

**DIALOG**

DIALOG GROUP BERHAD

# Corporate Presentation

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February 2020

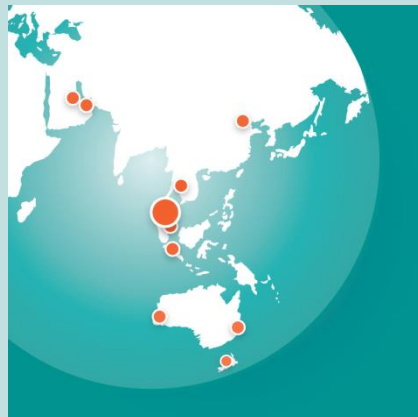


# About Us

A leading **Integrated Technical Service Provider** for the **Oil, Gas & Petrochemical Industry**



**1984**  
Founded



**Ten**  
Countries



RM **19 bil**  
Market Capitalisation  
*(as at 31 Jan 2020)*



**2,900**  
Employees

# Core Services & Strategic Outlook

OUR **UPSTREAM**  
INVESTMENTS

## Upstream Assets & Services



OUR  
INTEGRATED TECHNICAL SERVICES

- Engineering, Procurement, Construction & Commissioning
- Specialist Products & Services
- Plant Maintenance & Catalyst Handling Services
- Fabrication
- Digital Technology & Solutions

*DIALOG's business model is well structured to manage oil price volatility and currency movements*

OUR **MIDSTREAM**  
INVESTMENTS

## Midstream Assets & Services – Terminals & Supply Base

# Midstream Assets



**Terminals,  
LNG Facilities  
& Supply Base**

Owner / Operator

Long Term  
Recurring  
Income

Long Term  
Sustainable  
Income

Leveraging on  
Our Integrated  
Services

# Midstream Assets



**Kertih Centralised Tankage Facilities (KTSB)**

**Kertih, Terengganu**



**DIALOG Terminals Langsat Facility (DTL1, DTL2, DTL3)**

**Tanjung Langsat, Johor**



**Pengerang Independent Terminal (PITSB)**

**Pengerang, Johor**



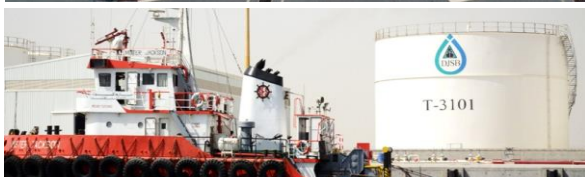
**Pengerang Terminal 2 (PT2SB)**

**Pengerang, Johor**



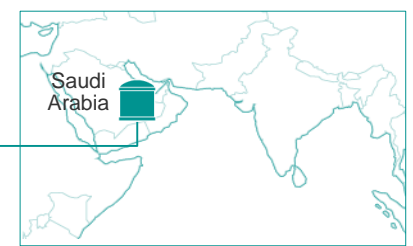
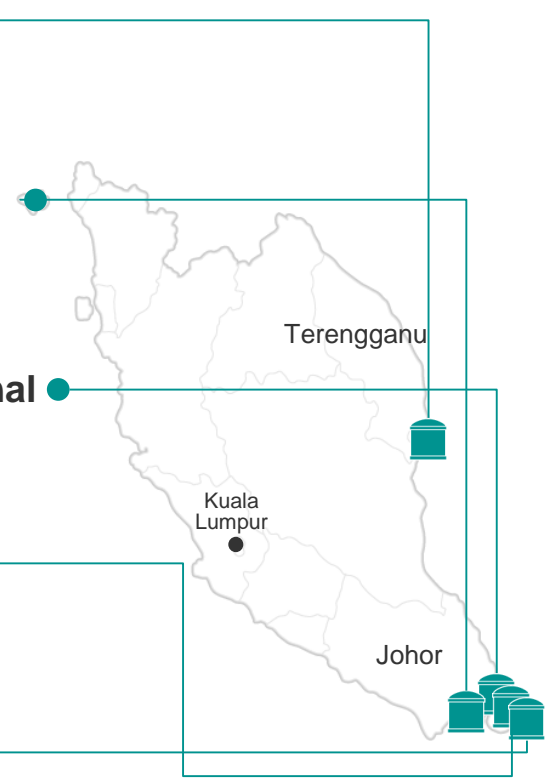
**Pengerang LNG Facilities (PLNG2)**

**Pengerang, Johor**



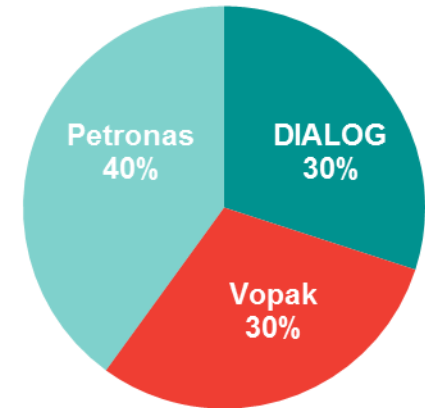
**Jubail Offshore Supply Base**

**Saudi Arabia**



# Kertih Centralised Tankage Facilities

(KTSB)



Handling, Storage & Distribution of  
**Chemicals,**  
**Petrochemical Feed**  
**Stock Products,**  
**Petroleum Products**  
**& By-Products**

Commenced Operations

**2000**

**400,000 m<sup>3</sup>**

Storage Capacity

**3.2 mil m<sup>3</sup>**

Throughput 88% Guaranteed  
by users

**Take or Pay**

Concept

**20 years**

Agreement with users

## OUR USERS

20 Years Agreement

- Petronas Chemicals Ammonia Sdn Bhd
- Petronas Chemicals Olefins, Glycols & Derivatives
- Petronas Chemicals Aromatics Sdn Bhd
- BP Petronas Acetyls Sdn Bhd

# DIALOG Terminals Langsat

(DTL1, DTL2, DTL3)

