

Qatar Fuel Co. Q.P.S.C **“WOQOD”**

Overview of Operation and Financial Results for the FY 2024

Investor Relations (IR)
23 January 2025



Disclaimer



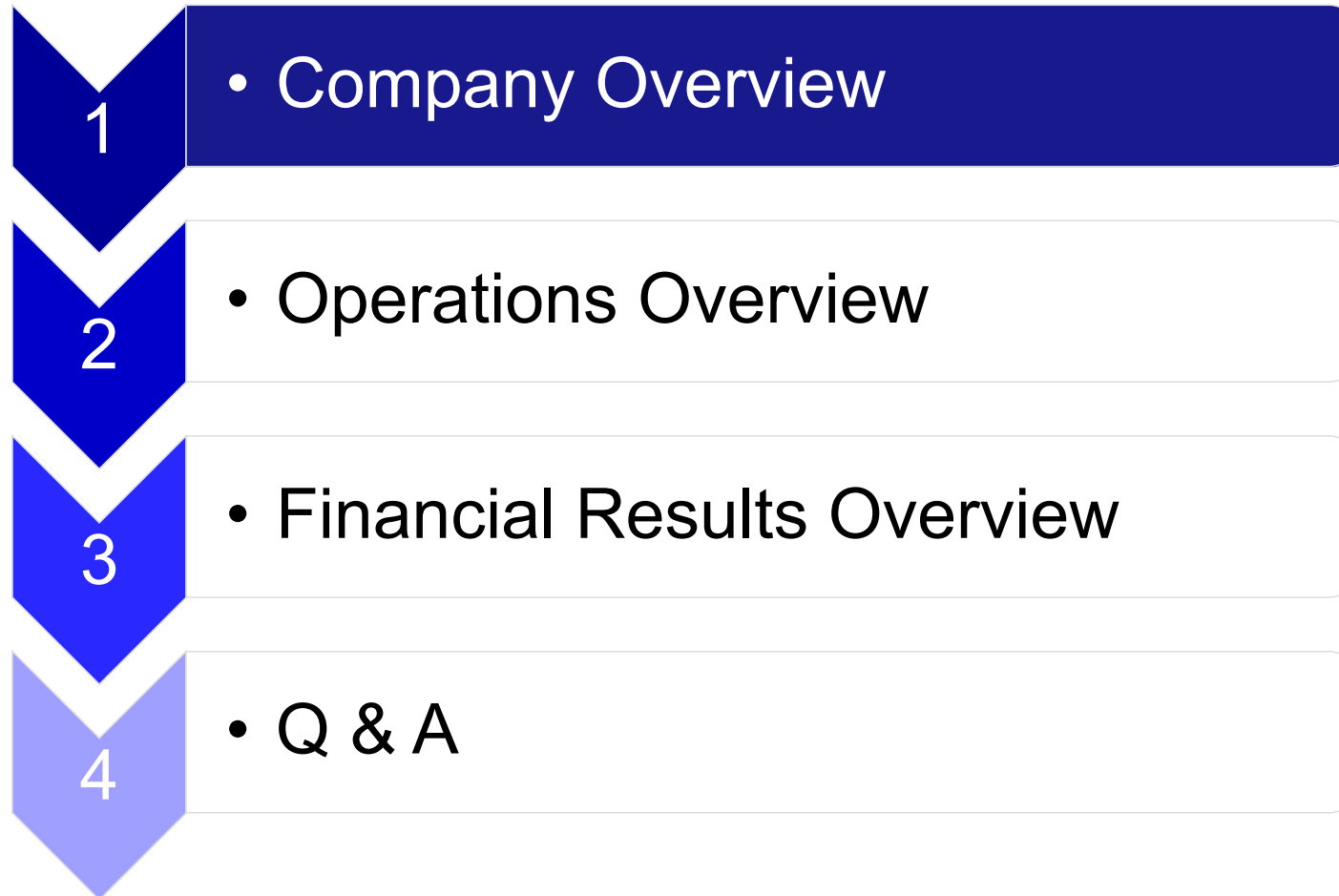
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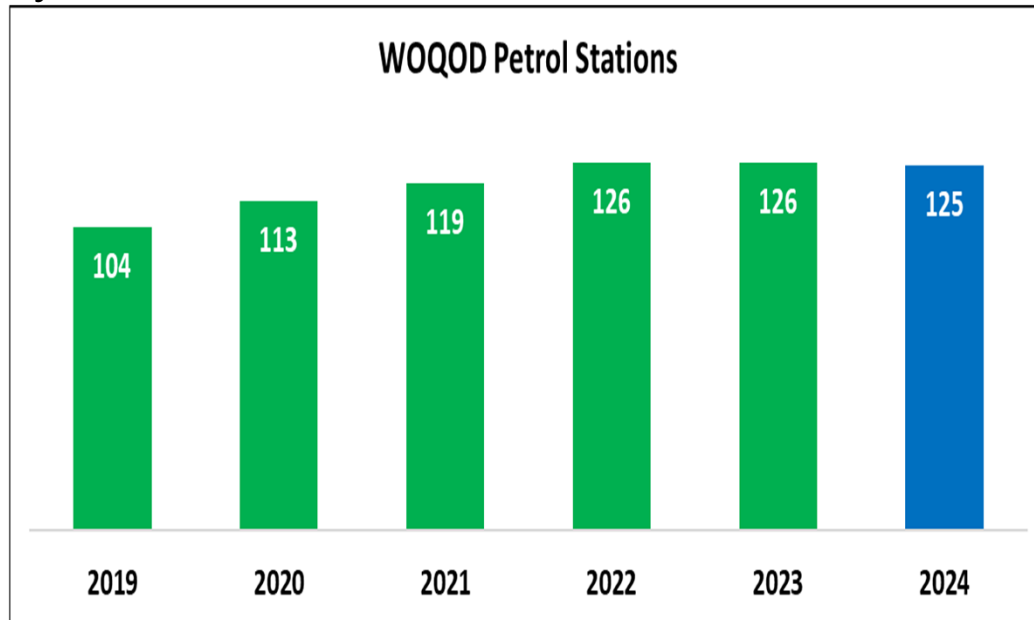
Vision

