

INDUSTRIAL TRAINING REPORT AT PETRONAS CHEMICALS GROUP BERHAD

BACHELOR OF BUSINESS ADMINISTRATION (HONS.) FINANCE



1 March 2023 - 15 August 2023

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EXECUTIVE SUMMARY

24 weeks of industrial training at PETRONAS has equipped me with a lot know new knowledge and skills. I began my industrial training on 1st March 2023 until 15th August 2023 at one of PETRONAS's subsidiaries known as PETRONAS Chemicals Group Berhad (PCG).

PCG is Malaysia's primary integrated chemicals company, with core business operations in manufacturing, marketing, and selling a wide range of petrochemicals. Throughout the industrial training period, I gained immense knowledge in the logistics industry. I was assigned to the Supply and Distribution department, where I was responsible for daily administrative work, various tasks associated with financial performance, and monitoring exporting of products. Although my field of study is unrelated to the job scope, I gained a lot of new insight and exposure to different industry which has given me many valuable experiences and knowledge.

Using SWOT analysis, I analyzed and identified PCG's strengths, weaknesses, opportunities, and threats. In order to have a better understanding of the company I identified the issues encountered by PCG, which is the impact of the market trend on PCG. PCG can take variety of initiatives to keep up its strengths and minimize the impacts of the circumstances that they experienced. For instance, PCG has to demonstrate outstanding business performance and may choose to consider extending its business operations into different markets. Furthermore, PCG has various opportunities such as a diverse product portfolio and strong prospects for investment. However, PCG is also vulnerable to external issues such as fluctuating of demand and supply, as well as geopolitical risk. This SWOT analysis revealed that an established company like PCG needs to evaluate its own potential and restrictions in order to thrive in the industry.

In conclusion, at the end of the industrial training, I have a better understanding of the real working industry and was able to gain exposure to different industry, which certainly provided me with lots of new knowledge. In addition, I intend to pursue a Master's Degree in finance and aim to work for a large corporation in the financial industry in the future.

1.0 COMPANY PROFILE

1.1 Background of the Company

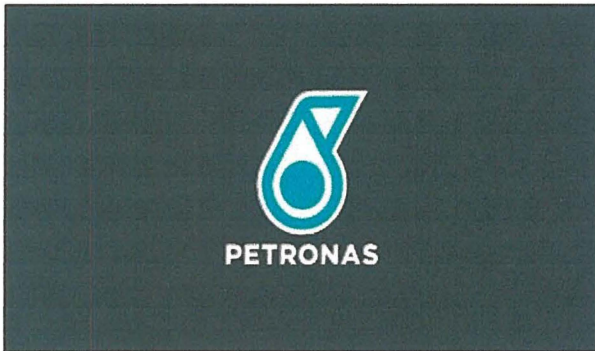


Figure 1: Petronas Logo



Figure 2: Petronas Twin Tower

Petroleum Nasional Berhad or PETRONAS, is a Malaysian energy company with businesses in over 100 countries. The headquarters are located in Kuala Lumpur's city centre with two main towers addressed at Petronas Twin Towers, Kuala Lumpur City Centre, 50088 Kuala Lumpur. It began its operations as a legal entity under the Malaysian Companies Act in 1974 and currently serves on the company's Board of Directors. The organization is in charge of producing and adding value to all of Malaysia's oil and gas resources (Adam Adha, 2022).

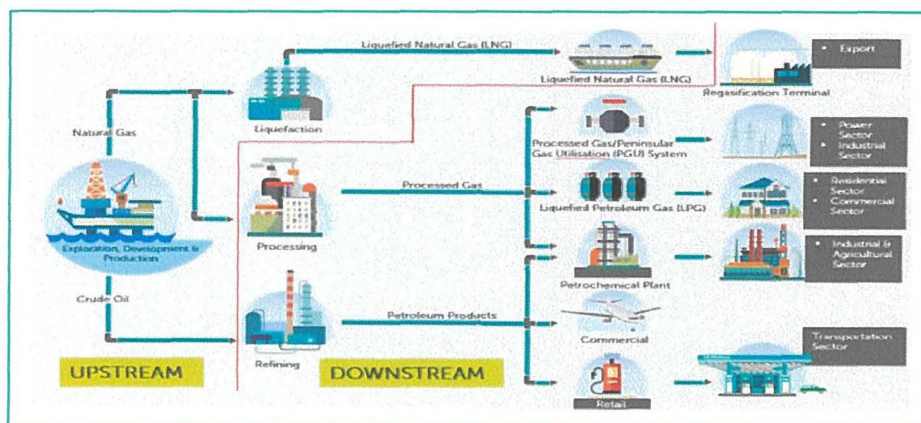


Figure 3: Framework of Petroleum Operations

Other than that, PETRONAS is involved in a wide variety of petroleum operations, including upstream oil and gas exploration and production, as well as downstream oil refining. It also engages in petroleum product marketing and distribution, petrochemical manufacturing and marketing, as well as real estate investing (Adam Adha, 2022). Furthermore, PETRONAS is the primary source of revenue for the Malaysian government, having provided RM 35 billion dividend to the government this year (Zuraimi, 2023). In addition, PETRONAS was listed among the world's largest companies by revenue in the annual Fortune Global 500 list for 2022, as well as 48th globally in the 2020 Bentley Infrastructure 500 (Klooster, 2021).

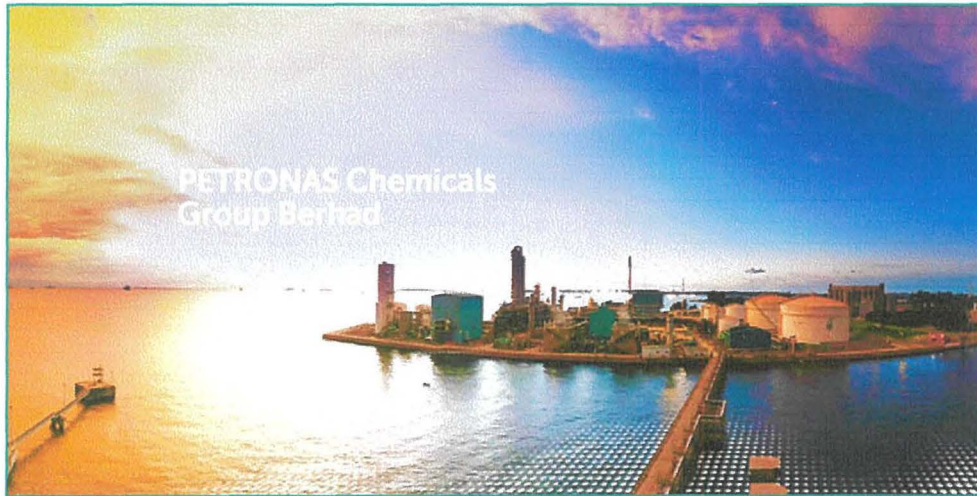


Figure 4: Petronas Chemical Group Berhad (PCG)

Meanwhile, Petronas Chemical Group Berhad commonly known as PCG is PETRONAS's chemical subsidiary and Malaysia's primary chemicals producer (Integrated Report, 2022). Petronas Chemical International Holdings, Petronas Chemicals Derivatives and Petronas Chemicals Methanol are some of the subsidiaries that operate within the PCG structure. It primarily manufactures, markets, and sells a diverse variety of petrochemicals. PCG was established almost 30 years ago and became public listed on 26 November 2010 (Sustainability Report, 2022). Its primary purpose is to maximize the value of Malaysia's natural gas resources by serving as world-class production centers in Malaysia, Asia-Pacific, Europe, and North America. Its main objective is to guarantee that their business procedures comply with globally recognized standards for Economic, Environment, Social, and Governance (EESG). PCG is currently listed in the FTSE4Good Bursa Malaysia (F4GBM) Index and the Dow Jones Sustainability™ World Index.

