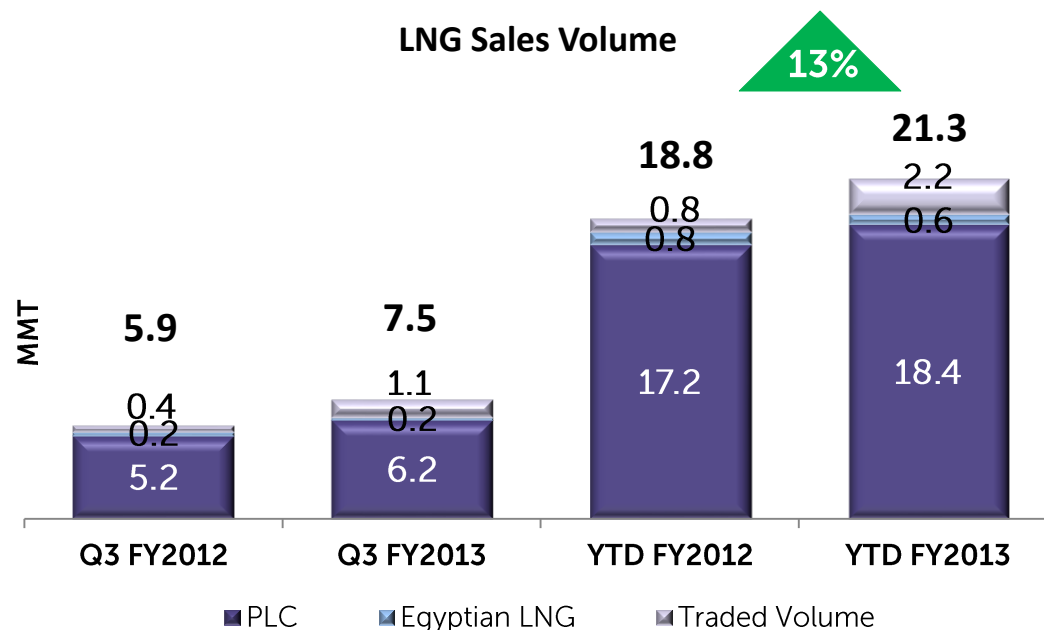


# GAS & POWER BUSINESS

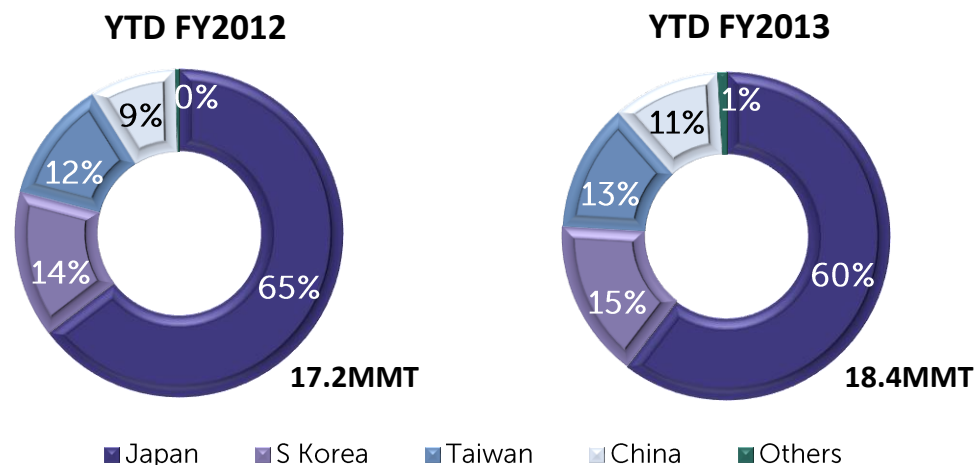
Higher LNG sales volume from favourable third party trading and PLC production

## LNG Sales Volume (↑ 13%):

- Total LNG sales volume for the period was **higher by 2.5 million tonnes** as compared to the same period last year mainly due to **increase in trading volume** and **higher production** from the **PETRONAS LNG Complex ("PLC")** in Bintulu, Sarawak.
- Exports of LNG from PETRONAS LNG Complex ("PLC") were mostly shipped to **Japan, South Korea, Taiwan & China**.