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

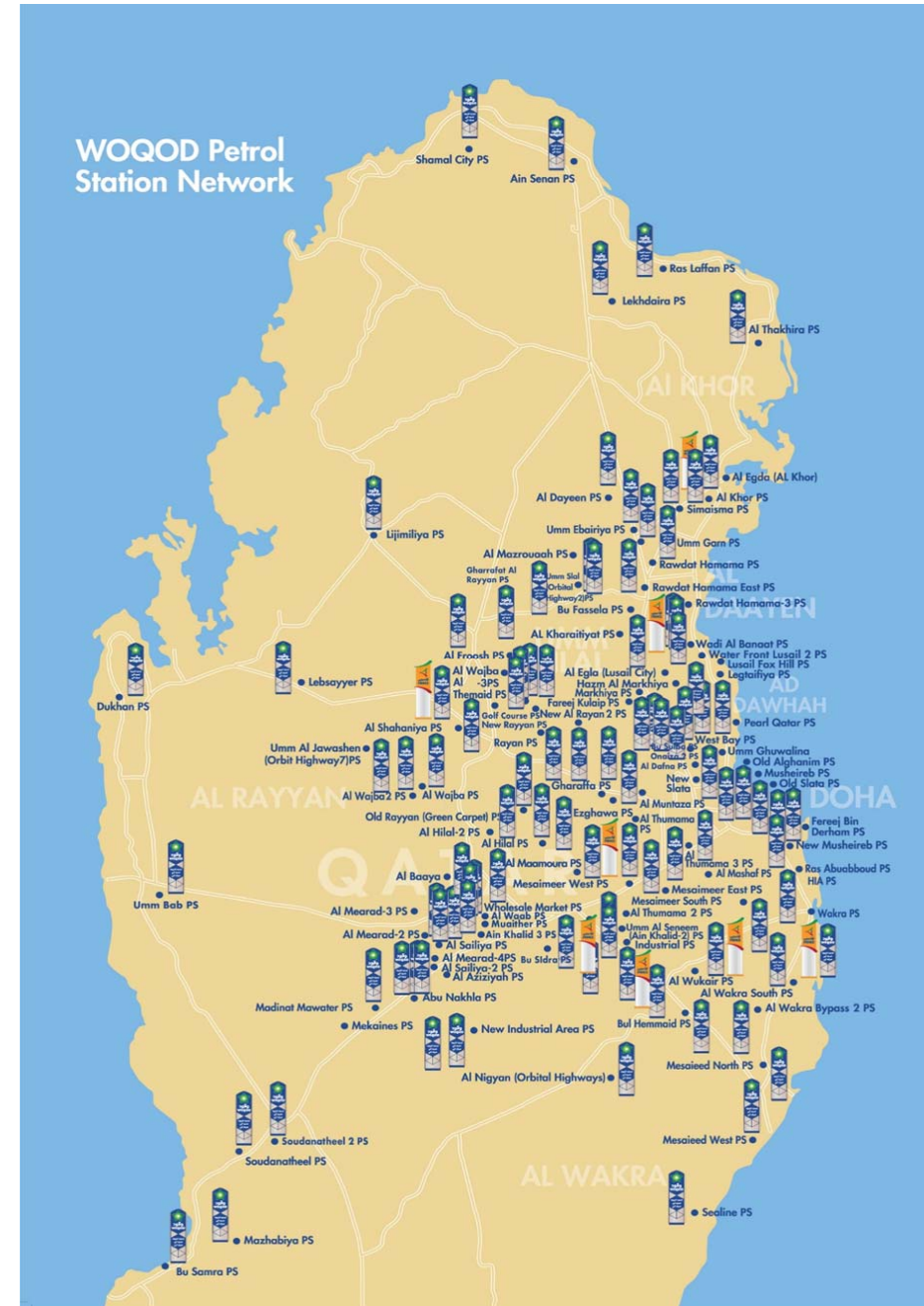
Overview of WOQOD Group



- WOQOD started operations in 2002 with exclusive rights for storage and distribution of petroleum products in the State of Qatar
- Operations started with 2 Petrol Stations in 2003 and grown to 125 stations at the end of year 2024



- WOQOD also owns and operates 13 Fahes centers for inspection of Vehicles across the State of Qatar



Key Operations of WOQOD Group



- Diesel & Gasoline Fuel Distribution and Sales
- Jet Fuel Sales
- LPG & Natural Gas Distribution and Sales
- Bitumen Operations
- Sidra Stores
- Auto-care Services
- Auto-care Franchise
- Vehicle Inspection
- Shore to Ship & Ship to Ship Bunkering
- Office Leasing