1.2 Mission and Vision of Petronas Chemical Group Berhad

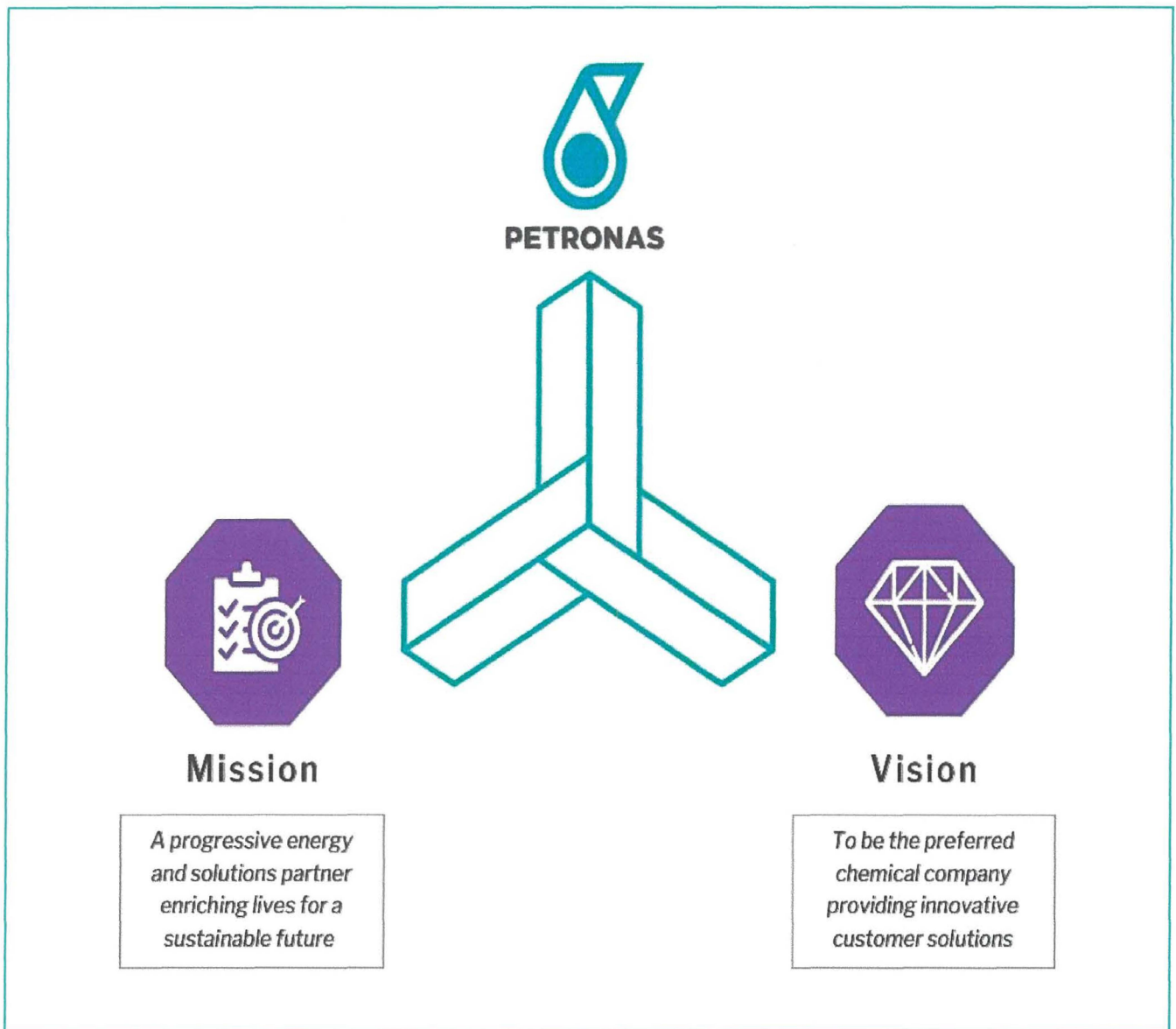
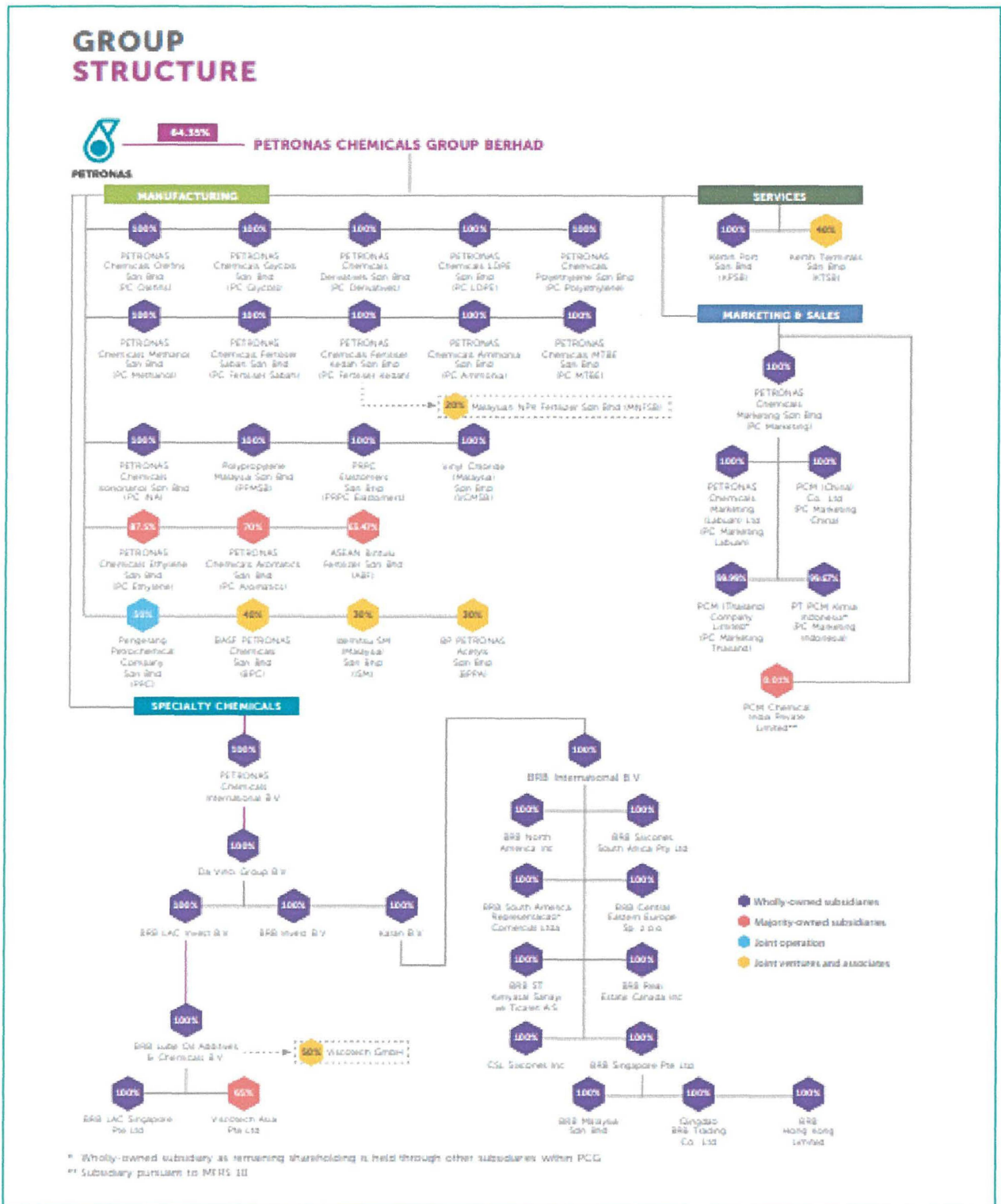


