

**Qatar Fuel Co. Q.P.S.C
“WOQOD”**

**Overview of Operation and
Financial Results for the 1Q 2026**

**Investor Relations (IR)
16 April 2026**



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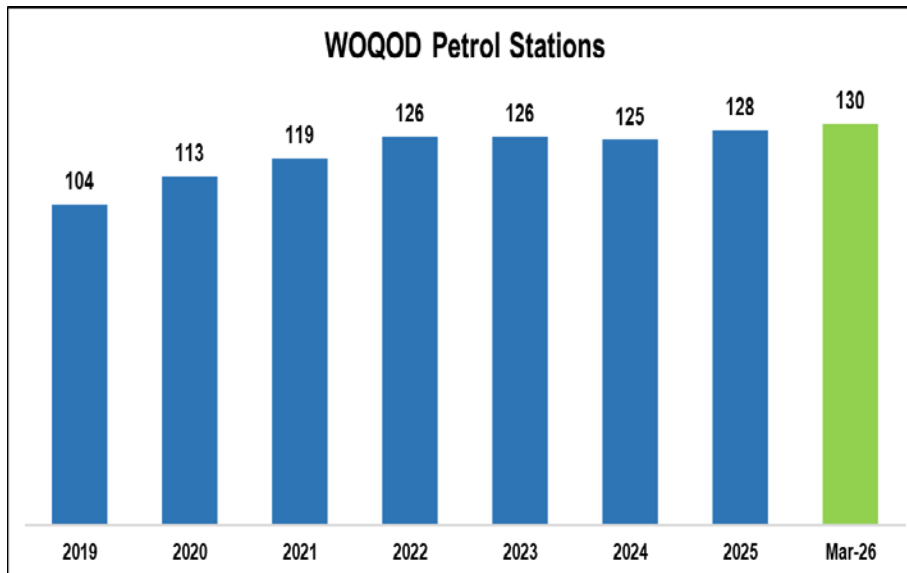
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Vision

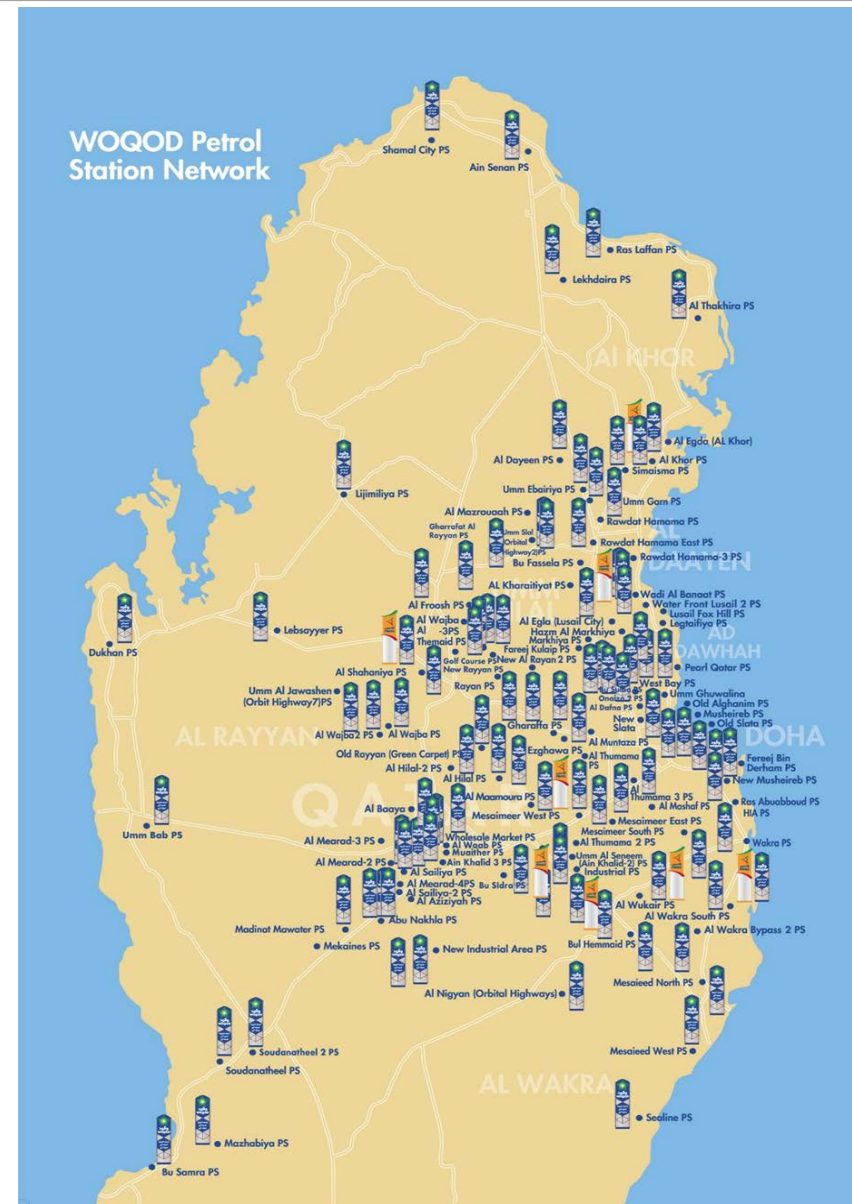
“To be the leading petroleum products distribution and related services marketing company in the region”

