



**DELEUM**



# **Q4FY2017 Financial Results & Updates**

# EMERGENCY EVACUATION PROCEDURES

In case of emergency:

## RESCUE

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

## ALARM

- Activate the nearest fire **ALARM**.
- Notify your superior or call 999 (if applicable) to report the emergency.



Break Glass for Alarm



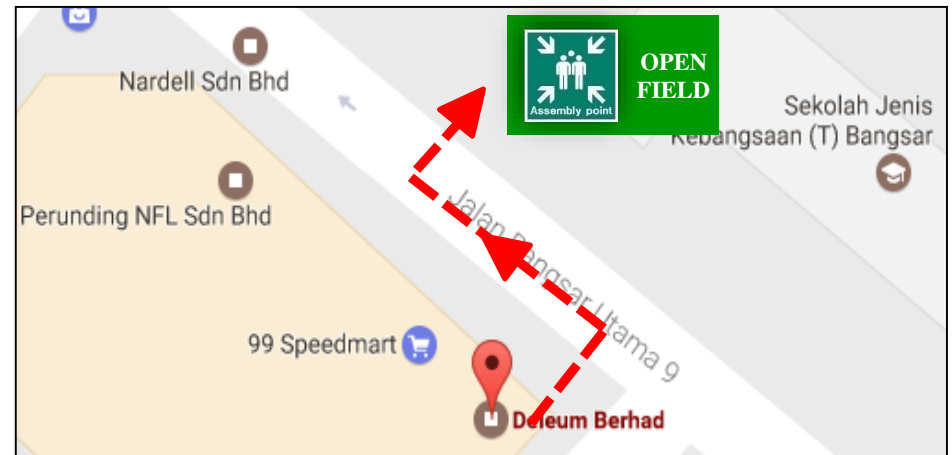
Break Glass for Door Release

## CONTAIN

- Close all doors and windows that you can safely reach to **CONTAIN** the fire.

## EVACUATE

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



Assembly Point

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1. ABOUT DELEUM
2. CORE BUSINESS SEGMENTS
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4. AWARD & CERTIFICATION
5. FINANCIAL RESULTS
6. CORPORATE DIRECTORY





# Our People



# CORPORATE STATEMENT

## SHARED VALUES

### INTEGRITY

*Respect, Honesty & Ethics*

### PROFESSIONALISM

*Accountability, Teamwork & Communication*

### HEALTH, SAFETY & ENVIRONMENT

*Healthy/Balanced Lifestyle,  
Safety & Environment*

### EXCELLENCE

*Quality, Deliverance & Rewards*

## MISSION

**To Provide  
Sustainable Growth  
and Enhance  
Stakeholders' Value**

## VISION

**To be the Market Leader  
in our Operating Segments  
domestically and to  
establish regional presence  
by 2020**

# ABOUT DELEUM

## Overview

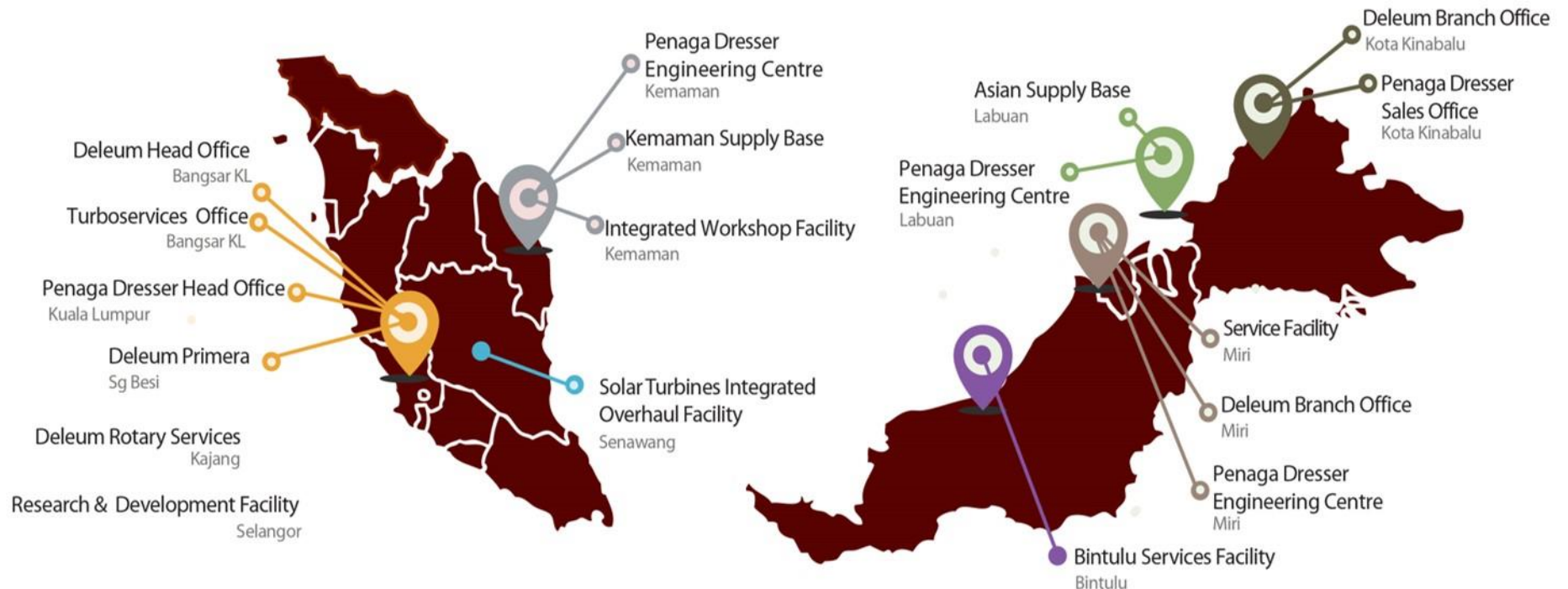
- Established in 1982
- Listed on the Main Market of Bursa Malaysia in 2007
- PETRONAS Licensed Service Provider
- ISO9001:2015 and ISO14001:2015 Certified

## 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 9.61m Free Lost Time Injury (LTI) Man-hours as of 31 January 2018 (since 25 August 2012)
- Staff strength: 852 employees as of 31 December 2017
- First Training Well Facility commissioned at Asian Supply Base in Labuan, Malaysia



# BOARD OF DIRECTORS



*(from left)*

- |   |  |   |
|---|--|---|
| 1. <b>Datuk Noor Azian binti Shaari</b><br>Independent Non-Executive Director                   | 4. <b>Dato' Izham bin Mahmud</b><br>Non-Independent Non-Executive Chairman | 6. <b>Datuk Chin Kwai Yoong</b><br>Independent Non-Executive Director                       |
| 2. <b>Datuk Ishak bin Imam Abas</b><br>Independent Non-Executive Director                       | 5. <b>Nan Yusri bin Nan Rahimy</b><br>Group Managing Director              | 7. <b>Datuk Ir (Dr) Abdul Rahim bin Hashim</b><br>Senior Independent Non-Executive Director |
| 3. <b>Datuk Vivekananthan a/l M. V. Nathan</b><br>Non-Independent Non-Executive Deputy Chairman |  |   |

