صناعات قطر
Industries Qatar

Industries Qatar

Investor Relations Presentation

30 June 2026

"One of the region's industrial giants with interests in the production of a wide range of petrochemical, fertilizer and steel products."

DISCLAIMER

The Companies in which Industries Qatar Q.P.S.C. directly and indirectly owns investments are separate entities. In this presentation, “IQ” and “the Group” are sometimes used for convenience in reference to Industries Qatar Q.P.S.C.

This presentation may contain forward-looking statements concerning the financial condition, results of operations and businesses of Industries Qatar Q.P.S.C. All statements other than statements of historical fact are deemed to be forward-looking statements, being statements of future expectations that are based on current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, operations and business performance or events impacting the Group to differ materially from those expressed or as may be inferred from these statements.

There are a number of factors that could affect the realization of these forward-looking statements such as: (a) price fluctuations in crude oil and natural gas, (b) changes in demand or market conditions for the Group’s products, (c) loss of market share and industry competition, (d) environmental risks and natural disasters, (e) changes in legislative, fiscal and regulatory conditions, (f) changes in economic and financial market conditions and (g) political risks. As such, results could differ substantially from those stated, or as may be inferred from the forward-looking statements contained herein. All forward-looking statements contained in this presentation are made as of the date of this presentation.

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GENERAL NOTES

IQ’s accounting year follows the Gregorian calendar year. No adjustment has been made for leap years. Where applicable, all values refer to IQ’s share. Values expressed in US $’s have been translated at the rate of US $1 = QR3.64.

DEFINITIONS

EBITDA: Earnings Before Interest, Tax, Depreciation and Amortisation calculated as (Net Profit + Interest Expense + Depreciation) • **Free Cash Flow:** Cash Flow From Operations - Total CAPEX • **HBI:** Hot Briquetted Iron • **Payout Ratio:** Total Cash Dividend / Net Profit x 100 • **Utilization:** Production Volume / Rated Capacity x 100

Table of Content

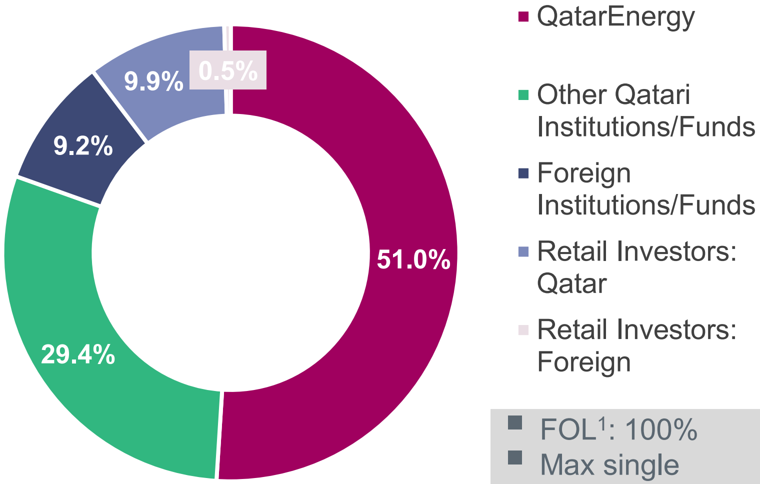
About IQ

IQ at a glance

Overview

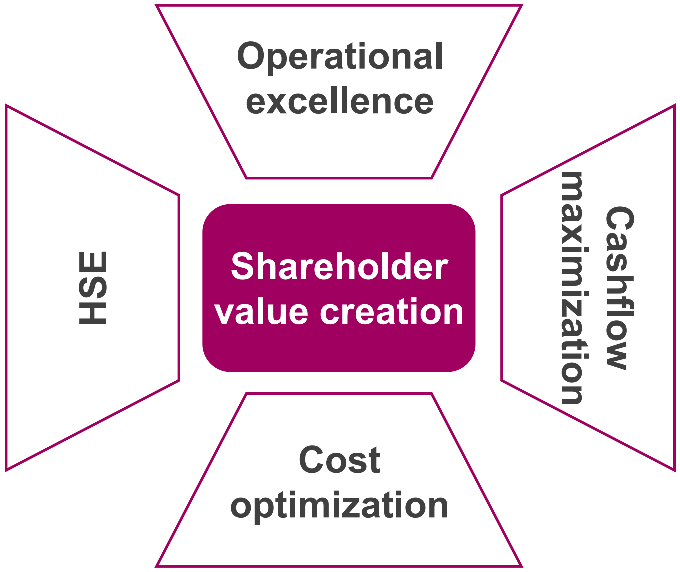
- Industries Qatar (IQ) was incorporated and listed on the Qatar Exchange in 2003
- IQ is the second largest company listed on the Qatar Stock Exchange by Market Capitalization
- IQ is credit rated by Standard & Poor's (AA-; Stable) and Moody's (Aa3; Stable)
- QatarEnergy provides most head office functions through a comprehensive service-level agreement
- The operations of subsidiaries and joint ventures remain independently managed by their respective Boards of Directors and senior management teams

IQ Shareholders



- FOL[1]: 100%
- Max single shareholder: 2%

Core Values



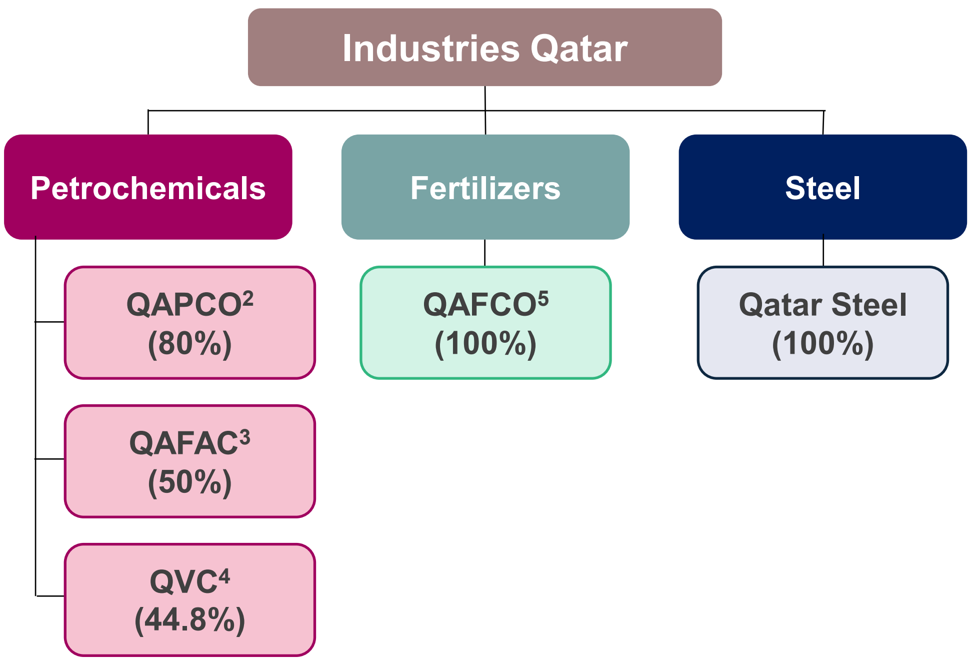
Notes: Shareholder data as of 30-Jun-26; (1) All necessary measures have been taken with relevant authorities and subsequently IQ increased its FOL to 100%