Storage, Blending,  
Distribution of  
**Petroleum Products  
& By-Products**

Commenced Operations

2019

Plans for  
**Langsat 3**

**100,000 m<sup>3</sup>**

Storage Capacity In-Progress

**30 years**

Land Concession

*(Up to 2048)*

**35 acres**

Land Area

**200,000 m<sup>3</sup>**

Available for

expansion

**Langsat 1 &  
Langsat 2**

**647,000 m<sup>3</sup>**

Storage Capacity

**39 years**

Land Concession

*(Up to 2046)*

**Term**

Agreement

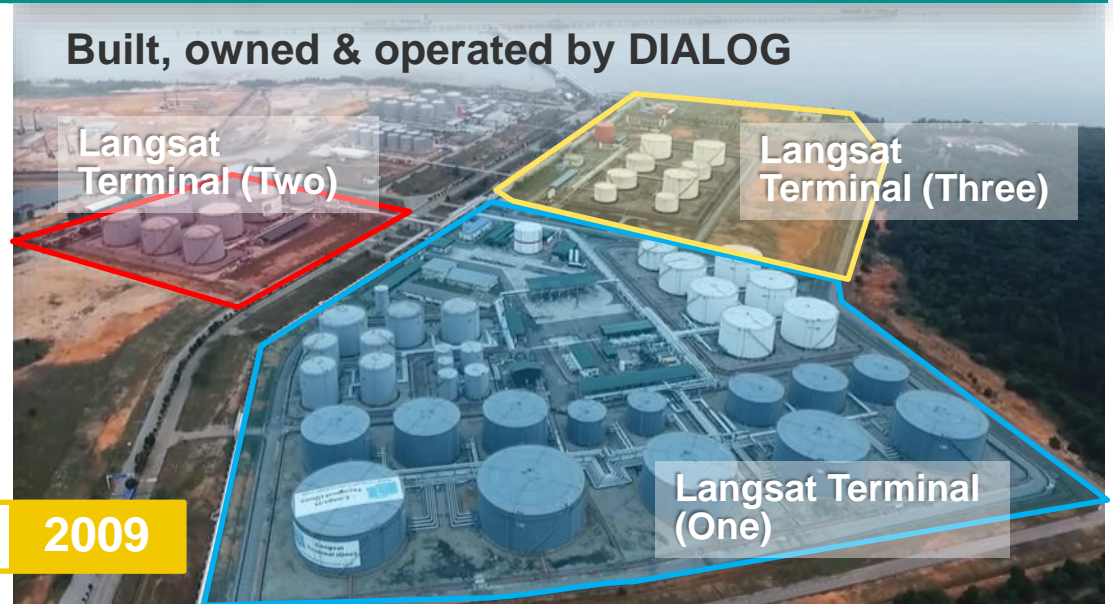
**85 acres**

Land Area

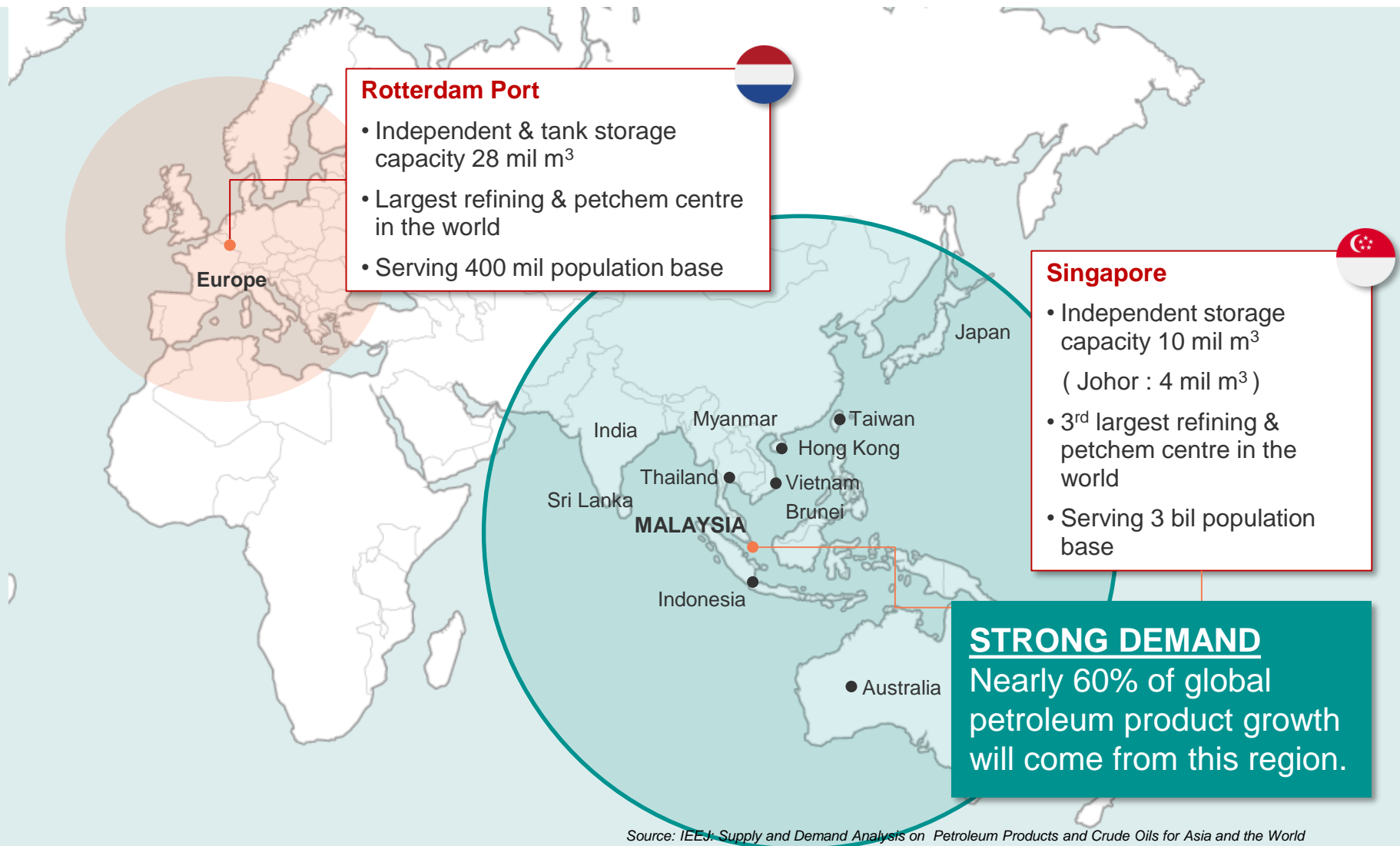
Commenced Operations

**2009**

**Built, owned & operated by DIALOG**



# Demand For Petroleum Terminal And Oil Trading Will Be Driven By This Region For The Next Decade

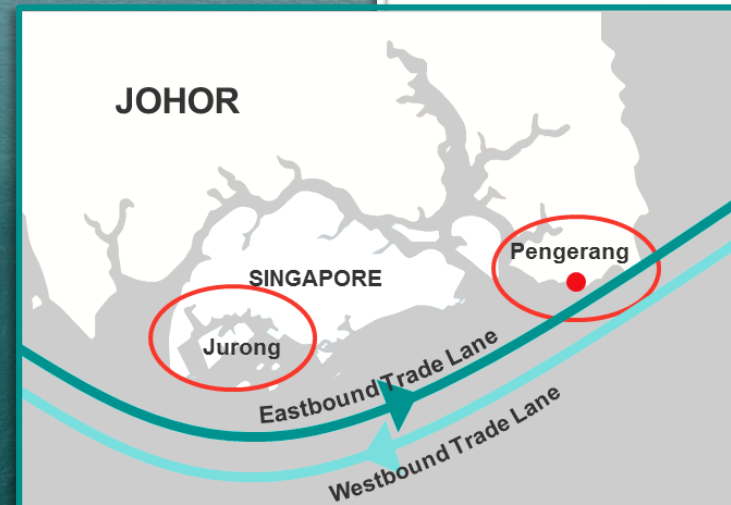




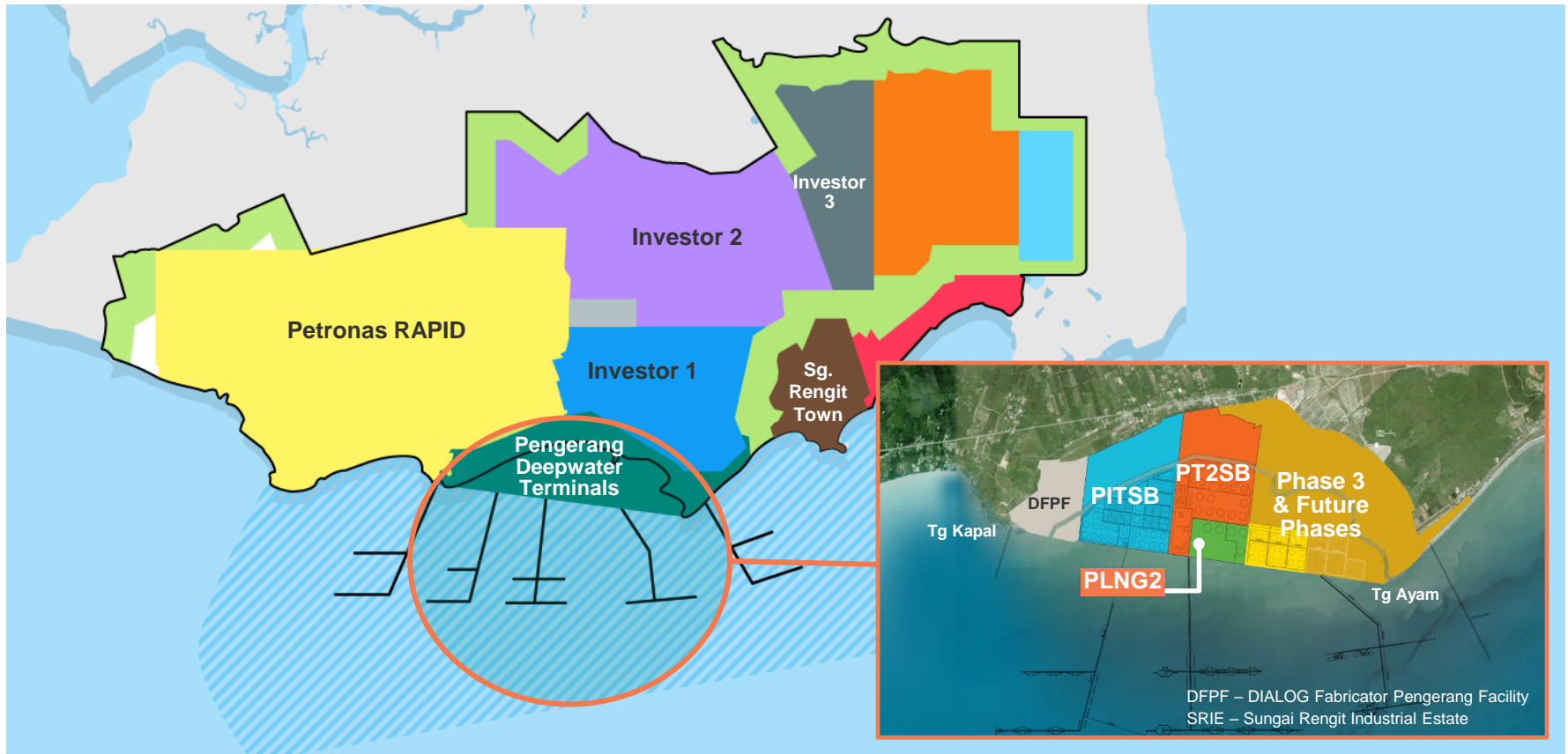
# Pengerang: The Perfect Location

## STRATEGIC LOCATION

- Next to international shipping lanes
- Deepwater ( 24 meters ) jetty facilities capable of handling Very Large Crude Carriers ( “VLCC” ) 300,000 dwt
- Naturally sheltered harbour
- All-weather port – no typhoons or earthquakes
- Proximity to Singapore – existing major refining and petrochemical hub



