



# **Q2FY2017 FINANCIAL RESULTS** & UPDATES

### **EMERGENCY EVACUATION PROCEDURES**

In case of emergency:

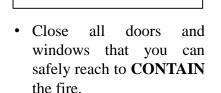


- Immediately stop what ٠ doing and you are REMOVE anyone in immediate danger to a safe area.
- Persons that require • assistance with ambulation should be assisted to the Assembly Point.

• Activate the nearest fire ALARM.

Alarm

Notify your superior or call 999 (if applicable) to report the emergency.



CONTAIN



- **EVACUATE** immediately to **ASSEMBLY POINT** in orderly manner.
- **DO NOT** use the lift. Use the stairway
- Remain assemble until it • announced ALL is CLEAR Incident by Commander.



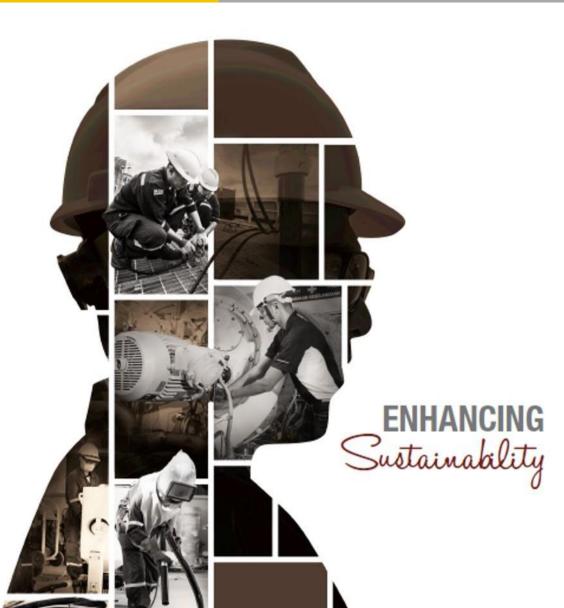
**Assembly Point** 



**Break Glass for Door Release** 

### CONTENTS

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- 2. BUSINESS SEGMENTS
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- 5. FINANCIAL RESULTS























### **CORPORATE STATEMENT**

# ARED VALUES INTEGRITY

Respect, Honesty & Ethics

#### PROFESSIONALISM

Accountability, Teamwork & Communication

#### **HEALTH, SAFETY & ENVIRONMENT**

Healthy/Balanced Lifestyle, Safety & Environment

**EXCELLENCE** *Quality, Deliverance & Rewards*  Note To Provide Sustainable Growth and Enhance Stakeholders' Value

To be the Market Leader in our Operating Segments domestically and to achieve 20% Operating Profits contribution from International Business by 2019

### **ABOUT DELEUM**

#### Overview

- Established in 1982
- Listed on the Main Market of Bursa Malaysia in 2007
- PETRONAS Licensed Service Provider
- ISO9001:2015 and ISO14001:2015 Certified

#### **Our Business**

- Evolved from a Product Oriented business to an **Integrated Solutions** provider.
- Focused on 3 core business segments :
  - **Power and Machinery** (P&M)
  - Oilfield Services (OS)
  - Integrated Corrosion Solution (ICS)

#### **Our Competencies**

- Recorded 8.67m Free Lost Time Injury (LTI) Man-hours as of 31 August 2017 (since 25 August 2012)
- Staff strength: 823 employees as of 31 December 2016
- First Training Well Facility commissioned at Asian Supply Base in Labuan, Malaysia



### **BOARD OF DIRECTORS**



#### (from left)

- 1. Datuk Noor Azian binti Shaari Independent Non-Executive Director
- 2. Datuk Ishak bin Imam Abas Independent Non-Executive Director
- 3. Datuk Vivekananthan a/l M. V. Nathan Non-Independent Non-Executive Deputy Chairman
- 4. Dato' Izham bin Mahmud Non-Independent Non-Executive Chairman
- 5. Nan Yusri bin Nan Rahimy Group Managing Director

- 6. Datuk Chin Kwai Yoong Independent Non-Executive Director
- 7. Datuk Ir (Dr) Abdul Rahim bin Hashim Senior Independent Non-Executive Director

### **DELEUM BERHAD PROFILE**

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.



