



PETRONAS

PETRONAS Group Financial Results Announcement

Q4 and Year End FY2015

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PETRONAS Group Financial Results Announcement

Financial Highlights

Datuk George Ratilal

Executive Vice President &
Group Chief Financial Officer

Key Indicators

Dated Brent
USD/bbl
52.46

FY2014
98.99
↓47%

Exchange rate
USD/MYR
3.90

FY2014
3.27
↑19%

Production
Kboe/d
2,290

FY2014
2,226
↑3%

FY2015 Financial Results

RM Bil

REVENUE
247.7

FY2014
329.1
↓25%

CFFO
69.6

FY2014
103.6
↓33%

PAT*
39.8

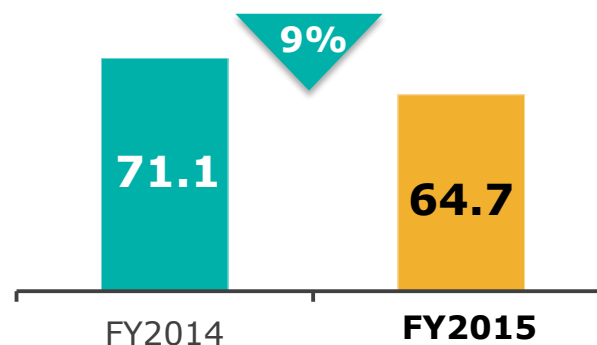
FY2014
69.2
↓42%

PAT
20.8

FY2014
47.6
↓56%

Capital Investments

RM Bil



* excluding identified items mainly comprising net impairments on assets of RM19.0 bil for FY2015 and RM21.6 bil for FY2014

Key Indicators

Dated Brent
USD/bbl
43.69

Q4 2014
76.27
↓ **43%**

Exchange rate
USD/MYR
4.29

Q4 2014
3.36
↑ **28%**

Production
Kboe/d
2,326

Q4 2014
2,359
↓ **1%**

Q4 FY2015 Financial Results

RM Bil

REVENUE
60.1

Q4 2014
79.4
↓ **24%**

CFFO
18.4

Q4 2014
28.5
↓ **35%**

PAT*
9.9

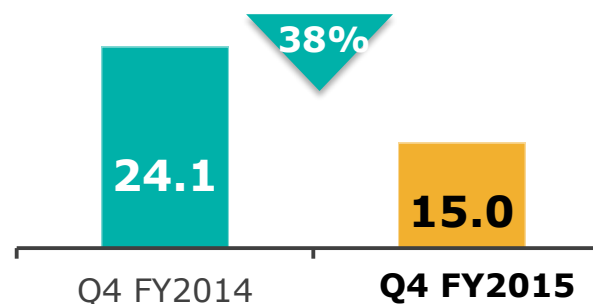
Q4 2014
12.5
↓ **21%**

PAT
(3.0)

Q4 2014
(7.3)
↑ **59%**

Capital Investments

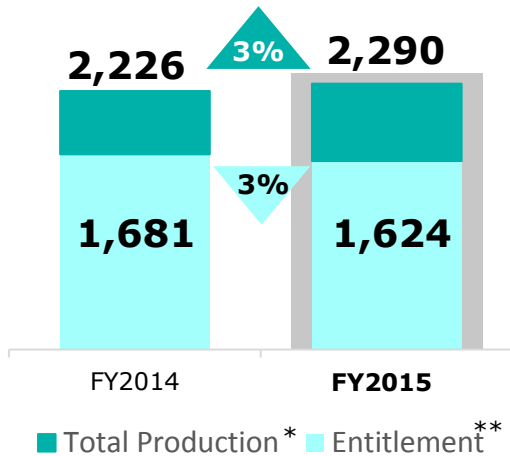
RM Bil



* excluding identified items mainly comprising net impairments on assets after tax of RM12.9 bil for Q4 FY2015 and RM19.8 bil for Q4 FY2014

Operational Indicators

Crude Oil and Natural Gas Production* (kboe/d)

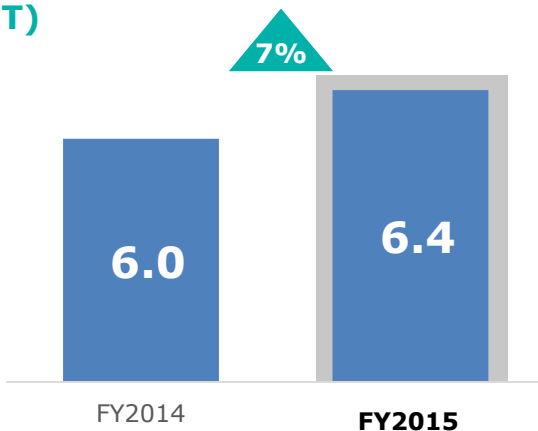


- + Production
 - ✓ Malaysia - production enhancement, new production
 - ✓ Indonesia - new production
 - ✓ Azerbaijan - new production

Partly offset by:

- natural decline
- lower gas demand

Petrochemicals Sales Volume (MMT)



- + Improved plant performance and reliability

*Represents Malaysia's production and PETRONAS Group's international equity production volume.

