

Qatar Fuel Co. Q.P.S.C **“WOQOD”**

Overview of Operation and Financial Results for the 1Q 2025

Investor Relations (IR)
23 April 2025



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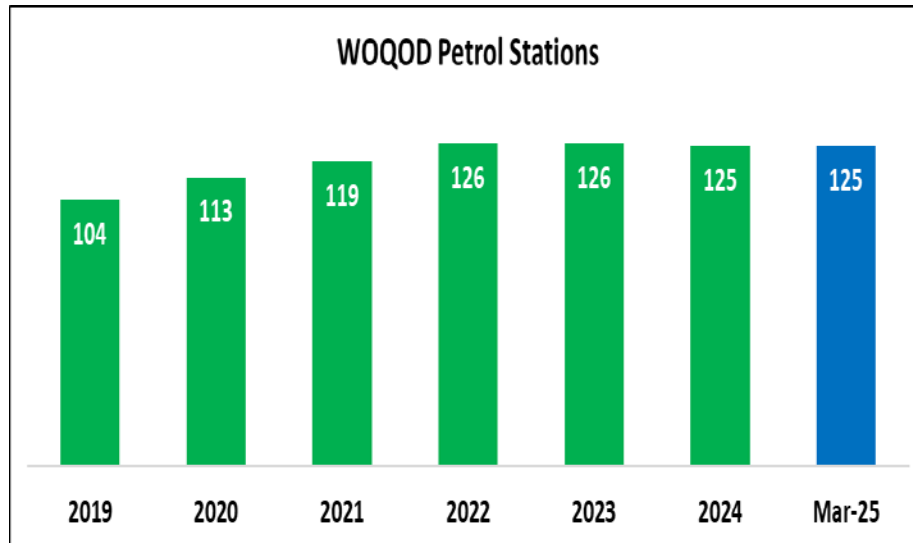
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Vision

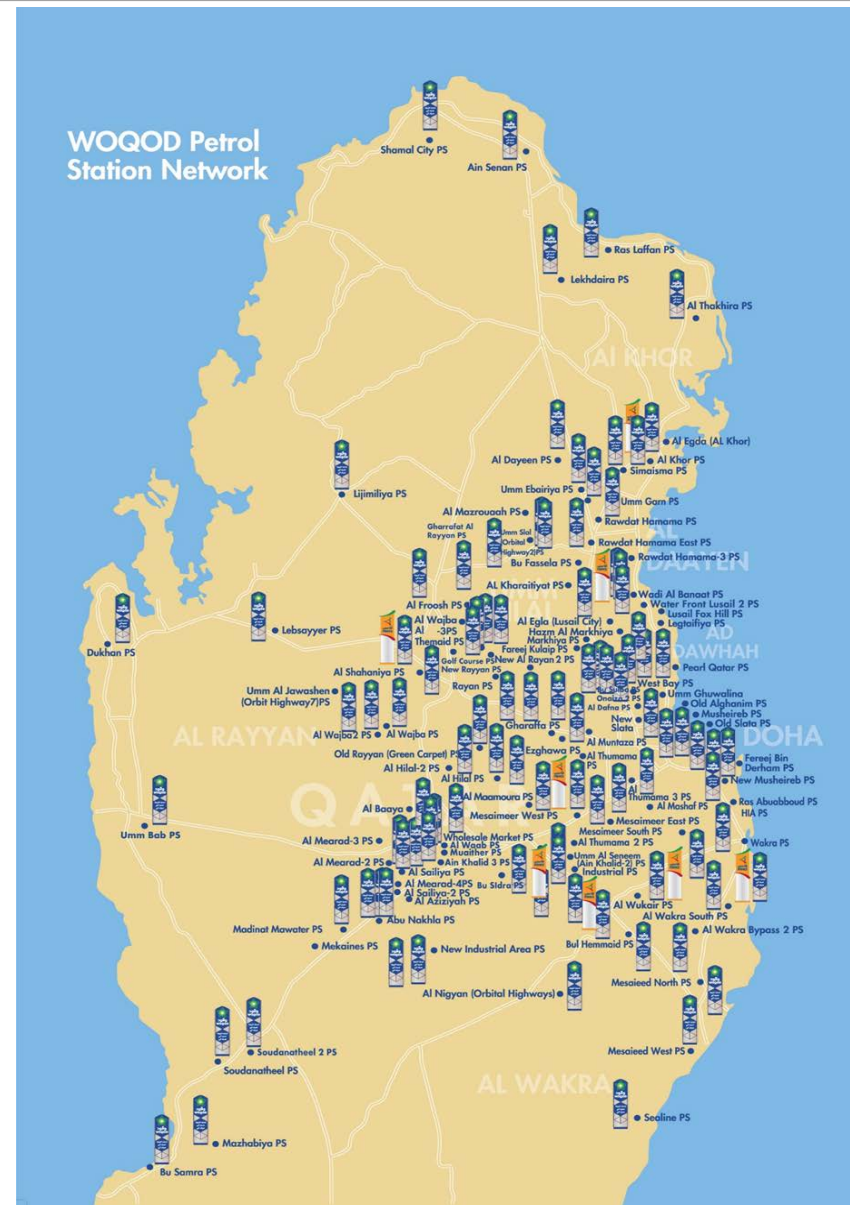
“To be the leading petroleum products distribution and related services marketing company in the region”

