Mobil™

2nd Quarter FY 2017-18
Earning Disclosure
of MJL Bangladesh Limited



Forward Looking Statement

This presentation may contain statements that constitute forward-looking statements about the Company, within the general meaning of the term and within the meaning of applicable securities laws, including financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations. These statements may appear in a number of places in this document and may include statements regarding our intent, belief or current expectations regarding our customer base, estimates regarding future growth in our different business lines, market share, financial results and other aspects of our activity and situation relating to the Company. The forward looking statements in this document can be identified, in some instances, by the use of words such as “expects”, “anticipates”, “intends”, “believes”, and similar language or the negative thereof or by the forward-looking nature of discussions of strategy, plans or intentions.

Such forward-looking statements, by their nature, are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in the forward-looking statements as a result of various factors.

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Finally, be advised that this document may contain summarized information or information that has not been audited. In this sense, this information is subject to, and must be read in conjunction with, all other publicly available information.

Board of Directors
MJL Bangladesh Ltd.



From the left (Sitting)

Mr. Md. Aminur Rahman (Director); Mr. Abdul-Muyeed Chowdhury (Director); Mr. Nazimuddin Chowdhury (Chairman); Mr. Azam J Chowdhury (Managing Director); Dr. Mohammad Tamim (Independent Director)

From the left (Standing)

Mr. Quazi Mohammad Shariful Ala (Independent Director); Mr. Tanjil Chowdhury (Director); Mr. Md. Quamrul Hasan (Director)

Alliance Partner

MJLBL, an alliance partner of ExxonMobil, is manufacturer, blender, packager, importer, marketer, seller, distributor of ExxonMobil products and:

- Provides services owned by ExxonMobil or its affiliates
- Bearing brands owned by ExxonMobil or its affiliates
- Receives information and technical assistance from ExxonMobil
- Receives marketing and engineering support services from ExxonMobil

ExxonMobil

Energy lives here™

Compliance, Awards and Honors

- 3PMIS, QMIS, QP&G, ISO 9001:2015 compliant
- API: CF/SF certified 3 Omera products
- World-class lube oil blending plant – 3.8 out of 4.0, higher than ExxonMobil benchmark standard ie 3.2
- Excellence in Business Performance Award from ExxonMobil - twice
- ICSB Corporate Governance Excellence (Gold Award) in the Engineering, Fuel & Power Companies Category
- NBR Top Taxpayers' Award 2016-17 – 4th Highest Taxpayer in 'Other' Category
- CRISL rated the Company as 'AA+' in the long-term and 'ST-1' in the short-term





Drivers of **Growth**



Drivers for Growth



Global outlook

- Global demand for energy will rise by 25% from 2014 to 2040
- Heavy-duty vehicles is expected to increase by 45% from 2014 to 2040
- Aviation, marine and rail transport will rise to 65% of current level by 2040

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Drivers for Growth



Surge in automobile industry

- 15,000 private cars are imported every year
- Sale of private cars has increased sharply - 56 cars registered every day in Bangladesh in 2016
- Uttara Motors, PHP, IFAD and Rangs Group beside Pragati have established their own assembling plants
- Car market size stands between BDT 40 to 50 billion with an annual growth of 15-20%

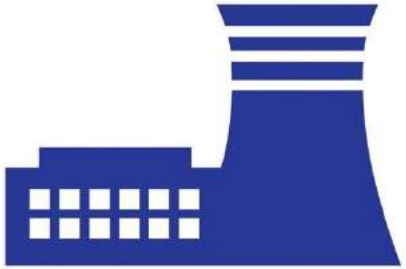


Growing middle class

- Two million people join the rank of middle class every year in Bangladesh
- 33% of total population will reach the middle class by 2030

Drivers for Growth





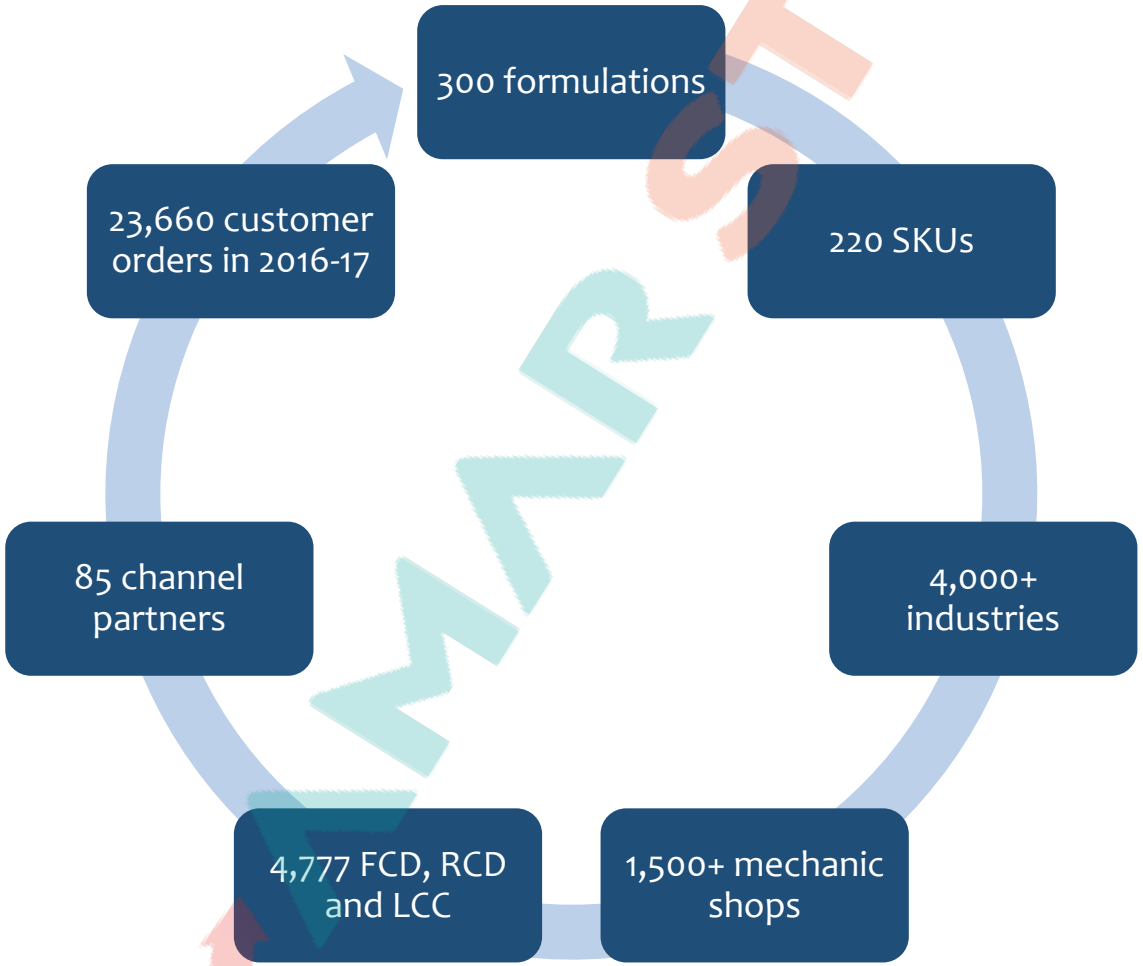
Development of power sector

- Bangladesh Govt. has planned to produce 24,000 MW electricity by 2021
- Currently MJLBL provides around 72% of total lube oil consumption in power sector

Rapid industrialization

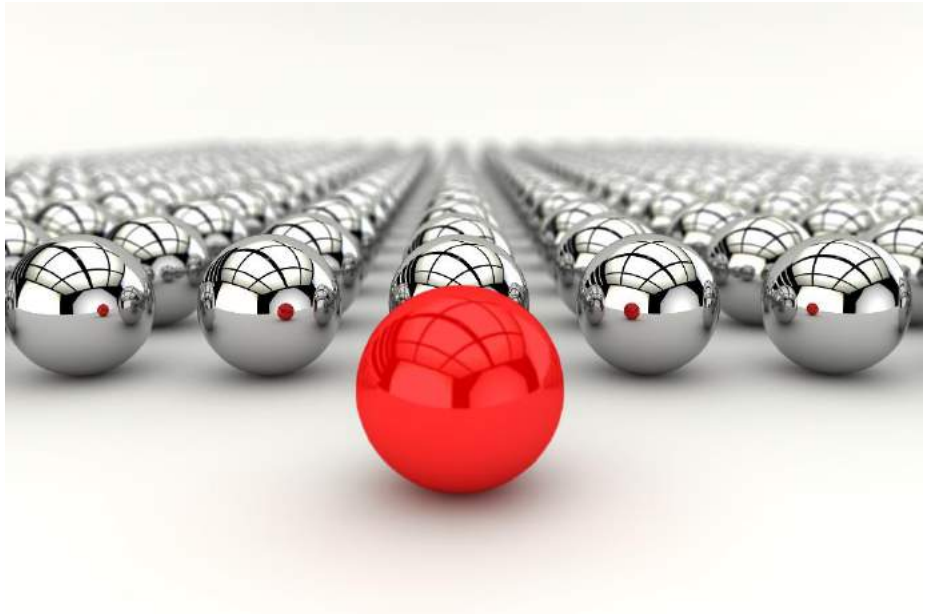
- Government has approved 37 new economic zones
- Rising FDI in the country
- Deep sea port
- Construction of Padma Bridge and other mega infrastructures

Lubricant Products and Solutions to…



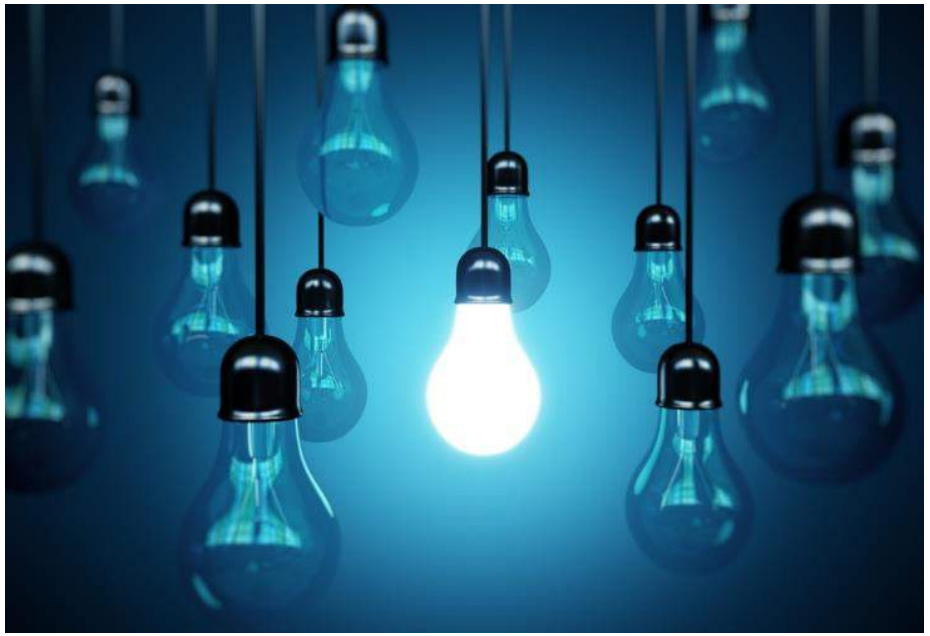
Our Distinctiveness

- Possessing a robust brand recall – Mobil means lubricant as generic name
- Mobil 1 is the proven overall best brand in the world
- Third party inter-lab cross checking by US based ASTM
- Remote maintenance of ILB from USA
- Stringent and rigorous quality control
- World-class fuel testing lab providing services (main customers are Padma, Meghna, Jamuna, Summit, etc.)
- Two country's largest ocean-going AFRAMAX Tanker vessel
- One point shop: Cater the 360° requirement



Our Distinctiveness

- Consolidated solutions provider to improve productivity
- Dynamic and far-reaching distribution network
- Base oil tank is directly connected with Dolphin jetty of Chittagong Port
- Comprehensive supply chain ensures product availability
- Largest market share
- Export of lube oil beyond the horizon (Nepal)
- Geographical presence at the strategic locations
- Strong technical team with deep knowledge supported by qualified personnel
- Lowest attrition rate in the industry



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Reducing carbon footprint

- Zero emission plant adhering to environmental requirement
- Monitoring greenhouse gases on a consistent basis
- Energy efficient LED units
- Reduce water consumption
- Not a single drop of oil is visible in plant
- Energy efficient 15-storey Mobil House in Gulshan



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New Initiatives to Gain Market Lead and Enhance Customer Satisfaction

- US$ 500,000 invested for packaging excellence project to prevent adulteration and product quality integrity
- USD 430,000 invested in new lab equipment
- Delvac Super 1400 and Omera Ultra V – new product introduction as per market need
- Export of marine lubricants to ocean going vessels
- 1,000 litre intermediate bulk container (IBC)
- 20,000 litre flexibags for bulk customers
- 9 m^3 tank lorry
- Mobil Mobile app



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New Infrastructures



15-storey Mobil House in Gulshan

- LEED certified energy efficient
- Civil work completed
- Interior works in progress – expected to be completed by June 2019
- MJLBL, its subsidiary and sister companies will shift to this building
- The office will strengthen revenue from rental earnings



10 storied Mobil House, Chittagong

- Completed
- MJLBL, its subsidiary and sister companies is being shifted to this building
- The office will strengthen revenue from rental earnings



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6-storied multipurpose building, Jessore

54,000 sft multipurpose building

- Sales office
- Warehouse
- Disaster recovery site
- Document archive
- Remaining spaces will be rented out



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Disaster recovery site, Jessore

- Auto fire detection and fire fighting system
- Ultrasonic rat & rodent repellent systems
- Environmental monitoring system with energy monitoring
- Automatic voltage regulator
- Automatic intelligent transfer switch
- Transient voltage surge suppression (TVSS) system
- Access control system
- Network video recorder with IP camera



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Document archive, Jessore

- 24/7/365 monitoring
- Temperature, dust and humidity controls
- Bugs or insects control
- Very early fire detection system
- Gaseous fire suppression
- Safe and green electrical power system
- Easy and protective shelving
- Secure access control



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Products & Services

Product Lines

- Passenger vehicle lubricants (PVL)
- Commercial vehicle lubricants (EVL)
- Industrial lubricants (IL)
- Marine products (MAR)
- Aviation products (AVL)
- Grease products



High performance Mobil Lube

Mobil products and services help enhancing engine performance and productivity

- Engine oil
- Gear oil
- Transmission fluid
- Turbine and circulation oils
- Hydraulic oils
- Air compressor oils
- Refrigeration oils
- Gas engine oils
- Rail road oils
- Textile and garments machinery oils
- Paper machine oil
- Transformer oil
- Rust preventives
- Synthetic high temperature chain lubricants



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Omera Lube: quality products at competitive prices



Introduced "Omera" brand as per the market demand, where ExxonMobil does not have any Mobil offer in their product line.