Figure 5: Mission and Vision of PCG

1.3 Group Structure of Petronas Chemical Group Berhad

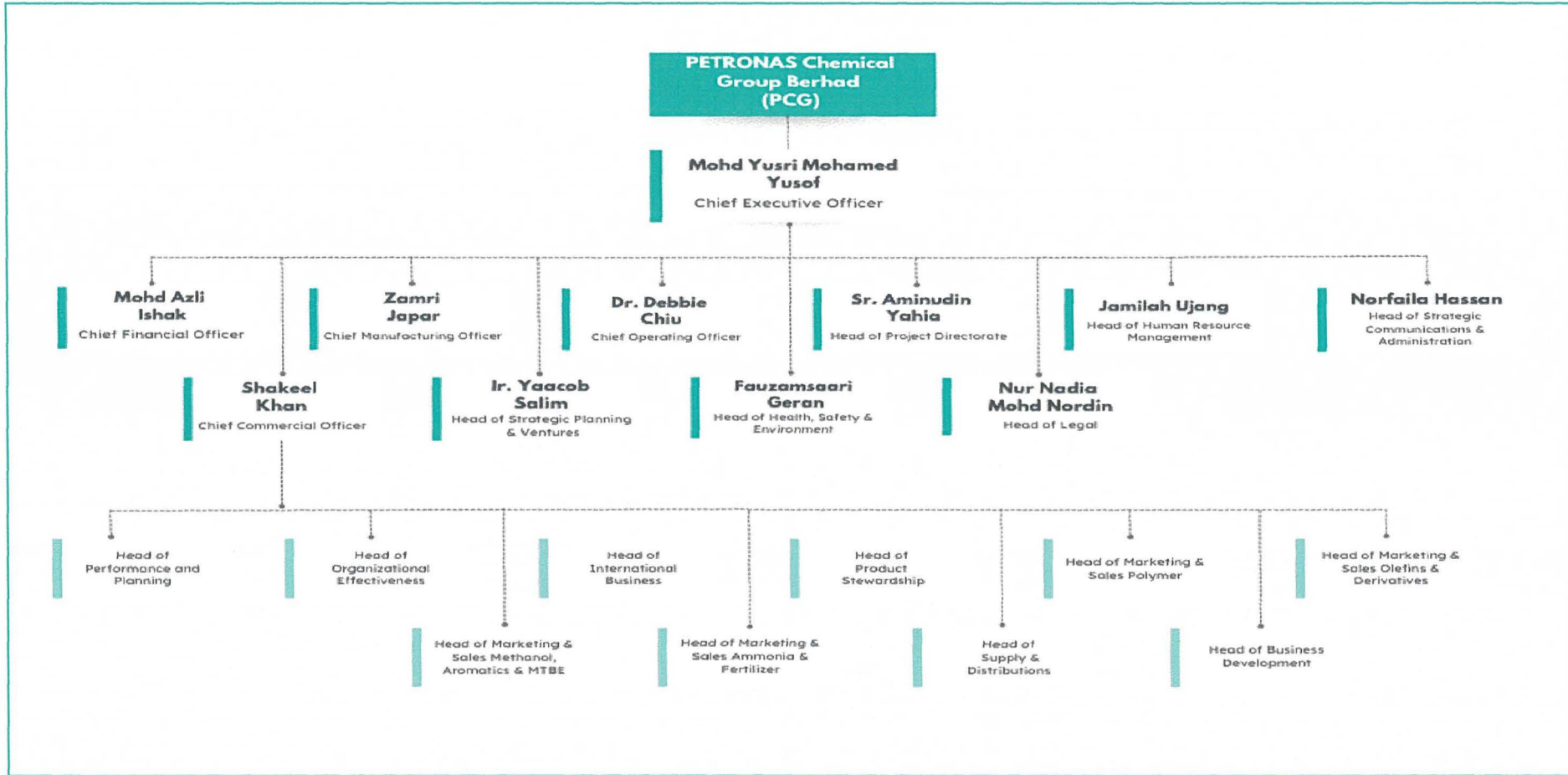
Figure 6: PCG's Group Structure



Source: Official Website of Petronas Chemicals Group Berhad

1.4 Organizational Structure of Petronas Chemical Group Berhad

Figure 7: Organizational Structure



Source: Official Website of Petronas Chemicals Group Berhad

1.5 Products and Services Offered by Petronas Chemical Group Berhad



Figure 8: Glycols



Figure 9: Polymers



Figure 10: Detergents



Figure 11: Shopping Bags

PCG's core products and services are mostly petrochemical products, which include olefins, glycols and derivatives, polymers, methanol, ammonia and fertilizers as well as aromatics. PCG additionally markets basic feedstock like ethylene and propylene, as well as intermediate products like butanol. On top of that, all of the petrochemical products supplied by PCG business operations are often utilized for the production of paint, home cleaners and detergents, food packaging, and plastics. These items will be involved in the manufacturing, marketing, and selling processes.