# 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.

FINANCIAL YEAR (RM'000)	FY2016 (Restated)	FY2017
Revenue	608,652	534,058
Gross Profit	133,804	139,868
Earnings before Interest, Tax, Depreciation and Amortisation (EBITDA)	87,502	87,119
Profit before Tax (PBT)	49,766	54,025
Profit after Tax and Non-Controlling Interest (PAT after NCI)	26,513	32,277

## MARKET DATA

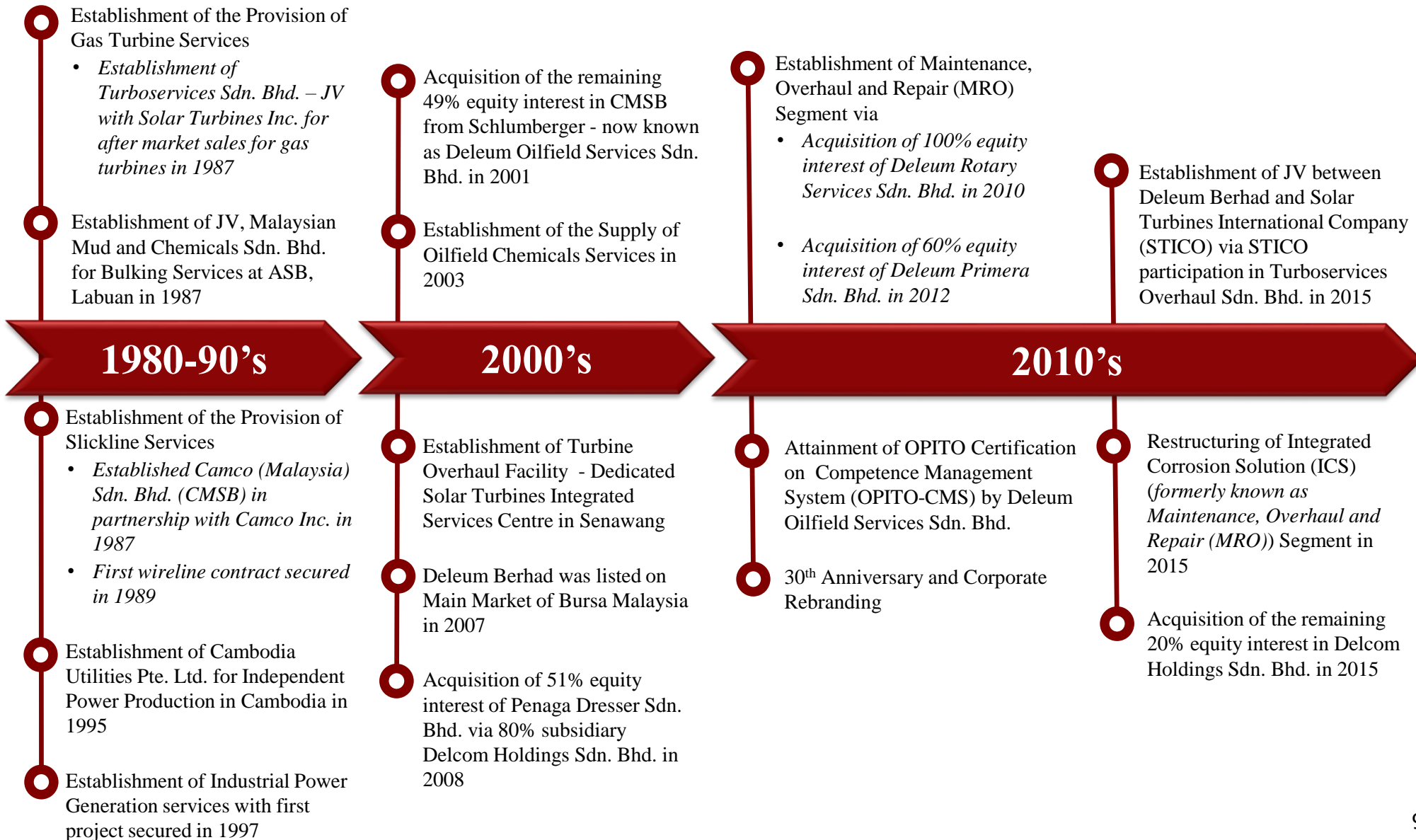
Current Share Price (as at 5/3/18)	RM1.130
Number of Ordinary Shares	400,195,300
Market Capitalisation (as at 5/3/18)	RM.452.2 million
Shareholders' Equity as at 31 December 2017	RM322.0 million

## HISTORICAL PRICE / VOLUME CHART

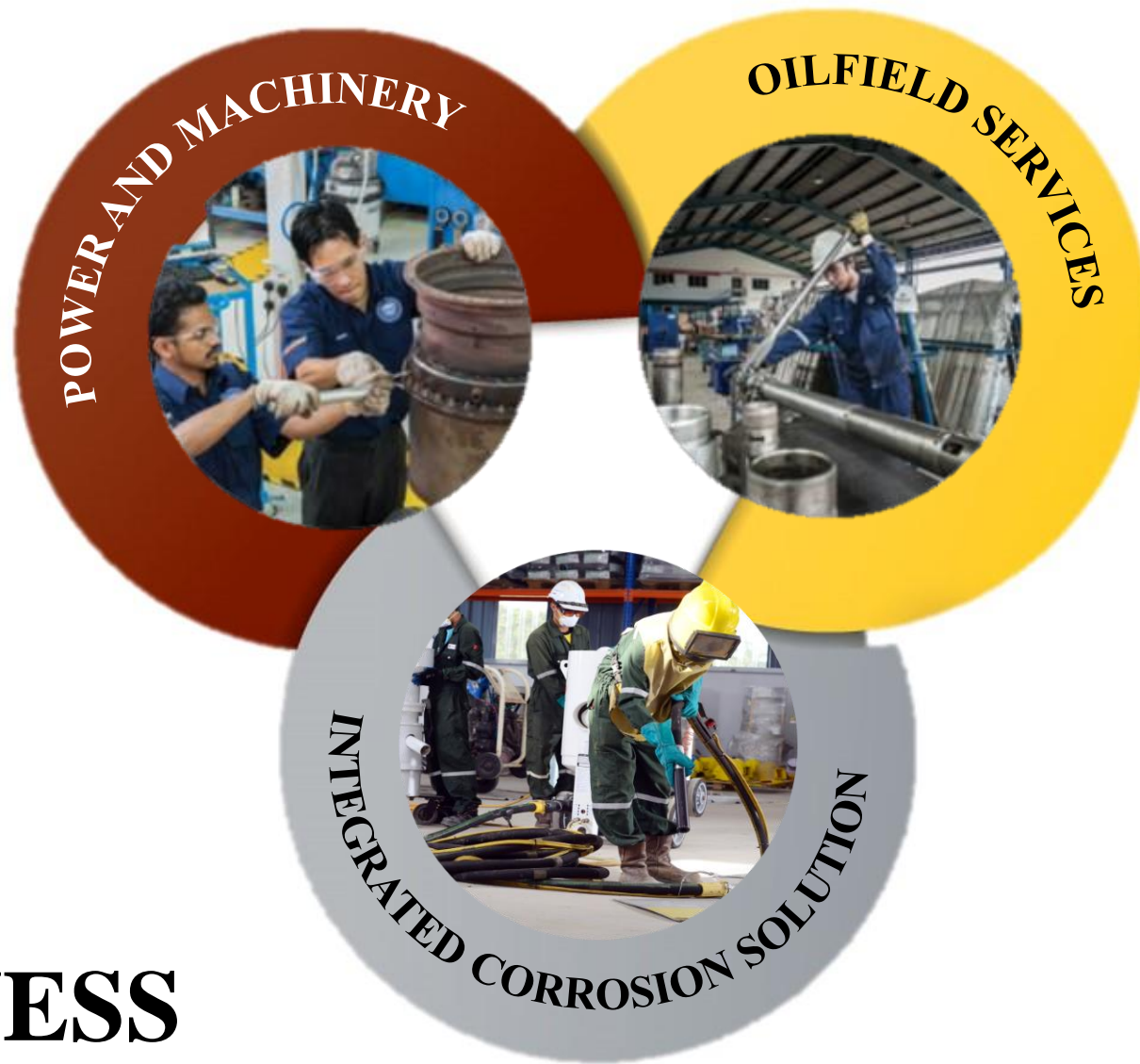
(AS AT 5/3/18)