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 130 stations at the end of 1Q 2026



- 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

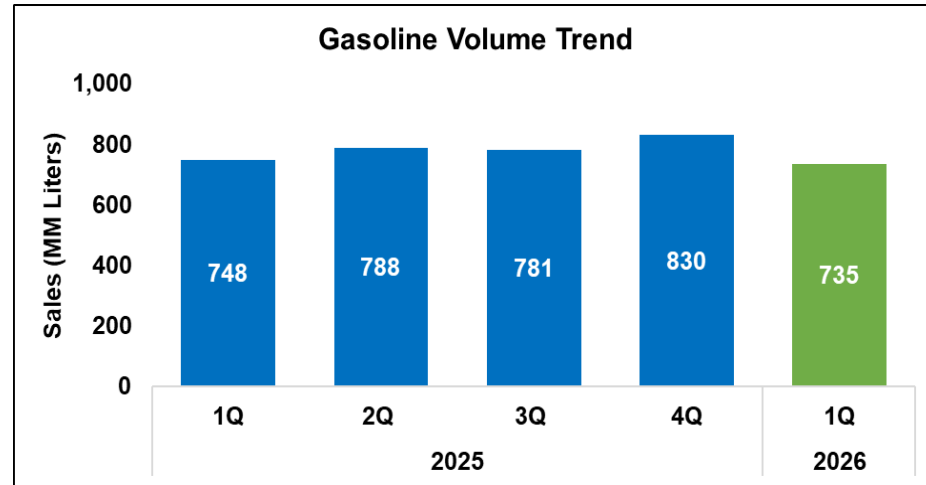
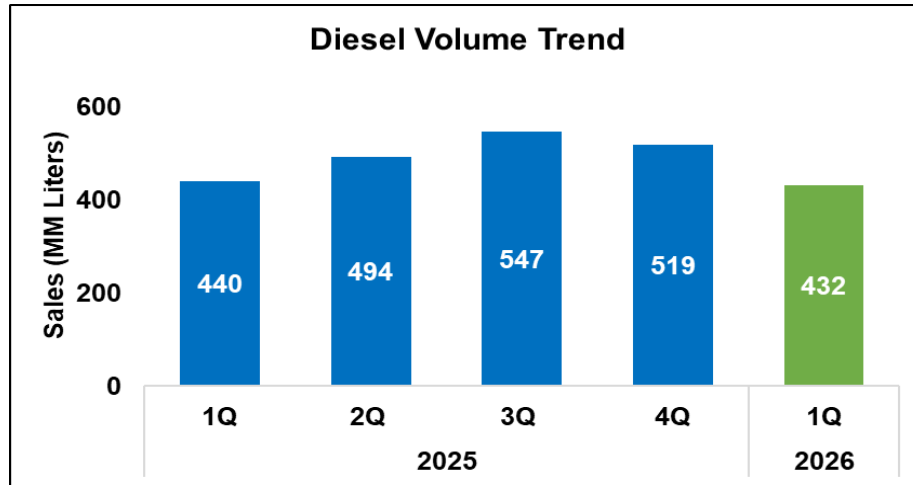