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 1Q 2025



- 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



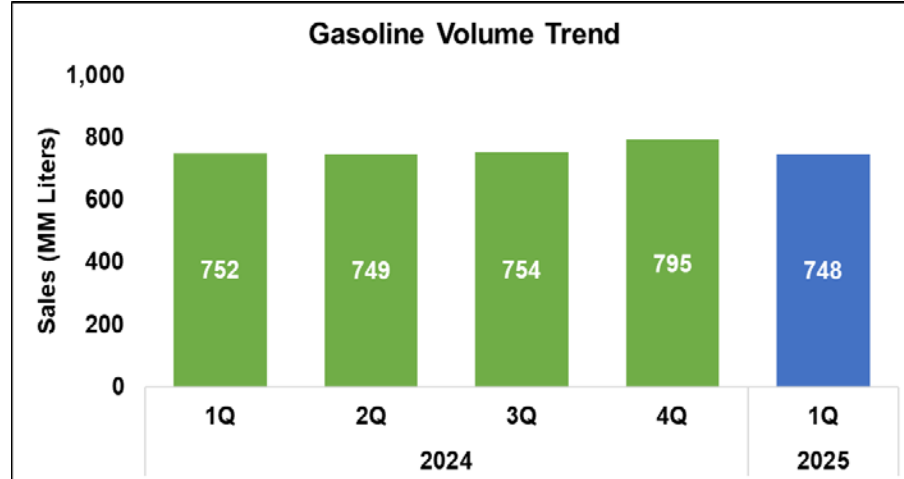
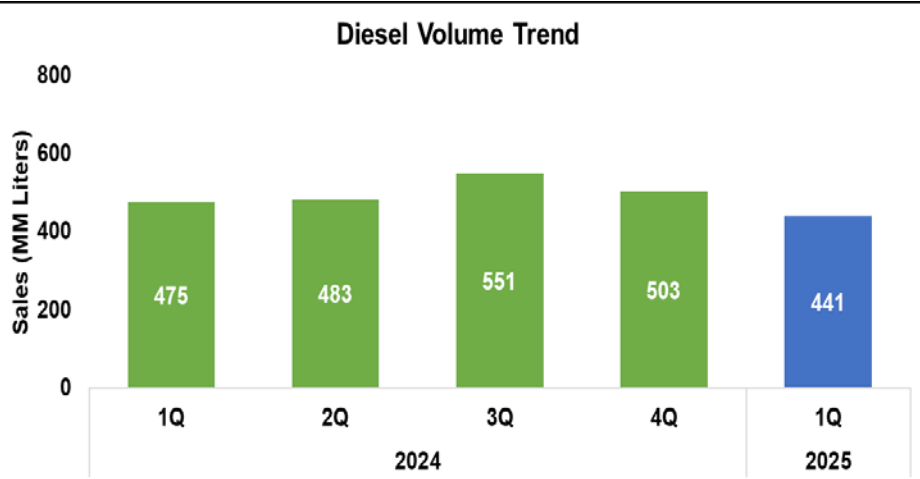
Bunkering
Operations
& Vessel
Chartering



Office
Leasing

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Diesel & Gasoline Fuel Volume Trend Analysis