2.0 TRAINING'S REFLECTION

2.1 Job Descriptions and Responsibilities

Duration of Training	✓ 1 March 2023 – 15 August 2023 (24 weeks)
Working Hours	✓ Monday until Friday ✓ Flexible working hours which start at 7 a.m. and require a minimum of 8 hours each day
Department	✓ Supply and Distribution Department
Roles, Responsibilities, Task and Assignment	✓ Assist on daily administration works such as responding to emails, coordinating and managing appointments and meetings as well as preparing minutes of meetings. ✓ Assist to update on costing related to logistics expenses as well as responsible to update the department's performance on Earning Before Interest and Tax (EBITDA) for every quarter. ✓ Responsible to assist with operation works such as helping to coordinate the shipments and deliveries of the product, helping with tracking and scheduling shipments to ensure timely delivery and assisting to secure booking for the shipments.

Table 1: Details on Job Descriptions

2.2 Extrinsic & Intrinsic Benefits

This 24 weeks of industrial training provided an incredible amount of exposure and benefits. The extrinsic benefits acquired throughout the training period include a monthly allowance as well as one day of paid annual leave each month. In addition, in terms of intrinsic benefits there are a lot of knowledge, technical skills, as well as personal development has been achieved. For instance, in terms of technical skills, I have the opportunity to learn how to effectively use SAP software for my day-to-day tasks. Furthermore, I get a better understanding of how the corporate and working worlds operate, being able to work under pressure, improving my communication skills as I get to meet new people every day, and learn how to work independently. Both of these extrinsic and intrinsic benefits will definitely help me in preparing myself before entering the workforce in the future.

3.0 SWOT ANALYSIS

3.1 Swot Analysis Diagram For Petronas Chemical Group Berhad

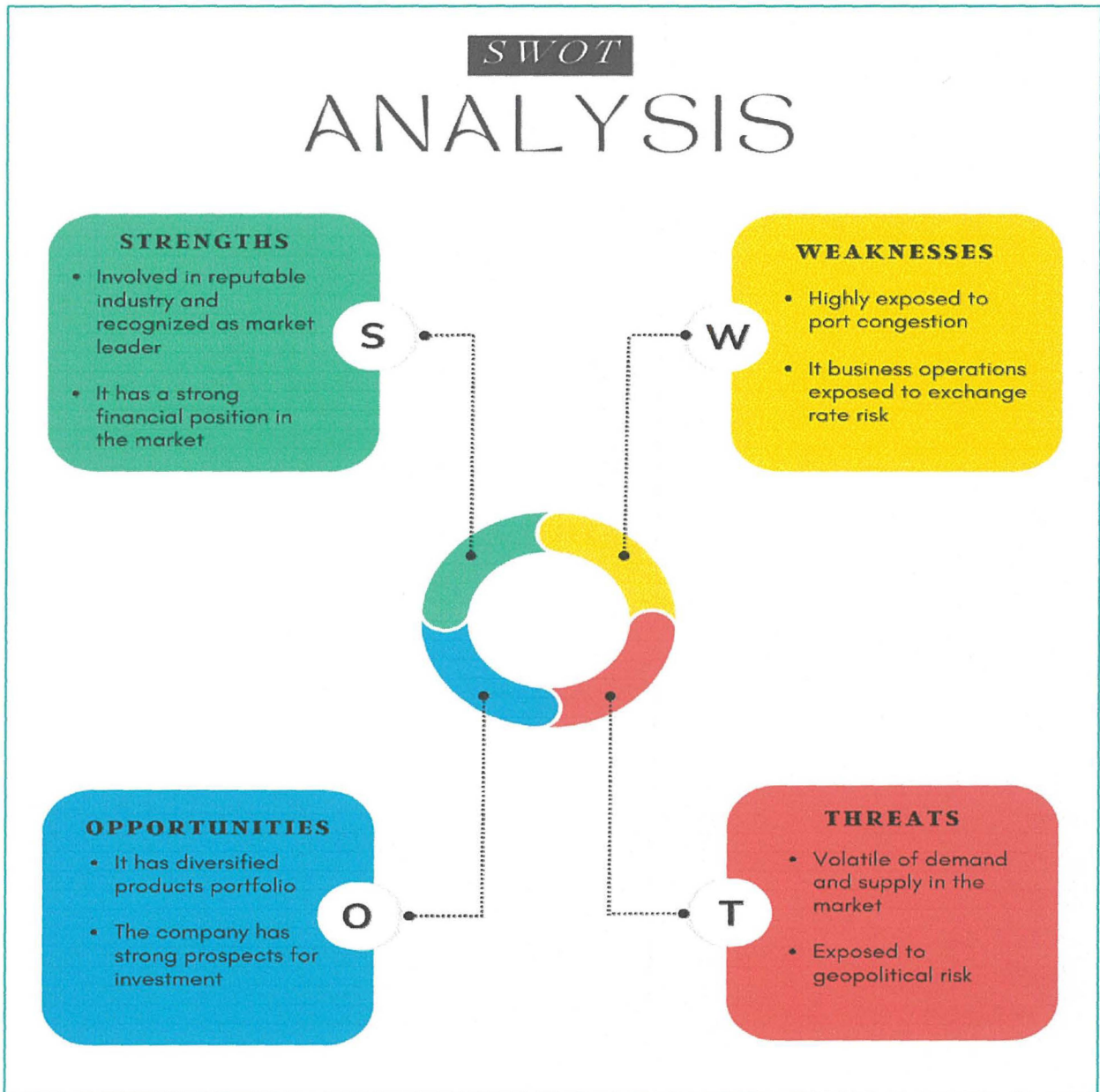


Figure 12: SWOT Analysis Diagram

3.2 Strengths For Petronas Chemical Group Berhad

3.2.1 Reputable Industry and Market Leader



Figure 13

Petronas Chemical Group Berhad (PCG) is one of Southeast Asia's leading integrated chemicals producers (Integrated Report, 2022). PCG is also ranked 78th among the world's top 100 chemical companies, with a market capitalization of USD 3,570 in 2021 (Klooster, 2021). On top of that, PCG is also one of the top ten firms in the Dow Jones Sustainability Index 2022. This has positioned PCG as a market leader in the field, particularly in Malaysia. Market leaders are recognized for maintaining high status and brand value, hence this solid reputation enables PCG to not only retain but also gain new customers. (Arora, 2022). A market leader is also aware of the purchasing decisions made by its customer base since it has access to huge databases. Therefore, it allows PCG to further enhance the brand image of its products through aggressive marketing practices.

Other than that, PCG is the backbone of PETRONAS, where it conducts its main commercial activities in the reputable petrochemicals business. Petrochemicals are basically chemicals made from petroleum products. For instance, plastics, rubbers, fibers and others (Al-Kawaz, 2019). Due to its extensive business activity, PCG has a strong market position. Since PCG has established a strong competitive position, its current and potential customers are going to feel confident in doing business with them regardless of anything that occurs in the market.