# Pengerang Deepwater Terminals (“PDT”)

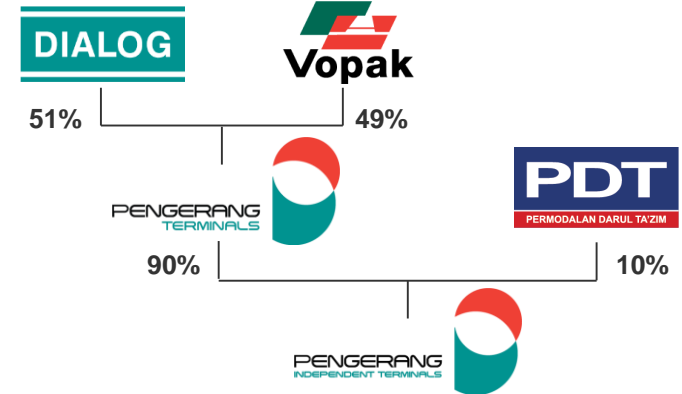


**1,200 acres**

Next to  
Major International  
**Commercial Centre**

Potentially Serving  
**3 Billion**  
population base in the region

# Phase 1: Pengerang Independent Terminals (PITSB)



Storage, Blending,  
Distribution of  
**Crude Oil &  
Petroleum  
Products**

Commenced operations

**2014**

**150 acres**  
Land Area

**RM 3.2 billion\***  
Value (~USD800 mil)

**1.3 mil m<sup>3</sup>**  
Storage Capacity

**600,000 m<sup>3</sup>**  
Available for Expansion

**430,000 m<sup>3</sup>**  
Current Expansion  
Phase 1E

**2019**  
Commissioning for  
Phase 1E Expansion

OUR PARTNER



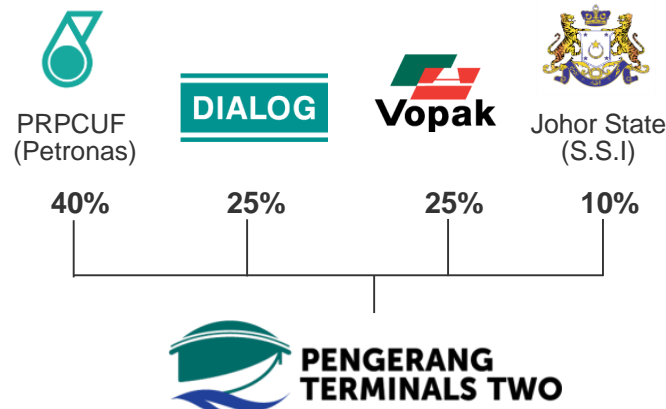
- World's Largest Independent Tank Storage Service Provider
- Operates in 25 Countries
- 66 Terminals Worldwide
- Total storage capacity of 37.0 million cubic metres
- Annual Turnover EUR1.255 billion (FY2018)

\* Approximate

# Phase 2: Pengerang Terminals (Two) (PT2SB)



Dedicated Industrial Terminal for Refinery and Petrochemical Integrated Development ("RAPID") Complex



Handling, Storage, Distribution of  
**Crude Oil, Petroleum, Chemical & Petrochemical Feedstock, Products & By-Products**

