ANALYST BRIEFING
Q4 FY2013 Financial Results & Updates
THE FACES OF DELEUM
CORPORATE STATEMENT

To Provide Sustainable Growth and Enhance Stakeholders’ Value

To be the Market Leader in our Operating Segments domestically and to establish regional presence by 2015

INTEGRITY
Respect, Honesty, Ethics.

PROFESSIONALISM
Accountability, Teamwork, Communication.

HEALTH, SAFETY & ENVIRONMENT
Healthy/Balanced Lifestyle, Safety, Environment.

EXCELLENCE
Quality, Deliverance, Rewards.
ABOUT DELEUM

• Deleum Services Sdn. Bhd. (formerly known as Delcom Services Sdn. Bhd.) – est. in 1982

• PETRONAS licensed

• Long-term relationship with OEMs (> 20 years)

• Provides diverse range of specialised supporting products and services for the Oil and Gas Industry

• Relationships – Agency, JV and Self Operated

• Group strength – approx. 730 employees

OFFICES AND FACILITY BASES

Deleum Head Office
Bangsar KL

Deleum Rotary Services
Kajang

Deleum Primera
Sg Besi

Research & Development Facility
Selangor

Penaga Dresser
Kemaman

Kemaman Supply Base
Kemaman

Kemaman Service Facility
Kemaman

Asian Supply Base
Labuan

Bintulu Services Facility
Bintulu

Solar Turbines Integrated Overhaul Facility
Seriawang

Workshop Facilities
Miri

Deleum Branch Office
Miri
1. Deleum Head Office, Bangsar KL
2. Deleum Rotary Services, Kajang
3. Deleum Primera, Sg Besi
4. Research & Development Facility, Selangor
5. Solar Turbines Integrated Overhaul Facility, Senawang
6. Penaga Dresser, Kemaman
7. Kemaman Supply Base, Kemaman
8. Asian Supply Base, Labuan
9. Workshop Facilities, Miri
10. Deleum Branch Office, Miri
11. Bintulu Service Facility, Sarawak
1. Dato’ Izham Bin Mahmud
   Chairman

2. Datuk Vivekananthan a/l M. V. Nathan
   Deputy Chairman

3. Nan Yusri Bin Nan Rahimy
   Group Managing Director

4. Datuk Ishak Bin Imam Abas
   Independent Non-Executive Director

5. Chin Kwai Yoong
   Independent Non-Executive Director

6. Tan Sri Dato’ Seri Abdul Ghani Bin Abdul Aziz
   Non-Independent Non-Executive Director

7. Datuk Ir (Dr) Abdul Rahim Bin Hashim
   Senior Independent Non-Executive Director
Deleum Berhad (Bursa: Deleum) is an investment holding company and through its subsidiaries, provides a diverse range of supporting specialised products and services for the oil and gas industry, particularly the exploration and production of oil and gas.

**FINANCIAL YEAR (RM’000)**

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>473,240</td>
<td>484,684</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>107,724</td>
<td>128,644</td>
</tr>
<tr>
<td>EBITDA (Earnings before interest, taxes, depreciation and amortisation)</td>
<td>81,610</td>
<td>91,572</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>67,471</td>
<td>75,592</td>
</tr>
<tr>
<td>PATAMI (Profit After Tax and Minority Interest)</td>
<td>44,450</td>
<td>49,559</td>
</tr>
</tbody>
</table>

**MARKET DATA**

- Current Share Price (as at 28/02/14): RM5.10
- Issued and Paid Up Capital: 150 Million
- Market Capitalisation (as at 28/02/14): RM765.0 Million
- Shareholders Equity as at 31 Dec 2013: RM241.9 Million
- Net Cash as at 31 Dec 2013: RM44.1 Million
Establishment of Deleum Services Sdn. Bhd. (DSSB) (formerly known as Delcom Services Sdn. Bhd.)

1982

Camco Inc. acquired by Schlumberger

1999

Turboservices Sdn. Bhd. (TSSB) - JV with Solar Turbines Inc. (After Market Sales for Gas Turbines)

Establishment of Camco (Malaysia) Sdn. Bhd. (CMSB) - JV with Camco Inc. (Wireline & Completion Services)

1987

 Listed on Main Market Bursa Malaysia via investment holding entity Deleum Berhad

2001

DSSB’s 49% acquisition of CMSB from Schlumberger and assumed its current name of Deleum Oilfield Services Sdn. Bhd. (formerly known as Delcom Oilfield Services Sdn. Bhd.) (DSSB’s wholly owned subsidiary)

2007

Camco Inc. acquired by Schlumberger

2010

Acquisition of Deleum Rotary Services Sdn. Bhd. (formerly known as Rotary Technical Services Sdn. Bhd.) (DSSB’s wholly owned subsidiary)

2008

Acquisition of 51% equity interest of Penaga Dresser Sdn. Bhd. via 80% subsidiary Delcom Holdings Sdn. Bhd.