Main Subsidiaries



Jet Fuel
Distribution
Operations



Vehicle
Inspection



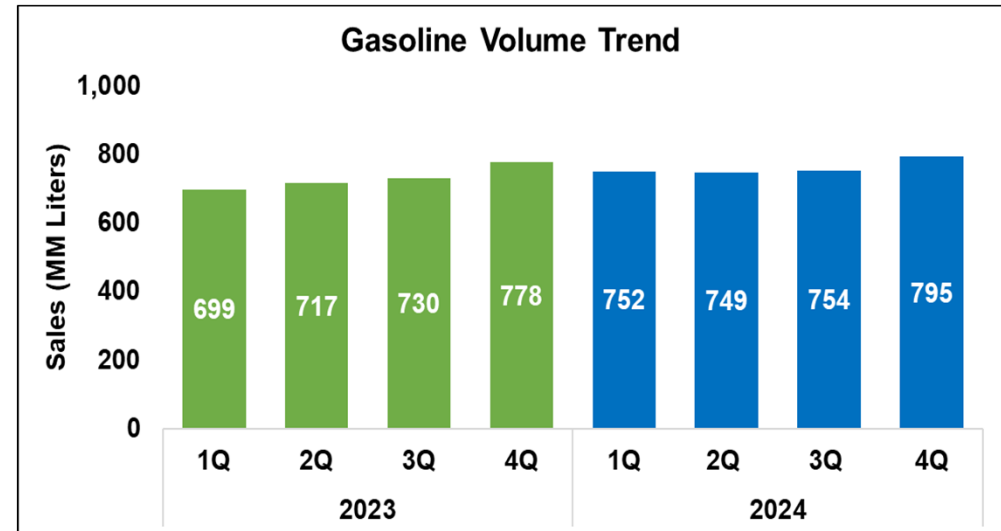
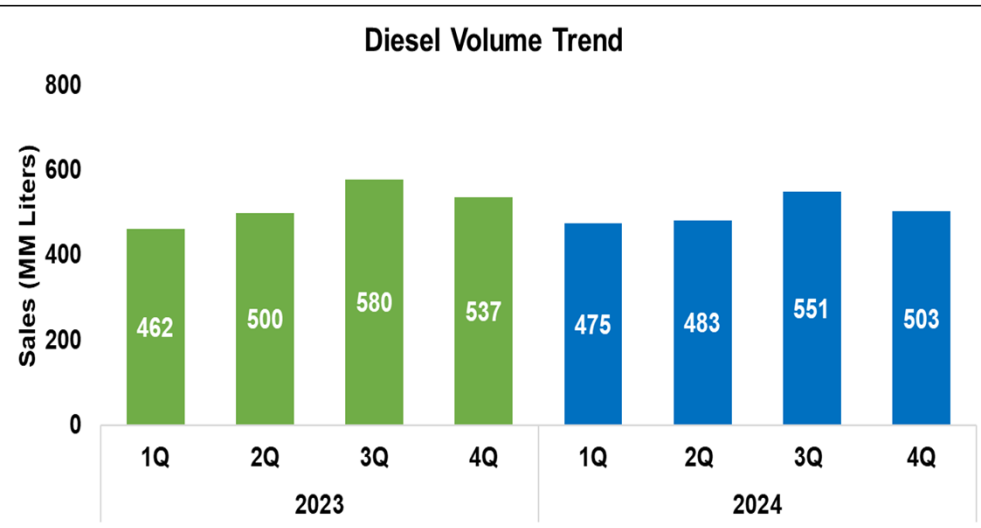
Bunkering
Operations
& Vessel
Chartering



Office
Leasing

