

**Qatar Fuel Co. Q.P.S.C
“WOQOD”**

**Overview of Operation and
Financial Results for the FY 2025**

**Investor Relations (IR)
22 January 2026**



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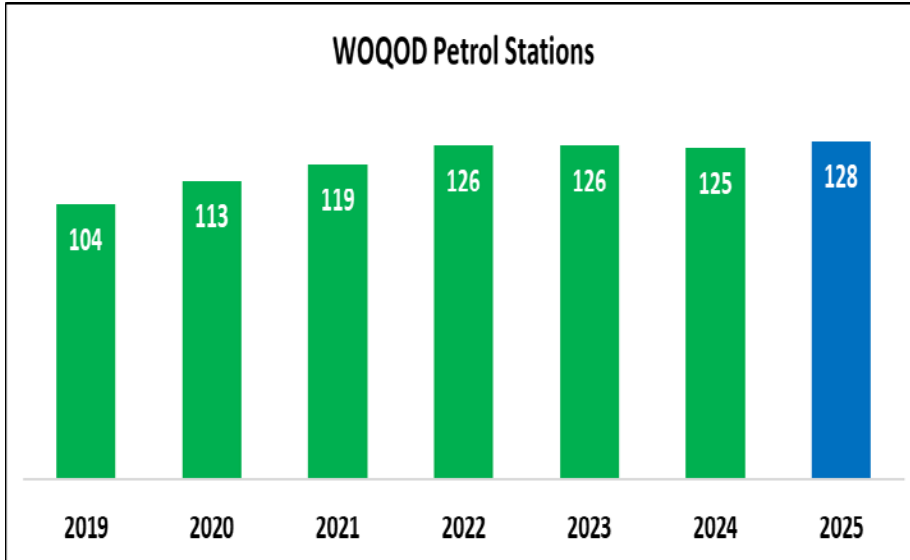
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Vision

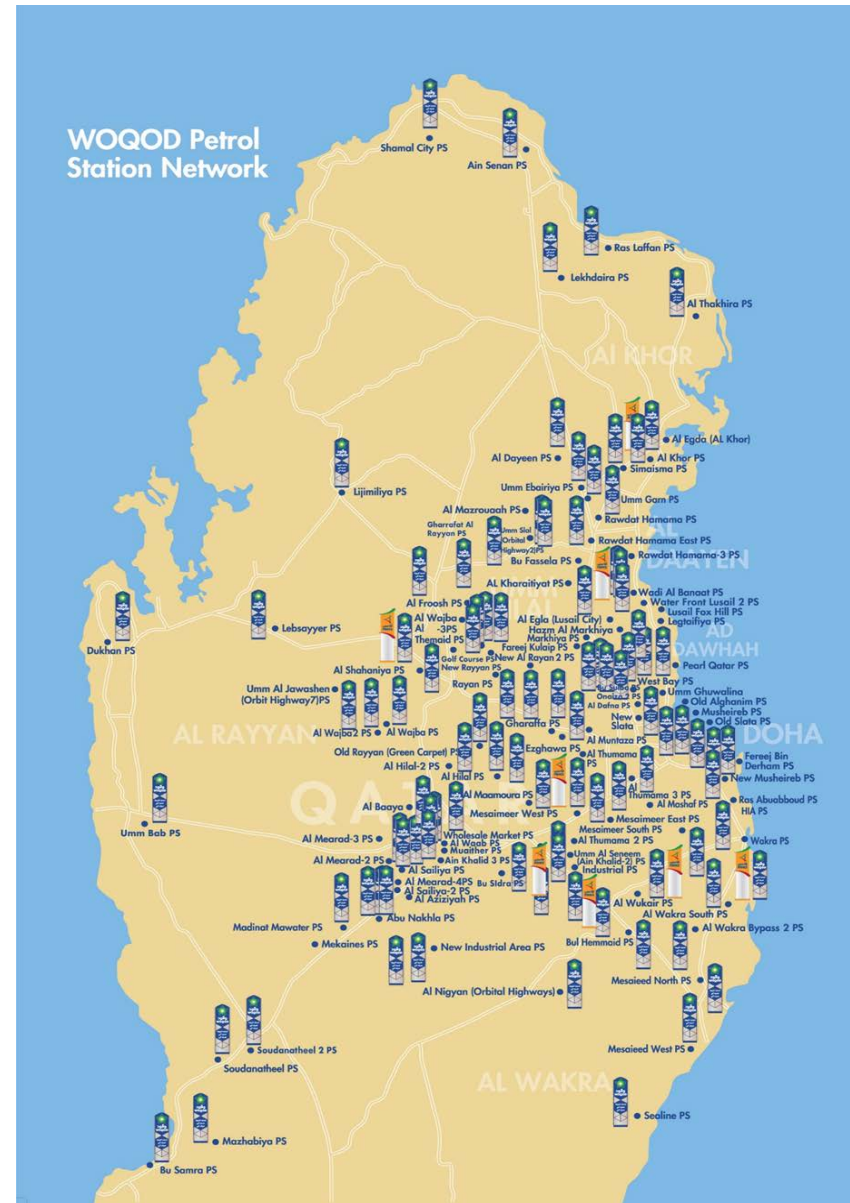
“To be the leading petroleum products distribution and related services marketing company in the region”