أرض الخليج العقارية
Ard Al Khaleej Real Estate

Office
Leasing

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Diesel & Gasoline Fuel Volume Trend Analysis



1Q 2026 vs. 1Q 2025 variance analysis

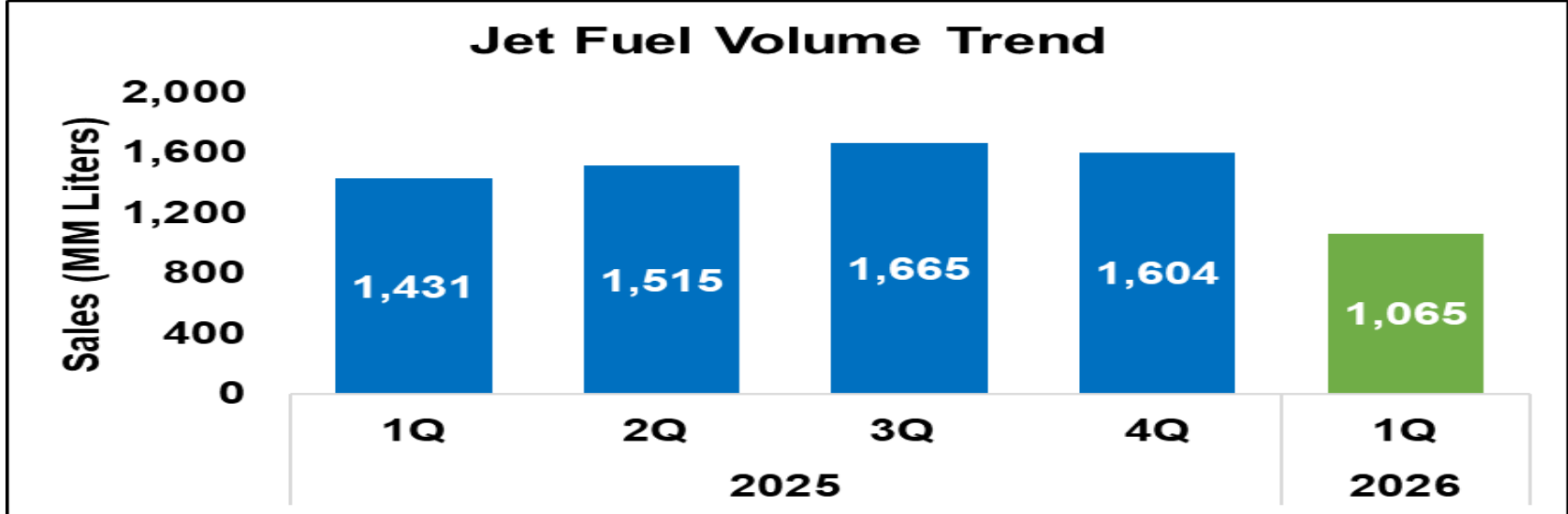
Combined Diesel and Gasoline Fuel sales volume for 1Q 2026 decreased by 2% as compared to 1Q 2025 driven by current circumstances