# MILESTONES ACCOMPLISHED



# CORE BUSINESS SEGMENTS



# BUSINESS SEGMENTS



## Power & Machinery (P&M)



## Oilfield Services (OS)



## Integrated Corrosion Solution (ICS)

100%

### 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.

100%

### Deleum Rotary Services S/B

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

74%

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

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

51%

### Penaga Dresser S/B

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

100%

### Deleum Oilfield Services S/B

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

100%

### 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.

60%

### 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.

<sup>^</sup> Partnership with STICO.



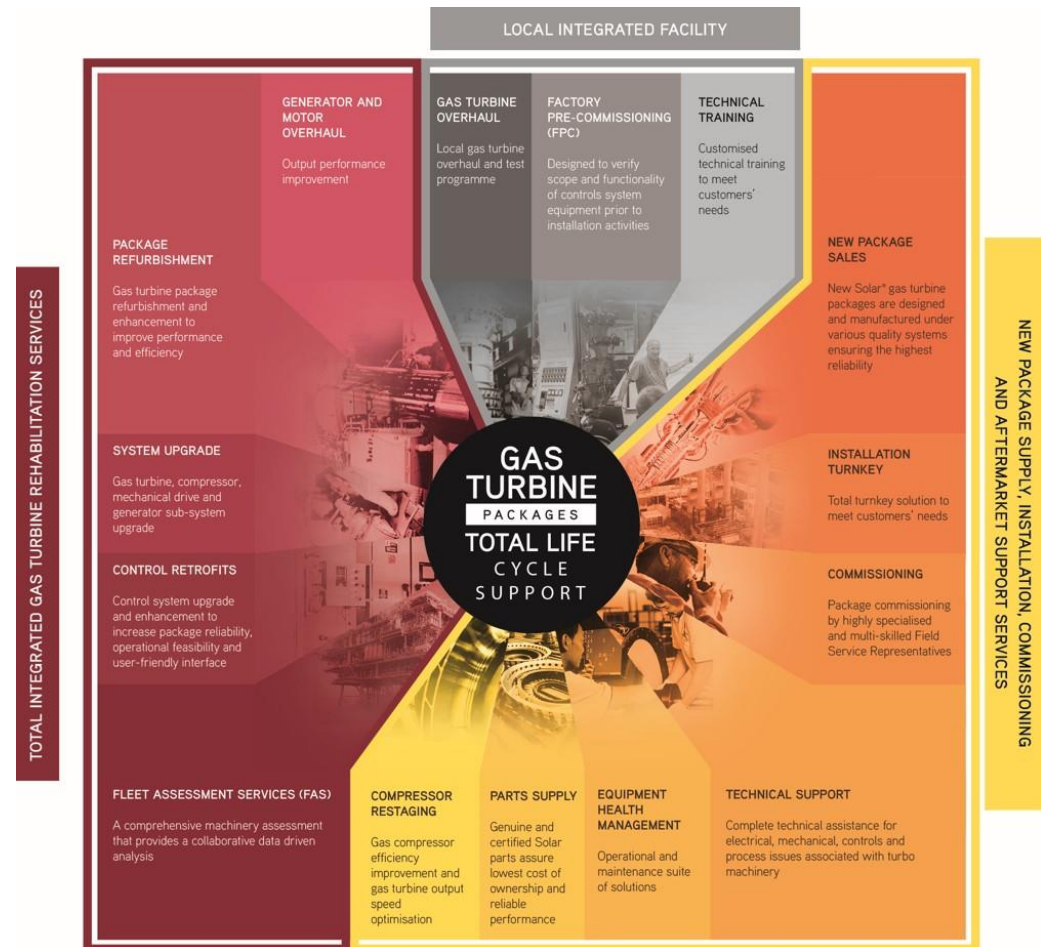
# POWER AND MACHINERY

- **Provision of gas turbine packages, aftersales support and services**
- **Supply, installation, repair and maintenance of valves and flow regulators**
- **Motors, generators and transformers maintenance 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



# LOCAL INTEGRATED FACILITY

## 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
- Only Solar Factory Pre-Commissioning tests for package system upgrades outside USA
- Capabilities:
  - Gas Turbine Overhaul
  - Gas Compressor Overhaul
  - Factory Pre-Commissioning Test for Control Systems Upgrade
  - Classroom and Practical Training



# PROVISION OF MAINTENANCE, SERVICE AND OVERHAUL

## DELEUM ROTARY SERVICES

- Acquired in year 2010
- International Electrotechnical Commission Explosive (IECEX) certified
- Facilities/ Service centres at Kajang, Kemaman and Bintulu which are authorized by Original Equipment Manufacturers (OEMs)
- Supported by highly skilled, experienced and trained personnel to execute workshop activities and field works
- Provides an integrated package solution for Plant Turnaround and Outages on the provision of specialized Services such as Condition Based Monitoring (CBM), Repair and Overhaul for electrical equipment (onsite), machining, inspection and upgrades.



# VALVES AND FLOW REGULATORS SERVICES

**PENAGA DRESSER** is the sole agent of Dresser's products on Control Valves, Regulators and Safety Relief Valve for the Malaysian 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**

- **Slickline equipment and services (Slickline)**
- **Asset Integrated Solutions (A.I.S.)**
- **Specialty Chemical and Well Stimulation (SCWS)**

# OILFIELD SERVICES

Oilfield Services segment focuses on the provision of:

- Focuses on upstream activities which is, predominantly in the sub-surface sections on upstream
- Provision of slickline equipment and services activities
- Integrated wellhead maintenance services
- Asset integrated solutions (AIS)
- Data processing and interpretation
- Geoscience studies
- Auxiliary cementing and casing accessories
- Production facilities
- Drilling related services
- Integrated chemical solutions



# 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



# ASSET INTEGRATED SOLUTIONS (A.I.S.)

**A.I.S.** was established in 2013 which sets to be a provider of niche product in asset lifecycle which consolidates and integrates the products and services under Oilfield Services segment including Integrated Chemical Solutions.

- A.I.S. helps to bolster the strength of the segment in addressing specific requirement of the customers ranging from a selection of specific services to designing and managing complex projects.
- A.I.S. offers the provision of comprehensive, high quality and cost-effective services that help to customize solutions for all types of assets through smart and viable integration of diversified services.



# SPECIALTY CHEMICAL & WELL STIMULATION (SCWS)

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**SCWS** is a research oriented unit within the Oilfield Services segment focusing on developing chemical solutions for production enhancement, flow assurance and well integrity.

