



نواصل مسيرة التميز
PROGRESSING WITH EXCELLENCE

Qatar Fuel Co. Q.P.S.C “WOQOD”

Overview of Operation and 1H 2020 Financial Results

Investor Relations (IR), 16th July 2020



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The company cannot disclose any Commercially Sensitive Information due to the confidentially agreements signed with Suppliers.

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Vision

“To be the leading petroleum products distribution and related services marketing company in the region”

Overview of WOQOD Group



- WOQOD started operations in 2002 with exclusive rights for storage and distribution of petroleum products in State of Qatar
- Operations started with 2 Petrol Stations in 2003 and grown to 104 stations as of end of 1H 2020
- Key Operations of WOQOD are:
 - Diesel and Gasoline Fuel Distribution – Bulk and Retail
 - Jet Fuel Distribution
 - Shore to Ship and Ship to Ship Bunkering Operations
 - LPG Operations – Bulk and Shafaf
 - Natural Gas distribution
 - CNG Distribution
 - HFO Bunkering
 - Bitumen Operations
 - Marine Operations
 - Vehicle Inspections
 - Other Retail activities – C-Store, Auto care etc.

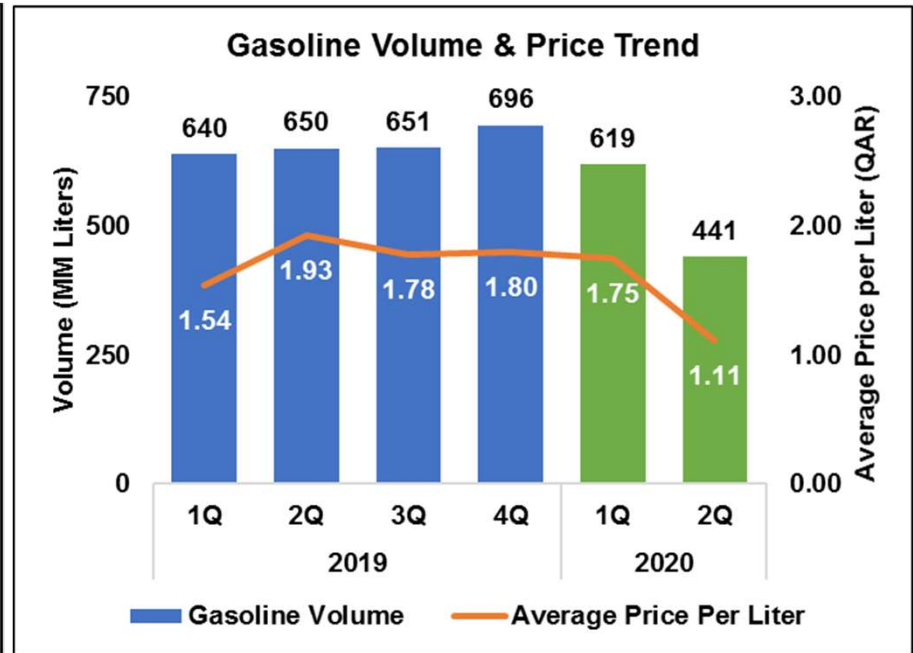
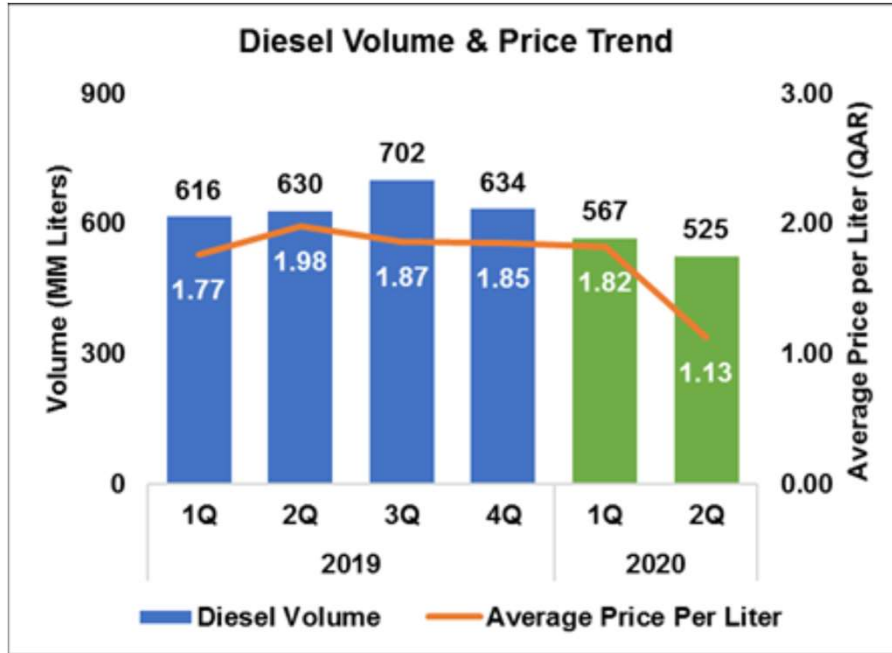