- Diesel sales decreased by 2% as compared to 1Q 2025 mainly due to lower sales in B2B segment driven by prevailing circumstances
- Gasoline sales lower by 2% as compared to same period last year driven by market demand
- On QoQ basis, 1Q 2026 Diesel & Gasoline sales volumes decreased by 17% and 11% respectively
- Average fuel prices for Diesel and Gasoline decreased by 3% and 8% respectively during the reporting period

Fuel Sales	YTD Mar 2026	YTD Mar 2025	Variance (%)
Diesel	432	440	-2%
Super Gasoline	391	371	5%
Premium Gasoline	344	377	-9%
Total Fuel Sales	1,167	1,188	-2%

Weighted Average Fuel Prices	YTD Mar 2026	YTD Mar 2025	Variance (%)
Diesel	2.0	2.1	-3.4%
Super Gasoline	1.9	2.1	-8.6%
Premium Gasoline	1.9	2.0	-7.3%

Jet Fuel Volume Trend Analysis

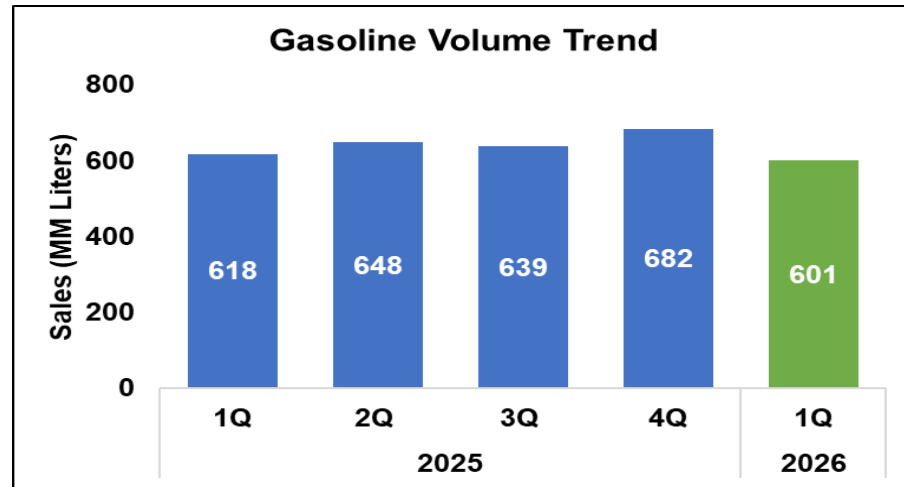
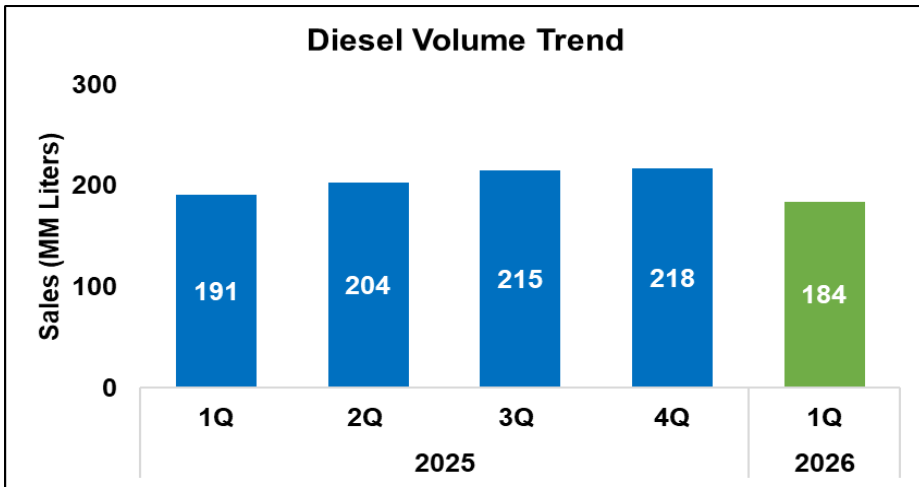