2012

• 30th Anniversary & Corporate Rebranding

• Acquisition of 60% equity interest in Deleum Primera Sdn. Bhd. (formerly known as Northern Primera Sdn. Bhd.)

MILESTONES ACCOMPLISHED
CORE BUSINESS SEGMENTS

POWER AND MACHINERY

OILFIELD SERVICES

MAINTENANCE REPAIR AND OVERHAUL
Provision of gas turbine packages

Supply of gas turbines parts

Gas turbine overhaul, maintenance and technical services

Combined heat and power plant

Supply, repair, maintenance and installation of valves and flow regulators

Other production related equipment services
We possess the capability to supply:

➢ complete life cycle support of gas turbine generators and compressor packages
  • Approximately 280 gas turbine packages installed

➢ Turnkey / EPCC solutions
  • CHP plants – Malaysian Mosaic Limited & Muda Paper Mill, Petronas Fertiliser
  • District cooling plant – KLCC, UTP, Putrajaya

➢ Total life cycle support of valves and flow regulators

➢ Provision of umbilical, piping insulation solutions and mooring system

➢ Provision of floating production systems
INTEGRATED SERVICES CENTRE

- Invested plant and equipment > RM 20 mil
- Sitting on 3.5 acres site (30k sq. ft. built-up area)
- Equipped with advanced simulators and training skids
- Capabilities

<table>
<thead>
<tr>
<th>Turbine overhaul</th>
<th>Component repair &amp; remanufacture</th>
<th>Stocking</th>
<th>Retrofits</th>
<th>Training</th>
<th>Regional turbine packages</th>
</tr>
</thead>
</table>
OILFIELD SERVICES

- Provision of wireline equipment and logging services
- Integrated wellhead maintenance services
- Asset Integrated Solutions (A.I.S.)
- Integrated Chemical Solutions
- Other oilfield products and technical services
- Decommissioning of platforms and wells
Development of the Training Well Facility

- Deleum Oilfield Services had successfully commissioned the first Training Well Facility at Asian Supply Base in Labuan, Malaysia.

- Serves as a training platform providing simulated work environment.

- Made available also to external parties for training, testing and etc.

- Group’s commitments:
  - To ensure workforce’s competency and safety
  - To provide quality service to all customers

Attainment of OPITO - Competence Management System Certification (OPITO-CMS)

- First wireline company in Asia to receive such recognition and certification

- Competence Management System (CMS)
  - A set of standards defining the competences which apply to particular job roles
  - Defines how a task is performed and the necessary underpinning knowledge and understanding required to deal with any unexpected circumstances which could arise
OILFIELD SERVICES (cont’d)

### WIRELINE SERVICES

- Slickline Routine & Non-Routine Activities
- Slickline Perforation
- Slickline Fishing
- Memory Production Logging Tools (MPLT)
- Multi-finger Imaging Tools (MIT)
- Multiple Array Production Suite (MAPS)
- Hydraulic Mast Rental
- Gas Lift Valves
- Sub-surface Safety Valve Maintenance

### INTEGRATED WELLHEAD MAINTENANCE

- Total Wellhead Maintenance Management
- Corrective Maintenance
- Preventive Maintenance
- Data and Well History Management
- Extended maintenance services up to header ball valves
- Critical Spare Parts Management
- Crews are trained and certified on all trees
- Failure Analysis Report
- Echometer Services
- Annulus Fluid Top Up
ASSET INTEGRATED SOLUTIONS (A.I.S)