# **MILESTONES ACCOMPLISHED**

Establishment of the Provision of Gas Turbine Services

 Establishment of Turboservices Sdn. Bhd. – JV with Solar Turbines Inc. for after market sales for gas turbines in 1987

Establishment of JV, Malaysian Mud and Chemicals Sdn. Bhd. for Bulking Services at ASB, Labuan in 1987

#### 1980-90's

- Establishment of the Provision of Slickline Services
  - Established Camco (Malaysia) Sdn. Bhd. (CMSB) in partnership with Camco Inc. in 1987
  - First wireline contract secured in 1989
- Establishment of Cambodia Utilities Pte. Ltd. for Independent Power Production in Cambodia in 1995

Establishment of Industrial Power Generation services with first project secured in 1997 Acquisition of the remaining 49% equity interest in CMSB from Schlumberger - now known as Deleum Oilfield Services Sdn. Bhd. in 2001

Establishment of the Supply of Oilfield Chemicals Services in 2003 Establishment of Maintenance, Overhaul and Repair (MRO) Segment via

- Acquisition of 100% equity interest of Deleum Rotary Services Sdn. Bhd. in 2010
- Acquisition of 60% equity interest of Deleum Primera Sdn. Bhd. in 2012

Establishment of JV between Deleum Berhad and Solar Turbines International Company (STICO) via STICO participation in Turboservices Overhaul Sdn. Bhd. in 2015

#### 2010's

Attainment of OPITO Certification on Competence Management System (OPITO-CMS) by Deleum Oilfield Services Sdn. Bhd.

30<sup>th</sup> Anniversary and Corporate Rebranding

Restructuring of Integrated Corrosion Solution (ICS) (formerly known as Maintenance, Overhaul and Repair (MRO)) Segment in 2015

Acquisition of the remaining 20% equity interest in Delcom Holdings Sdn. Bhd. in 2015

2000's

- Establishment of Turbine Overhaul Facility - Dedicated Solar Turbines Integrated Services Centre in Senawang
- Deleum Berhad was listed on Main Market of Bursa Malaysia in 2007
- Acquisition of 51% equity interest of Penaga Dresser Sdn. Bhd. via 80% subsidiary Delcom Holdings Sdn. Bhd. in 2008



# CORE BUSINESS SEGMENTS

### **BUSINESS SEGMENTS**



#### Power & Machinery (P&M)



#### **Deleum Services S/B**

Provision of gas turbines packages, maintenance and technical services, combined heat and power plants, and production related equipment and services predominantly for the oil and gas industry.



#### **Deleum Rotary Services S/B**

Servicing, repair and maintenance of transformers, motor, generators, pumps and valves.



#### **Turboservices S/B<sup>^</sup>**

Provision of gas turbine overhaul and technical services and supply of gas turbine parts.



#### Penaga Dresser S/B

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



# (OS)



#### Deleum Oilfield Services S/B

**Oilfield Services** 

Provision of slickline equipment and services, integrated wellhead maintenance services, drilling equipment and services and other oilfield related products and services.



#### **Deleum Chemicals S/B**

Development and provision of solid deposit removal solutions for enhancement of crude oil production and the supply of oilfield chemicals and services.



#### **Integrated Corrosion Solution (ICS)**



#### **Deleum Primera S/B**

Provision of integrated corrosion and inspection services, blasting technology and services for tanks, vessels, structures and piping.



#### *Remarks:* \* Dormant subsidiaries, associates and joint venture were excluded from the above business segments.

^ Partnership with STICO.