- SCWS's solutions include a wide scope of performance chemicals designed to support activities such as :
  - a) Production enhancement
  - b) Well stimulations
  - c) Tubing & wellbore cleaning
  - d) Integrated tank cleaning
  - e) Integrated pipeline cleaning
  - f) Integrated process equipment cleaning
  - g) Integrated Improved Oil Recovery (IOR) services.
- Following the success of the development and commercialisation of SolidClenz™ in collaboration with PETRONAS Research Sdn. Bhd. and PETRONAS Technology Ventures Sdn. Bhd. respectively, Deleum continues to leverage on the in-house expertise to further develop solutions.
- In 2013, a Research & Development (R&D) facility was set up in Petaling Jaya to further support the Chemical Services unit's R&D efforts.

## SPECIALTY CHEMICALS\*

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

\* As of date of printing



# INTEGRATED CORROSION SOLUTION

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

# INTEGRATED CORROSION SOLUTION (ICS)

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**DELEUM PRIMERA** is currently providing services in the integrated corrosion, inspection and mitigation for the oil and gas industry. Other services include composite repair integrity for pipeline and structure for the oil and gas industry as well as general industries.

- Core services and solutions provided:
  - a) Surface preparation works
  - b) Corrosion protection and prevention application
  - c) Fire proofing and shielding
  - d) Cold and hot insulation
  - e) Structure, equipment and pipeline integrity maintenance

# INTEGRATED CORROSION SOLUTION (ICS)

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



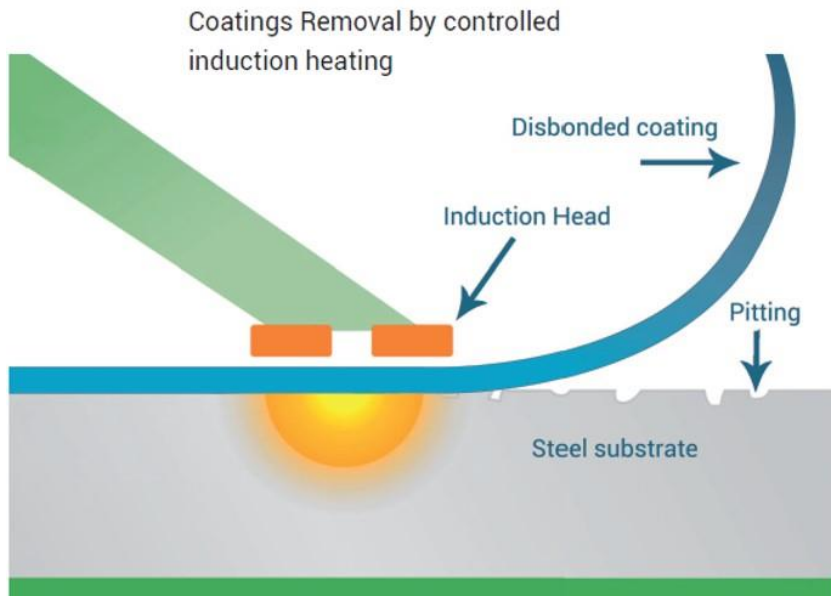
## SPONGE-JET Technology

- Alternative green blasting technology
- Environmental friendly with low dust emission and no silica content
- Exponential waste reduction
- High efficacy and productivity during blasting
- Improves work safety
- Reduces 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



# INTEGRATED CORROSION SOLUTION (ICS)

**DELEUM PRIMERA** has also ventured with Pinovo – ATEX Certified Vacuum Blasting Technology. Pinovo is an international world class-supplier of environmental friendly innovative and patented technology for treatment, maintenance and inspection of industrial surfaces.

Pinovo has been certified by ATEX given the ability to work in any areas including explosive areas.



The company recently introduced a new coating green technology called NRXTM Coating System which utilises rust conversion primer, water borne and surface tolerant. NRXTM coating requires minimum surface preparation and provides excellent corrosion protection whilst reducing the cost of coating application.

NanoRustX<sub>LLC</sub>



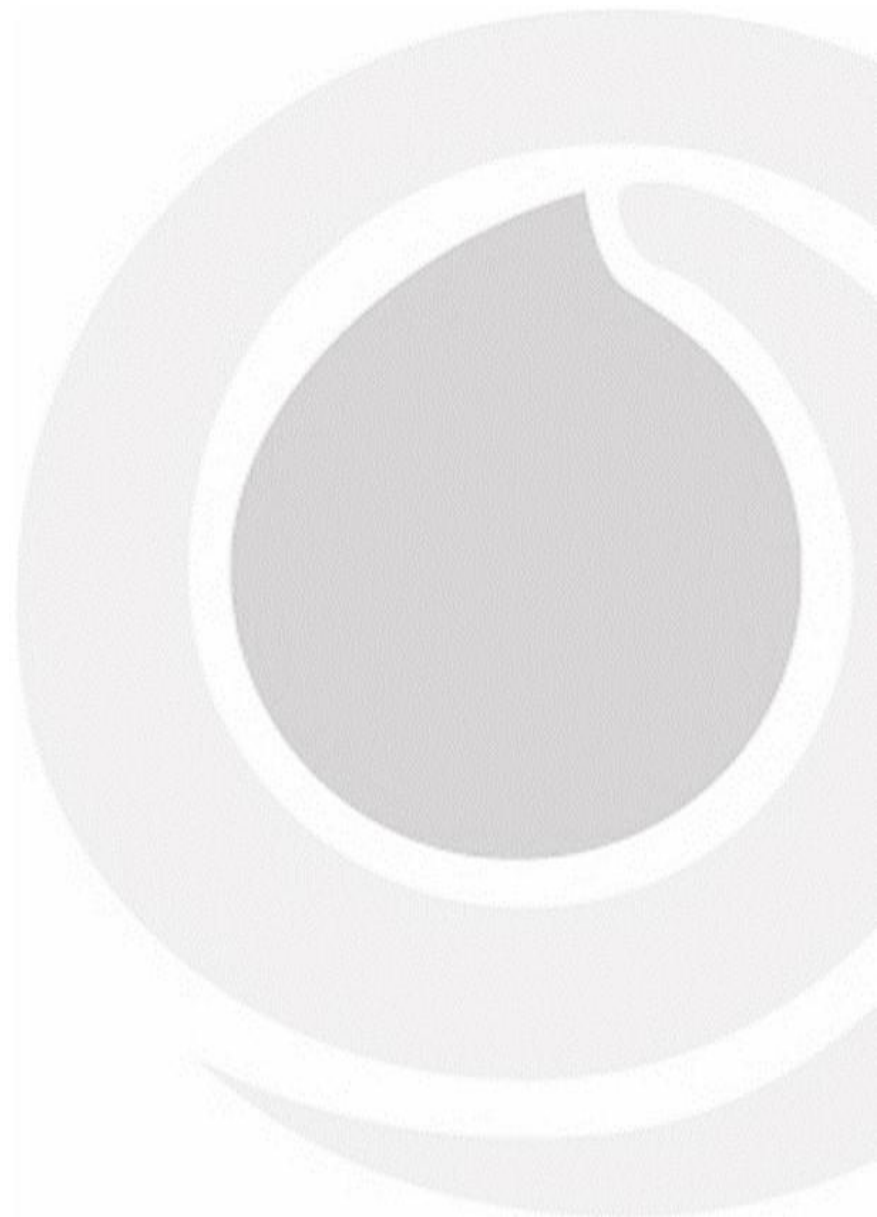
NANO TECH, ECO FRIENDLY, RUST EXTERMINATING COATINGS

Deleum Primera been appointed as a distributor by PT Slickbar who is one of the largest Oil Spill control companies in the world. SLICKBAR™ Indonesia locally manufactures Oil Booms, Oil Skimmers, Oil Absorbents, Oil Spill Monitoring Systems, Oil Dispersants, Dispersant Sprayer Systems, Oil Spill Response Vehicles, Response Vessels and many others.