Jet Fuel Stats	YTD Mar 2026	YTD Mar 2025	Variance (%)
Jet Fuel	1,065	1,431	-26%

1Q 2026 vs. 1Q 2025 variance analysis

- Jet Fuel sales decreased by 26% for 1Q 2026 as compared to the same period last year driven by current circumstances
- On QoQ basis, Jet Fuel sales volume for 1Q 2026 decreased by 34% driven by market demand
- Jet Fuel Prices for 1Q 2026 decreased by 7% as compared to the same period last year driven by change in Crude Oil Prices

Retail Fuel Sales Volume Trend Analysis



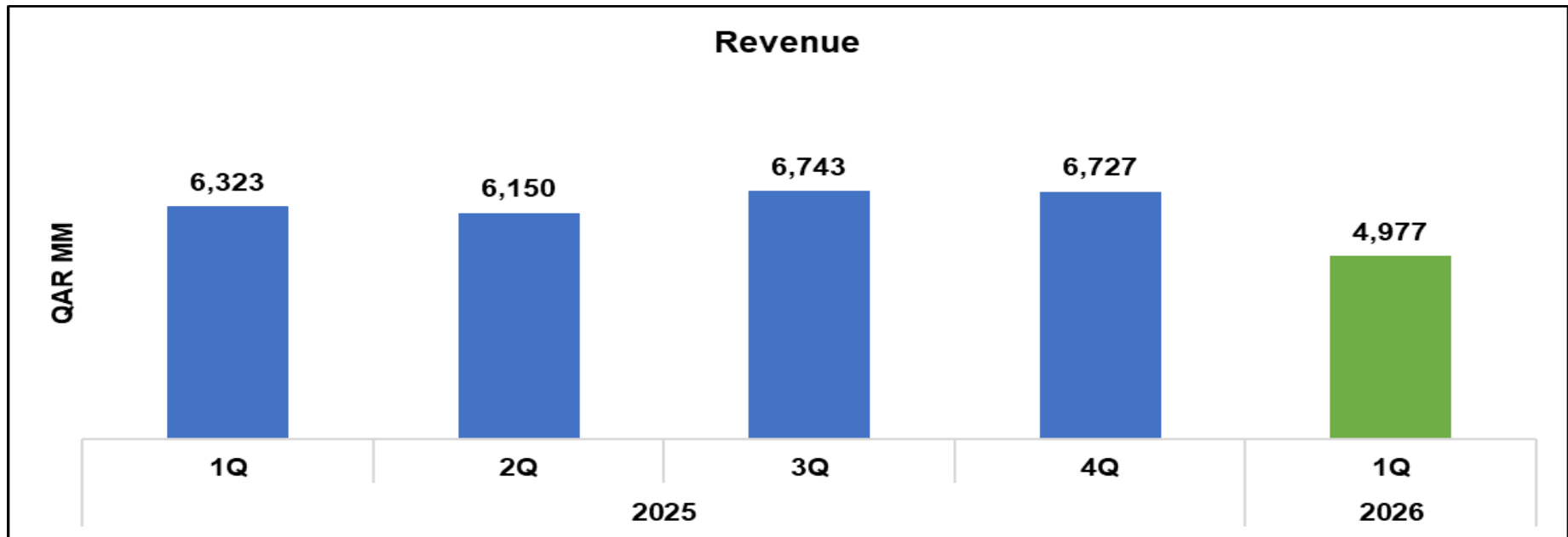
1Q 2026 vs. 1Q 2025 variance analysis

- Retail total fuel sales at WOQOD Petrol Stations lower by 3% for 1Q 2026 as compared to the same period last year driven by current circumstances
- Retail Diesel & Gasoline sales decreased by 4% and 3% respectively during 1Q 2026 as compared to the same period last year driven by market demand
- On QoQ basis, 1Q 2026 Retail Diesel and Gasoline sales volume decreased by 16% and 12% respectively