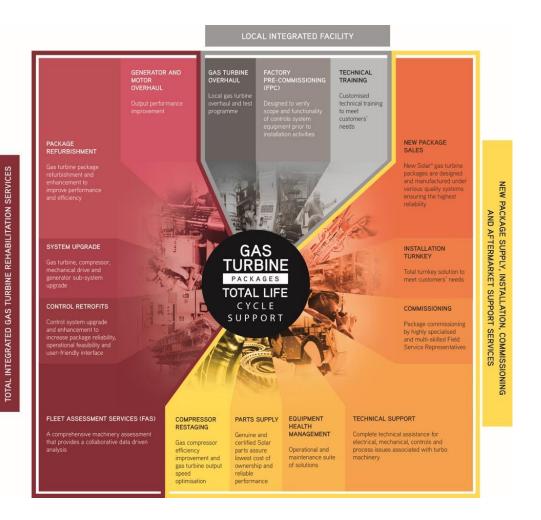
# POWER AND MACHINERY

- Provision of Gas Turbine Packages
- Supply of Gas Turbine and Gas Compressor Parts
- Gas Turbine and Gas Compressor Overhaul, Maintenance and Technical Services
- Combined Heat and Power Plant
- Provision of Gas Processing Solution
- Supply, Installation, Repair and Maintenance of Valves and Flow Regulators
- Motors, Generators and Transformers Maintenance Services
- Other Production Equipment and Related Services

# **POWER AND MACHINERY**

Power and Machinery segment focuses on the provision of:

- Complete life cycle support of gas turbine generators, mechanical drives and compressor packages
- Turnkey solutions for combine heat and power plants
- EPCC for gas turbine installation, refurbishment and upgrades
- Supply, installation and maintenance of Acid Gas Removal Unit (AGRU) and Absorbent
- Supply, installation, repair and maintenance of valves and flow regulators
- Maintenance, Repair & Overhaul of motors, generators and transformers
- Highly insulated pipe-in-pipes for pipeline solution
- Offshore Transportation and Installation (T&I) works



# **INTEGRATED SERVICES CENTRE**

#### LOCATED AT SENAWANG

- Invested plant and equipment > RM 20 million
- Sitting on 3.5 acres site (30k sq. ft. built-up area)
- Equipped with advanced simulators and training skids
- Capabilities:
  - Gas Turbine Overhaul
  - Gas Compressor Overhaul
  - Factory Pre-Commissioning Test for Control Systems Upgrade
  - Classroom and Practical Training





# **PROVISION OF MAINTENANCE, REPAIR AND OVERHAUL**

#### **DELEUM ROTARY SERVICES**

- Acquired in year 2010
- IECEx certified
- Supported by highly skilled, experienced and trained personnel to execute workshop activities and field works
- Involves in the provision of maintenance, repair and overhaul of generators, transformers, pumps and valves.
- Focuses on:
  - Mechanical Equipment Services
  - Specialised Products & Services
  - Electrical Equipment Services
  - Field Services



# VALVES AND FLOW REGULATORS SERVICES

**PENAGA DRESSER** is the sole agent of Dresser's products on control valves, regulators and safety relief valves for Malaysia market. It also provides Total Valve Management and supporting activities.

The services offered by **PENAGA DRESSER** include:

- Service support for control valves, regulators and safety relief valves, actuators and related instruments
- Diagnostic services using Electronic Valve Testing (EVT) methodology
- Control valves modification, upgrading and refurbishment
- Training on control valves servicing, assembly and smart products

(i.e. Positioners and Digital Level Transmitters)







# OILFIELD SERVICES

- Provision of Slickline Equipment and Services
- Integrated Wellhead Maintenance
- Asset Integrated Solutions (A.I.S)
- Drilling and Production Facilities
- Specialty Chemical and Well Stimulation

# SLICKLINE SERVICES & INTEGRATED WELLHEAD MAINTENANCE

#### **SLICKLINE 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)**

WELL THE

ASSET **INTEGRATED SOLUTIONS** 

(A.I.S)

INEWEL

REACTIVATI

- 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 Generator44**

- **Early Production System** (EPS) package
- EPS System together with a floater or relocatable platform
- A complete process and production packages

- Leveraging on our own slickline units, wellintervention services, perforating services and chemical services
- Near wellbore damage remediation ٠
- **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

# **TRAINING WELL FACILITY**

#### **COMPETENCIES MANAGEMENT**

#### **DEVELOPMENT OF 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





# **SPECIALTY CHEMICAL & WELL STIMULATION**

**Specialty Chemical & Well Stimulation** is a research oriented unit which provides solution to challenging and demanding chemical solutions in oil and gas industry. It forms strategic alliances with reputable suppliers and technical partners to package superior solution to customers.