- Targeted price sensitive customers
- Mainly focused on automotive sector
- BMW and API: CF/SF certified products

Main products:

- Omera Lube 1 5W 40---- API SL, BMW Longlife-01
- Omera Motorcycle Oil 10W 30--- API SL, JASO MA2
- Omera Motorcycle Oil 20W40---API SL, JASO MA2
- Omera Ultar V 20W 50--- API CF/SF

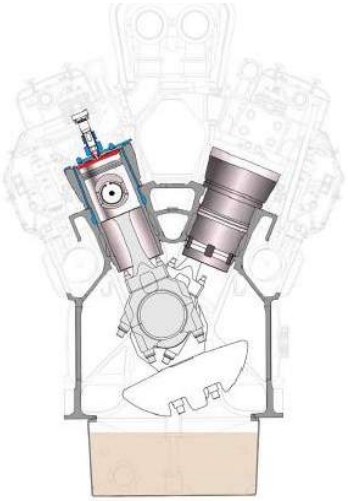
Enhanced Technical Services Keep Us Ahead

- Cylinder Condition Monitoring (CCM) - Videoscope
- Thermal Imaging Inspections
- Vibration Analysis
- Training
- Oil Analysis
- Portable test kits
- Equipment lube survey
- Breakdown investigation and problem solving
- Benefit report









Only MJLBL is providing these services using expensive equipment in lube industry

State-of-the-art Lube Plant

- Fully computerized In-Line Blending System ensures 100% product specification and quality compliance
- Most technologically advanced in-line blending facilities in South East Asia
- Production capacity – 150 kbbl/ year
- Automated filling equipment
- 300 lube oil formulations
- 24 years without lost time, incident or injuries
- Zero emission plant aligned with ExxonMobil quality program



World-Class Lab Ensures Quality

- USD 430,000 invested in new lab equipment in 2017
- Contemporary lube oil testing laboratory to solve customer challenges
- Effectively designed laboratory to conduct fuel test and QA/QC tests of our products
- Implemented 5 quality control tools to ensure product quality
- Periodic audits and calibration ensuring consistency
- Providing oil testing services to clients: Padma, Jamuna, Meghna, and Summit are our main customers



Direct link with Dolphin Jetty 7



Country's Largest Grease Plant

- Technology from undisputed global leader Patterson, Canada
- Manufacture lithium based high quality greases
- Capacity of grease kettle - 4 MT
- 2 agitators, colloid mill, circulating pump
- Production capacity – 850 MT per annum
- Automated production control system
- Koehler, USA made testing equipment



Viscosity Improver Plant

- ExxonMobil approved additive manufacturer reduced cost of manufacturing
- First of its kind in Bangladesh
- Helps lubricants maintain their viscosity at changing temperature
- Ensure excellent shear stability for engine oil
- Technology from Silverson, UK
- Capacity of kettle - 4 MT per batch
- Production capacity – 800 MT per annum
- Scalable to next level



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Transformer Oil Processing

- Key manufacturer of transformer oil in Bangladesh
- Process highly refined naphthenic base transformer oil through automated centrifuging machine
- PLC controlled filling machine equipped with nitrogen blanketing system
- Capacity of tank – 30 m^3
- Production capacity – 2,000 MT per annum





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Vessels
& Other Facilities



Afarmax Oil Tanker Vessel

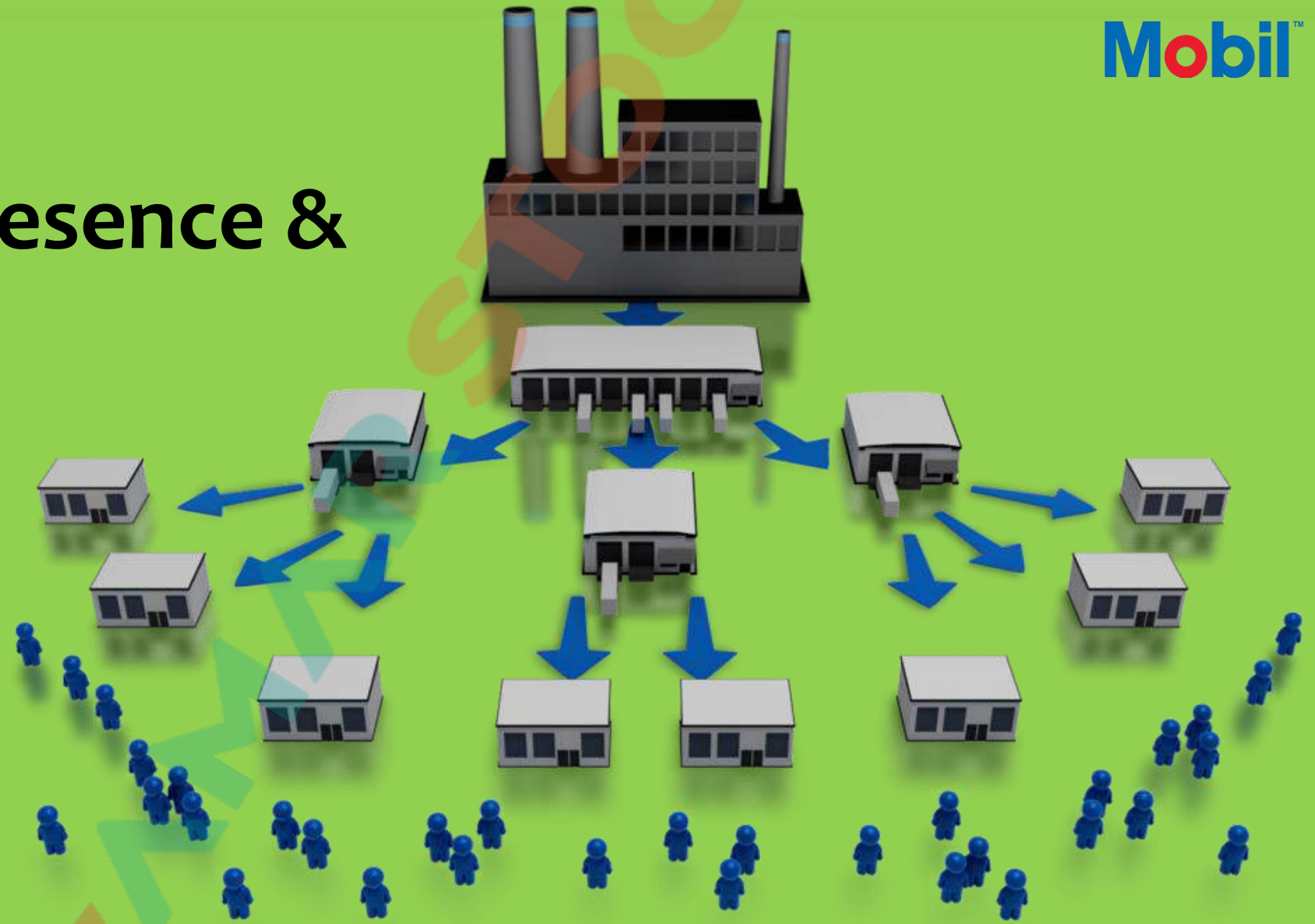


Oil Tanker

- Country's largest ocean-going aframax tanker vessel
  - Omera Queen – 106,547 DWT
  - Omera Legacy – 107,091 DWT
- Facilitates global B2B petrochemicals trading
- Omera Legacy made cargo handling capacity double
- Customers: BPC, Vitol, PNSC, Byco, BPCL, BORL
- Port operating: Jabel Dhanna, UAE, Chittagong, Bangladesh, Rastanura, Saudi Arabia, Sikka, India, Mina Al Ahmadi, Kuwait, Zirku Island, UAE, CRL Offshore Petroleum Jetty, Gaddani, Pakistan



Geographic Presence & Distributions



Strategic Geographical Presence



Office

Warehouse

Plant (LOBP)

Far-Reaching Distribution Network

- Jamuna Oil Company Limited – the prime distributor
  - Countrywide extensive network of 16 depots
  - Around 560 filling station, 1067 agents and 248 packed point dealers
  - Purchases automotive, industrial and aviation lubricants
- 85 Channel partners
- 1,500 plus motor mechanic shops
- 4,000 plus industrial customers
- Large warehouse capacity and service centers established at strategic locations
- Extensive pan-Bangladesh network
- Shortest customer lead times

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21 Acre Land at Strategic Locations

Asset Name	Decimal
Corporate Office, Gulshan	25.00
Share Office, Baridhara	13.00
Chittagong Plant	617.50
Jessore Warehouse	29.74
Kathgar Warehouse	467.00
Tejgaon Warehouse	50.00
Halishahar	11.12
Gazipur	776.00
Mirersharai	143.78
	2,133.14

- Planned purchase for future expansion
- Tk. 3,070 million book value

AMAR STOCK



Marketing & Sales
Promotional Activities



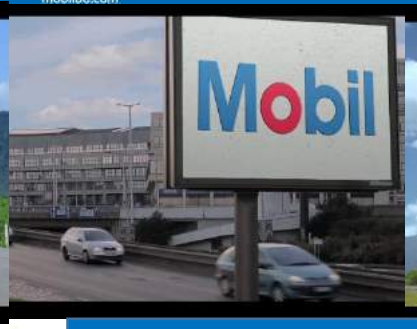


















ATL Activities

- TV Commercials during campaigns
- Newspaper & Magazine Ads
- Billboards





Digital Media Activities

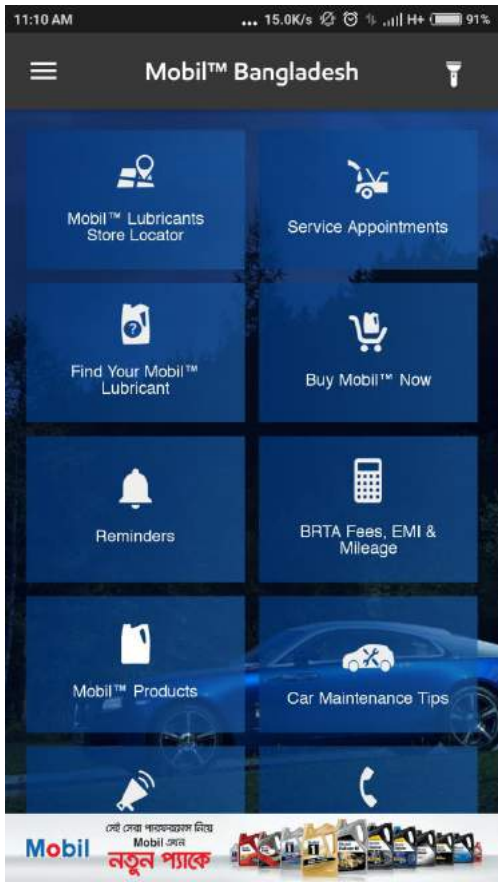








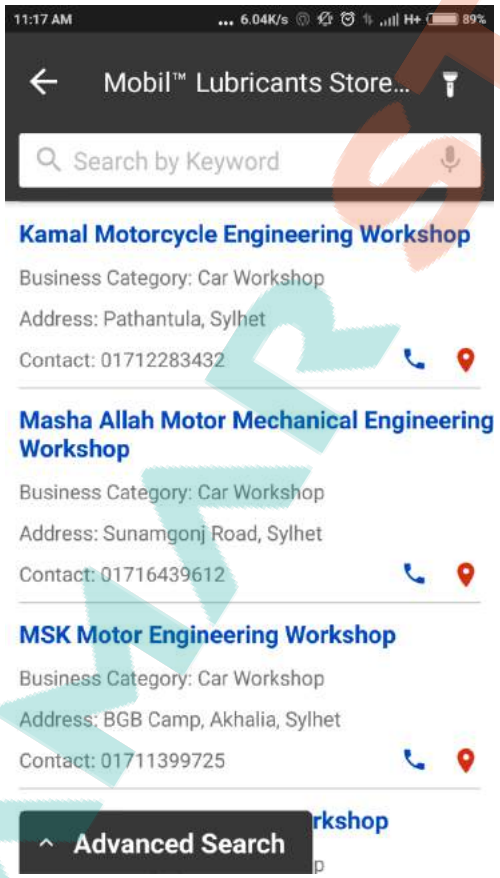
Mobil Bangladesh Application (Upcoming)



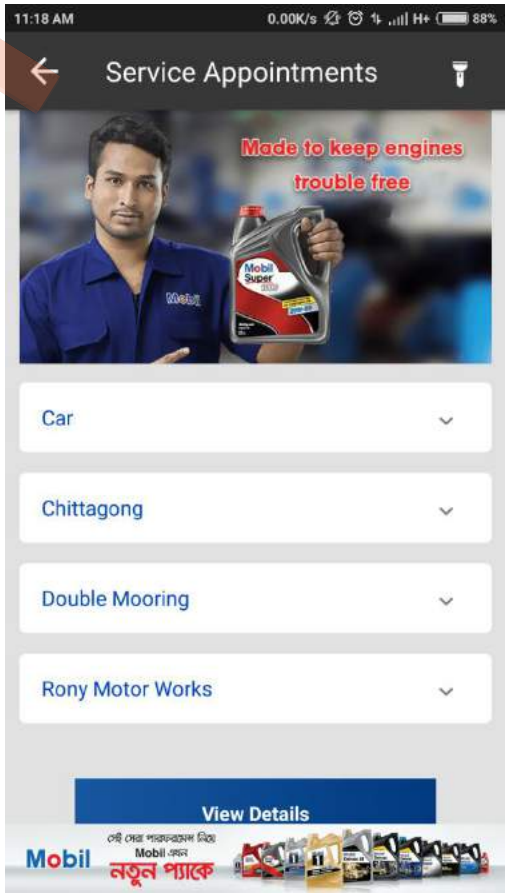
App Home page



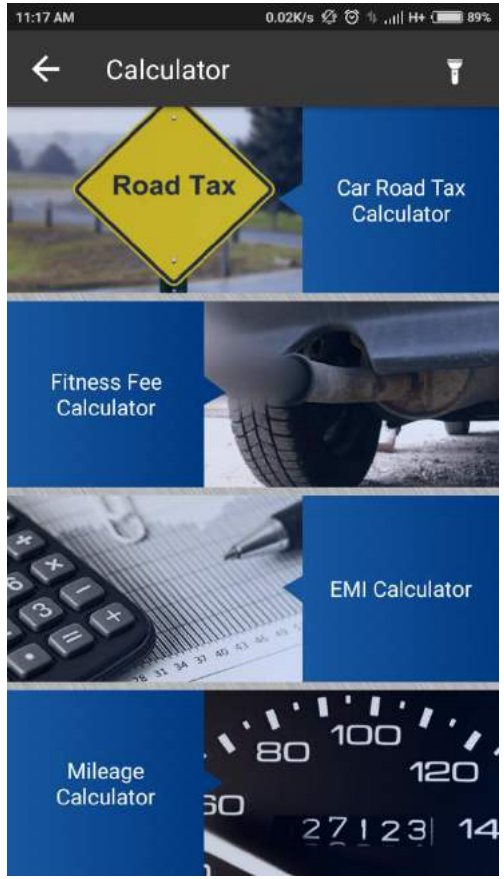
Mobil Products



Authorized Store



Service Appointments



Calculators















BTL & Trade Activities







Promotional Activities

- Participation in Trade Shows
- Dhaka Motor Show
- LCC/IIW Mechanics Awareness Program
- Motorcycle LCC Awareness & Can Redemption Program
- End-User Promotional Offer
- BTL Activation
- Road Show Programs
- Customer Clinic Programs
- Service Campaign Programs
- MCO LCC
- Retailers Sales Promotion Program
- LCC Mechanics Awareness Program
- Wholesalers Meet Program
- Lube Oil Conference
- Synthetic Seminars

Omera Lubricant Marketing Activities & Trade Promotions



Omera ultra V Sticker_w-14.5"x h-19.5"





Omera ultra V Poster_w-14.5"x h-19.5"







Omera Lubricant BTL Activities













Omera WRC Team has become the first Bangladesh Rally Team to achieve a monumental victory in (DDFT) World Rally Championship 2015. Marius Aasen along with his co-driver Veronica Engan landed the biggest prize in rallying for Bangladesh side as he won the Drive DMACK Fiesta Trophy in style. Omera, a world class lubricant brand produced in Bangladesh, sponsored the team.

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MJL Bangladesh Ltd. is the proud sponsor of the promising young World Rally Championship driver Marius Aasen of Team Omera's rally car. Team Omera's Ford Fiesta uses OMERA LUBE 1, advanced performance engine oil formulated under leading edge Synthetic Technology.





CSR Activities

- Umbrella donation to Traffic Police
- Standing Beside the Flood Affected People
- Winter Cloth Distribution to the Poor
- Computer donation to development organizations
- Test equipment donation to Center for Woman & Child Health Care Hospital