**Represents PETRONAS Group's entitlement to Malaysia's production and PETRONAS Group's international entitlement volume

Profits Excluding Identified Items

RM Bil

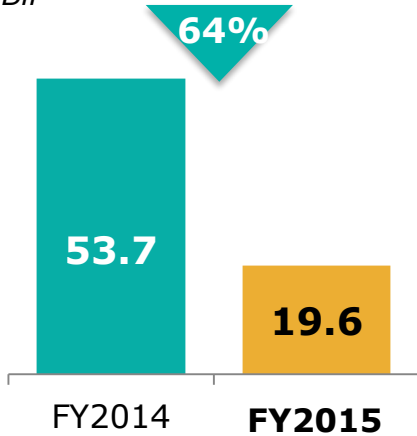
FY2014	FY2015	Profit Analysis	Q4 FY2014	Q4 FY2015
77.7	36.6	Profit/(Loss) Before Tax	(0.4)	1.2
(30.1)	(15.8)	Tax expense	(6.9)	(4.2)
47.6	20.8	Profit/(Loss) After Tax	(7.3)	(3.0)
(21.6)	(19.0)	Identified Items	(19.8)	(12.9)
69.2	39.8	PAT excluding Identified Items	12.5	9.9
		of which:		
53.7	19.6	Upstream	6.8	(0.2)
5.8	9.3	Downstream	0.5	1.8
6.1	7.9	Corporate & Others	3.6	7.5

Note: Elimination of inter-segment transactions amounts to RM3.0 bil in FY2015 and RM3.6 bil in FY2014

Business Segment Results

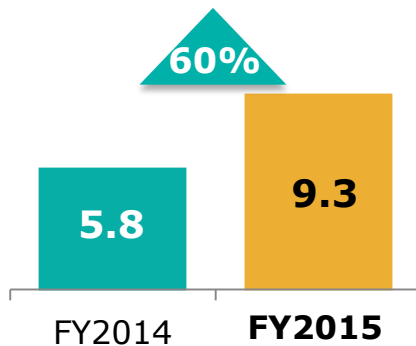
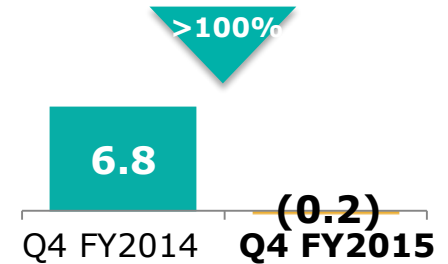
PAT by Business Segment (excluding identified items*)

RM Bil



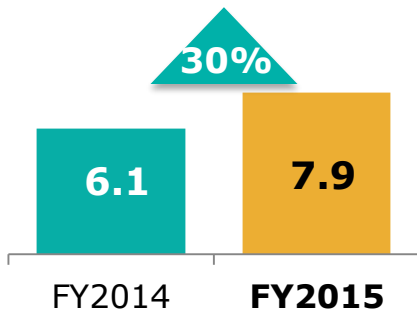
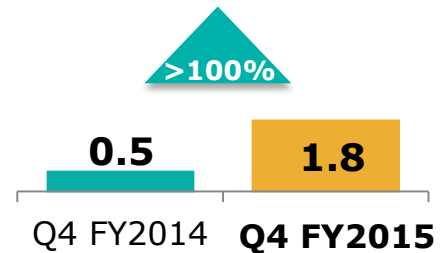
Upstream

- Lower crude and LNG prices



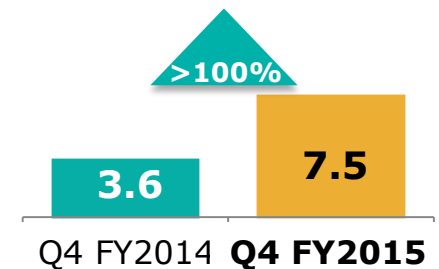
Downstream

- Higher refining and marketing margins
- Higher petrochemical products sales volume