**OILFIELD SERVICES (cont’d)**

- Well stimulation packages i.e. pumping services, mini coil tubing and chemical services
- Diversified package delivery i.e. stimulation vessel, lift-boat etc.
- Flow assurance services for stimulation i.e. scale, corrosion, wax, emulsion control and mitigation
- Hydraulic Pulse Generator
- Early Production System (EPS) package
- EPS System together with a floater or relocatable platform
- A complete process and production packages
- Leveraging on our ownslick line units, well-intervention services, perforating services and chemical services
- Near wellbore damage remediation
- Through Tubing Gravel Pack
- Water shut-off
- Water injection scheme
- Water injection module
- Reactivation of non-flowing wells; producers and injectors all encompassing
- History, problem and investigations i.e. well analysis, new technology applications and testing, and lab services
- Well intervention services (i.e. perforation, Pipe Recovery, P&A, plug and packer setting services etc.
- Near wellbore damage remediation
- Sand monitoring and control services
OILFIELD SERVICES (cont’d)

INTEGRATED CHEMICAL SOLUTIONS

- Organic deposit treatment
- Naphthenates treatment
- Scale treatment
- Removal of wellbore dirt
- Water shut-off and profile modification
- Pressure pumping and Nitrogen lifting

Production Enhancement Solutions

- Scale Squeeze Treatment
- Production and Performance Chemicals for water injectors and oil producers
- Treatment and Removal of Tank Bottom Solid Sludge
- On-line Cleaning (Heat Exchangers, Boilers, Separators)
- Tracer study, cleaning of flowline and pipelines
- Specialty formulation for CEOR schemes

Flow Assurance

Consultancy, R&D and Special Projects

- Consultancy services on Crude Oil Production and water handling
- Development of Novel Product to address production & flow assurance issues
- Onshore bulking plant for EOR project
- Water Desalination for EOR projects
SPECIALTY CHEMICALS

- Signed **Joint Commercialisation Agreement** with PETRONAS to jointly undertake commercialisation activities in respect of the thermo-chemical solution, SolidClenz™ (formerly referred as SDTT) on 3 November 2011.

- SolidClenz™ - a thermo-chemical solution for organic deposit treatment in and around wellbore for production.

- Following the success of the development of SolidClenz™, the Group continued to leverage on the in-house expertise to further develop new solutions.

<table>
<thead>
<tr>
<th>CHEMICAL SOLUTIONS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Del-Clean</strong></td>
<td>Scale treatment</td>
</tr>
<tr>
<td><strong>Antifoulant GP/HX</strong></td>
<td>online chemical treatment</td>
</tr>
<tr>
<td><strong>Del-Sol</strong></td>
<td>Specialty formulation to dissolve and disperse Naphthenate Deposits</td>
</tr>
<tr>
<td><strong>Flow-Surf™</strong></td>
<td>Specialty formulation to separate sludge, rag, muck and emulsion</td>
</tr>
<tr>
<td><strong>Liquid Filter™</strong></td>
<td>Specialty polymer formulation for water shut-off and profile modification</td>
</tr>
<tr>
<td><strong>ScalesTIM™</strong></td>
<td>Squeeze treatment for prevention of scale</td>
</tr>
<tr>
<td><strong>SandLIFT</strong></td>
<td>Specialty formulation to remove sand from tubing</td>
</tr>
</tbody>
</table>
MAINTENANCE, REPAIR AND OVERHAUL (MRO)

• Repair, servicing, maintenance and overhaul of motors, generators, transformers, pumps

• Integrated corrosion, inspection and mitigation for surface preparation

• Composite repair and structural integrity
Servicing, Repair and Maintenance of
- motors, generators, transformers, pumps, valves and pipework;
- integrated corrosion, inspection and mitigation, structural repair for oil and gas as well as general industries.

The MRO segment is primarily undertaken by:
- Deleum Rotary Services Sdn. Bhd.– Acquired in 2010
- Deleum Primera Sdn. Bhd.– Acquired in 2012

MRO Primary Focus:
- Mechanical Equipment Services
- Field Services
- Electrical Equipment Services
- Surface Preparation Services
- Specialised Products & Services
- Mech-seal installation, leak test and seal ring lapping
- Pump refurbishment, repair and overhaul
- Parts re-engineering
- Rotor site balancing
- Rotor shop balancing
- Installation, alignment and commissioning
- Valve repair, service, overhaul and testing
- Online valve greasing
- Pressure Safety Valve setting and testing

- Overhaul, repair and complete rewinding for all types of Motors AC, DC, LV & HV and all types of generators up to 50MW DC motors/generators, armature and field coils

- Structural Health Monitoring (strain management and analysis)
- Machine Health Monitoring (diagnostics + prognostics)
- Technowrap composite repair
- Integrated Structural Health Monitoring Composite
- Repair (Phonon + Technowrap) – Asset integrity
- Solutions
- Conditioning Base Monitoring

- Generator cleaning (with dry ice blasting)
- Laser alignment
- Site machining
- Site overhauling
- Infrared thermography
- In-situ balancing
- Vibration and spectrum analysis
- Hot tapping
**DELEUM PRIMERA** is principally involved in providing services in integrated corrosion, inspection and mitigation primarily using Sponge-Jet products for the oil and gas industry.