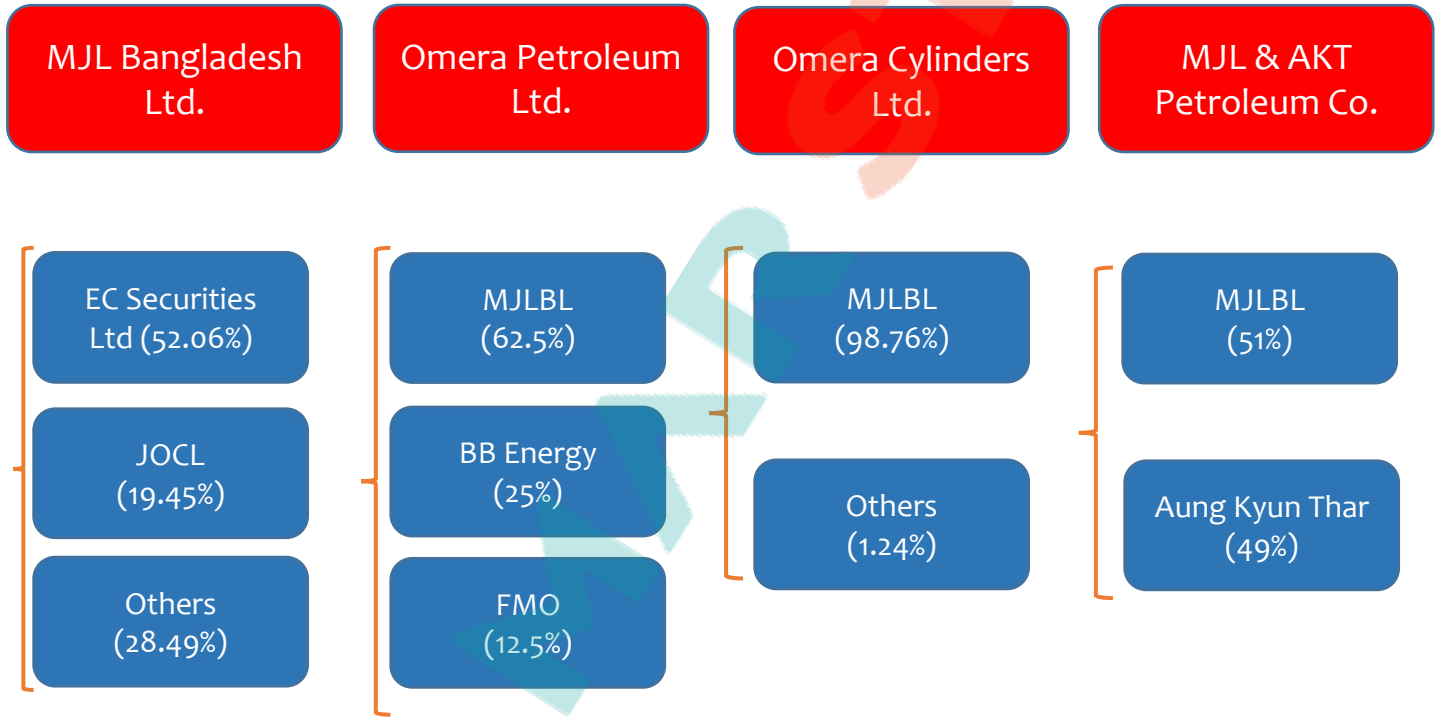




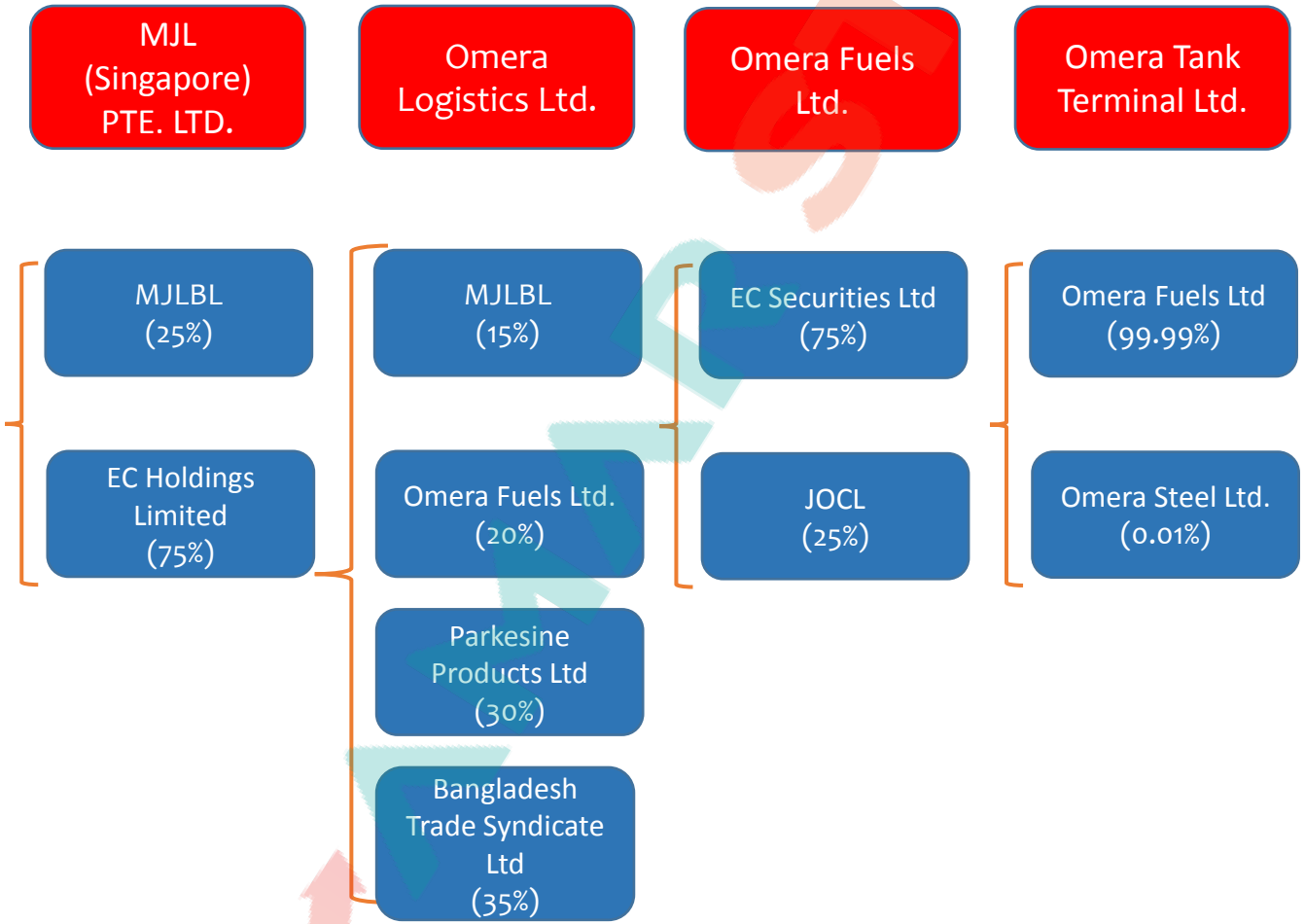
Synergies



Downstream synergy - subsidiaries



Downstream synergy - sister concerns



MJL & AKT Petroleum, Myanmar

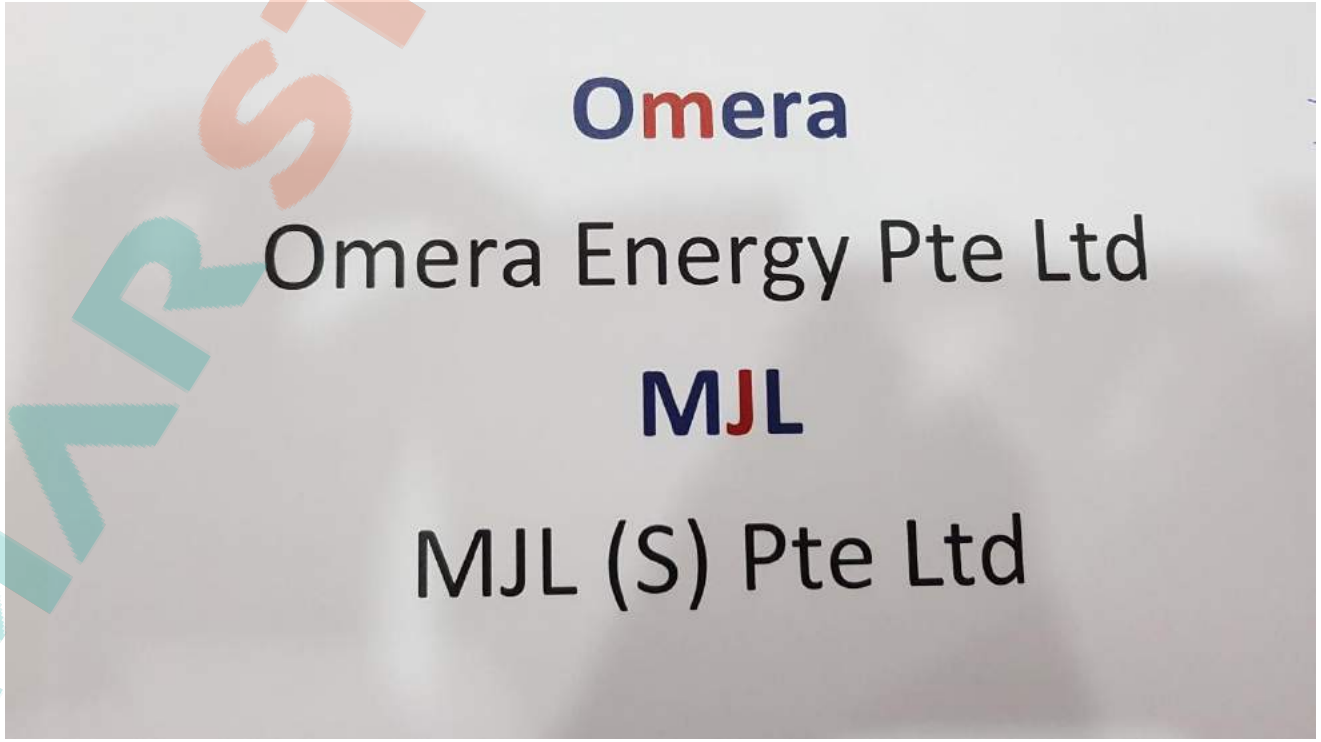


- First Bangladeshi JV investment in Myanmar
- MJLBL own license from ExxonMobil to form the JV beating Thailand, Malaysia and Singapore
- Authorized importer, dealer, and distributor of ExxonMobil products in Myanmar
- Already gained almost 3% market share in Myanmar

MYANMAR STOCK

MJL (S) Pte.

- An associate company of MJL Bangladesh Limited established in Singapore
- MJLBL (25%) and EC holding (75%) are holding shares of the company
- Wholesale and trading of petroleum and related products
- Wholesale of solid, liquid and gaseous fuels and related products



AMARSTOCK

Omera Logistics Limited

- In addition to other customers, OLL is providing logistics services to MJL Bangladesh Limited and East Coast Group as a whole
- Shareholding by MJLBL, OFL, OPL and BTSL
- OLL operates with more than 100 vehicles including 20 own covered van
- 30,000 sft parking facilities at Tongi



Omera Fuels Limited

- Sister concern of MJLBL
- Capacity 70,000 MT for furnish oil
- Automated inventory management system
- Automated custody transfer
- ECSL & JOCL has 75% & 25% stakes respectively
- OFL has recently acquired OTTL
- OFL & OTTL has 14 & 6 tanks respectively
- Major customers include Summit Oil & Shipping Company Ltd., Acorn Infrastructure Services Ltd., Bay Fishing Corporation Ltd



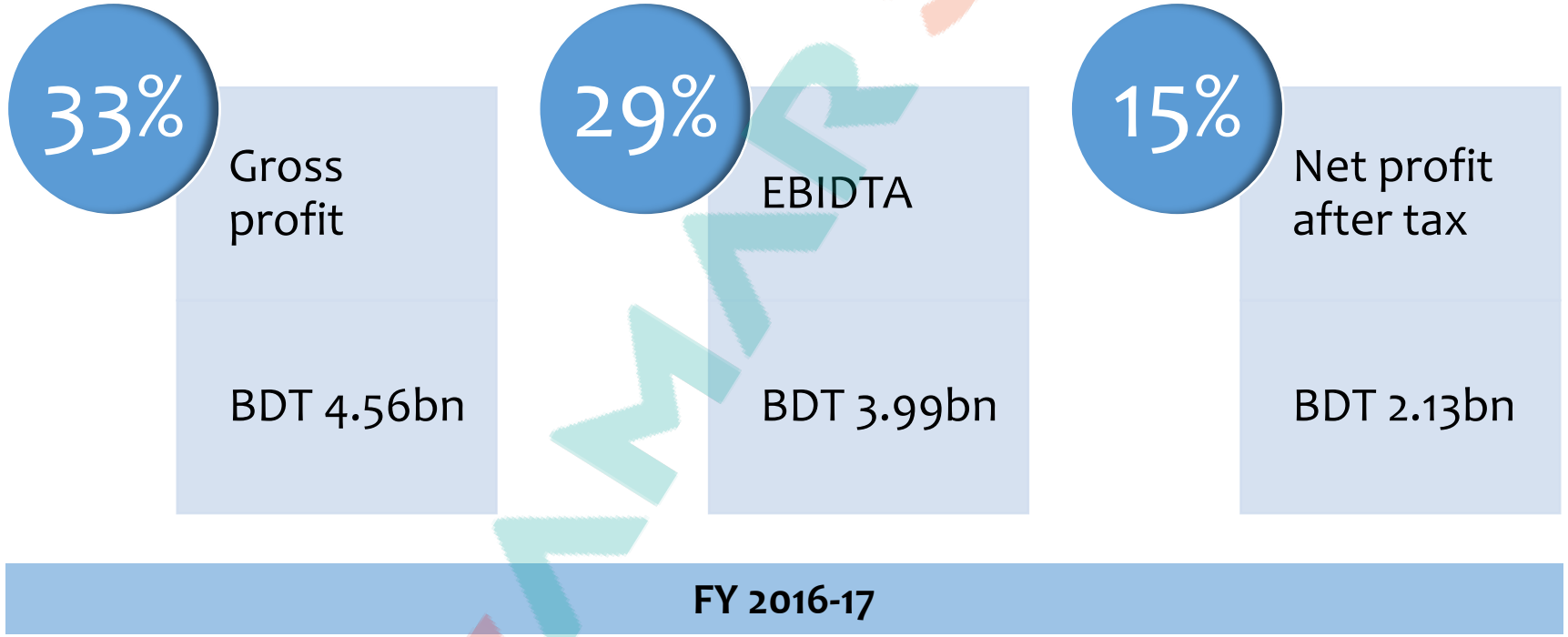
Omera Tank Terminal Limited

- 99.99% shareholding by Omera Fuels Limited
- Largest private tank terminal in Bangladesh
- Capacity 32,500 MT for edible oil