**157 acres**  
Land Area

**RM6.3 bil\***  
Value (~USD1.6 bil)

**1.3 mil m<sup>3</sup>\***  
Storage Capacity

**RM 5.5 bil\***  
(~USD1.4 bil)  
EPCC by DIALOG

**12 berths**

**Shareholders Agreement**  
Signed 19 Dec 2014

Completed & Commissioning

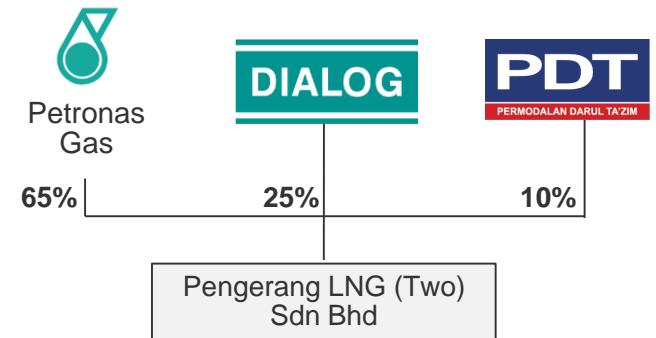
**2019**

\* Approximate

# Phase 2: Pengerang LNG2 (PLNG2)



## Liquefied Natural Gas (LNG) Regasification Facilities



**RM 2.7 Bil \***  
Project Value  
(~USD 675 mil)

**3.5 mil**  
metric tonnes p.a.  
Initial Send Out Capacity

**One unit**  
of Regasification  
Unit

**400,000 m<sup>3</sup>**  
LNG Storage Tanks  
Capacity

Can be injected into  
**Peninsular Gas  
Utilisation Pipeline  
System**

Supplied to  
**Pengerang  
Integrated  
Complex**

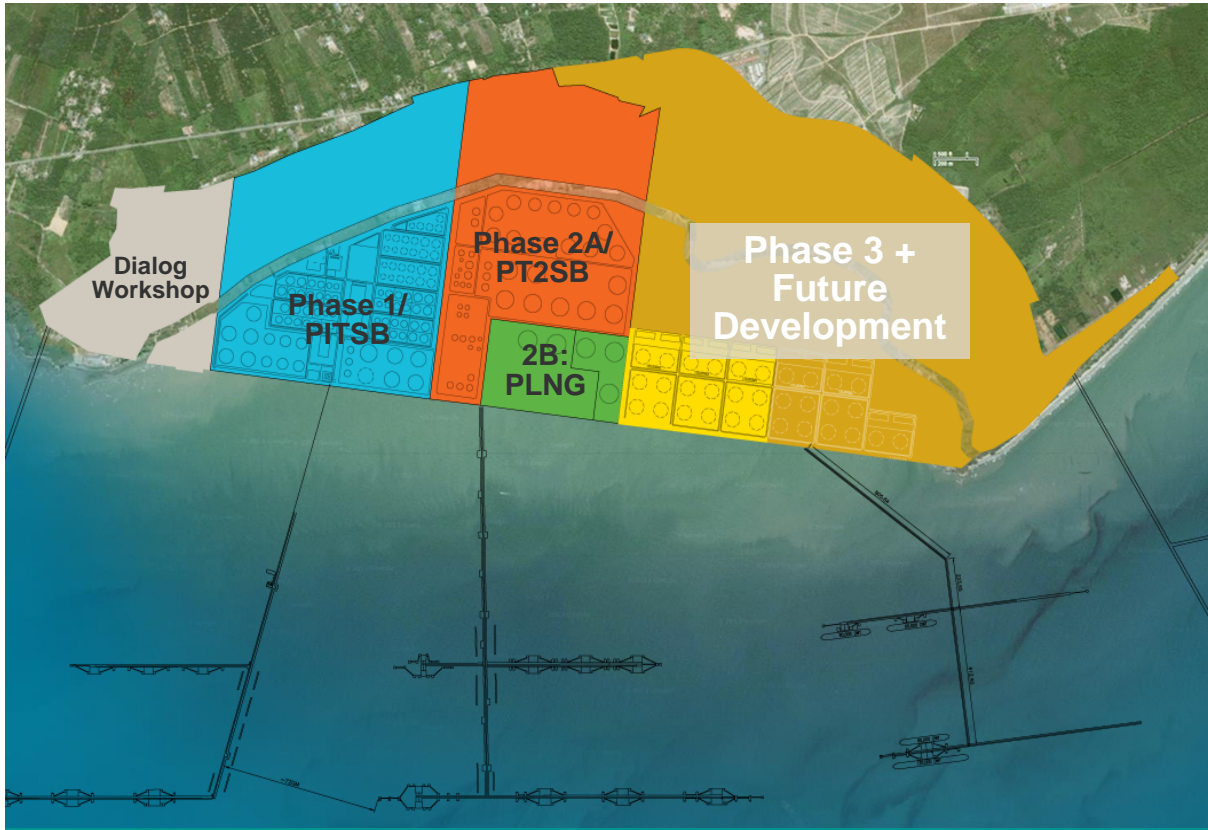
Signed 14 Nov 2014  
**Shareholders Agreement**

Commenced Operations

**Nov 2017**

\* Approximate

# Phase 3: PCTF (Common Facilities), SPV 5 & 6 (Terminals)



Common Tankage  
Facilities &  
Deepwater Marine  
Facilities  
**Petroleum  
Products & By-  
Products**

**MOU Signed**

5 April 2018



Johor State  
(S.S.I)

**300 acres**

Reclamation in  
Progress

RM **2.5 Bil\***

Initial Investment Cost  
(~USD 625 mil)

**12-16**

Berths

**May 2018**

Commenced Land  
Reclamation works

# Jubail Offshore Supply Base



**Centralised**

Integrated Offshore Supply Base

**4.54 hectares**

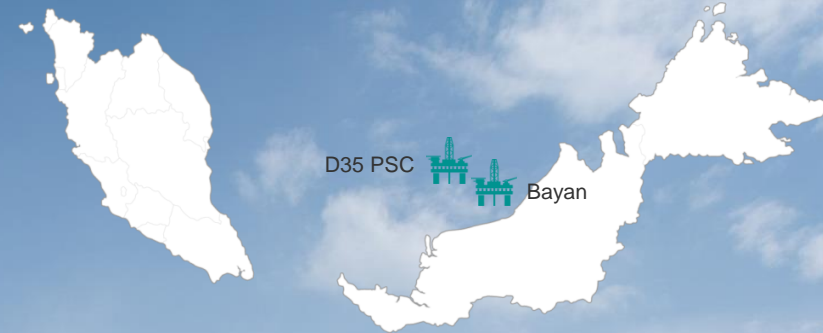
Land Area



## Services

Vessels Call & Berthing	Bunker Fuel & Potable Water	<b>Imported Materials &amp; Supplies –</b> Stored, Assembled & Prefabricated	
<b>Single-point Interface</b> with Relevant Authorities	<b>Offshore Facilities Equipments</b> for Repair & Maintenance	<b>Offshore Operation Support Vessels</b> Crew Change	
Central Life Raft Inspection & Buoy Maintenance Centre			