**DELEUM PRIMERA** is the sole distributor of Sponge-Jet products on surface preparation works for the Malaysia and Indonesia market.

**SURFACE PREPARATION SERVICES**

- Delicate cleaning requirement
- Aggressive coating removal
- Profiling of industrial substrates
- Integrated corrosion, inspection and mitigations
RECOGNITIONS AND RECENT AWARDS
RECOGNITIONS AND RECENT AWARDS (cont’d)

"1 Million Manhours without LTI”  
16 July 2012

Outstanding Vendor Award  
13 March 2013

HSE Award in recognition of Excellent HSE Performance

“Safe Service Provider for BWI 3.0 Million Safe Manhours Without LTI”  
8 May 2013

“BWI 3.0 Million Safe Manhours Without LTI”  
8 May 2013

Achieving 1,890 Days Without Any Recordable Accident  
3 June 2013

Achieving 2,160 Days Without Any Recordable Accident  
30 November 2013

26
CERTIFICATIONS OBTAINED

**International Electrotechnical Commission Explosive (IECEX) Certification**
Deleum Rotary Services Sdn. Bhd.
24 April 2012

**ISO 9001:2008 Re-Certification**
Deleum Services Sdn. Bhd.
April 2013
HIGHLIGHTS FOR 2013
AWARD OF SLICKLINE CONTRACTS

• Deleum Oilfield Services had recently received letters of award from various PSC operators under a joint tender exercise for the provision of slickline equipment and services for PSC operators’ drilling programs and production operations.

• Awarded contracts from the following PSC operators:
  • PETRONAS Carigali Sdn. Bhd.
  • Newfield Peninsula Malaysia Inc., Newfield Sarawak Malaysia Inc., Newfield Sabah Malaysia Inc.
  • ExxonMobil Exploration and Production Malaysia Inc.
  • Petrofac (Malaysia-PM304) Limited
  • PCPP Operating Company Sdn. Bhd.

• Number of units awarded against tendered: 46/86 or 53.5%

• As compared to the current operating units: 26 units
AWARD OF LONG TERM SERVICE AGREEMENT (LTSA)

- Turboservices Sdn. Bhd. had received a Letter of Award (“LOA”) from PETRONAS to provide aftermarket turbomachinery maintenance services for Solar Turbines Inc. gas turbines installed in Malaysia.

- The tenure of the LTSA is for 7 years with a further extension of 3 years until 2023.

- The scope of work in regards to the LTSA is to design, manufacture, assemble, test and deliver the gas turbine complete package to the respective users.

- Approximately 280 gas turbine packages installed or 90-95% of the total domestic market in the small gas turbine range of 1-15MV which falls under this LTSA.
FINANCIAL HIGHLIGHTS
## Financial Highlighs

<table>
<thead>
<tr>
<th>Financial Year (RM’000)</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (RM’000)</td>
<td>514,293</td>
<td>399,045</td>
<td>396,303</td>
<td>473,240</td>
<td>484,684</td>
</tr>
<tr>
<td>Gross Profit (RM’000)</td>
<td>79,275</td>
<td>75,950</td>
<td>79,574</td>
<td>107,724</td>
<td>128,644</td>
</tr>
<tr>
<td>EBITDA (RM’000)</td>
<td>56,754</td>
<td>50,908</td>
<td>59,520</td>
<td>81,610</td>
<td>91,572</td>
</tr>
<tr>
<td>Share of Associates’ Results (RM’000)</td>
<td>9,651</td>
<td>9,744</td>
<td>13,679</td>
<td>15,579</td>
<td>15,973</td>
</tr>
<tr>
<td>Profit Before Tax (RM’000)</td>
<td>45,687</td>
<td>37,594</td>
<td>45,709</td>
<td>67,471</td>
<td>75,592</td>
</tr>
<tr>
<td>Profit After tax (RM’000)</td>
<td>35,734</td>
<td>30,213</td>
<td>34,711</td>
<td>54,214</td>
<td>58,662</td>
</tr>
<tr>
<td>Non-controlling interest</td>
<td>(9,284)</td>
<td>(6,977)</td>
<td>(5,678)</td>
<td>(9,764)</td>
<td>(9,103)</td>
</tr>
<tr>
<td>Profit After Tax and Non-Controlling Interest (RM’000)</td>
<td>26,450</td>
<td>23,237</td>
<td>29,033</td>
<td>44,450</td>
<td>49,559</td>
</tr>
</tbody>
</table>
### FINANCIAL HIGHLIGHTS (cont’d)