- Entered into **Joint Commercialisation Agreement** with PETRONAS Technology Ventures Sdn. Bhd. to jointly undertake commercialisation activities of SolidClenz<sup>®</sup> on 3 November 2011.
- SolidClenz<sup>™</sup> has been selected as a finalist in the category of Best Production Chemicals Award in World Oil Awards 2014.
- Highlights:
  - Successfully updated ISO9001:2015 Quality Management Systems certification and ISO14001:2015 Environmental Management Systems certification
  - More than 1.5 million barrels accelerated oil produced with value creation of more than USD 100 million
  - Top 7 finalist for The Institution of Chemical Engineers (IChemE) Awards 2014

# **SPECIALTY CHEMICAL & WELL STIMULATION**

### SPECIALTY CHEMICALS\*

SolidClenz®	Thermo-chemical solution to remove wax deposits	
<b>DEL-CLEAN®</b>	Specialty formulation to dissolve and disperse complex inorganic deposits	
Antifoulant GP-HX®	Specialty formulation to remove foulant from thermo-siphon equipment	
DEL-SOL®	Specialty formulation to dissolve and disperse naphthenate deposits	
Flow Surf <sup>®</sup>	Specialty formulation to separate sludge, rag, muck and emulsion	
LIQUID FILTER®	Specialty polymer formulation for water shut-off and profile modification	
SCALESTIM®	Squeeze treatment for prevention of scale	
SAND-LIFT®	Specialty formulation to remove sand from tubing	
SCALE-FREE	Specialty formulation to remove pipeline scale	
<b>DEL-PERSE</b> <sup>®</sup>	Specialty formulation for wax inhibitor / PPD / dissolver	
DEL-MUL®	Specialty formulation to break tough emulsion	
DEL-MUL <sup>®</sup> LT	Specialty formulation to break tough emulsion in low temperature environment	
DEL-SOL®AD	Specialty formulation to dissolve and disperse asphaltene deposits	
DeWIS <sup>TM</sup>	Modular and chemical assisted water treatment and injection system for injector wells	

\* As of date of printing

# **SPECIALTY CHEMICAL & WELL STIMULATION**

- Organic deposit treatment
- Naphthenates treatment
- Scale treatment
- Removal of wellbore dirt
- Water shut-off and profile modification
- Pressure pumping and nitrogen
- Ifting
- Sand consolidation, fine migration control
- Zonal isolation
- Well integrity

Production Enhancement Solutions

> Consultancy, R&D and Special Projects

Flow

Assurance

- Scale squeeze treatment
- Production and performance chemicals for water injectors and oil producers
- Integrated tank cleaning
- On-line/offline cleaning (separators, heat exchangers, boilers)
- Tracer study, cleaning of flowline & pipelines, hazard containment
- Specialty formulation for CEOR schemes
- H2S monitoring, remediation and integrated management

- Consultancy services on crude oil production, flow assurance and water handling
- Development of Novel product to address production & flow assurance issues
- Water desalination, treatment and injection projects

- Surfactant and polymer formulation for CEOR.
- Specialty formulation to manage side effects of EOR scheme.



# INTEGRATED CORROSION SOLUTION

- Low Dust, Environmentally Friendly Blasting Technology for Surface Preparation
- Passive Fire Protection Services
- Pipeline Field Joint Coating
- Coating Removal by Controlled Induction Heating
- Composite Repairs
- Hot and Cold Insulation Work (using conventional method and Aspen Aerogel)
- Pipe Spool Fabrication and Replacement
- Minor Fabrication and Structural Piping (*including onsite welding and cutting*)
- Corrosion Prevention for Riser Maintenance

# **INTEGRATED CORROSION SOLUTION (ICS)**

**DELEUM PRIMERA** involves in the provision of services in the integrated corrosion, inspection and mitigation for the oil and gas industry.

**DELEUM PRIMERA** is the sole distributor of Sponge-Jet products for surface preparation works in Malaysia, Indonesia, Singapore, Brunei, Turkmenistan and Iraq.