IQ business segments at glance (2Q-26)

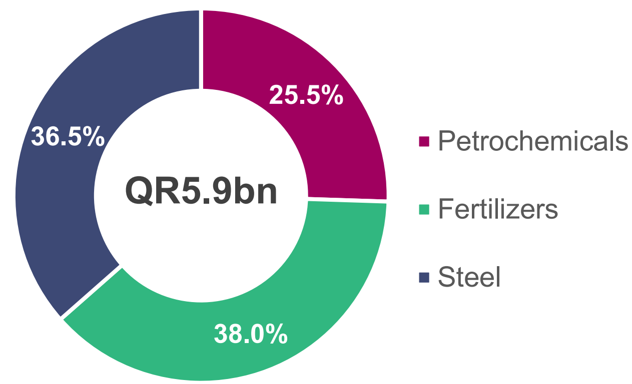
Business Segments

- Through its group companies, Industries Qatar (IQ) operates in three distinct business segments: **Petrochemical**, **Fertilizer** and **Steel**
- Production facilities are principally located in the State of Qatar

Group Structure



Revenue by Segment [1]



Notes: (1) Revenue data as of YTD 30-June-26; (2) Qatar Petrochemical Company; (3) Qatar Fuel Additive Company; (4) Qatar Vinyl Company; (5) Qatar Fertilizer Company

Competitive strengths

Competitive strengths

Low-cost producer

- Assured feedstock supply
- Economies of scale and operationally diversified
- Synergy benefits

Strong financial position

- Solid liquidity position, with no long-term financial debt
- Strong cash flow generation with stable EBITDA margins
- Consistent dividend record

Market leadership

- World's largest single site urea producer
- Major steel producer in the region
- Dedicated marketing support provided by QatarEnergy Marketing

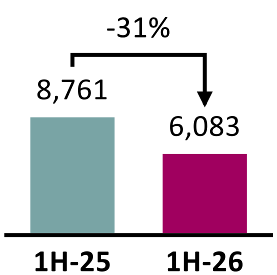
Experienced team

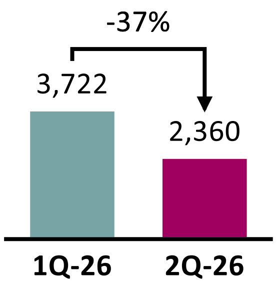
- Industry experts in the senior management team
- Reputable JV partner

Group results
(for the period ended 30 June 2026)

Operational performance review

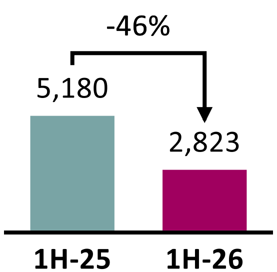
Production (MT’ 000)

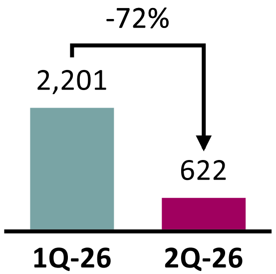




- 1H-26 vs 1H-25: Production volumes declined year-on-year, primarily due to the reduced operations across most facilities.
- 2Q-26 vs 1Q-26: Production decreased quarter-on-quarter, driven by extended shutdowns and lower plant availability.

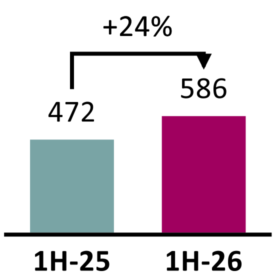
Sales volume (MT’ 000)

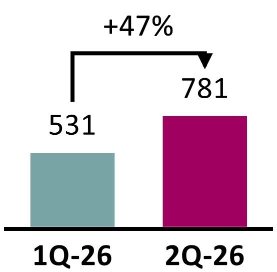




- 1H-26 vs 1H-25: Sales volumes declined materially due to lower production, shipping constraints, and limited access to export routes.
- 2Q-26 vs 1Q-26: Sales volumes reduced due to decreased production and logistics challenges, particularly across petrochemicals and fertilizer.

Selling prices ($/MT)

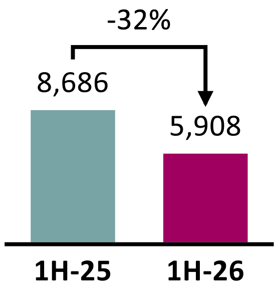


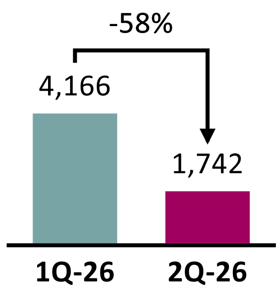


- 1H-26 vs 1H-25: Blended average product prices increased compared to the same period last year, positively contributing to the Group’s net income. This was mainly due to by supply-side economic factors driving energy and commodity prices higher.
- 2Q-26 vs 1Q-26: Prices remained elevated, with further support from constrained trade flows and supply shortages.

Financial performance review

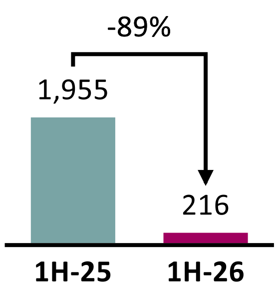
Revenue (QR' million)

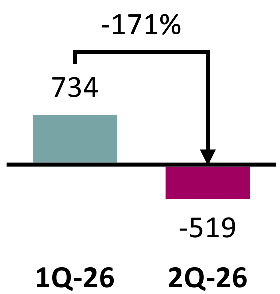




- 1H-26 vs 1H-25: Revenue declined, as price gains were more than offset by reductions in sales volumes.
- 2Q-26 vs 1Q-26: Revenue weakened, driven by lower volumes across all segments.

Net profit/loss(QR' million)

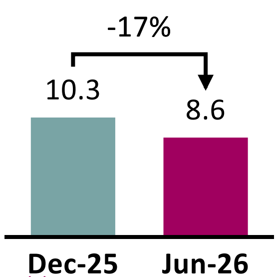




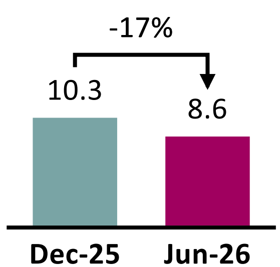
- 1H-26 vs 1H-25: Net profit declined versus 1H-25 mainly due to lower revenues from of lower sales volumes, together with lower other income. This was partially negated by improved prices and operating costs which ultimately led to lower operating margins.
- 2Q-26 vs 1Q-26: Profitability declined, with net losses reflecting weaker earning generation due to reduced operations, and supply and logistic challenges.