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 128 stations at the end of year 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

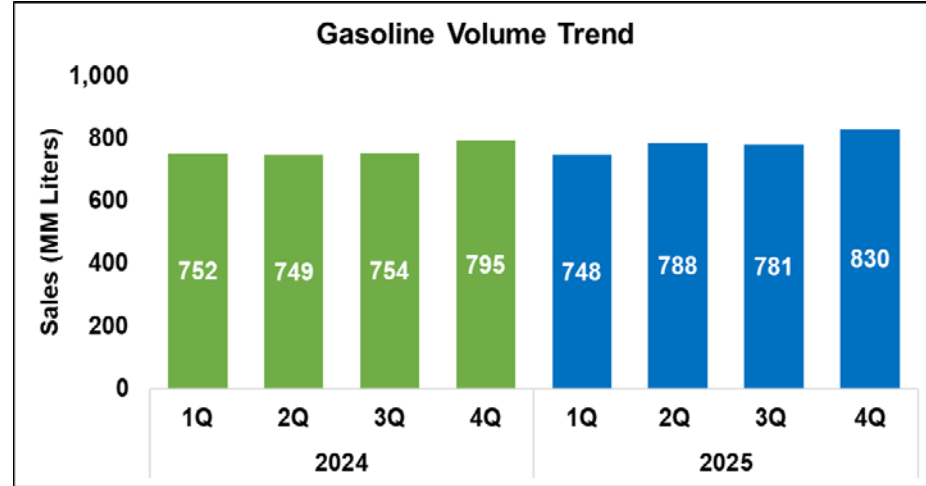
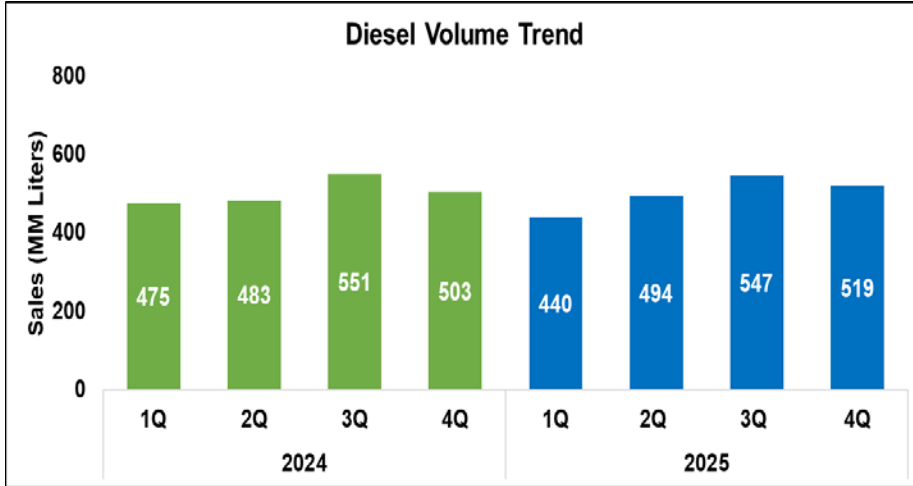


أرض الخليج العقارية
Ard Al Khaleej Real Estate

Office
Leasing

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Diesel & Gasoline Fuel Volume Trend Analysis