# 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.



# OILFIELD CONTRACTS

## UPDATES FROM UMBRELLA CONTRACTS BY PETRONAS CARIGALI SDN BHD (PCSB)

<b>Date of Award</b>	<b>Years</b>	<b>Umbrella Contract details</b>
<b>28 April 2017</b>	<b>3+1</b>	<b>Provision of Integrated Drilling Services for Package A and B for PCSB</b>
<b>1 November 2017</b>	<b>5</b>	<b>Provision of Rock/ PDC Bits/ Hole Enlargement Equipment and Services for Petroleum Arrangement Contractors (PACs)</b>
<b>15 November 2017</b>	<b>5</b>	<b>Provision of Geomechanics and Pore Pressure Prediction Study for PCSB</b>
<b>15 January 2018</b>	<b>2</b>	<b>Provision of Casing Accessories and Auxiliary Cementing Equipment for PCSB</b>

# ICS CONTRACTS

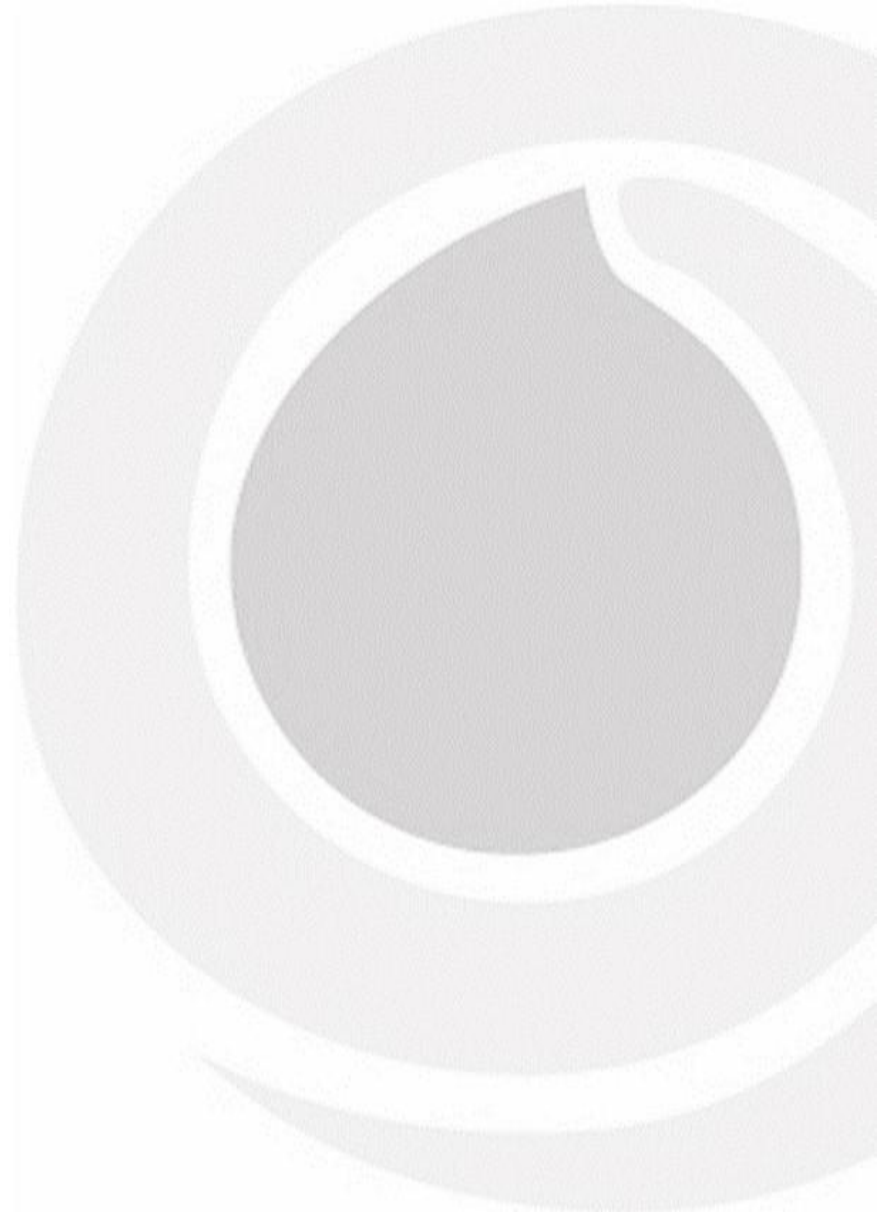
## MCM CONTRACT

- On 20 September 2017, Deleum Primera Sdn. Bhd. Secured a major contract for the Provision of Maintenance, Construction and Modification (MCM) services for PETRONAS Carigali Sdn Bhd (PCSB) – Package C (Offshore) – Peninsular Malaysia Gas.
- The duration of the contract is for five (5) years with an extension period of one (1) year from 20 September 2017 until 19 September 2022 at an agreed fixed schedule of rates.
- The MCM contract involves:
  - Top Side Maintenance (TSM)
  - Hook Up and Commissioning (HUC)
  - Facility Improvement Programme (FIP)
  - Provision to supply Marine Spread.





# **AWARD & CERTIFICATIONS**



# AWARD OBTAINED

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

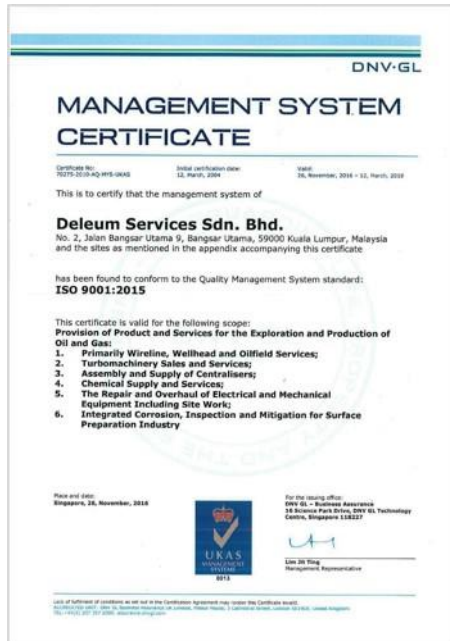
- Deleum was awarded **Excellence Award for Top Corporate Governance (CG) and Performance** (*Market Capitalisation between RM300 million to RM1 billion*) by Minority Shareholder Watch Group (MSWG) on 6 December 2017.
- This award marks the third consecutive year that Deleum has been recognised for its excellent corporate governance practices.
- The purpose of the MSWG ASEAN CG Award 2017 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.