To remain its position as a market leader in this industry, PCG needs to demonstrate outstanding business performance (Bhardwaj, 2022). This will allow the company to sustain customers and stakeholder trust in its business activities. Other than that, PCG needs to keep up with current trends as well as the advancement of the industry in order to figure out what they are required to do in the future depending on the industry's current demands and needs (Dara G., 2020).

3.2.2 Strong Financial Position in the Market

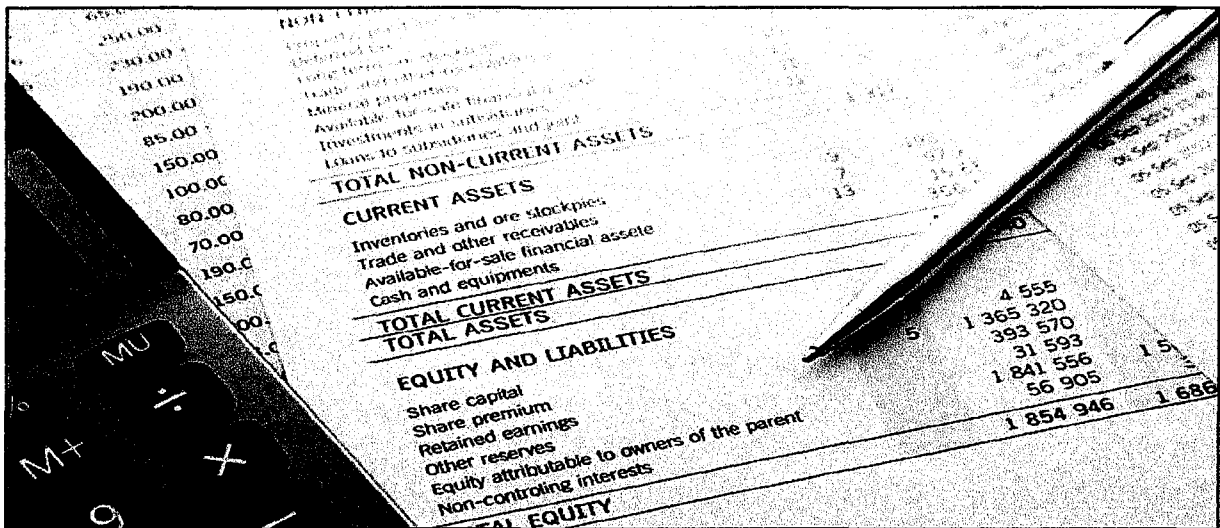


Figure 14

A company with strong financial standing benefits its business in a variety of ways. This is due to the fact that investors choose companies that are stable, reputable, and profitable (Najjar, 2022). PCG has an excellent financial standing in the market, after achieving an outstanding set of financial results in 2022. As a result of PCG's solid financial position, it is able to provide substantial value to its stakeholders, having achieved RM 8.1 billion in EBITDA for 2022 (Integrated Report, 2022). Consequently, PCG has earned the trust of its investors and industry experts because it can ensure a consistent flow of funds to support its operations and projects.

Furthermore, with excellent financial results, PCG is able to maintain its position in the market if any uncertainty arises. For example, during COVID-19, the company was able to continue operating in the market since it had sufficient funds and could demonstrate its best business approach. Despite the industry to decline, it has led to an impressive improvement in its financial performance (Najjar, 2022).

In addition, with a huge quantity of funds, the company has more opportunities to engage in new investments or projects in order to increase its profits and shareholder value (Phelps, 2020). In addition, PCG must continually track its freight management in order to sustain its outstanding financial performance (Erik Sandberg, 2019). For example, PCG could find alternatives to negotiate lower freight rates for both local and export deliveries. Thus, by getting the best freight rate, PCG is able to generate more revenues while reducing its expenses.

3.3 Weaknesses For Petronas Chemical Group Berhad

3.3.1 Port Congestion

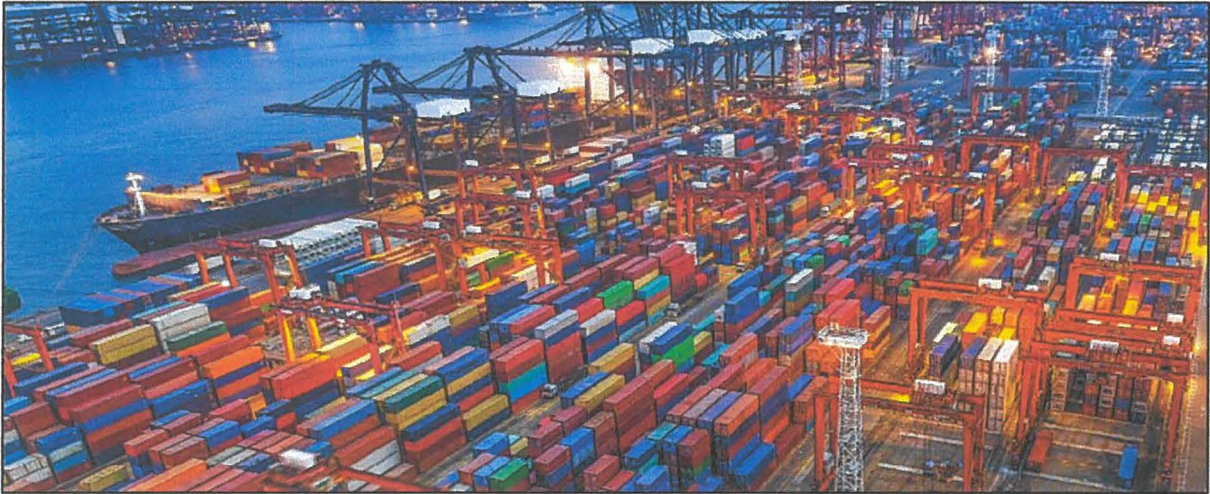


Figure 15

Considering PCG's primary activity is exporting and delivering items to customers by shipping, port congestion has become a key weakness in their operations. Port Congestion occurs when a ship arriving at a port for cargo or other purposes is unable to get underway and needs to wait outside at base for a space to become available (Bhonsle, 2022). Port congestion can occur due to a variety of factors, including overbooked ports or terminals, weather delays, and pandemics such as COVID-19. This issue also may arise during the festival season, such as Chinese New Year and Hari Raya Aidilfitri.

When PCG encounters this issue, the schedule for the ships may be impacted, resulting in cargo delivery delays. This might occur at periods of the year when consumer demand for goods and products is significantly higher than usual (Bhonsle, 2022). This is common during festival season, resulting in larger volumes and more demand on carrier capacity and cargo handling facilities at ports (Erik Sandberg, 2019). Aside from cargo delivery delays, port congestion can have an influence on PCG's expenditures by causing additional charges and fees. These additional expenditures frequently resulted in PCG having to pay a certain amount of fees or charges to the shipping lines, which normally include maintenance and fuel costs, as well as other operating costs. As a result of the delays, PCG has had to deal with losses.