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Diesel & Gasoline Fuel Volume Trend Analysis



FY 2024 vs. FY 2023 variance analysis

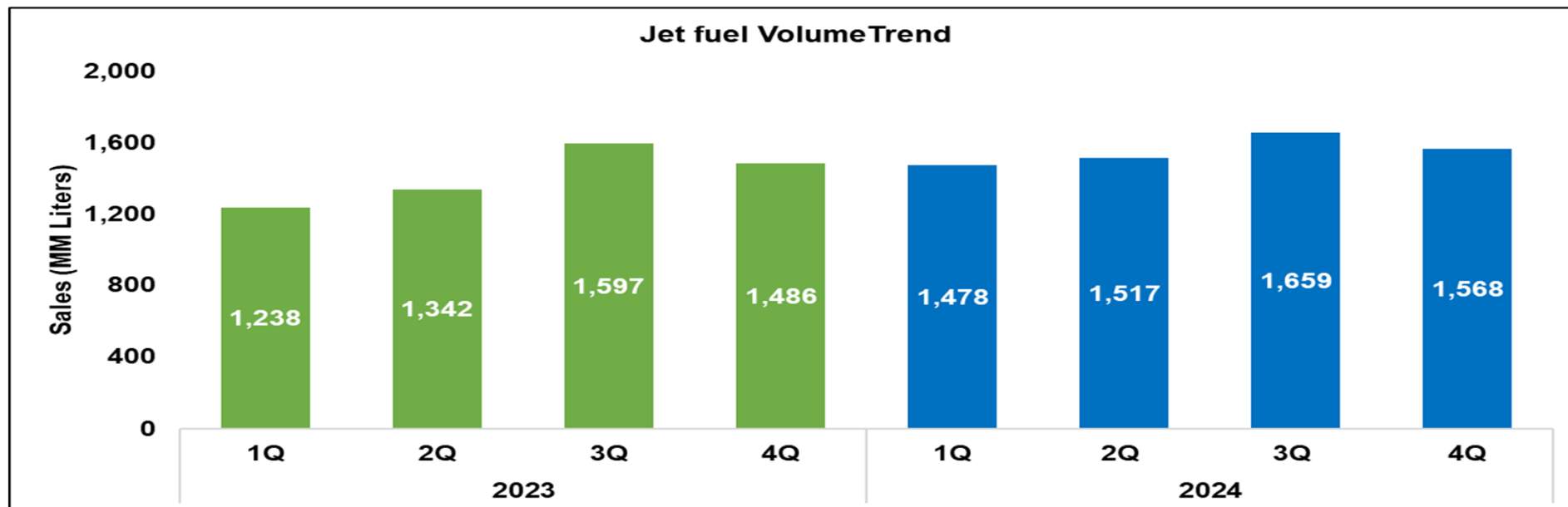
Combined Diesel and Gasoline Fuel sales volume for FY 2024 higher by 1% as compared FY 2023