**MINORITY SHAREHOLDER WATCHDOG GROUP**  
BADAN PENGAWAS PEMEGANG SAHAM MINORITI BERHAD



# 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 25<sup>th</sup> July 2020)



## ISO 14001:2015 Environmental Management System

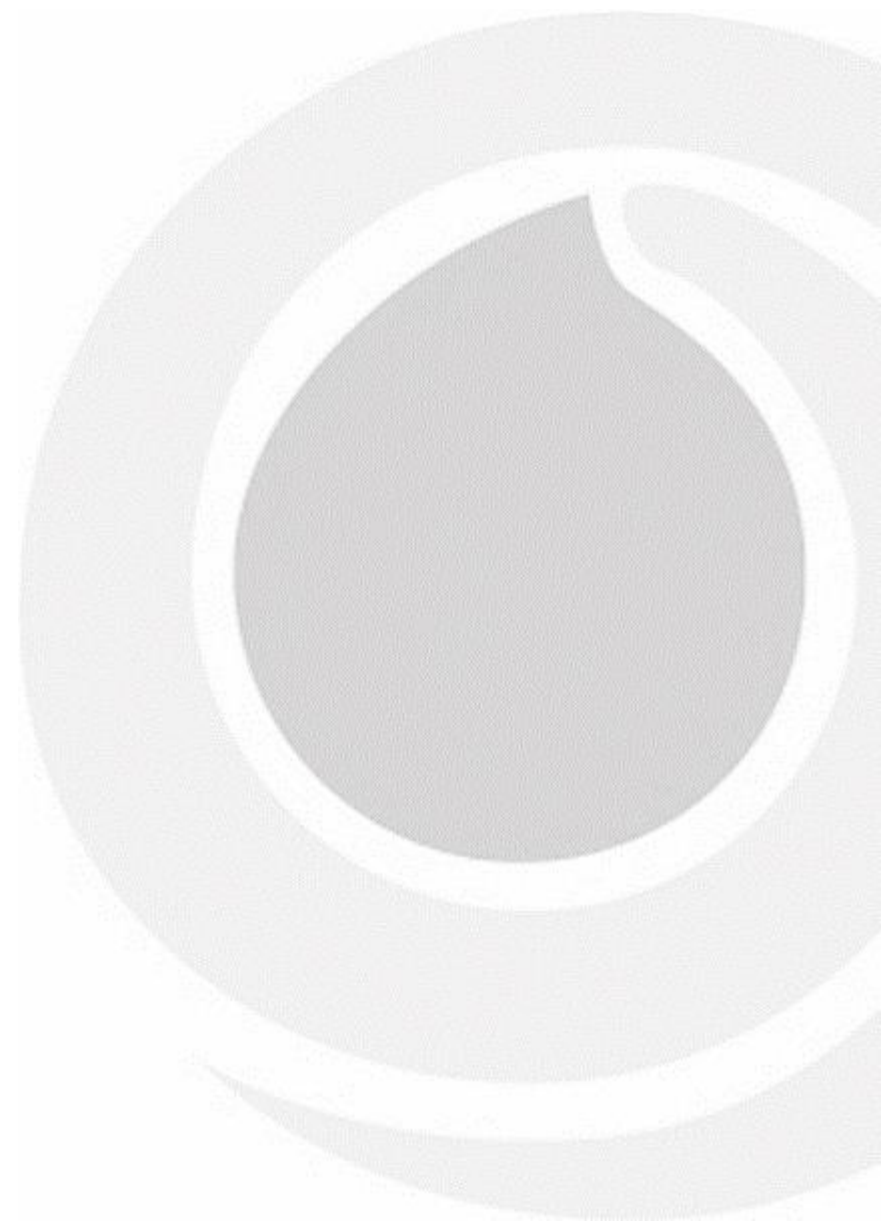
Deleum Chemicals Sdn. Bhd.

(Valid till 1 October 2018)



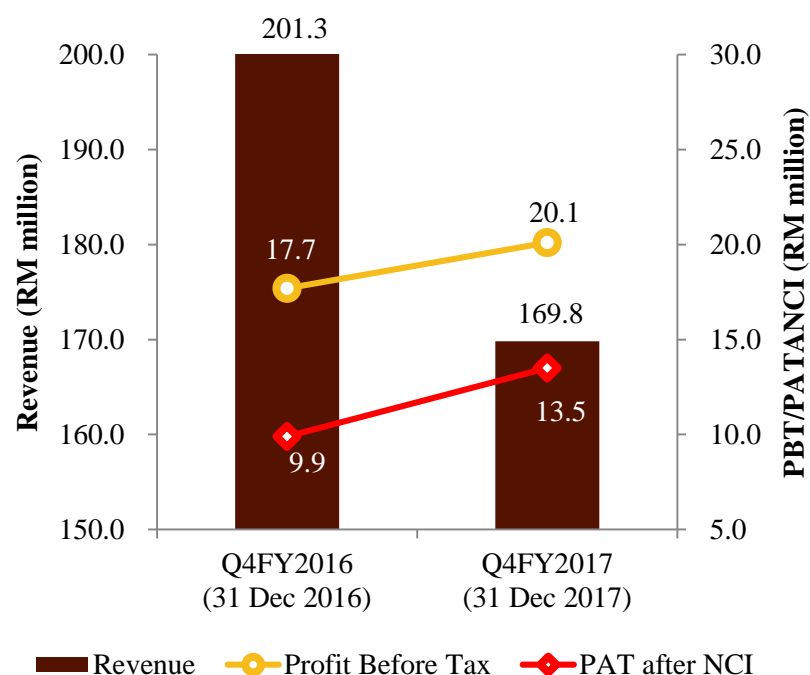
# **FINANCIAL RESULTS**

## **Q4FY2017**



# QUARTERLY RESULTS – Q4FY2017

## QUARTERLY - REVENUE/PBT/PATNCI



### TOP LINE ANALYSIS

Q4FY2017 revenue decreased by RM31.4 million or 15.6% as compared to Q4FY2016.

#### P&M:

▼ RM33.0 mil (▼ 21.7%)

Due to lower revenue contribution from decrease in work order level for exchange engine and ancillary services and retrofit projects, offset partially by the increase from parts, repairs, maintenance, valve and flow regulators.

#### OS:

▼ RM5.4 mil (▼ 15.0%)

Due to lower utilisation of slickline assets, well intervention and enhancement services with lower sales mitigated by higher revenue from oilfield chemicals.

#### ICS:

▲ RM7.0 mil (▲ 53.3%)

Due to higher work orders completion on the corrosion protection and maintenance services.

### BOTTOM LINE ANALYSIS

PBT for Q4FY2017 increased by RM2.4 million or 13.4% as compared to Q4FY2016 due to better sales mix with higher margins from P&M and ICS segments, but offset with lower share of results from associates due to an additional impairment charge. Q4FY2016 results were impacted by a one-time restructuring charge of rotary business and write-offs of Oilfield assets and inventories.

#### P&M:

▲ RM2.4 mil (▲ 18.2%)

Due to better sales mix with higher margins.

#### OS:

▲ RM2.0 mil (▲ 103.7%)

Due to higher margin contributions from oilfield operations backed by lower finance costs.