FY 2025 vs. FY 2024 variance analysis

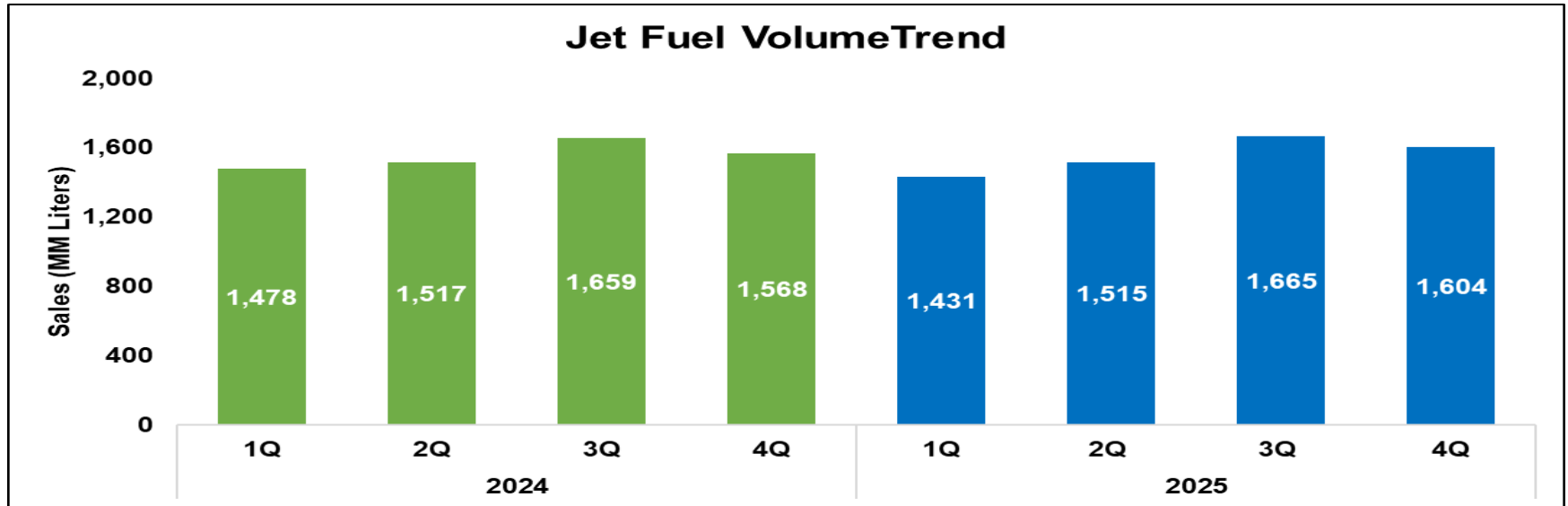
Combined Diesel and Gasoline Fuel sales volume for FY 2025 increased by 2% as compared to FY 2024

- Diesel sales decreased by 1% driven by macro economic factors
- Gasoline sales higher by 3% driven by market demand
- On QoQ basis, 4Q 2025 Diesel sales volumes decreased by 5%, however Gasoline sales volumes increased by 6%
- Average fuel prices for Diesel and Gasoline decreased by 1% each during the reporting period

Fuel Sales	FY 2025	FY 2024	Variance (%)
Diesel	2,000	2,011	-1%
Super Gasoline	1,593	1,462	9%
Premium Gasoline	1,553	1,587	-2%
Total Fuel Sales	5,146	5,060	2%

Weighted Average Fuel Prices	FY 2025	FY 2024	Variance (%)
Diesel	2.0	2.0	-1.2%
Super Gasoline	2.0	2.1	-3.2%
Premium Gasoline	2.0	1.9	1.7%