1Q 2025 vs. 1Q 2024 variance analysis

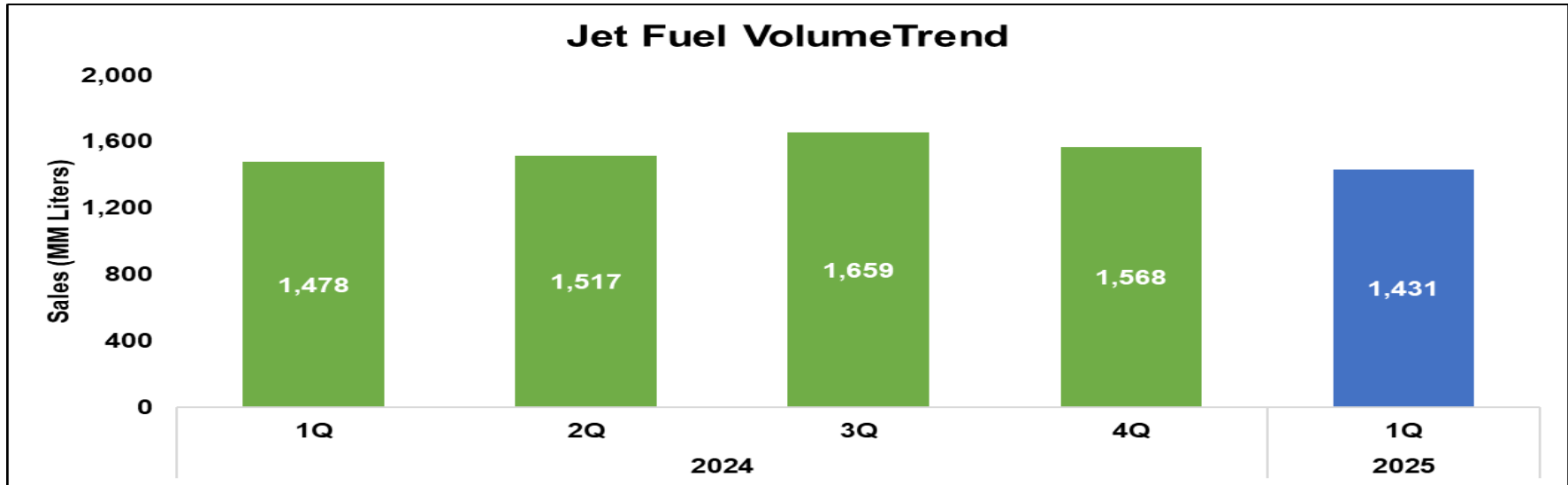
Combined Diesel and Gasoline Fuel sales volume for 1Q 2025 lower by 3% as compared 1Q 2024

- Diesel sales decreased by 7% driven by macro economic factors
- Gasoline sales for 1Q 2025 remains almost the same as that of 1Q 2024
- On QoQ basis, 1Q 2025 Diesel and Gasoline sales volumes decreased by 12% and 6% respectively
- Average fuel prices for Diesel and Gasoline remains almost same during the reporting period

Fuel Sales	YTD Mar 2025	YTD Mar 2024	Variance (%)
Diesel	441	475	-7%
Super Gasoline	371	364	2%
Premium Gasoline	377	388	-3%
Total Fuel Sales	1,189	1,227	-3%

Weighted Average Fuel Prices	YTD Mar 2025	YTD Mar 2024	Variance (%)
Diesel	2.1	2.1	0.0%
Super Gasoline	2.1	2.1	0.0%
Premium Gasoline	2.0	2.0	0.0%

