

# **Qatar Fuel Co. Q.P.S.C** **“WOQOD”**

## **Overview of Operation and Financial Results for the 3Q 2024**

**Investor Relations (IR)**  
**17 October 2024**



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

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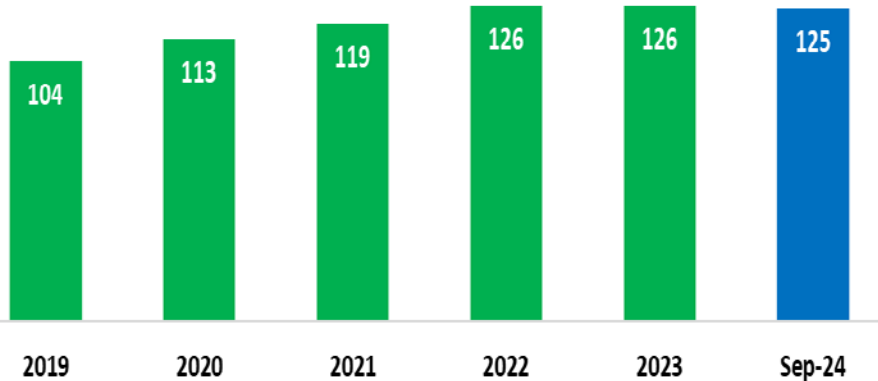
## Vision