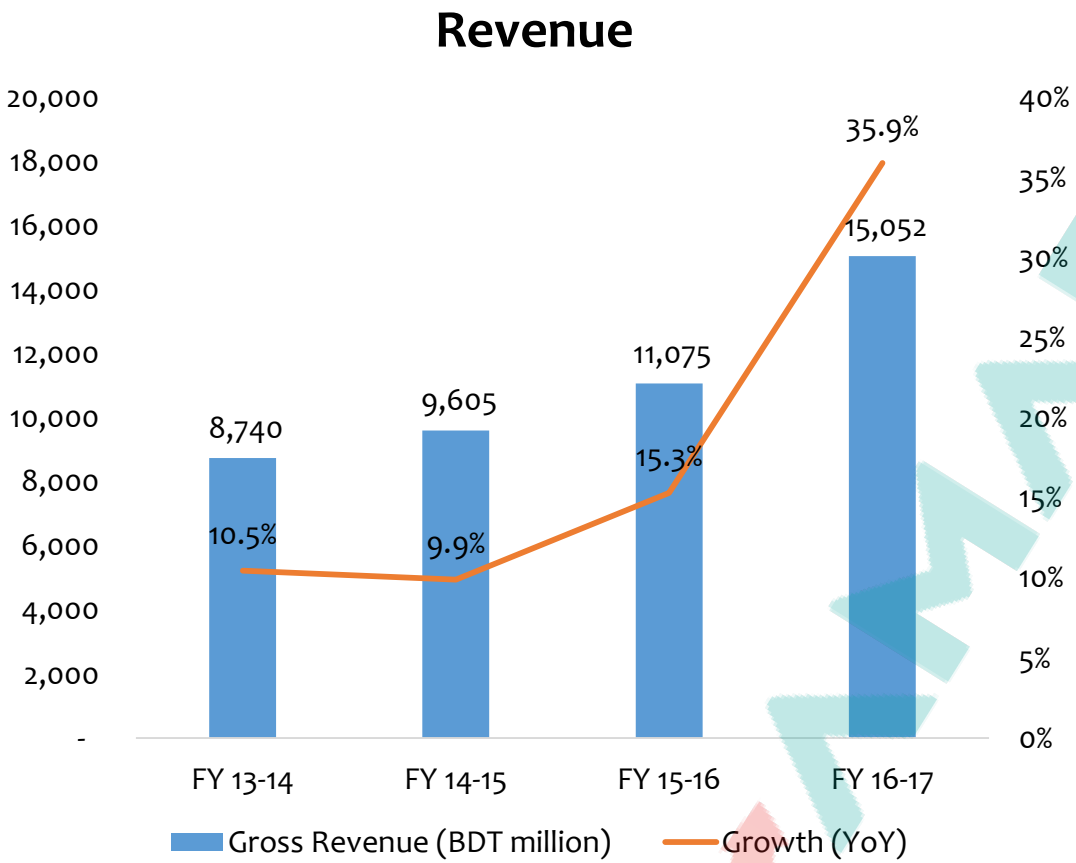


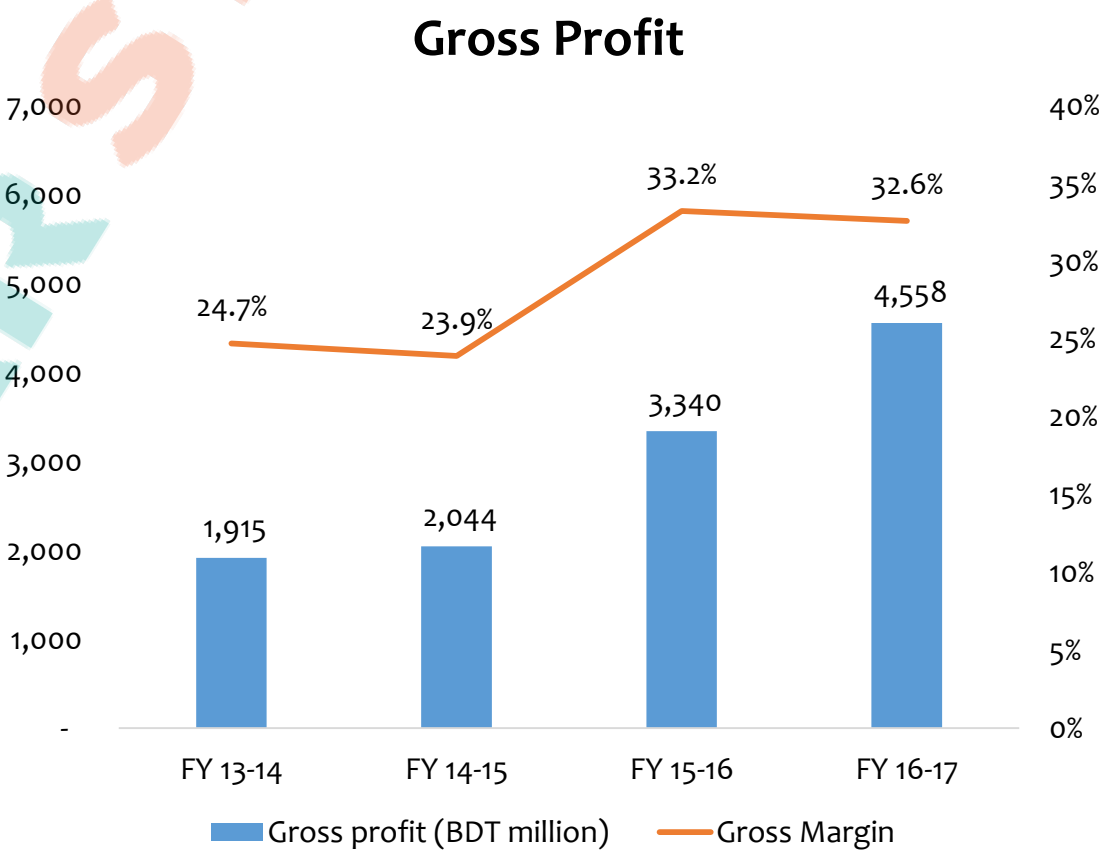
Financials

Annual performance - consolidated



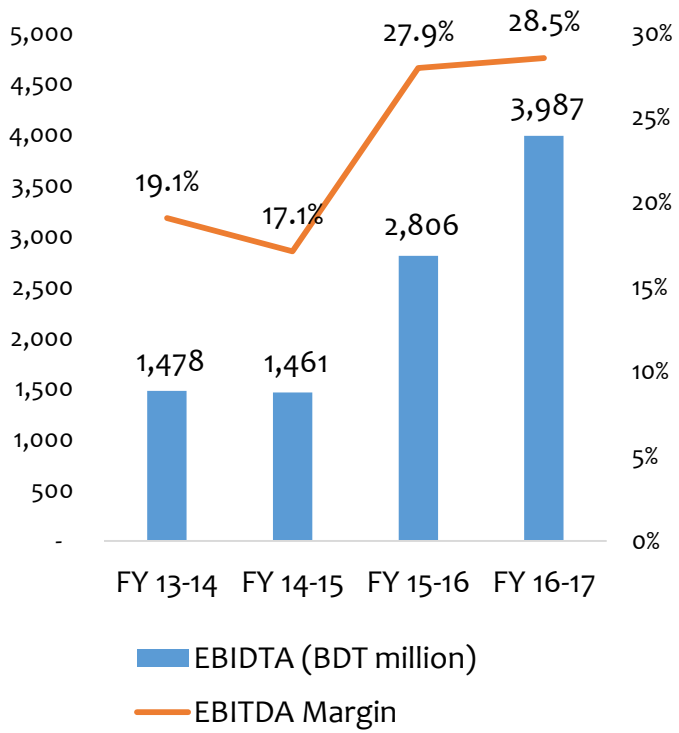
Annual performance - consolidated



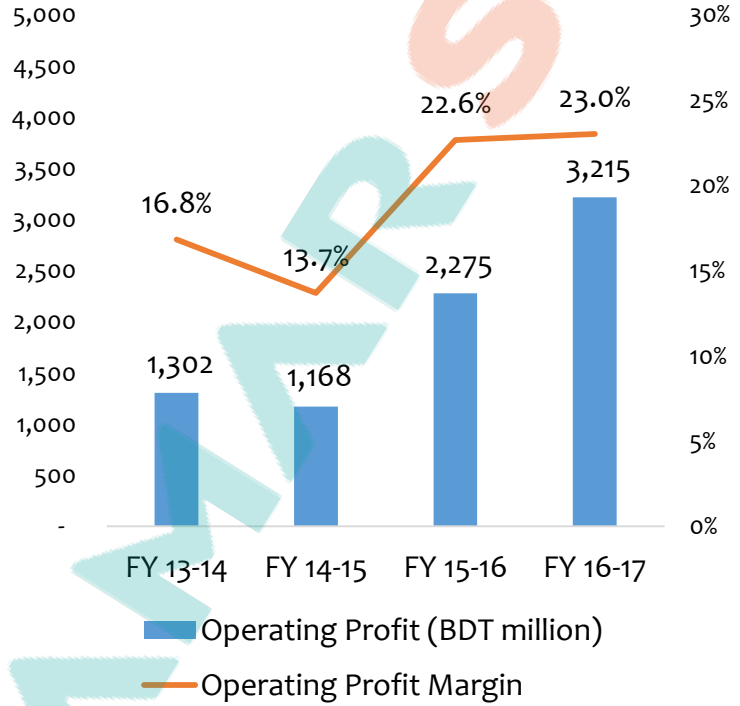


Annual performance - consolidated

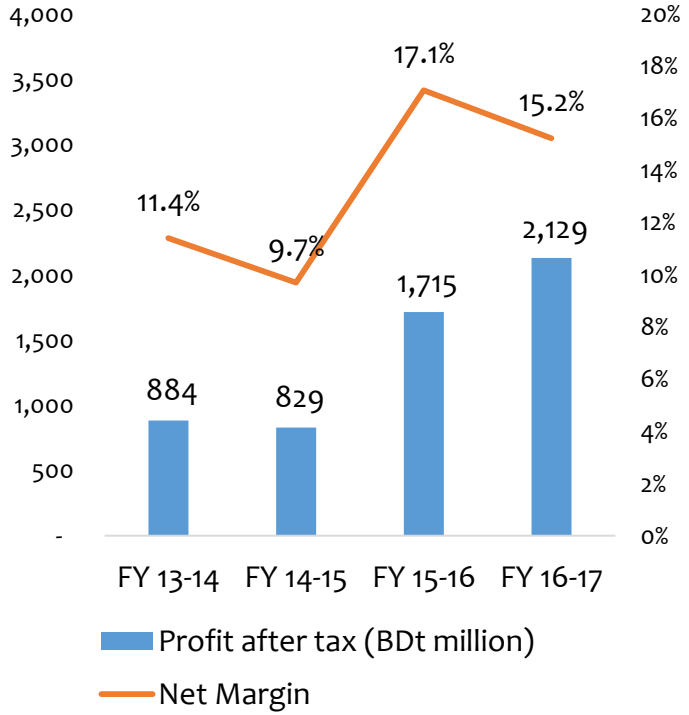
EBITDA



Operating Profit

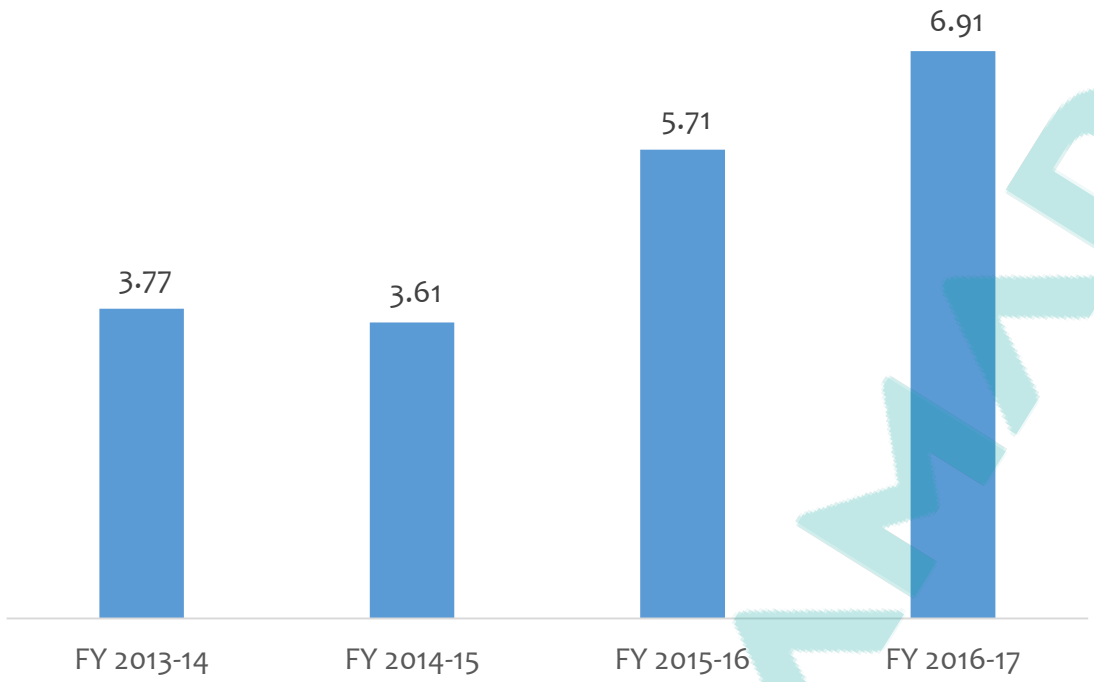


Net Profit After Tax

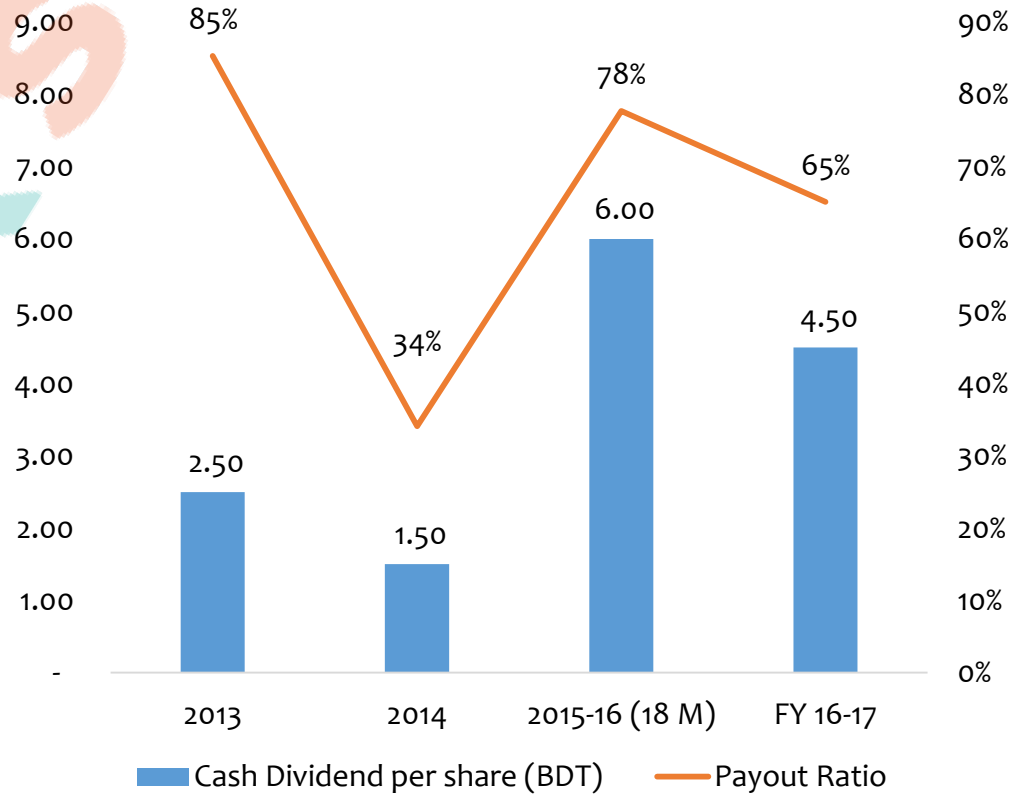


Annual performance - consolidated

Earning per share

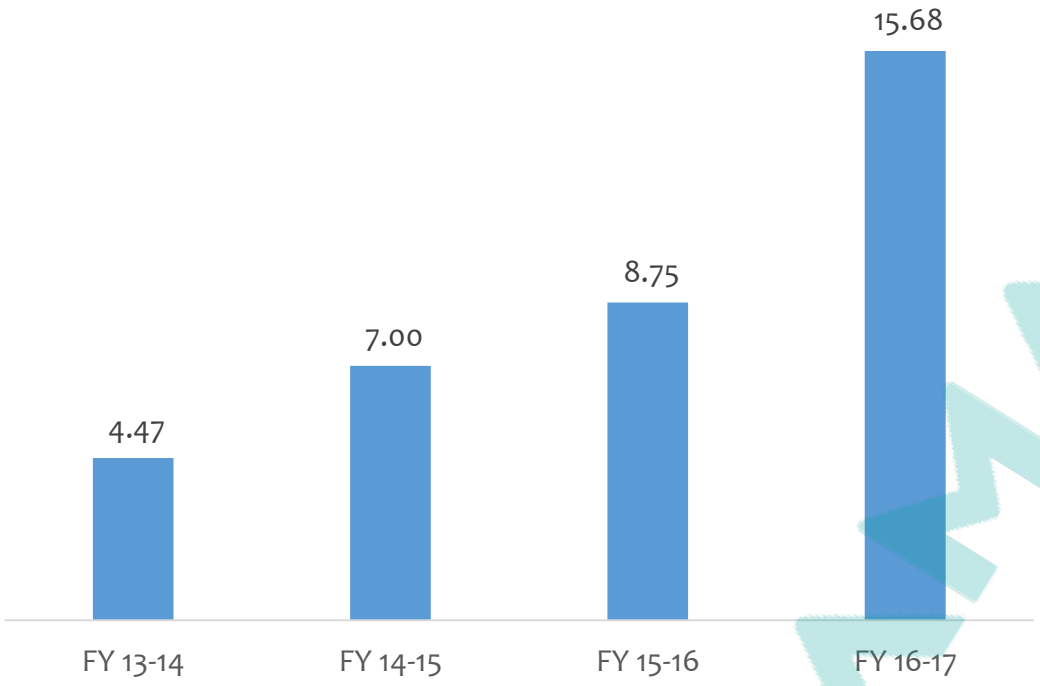


Cash dividend

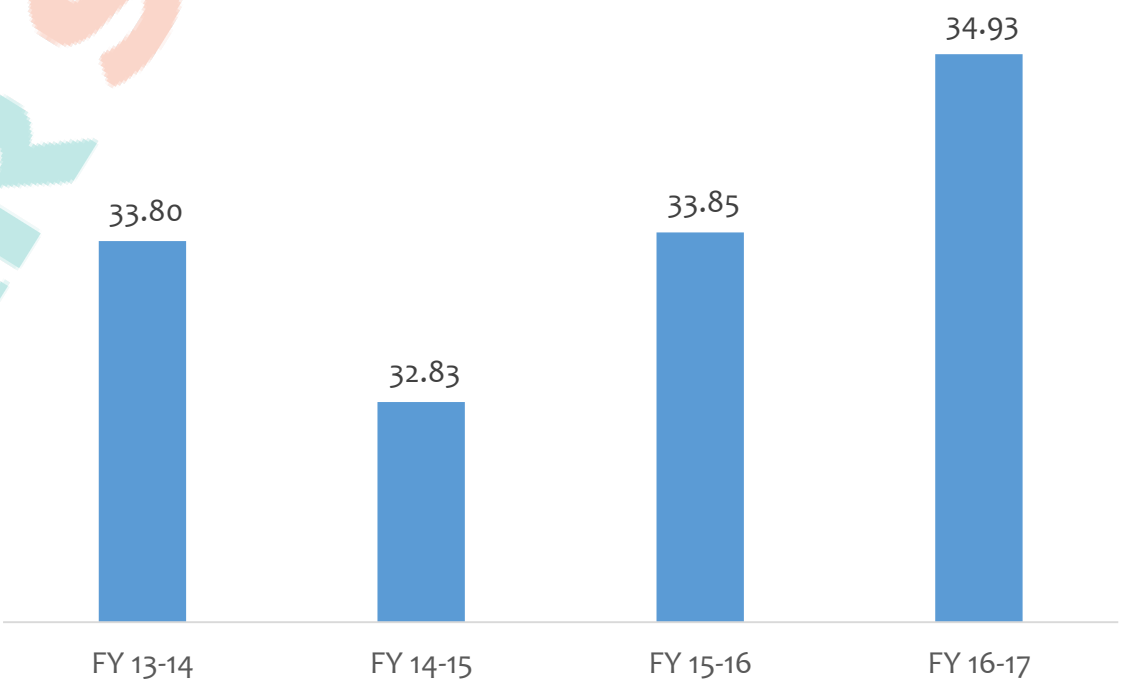


Annual performance - consolidated

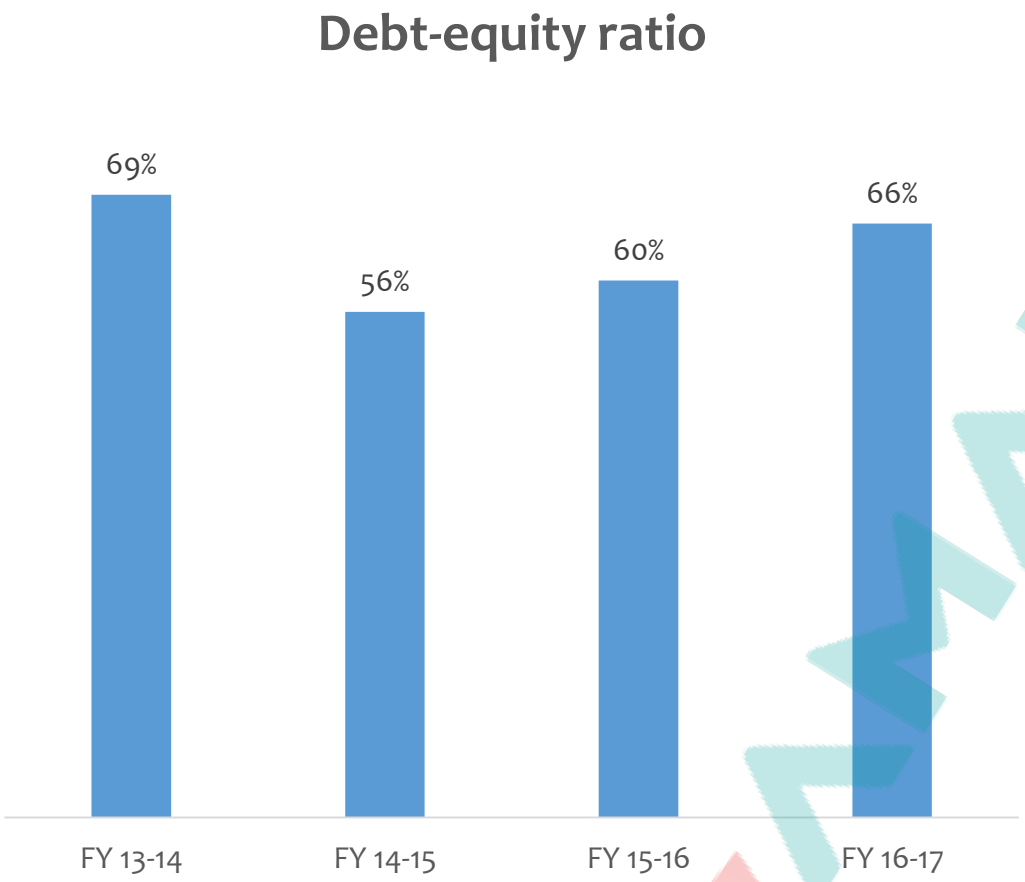
Operating cash flow per share (BDT)