Net cash (QR' billion)

Proportionate Basis



Equity Basis

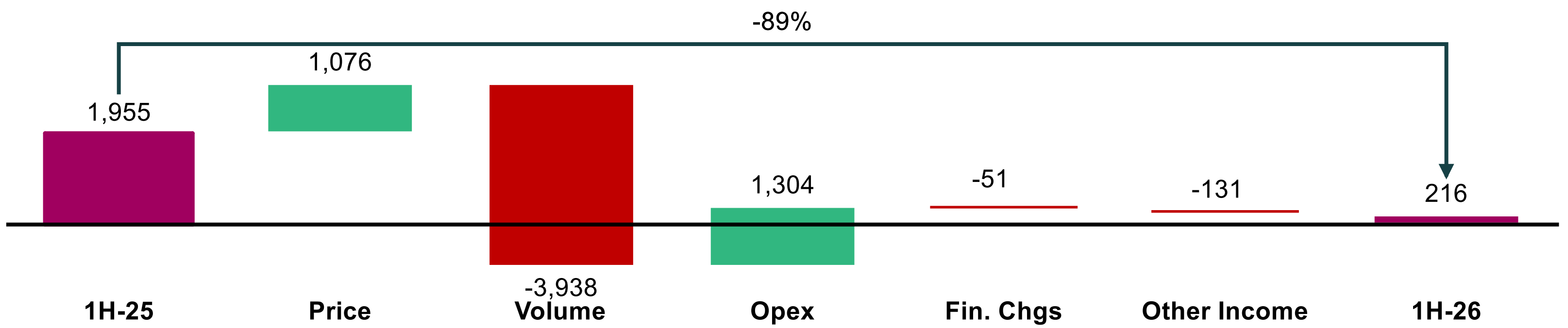


- Cash and bank balances declined from year-end 31 Dec 2025 mainly due to payment of 2H-25 of QR 2.7 billion and capital expenditure payments, partially offset by positive operating cash flows generated during the period.
- There is no long-term debt across the Group as of 30 June 2026.

Net profit variance analysis

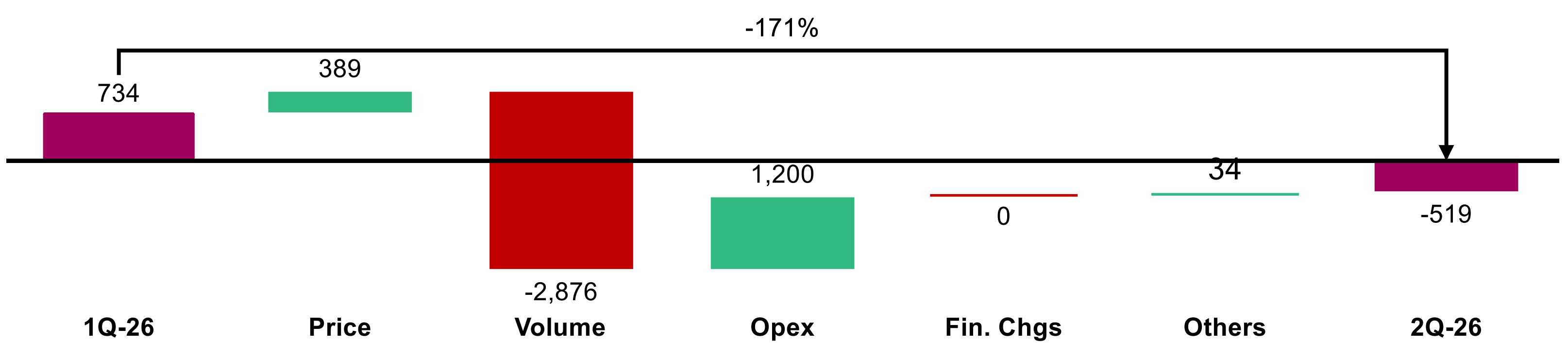
1H-25 vs 1H-26

Net profit declined due to lower volumes and other income, partially offset by higher prices and lower operating costs.



1Q-26 vs 2Q-26

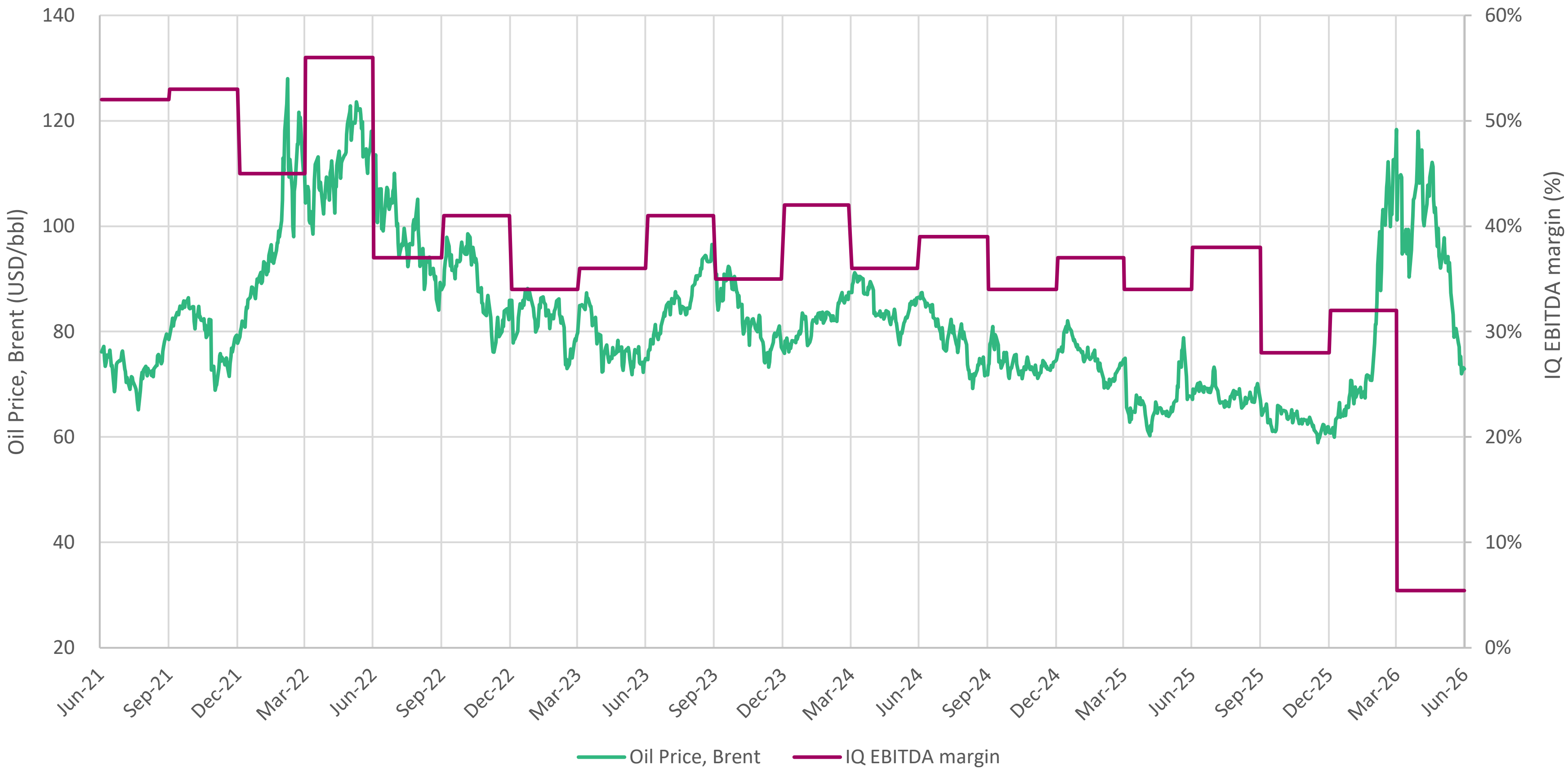
During 2Q-26, the Group's earnings decreased compared to 1Q-26, primarily due to reduced production resulting in lower revenue. Conversely, average selling prices increased across all segments due to supply and logistics constraints.