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

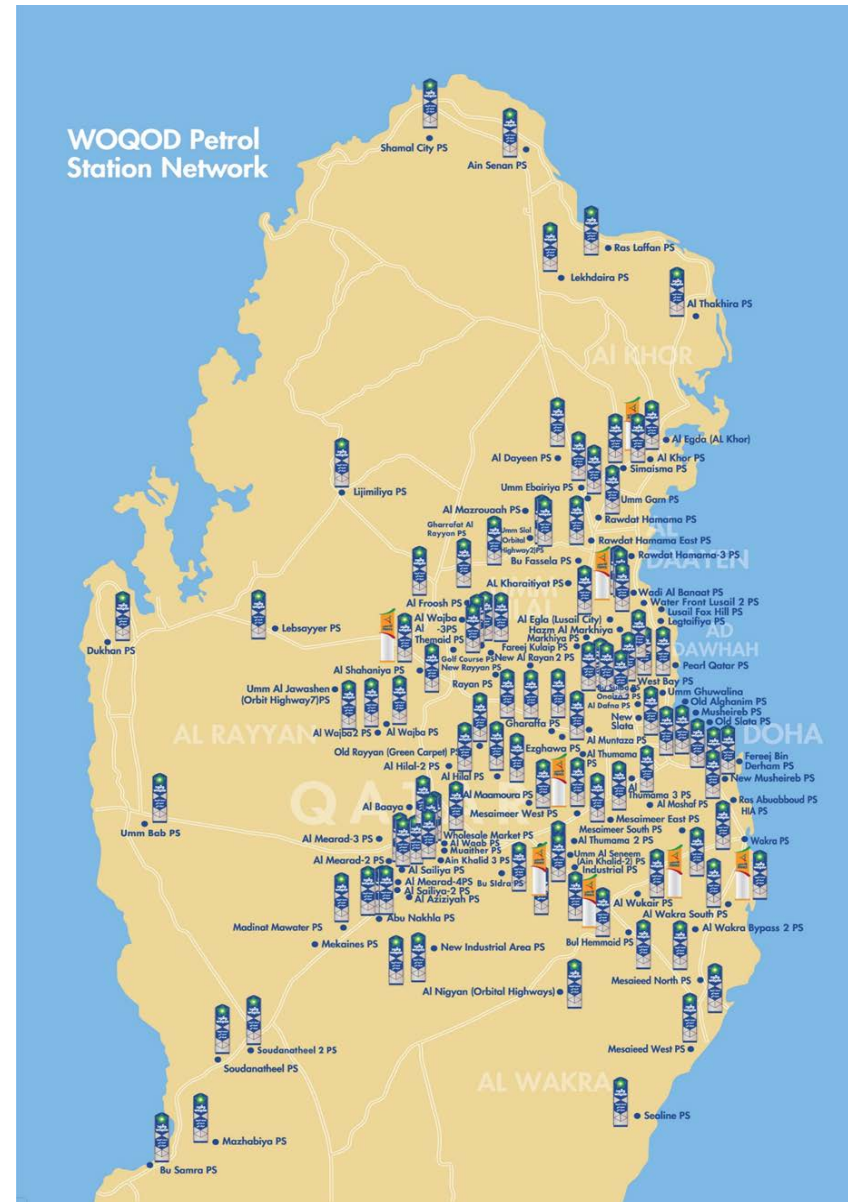
# Overview of WOQOD Group

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

WOQOD Petrol Stations



- 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



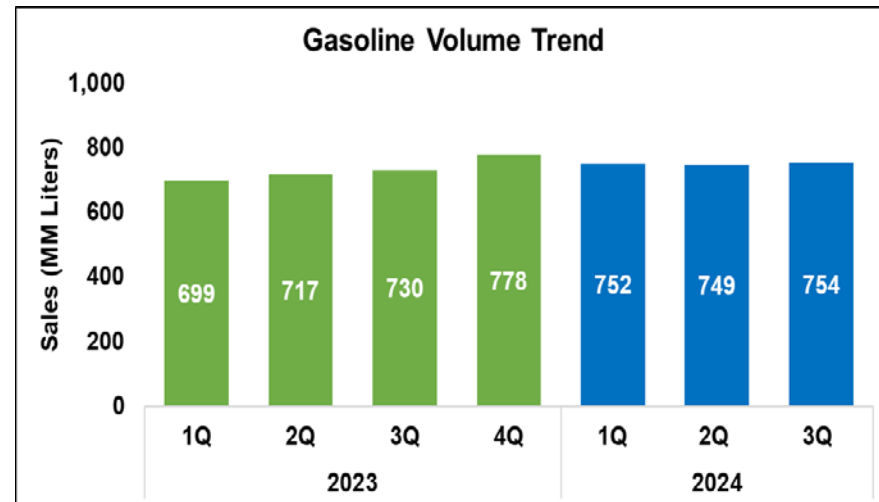
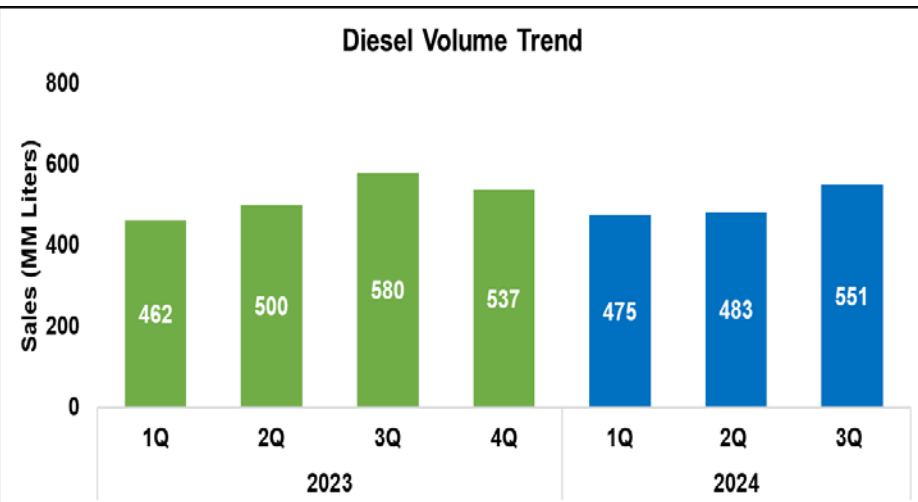
Bunkering  
Operations  
& Vessel  
Chartering



Office  
Leasing

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# Diesel & Gasoline Fuel Volume Trend Analysis



## YTD Sep 2024 vs. YTD Sep 2023 variance analysis

Combined Diesel and Gasoline Fuel sales volume for YTD Sep 2024 higher by 2% as compared YTD Sep 2023

