

## PETRONAS Group Financial Results Announcement

**Quarter 1 Ended 31 March 2013** 

### **EMBARGO**

The information contained herein may only be released after 5.00pm on 5 June 2013

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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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#### Reimagining Energy™



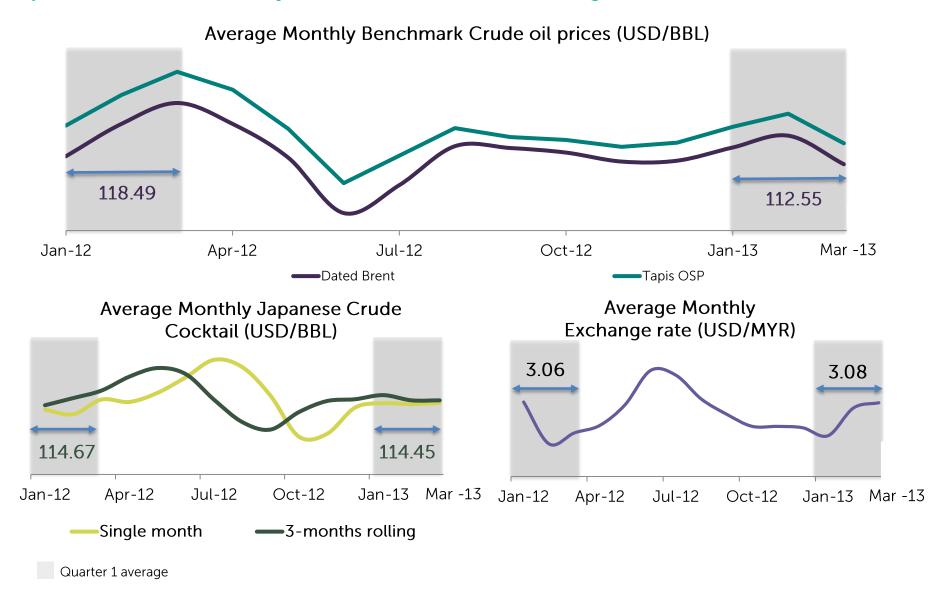
## PETRONAS Group Financial Results Announcement

### **Financial Highlights**

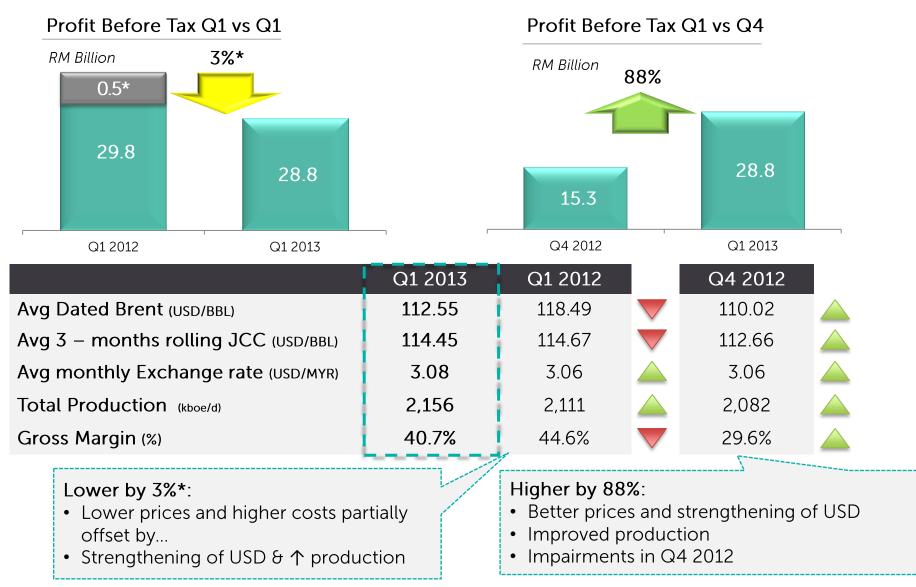
Datuk George Ratilal Executive Vice President Finance