### PETRONAS LNG Complex (PLC) % sales by country

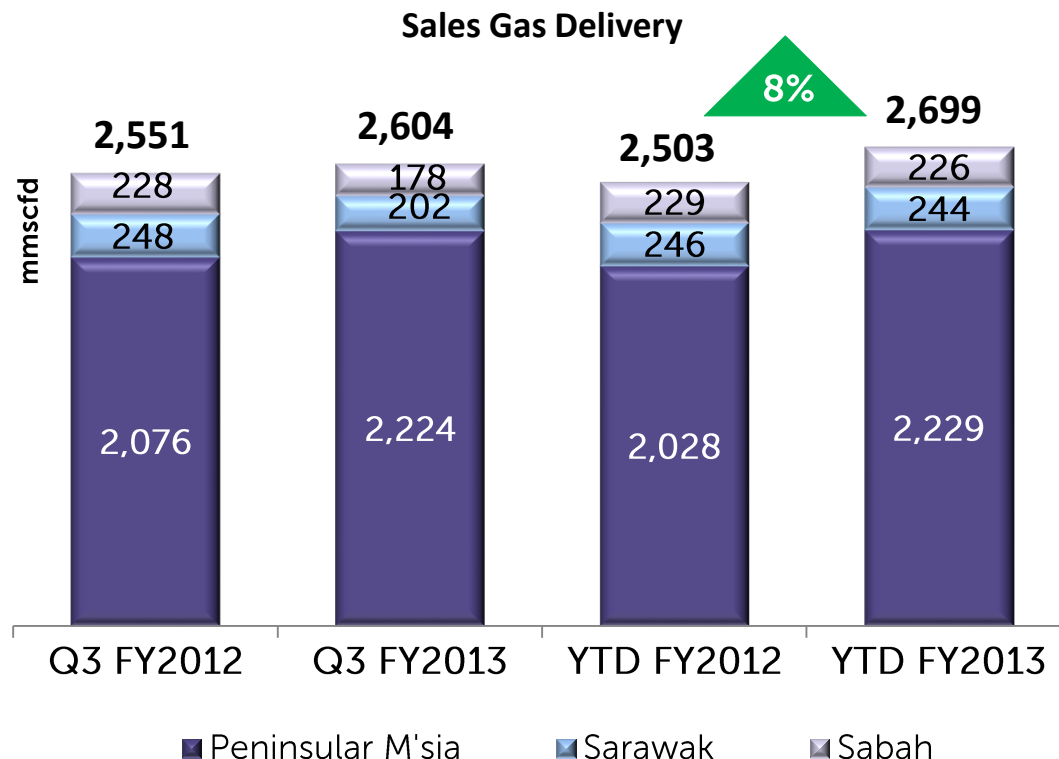


# GAS & POWER BUSINESS

Higher sales gas delivered from Domestic Kertih and Malaysia-Thailand Joint Development Area

Sales Gas (↑ 8%):

- Higher average sales gas delivery compared to the corresponding period last year mainly from **higher domestic supply from Kertih, Terengganu and Malaysia-Thailand Joint Development Area**, coupled with new gas supply sourced from LNG imported via the RGT.
- PETRONAS Gas Berhad continues to maintain **world-class reliability** levels for its PGU pipeline.



Reliability Level Attained (%)	Quarter 3		YTD	
	FY2012	FY2013	FY2012	FY2013
GPP	89.20%	93.10%	96.40%	97.30%
PGU	99.99%	99.98%	99.98%	99.99%



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# **Downstream Business**



# DOWNSTREAM BUSINESS

Driving Superior Project Execution & Operational Excellence

## Q3 2013 HIGHLIGHTS

- RAPID Project is on track to meet FID by Q1 2014
- SAMUR Project is on track for completion in 2015 as per schedule.
- PETRONAS Lubricant International Sdn Bhd announced its plan to invest US\$50mil (RM158.6mil) in a lubricant oil blending plant near Mumbai, its first in India.