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Diesel & Gasoline Fuel Volumes & Price



Fuel Sales	Unit	YTD Jun 2020	YTD Jun 2019	Variance F/(U)	Variance (%)
Diesel	MM Liters	1,092	1,246	-154	-12%
Super Gasoline	MM Liters	496	634	-138	-22%
Premium Gasoline	MM Liters	564	656	-92	-14%
Total Fuel Sales	MM Liters	2,152	2,536	-384	-15%

1H 2020 vs. 1H 2019

- Diesel sales lower by 12% in 1H 2020 as compared to 1H 2019 driven by lower demand mainly due to COVID-19 impact
- Gasoline sales lower by 18% in 1H 2020 as compared to 1H 2019 driven by lower demand mainly due to COVID-19 impact

Retail Fuel Sales Volume Comparison

Retail Fuel Sales	Unit	YTD Jun 2020	YTD Jun 2019	Variance F/(U)	Variance (%)
Diesel	MM Liters	390	375	15	4%
Super Gasoline	MM Liters	412	497	-85	-17%
Premium Gasoline	MM Liters	460	506	-46	-9%
Total	MM Liters	1,262	1,378	-116	-8%

1H 2020 vs. 1H 2019

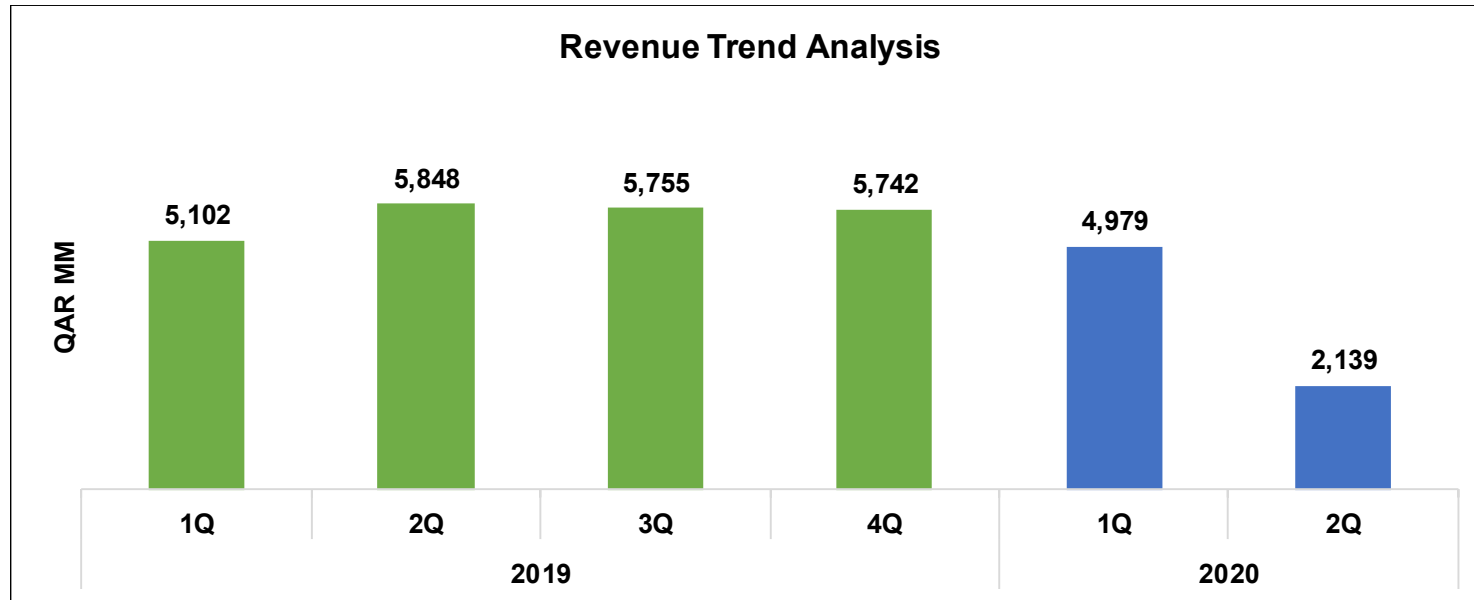
- Retail Fuel sales at Petrol Stations lower by 8% as compared to the same period last year driven by micro economic factors and pandemic impact
 - Diesel Sales increased by 4%
 - Super Gasoline Sales decreased by 17% and
 - Premium Gasoline sales decreased by 9%
- Retail Fuel Market share increased to 86% during YTD Jun 2020 vs 80% in YTD Jun 2019 driven by increase in number of petrol stations