Jet Fuel Volume Trend Analysis

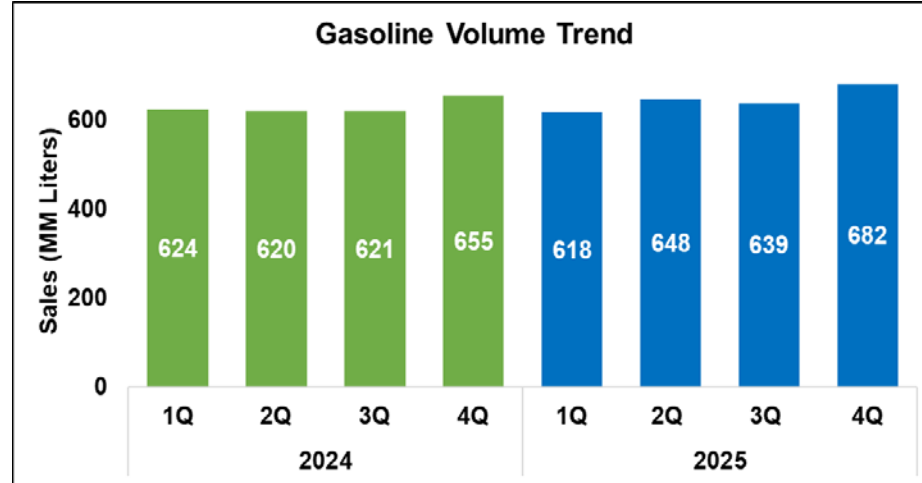
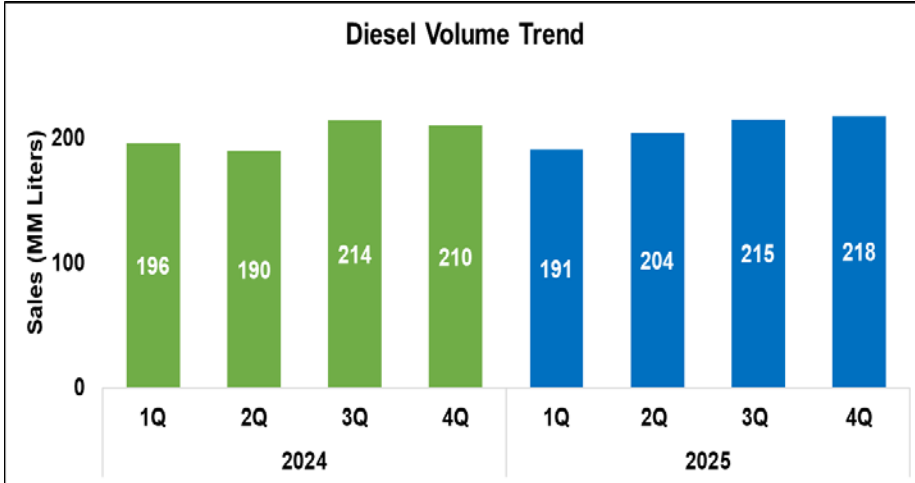


Jet Fuel Stats	FY 2025	FY 2024	Variance (%)
Jet Fuel	6,214	6,222	-0.1%

FY 2025 vs. FY 2024 variance analysis

- Jet Fuel sales remained almost same as compared to the same period last year
- On QoQ basis, Jet Fuel sales volume for 4Q 2025 decreased by 4% driven by market demand
- Jet Fuel Prices for FY 2025 decreased by 10% as compared to the same period last year driven by change in Crude Oil Prices