Retail Fuel Sales	YTD Mar 2026	YTD Mar 2025	Variance (%)
Diesel	184	191	-4%
Super Gasoline	319	308	4%
Premium Gasoline	282	310	-9%
Total Fuel Sales	785	809	-3%

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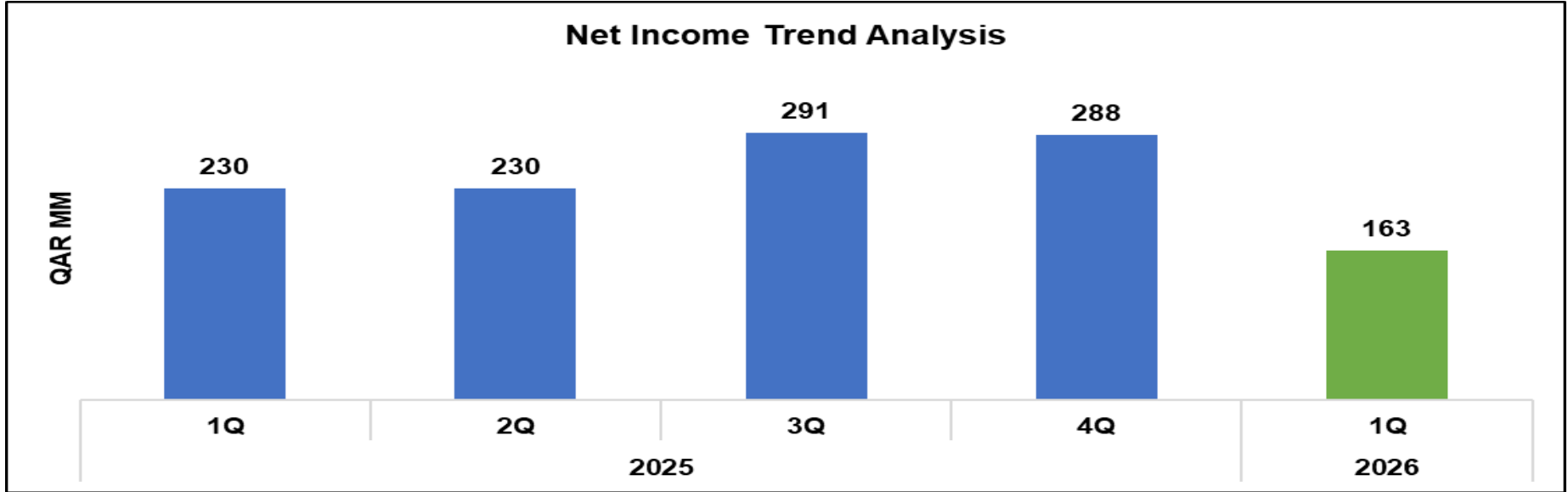
Revenue - Trend Analysis



1Q 2026 vs. 1Q 2025 variance analysis

- Total revenue for 1Q 2026 decreased by 21% as compared to the same period last year mainly due to decrease in overall fuel volumes by 15% and decrease in average sales price by 7%
- On QoQ basis, total revenue for 1Q 2026 decreased by 26% mainly due to decrease in sales volumes by 24% and decrease in average sales price by 6%