Corporate & Others

- Net foreign exchange gain on USD investments for FY2015

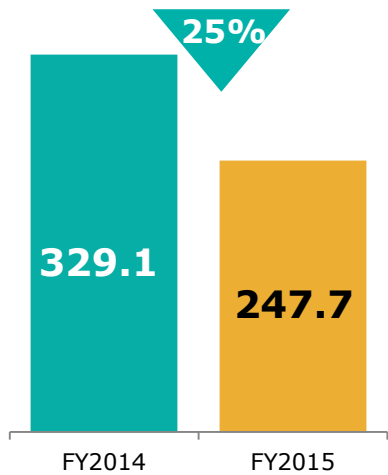


*identified items mainly comprise net impairments on assets

Group Results

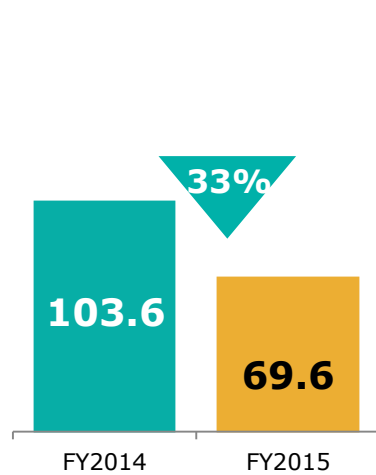
Revenue

RM Bil



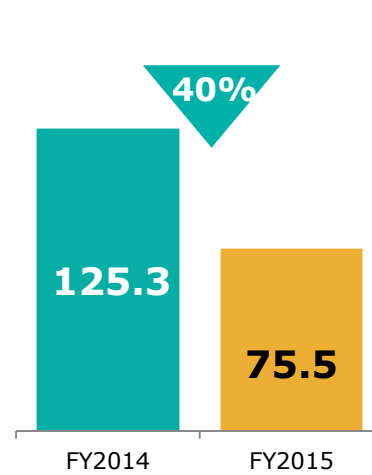
Cash Flows from Operating Activities

RM Bil



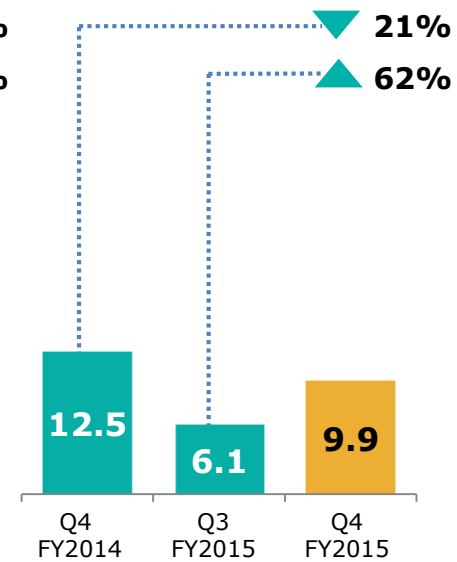
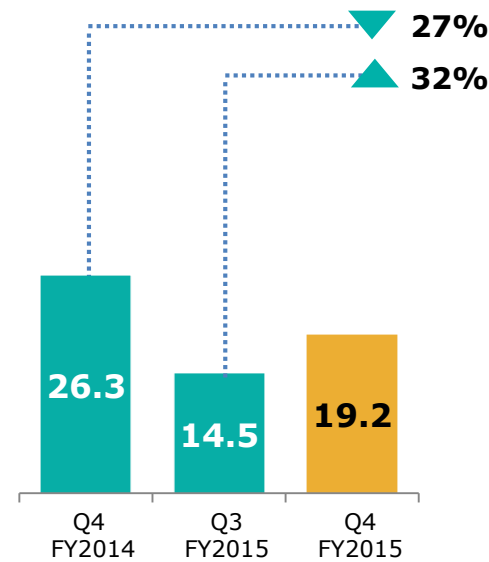
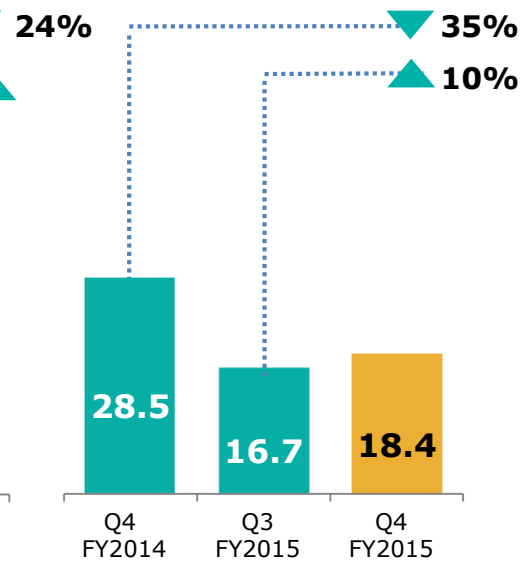
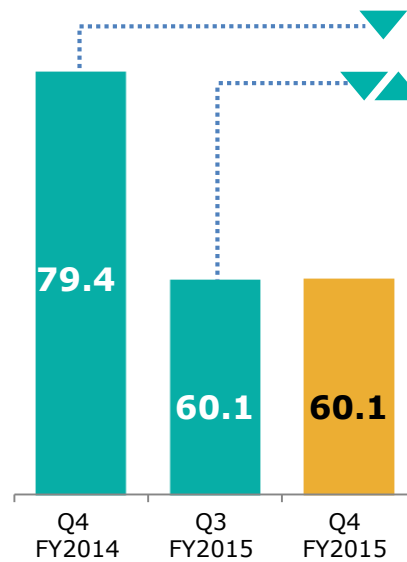
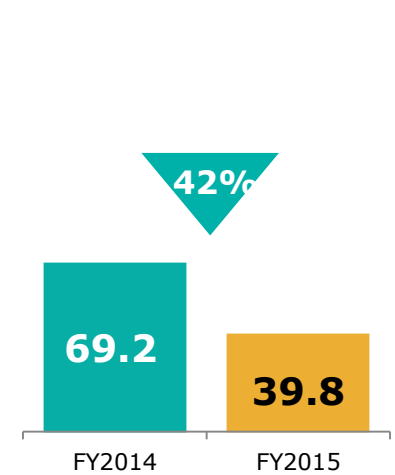
EBITDA