Jet Fuel Volume Trend Analysis

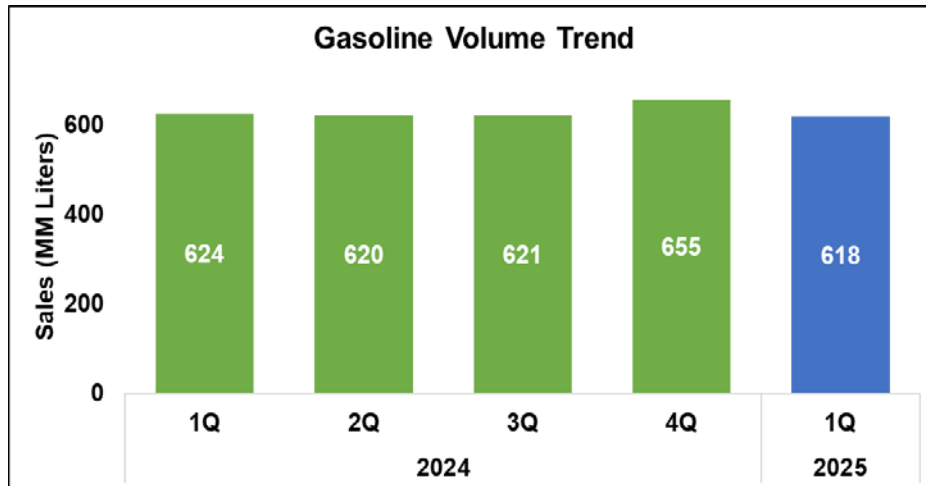
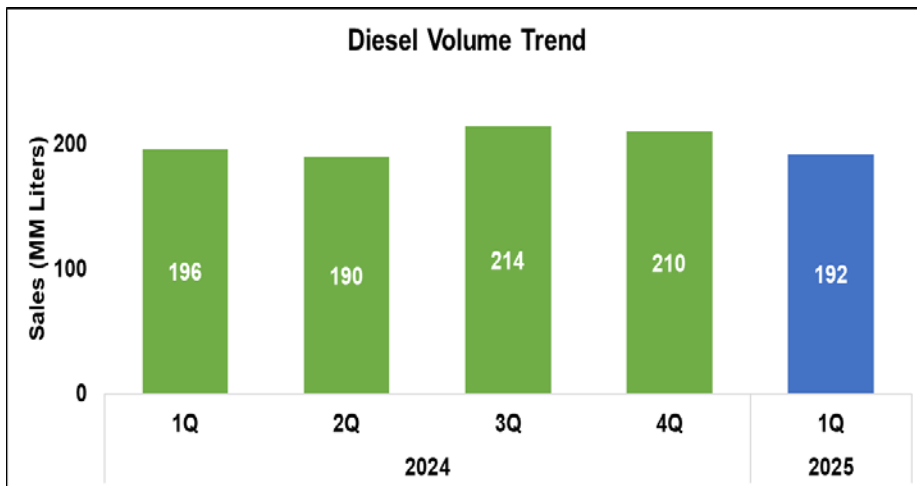


Jet Fuel Stats	YTD Mar 2025	YTD Mar 2024	Variance (%)
Jet Fuel	1,431	1,478	-3%

1Q 2025 vs. 1Q 2024 variance analysis

- Jet Fuel sales decreased by 3% for 1Q 2025 as compared to the same period last year driven by market demand
- On QoQ basis, Jet Fuel sales volume for 1Q 2025 decreased by 9% driven by market demand
- Jet Fuel Prices decreased by 12% in 1Q 2025 as compared to the same period last year driven by change in Crude Oil Prices