## 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

Increased year-to-date trading activities boost crude sales volume

### Crude (↑ 26%):

- Higher volumes driven by increased trading activities

### Petroleum Products (↑ 1.3%):

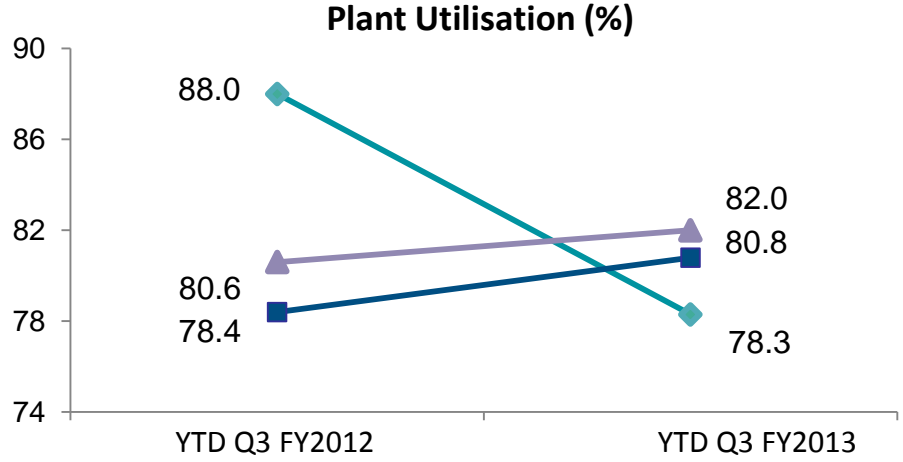
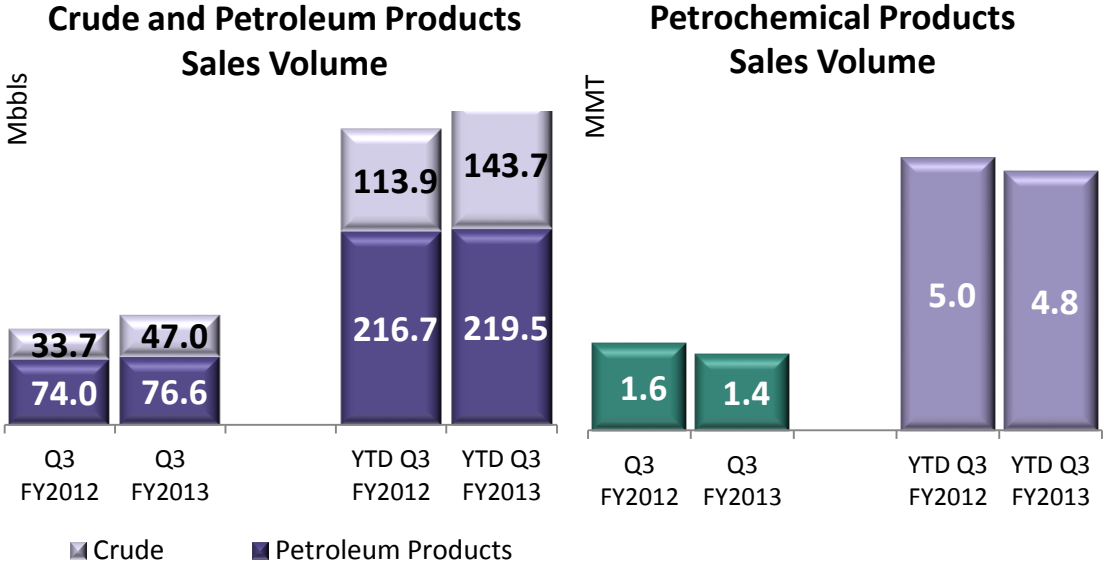
- Higher volumes from strong demand for heavy Naphtha backed up by increased trading activities

### Petrochemical Products (↓ 4%):

- Lower volume due to production issues and discontinuation of the domestic vinyls business at the end of last year

### Domestic refineries and PCG Plants performance:

- Lower Domestic Refineries' utilisation due to unplanned shutdowns
- Higher Engen Refinery's utilisation due to stable and reliable plant performance
- PCG's plant utilisation improved as the challenging operating environment and conditions at the vinyls facility no longer impacted overall performance





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**Thank You**