RM Bil



Profit after Tax*

RM Bil

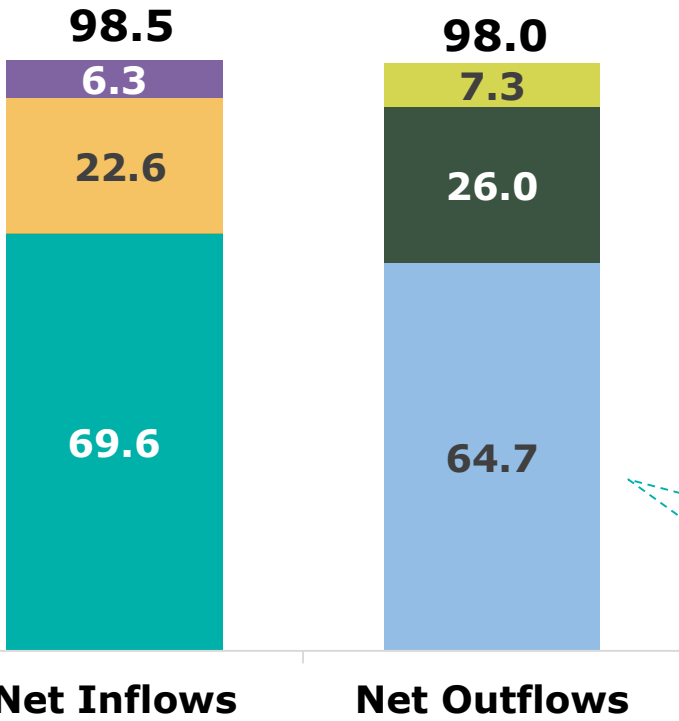


*excluding identified items mainly comprising net impairments on assets

Other Financial Highlights

Cash Flows FY2015

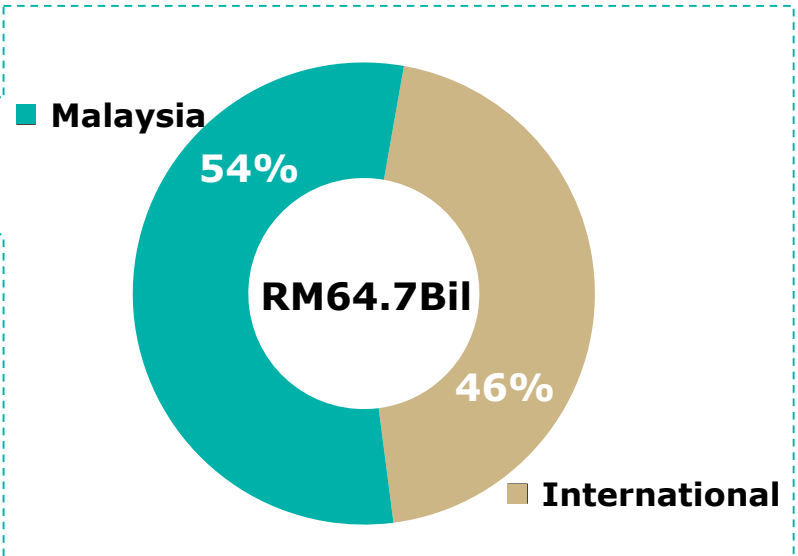
RM Bil



- Other net cash inflows
- Dividends to Minority Interest
- Cash from financing
- Dividends to Government
- Cash from operations
- Capital Investments

Significant Items

- **Total assets at RM591.9 bil** (↑ 10%*)
- **Shareholders' equity at RM374.9 bil** (↑ 6%*)
- **Cash and fund investments at RM136.7 bil**
- **Borrowings at RM57.9 bil**
- **Gearing at 16.0%** (↑ from 12.6%**)
- **ROACE at 5.1%**



* compared to 31 December 2014 ** as at 31 December 2014

Outlook



Prices are impacted by continued global **supply imbalance** and **tepid demand**



Financial performance for 2016 is expected to be **affected** by **continuing volatility** in **price**



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Upstream Business

Operational Highlights

Strong Operational Performance Amidst Challenging Environment

Operational

3% Higher prod'n '15 v '14

Higher prod'n '15 v '14

11

Greenfields 1st HC Mal 5, Int'l 6

Savings Realised



2.4 bil

Resource & Reserve

ORRR
RRR

1.1 x
1.2 x



17

Exp Discv's Mal 9, Int'l 8

Project Delivery & Technology

GLNG

1st LNG Production and Shipment

1st Military Sea Bases in South East Asia

Tun Azizan and Tun Sharifah Rodziah

MLNG's MARLIN

World 1st Onshore Boil-Off Gas (BOG) Re-liquefaction Facility RFSU

SK 316-NC3

Fast Floatover Topside Installation (40mths vs 55mths IPA¹ b'mark)