## **Business Environment**

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



## **Financial Highlights**



<sup>\*</sup> 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

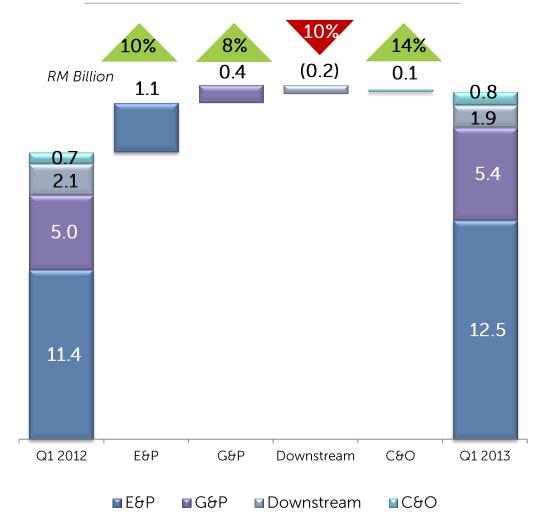
#### Gross NOPAT1

- 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

<sup>1</sup>NOPAT: Net profit after tax excluding financing cost, share of profits of associates and joint ventures and other non-operating income and expenses.

<sup>2</sup>GROSS NOPAT includes both third party and inter-segment transactions.

### Gross NOPAT<sup>2</sup> by Business Segments

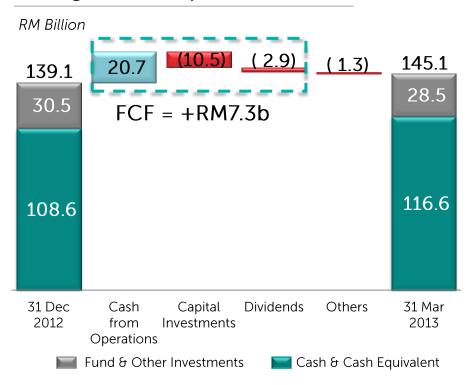


## **Financial Highlights**



- Improvement in ROACE
- Conservative gearing

#### Changes in Group cash balance



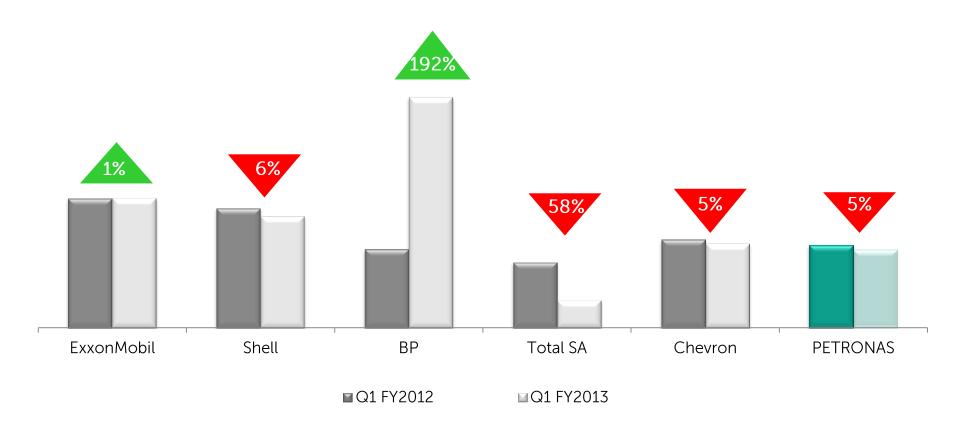
- Free Cash flow (FCF) is positive
- Strong cash reserves for capital investments

#### 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<sup>2</sup> & % Movement Q1 FY 2012 vs. Q1 FY 2013



<sup>&</sup>lt;sup>1</sup>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.