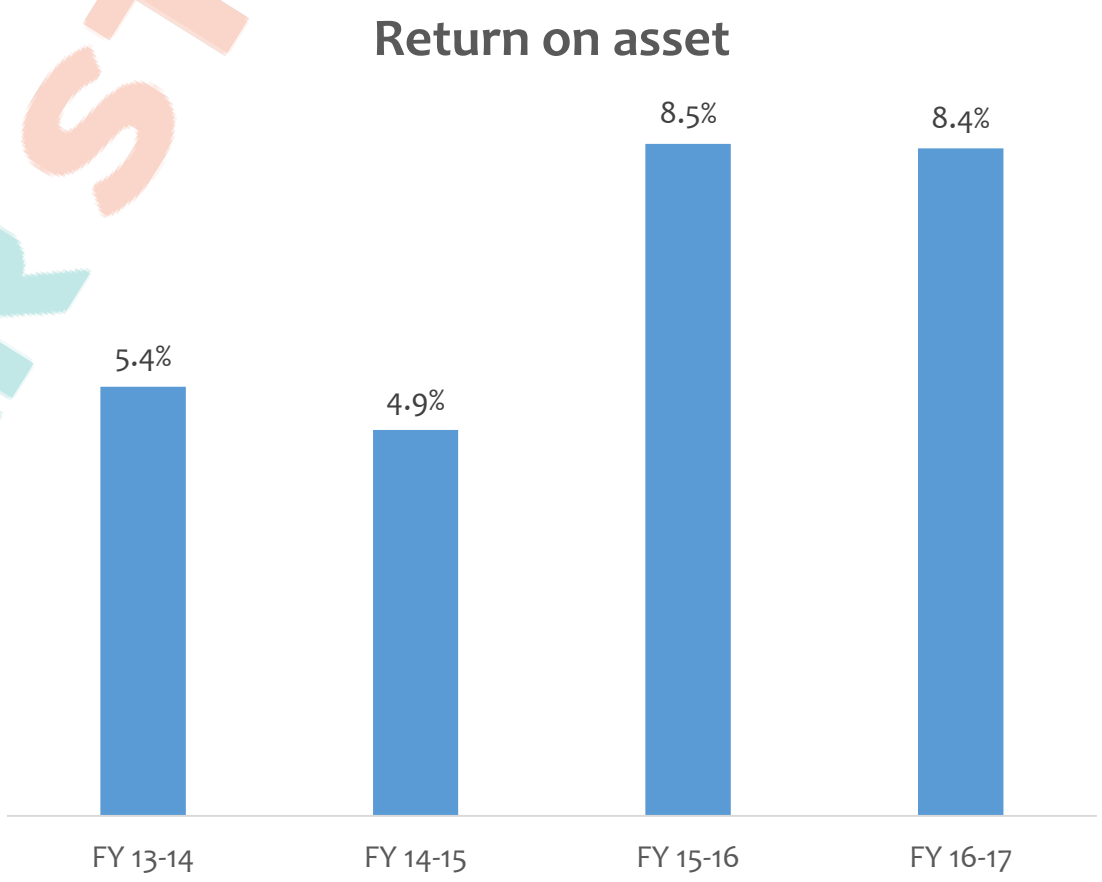


Net asset value per share (BDT)