Ventures & Agreements

Bintulu Integrated Facility (BIF) & MLNG 2 PSC
Operatorship Takeover

3.8 MTPA

LNG CONTRACTS

5

CONTRACTS

3

INT PSCs

6

MAL PSCs

¹ Independent Project Analysis

Operational Highlights

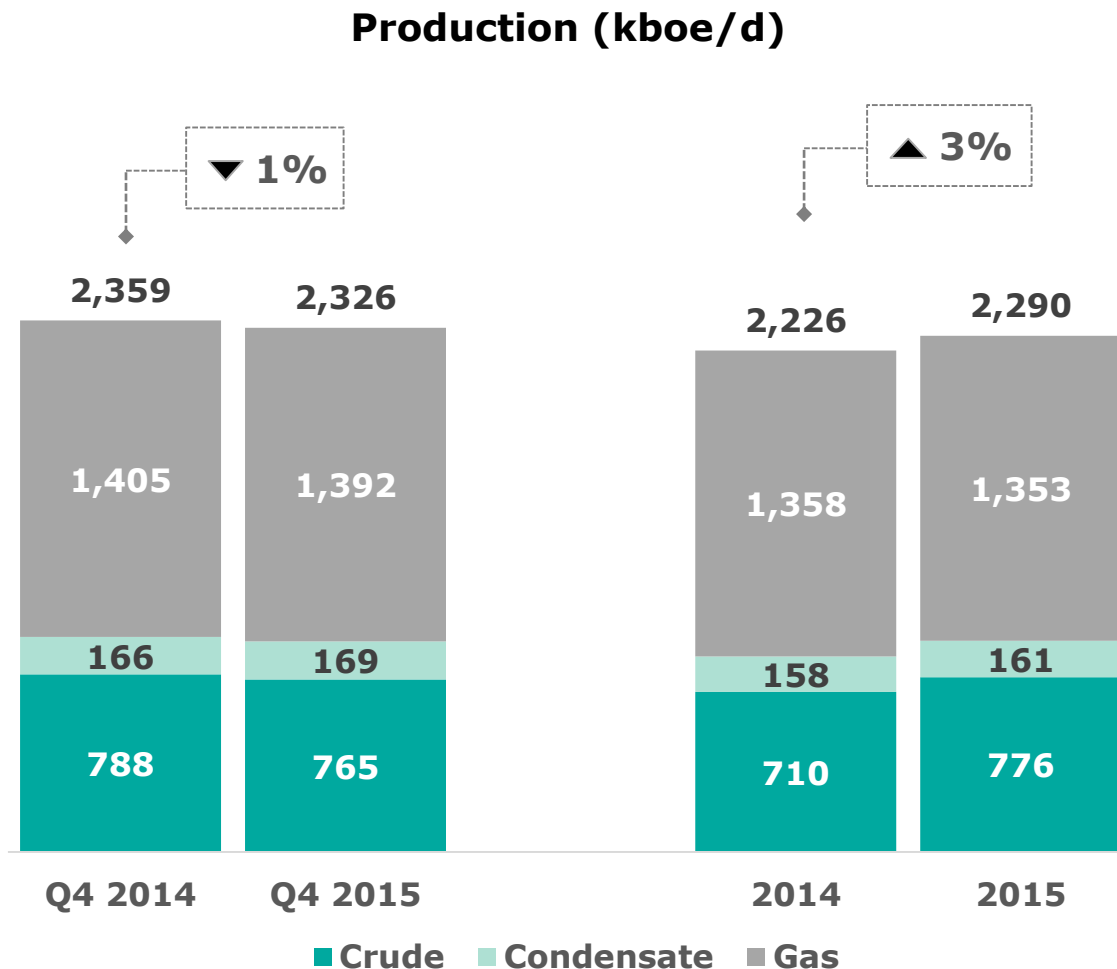
Upstream production for FY2015 is higher than in FY2014

Higher than FY2014 and close to corresponding quarter period

- 2015 (▲ 3%)
- Q4 2015 (▼ 1%)

Strong Upstream performance for FY2015 :

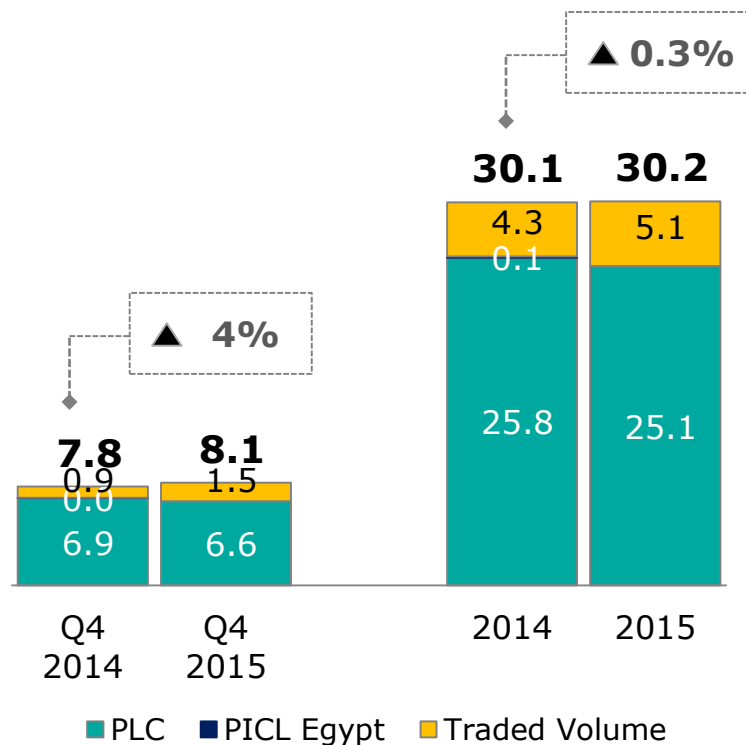
- + Production enhancement /new production/ramp-up from Malaysia, Azerbaijan and Indonesia
- + Iraq higher production entitlement
- Lower gas demand
- Egypt natural decline