Retail Fuel Sales Volume Trend Analysis



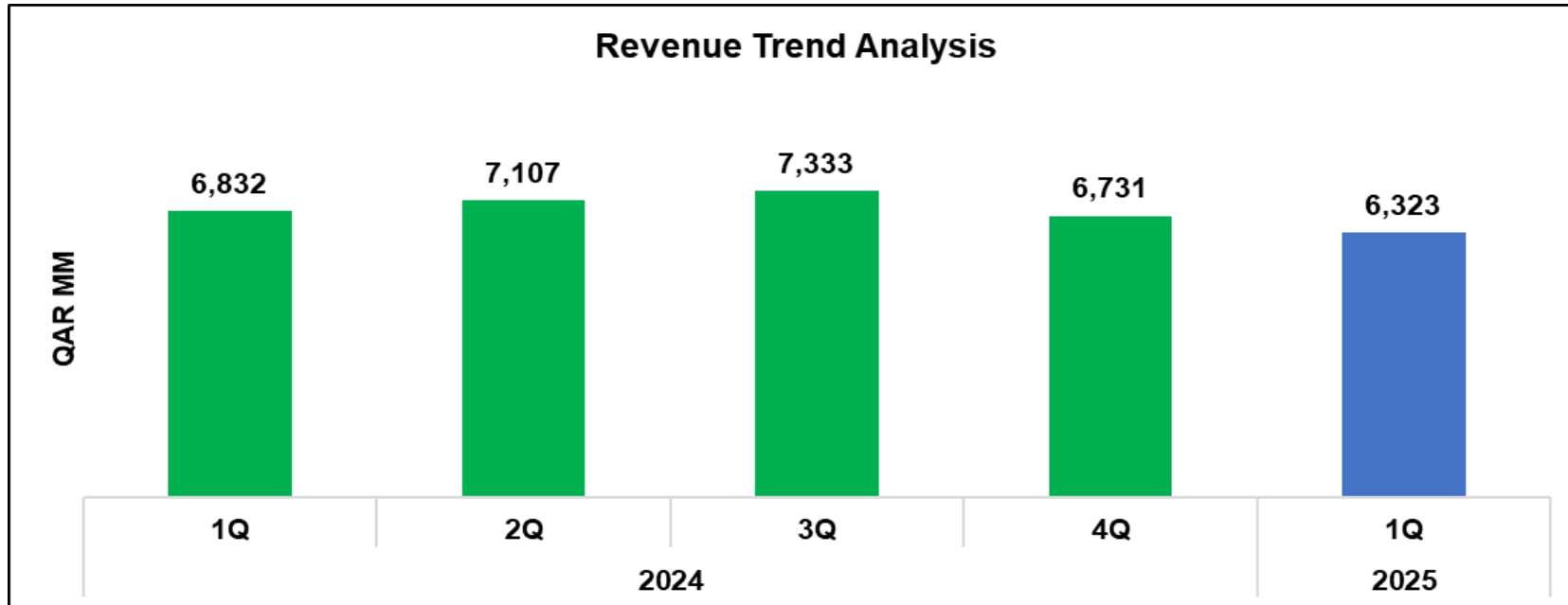
1Q 2025 vs. 1Q 2024 variance analysis

- Retail total fuel sales at WOQOD Petrol Stations remains almost same for 1Q 2025 as compared to the same period last year
- On QoQ basis, 1Q 2025 Retail Diesel and Gasoline sales decreased by 9% and 6% respectively

Retail Fuel Sales	YTD Mar 2025	YTD Mar 2024	Variance (%)
Diesel	192	196	-2%
Super Gasoline	308	304	1%
Premium Gasoline	310	320	-3%
Total Fuel Sales	810	820	-1%

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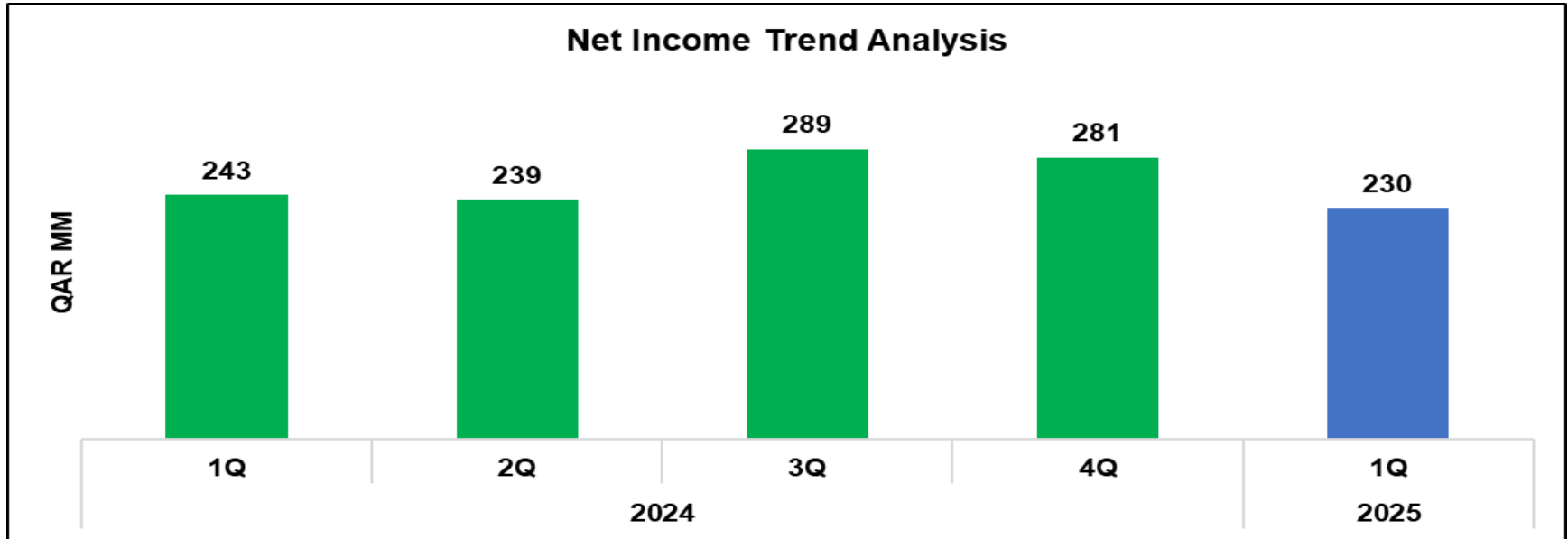
Revenue - Trend Analysis