Note: Amounts in QR 'million

EBITDA margins trends

Despite the volatile trends in commodity prices, IQ's EBITDA margins remain resilient.



Segment results
(for the period ended 30 June 2026)

Segment: Petrochemicals

- The companies in the Petrochemical segment (QAPCO[1], QATOFIN[2], QAFAC[3] and QVC[4]) are engaged in the production of:

Product	Capacity [5] ('000 MT PA)
Ethylene	920
LDPE	600
LLDPE	280
Methanol	500
MTBE	305
Caustic Soda	167
EDC	209
VCM	160
PVC	141
Total	**3,282**

- The segment's primary feedstocks are methane gas (which is used for the production of methanol), ethane gas (ethylene) and butane gas (MTBE), all of which are supplied by QatarEnergy
- A corporate restructure was completed following the expiry of QVC joint venture agreement on 1st May 2026, resulting in IQ directly holding a 44.8% shareholding in QVC (increasing from 25.52%), with the remaining 55.2% continuing to be held by MPHC[6]

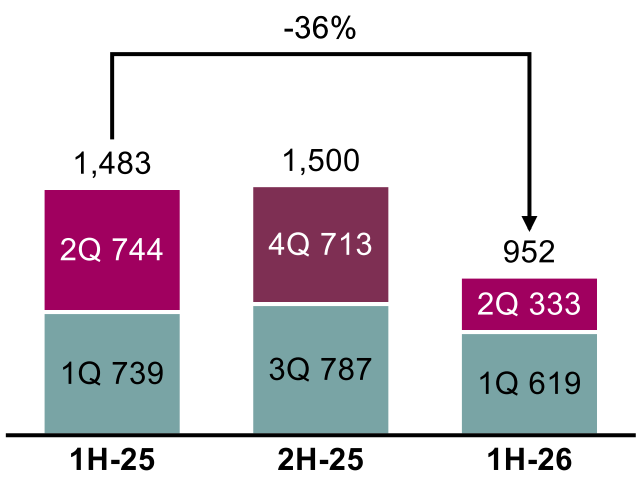
Note: (1) Qatar Petrochemical Company; (2) Qatofin Company (QAPCO 64% shareholder); (3) Qatar Fuel Additive Company; (4) Qatar Vinyl Company; (5) Capacity reflect IQ's share in the respective entities; (6) Mesaieed Petrochemical Holding Company

Segment: Petrochemicals

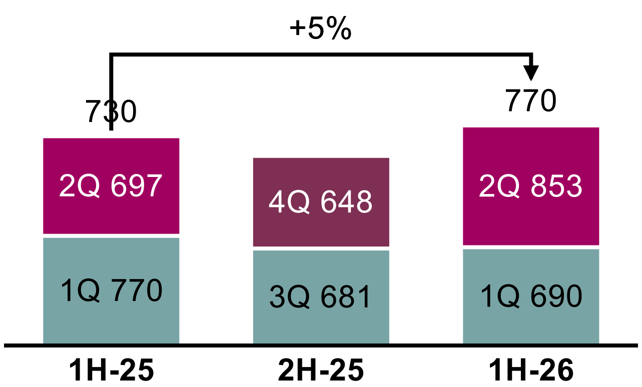
Analysis of production and selling prices

- **Production**: Production declined due to reduced plant availability and reduced operations:
  - *Production volumes declined versus the previous quarter.*
- **Selling Prices**: Selling prices improved year-on-year due to global supply chain disruption, geopolitical factors, and crude price volatility:
  - *Selling prices also increased quarter-on-quarter, primarily due to high demand.*

Production (MT' 000)



Selling prices ($/MT)

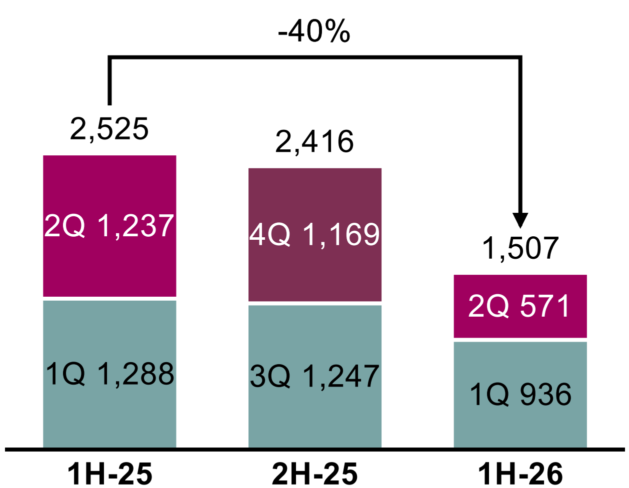


Segment: Petrochemicals

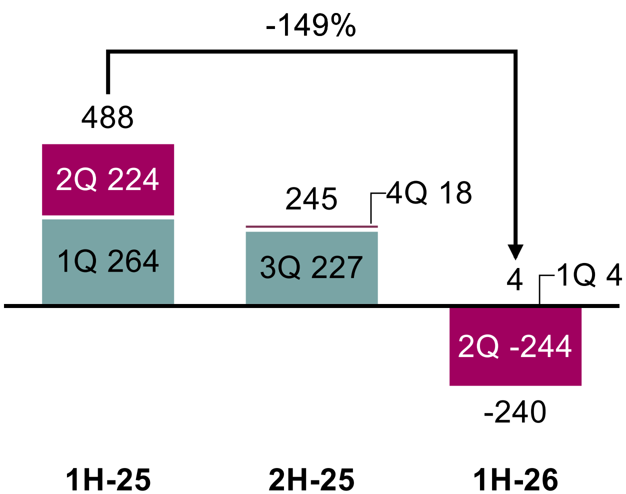
Analysis of segment revenue and net profit

- **Revenue**: declined year-on-year, primarily due to reduced sales volumes amid supply and logistic constraints:
  - *Revenue for the current quarter declined versus previous quarter, as result of lower sales volume due to lower production, partially offset by higher average selling price.*
- **Net profit/loss**: declined compared to the same period last year. This decrease was mainly due to lower revenue and lower operating margin resulting from higher unit costs due to under-utilization of assets:
  - *Net profit declined quarter-on-quarter due to lower sales volumes and under utilization of assets.*

Revenue (QR' million)