- Diesel sales decreased by 3% driven by macro economic factors
- Gasoline sales higher by 4% driven by market demand
- On QoQ basis, 4Q24 Diesel sales volumes decreased by 9%, however Gasoline sales volumes increased by 5%
- Average fuel prices for Diesel and Gasoline remains almost same during the reporting period

Fuel Sales	FY 2024	FY 2023	Variance (%)
Diesel	2,011	2,079	-3%
Super Gasoline	1,462	1,410	4%
Premium Gasoline	1,587	1,514	5%
Total Fuel Sales	5,060	5,003	1%

Weighted Average Fuel Prices	FY 2024	FY 2023	Variance (%)
Diesel	2.1	2.1	0.0%
Super Gasoline	2.1	2.1	0.0%
Premium Gasoline	1.9	1.9	0.0%

Jet Fuel Volume Trend Analysis

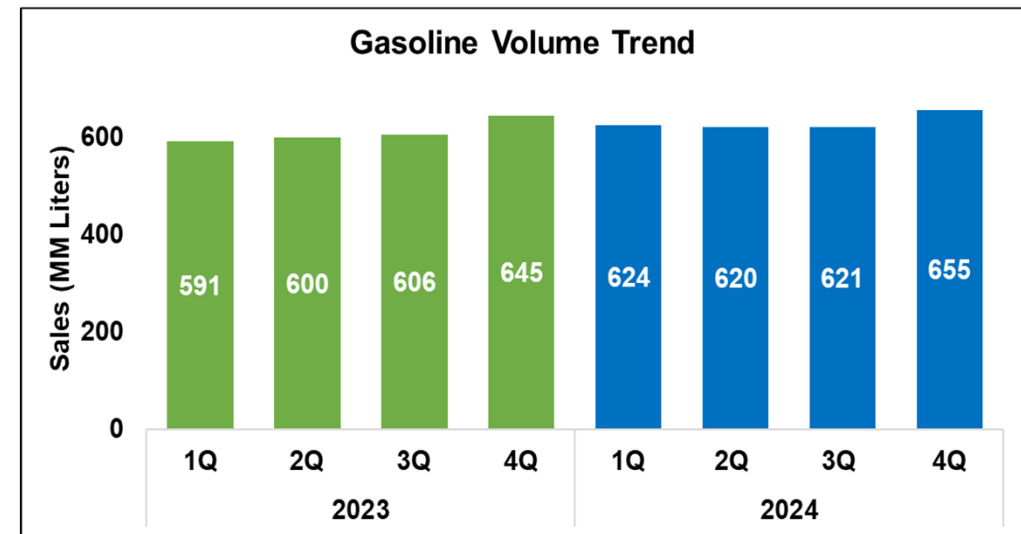
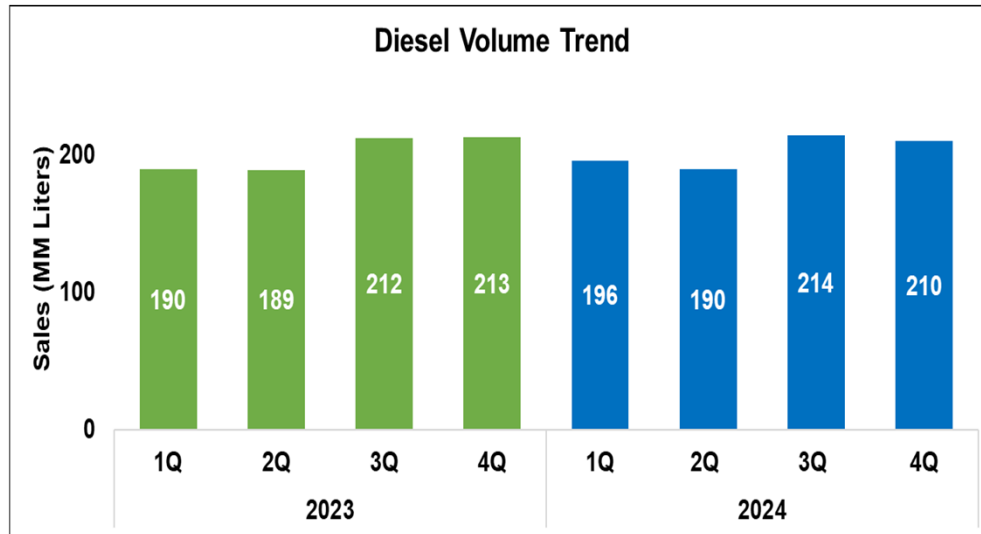


