

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

## **Overview of Operation and Financial Results for the 1H 2025**

**Investor Relations (IR)**  
**16 July 2025**



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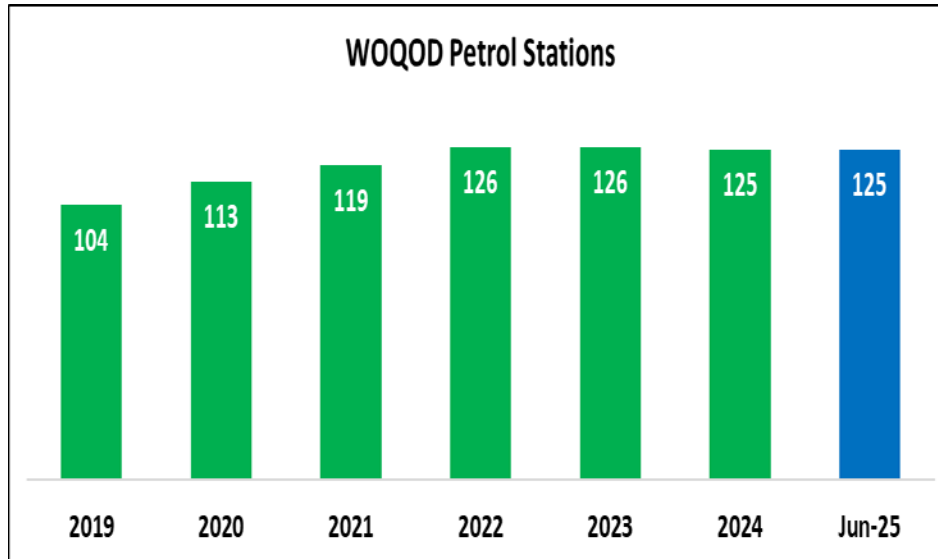
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## Vision

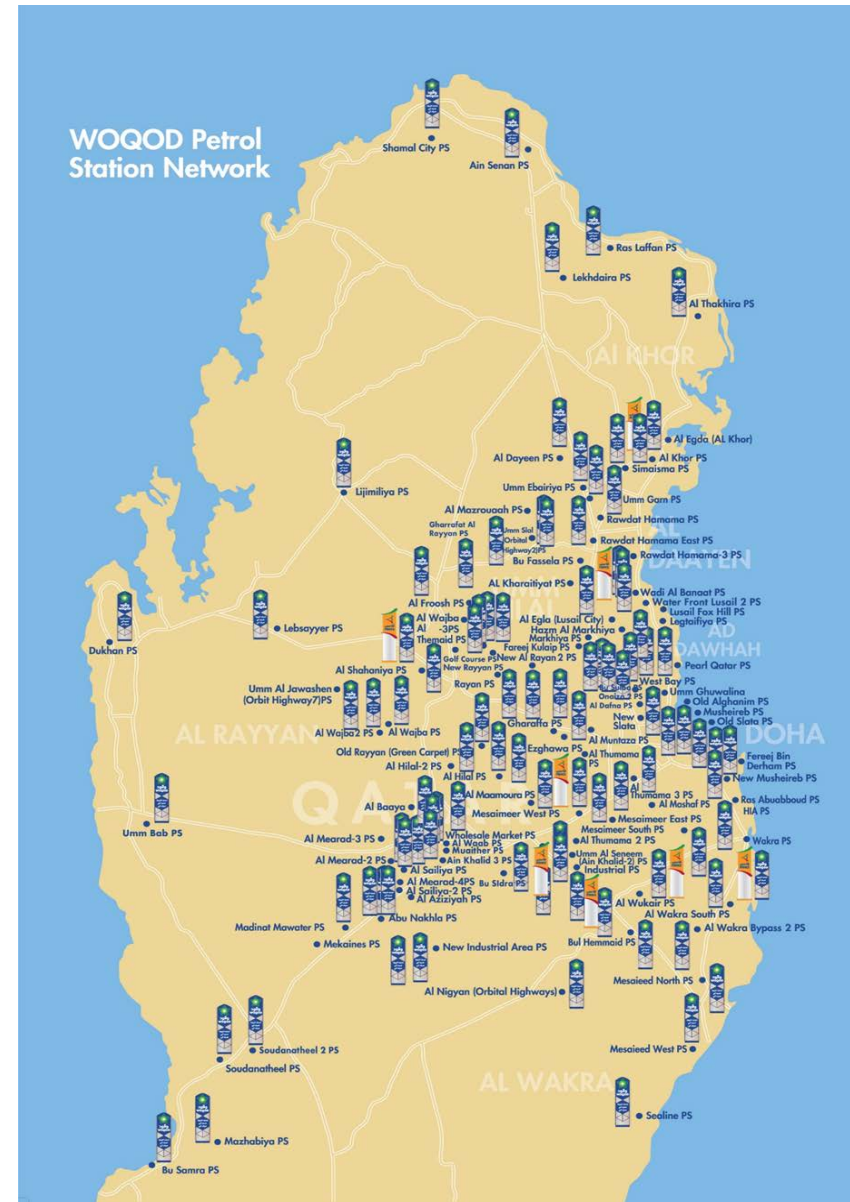
**“To be the leading petroleum products distribution and related services marketing company in the region”**