Net Income - Trend Analysis

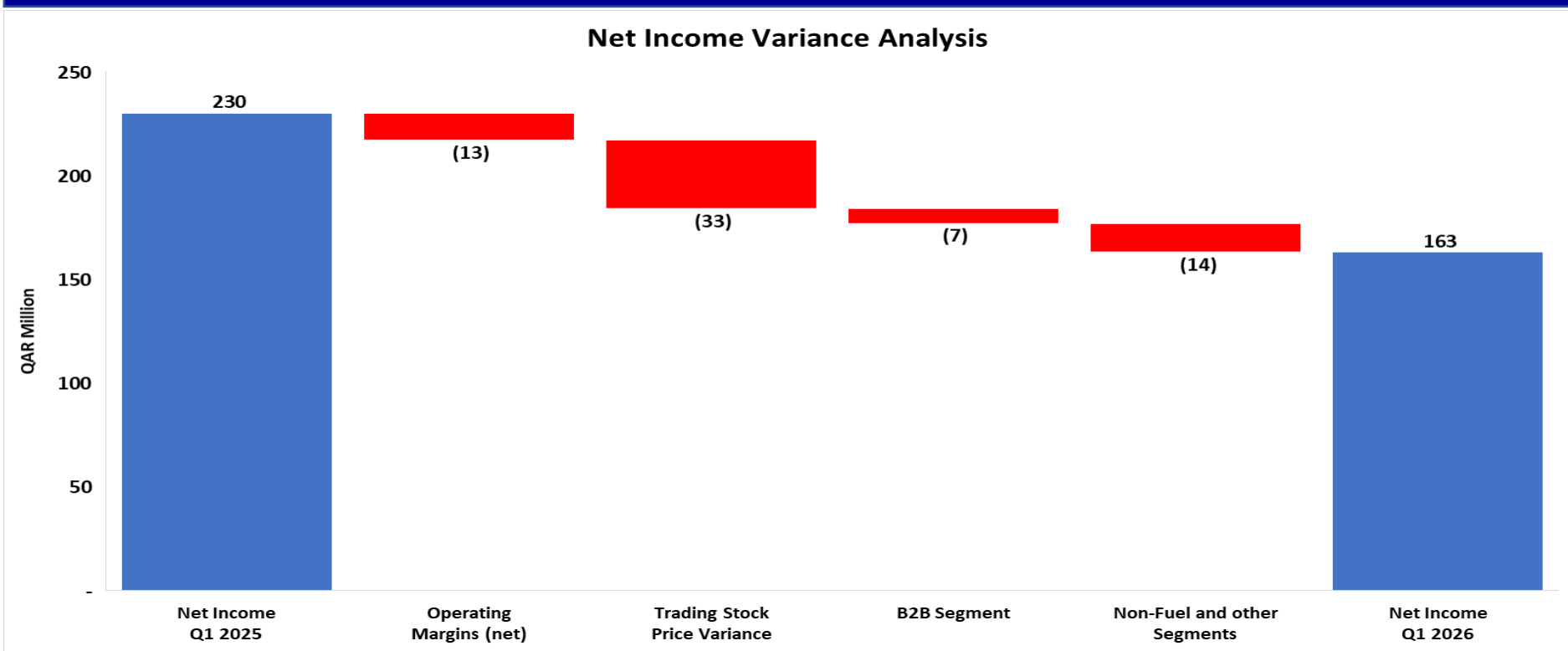


1Q 2026 vs. 1Q 2025 variance analysis

- Net income for 1Q 2026 is QAR 163MM, lower by 29% as compared to the same period last year mainly due to significant decrease in overall sales volumes and stock price variances
- Analysis of Net Income Variance is given in the next slide

Net Income Variance Analysis (1Q 2026 vs. 1Q 2025)

(Attributable to WOQOD Shareholders)



Net Income attributable to WOQOD shareholders for 1Q 2026 is QAR 163MM vs. QAR 230MM, lower by QAR 68MM (29%) as compared to the same period last year. Key variances are as follows:

- Fuel Operating Income (net) decrease mainly driven by decrease in overall volumes by 15%
- Trading stock price variance is mainly driven by lower fuel prices in Q1 2026 as compared to Q1 2025
- B2B segment margins decrease mainly due to lower offtake of volumes by the B2B segment
- Non-Fuel Operating Income and Other Segments decrease mainly driven by lower business activities due to prevailing market situation

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Thank You !