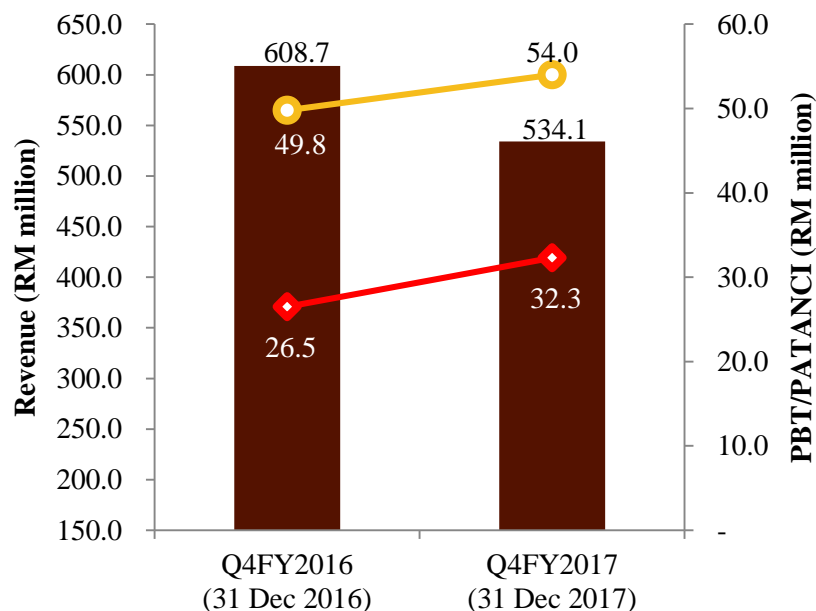
#### ICS:

▼ RM2.0 mil (▼ 58.6%)

Due to downward pressures on margins and higher cost to serve due to upscaling capacity to support the delivery of MCM contract.

# CUMULATIVE RESULTS – Q4FY2017

## CUMULATIVE - REVENUE/PBT/PATNCI



■ Revenue    ● Profit Before Tax    ◆ PAT after NCI

## TOP LINE ANALYSIS

Cumulative Q4FY2017 revenue contracted by RM74.6 million or 12.3% as compared to the corresponding period.

### P&M:

▼ RM64.7 mil (▼ 15.1%)

Due to lower work orders for exchange engines but alleviated by higher revenue contribution from training, parts, repairs and maintenance of valve and flow regulators.

### OS:

▼ RM16.1 mil (▼ 11.9%)

Due to lower revenue contribution from slickline activities and well intervention and enhancement services mitigated by higher contribution from oilfield chemicals.

### ICS:

▲ RM6.1 mil (▲ 14.0%)

Due to higher work orders completion on corrosion protection and maintenance services.

## BOTTOM LINE ANALYSIS

Cumulative PBT for Q4FY2017 was higher by RM4.3 million or 8.6% as compared to the corresponding period due to lower impairment charges, restructuring costs, financing costs and favourable effective tax rate being offset by a net forex loss.

### P&M:

▲ RM3.2 mil (▲ 9.0%)

Due to better sales composition and improved margins from repair and maintenance of valves, flow regulators and ancillary services, absence of a non-recurring restructuring cost offset by FOREX loss as compared to the corresponding period.

### OS:

▲ RM2.0 mil (▲ 16.0%)

Due to improved margins from slickline activities, recovery of oilfield chemical activities alongside lower finance costs on borrowings.

### ICS:

▼ RM0.03 mil (▼ 0.7%)

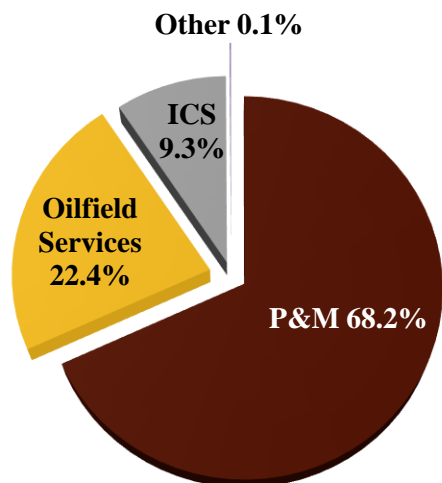
Due to downward pressure on margins and higher costs to serve.

# SEGMENTAL REVENUE – Q4FY2017

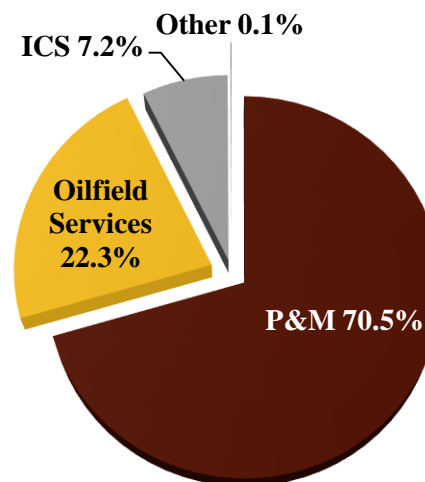
	Quarterly			Cumulative		
	Q4FY2017 RM'000	Q4FY2016 RM'000	Changes %	Q4FY2017 RM'000	Q4FY2016 RM'000	Changes %
Power and Machinery (P&M)	118,802	151,820	(21.75%)	364,409	429,105	(15.08%)
Oilfield Services (OS)	30,856	36,285	(14.96%)	119,403	135,515	(11.89%)
Integrated Corrosion Solution (ICS)	20,019	13,055	53.34%	49,746	43,633	14.01%
Other Non-reportable Segment*	172	129	33.33%	500	399	25.31%
<b>Total Segment Revenue</b>	<b>169,849</b>	<b>201,289</b>	<b>(15.62%)</b>	<b>534,058</b>	<b>608,652</b>	<b>(12.26%)</b>

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

**Segment Revenue Composition  
Cumulative Q4FY2017**



**Segment Revenue Composition  
Cumulative Q4FY2016**

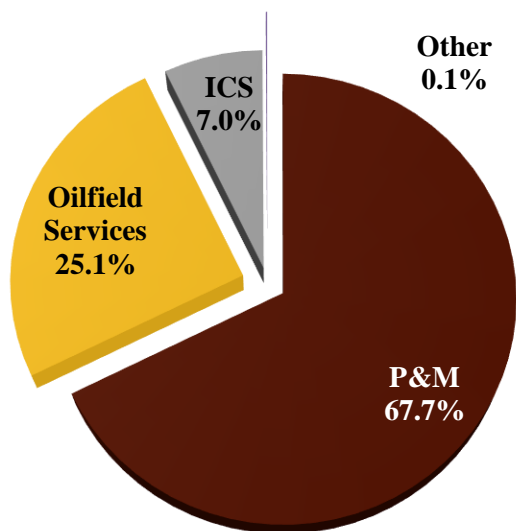


# SEGMENTAL RESULTS – Q4FY2017

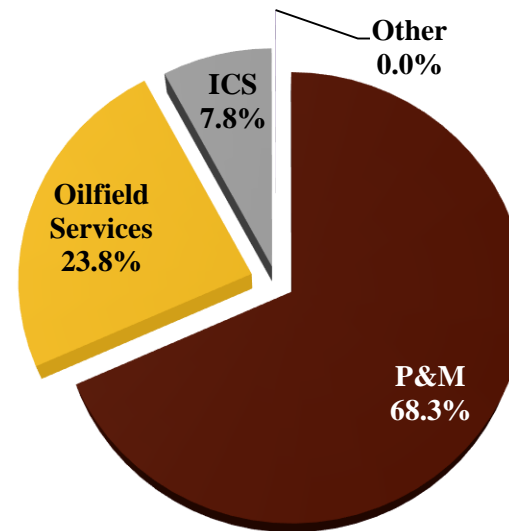
	Quarterly			Cumulative		
	Q4FY2017 RM'000	Q4FY2016 RM'000	Changes %	Q4FY2017 RM'000	Q4FY2016 RM'000	Changes %
Power and Machinery (P&M)	15,283	12,931	18.19%	39,109	35,884	8.99%
Oilfield Services (OS)	3,929	1,929	103.68%	14,523	12,515	16.04%
Integrated Corrosion Solution (ICS)	1,414	3,412	(58.56%)	4,072	4,099	(0.66%)
Other Non-reportable Segment*	16	6	166.67%	55	19	189.47%
<b>Total Segment Results</b>	<b>20,642</b>	<b>18,278</b>	<b>12.93%</b>	<b>57,759</b>	<b>52,517</b>	<b>9.98%</b>