# 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 1H 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



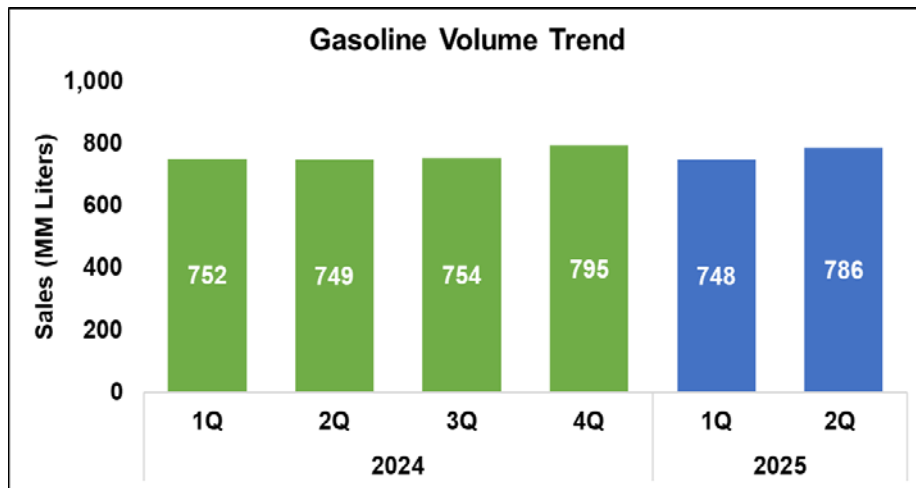
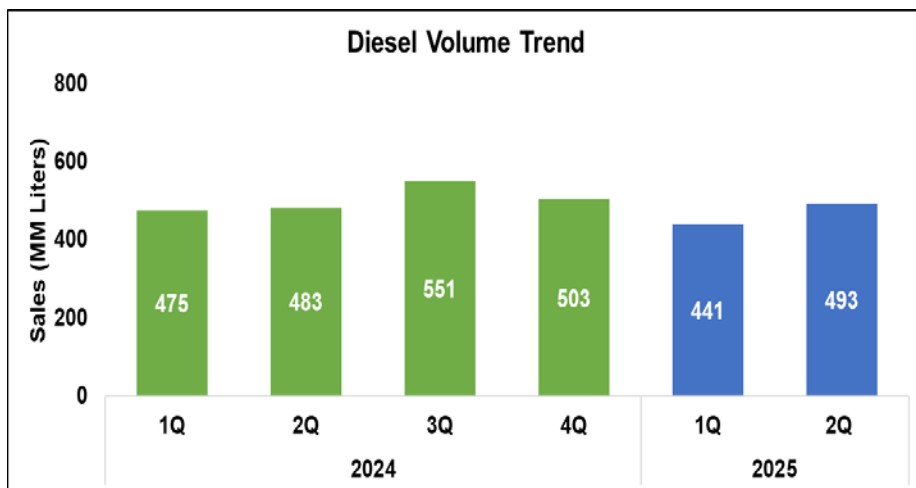
Bunkering  
Operations  
& Vessel  
Chartering



Office  
Leasing

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# Diesel & Gasoline Fuel Volume Trend Analysis



## 1H 2025 vs. 1H 2024 variance analysis

Combined Diesel and Gasoline Fuel sales volume for 1H 2025 increased marginally as compared to 1H 2024