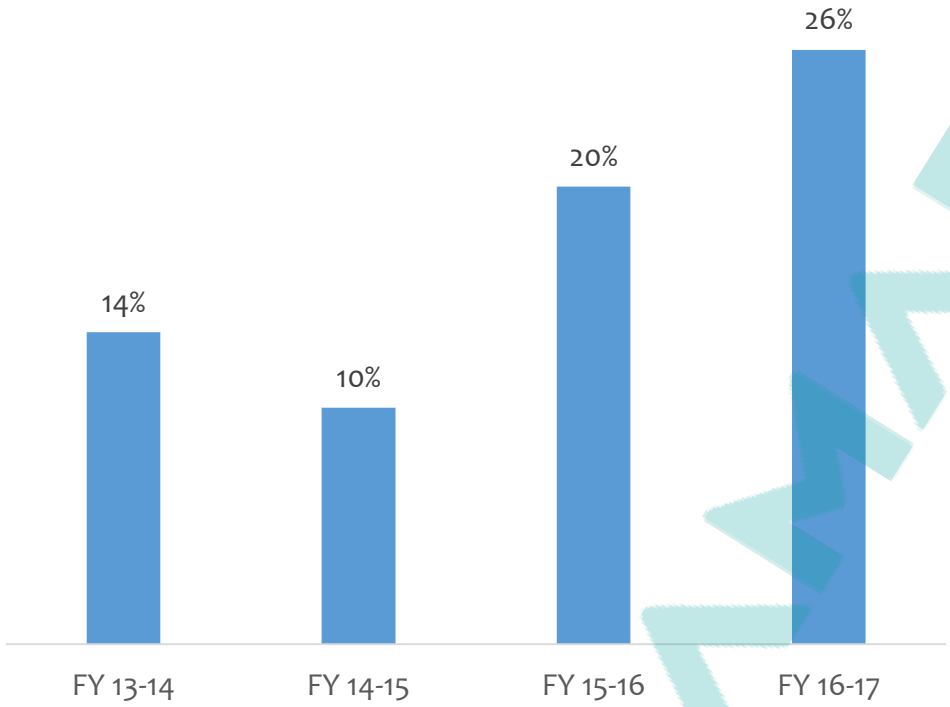
Annual performance - consolidated



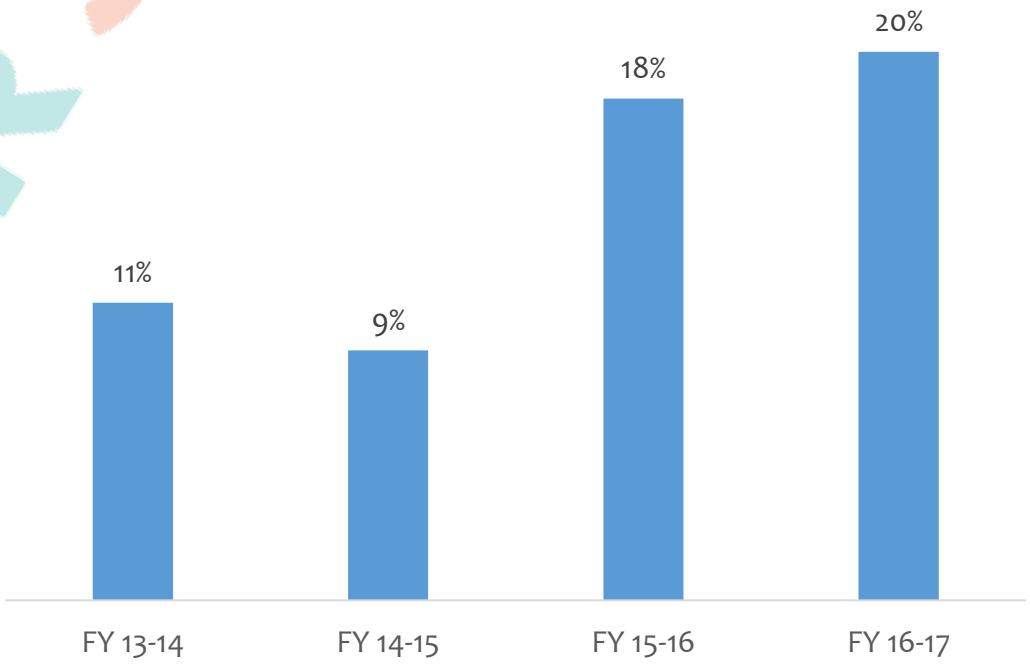


Annual performance - consolidated

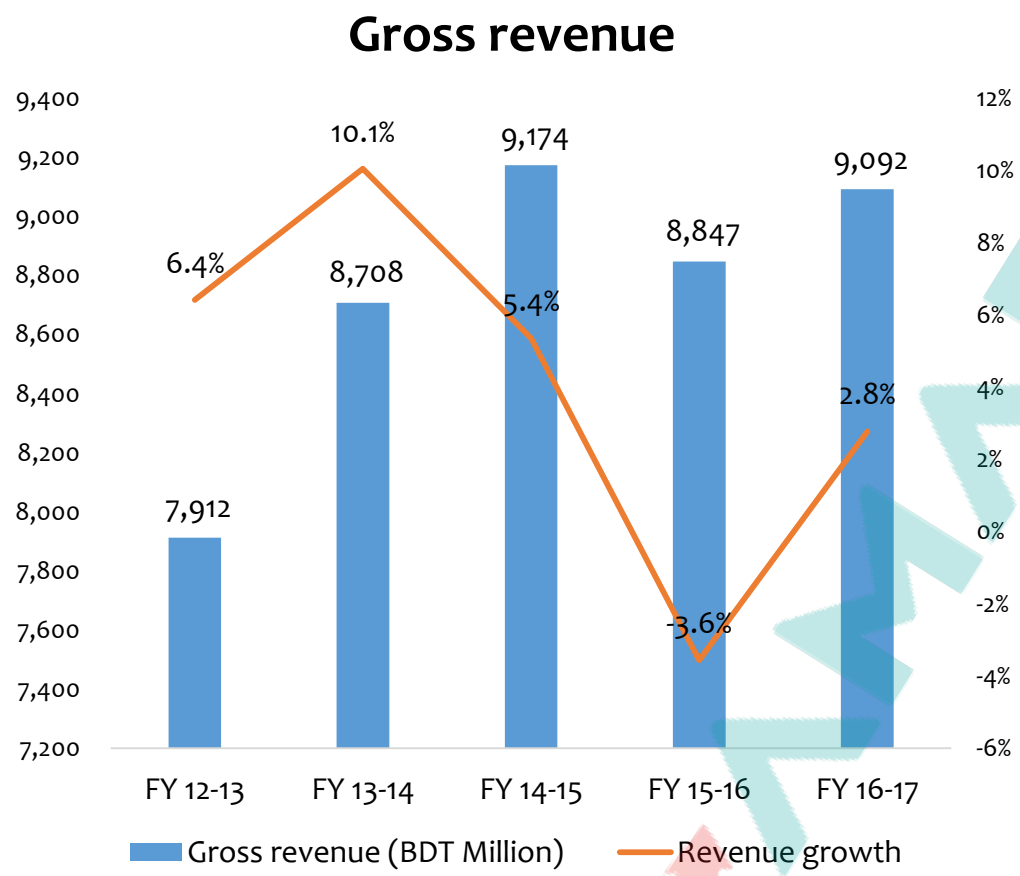
Return on capital employed

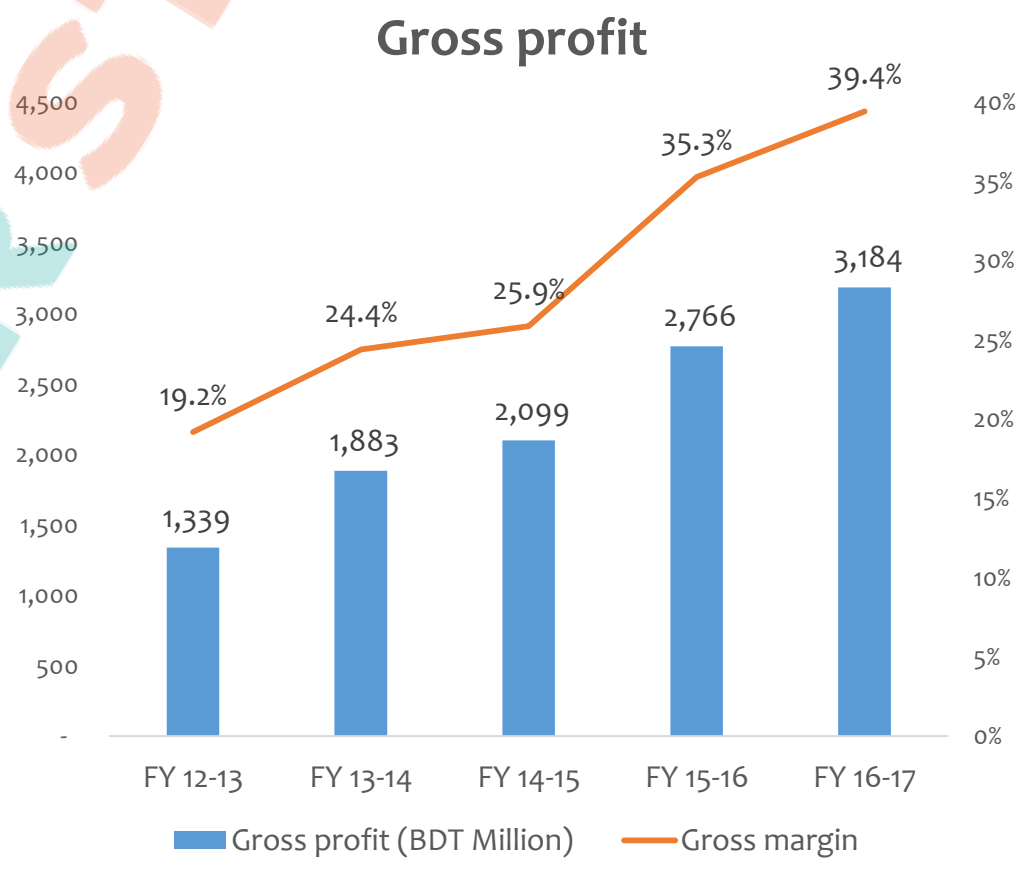


Return on equity



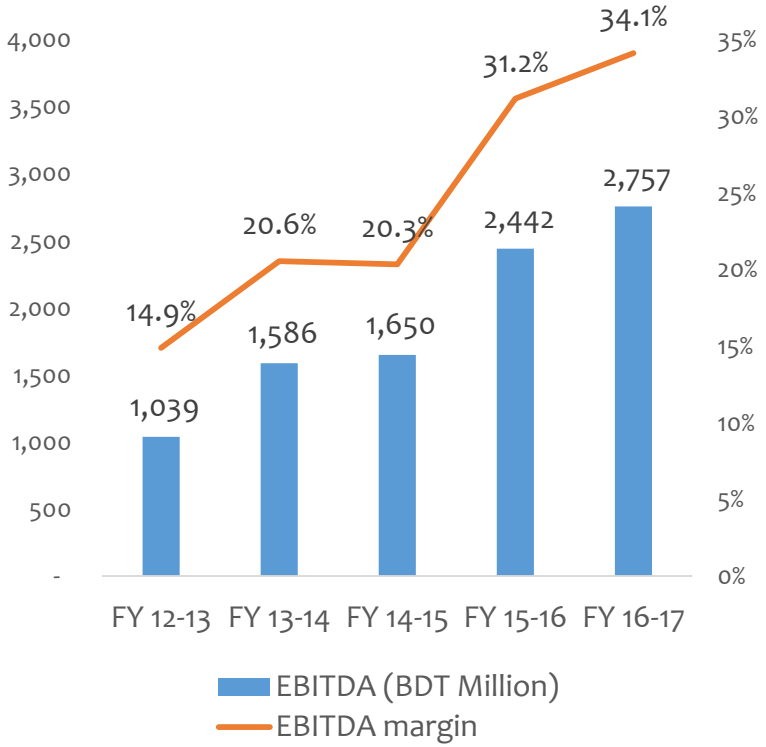
Annual performance - solo



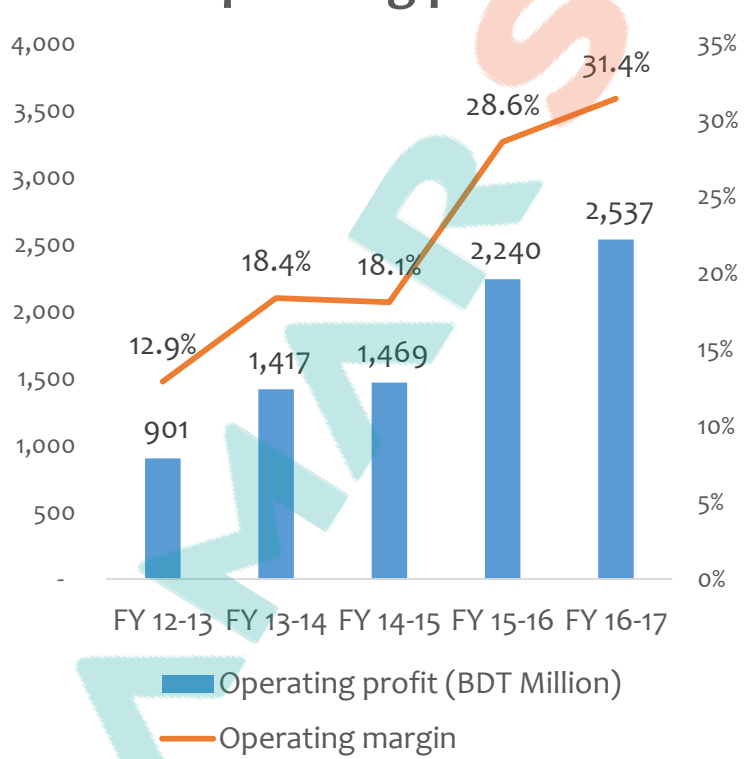


Annual performance - solo

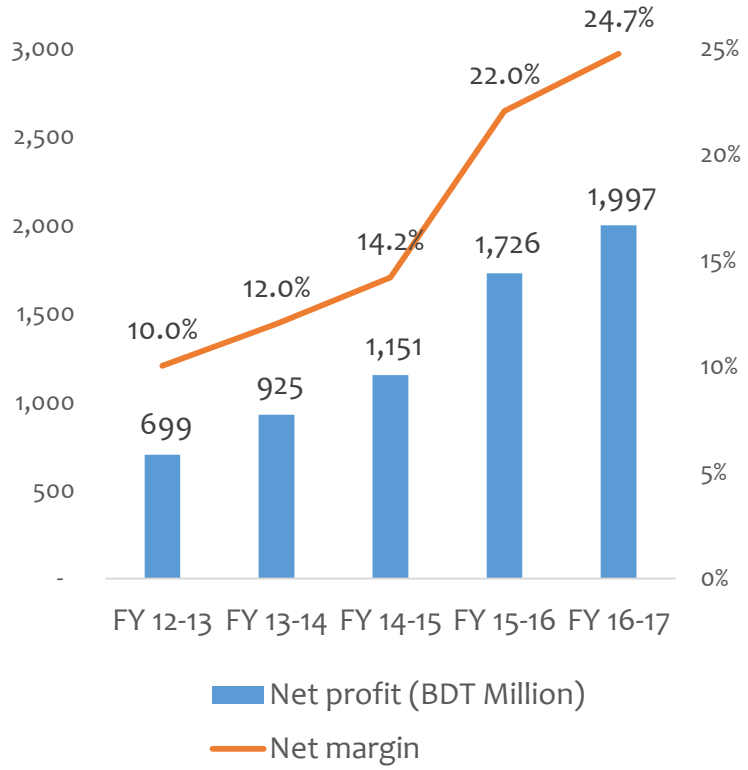
EBITDA



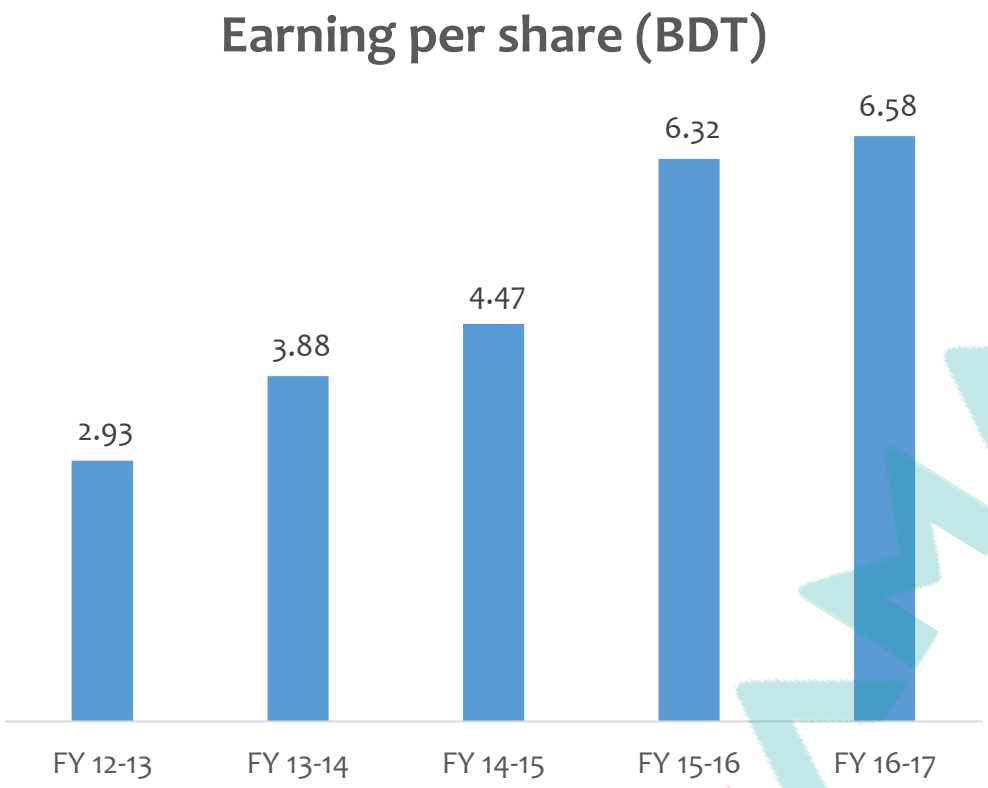
Operating profit

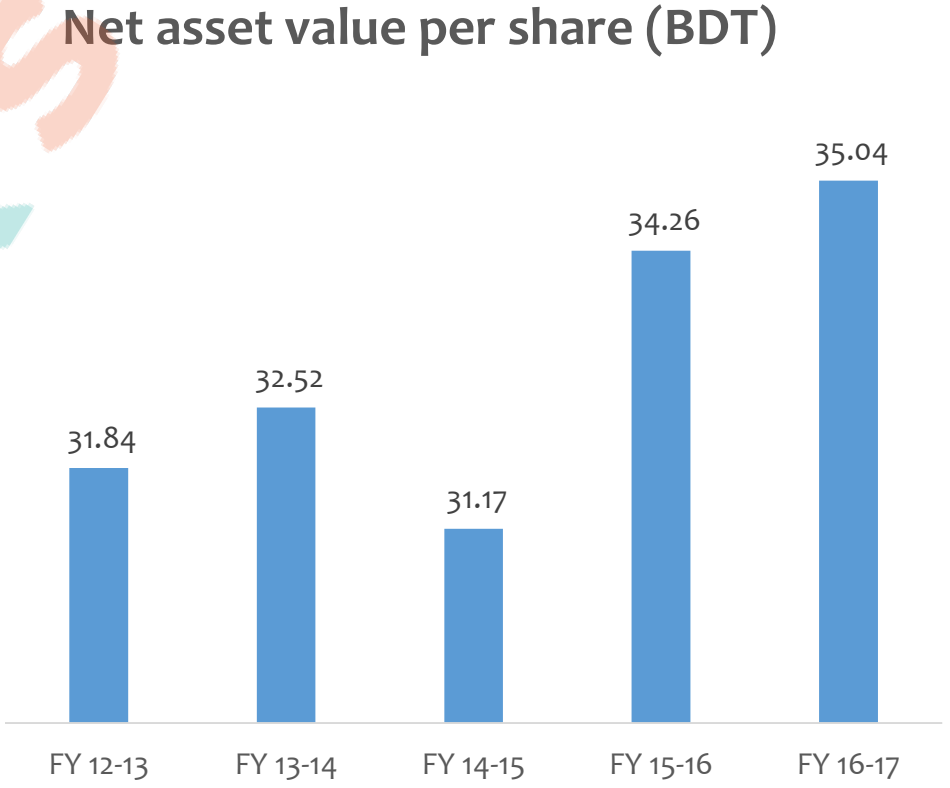


Net profit after tax

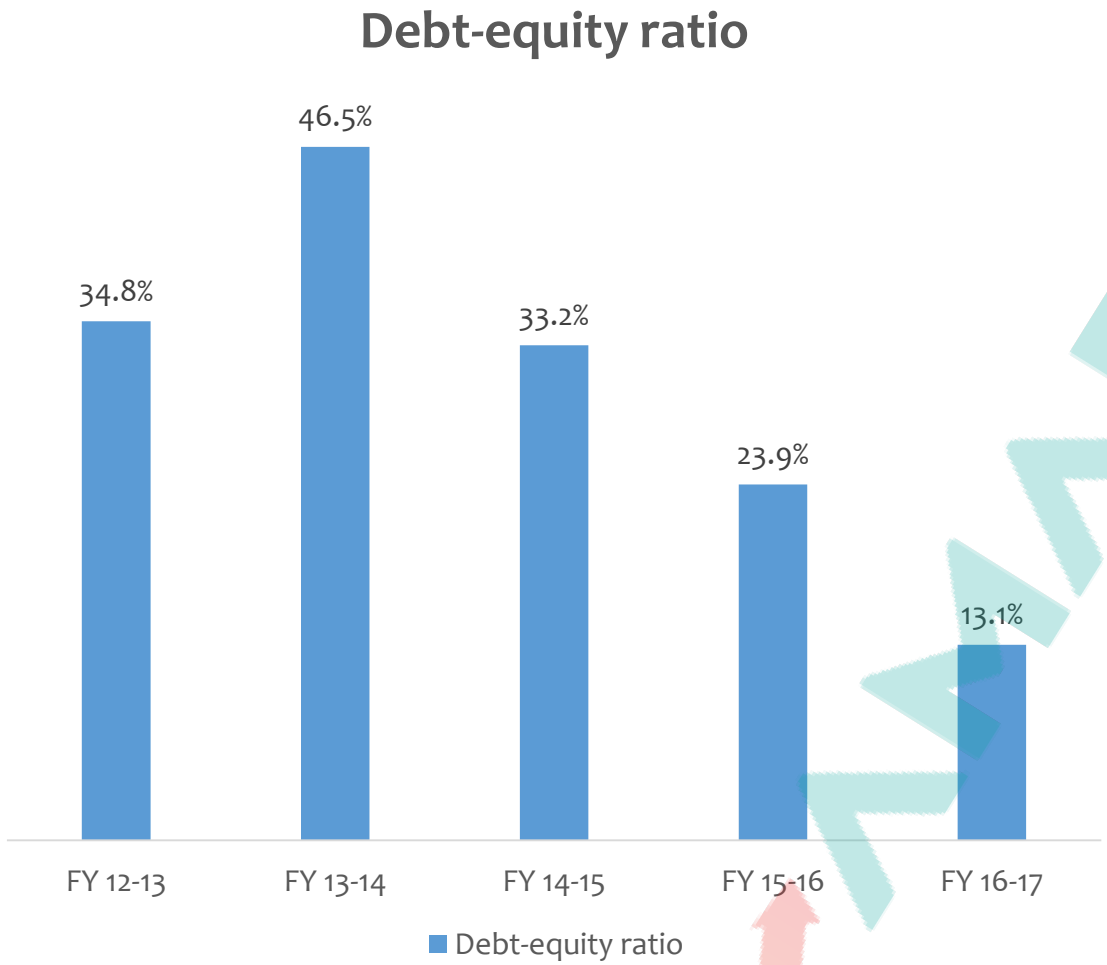