#### Properties, Equipment & Total Fixed Assets

<table>
<thead>
<tr>
<th>Year</th>
<th>Properties (RM Million)</th>
<th>Equipment (RM Million)</th>
<th>Total Fixed Assets (RM Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>75</td>
<td>20</td>
<td>95</td>
</tr>
<tr>
<td>2010</td>
<td>75</td>
<td>19</td>
<td>94</td>
</tr>
<tr>
<td>2011</td>
<td>81</td>
<td>19</td>
<td>100</td>
</tr>
<tr>
<td>2012</td>
<td>80</td>
<td>18</td>
<td>98</td>
</tr>
<tr>
<td>2013</td>
<td>116</td>
<td>18</td>
<td>134</td>
</tr>
</tbody>
</table>

#### Group Cash & Borrowings

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Cash (RM Million)</th>
<th>Total Borrowings (RM Million)</th>
<th>Net Cash (RM Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>391</td>
<td>12</td>
<td>-28</td>
</tr>
<tr>
<td>2010</td>
<td>456</td>
<td>22</td>
<td>-24</td>
</tr>
<tr>
<td>2011</td>
<td>510</td>
<td>36</td>
<td>-14</td>
</tr>
<tr>
<td>2012</td>
<td>585</td>
<td>44</td>
<td>-11</td>
</tr>
<tr>
<td>2013</td>
<td>730</td>
<td>44</td>
<td>-27</td>
</tr>
</tbody>
</table>

#### Employees

<table>
<thead>
<tr>
<th>Year</th>
<th>No. of Employee</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>391</td>
</tr>
<tr>
<td>2010</td>
<td>456</td>
</tr>
<tr>
<td>2011</td>
<td>510</td>
</tr>
<tr>
<td>2012</td>
<td>585</td>
</tr>
<tr>
<td>2013</td>
<td>730</td>
</tr>
</tbody>
</table>

#### Dividend

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend Per Share (Sen)</th>
<th>Dividend Payout Ratio (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>12.0</td>
<td>45%</td>
</tr>
<tr>
<td>2010</td>
<td>11.5</td>
<td>49%</td>
</tr>
<tr>
<td>2011</td>
<td>14.0</td>
<td>48%</td>
</tr>
<tr>
<td>2012</td>
<td>15.0</td>
<td>50%</td>
</tr>
<tr>
<td>2013</td>
<td>17.0</td>
<td>52%</td>
</tr>
</tbody>
</table>
DIVIDEND POLICY

Deleum’s dividend policy is of distributing gross dividend of 50% of the Group’s annual profit attributable to the equity holders of the Company, subject to the availability of adequate distributable reserves, operating cash flow requirements, financial commitments, expansion plans and other relevant factors.

DIVIDEND HISTORY

COMPARISON OF DIVIDEND PAYOUT FOR FY2012 & FY2013

<table>
<thead>
<tr>
<th>YEAR ENDED 31 DECEMBER</th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>First interim (sen)</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>Second interim (sen)</td>
<td>10</td>
<td>11</td>
</tr>
<tr>
<td>Total dividend payout per share (sen)</td>
<td>15</td>
<td>17</td>
</tr>
<tr>
<td>Total share capital (no. of shares)</td>
<td>150,000,000</td>
<td>150,000,000</td>
</tr>
<tr>
<td>Total dividend payout</td>
<td>RM22,500,000</td>
<td>RM25,500,000</td>
</tr>
<tr>
<td>Financial Year</td>
<td>2009</td>
<td>2010</td>
</tr>
<tr>
<td>--------------------------------</td>
<td>------</td>
<td>------</td>
</tr>
<tr>
<td>Return on Equity</td>
<td>16.4%</td>
<td>13.5%</td>
</tr>
<tr>
<td>Return on Total Assets</td>
<td>9.7%</td>
<td>6.6%</td>
</tr>
<tr>
<td>Gearing Ratio</td>
<td>15.6%</td>
<td>12.5%</td>
</tr>
<tr>
<td>Net Asset Per Share (RM)</td>
<td>1.61</td>
<td>1.73</td>
</tr>
<tr>
<td>Gross Dividend Per Share (Sen)</td>
<td>12.00</td>
<td>11.50</td>
</tr>
<tr>
<td>Gross Dividend Yield</td>
<td>7.6%</td>
<td>7.6%</td>
</tr>
</tbody>
</table>