Jet Fuel Stats	FY 2024	FY 2023	Variance (%)
Jet Fuel	6,222	5,662	10%

FY 2024 vs. FY 2023 variance analysis

- Jet Fuel sales increased by 10% for FY 2024 as compared to the same period last year driven by market demand
- On QoQ basis, Jet Fuel sales volume for 4Q24 decreased by 5% driven by market demand
- Jet Fuel Prices for FY 2024 decreased by 10% as compared to the same period last year driven by change in Crude Oil Prices

Retail Fuel Sales Volume Trend Analysis



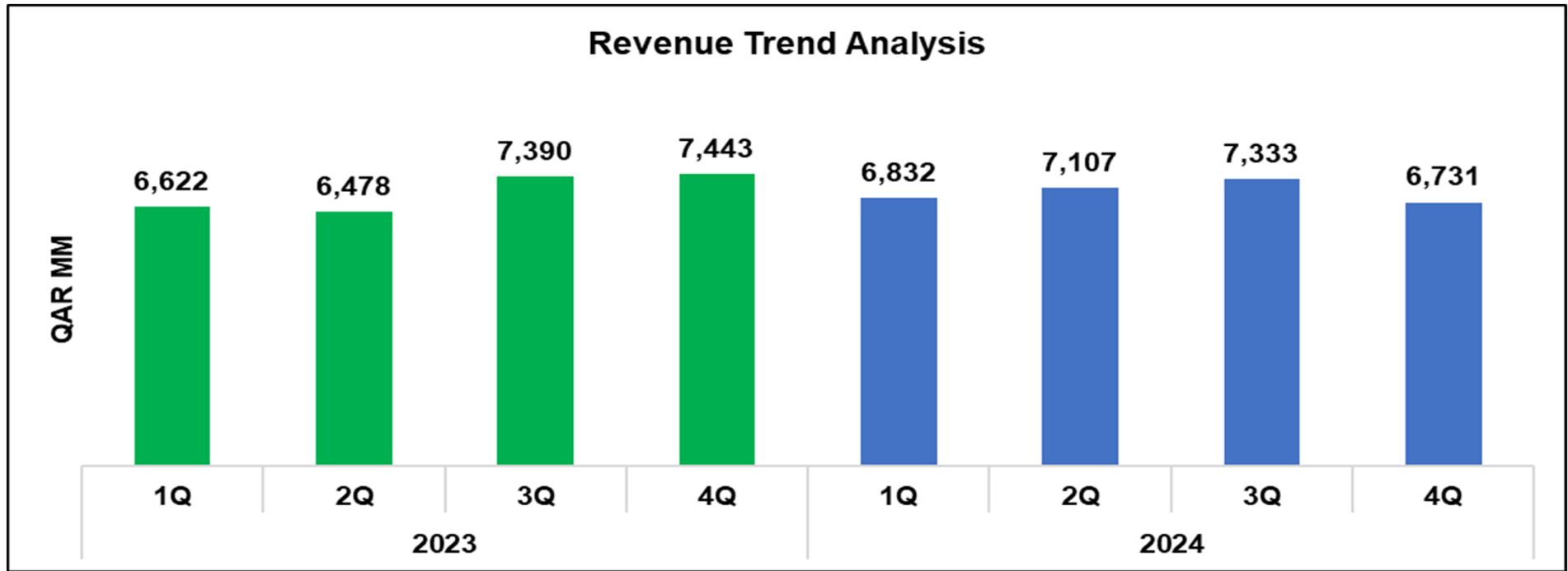
FY 2024 vs. FY 2023 variance analysis

- Retail total fuel sales at WOQOD Petrol Stations were higher by 3% for FY 2024 as compared to the same period last year driven by market demand
- Retail Diesel sales increased by 1% and Gasoline sales increased by 3% during FY 2024 as compared to the same period last year driven by market demand