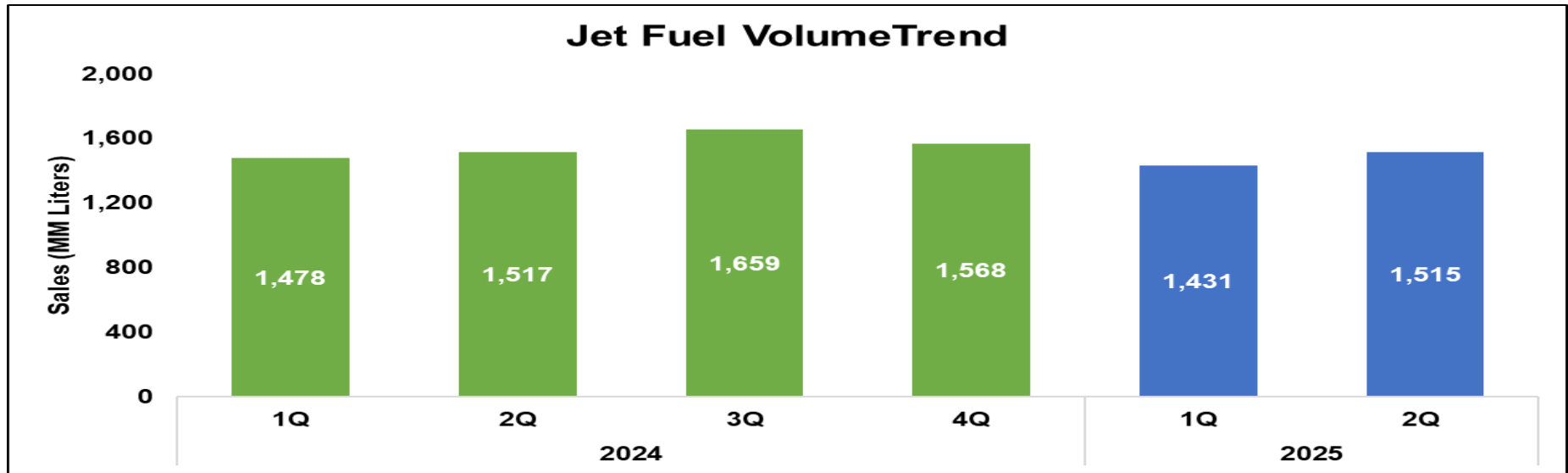
- Diesel sales decreased by 2% driven by macro economic factors
- Gasoline sales for 1H 2025 increased by 2% as compared to 1H 2024
- On QoQ basis, 2Q 2025 Diesel and Gasoline sales volumes increased by 12% and 5% respectively
- Average fuel prices for Diesel and Gasoline decreased by 2% and 1% in 1H 2025 as compared to the same period last year

Fuel Sales	YTD Jun 2025	YTD Jun 2024	Variance (%)
Diesel	934	957	-2%
Super Gasoline	766	723	6%
Premium Gasoline	768	778	-1%
<b>Total Fuel Sales</b>	<b>2,468</b>	<b>2,458</b>	<b>0.4%</b>

Weighted Average Fuel Prices	YTD Jun 2025	YTD Jun 2024	Variance (%)
Diesel	2.01	2.05	-2%
Super Gasoline	2.04	2.10	-3%
Premium Gasoline	1.97	1.95	1%



# Jet Fuel Volume Trend Analysis



Jet Fuel Stats	YTD Jun 2025	YTD Jun 2024	Variance (%)
Jet Fuel	2,946	2,995	-2%

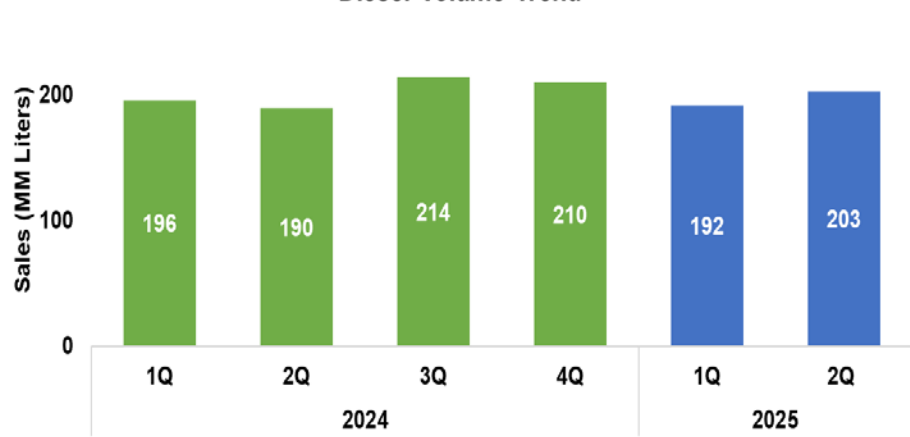
## 1H 2025 vs. 1H 2024 variance analysis