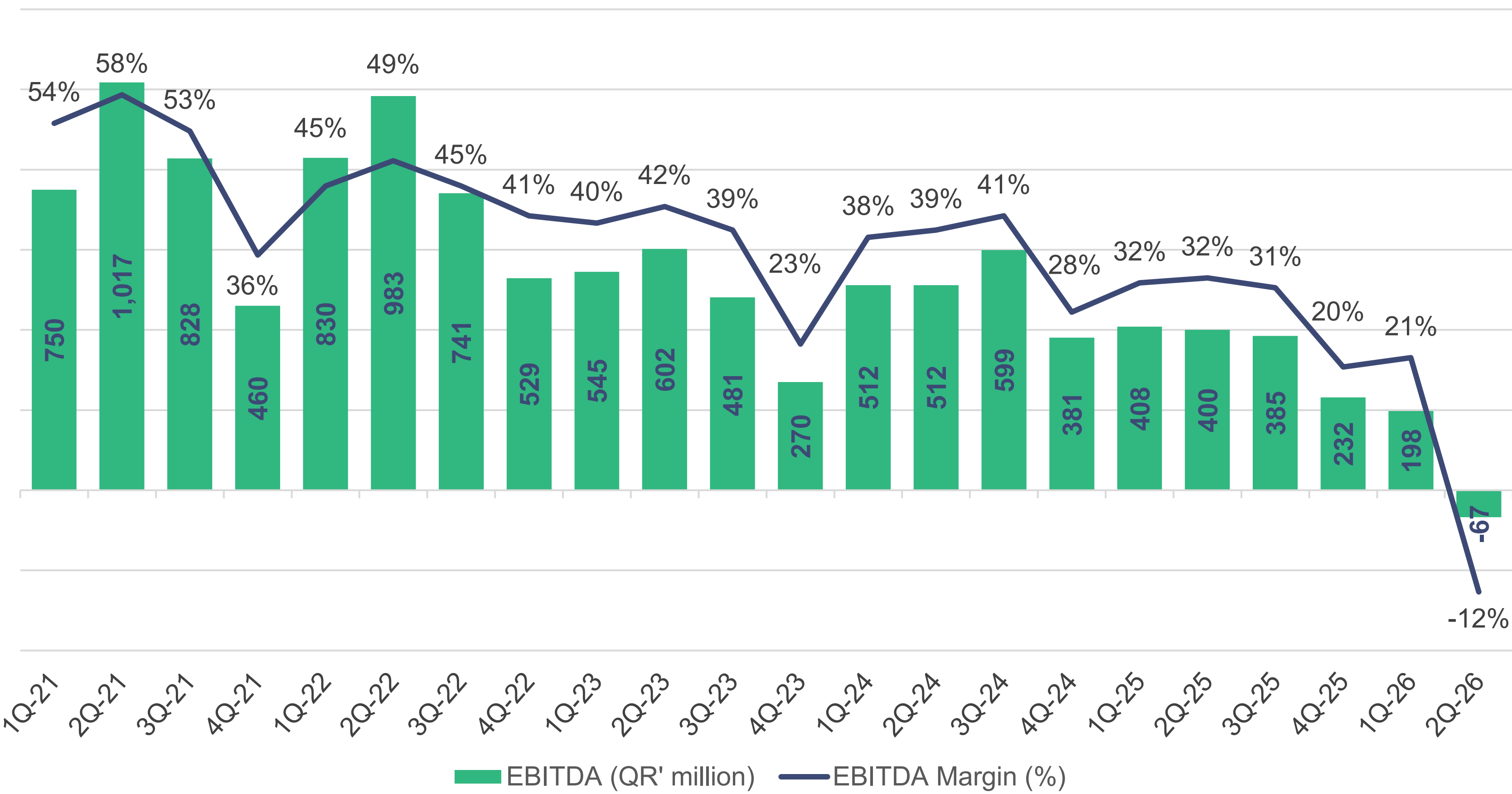
Net profit/loss (QR' million)



Segment: Petrochemicals

Analysis of segment EBITDA margins

Petrochemical's EBITDA margins remain low due to the prevailing market conditions.



Segment: Fertilizers

- Qatar Fertiliser Company Q.P.S.C (QAFCO) has seven ammonia trains in the State of Qatar, following the introduction of QAFCO-7, and six urea production trains.

Product	Capacity ('000 MT PA)
Ammonia (inc QAFCO-7)	5,040
Urea	5,957
Melamine	60
Total	**11,057**

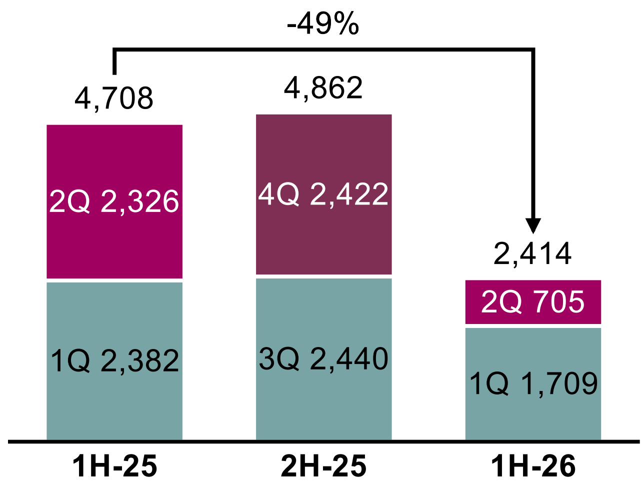
- The segment's primary feedstock is methane gas (which is used to produce ammonia) and ammonia (which is used for production of urea). Methane gas is supplied by QatarEnergy under long-term contract.

Segment: Fertilizer

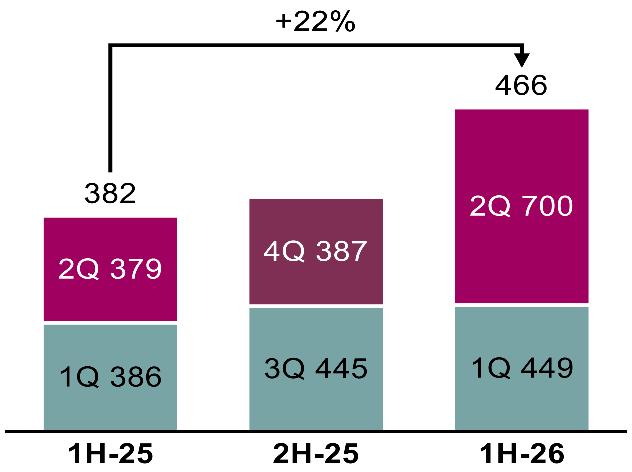
Analysis of production and selling prices

- **Production**: Production volumes were down year-on-year due to reduced operations amid the current operating environment:
    - *Production declined quarter-on-quarter, due to reduced operations.*
- **Selling Prices**: Selling prices improved versus the same period last year, mainly due to reduced supply caused by shipping and logistic disruptions.
    - *Quarter-on-quarter the ammonia market remained relatively balanced due to supply constraints despite weaker demand, while urea prices increased due to the supply shock in Q2.*

Production (MT' 000)



Selling prices ($/MT)