#### **SPONGE-JET Technology**

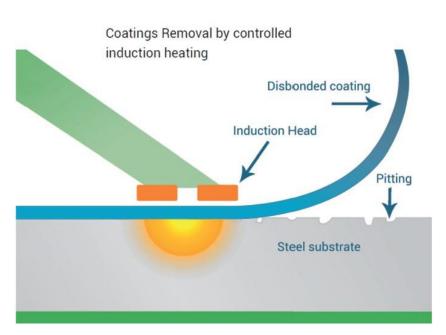
- Low blast-related dust, excellent profiling and cleaning capabilities
- Enhanced surface contaminant removal and retention
- Exponential waste reduction
- High productivity
- Improved work safety
- Reduce water consumption

# **INTEGRATED CORROSION SOLUTION (ICS)**

**DELEUM PRIMERA** has also ventured into Rust and Paint Removal (RPR) Technology, a paint and coatings removal technology by controlled induction heating.







#### **RPR** Technology

- Ideal for removing paint and coatings
- Health and environmental friendly removed entire coating without disintegrating and completely free from contaminating agents



- Makes disposal and recycling of waste easier and cheaper
- Minimum power consumption



# CONTRACTS



# LONG TERM SERVICE AGREEMENT (LTSA)

#### UPDATES: LONG TERM SERVICE AGREEMENT

- Turboservices Sdn. Bhd. had in FY2013 received a Letter of Award from Petroliam Nasional Berhad to provide aftermarket turbomachinery maintenance services for Solar Turbines Incorporated's gas turbines in Malaysia.
- The tenure of the LTSA is for 7 years with an extension option of 3 years until 2023.
- The scope of work in regards to the LTSA consists of supply of serviced parts, overhaul and exchange engine services, field service support, training, machinery renewal and upgrade work as well as project management.
- Covering approximately 300 gas turbine packages in the range of 1-15MW.



# **SLICKLINE CONTRACTS**

#### **UPDATES: SLICKLINE CONTRACTS**

- Deleum Oilfield Services Sdn. Bhd., had in FY2013, received letter of awards from various PSC operators under a joint tender exercise for the provision of slickline equipment and services for PSC operators' drilling programmes and production operations.
- The duration of the slickline contracts is for a term of 5 years.
- The scope of work in regards to the slickline contracts include the supply of slickline equipment and services for PSC operators' operation covering both Peninsular and East Malaysia fields.



# PAINTING AND BLASTING CONTRACTS

#### CONTRACTS EXTENSION: PROVISION OF PAINTING AND ALTERNATIVE BLASTING CONTRACTS

- In September 2016, Deleum Primera Sdn. Bhd. received two (2) Letters of Contract Extension from PETRONAS Carigali Sdn. Bhd. for the provision of painting and alternative blasting for Peninsular Malaysia and East Malaysia operations.
- The extension of the contracts is for a further period of one (1) year from 18 November 2016 until 17 November 2017.
- The scope of works awarded include:
  - Package B: Sponge Jet Blasting
  - Package C: Bristle, Wet Abrasive and Vacuum Blasting





# AWARD & CERTIFICATIONS



### **AWARD OBTAINED**

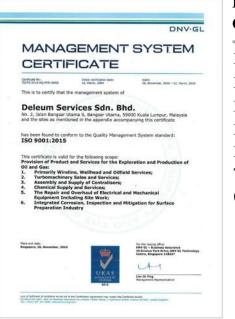
#### EXCELLENCE AWARD TOP CORPORATE GOVERNANCE & PERFORMANCE (SPECIAL CATEGORY)

- Deleum was awarded **Excellence Award** for **Top Corporate Governance (CG)** and **Performance** (*Market Capitalisation between RM300 million to RM1 billion*) by Minority Shareholder Watch Group (MSWG) on 15 December 2016.
- This award marks the second consecutive year that Deleum has been recognised for its excellent corporate governance practices.
- The purpose of the MSWG ASEAN CG Award 2016 is to announce findings and results on the corporate governance level in Malaysia and award top MALAYSIAN Public Listed Companies with good corporate governance practices.
- The winners were assessed based on the ASEAN Corporate Governance Scorecard.