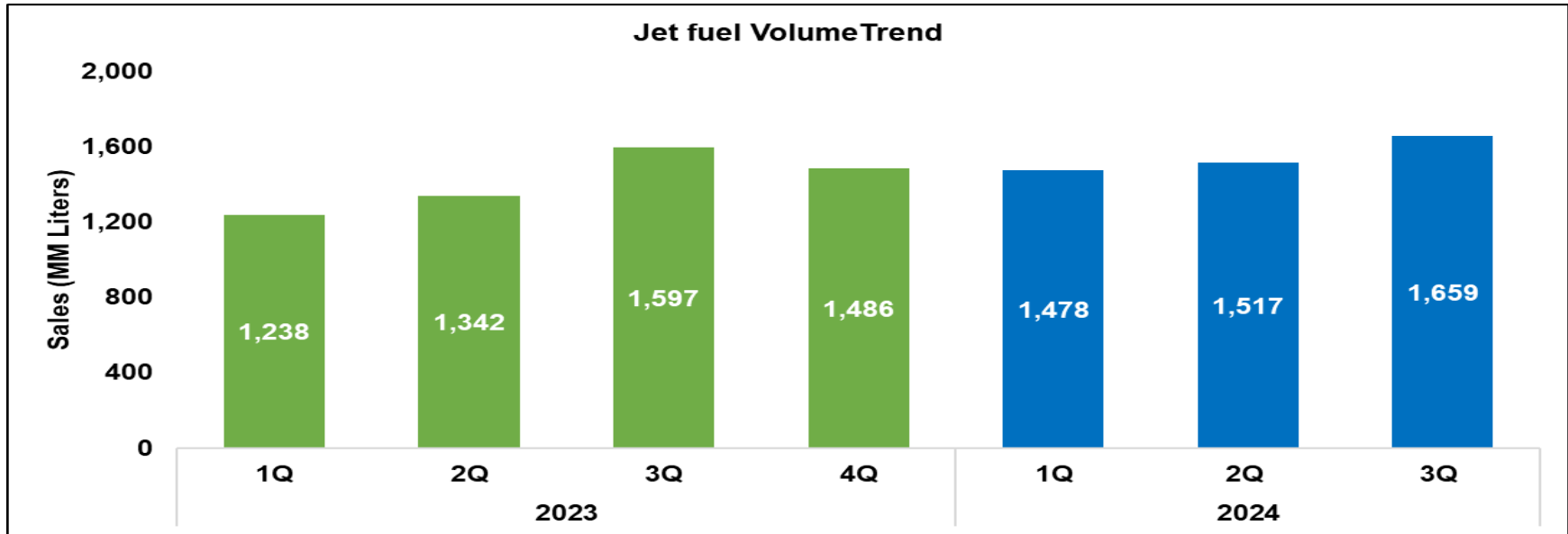
- Diesel sales decreased by 2% driven by macro economic factors
- Gasoline sales higher by 5% driven by market demand
- On QoQ basis, 3Q24 Diesel & Gasoline sales volumes increased by 14% and 1% respectively
- Average fuel prices for Diesel and Gasoline remains almost same during the reporting period

Fuel Sales	YTD Sep 2024	YTD Sep 2023	Variance (%)
Diesel	1,508	1,541	-2%
Super Gasoline	1,075	1,035	4%
Premium Gasoline	1,178	1,111	6%
<b>Total Fuel Sales</b>	<b>3,761</b>	<b>3,687</b>	<b>2%</b>

Weighted Average Fuel Prices	YTD Sep 2024	YTD Sep 2023	Variance (%)
Diesel	2.1	2.1	0.0%
Super Gasoline	2.1	2.1	0.0%
Premium Gasoline	2.0	1.9	0.1%