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Revenue - Trend Analysis



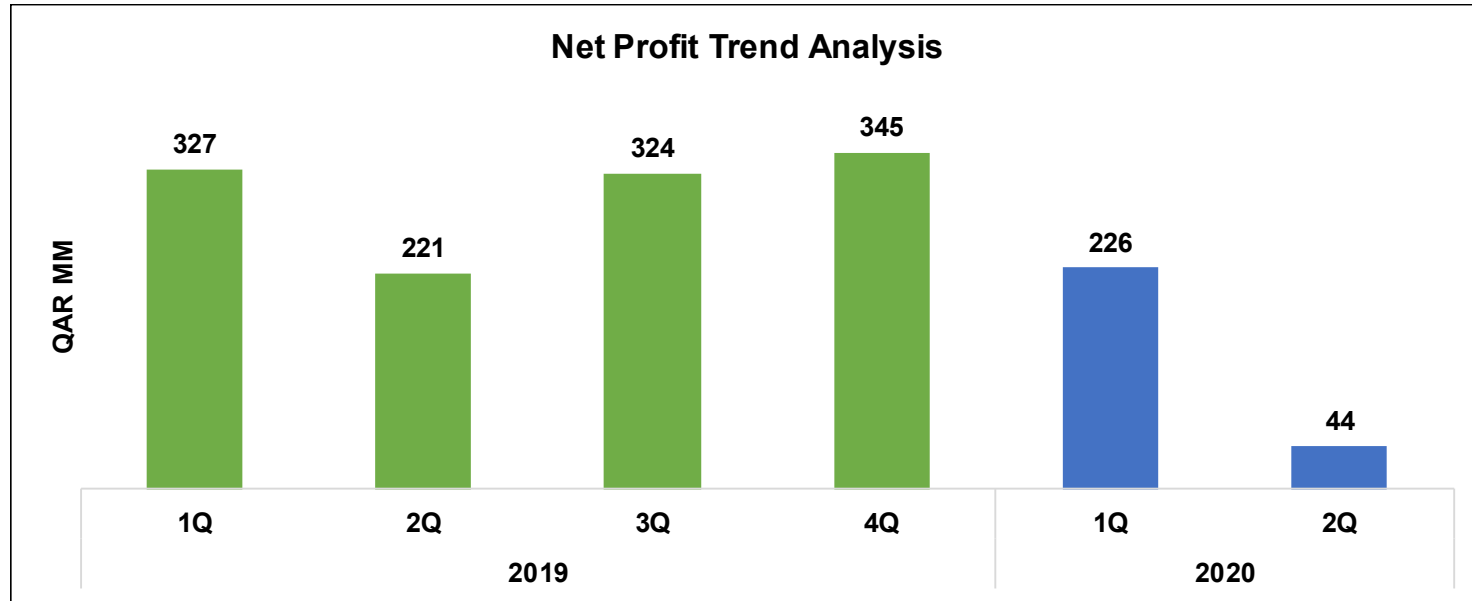
1H 2020 vs 1H 2019

- Revenue is lower by 35% in 1H 2020 vs the same period last year mainly driven by decrease in fuel sales volume

2Q2020 vs 2Q2019

- Revenue is lower by 63% in 2Q2020 vs the same period last year due to decrease in fuel sales volume driven by Covid-19 impacts