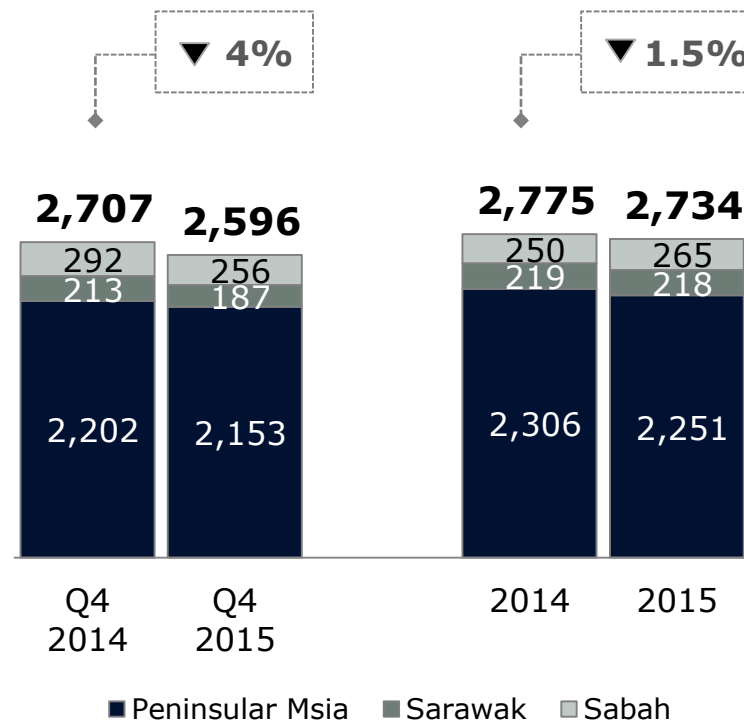
Operational Highlights

Slightly higher 2015 LNG sales volume and lower average sales gas delivered

LNG Sales Volume (mil tonnes)



Sales Gas Delivery (mmscfd)



- Slightly higher FY2015 LNG Sales Volume mainly due to by higher LNG trading volume, offset by lower sales from PLC¹

- Lower FY2015 Sales Gas Delivery mainly due to lower domestic demand from Power Sector and Exports

¹ PLC: PETRONAS LNG Complex, Bintulu, Sarawak



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Downstream Business

Downstream Growth Projects

Well on track

Overall Project Progress



The Pengerang Integrated Complex (PIC) project is on track at 19.3%.

14 main contract packages awarded, including 3 major Petrochemical EPCC

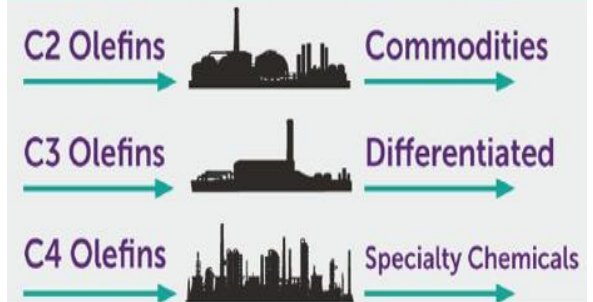
PETRONAS Lubricant next growth phase in India



PLI launched its state-of-the-art lubricant blending plant in INDIA, propelling PLI to become a formidable lubricants player in the region