*Based on enlarged share capital of 150 million ordinary shares pursuant to issuance of 50 million bonus shares on 8 June 2012.
**TOP LINE ANALYSIS**

Q4 FY2013 revenue increased by 13.9% from the previous year’s corresponding Q4

**P & M:**
- ↑ RM7.4 million (↑ 5.3%)
  - Attributable to better performance from parts and services and exchange engines

**OS:**
- ↑ RM13.2 million (↑ 171.3%)
  - Due to improvement from wireline activities and drilling related products

**MRO:**
- ↑ RM1.1 million (↑ 12.7%)
  - Due to increased contribution from Deleum Primera

**BOTTOM LINE ANALYSIS**

PBT increased by RM0.9 million or 4.6% from Q4 FY2012

The increase is largely due to MRO segment recording a profit of RM0.2 million compared to a loss of RM0.6 million in the corresponding quarter in line with higher revenue and margin achieved during the current quarter.

**Q4 FY2013 RESULTS**
The FY2013 revenue increased by 2.4% from the previous corresponding year.

**P & M:**
- **RRM2.7 million (↑ 0.7%)**
  - Largely attributable to higher marketing fees earned in connection with the provision of an offshore facility.

**OS:**
- **RM1.7 million (↓ 2.3%)**
  - Due to lower third party wireline sales and deployment of wireline equipment and services.

**MRO:**
- **RM10.5 million (↑ 62.1%)**
  - Increased contribution from Delem Primera.

### TOP LINE ANALYSIS

**BOTTOM LINE ANALYSIS**

PBT increased by RM8.1 million or 12.0% from FY2012.

The increase is largely due to:

**P & M:**
- **RM5.9 million (↑ 10.2%)**
  - Marketing fees earned in connection with the provision of an offshore facility.

**OS:**
- **RM2.2 million (↑ 43.9%)**
  - Improved margin despite a contraction in revenue.

**MRO:**
- **RM2.8 million (↑ 289.4%)**
  - Inclusion of full year contribution from Delem Primera.
### Segmental Results for Q4 FY2013

| Segment                  | Q4 Ended 31/12/13 RM’000 | Q4 Ended 31/12/12 RM’000 | Changes  
|--------------------------|---------------------------|---------------------------|----------
| Power and Machinery      | 21,224                    | 21,342                    | (0.6%)   
| Oilfield Services        | (1,249)                   | (1,459)                   | 14.4%    
| MRO                      | 161                       | (628)                     | 125.6%   
| **Total Segment Results**| **20,136**                | **19,255**                | **4.6%**  

| Segment                  | Cumulative Q4 Ended 31/12/13 RM’000 | Cumulative Q4 Ended 31/12/12 RM’000 | Changes  
|--------------------------|-------------------------------------|-------------------------------------|----------
| Power and Machinery      | 64,048                              | 58,127                              | 10.2%    
| Oilfield Services        | 7,286                               | 5,063                               | 43.9%    
| MRO                      | 1,869                               | (987)                               | 289.4%   
| **Total Segment Results**| **73,203**                          | **62,203**                          | **17.7%** 

### Segment Results Composition for Cumulative Q4 Ended 31/12/2013
- Power and Machinery: 87.5%
- Oilfield Services: 10.0%
- MRO: 2.5%

### Segment Results Composition for Cumulative Q4 Ended 31/12/2012
- Power and Machinery: 92.0%
- Oilfield Services: 8.0%
### Breakdown of Revenue - Products and Services by Segment

<table>
<thead>
<tr>
<th></th>
<th>FY2012</th>
<th></th>
<th>FY2013</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Products</td>
<td>Services</td>
<td>Products</td>
<td>Services</td>
</tr>
<tr>
<td>Power and Machinery</td>
<td>27%</td>
<td>73%</td>
<td>45%</td>
<td>55%</td>
</tr>
<tr>
<td>Oilfield Services</td>
<td>40%</td>
<td>60%</td>
<td>26%</td>
<td>74%</td>
</tr>
<tr>
<td>MRO</td>
<td>0%</td>
<td>100%</td>
<td>0%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Group Revenue</strong></td>
<td><strong>28%</strong></td>
<td><strong>72%</strong></td>
<td><strong>40%</strong></td>
<td><strong>60%</strong></td>
</tr>
</tbody>
</table>