- Jet Fuel sales decreased by 2% for 1H 2025 as compared to the same period last year driven by market demand
- On QoQ basis, Jet Fuel sales volume for 2Q 2025 increased by 6% driven by market demand
- Jet Fuel Prices decreased by 15% in 1H 2025 as compared to the same period last year driven by change in Crude Oil Prices

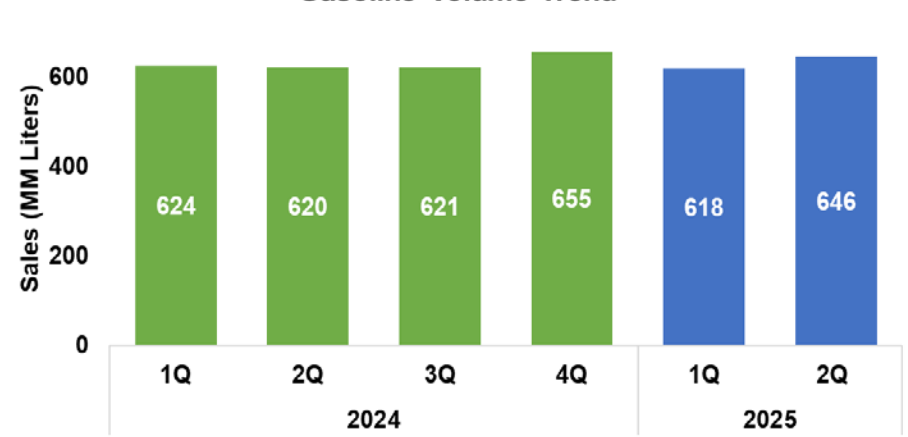


# Retail Fuel Sales Volume Trend Analysis

Diesel Volume Trend



Gasoline Volume Trend



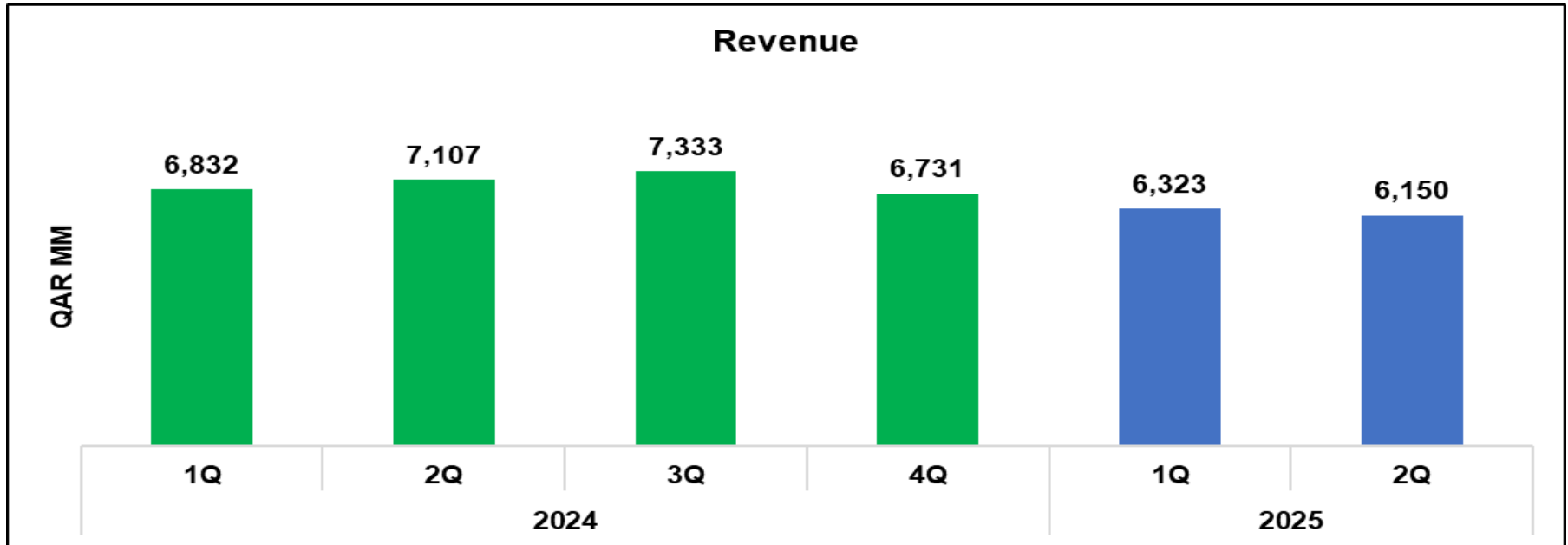
## 1H 2025 vs. 1H 2024 variance analysis