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

**Segment Results Composition  
Cumulative Q4FY2017**



**Segment Results Composition  
Cumulative Q4FY2016**



# SUSTAINABILITY OF OUR BUSINESS

## BREAKDOWN OF REVENUE

### Products and Services by Segment

	Cumulative Q4FY2017		Cumulative Q4FY2016	
	Percentage (%)		Percentage (%)	
	Products	Services	Products	Services
Power and Machinery	44%	56%	39%	61%
Oilfield Services	10%	90%	8%	92%
Integrated Corrosion Solution (ICS)	0%	100%	0%	100%
Other Non-reportable Segment*	0%	100%	0%	100%
<b>Group Revenue</b>	<b>32%</b>	<b>68%</b>	<b>29%</b>	<b>71%</b>

### Recurring and Once-off by Segment

	Cumulative Q4FY2017		Cumulative Q4FY2016	
	Percentage (%)		Percentage (%)	
	Recurring	Once-off	Recurring	Once-off
Power and Machinery	78%	22%	82%	18%
Oilfield Services	97%	3%	96%	4%
Integrated Corrosion Solution (ICS)	0%	100%	0%	100%
Other Non-reportable Segment*	100%	0%	100%	0%
<b>Group Revenue</b>	<b>75%</b>	<b>25%</b>	<b>79%</b>	<b>21%</b>

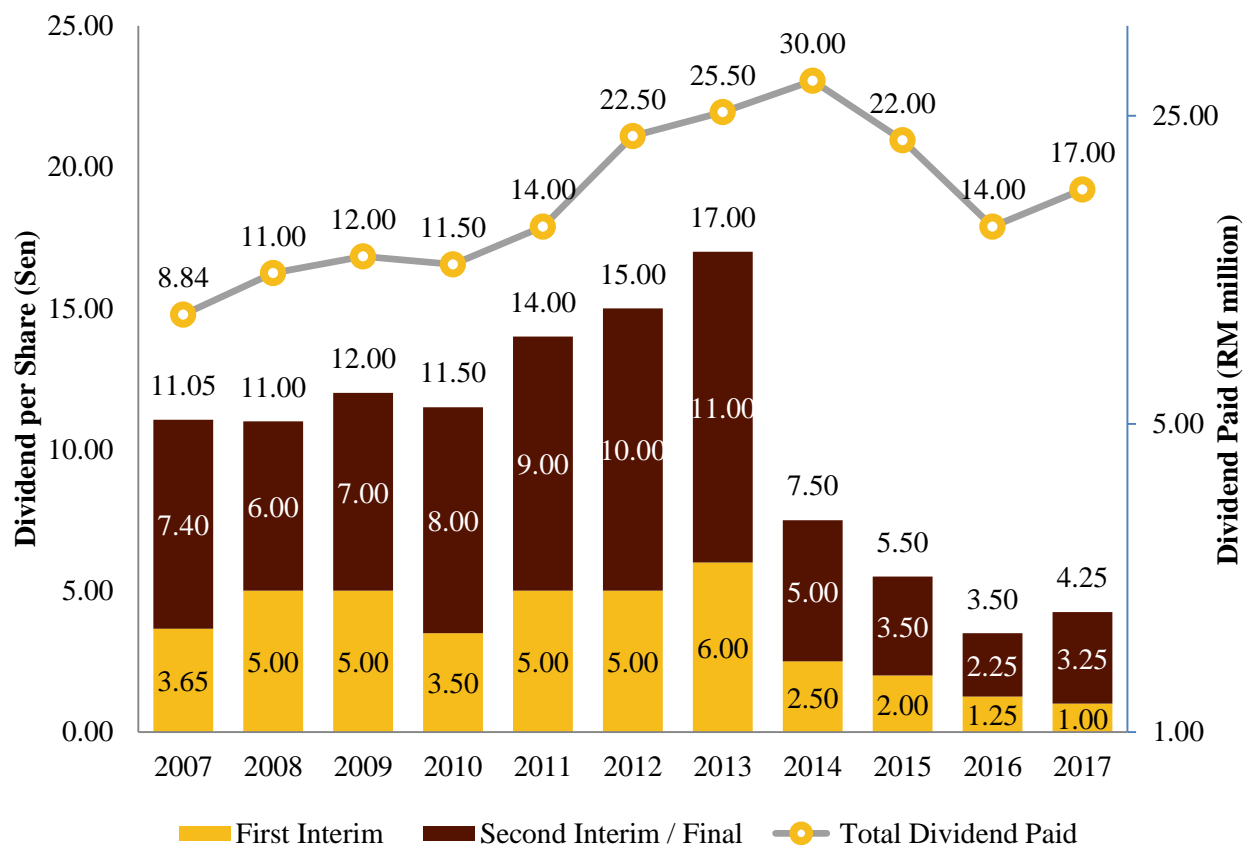
\* Other non-reportable segment comprises provision of management services to TOSB, a joint venture between Deleum Berhad and SOLAR.

# 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.

### DIVIDEND HISTORY FROM FY2007 – FY2017



**FY2017 DIVIDEND**  
per share

**4.25 sen**

**Total Dividend Paid**  
since listing

**RM191.5 mil**

**Dividend Payout**  
ratio of

**52.7%**

of earnings attributable to  
equity holders of the  
Company for FY2017

# 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 RM1.05*)	A	RM5.25
Accumulated dividend received	B	RM2.35
<b>Total Return</b>	<b>C=A+B</b>	<b>RM7.60</b>
<b>Cost of Investment on IPO</b>	<b>D</b>	<b>RM2.55</b>
<b>Net Return</b>	<b>E=C-D</b>	<b>RM5.05</b>
<b>% of Return for One (1) Unit of Share Invested since IPO</b>	<b>E/D X 100%</b>	<b>198%</b>

Note:

\* Closing price as at 28 February 2018 is RM1.05 per ordinary share.

# ORDER BOOK

Contracts	Expiry Year
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 Integrated Drilling Services	2020
Provision of Casing Accessories	2020
Provision of Well Control Services	2022
Provision of Rock/ PDC Bits/ Hole Enlargement Equipment	2022
Provision of Geomechanics and Pore Pressure Prediction Study	2022
MCM Contract	2022
Long Term Service Agreement for Gas Turbine	2023
Supply of Gas Turbine Packages	2023
<b>Total Order Book = RM2.0 billion*</b>	

Note:

\* As at 28 February 2018.

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