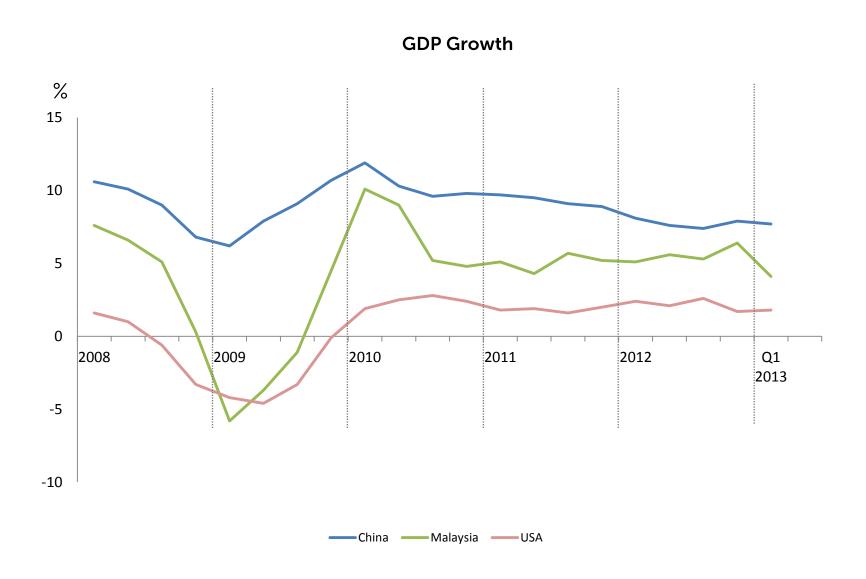
<sup>&</sup>lt;sup>2</sup>Net Earnings is based on Net Profit attributable to shareholders of the Company



## PETRONAS Group Financial Results Announcement

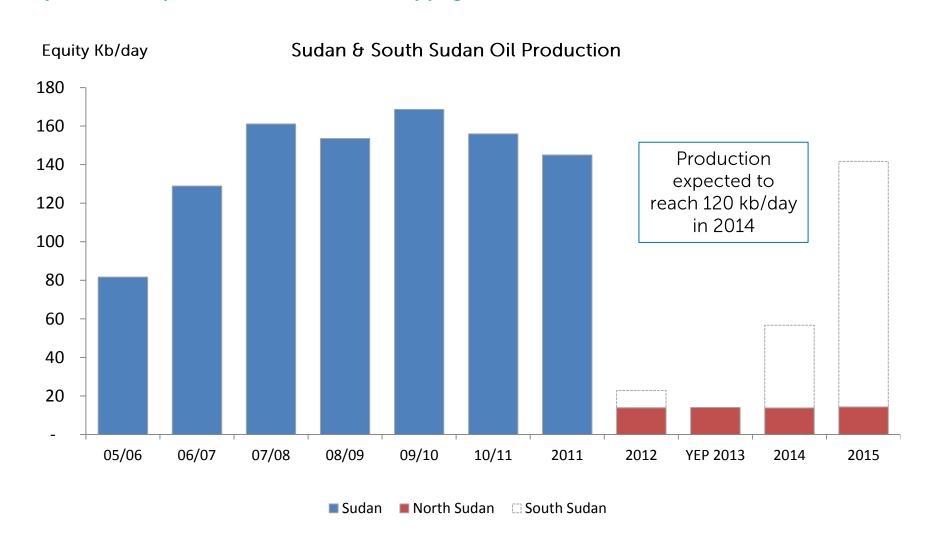
Tan Sri Dato' Shamsul Azhar Abbas President & Group CEO PETRONAS

# Global and Industry Overview Uneven economic growth



# Resumption of South Sudan Oil Production

Complete resumption after 15 months stoppage



# **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:

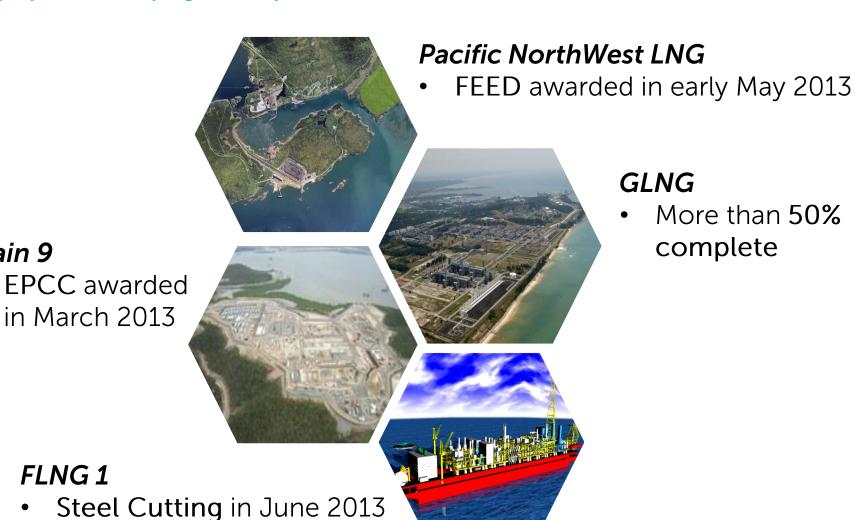
- Sale of 10% interest in Progress and Pacific NorthWest LNG to JAPEX
- 10% LNG Offtake for minimum
   20 years
- Existing long term Buyer