- Retail total fuel sales at WOQOD Petrol Stations increased by 2% during 1H 2025 as compared to the same period last year
- On QoQ basis, 2Q 2025 Retail Diesel and Gasoline sales increased by 6% and 5% respectively

Retail Fuel Sales	YTD Jun 2025	YTD Jun 2024	Variance (%)
Diesel	395	386	2%
Super Gasoline	633	601	5%
Premium Gasoline	632	642	-2%
<b>Total Fuel Sales</b>	<b>1,660</b>	<b>1,629</b>	<b>2%</b>

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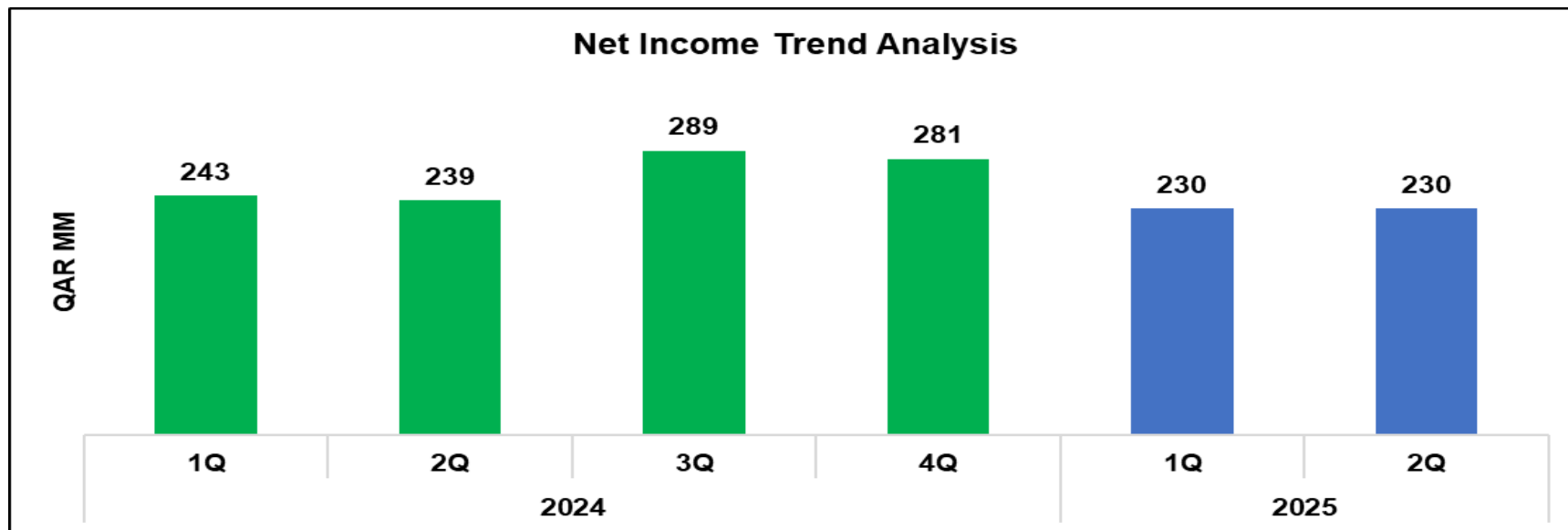
# Revenue - Trend Analysis



## 1H 2025 vs. 1H 2024 variance analysis

- Total revenue for 1H 2025 decreased by 11% as compared to the same period last year mainly due to decrease in overall fuel volumes by 1% and decrease in average sales price by 10%
- On QoQ basis, total revenue for 2Q 2025 decreased by 3% mainly due to increase in sales volumes by 7% and partly offset by decrease in average sales price by 8%