# DIALOG Upstream

## Production in Mature Fields



	<b>Mature Fields BAYAN</b> Oilfields Services Contract (OSC)	➔	<b>Mature Fields D35 / D21 / J4</b> Production Sharing Contract (PSC)		
<b>Company</b>	<b>Halliburton Bayan Petroleum Sdn Bhd</b>		<b>Unincorporated</b>		
<b>Partners</b>	Asia Energy Services Sdn Bhd <b>HALLIBURTON</b> 5%		 30%	 40%	E&P Malaysia Ventures Sdn Bhd 10%
<b>DIALOG Interest</b>	<b>95%</b>		<b>20%</b>		
<b>Project Duration</b>	<b>24 years (year 2036)</b>		<b>20 years (year 2034)</b>		
<b>Work Scope</b>	Enhance the recoverable reserves over the Bayan Fields through:- Production Enhancement Activities, Oil Development and Prospect Appraisal		Field re-development and enhancement of oil recovery to commercially encourage progressive incremental oil development over full life of PSC		



# Integrated Technical Services



**Engineering, Procurement,  
Construction & Commissioning**



**Specialist Products & Services**



**Plant Maintenance &  
Catalyst Handling Services**



**Fabrication**



**Digital Technology & Solutions**



# Engineering, Procurement, Construction & Commissioning (EPCC)

# Pengerang Terminal Project



Phase 1E Expansion in progress

November 2018





# Langsat Terminal Project



Overall Site View

# Specialist Products & Services

## Selected Customers Profile

 <b>Shell MDS</b> <hr/> Base Oil	<b>Honeywell</b> <hr/> Automation Solutions	<b>TENDEKA</b> <hr/> Swellable Elastomers	 Lubrizol Specialty Products, Inc.  FLOW IMPROVERS	 Johnson Matthey <hr/> Catalyst
<b>MALAYSIA</b>	<b>THAILAND</b>	<b>INDONESIA</b>	<b>AFRICA</b>	<b>MIDDLE EAST</b>
PETRONAS SHELL EXXON MOBIL NIPPON OIL TALISMAN CARIGALI HESS PETROFAC MURPHY OIL BHP NEWFIELD CPOC TOTAL	PTTEP COASTAL ENERGY CHEVRON STAR PETROLEUM ESSO SRIRACHA PTTAR THAI OIL	PERTAMINA CONOCOPHILLIPS BP TANGGUH CHEVRON VICO PT BAKER HUGHES PT BAROID PT TRIGUNA PETROCHINA TALISMAN KALTIM 5 NIKO RESOURCES PT MEDCO ENERGI	ANADARKO SHELL BRITISH GAS ANA INDUSTRIES LTD AP OIFIELD MI SWACO	HALLIBURTON OMAN RAK PETROLEUM MI GULF SERVICES MI SWACO DUBAI PETROLEUM DNO PETROLEUM DEV OMAN
<b>MYANMAR</b>	<b>VIETNAM</b>	<b>INDIA</b>	<b>AUSTRALIA</b>	<b>SAUDI</b>
PETRONAS ESSAR OIL TWINZA OIL PTTEP MYANMAR	PETROVIETNAM CARIGALI VIETNAM VIETSOVPETRO CUU LONG JOC	ONGC CAIRN ENERGY OILEX LTD HOEC	HALLIBURTON MI DRILLING BAKER HUGHES CHEVRON APACHE EXXON MOBIL HESS SHELL NEWPARK CONOCOPHILLIPS BEACH ENERGY WOODSIE	SABIC CHEVRON GULF FARABI SAHARA PETROCHEM HALLIBURTON ARAMCO
<b>JAPAN</b>	<b>CHINA</b>	<b>NEW ZEALAND</b>	<b>RUSSIA</b>	<b>BANGLADESH</b>
SHOWA SHELL	CHEVRON SHELL CHINA PETROCHINA SINOPEC CNOOC	SHELL TAG OIL SCHLUMBERGER HALLIBURTON	SEIC	CHEVRON
	<b>BRAZIL</b>			<b>SRI LANKA</b>
	CHEVRON			CAIRN ENERGY
				<b>ROMANIA</b>
				SHELL



# Plant Maintenance & Catalyst Handling Services

# Plant Maintenance & Catalyst Handling Services

Plant Shutdown & Turnaround

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Integrated Planning & Preparation

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Plant Revamp, Rejuvenation & De-bottlenecking

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Long Term Maintenance Services

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Catalyst Handling Services

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EPCC & Plant Improvement

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Tank Cleaning, Desludging & Repair

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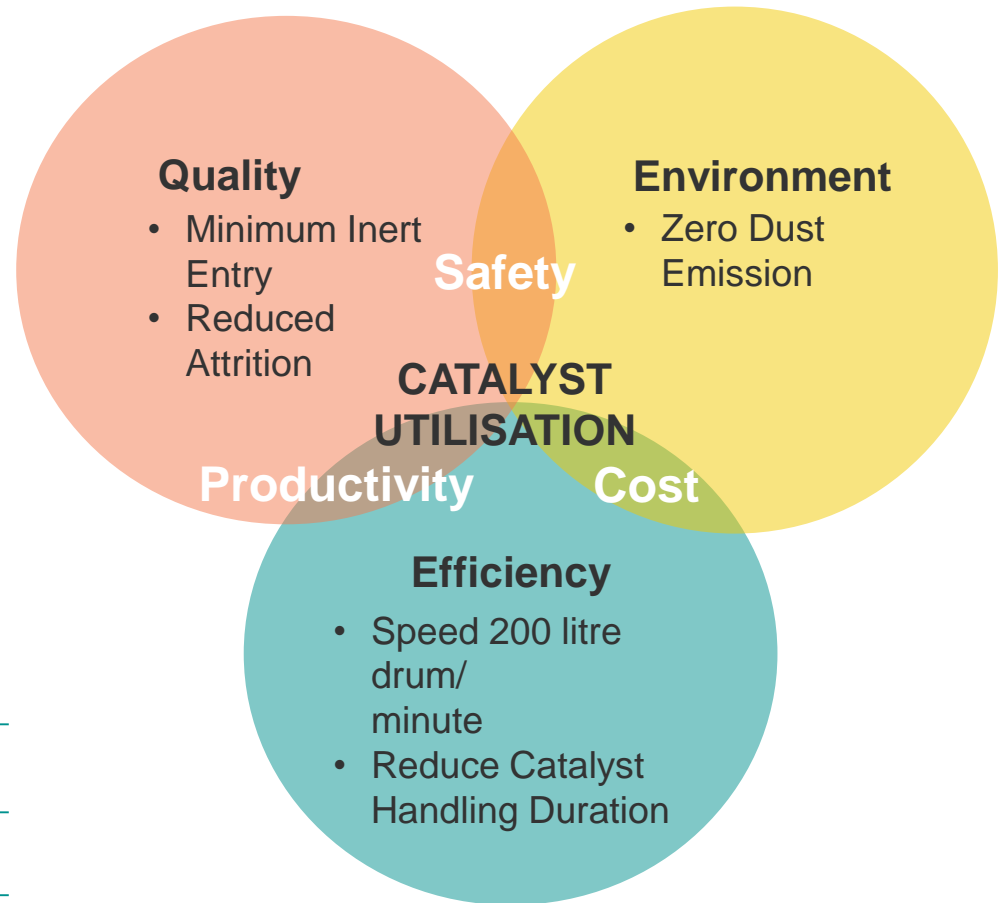
Rotating Equipment Services