### Breakdown of Revenue – Recurring and Once-off by Segment

<table>
<thead>
<tr>
<th></th>
<th>FY2012</th>
<th></th>
<th>FY2013</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Recurring</td>
<td>Once-off</td>
<td>Recurring</td>
<td>Once-off</td>
</tr>
<tr>
<td>Power and Machinery</td>
<td>84%</td>
<td>16%</td>
<td>84%</td>
<td>16%</td>
</tr>
<tr>
<td>Oilfield Services</td>
<td>77%</td>
<td>23%</td>
<td>93%</td>
<td>7%</td>
</tr>
<tr>
<td>MRO</td>
<td>0%</td>
<td>100%</td>
<td>0%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Group Revenue</strong></td>
<td><strong>80%</strong></td>
<td><strong>20%</strong></td>
<td><strong>80%</strong></td>
<td><strong>20%</strong></td>
</tr>
</tbody>
</table>
## Ongoing Main Contracts

<table>
<thead>
<tr>
<th>Contracts</th>
<th>Expiry Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supply &amp; Services for Casing Centralizer Equipment</td>
<td>2015</td>
</tr>
<tr>
<td>Bulking Services (Dry and Liquid Bulking Services)</td>
<td>2015</td>
</tr>
<tr>
<td>Supply of Packers and Tubular Accessories</td>
<td>2016</td>
</tr>
<tr>
<td>Supply of Sand Detector and Monitoring Systems</td>
<td>2016</td>
</tr>
<tr>
<td>Provision of Well Control Services</td>
<td>2017</td>
</tr>
<tr>
<td>Provision and supply of Drill Bits, PDC and Rock Bits</td>
<td>2018</td>
</tr>
<tr>
<td>Provision of Technical Service (SolidClenz™)</td>
<td>2017</td>
</tr>
<tr>
<td>Thermo-chemical Solid Deposition Treatment Technology</td>
<td>2018</td>
</tr>
<tr>
<td>Integrated Wellhead Maintenance Services</td>
<td>2018</td>
</tr>
<tr>
<td>Provision of Bottomhole Pressure Survey Equipment &amp; Services</td>
<td>2018</td>
</tr>
<tr>
<td>Provision of Slickline Equipment and Services</td>
<td>2019</td>
</tr>
<tr>
<td>Long Term Service Agreement for Gas Turbines</td>
<td>2020</td>
</tr>
</tbody>
</table>

**TOTAL ORDER BOOK = RM3.3 Billion**
BUSINESS TRANSFORMATION PLAN

“Product Oriented”
“Complete Solution and Integrated Services”

Market Penetration
Product Development
Market Development
Product Diversification
Asset Integrated Solutions

Remain Focused in Three (3) Operating / Business Segments

Frontier Technology and New Energy Source

Increase Self Operating & Integrated Services

Regional & International Expansion

Synergistic M&A

Enhance Specialised Oilfield and Chemical Services

Business Focus Areas
KEY MESSAGES

**TO PROVIDE SUSTAINABLE GROWTH AND ENHANCE STAKEHOLDER’S VALUE**

**Constant Dividend Payout**
- Continue to reward shareholders in line with our dividend policy

**Sustainable recurring service related business**
- Strong support in recurring business provides a platform for the Group to pursue sustainable growth

**Organic and Inorganic Growth**
- Continue to look for strategic M&A locally and regionally that are viable and synergistic to our core business.

**Human Capital Competency and Development**
- Increasing skilled staff force to cope with the increased work requirements and expansion
HEAD OFFICE
Deleum Berhad and its Subsidiaries:
Deleum Services Sdn. Bhd.
Deleum Oilfield Services Sdn. Bhd.
Deleum Chemicals Sdn. Bhd.
Chempak Sdn. Bhd.
Turboservices Sdn. Bhd.
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Email: info@deleum.com

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(Turboservices: Solar Turbines
Integrated Service Centre)
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Lot 26197, Integrated Service Centre
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Fax.: +855-23 425 050
Email: administrationcpl@cupl.com.kh
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