PCG needs to carefully plan its sailing schedule in order to avoid this issue from arising. For example, the team in charge of exporting its products has to ensure that all sailing activities are completed before any festival season in order to minimize cargo delays (Yang Jing Fu, 2022). Furthermore, if the primary shipping line is unable to execute the company's request to ship the goods on particular dates, the company can be more flexible in switching to another shipping line to carry out the shipping procedure. This could significantly help in the seamless operation of the port's shipping processes, while also ensuring customers receive their goods on time (David, 2021)

3.3.2 Exchange Rate Risk



Figure 16

The unpredictability and volatility of the currency rate have a significant impact on PCG operations and profitability. The pandemic of COVID-19, and other concerns such as political instability, economic factor and currency volatility in the global market has made it difficult for PCG to conduct its business operations (Integrated Report, 2022). For instance, PCG dealing this issue in its shipping industry since it was participating in a freight market structure that was exposed to a fluctuating exchange rate market. The risk generally occurs when the freight charges are in US dollars and the home currency is unstable (Troy Segal, 2021). As a result, PCG is going to experience huge amount of expenses in its operations.

Aside from that, freight rates are frequently quoted in US dollars, and fluctuation in the exchange rate between US dollars and the home currency will thus influence PCG's profit. However, if the home currency is stronger, it will result in lower expenses and greater profits for the company. Furthermore, a substantial amount of the expenses that PCG must bear are not wholly measured in dollars, but in a range of currencies that are defined by the nationality of the shipping company itself or by the country's port. This exposed PCG to a greater degree of uncertainty.

Therefore, PCG needs to manage and plan its business approach attentively in order to minimize the amount of risk that they face. For example, PCG might want to look into expanding its operations into different markets and currencies (Zani, 2022). This will eventually help to reduce the impact of exchange rate risk as if one of the exchange rates fluctuates significantly, the impact on PCG revenue and expenditures will be balanced out by other markets (Burkhard, 2019). On top of that, PCG should conduct continuous monitoring in order to be updated about global economic developments, currency trends, and political events that may affect exchange rates (Marks, 2022). This may help PCG in making quick decisions and taking appropriate actions to effectively manage the exchange rate risk.

3.4 Opportunities For Petronas Chemical Group Berhad

3.4.1 Diversified Product Portfolio

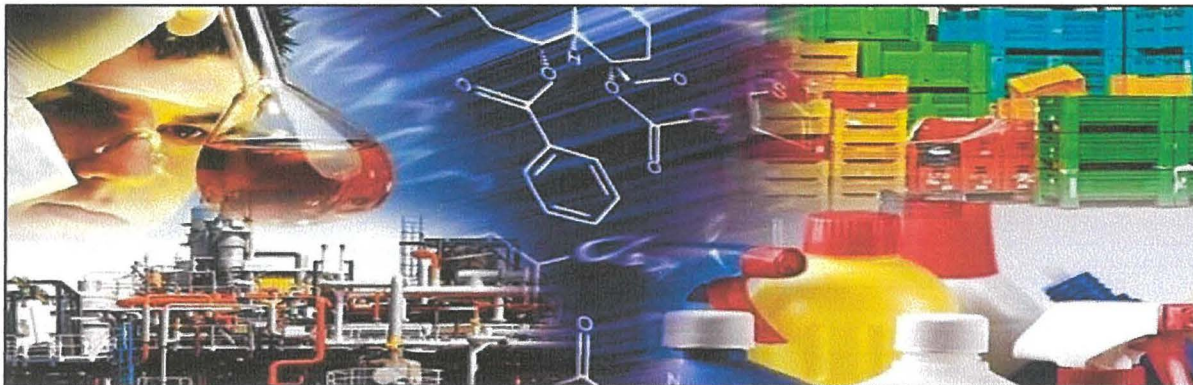


Figure 17

PETRONAS is widely recognised as a fully integrated oil and gas company. As Petronas' chemical arm, PCG offers a diverse range of petrochemical products to satisfy the market's future and current needs. Furthermore, PCG is divided into five business segments which include polymers, olefins & derivatives, methanol & aromatics, ammonia & fertilisers, and isononanol (Integrated Report, 2022). In addition to these five business segments, PCG has about 14 market coverage, particularly in Southwest Asia and Asia Pacific. This demonstrates that PCG has broad worldwide business coverage, which offers PCG a significant competitive advantage.

On top of that, offering a diverse product range and marketing it in numerous industry segments would provide PCG with lots of advantages. PCG will be able to reduce its dependency on just one stream of business. This will also allow PCG to have access to a larger pool of potential customers while benefiting from significant cost savings. By having these opportunities, PCG is able to boost its revenue, market share, and reduce the amount of cost per unit or among the customers (Suttle, 2022).

Just like any other market, petrochemical market can be exposed to market weakening. With an extensive range of product portfolio, PCG could take this opportunity to position its business widely to remain relevant in the industry if the market declines (Robert, 2020). This will enable PCG to get their customer support for its business operations regardless of anything happens in the market as they already have their own existing customers. Furthermore, PCG can also consider expanding its business segment into new types of product as having a diverse product range will help PCG in spreading its business risk (Puvás, 2022). If one product or market experiences a downturn or encounters challenges, the other products may help balance the losses and preserve overall stability.

3.4.2 Strong Prospects for Investment



Figure 18

PCG is a company with a strong financial position, allowing it access as an attractive investment platform. This is due to PCG's market leadership in its main products, in addition to its gas feedstock advantage and fully integrated production facilities. This has allowed PCG to form strong partnerships with prominent chemical and energy companies (Integrated Report, 2022). Hence, this has resulted in investment opportunities for the company.

Aside from that, having a strong business base is another crucial aspect for PCG to operate as a strong platform for investment. This is because potential investors want companies with excellent financial positions in order to secure a high return on their investment. Furthermore, strong financial stability is another important factor for investors to consider. PCG frequently looks for methods to improve its strategy and finances in order to strengthen shareholder trust in the company as a whole (Sustainability Report, 2022).

In order to fully utilize this valuable opportunity, PCG might want to consider prioritizing projects with strategic benefits that will substantially enhance their business operations (Adam, 2020). This will allow the company to acquire more revenue or other benefits, which would eventually help them to contribute back to its stakeholders and investors. This also boosts the company's long-term growth and helps improve employee morale as the company's market position is stable (Maverick, 2022).