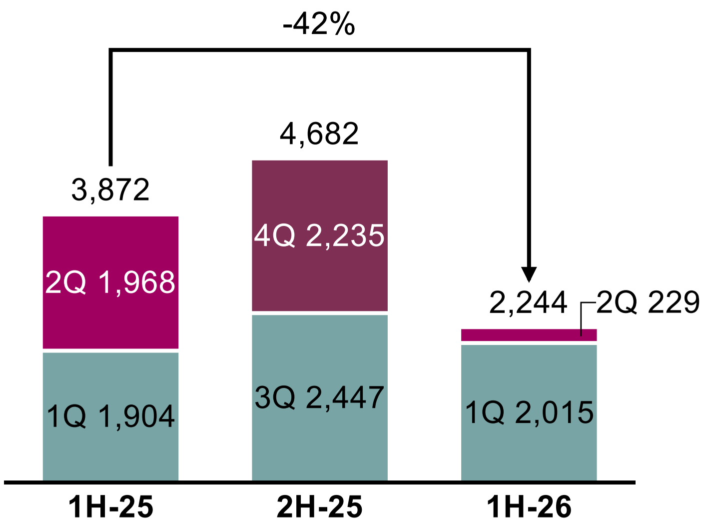


Segment: Fertilizer

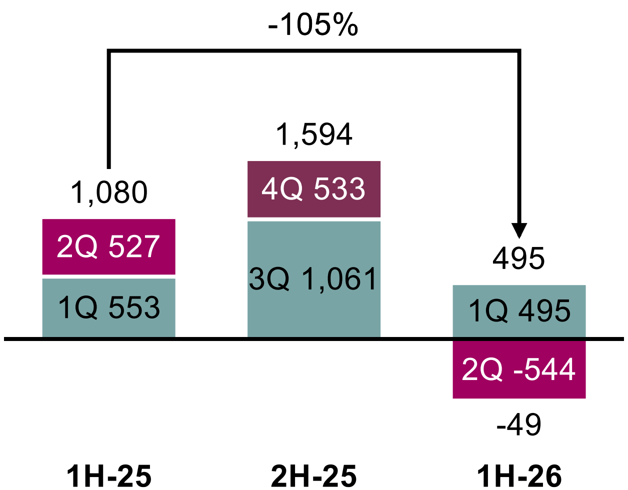
Analysis of segment revenue and net profit

- **Revenue**: Declined year-on-year but showed relative resilience with higher prices partially offsetting lower volumes:
  - *Declined versus the previous quarter due to the current operating environment.*
- **Net profit/loss**: Declined versus the same period last year, primarily driven by lower operating margin arising from higher operating costs during the period, partially offset by higher selling prices:
  - *A decline versus the previous quarter due to the full quarter impact of reduced operations.*

Revenue (QR' million)



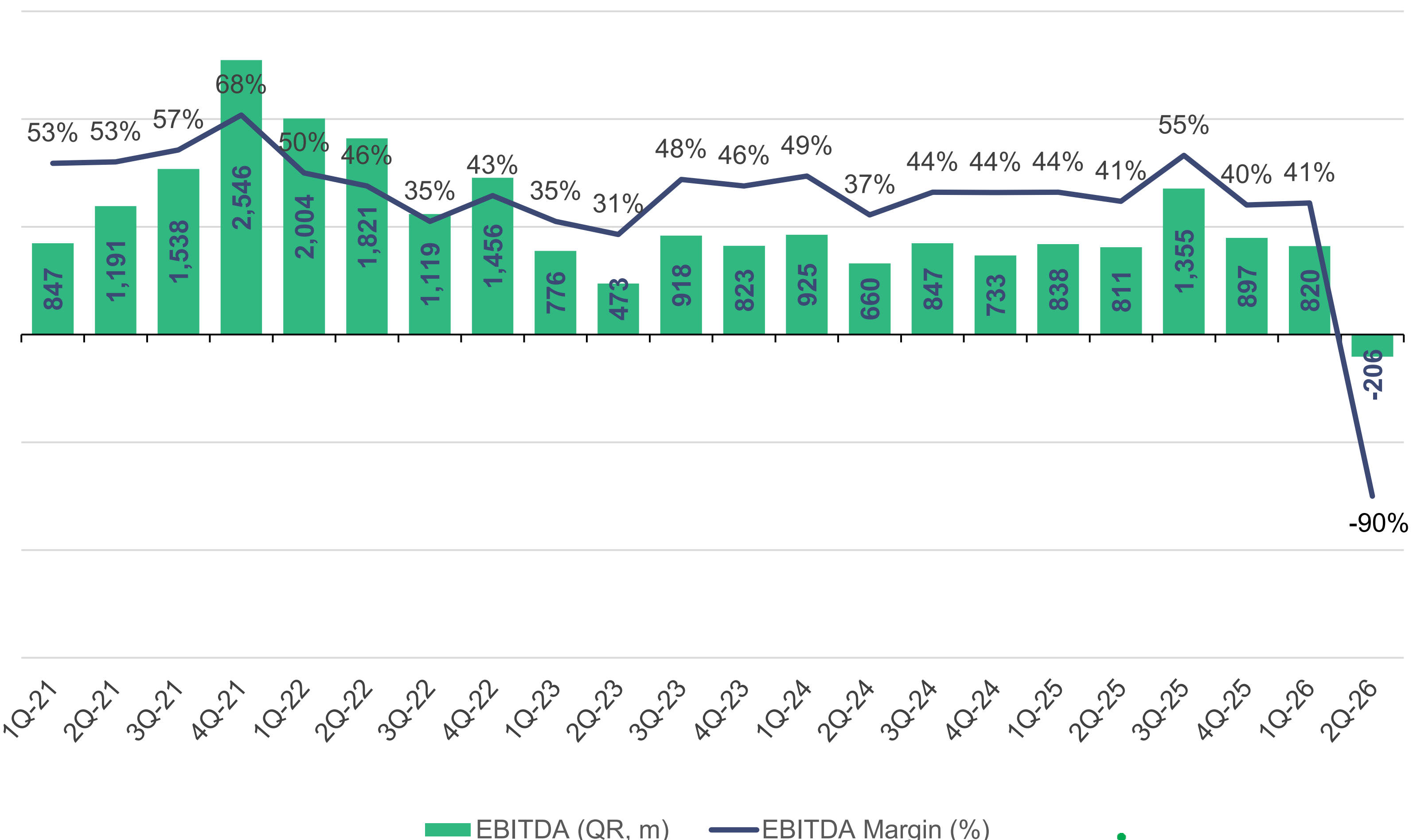
Net profit (QR' million)



Segment: Fertilizer

Analysis of segment EBITDA margins

Q2-26 margin notably reduced due to lower sales volumes that weren't adequate to cover the periodic fixed costs.