# Jet Fuel Volume Trend Analysis



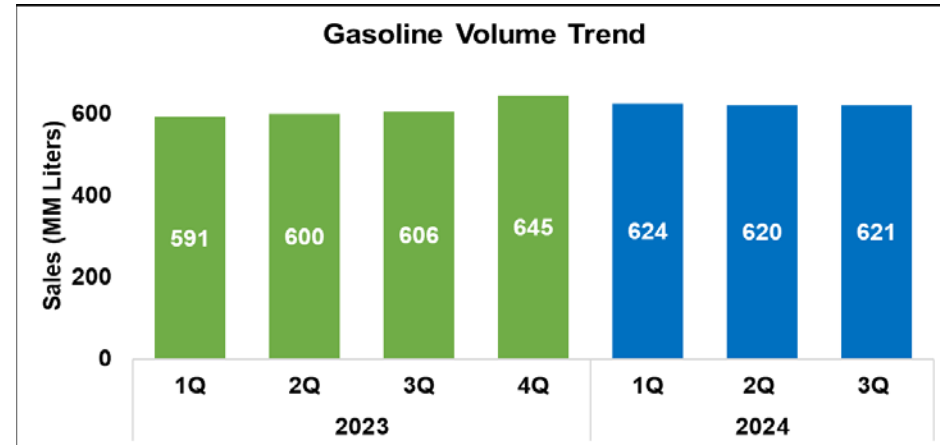
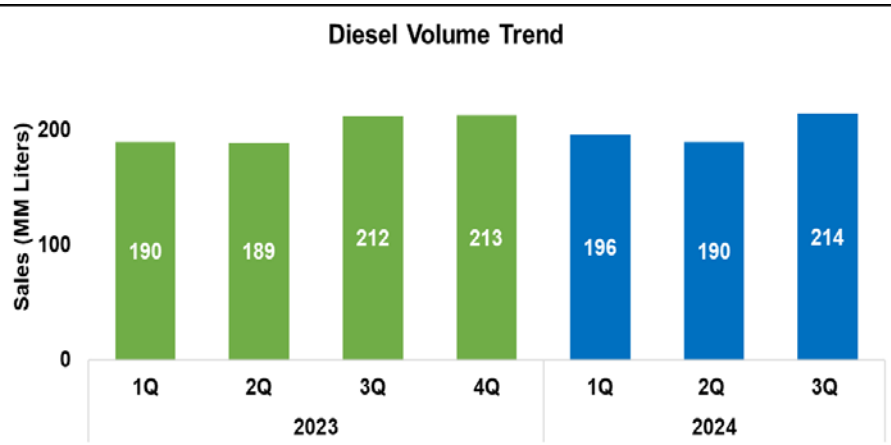
Jet Fuel Stats	YTD Sep 2024	YTD Sep 2023	Variance (%)
Jet Fuel	4,654	4,176	11%

## YTD Sep 2024 vs. YTD Sep 2023 variance analysis

- Jet Fuel sales increased by 11% for YTD Sep 2024 as compared to the same period last year driven by market demand
- On QoQ basis, Jet Fuel sales volume for 3Q24 increased by 9% driven by market demand
- Jet Fuel Prices for YTD Sep 2024 decreased by 4% as compared to the same period last year driven by change in Crude Oil Prices



# Retail Fuel Sales Volume Trend Analysis



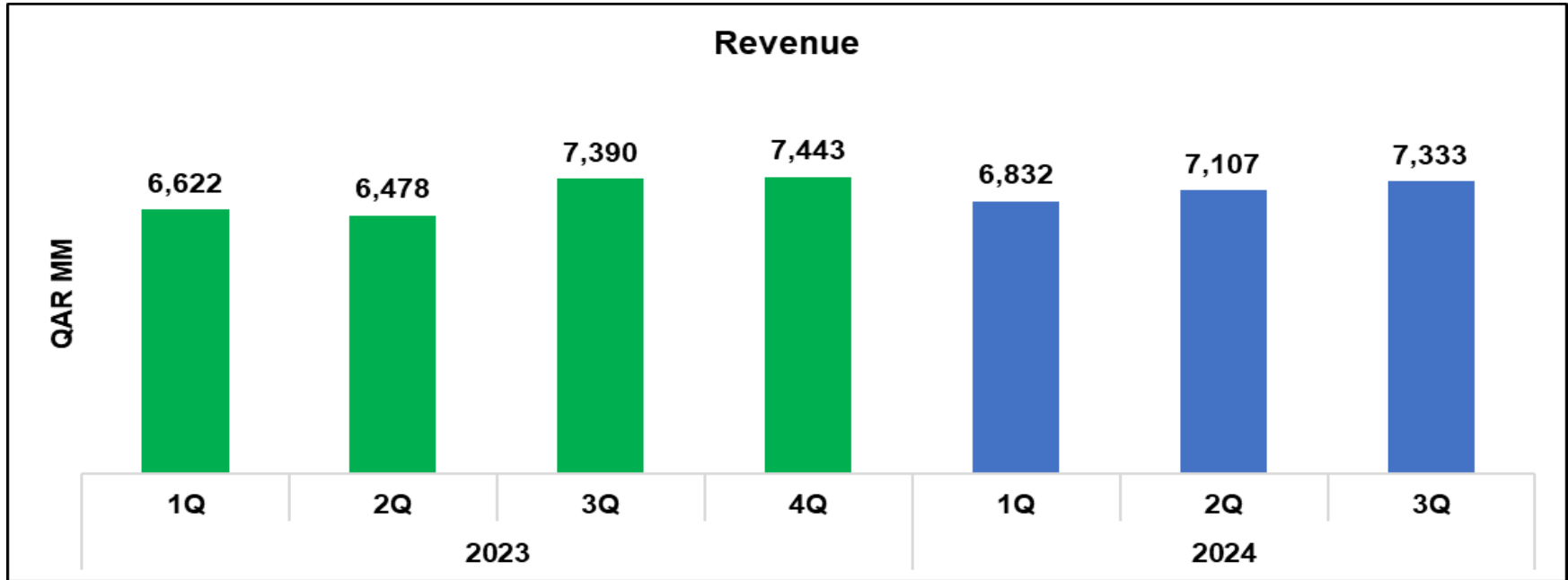
## YTD Sep 2024 vs. YTD Sep 2023 variance analysis