Net Income - Trend Analysis

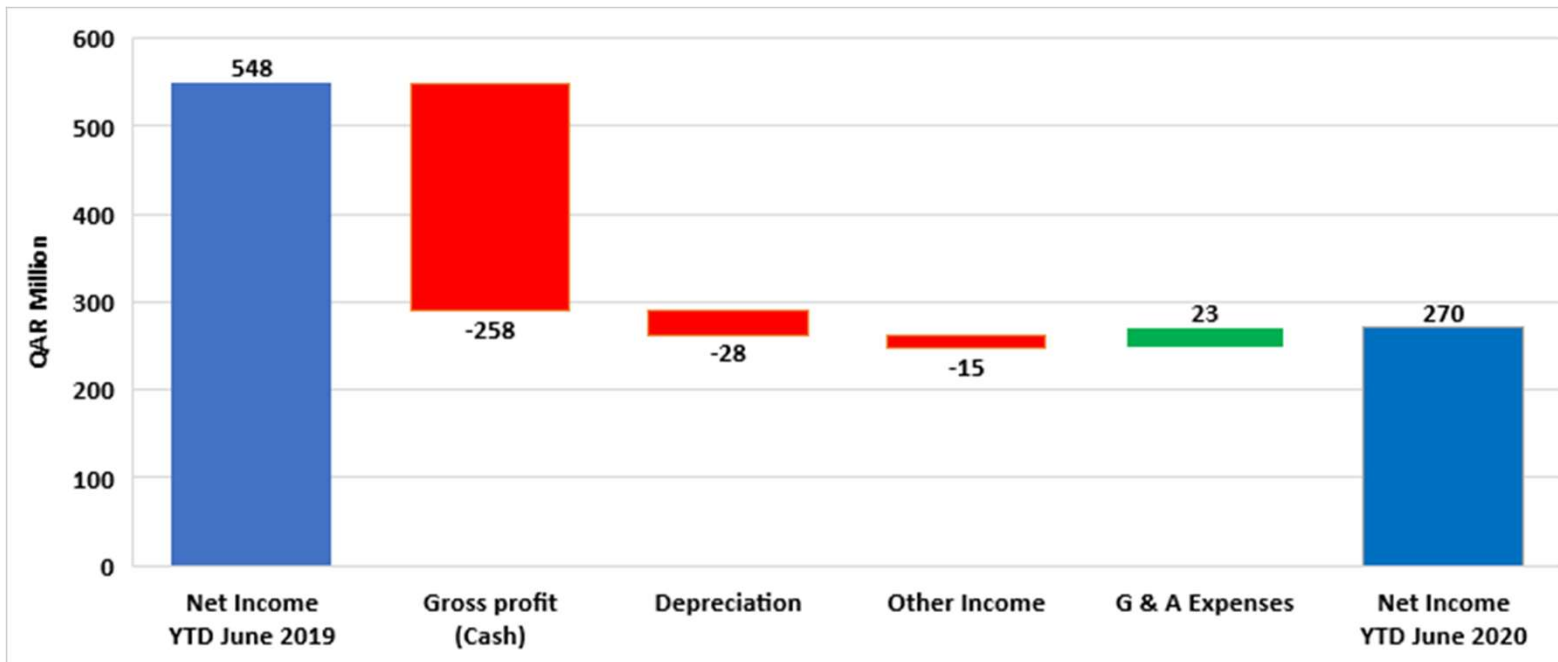


1H 2020 vs 1H 2019

- Net Income for the 1st Half 2020 is QAR 270 MM, lower by QAR 278MM (51% decrease) as compared to the same period last year mainly driven by COVID-19 impacts (lower sales and lower distribution margins)
- Detailed analysis of Net Income Variance is given in the next slide

Net Income Analysis – 1H 2020 vs 1H 2019

(Attributable to WOQOD Shareholders)



Net Income attributable to WOQOD shareholders for 1H20 is QAR 270 MM, lower by QAR 278MM (51%) as compared to the same period last year; key variances are as follows:

- Gross profit decrease driven by lower Sales volumes in Fuels and Bitumen
- Depreciation increase driven by new Petrol Station additions
- Other Income lower driven by prevailing market conditions
- G & A Expenses lower by 15% driven by cost optimization and efficiency improvement initiatives

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Thank You !