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Control Bolting / Joint Integrity

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Mechanical Specialist Services





# Fabrication



# Fabrication



Fabrication, Skid, Vessel  
Design & Build



Advanced Composites  
Fiberglass Piping  
System



Heavy Engineering  
Fabrication (Offshore)

1. Pengerang
2. New Zealand
3. Nilai
4. Singapore
5. Gebeng
6. Labohan
7. Brisbane



# Our Technology Partners



Johnson Matthey

TENDEKA



Honeywell

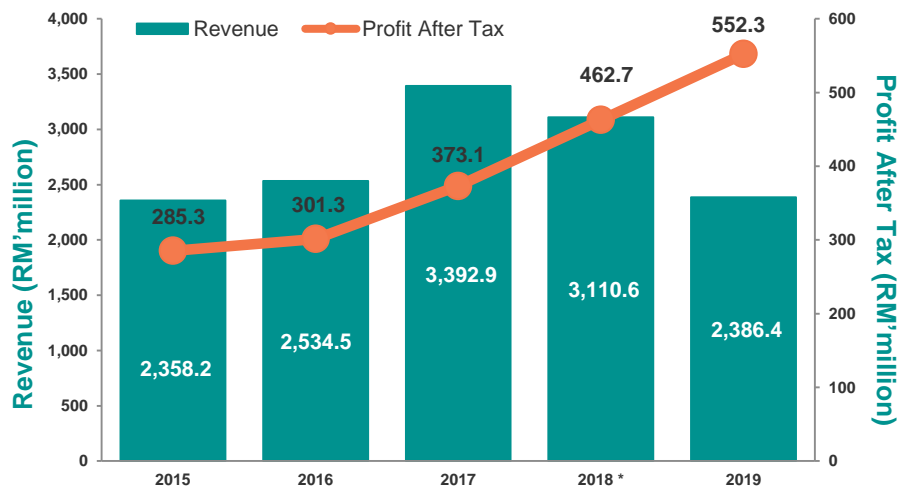


Lubrizol Specialty Products, Inc.