3.5 Threats For Petronas Chemical Group Berhad

3.5.1 Demand and Supply in the market

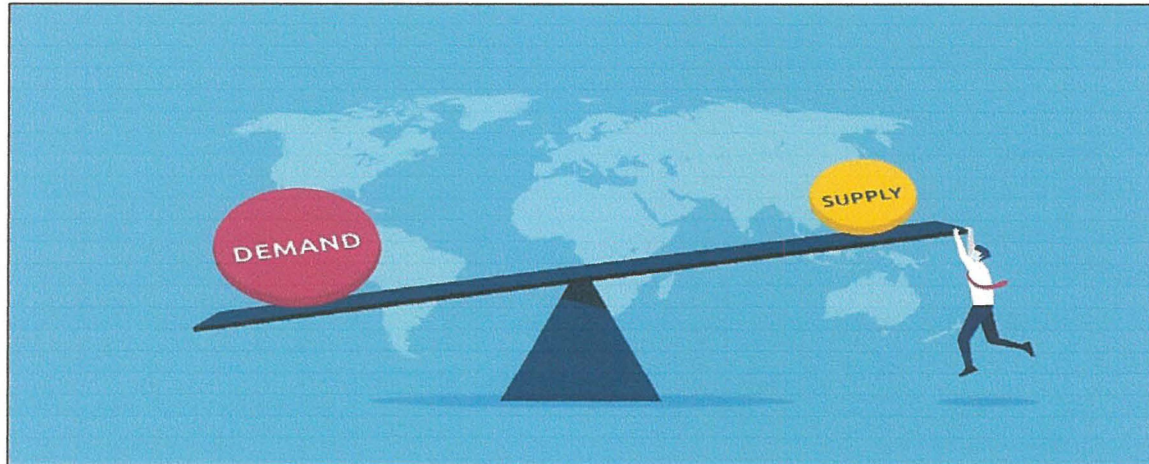


Figure 19

The market's demand and supply for petrochemical products are both uncertain. PCG as a Malaysia's leading integrated chemical company, is severely impacted by the market uncertainties of petrochemical products. Petrochemicals are made from crude oil and natural gas. Oil price fluctuations can have influence on the cost of feedstocks used in petrochemical production (Burkhard, 2019). Furthermore, demand for petrochemical products is highly related to overall economic conditions. Economic downturns caused by COVID-19 had a significant impact on the petrochemical industry, making it one of the greatest challenges for PCG to operate its business (Thiumsak, 2022).

Supply and demand in the market have become one of the biggest threats to PCG since they have a significant influence on the cost of the product. This is due to the fact that when there is a high demand in the market while there is a lack of supply, the pricing of products and services in the market will be higher. For instance, if there is a surge in demand for polymers, the freight charge for the shipment will be higher (Taylor, 2022). As a result, PCG must pay extra charges for the shipping procedure. However, if the market has low demand and strong supply, the price of goods and services for petrochemical products will be lower. This will eventually have an impact on the company's profit and earnings in the future.

To address this issue, PCG might want to strengthen its relationships with its customers and vendors in order to have a deeper understanding of the industry's current status. This will enable PCG to come up with an appropriate plan for its future business operations in order to minimize the risk that it may face (Mats, 2022).

3.5.2 Geopolitical Risk

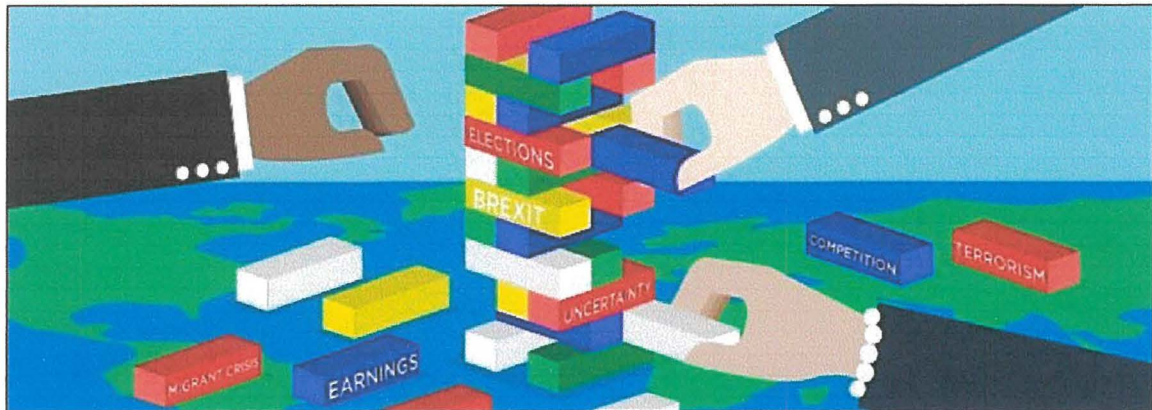


Figure 20

Geopolitical risks can be defined as potential political, economic, military, and social dangers that might occur as a result of a country's participation in international affairs. They typically arise when there is a big transition in power, a war, or a major crisis (Vivek Astvansh, 2022). For PCG, the Russia-Ukraine war is one of the challenges that the company has had to deal with up to this moment. This is due to Russia's status as the world's leading urea exporter, which has caused urea prices to increase. As a result of the conflict, energy and feedstock costs have risen due to increased supply fears in Europe. It caused several Asian petrochemical companies to shift their operations to a different feedstock in order to minimize high feedstock costs, which were worsened by volatile crude oil prices and low-profit margins (Integrated Report, 2022).

Lessening the influence of geopolitics can be difficult since it involves numerous external issues beyond PCG's control. However, PCG ought to strengthen its relationships with its suppliers and local partners in the countries in which it operates (Liker, 2020). This will allow PCG to have easier access to communication for its business operations. This also helps PCG in gaining an in-depth understanding of the regulations that may be involved as a result of the conflict that took place in a certain country. As a result, these relationships may give beneficial insights, early warnings of upcoming disruptions, and assistance in handling geopolitical issues (Thomas, 2022)

4.0 CONCLUSION

24 weeks of industrial training at PETRONAS Chemical Group Berhad, there are a lot of valuable knowledge and experience that I have gained which definitely will help me to enter into the working industry in the future. The SWOT analysis that I have identified, the strengths and weaknesses might resulted in the company to be able to sustain in the market or may threatens its position of the company itself. Due to this, PCG need to always prepared with excellent business strategy every quarter in order for the company to keep up with the market trend.

After 24 weeks of industrial training, I have finally get a clear picture of how working environment looks alike. Despite being in a different industry of my course of study, I get a lot of new knowledge from my colleagues. Furthermore, after completing my bachelor's degree, I plan to pursue my Master's Degree in Finance in the future. In addition, in the next five years I would like to work in one of big company in finance field and at the same time I would plan to take Professional Certificate in Finance in order for me to be able to complement my profession even better. In a nutshell, I hope to expand my knowledge by diving in deep and learning as much as possible about my profession. My vision is to climb the highest level of education and become sucessful in career at the early age.