Retail Fuel Sales Volume Trend Analysis



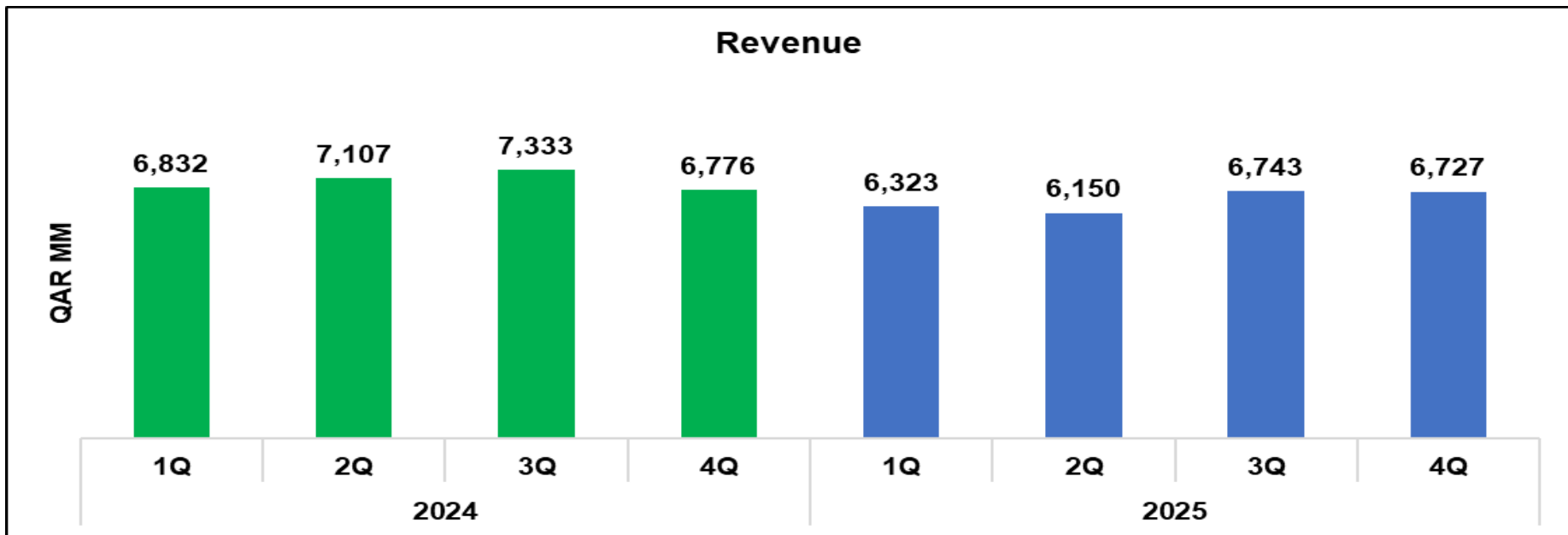
FY 2025 vs. FY 2024 variance analysis

- Retail total fuel sales at WOQOD Petrol Stations higher by 3% for FY 2025 as compared to the same period last year
- Retail Diesel sales increased by 2% and Gasoline sales increased 3% during FY 2025 as compared to the same period last year driven by market demand
- On QoQ basis, 4Q 2025 Retail Diesel sales volume increased by 1% and Gasoline sales increased by 7%

Retail Fuel Sales	FY 2025	FY 2024	Variance (%)
Diesel	827	810	2%
Super Gasoline	1,311	1,212	8%
Premium Gasoline	1,276	1,307	-2%
Total Fuel Sales	3,414	3,329	3%

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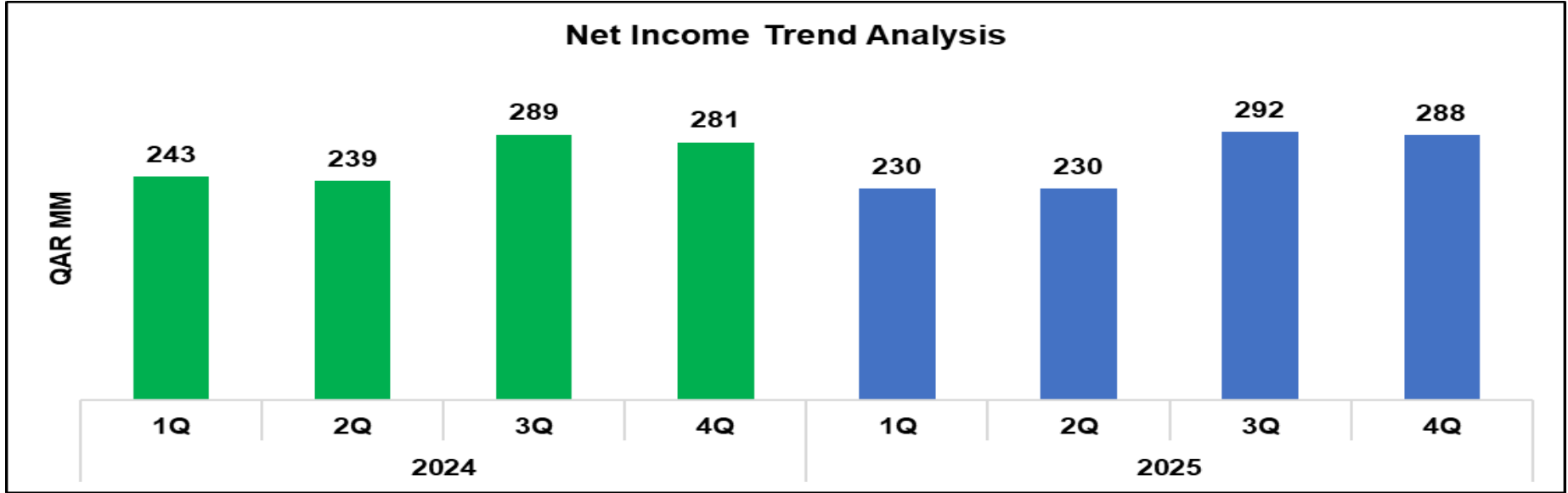
Revenue - Trend Analysis