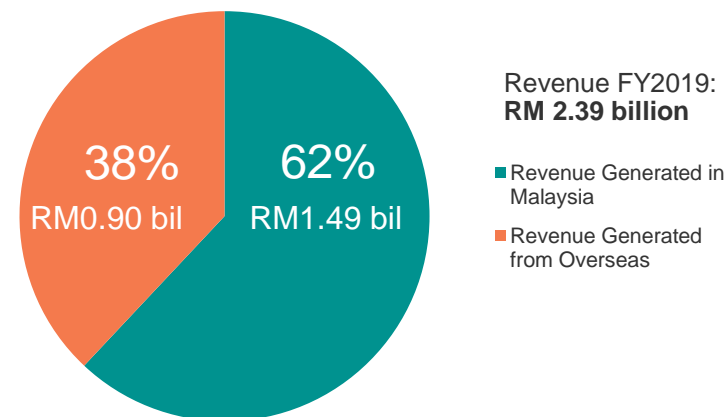


# Financial Highlights

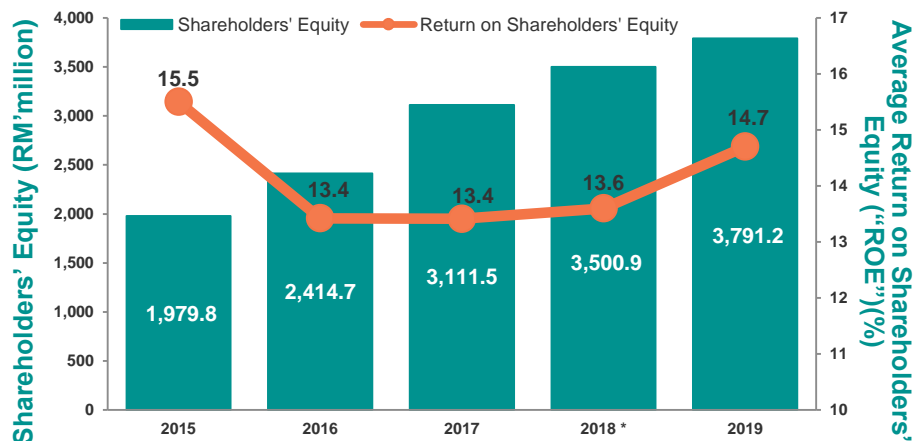
## Revenue and Profit After Tax



## Global Revenue Mix



## Growth in Shareholders' Equity



\*2018 – excluding FV Gain of RM65.6m

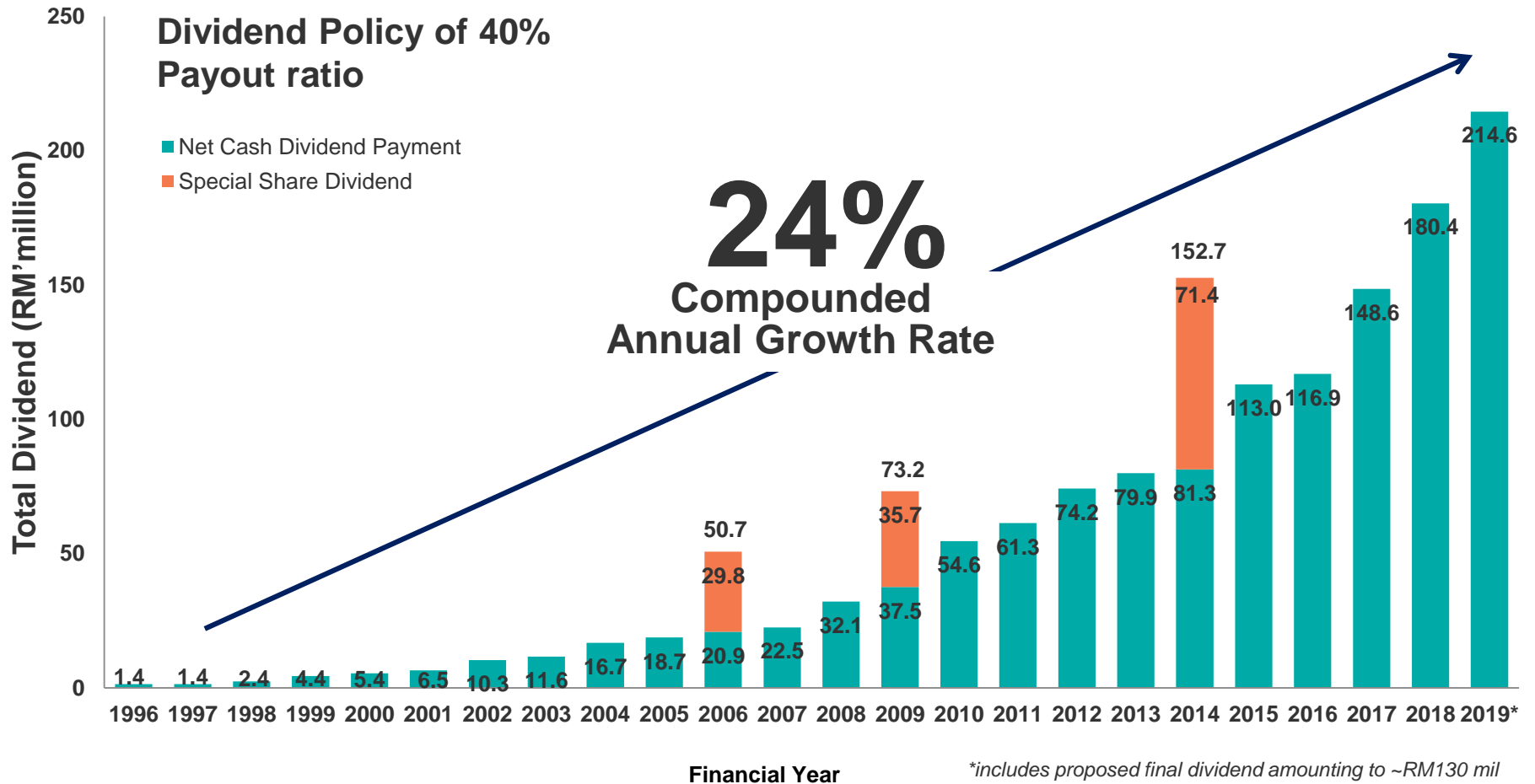
## Balance Sheet

Average ROE for the last 5 years: **14.1%**;

Balance Sheet (RM'mil)	Audited As At 30.6.2019
Cash & Bank Balances	884
Borrowings	1,674
Total Assets	6,710
Shareholders' Equity	3,791
Gross Gearing Ratio (times)	0.4
Net Gearing Ratio (times)	0.2

# Dividend Records

RM1,454 million dividends paid / payable since IPO in 1996



# DIALOG's Global Presence



**10 Countries & Worldwide Client Network**

# Enhancing Shareholders' Value

Financial Year	Particulars	New Shares Issued to a Shareholder	Free Warrants Allotted	Cumulative Number of Shares Held by a Shareholder	Cumulative Number of Warrants Held by a Shareholder	Cost of Investment of a Shareholder
1996	Initial Public Offer at RM2.75 per share			1,000		RM 2,750
2000	Bonus issue : 4 for 5	800		1,800		
2000	Bonus issue : 2 for 3	1,200		3,000		
2001	Bonus issue : 2 for 5	1,200		4,200		
2002	Bonus issue : 1 for 5	840		5,040		
2004	Bonus issue : 1 for 5	1,008		6,048		
2004	Share split of 1 into 10	-		60,480		
2006	Special share dividend : 1 for 50	1,209		61,689		
2009	Special share dividend : 1 for 50	1,233		62,922		
2010	Bonus issue : 2 for 5	25,168		88,090		
2012	Rights Issue at RM1.20 : 2 for 10	17,618	8,809 (1 for 10)	105,708	8,809	RM 21,142
2014	Special share dividend : 1 for 125	845	70	106,553	8,879	
2014	Bonus issue : 1 for 1	106,553	8,879	213,106	17,758	
2017	Conversion of warrants into shares at RM1.19 per warrant	17,758	(17,758)	230,864	-	RM 21,132
	<b>Total Investment</b>					<b>RM 45,024</b>

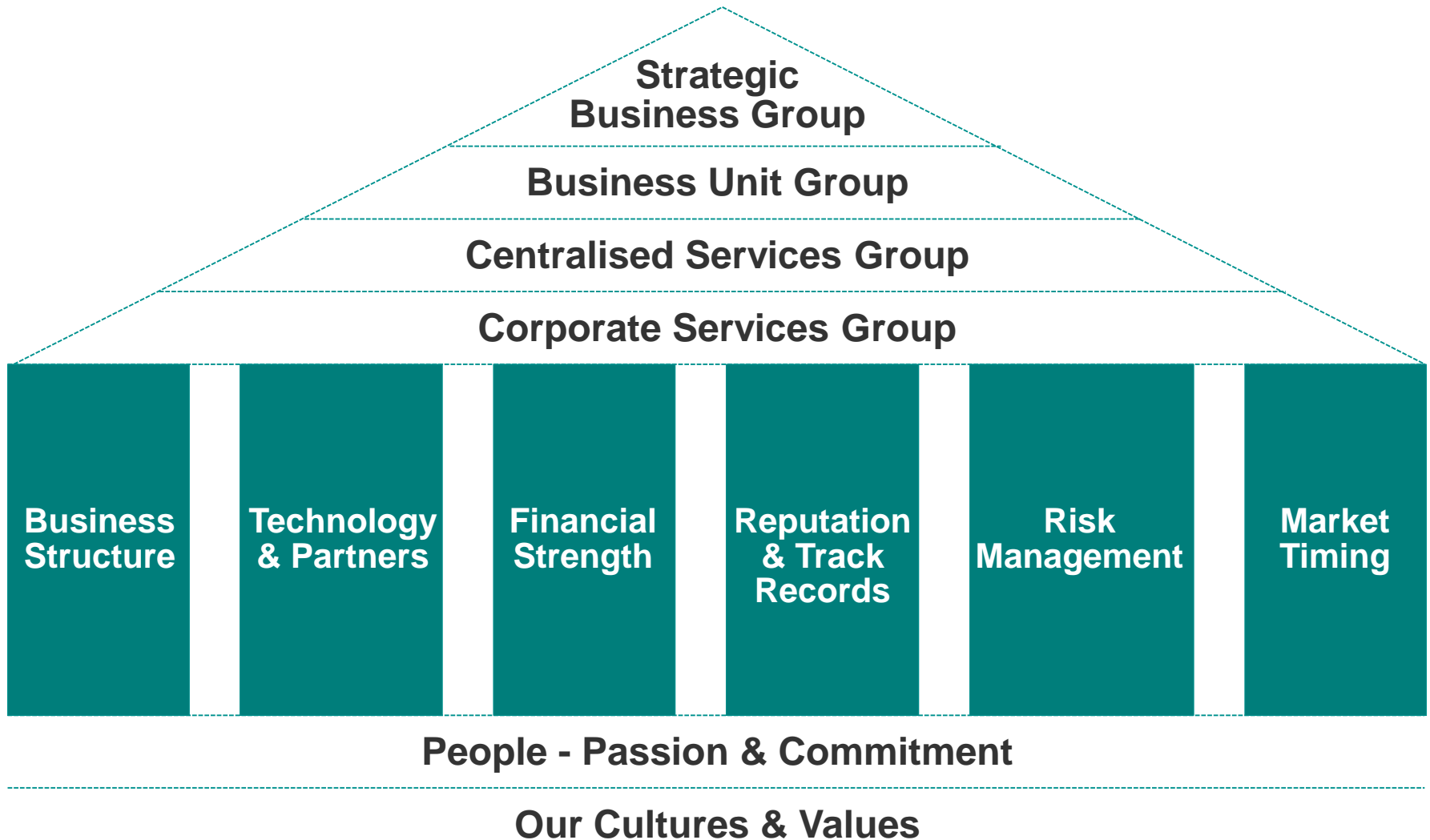
## RETURN TO SHAREHOLDERS

Market value of shares held as at 13 September 2019 ( plus dividend received since IPO in 1996)\* **RM 865,683**