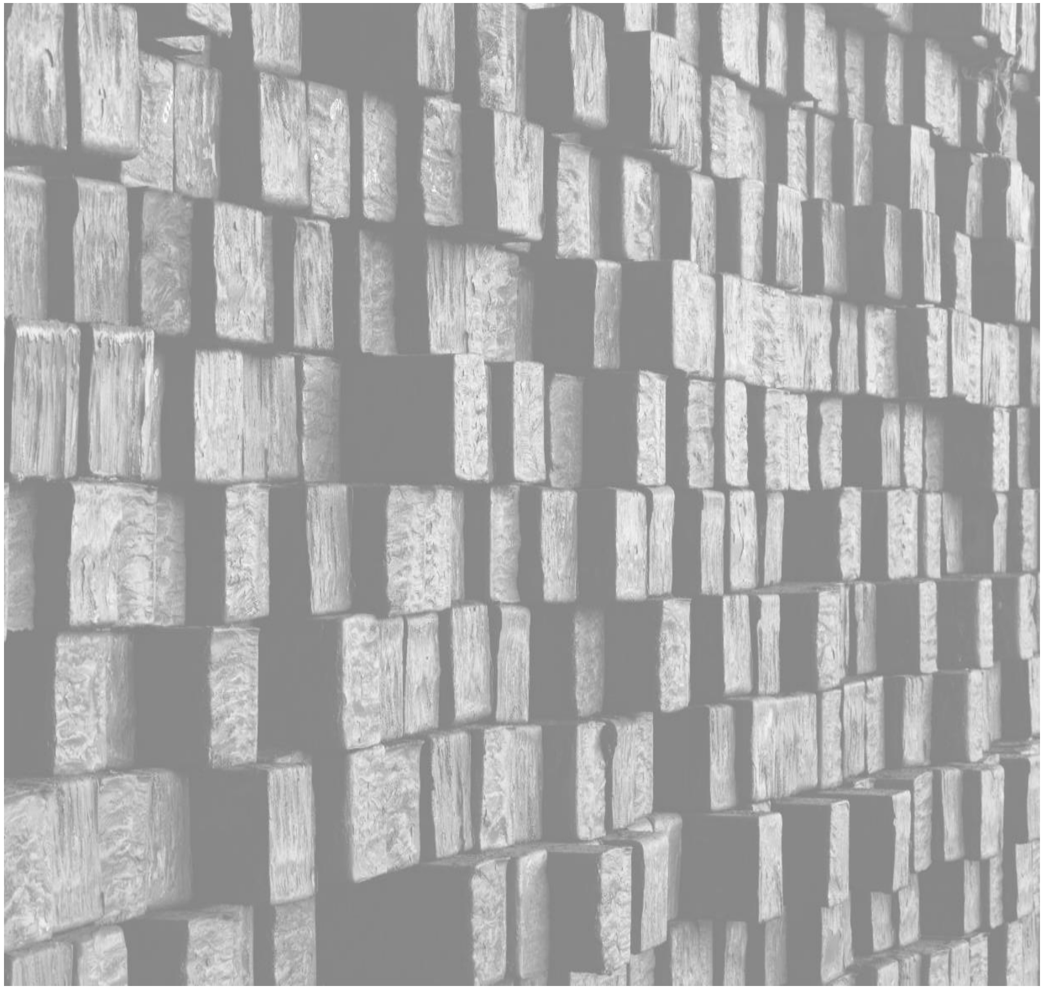
Segment: Steel

- Qatar Steel Company Q.S.C. produces a wide range of intermediate steel products together with long steel.

  The production capacity of the plants are:

Product	Capacity ('000 MT PA)
DRI / HBI	2,300
Billets	1,850
Rebar	1,700
Coil	240
Total	**6,090**

- The segment's primary raw material is oxide pellets and scrap metals. Both raw materials are sourced mainly from external sources.

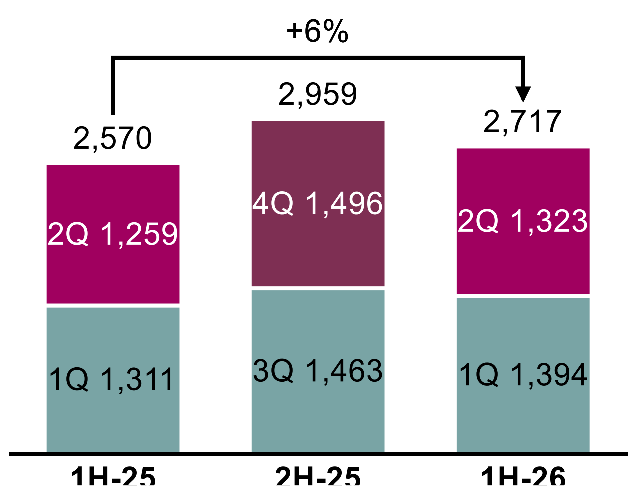


Segment: Steel

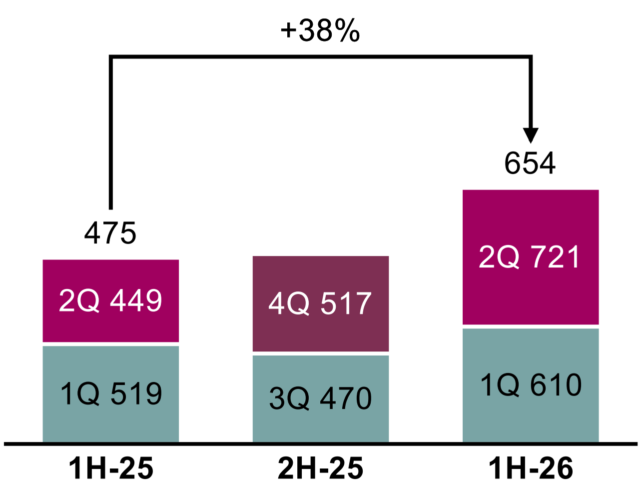
Analysis of production and selling prices

- **Production**: Production increased marginally versus last year, with additional available capacity following the restart of mothballed facilities:
  - *Production volumes declined compared to previous quarter due to reduced operations.*
- **Selling Prices**: Improved versus last year due to robust regional demand, stabilization of construction in key global markets, and supply bottlenecks notably in Q1-2026:
  - *Prices improved versus the previous quarter, supported by supply and logistics constraints, and relatively strong infrastructure demand in the region.*

Production (MT' 000)



Selling prices ($/MT)

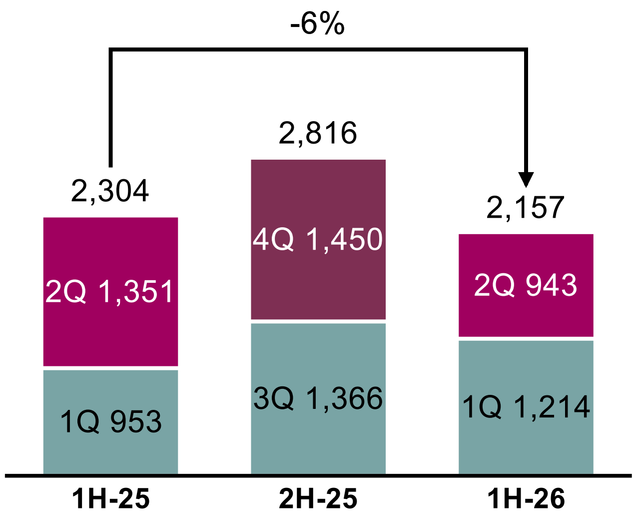


Segment: Steel

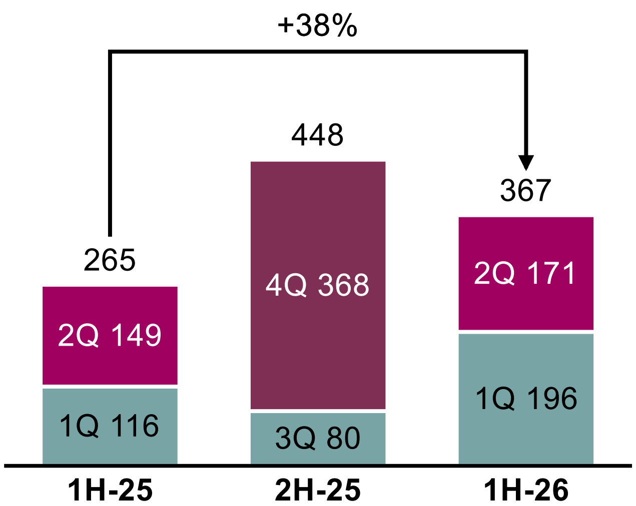
Analysis of segment revenue and net profit