FY 2025 vs. FY 2024 variance analysis

- Total revenue for FY 2025 decreased by 8% as compared to the same period last year mainly due to increase in overall fuel volumes by 1% offset by decrease in average sales price by 6%
- On QoQ basis, total revenue for 4Q 2025 remained stable

Net Income - Trend Analysis

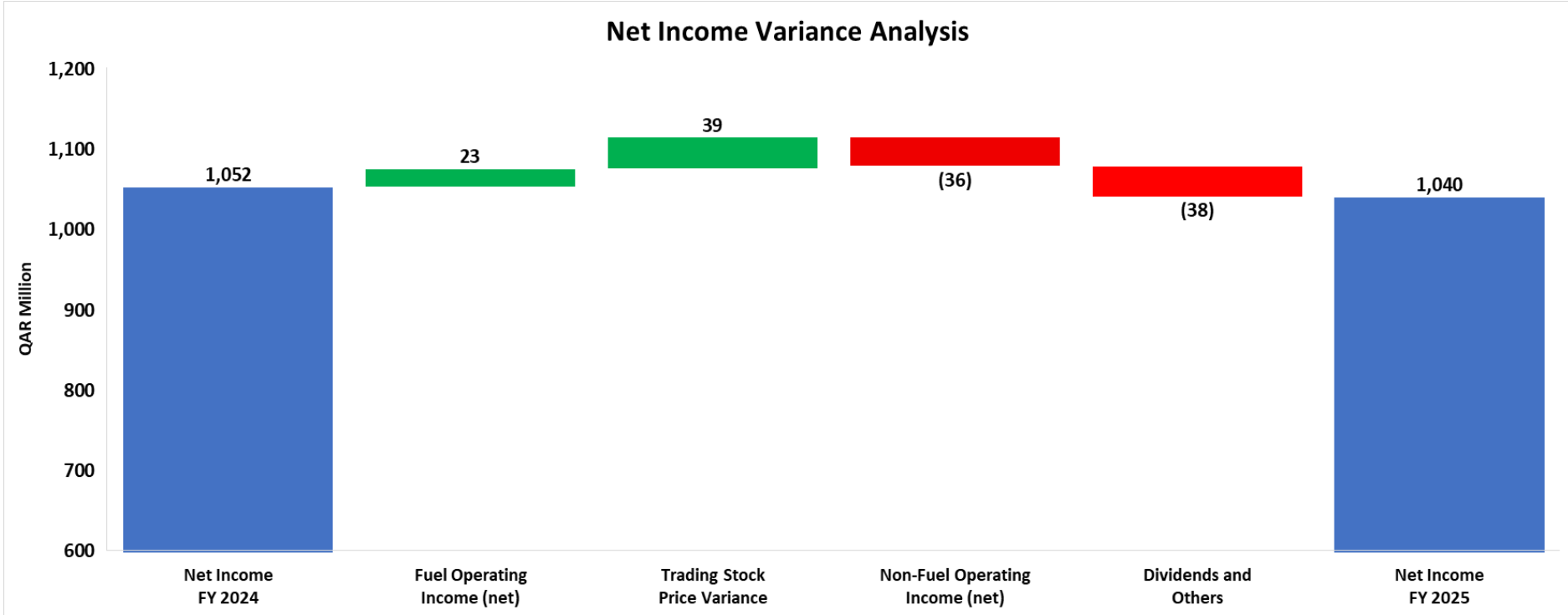


FY 2025 vs. FY 2024 variance analysis

- Net income for FY 2025 is QAR 1,040 MM, lower by 1% as compared to the same period last year mainly due to decrease in other income
- Analysis of Net Income Variance is given in the next slide

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

(Attributable to WOQOD Shareholders)



Net Income attributable to WOQOD shareholders for the year 2025 is QAR 1,040MM vs. QAR 1,052MM, lower by QAR 12MM (1%) as compared to the same period last year. Key variances are as follows:

- Fuel Operating Income (net) increase mainly driven by increase in overall volumes by 1% and net reduction in op. costs
- Trading stock price variance is mainly driven by price impact of Jet Fuel inventories
- Non-Fuel Operating Income (net) decreased mainly driven by prevailing market conditions
- Dividend and Others lower mainly due to timing of Interim Dividends and low interest rates driven by market factors, partly offset by lower G&A expenses

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Thank You !