Compounded annual growth rate from IPO in 1996 to 2019 **32%**

\* Closing price as at 18 September 2019 is RM3.49 per ordinary share

# The Six Pillars of Success



# DIALOG supports:



**MyKasih**™

爱我母校  
SAYANGI SEKOLAHKU  
**Love My School**

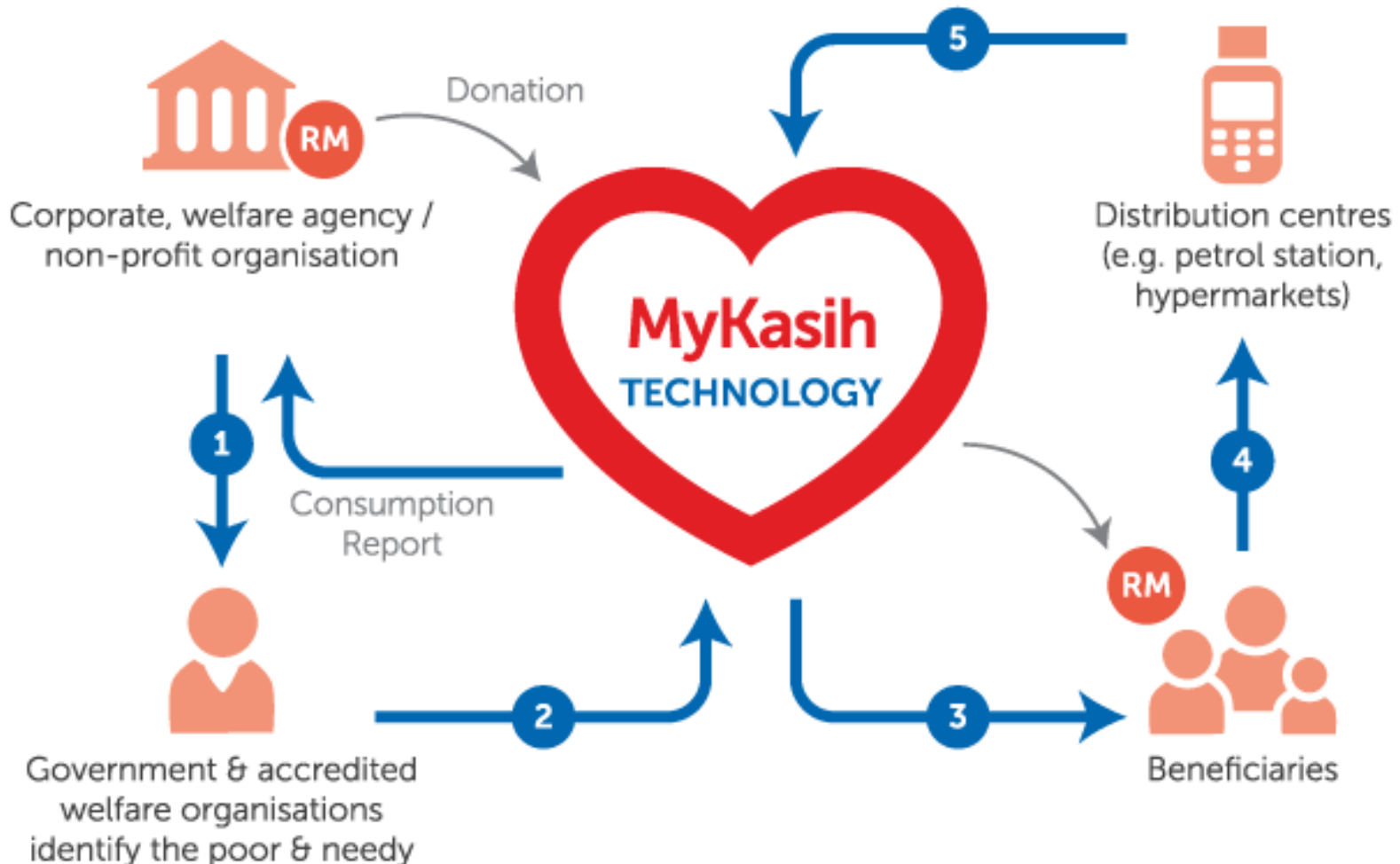
Love My  
**Neighbourhood**  
PROGRAMME

PROGRAMME

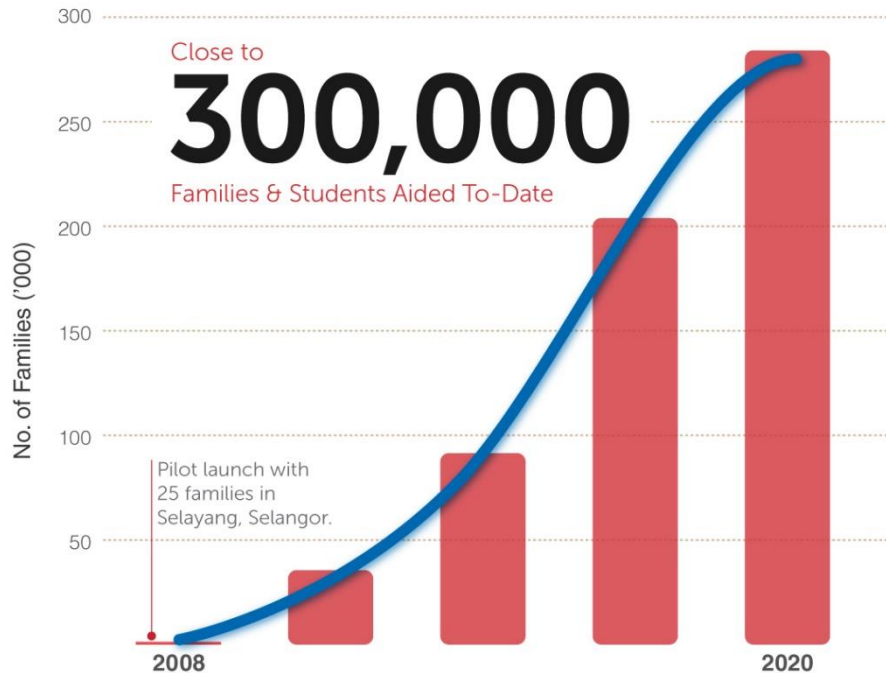
[www.mykasih.com](http://www.mykasih.com)



# Efficient, Secure and Transparent Distribution of Welfare Aid



# Compounded Growth: Total Families Aided



## Help the Poor & Needy by:

- Providing Aid for Selected Food Items
- Teaching Financial Literacy & Budgeting Skills
- Providing Tuition & Job Training to The Children

# TO BREAK THE POVERTY CYCLE

**Thank You**

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[www.dialogasia.com](http://www.dialogasia.com)