# **CERTIFICATIONS OBTAINED**



#### ISO 9001:2015 Quality Management System

Deleum Services Sdn. Bhd. Deleum Oilfield Services Sdn. Bhd. Deleum Chemicals Sdn. Bhd. Deleum Rotary Services Sdn. Bhd. Deleum Primera Sdn. Bhd. Turboservices Sdn. Bhd. (*Valid till 12 March 2019*)

#### 

#### MANAGEMENT SYSTEM CERTIFICATE

Contrast No. Contrast No. 1006 2015 A Market Ares Ave. 10. Distance 2014 A Market Ares Ave. 10. Distance 2014 A Market Area Ave. 10. Distance 2014 A Market Ave. 10. Distance 2014

Deleum Chemicals Sdn Bhd No. 2, Jalan Bangsar Utama 9, Bangsar Utama, 59000, Kuala Lumpur, Malaysia and the sites as mentioned in the appendix accompanying this certificate

has been found to conform to the Environmental Management System standard: ISO 14001:2015

This certificate is valid for the following scope: Specialty chemical services which includes activities : research and development laboratory, chemical blending, storage, transfer and handling, and scheduled waste management.



#### ISO 14001:2015

**Environmental Management System** 

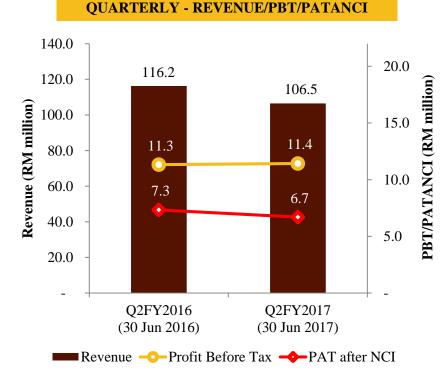
Deleum Chemicals Sdn. Bhd. (Valid till 1 October 2018)

# FINANCIAL RESULTS Q2FY2017





# Q2FY2017 – QUARTERLY RESULTS



#### TOP LINE ANALYSIS

Q2FY2017 revenue reduced by RM9.8 million or 8.4% as compared to Q2FY2016.

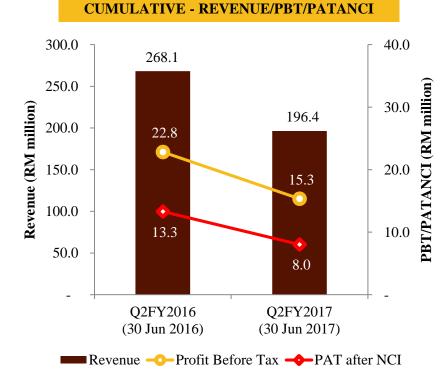
<u><b>P&amp;M:</b></u> ♦ RM3.0 mil (♦ 4.4%)	Due to lower revenue contribution from parts, repairs and maintenance and valve and flow regulators, offset by the increase in work orders for exchange engines and ancillary services.	
<u>OS:</u> ♦ RM3.4 mil (♦ 9.6%)	Due to decrease in revenue streams from well intervention and enhancement services, wellhead maintenance activities and lower utilisation of slickline assets.	
<u>ICS:</u> ♦ RM3.5 mil (♦ 25.8%)	Due to lower work orders for corrosion protection and maintenance services from the Pan Malaysia Blasting Contract.	

#### **BOTTOM LINE ANALYSIS**

PBT for Q2FY2017 was marginally higher by RM0.1 million or 0.9% as compared to Q2FY2016 due to improved contribution from OS segment, reduced finance costs due to pare down in borrowings and higher share of results from associates and a joint venture, offset partially by weaker performance from P&M and ICS segments as well as adverse impact from FOREX fluctuations.

<u><b>P&amp;M:</b></u> ♦ RM1.1 mil (♦ 14.9%)	Due to lower revenue and further impacted by FOREX losses as compared to FOREX gain in Q2FY2017.
<u>OS:</u> ▲ RM2.0 mil (▲ 68.9%)	Due to improvement in margins from slickline activities and well intervention and enhancement services as well as reduction in finance costs as a result of lower borrowings.
<u>ICS:</u> ♦ RM0.2 mil (♦ 20.1%)	Due to lower revenue contribution as compared to the Q2FY2017.

### **Q2FY2017 – CUMULATIVE RESULTS**



#### TOP LINE ANALYSIS

Cumulative Q2FY2017 revenue reduced by RM71.7 million or 26.7% as compared to the corresponding period.