- Retail total fuel sales at WOQOD Petrol Stations were higher by 3% for YTD Sep 2024 as compared to the same period last year driven by market demand
- Retail Diesel sales increased by 2% and Gasoline sales increased by 4% during YTD Sep 2024 as compared to the same period last year driven by market demand
- On QoQ basis, 3Q 2024 Retail Diesel sales increased by 13%, however Gasoline sales remain stable

Retail Fuel Sales	YTD Sep 2024	YTD Sep 2023	Variance (%)
Diesel	600	591	2%
Super Gasoline	893	870	3%
Premium Gasoline	971	927	5%
<b>Total Fuel Sales</b>	<b>2,464</b>	<b>2,388</b>	<b>3%</b>

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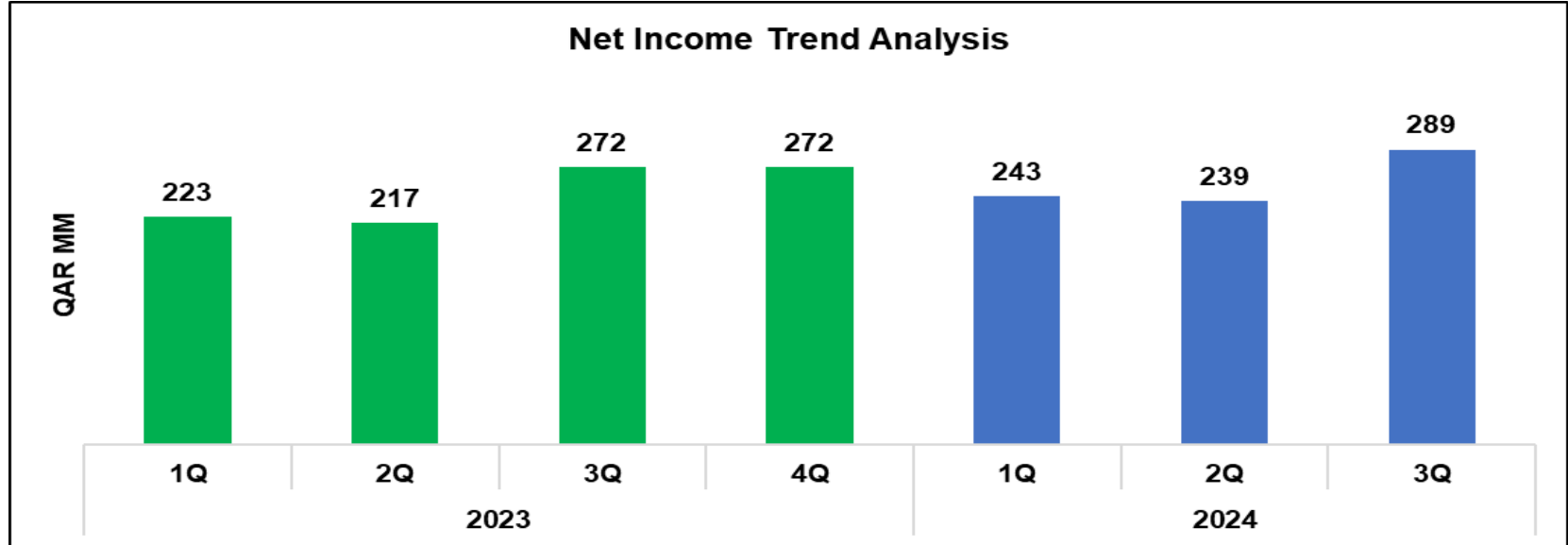
# Revenue - Trend Analysis



## YTD Sep 2024 vs. YTD Sep 2023 variance analysis

- Total revenue for YTD Sep 2024 increased by 4% as compared to the same period last year mainly due to increase in overall fuel sales volumes by 7%
- On QoQ basis, total Revenue for 3Q24 increased by 3% mainly due to increase in sales volumes by 8%, partly offset by lower sales price by 4%