PCG participation in RAPID project

Petrochemical Production Units

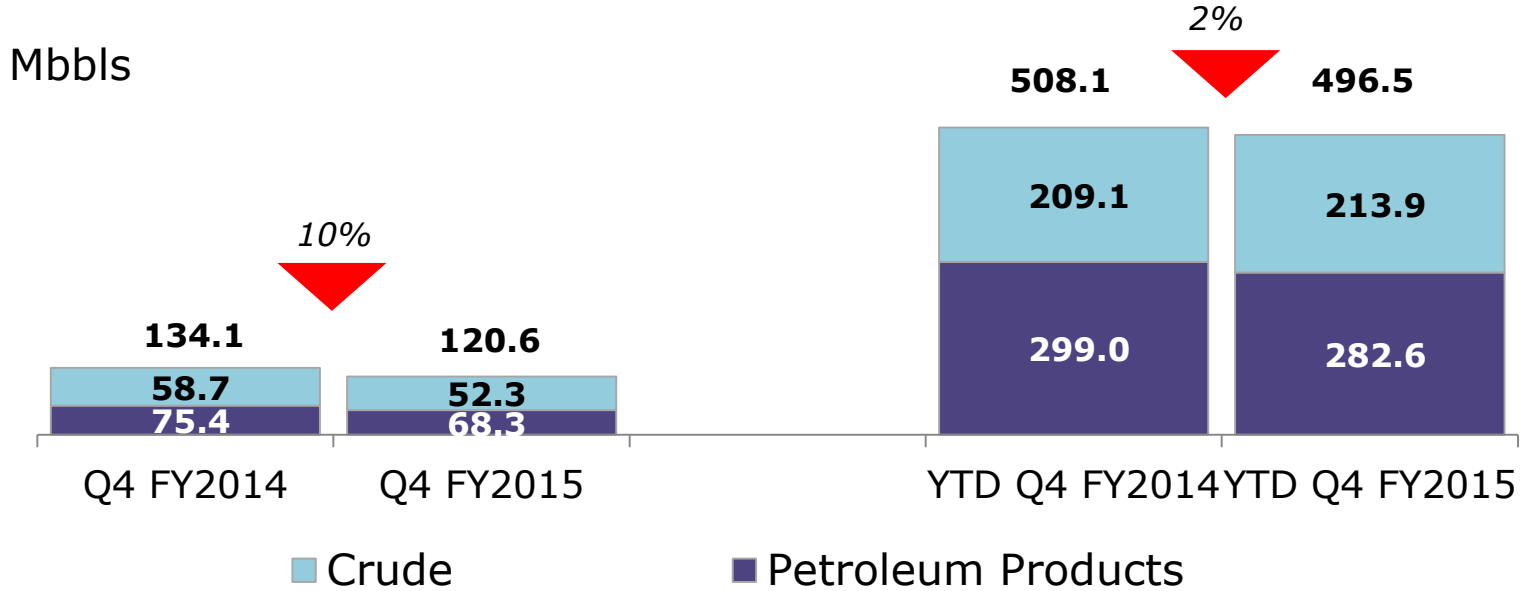


PCG acquired the 3 petrochemical companies from PRPC in November 2015

Crude and Products Marketing & Trading

Lower crude and products volume in Q4 due to lower trading opportunity

Crude and Petroleum Products Sales Volume



Q4 FY2015 vs. Q4 FY2014

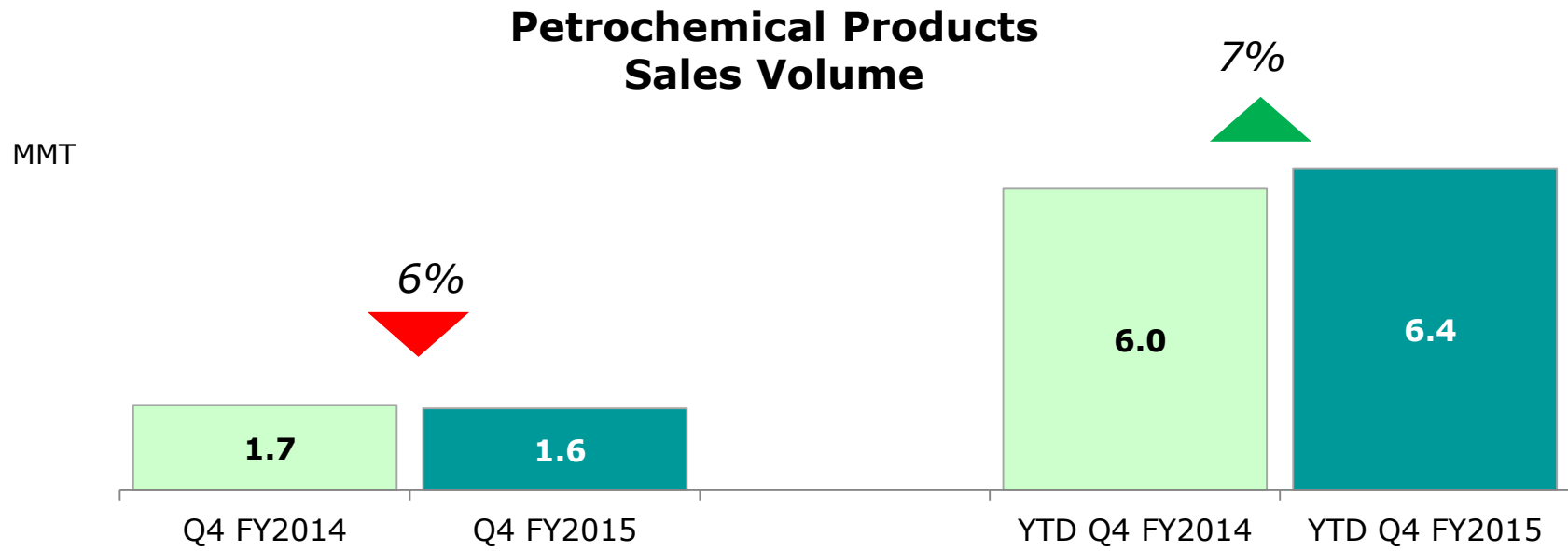
- Lower crude and product mainly due to lower opportunity for trading volume

YTD Q4 FY2015 vs. YTD Q4 FY2014

- Crude (↑ 2%) : Higher marketing and trading volume recorded in 1st half 2015
- Petroleum Product (↓ 5%) : Lower opportunity for trading volume

Petrochemical Sales Volume

Better plant reliability and improved feedstock reliability



Q4 FY2015 vs. Q4 FY2014

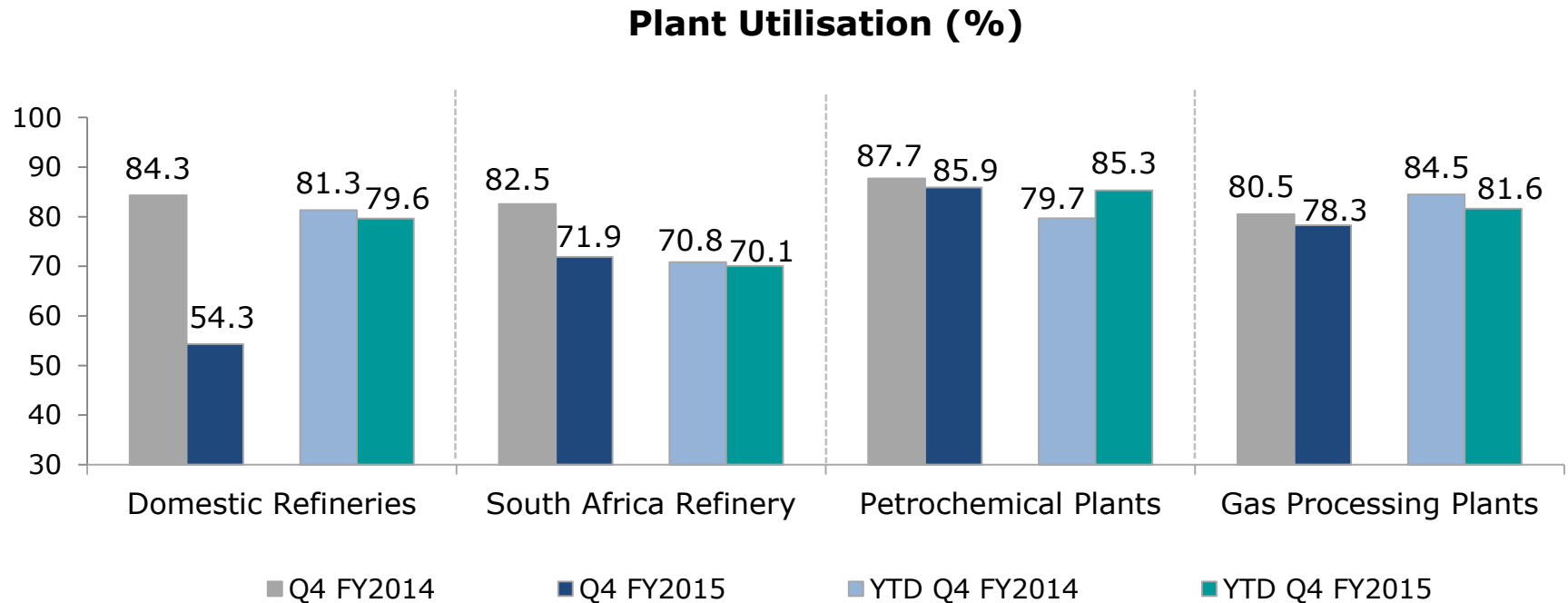
- Lower production due to slightly higher maintenance activities