<u>P&amp;M:</u> ♦ RM59.4 mil (♦ 32.6%)	Due to lower work orders for exchange engines and lower revenue contribution from parts, repairs and maintenance and valve and flow regulators.	
<u>OS:</u> ♦ RM11.1 mil (♦ 16.7%)	Due to lower revenue contribution from slickline activities and well intervention and enhancement services.	
<u>ICS:</u> ♦ RM1.2 mil (♦ 6.2%)	Due to lower work orders for corrosion protection and maintenance services stemming from the Pan Malaysia Blasting Contract.	

#### **BOTTOM LINE ANALYSIS**

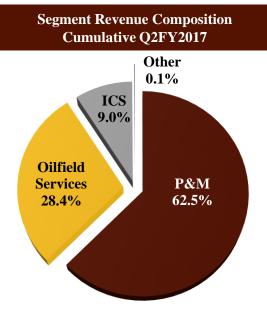
Cumulative PBT for Q2FY2017 was lower by RM7.5 million or 32.7% as compared to the corresponding period due to weaker performance from P&M and OS segments, offset partially by stronger performance from ICS segment and higher contribution from associates.

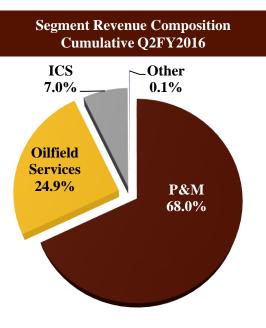
<u>P&amp;M:</u> ♦ RM6.9 mil (♦ 39.3%)	Due to lower revenue and further impacted by FOREX losses as compared to FOREX gain in corresponding period.
<u>OS:</u> ♦ RM0.1 mil (♦ 1.1%)	Due to lower revenue compensated by improved margins from slickline activities and well intervention and enhancement services as well as lower finance costs on lower borrowings.
<u>ICS:</u> ↑ RM0.5 mil (↑ 105.1%)	Due to improved margins on work orders for corrosion protection and maintenance on the back of operational efficiencies and lower costs to serve.

### **SEGMENTAL REVENUE – Q2FY2017**

	Quarterly			Cumulative		
	Q2FY2017 Q2FY2016 Changes   RM'000 RM'000 %			Q2FY2017 RM'000	Q2FY2016 RM'000	Changes %
Power and Machinery (P&M)	64,650	67,627	(4.4%)	122,843	182,265	(32.6%)
Oilfield Services (OS)	31,747	35,116	(9.6%)	55,665	66,798	(16.7%)
Integrated Corrosion Solution (ICS)	9,945	13,400	(25.8%)	17,699	18,867	(6.2%)
Other Non-reportable Segment*	119	100	19.0%	217 186 16		
Total Segment Revenue	106,461	116,243	(8.4%)	196,424	268,116	(26.7%)

\* Other non-reportable segment comprises provision of management services to TOSB, a joint venture between Deleum Berhad and SOLAR.

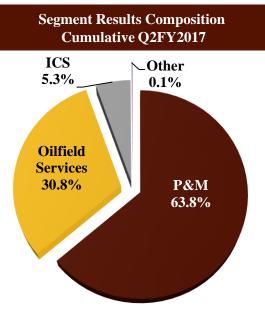


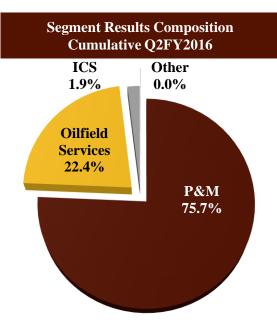


### **SEGMENTAL RESULTS – Q2FY2017**

	Quarterly			Cumulative		
	Q2FY2017 RM'000	Q2FY2016 RM'000	Changes %	Q2FY2017 RM'000	Q2FY2016 RM'000	Changes %
Power and Machinery (P&M)	6,437	7,562	(14.9%)	10,664	17,563	(39.3%)
Oilfield Services (OS)	4,868	2,882	68.9%	5,143	5,201	(1.1%)
Integrated Corrosion Solution (ICS)	864	1,081	(20.1%)	890	434	105.1%
Other Non-reportable Segment*	11	5	120.0%	20 9 122		
Total Segment Results	12,280	11,530	6.5%	16,717 23,207 (28.0		

\* Other non-reportable segment comprises provision of management services to TOSB, a joint venture between Deleum Berhad and SOLAR.