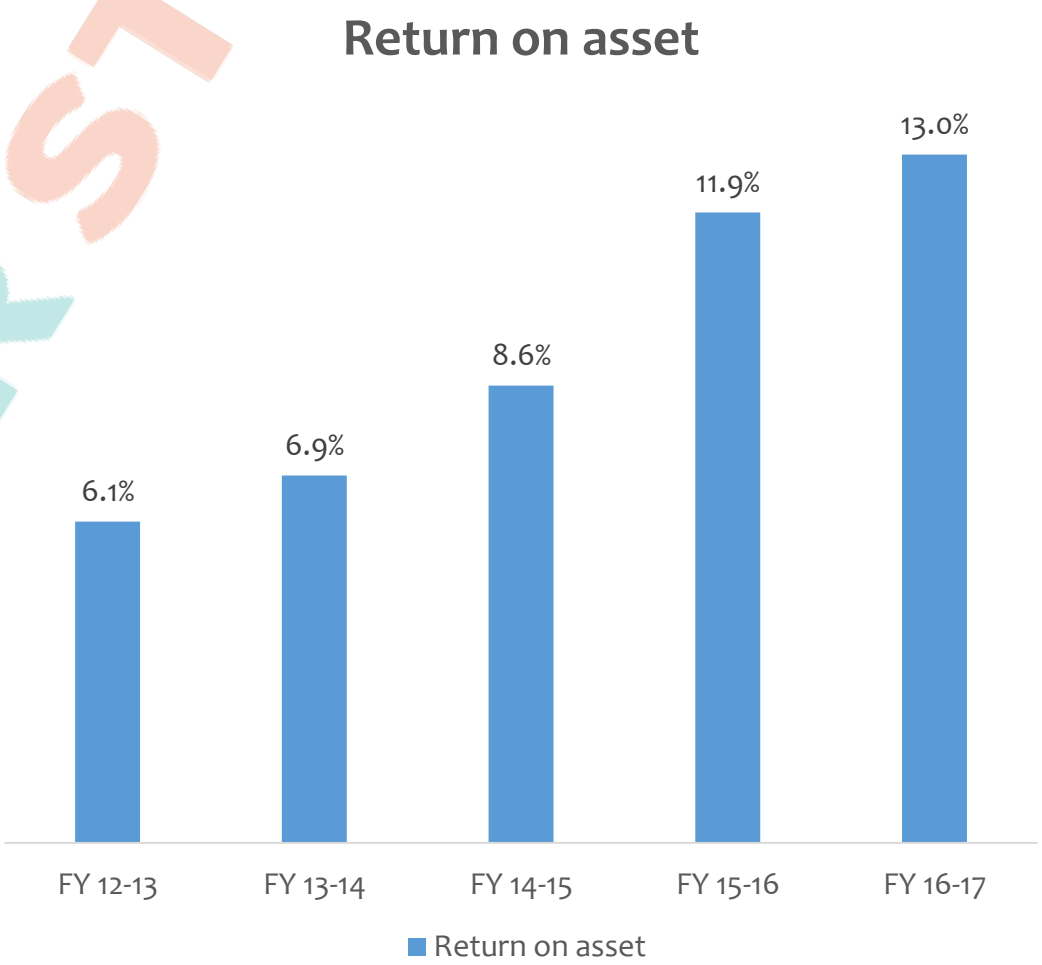
Annual performance - solo





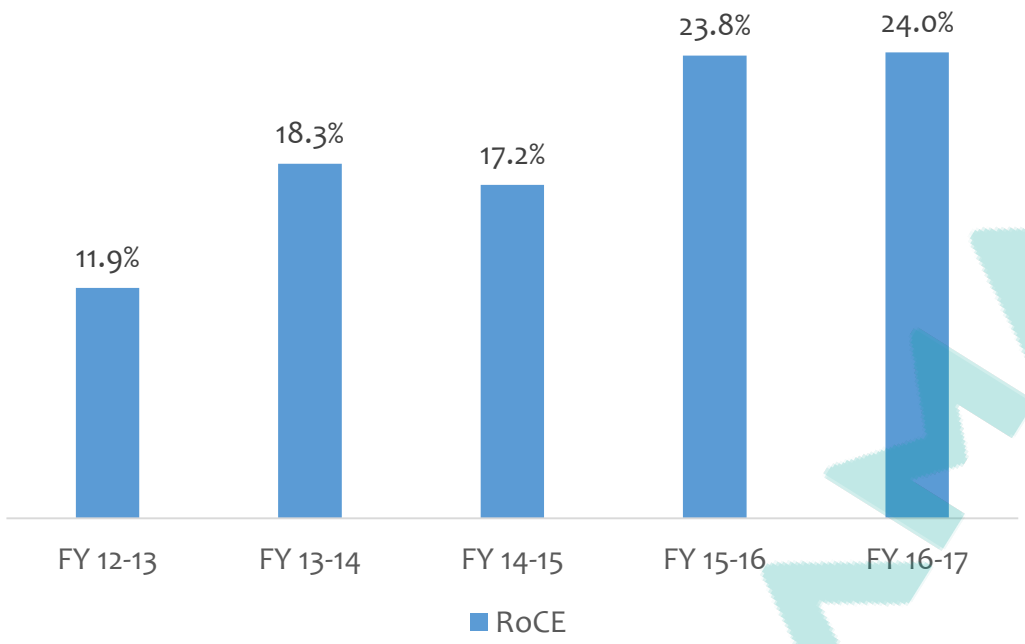
Annual performance - solo



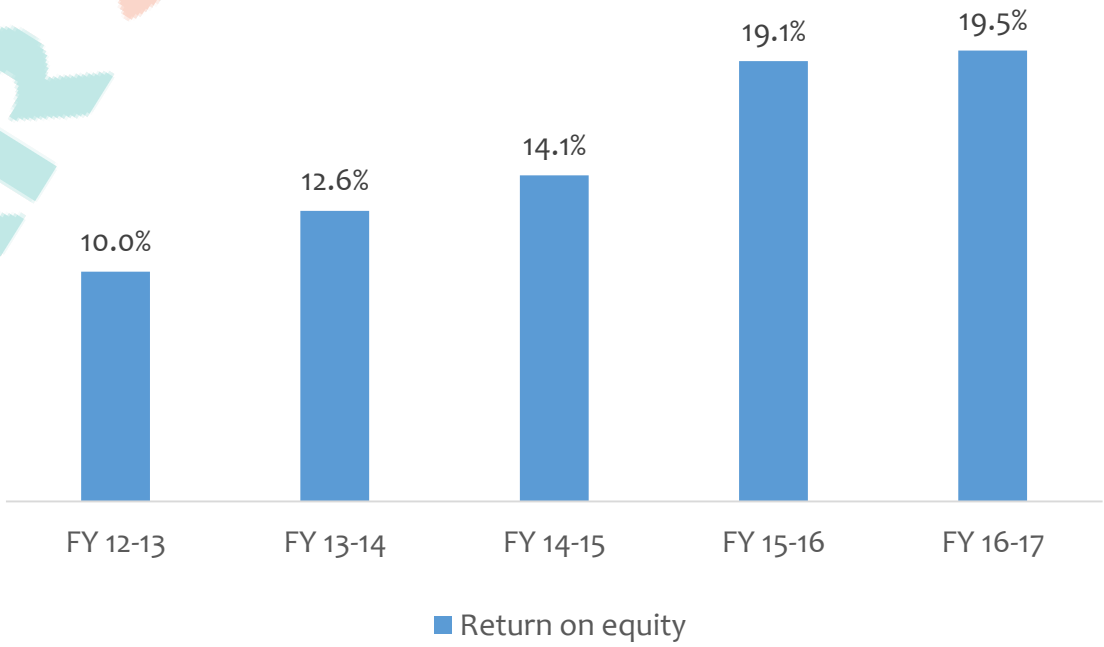


Annual performance - solo

Return on capital employed

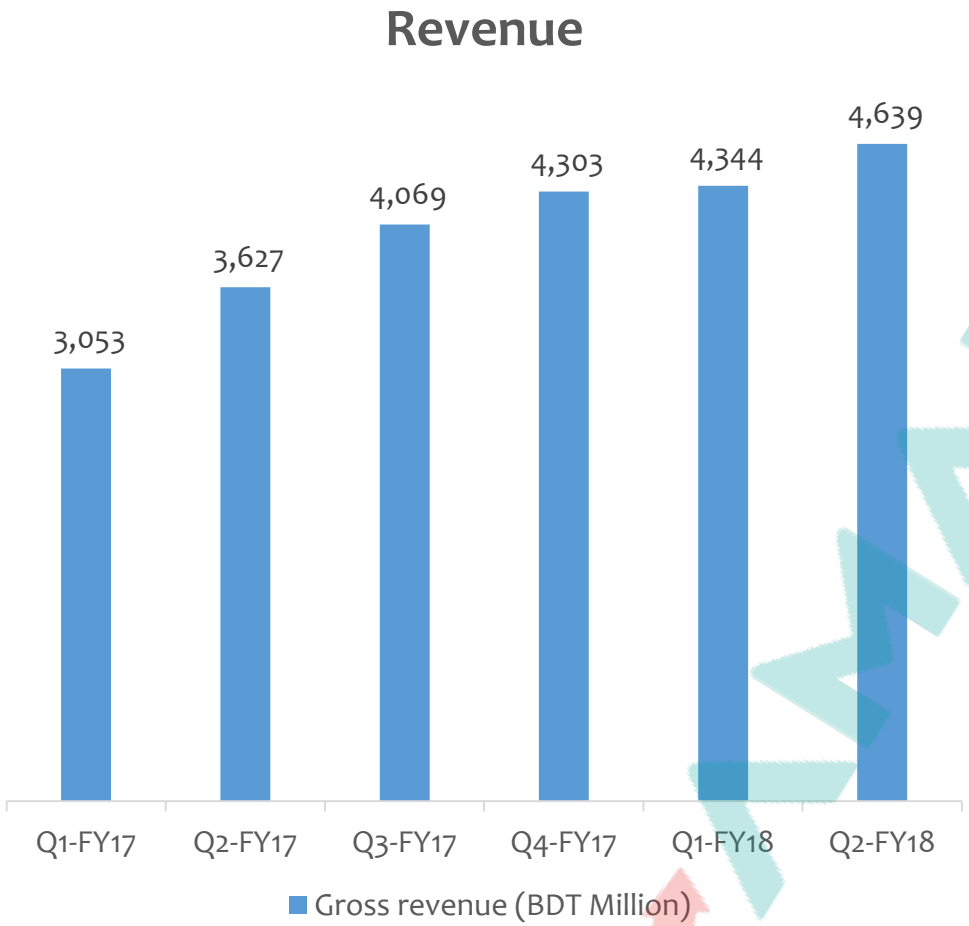


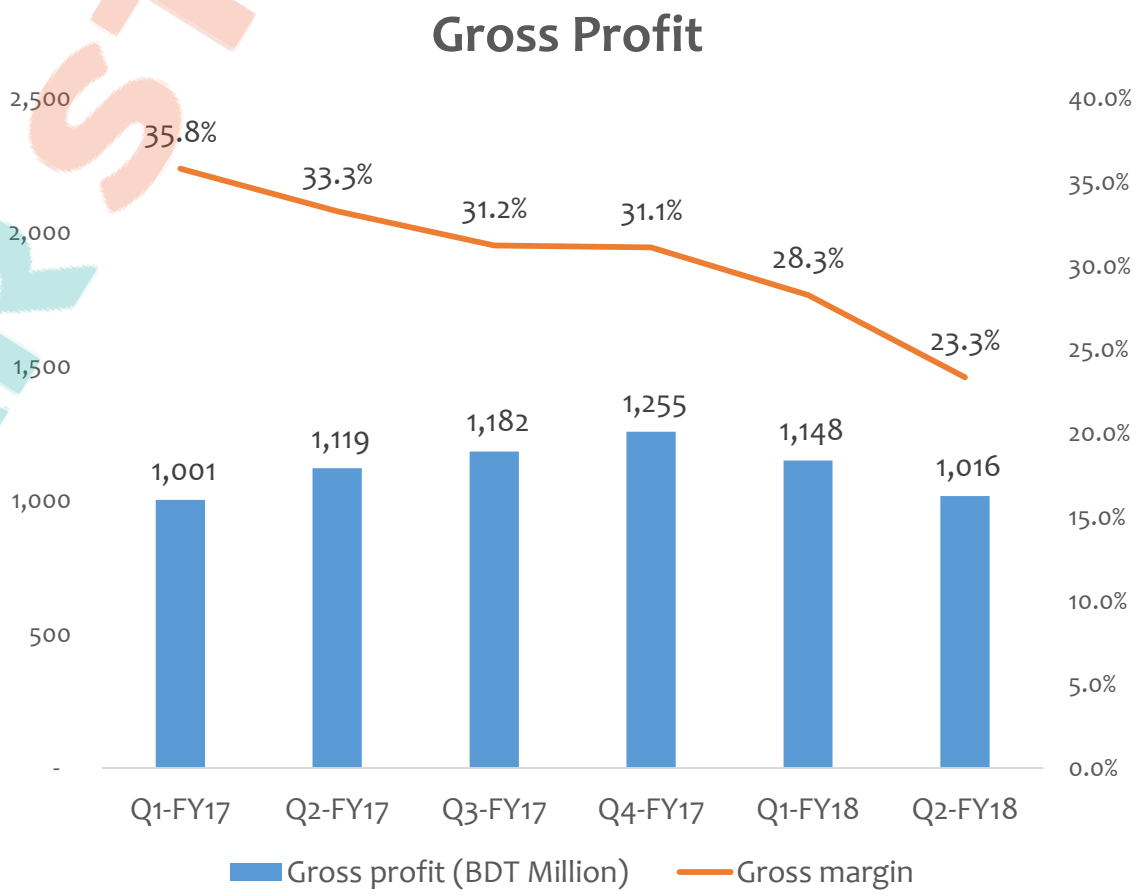
Return on equity



Quarterly financial highlights

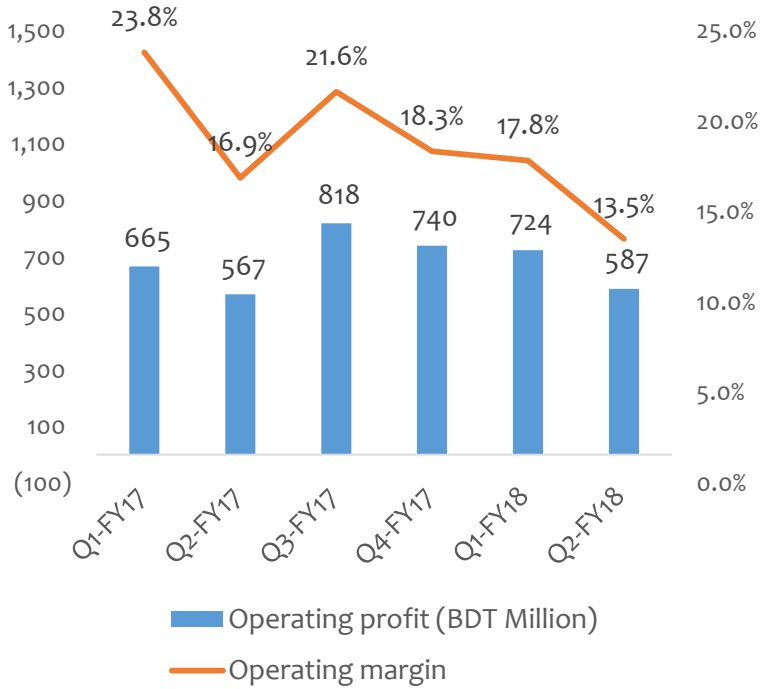
Quarterly Performance - consolidated



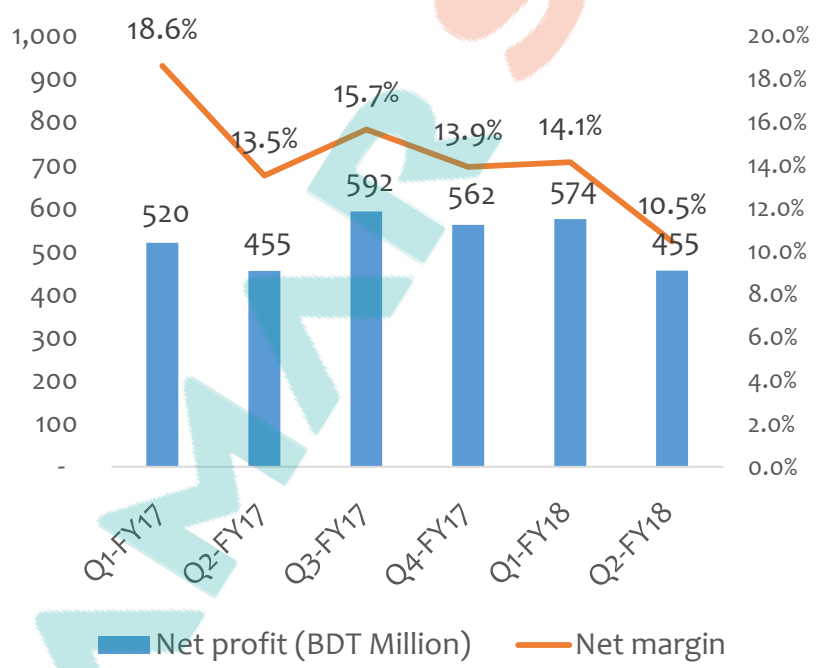


Quarterly Performance - consolidated

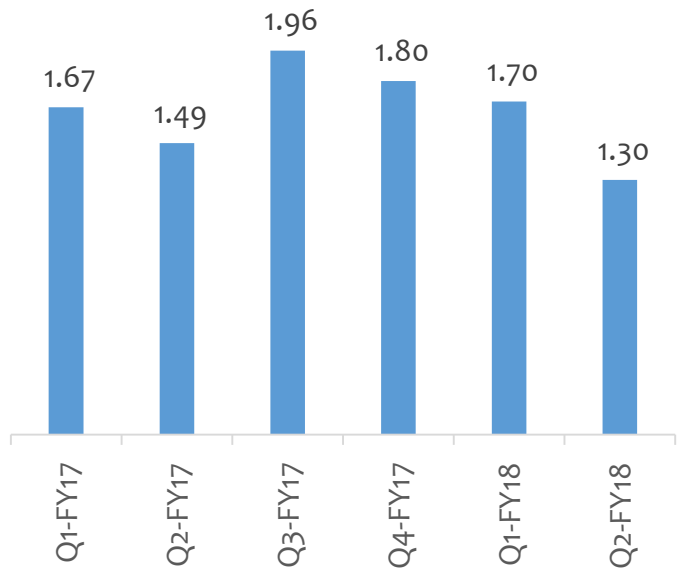
Operating Profit



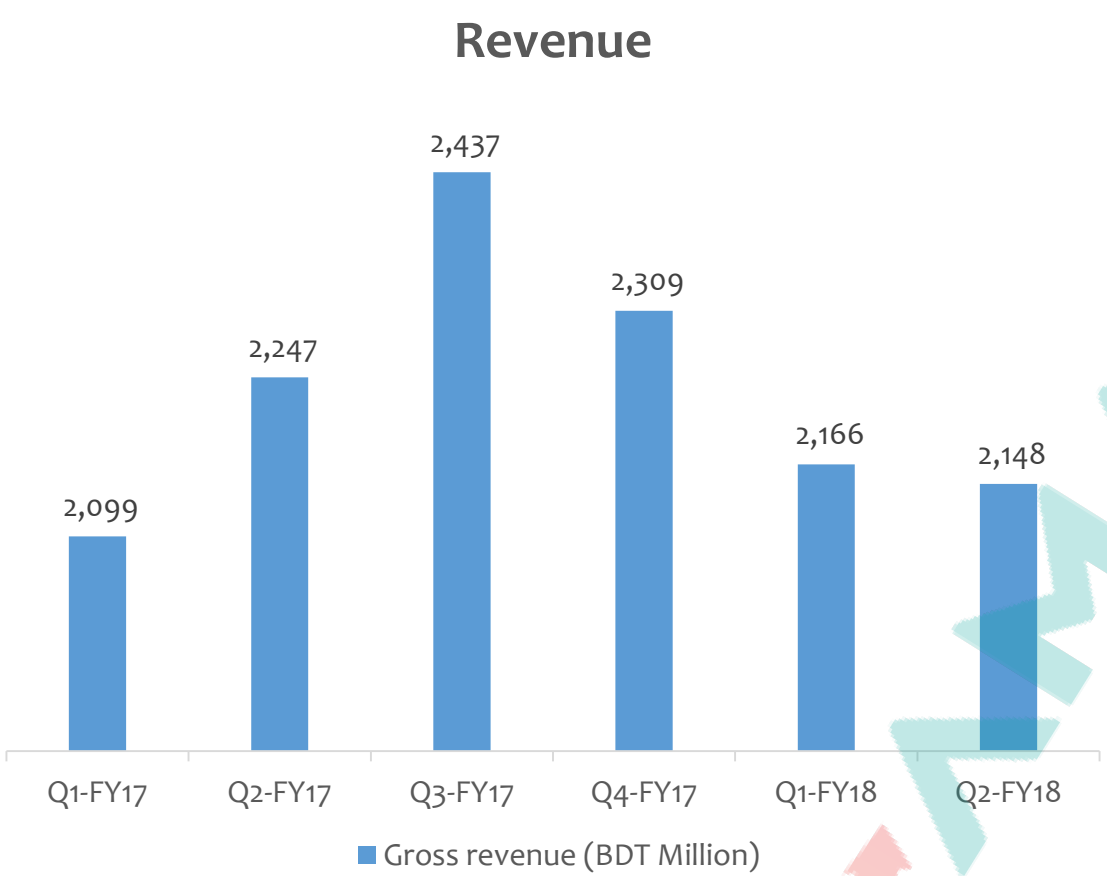
Net Profit After Tax