# Net Income - Trend Analysis

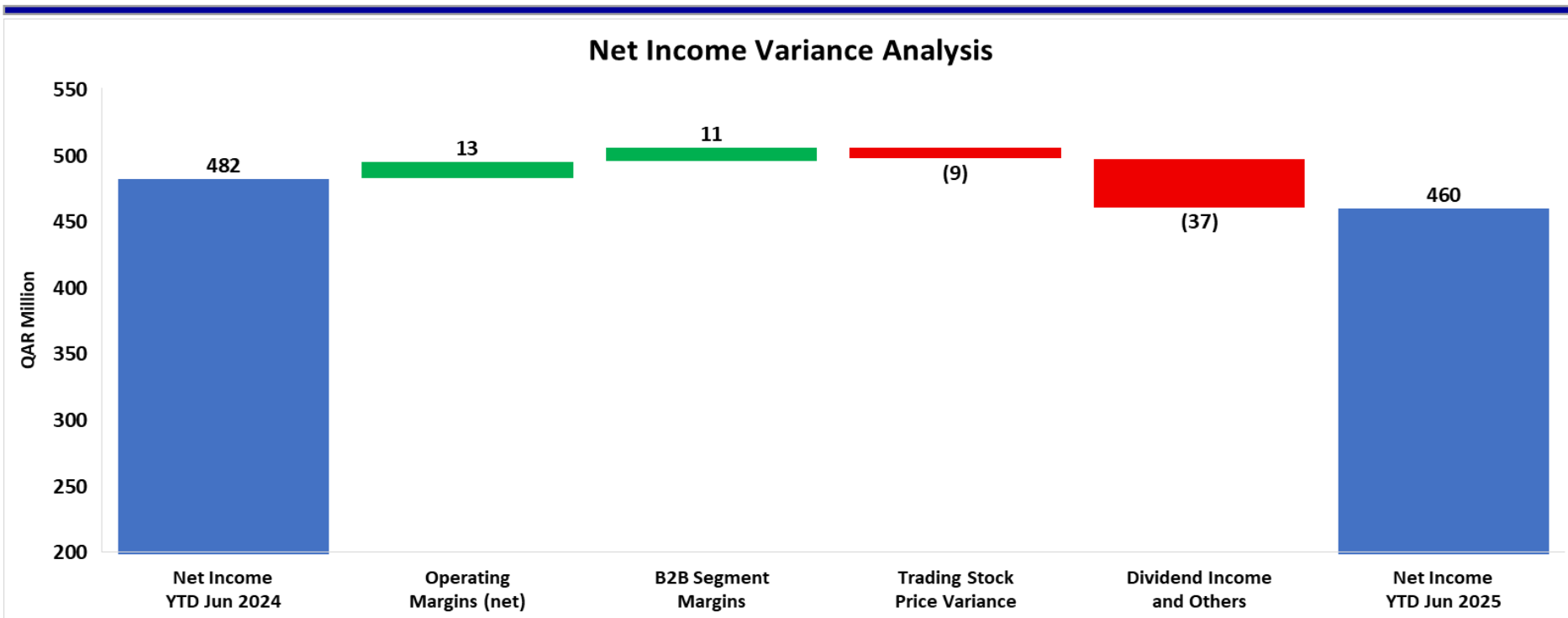


## 1H 2025 vs. 1H 2024 variance analysis

- Net income for 1H 2025 is QAR 460 MM, lower by 4.5% as compared to the same period last year mainly due to decrease in overall fuel sales volume by 1% and decrease in other income
- Analysis of Net Income Variance is given in the next slide

# Net Income Variance Analysis (1H 2025 vs. 1H 2024)

(Attributable to WOQOD Shareholders)



**Net Income attributable to WOQOD shareholders for 1H 2025 is QAR 460MM vs. QAR 482MM, lower by QAR 22MM (4.5%) as compared to the same period last year; key variances are as follows:**

- Operating margins (net) increase mainly driven by cost optimization initiatives partly offset by lower volumes
- B2B segment margins increased driven by higher Transportation income
- Trading stock price variance is mainly driven by price impact of Jet Fuel inventories
- Dividend Income and Others lower mainly driven by timing of interim dividends and lower interest rates partially offset by lower G&A expenses

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**Thank You !**