### **BUSINESS SUSTAINABILITY**

#### **BREAKDOWN OF REVENUE**

**Products and Services by Segment** 

	1HFY2017Percentage (%)ProductsServices		1HFY2016		
			Percentage (%)		
			Products	Services	
Power and Machinery	51%	49%	43%	57%	
Oilfield Services	6%	94%	7%	93%	
Integrated Corrosion Solution (ICS)	0%	100%	0%	100%	
Other Non-reportable Segment*	0%	100%	0%	100%	
Group Revenue	34%	66%	31%	69%	

#### **Recurring and Once-off by Segment**

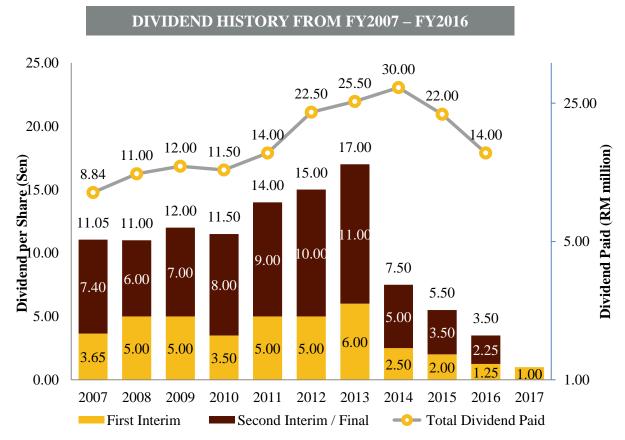
	1HFY2017Percentage (%)RecurringOnce-off		1HFY2016		
			Percentage (%)		
			Recurring	Once-off	
Power and Machinery	72%	28%	78%	22%	
Oilfield Services	98%	2%	97%	3%	
Integrated Corrosion Solution (ICS)	0%	100%	0%	100%	
Other Non-reportable Segment*	100%	0%	100%	0%	
Group Revenue	73%	27%	77%	23%	

\* Other non-reportable segment comprises provision of management services to TOSB, a joint venture between Deleum Berhad and SOLAR.

### DIVIDEND

#### **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.



#### FY2016 DIVIDEND per share 3.50 sen

TOTAL DIVIDEND PAID since listing RM178.5 mil

DIVIDEND PAYOUT ratio of 52.8% of earnings attributable to equity holders of the Company for FY2016

### SHAREHOLDERS' VALUE

#### TOTAL SHARES ACCUMULATED FOR ONE (1) UNIT OF SHARE INVESTED SINCE IPO

Year	Description	No. of Share(s) Issued	Cumulative No. of Share(s) Per Shareholder	Value (RM)
2007	Initial Public Offering (IPO) at RM2.55 per share	-	1.00	RM2.55
2008	Bonus Issue: 1 for 4	0.25	1.25	
2012	Bonus Issue: 1 for 2	0.63	1.88	
2014	Bonus Issue: 1 for 3	0.63	2.50	
2014	Share Split: 1 into 2	-	5.00	
Total Shares Accumulated for 1 Unit of Share Invested since IPO			5.00	

Return Per Share Since Listing	Formula	
Total market value for one (1) unit of share invested since IPO (5 shares X RM0.885*)	Α	RM4.43
Accumulated dividend received	В	RM2.19
Total Return	C=A+B	RM6.62
Cost of Investment on IPO	D	RM2.55
Net Return	E=C-D	RM4.07
% of Return for One (1) Unit of Share Invested since IPO	E/D X 100%	159%

Note:

\* Closing price as at 21 September 2017 is RM0.885 per ordinary share.

### **ORDER BOOK**

Contracts	Expiry Year	
Provision of Painting and Alternative Blasting	2017	
Thermo-chemical Solid Deposition Treatment Technology	2018	
Provision of Integrated Wellhead Maintenance Services	2018	
Supply of PDC & Rock Bits	2018	
Supply & Services for Casing Centralizer Equipment	2019	
Provision of Slickline Equipment & Services	2019	
Provision of Well Control Services	2020	
Long Term Service Agreement for Gas Turbine	2023	
Supply of Gas Turbine Packages	2023	
Total Order Book = RM1.69 billion*		

Note:

\* As at 31 July 2017.

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