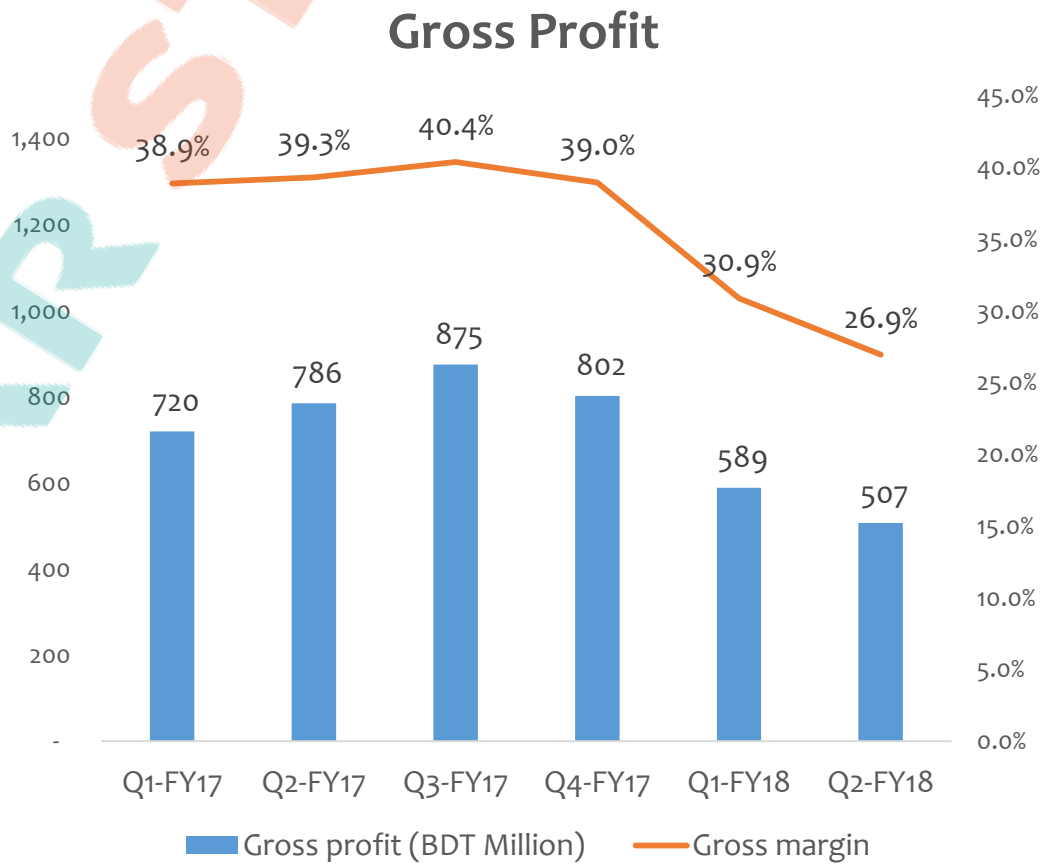


Earning per share (BDT)



Quarterly Performance - solo

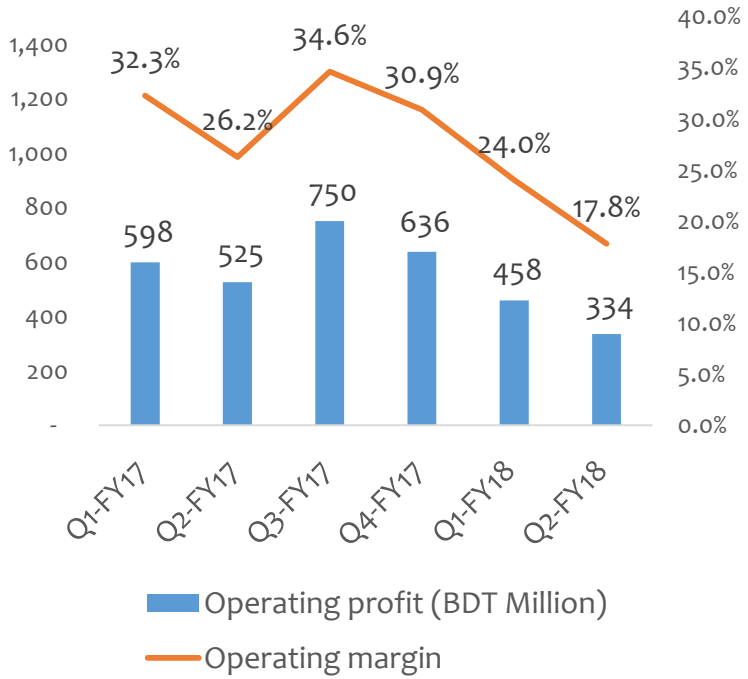




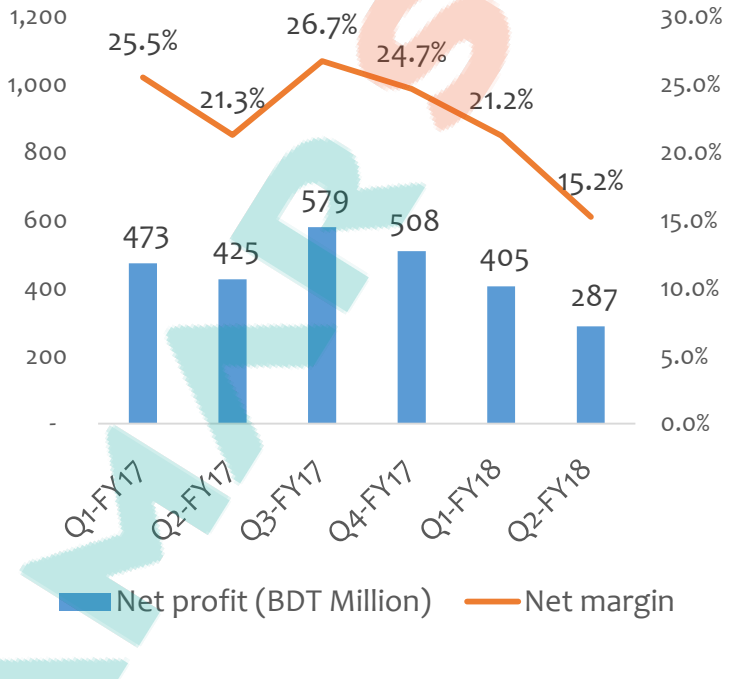
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Quarterly Performance - solo

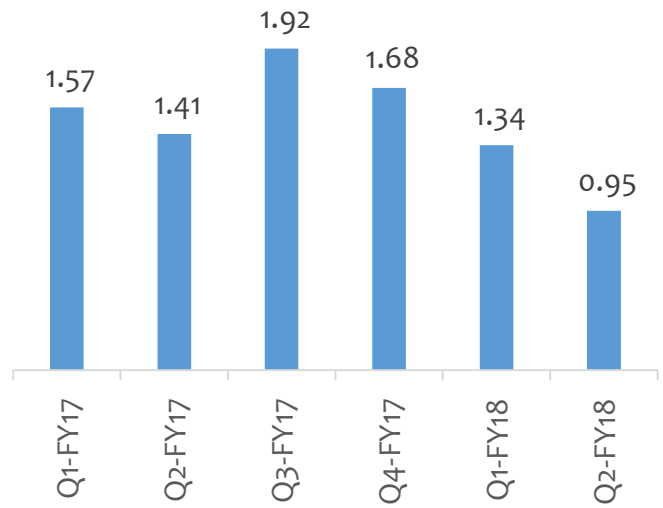
Operating Profit



Net Profit After Tax

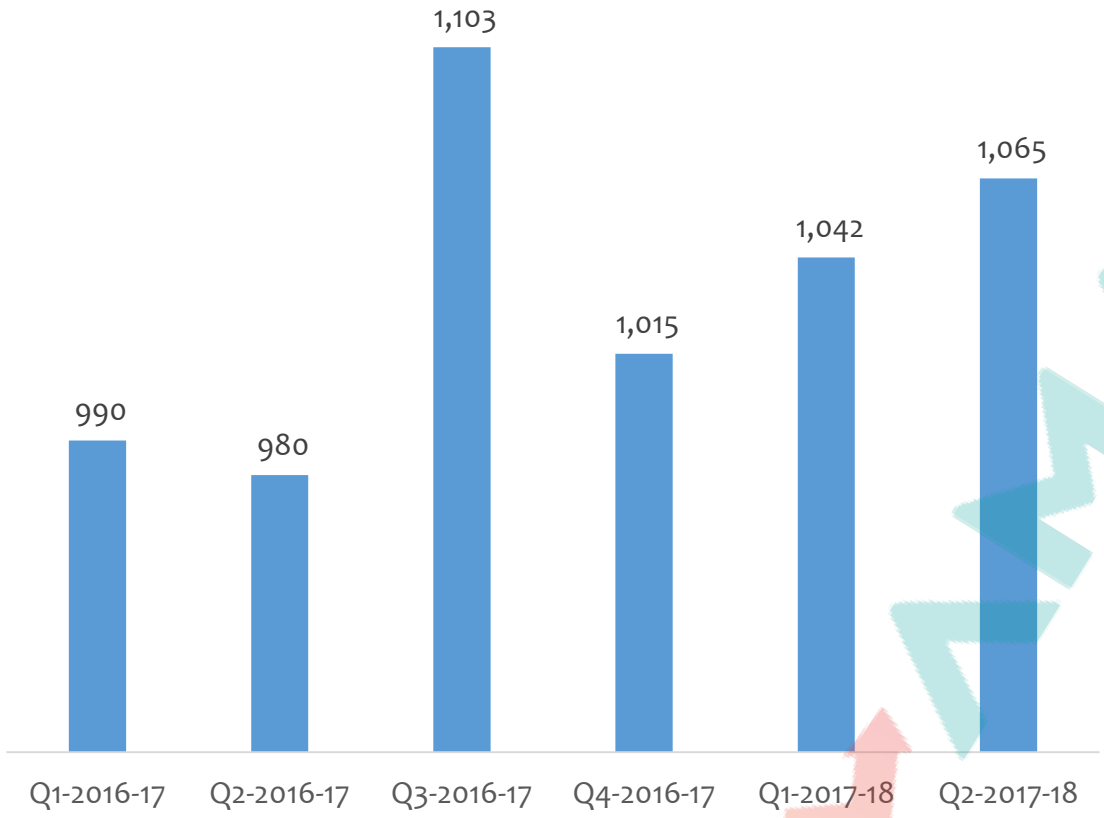


Earning per share

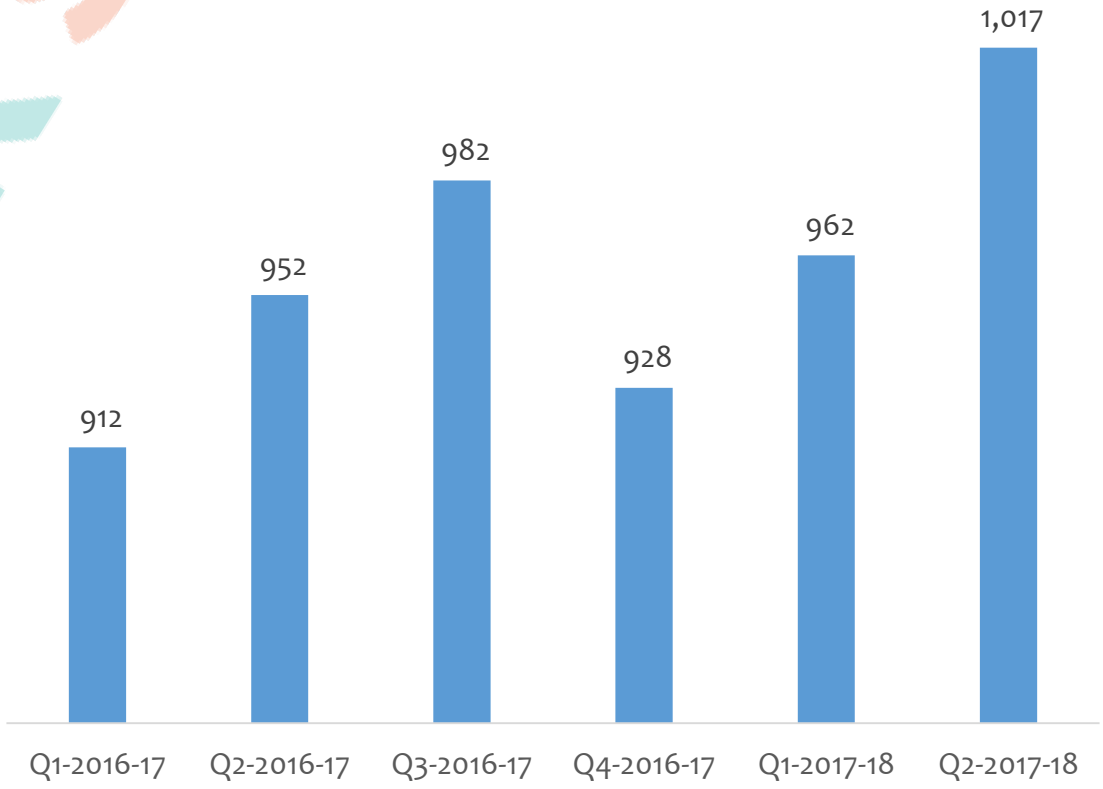


Quarterly lubricant revenue

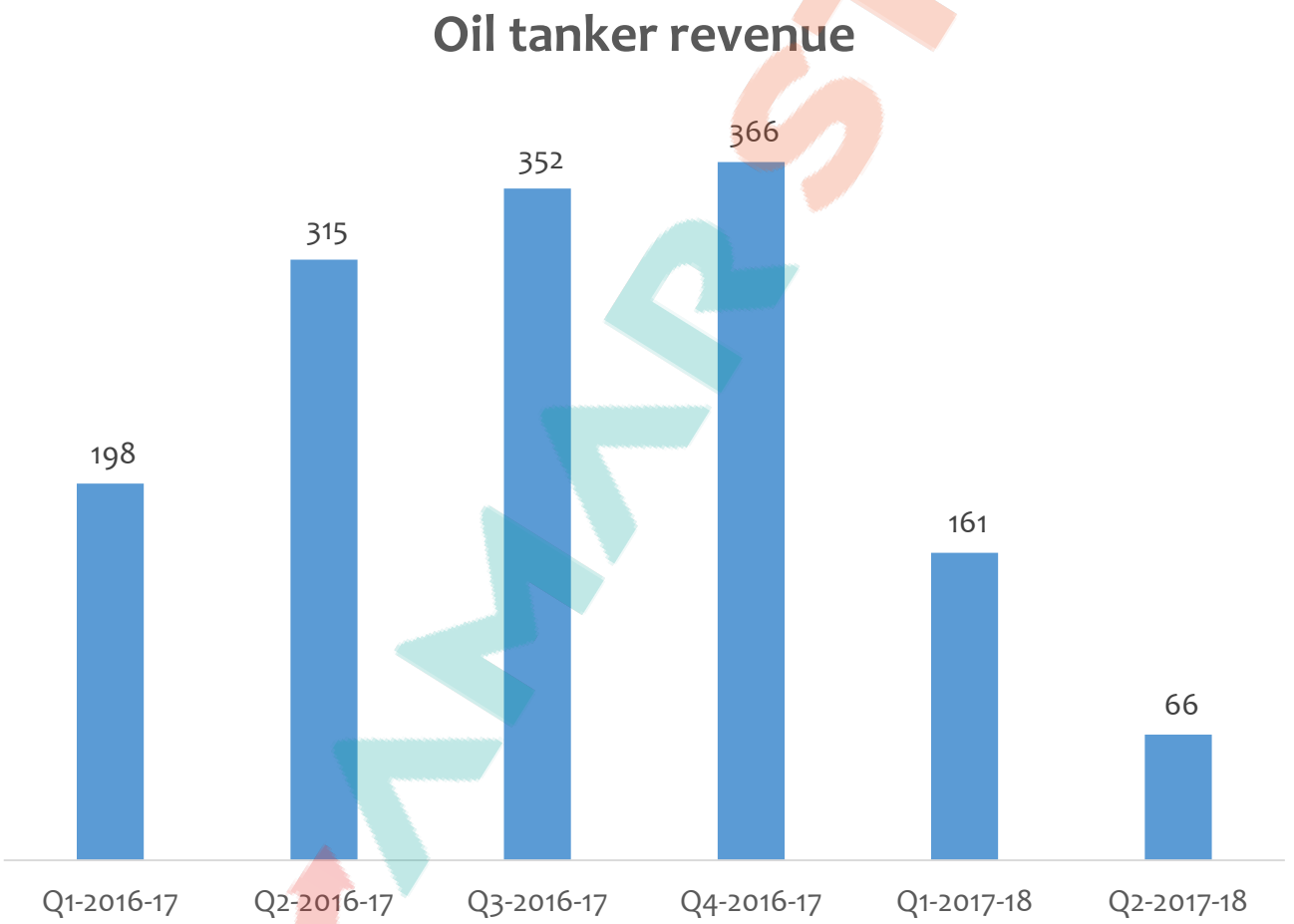
Manufacturing revenue



Trading revenue



Quarterly tanker revenue



Q & A

Thank You

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Powering GROWTH