1Q 2025 vs. 1Q 2024 variance analysis

- Total revenue for 1Q 2025 decreased by 7% as compared to the same period last year mainly due to decrease in overall fuel volumes by 3% and decrease in average sales price by 6%
- On QoQ basis, total revenue for 1Q 2025 decreased by 6% mainly due to decrease in sales volumes by 9% and partly offset by increase in average sales price by 3%

Net Income - Trend Analysis

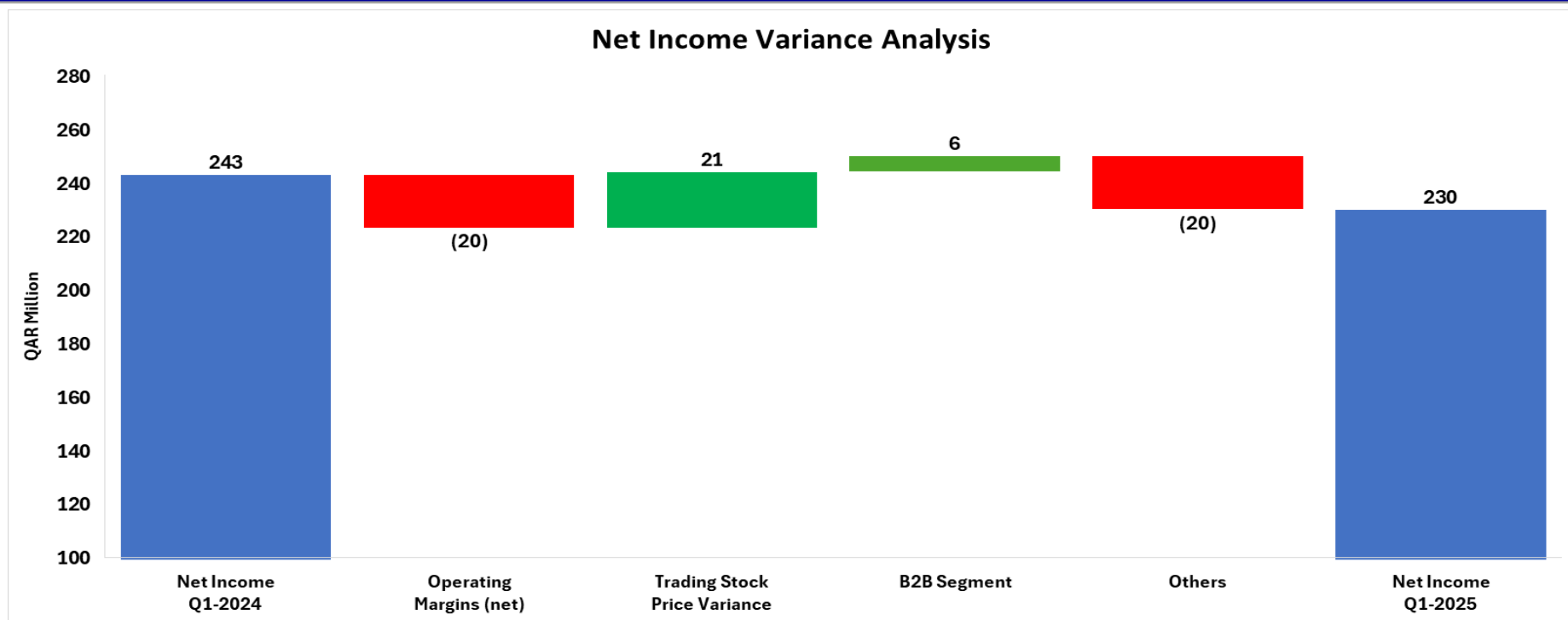


1Q 2025 vs. 1Q 2024 variance analysis

- Net income for 1Q 2025 is QAR 230 MM, lower by 5% as compared to the same period last year mainly due to decrease in overall fuel sales volume by 3% and decrease in other income
- Analysis of Net Income Variance is given in the next slide

Net Income Variance Analysis (Q1 2025 vs. Q1 2024)

(Attributable to WOQOD Shareholders)



Net Income attributable to WOQOD shareholders for 1Q 2025 is QAR 230 MM vs. QAR 243 MM, lower by QAR 13MM (5%) as compared to the same period last year; key variances are as follows:

- Fuel segment margins (net) decrease mainly driven by decrease in fuel sales volumes
- Trading stock price variance is mainly driven by price impact of Jet Fuel inventories
- B2B segment margins increased driven by higher Transportation income
- Others lower mainly due to lower Dividends due to prevailing market conditions and timing of Return on Cash and Investments

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Thank You !