## **Progress Update of PETRONAS LNG Projects**

LNG projects developing well as planned

Train 9

FLNG 1



# PCG Investment in Integrated Aroma Ingredients Complex

RM1.5 Billion Joint venture with BASF



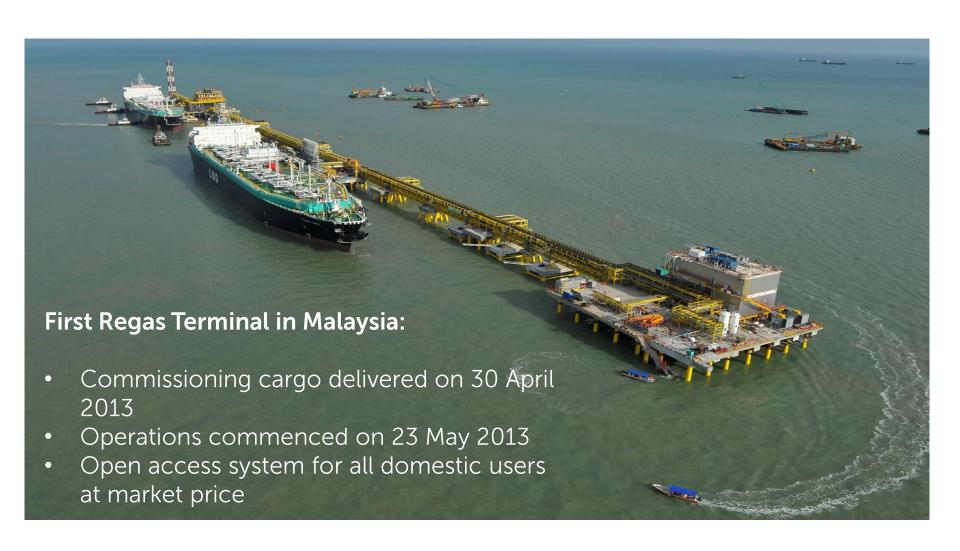


# Integrated Aroma Ingredients Complex:

- 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** 





# **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



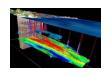
Exploration & Production



Overall Resource Replenishment Ratio is 3.9x Reserve Replenishment Ratio is 2.5x



4 Greenfields First Oil/Gas production



4 successful discoveries

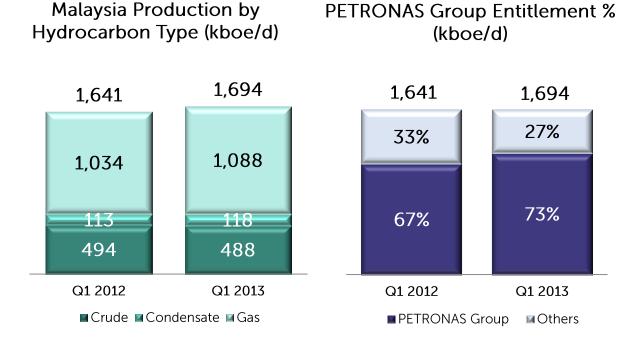


1 Unitisation Agreement UA PM2 Suriya-Suriya Selatan

## **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.



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

## **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

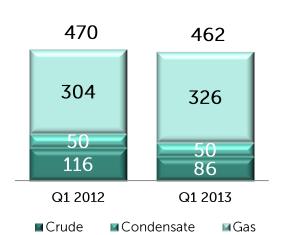
#### Crude

 Lower due to geopolitical issues in Sudan and Chad.