- On QoQ basis, 4Q 2024 Retail Diesel sales decreased by 2%, however Gasoline sales increased by 5%

Retail Fuel Sales	FY 2024	FY 2023	Variance (%)
Diesel	810	804	1%
Super Gasoline	1,212	1,182	3%
Premium Gasoline	1,307	1,260	4%
Total Fuel Sales	3,329	3,246	3%

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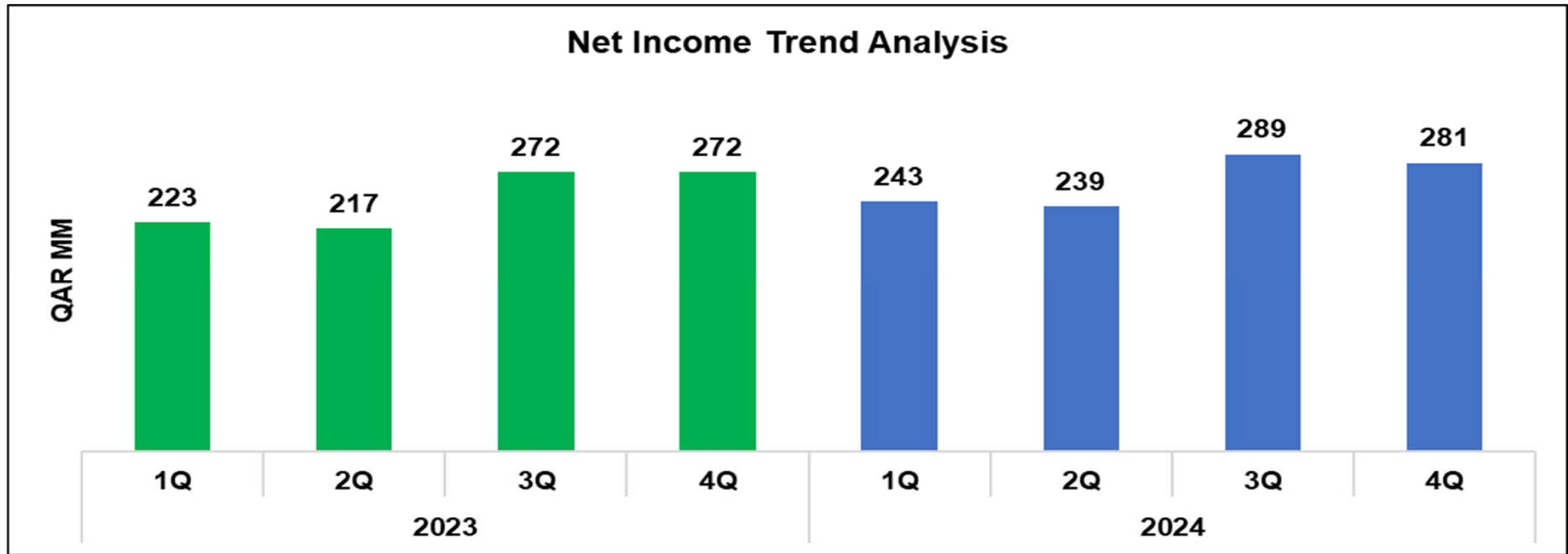
Revenue - Trend Analysis



FY 2024 vs. FY 2023 variance analysis

- Total revenue for FY 2024 increased marginally as compared to the same period last year mainly due to increase in overall fuel volumes by 6% offset by decrease in average sales price by 6%
- On QoQ basis, total revenue for 4Q24 decreased by 8% mainly due to decrease in sales volumes by 3% and lower sales price by 6%