YTD Q4 FY2015 vs. YTD Q4 FY2014

- Higher sales in line with higher production driven by better plant reliability and improved feedstock supply

Plants Utilisation

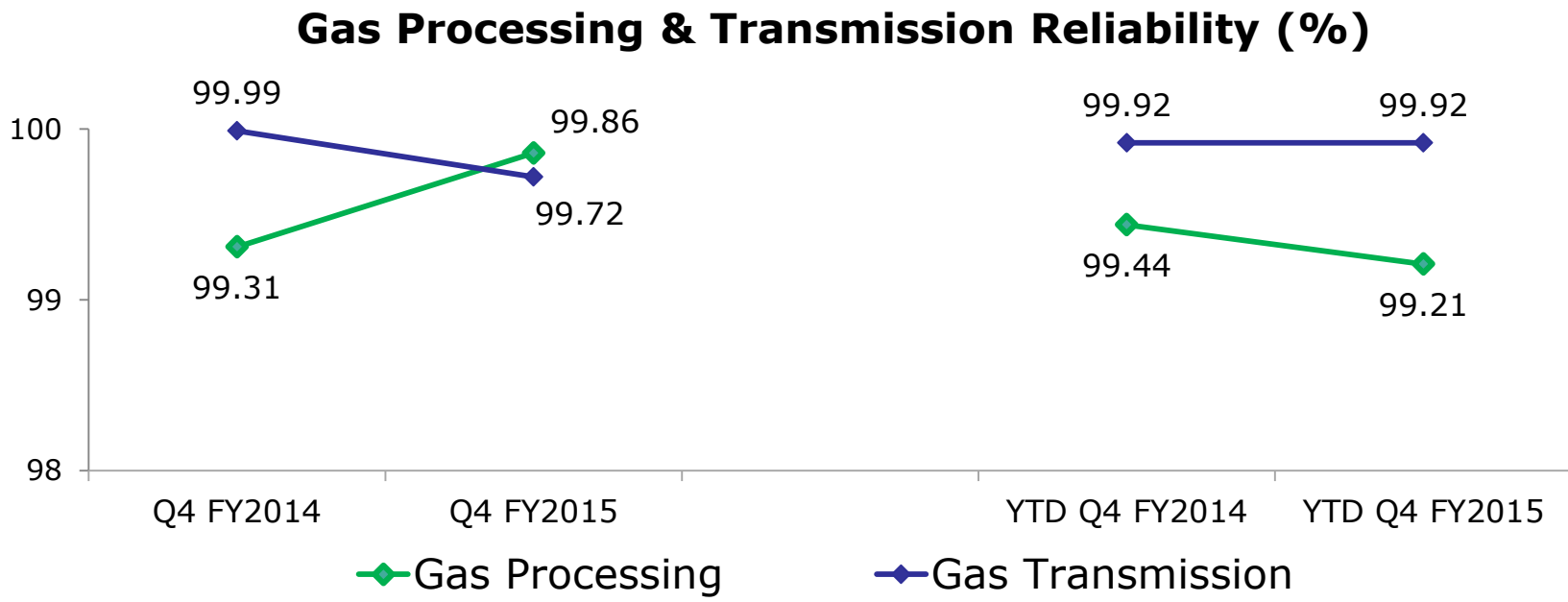
Record reliability and utilisation rates for Petrochemical Plants



- **Domestic Refineries** – scheduled statutory turnaround in Q4 FY2015
- **South Africa Refinery** – processing unit downtime in Q4 FY2015
- **Petrochemical Plants** – record plant reliability and utilisation rates and improved feedstock supply for the year
- **Gas Processing Plants** – lower sales gas production as a result of lower demand

Gas Processing and Transmission Reliability

Near perfect performance



- **Gas Processing Plant** – deferred planned shutdown in Q4 FY2015 to Q1 FY2016
- **Gas Transmission** – slightly lower due to one downtime incident

Thank you

The background features a series of overlapping, semi-transparent teal and light blue geometric shapes, primarily triangles and polygons, that create a sense of depth and movement. The shapes are layered, with some appearing more prominent than others, and they generally trend from the bottom left towards the top right, creating a dynamic, upward-sloping visual effect.