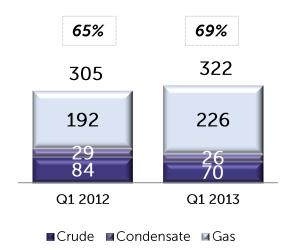
#### **Entitlement**

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

## International Production by Hydrocarbon Type (kboe/d)



## International Entitlement by Hydrocarbon Type (kboe/d)



Top 5 Producing Countries/Area	Q1 2012	Q1 2013	+/-
Egypt	125	120	(4%)
MTJDA	104	95	(8%)
Turkmenistan	68	55	(19%)
Canada	0	51	>100%
Indonesia	33	32	(3%)



# **Gas & Power Business**

## **GAS & POWER BUSINESS**

Key milestones achieved in fueling PETRONAS' future growth

- Train 9 EPCC awarded on 7<sup>th</sup> 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 29<sup>th</sup> 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

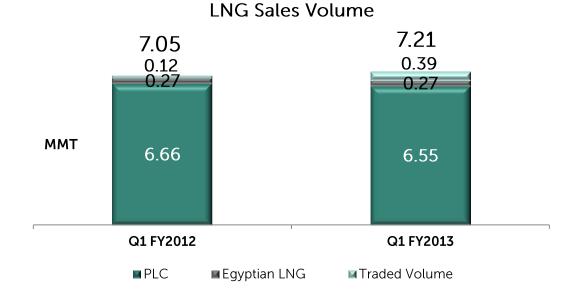
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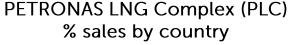
## **GAS & POWER BUSINESS**

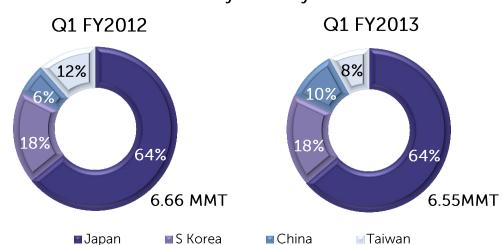
Higher LNG sales volume from higher trading

#### LNG Sales Volume (个 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.





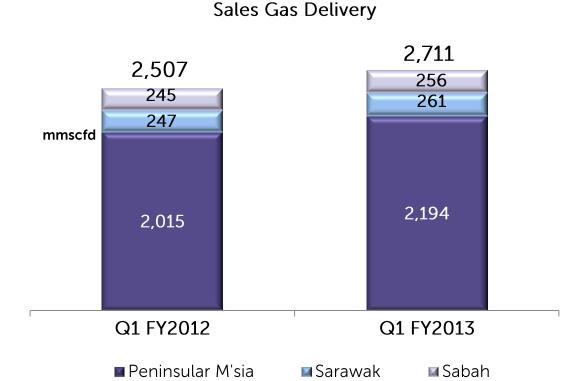


### GAS & POWER BUSINESS

Higher sales gas delivery due to increased supply from domestic Kertih & MTJDA

#### Sales Gas (↑ 8%):

- Higher average sales gas delivery compared the to 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 worldclass reliability levels for its PGU pipeline.



Reliability Level	Quarter 1		
Attained (%)	FY2012	FY2013	
GPP	99.99%	99.60%	
PGU	99.99%	99.99%	



# **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 9<sup>th</sup>
   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 (个 5%):

 Volumes higher driven by increased trading activities.

#### Petrochemical Products (↓ 3%):

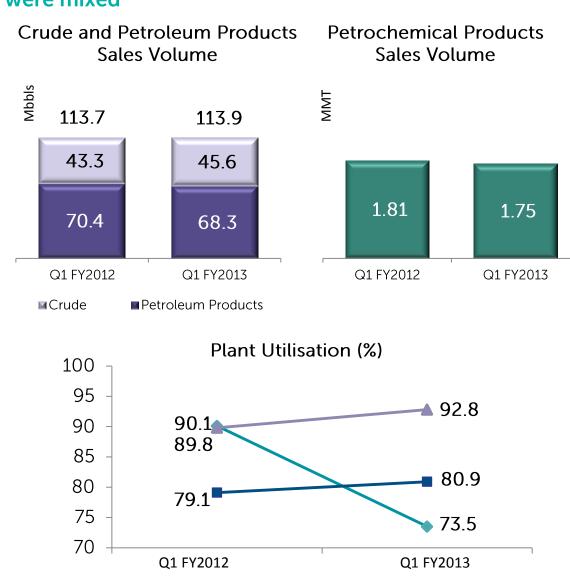
 Volumes marginally lower due to a minor ethane feedstock curtailment.

#### 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.



---Engen Refinery

---PCG

**→**Domestic Refinery



# Thank you