Net Income - Trend Analysis

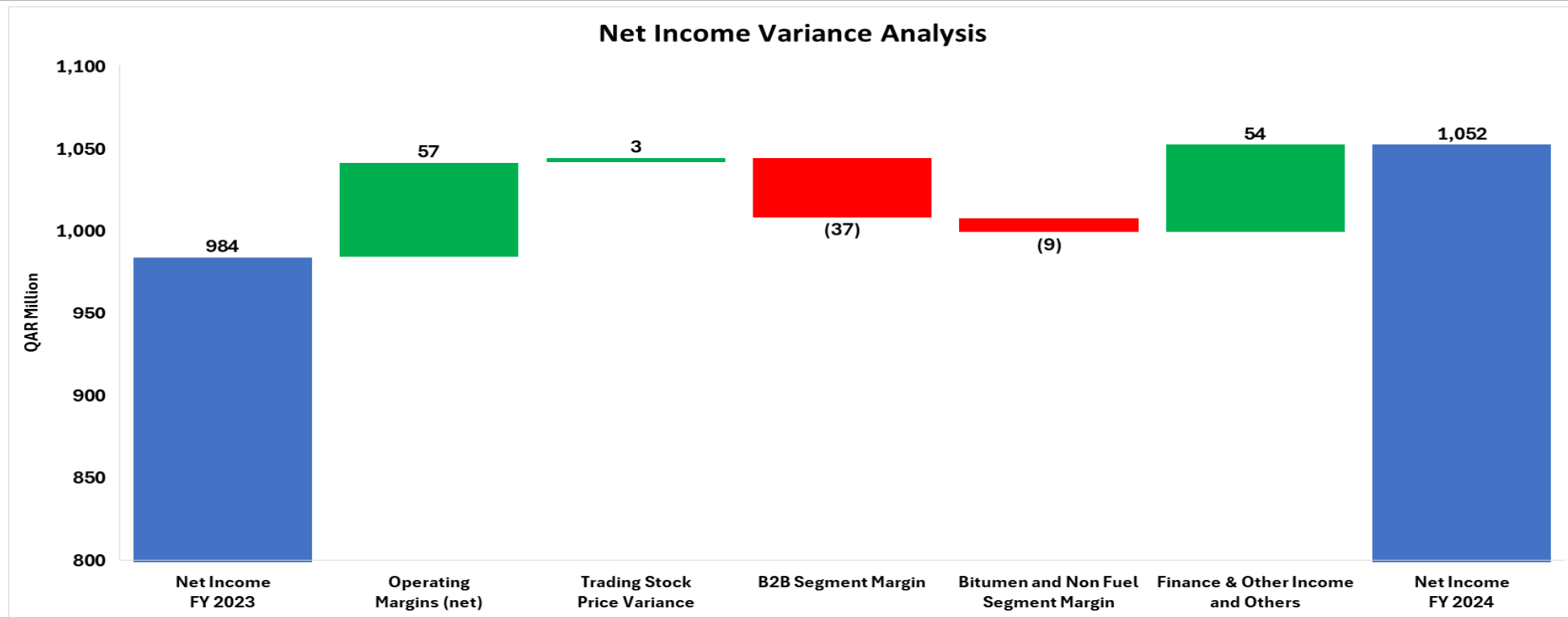


FY 2024 vs. FY 2023 variance analysis

- Net income for FY 2024 is QAR 1,052 MM, higher by 7% as compared to the same period last year mainly due to increase in overall fuel sales volume by 6% and increase in other income
- Analysis of Net Income Variance is given in the next slide

Net Income Variance Analysis (FY 2024 vs. FY 2023)

(Attributable to WOQOD Shareholders)



Net Income attributable to WOQOD shareholders for the year 2024 is QAR 1,052 MM vs. QAR 984MM, higher by QAR 68MM (7%) as compared to the same period last year; key variances are as follows:

- Fuel segment margins (net) increase mainly driven by overall increase in fuel sales volume
- Trading stock price variance is mainly driven by price impact of Jet Fuel inventories
- B2B segment margins decreased mainly due to low fuel offtake from B2B segments driven by market demand
- Bitumen and Non-Fuel margin lower due to prevailing market conditions
- Finance & Other Income higher mainly driven by higher return on Cash and Investments partly offset by other expenses

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Thank You !