# Net Income - Trend Analysis

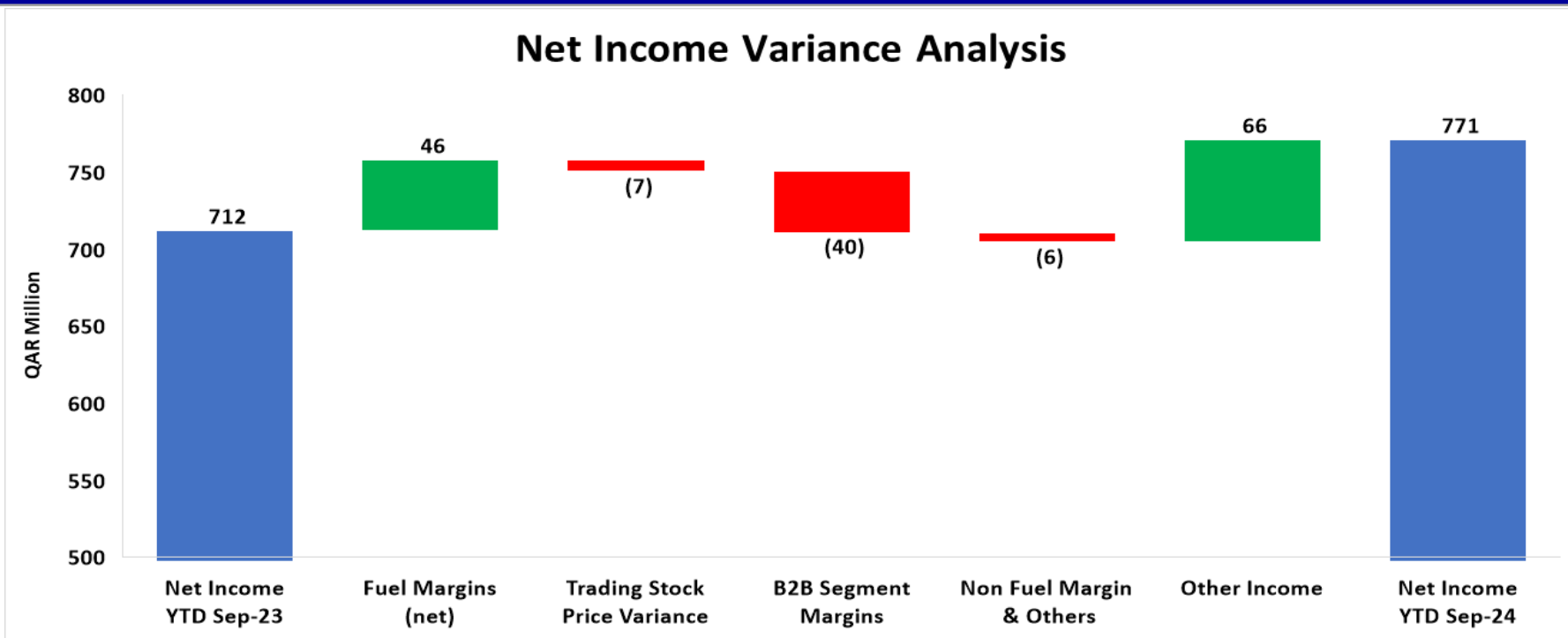


## YTD Sep 2024 vs. YTD Sep 2023 variance analysis

- Net income for YTD Sep 2024 is QAR 771 MM, higher by 8% as compared to the same period last year mainly due to increase in overall fuel sales volume by 7% and increase in other income
- Analysis of Net Income Variance is given in the next slide

# Net Income Variance Analysis (YTD Sep 24 vs. YTD Sep 23)

(Attributable to WOQOD Shareholders)



**Net Income attributable to WOQOD shareholders for YTD Sep 2024 is QAR 771 MM, higher by QAR 60 MM (8%) as compared to the same period last year; key variances are as follows:**

- Fuel segment margins increase mainly driven by overall increase in fuel sales volume
- Trading stock price variance is mainly driven by price impact of Jet Fuel Inventory
- B2B segment margins decreased mainly due to low fuel offtake from B2B segments and impact of lower Bitumen sales due to prevailing market conditions
- Non-Fuel margin & Others lower due to lower income from Non-Fuel segment due to prevailing market conditions
- Other Income mainly driven by higher interest income driven by optimization of Return on Cash

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**Thank You !**