5.0 REFERENCES

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6.0 APPENDICES



Figure 13: Given the opportunity to be an emcee during Iftar Event with UPTM students



Figure 14: Photo session during Iftar event with UPTM students



Figure 15: Participated in Hari Raya Event Competition

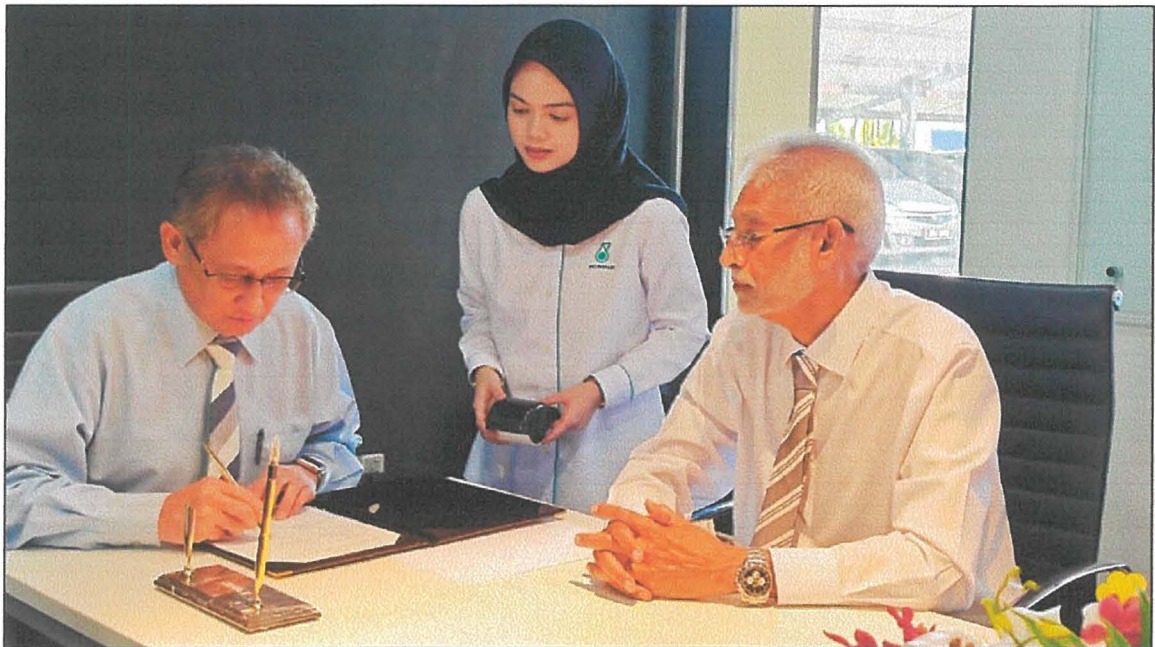


Figure 16: Took part in Signing Ceremony with Clients



Figure 17: Visited Petronas Chemicals LDPE Office at Kerteh, Terengganu



Figure 18: Engagement session with one of Petronas customers



Figure 19: A second opportunity to be an emcee for the FELT Leadership Programme in Kuantan

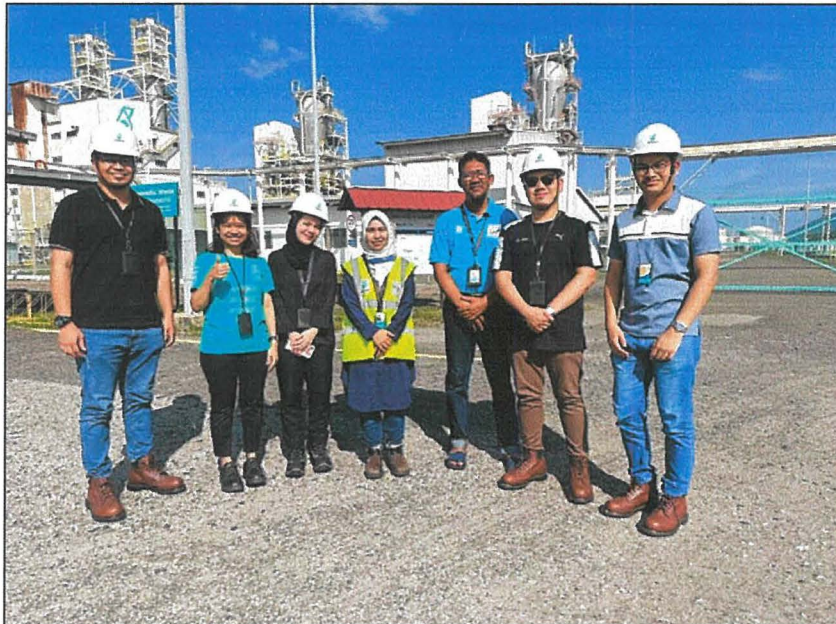


Figure 20: Visited one of the Plant for Petronas in Kerteh, Terengganu

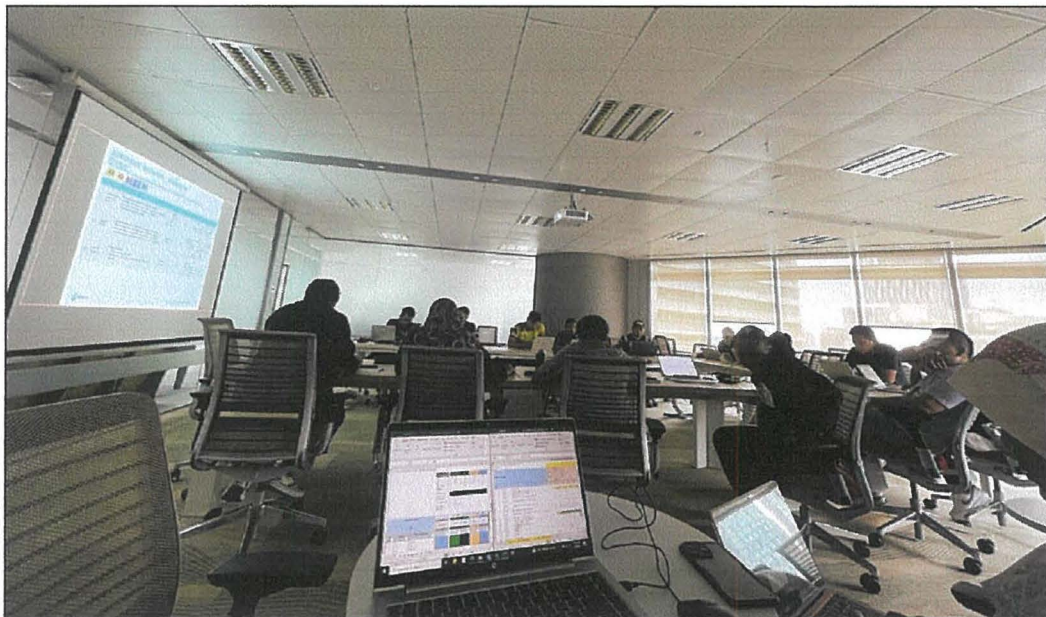


Figure 21: Involved in monthly meeting of department



Figure 22: Visited one of the largest ship used by Petronas for the delivery of their products in Kuantan Port