- **Revenue**: Lower sales volumes offset the increase in average sales prices, resulting in a decrease in revenue compared to the same period last year. Sales volumes decreased due to reduced production, while selling prices improved on account of better macroeconomic fundamentals both regionally and globally:
  - *Revenue decreased compared to the previous quarter primarily due to falling sales volumes, while partially being offset by higher selling prices.*
- **Net Profit:** Year-on-year performance improved, supported primarily by higher revenue, and improved operating margin, and partially offset by lower other income:
  - *Net profit decreased compared to previous quarter, mainly due to lower sales volumes and revenues.*

Revenue (QR' million)



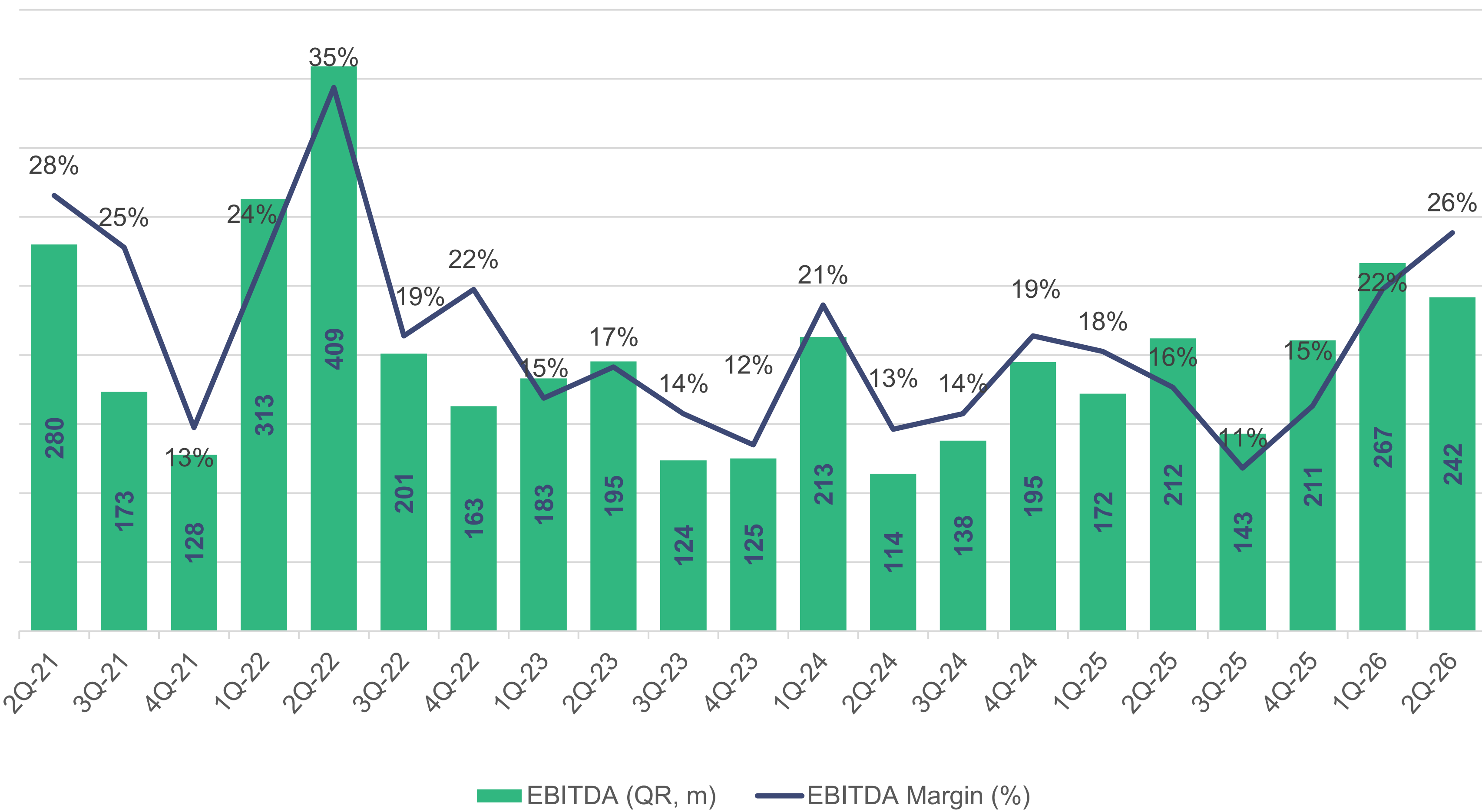
Net profit (QR' million)



Segment: Steel

Analysis of segment EBITDA margins

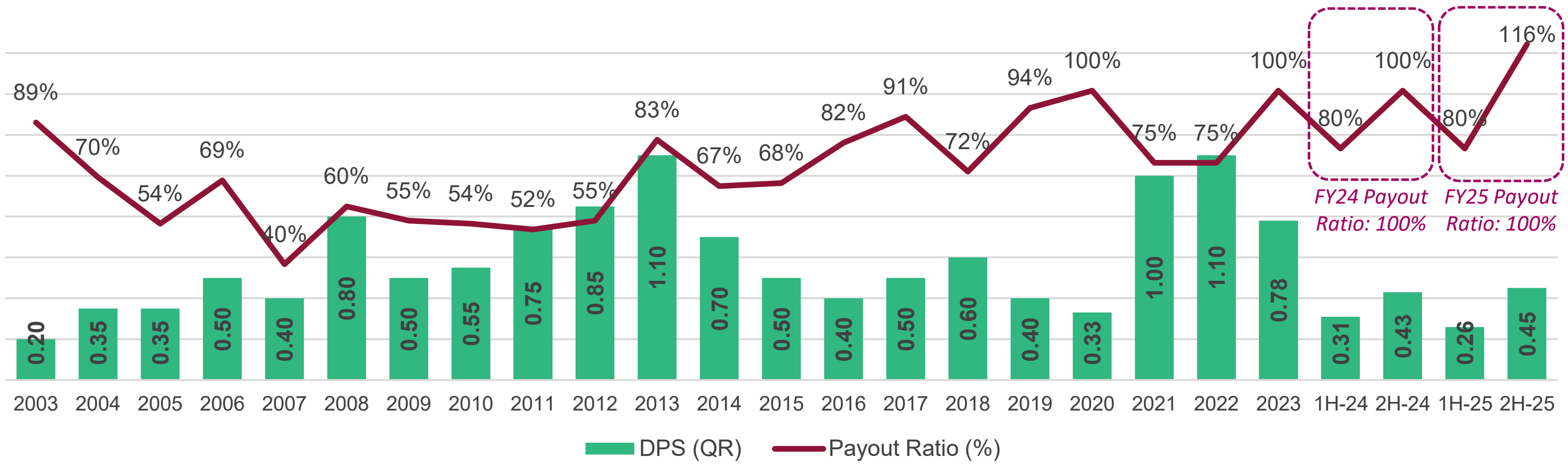
Although fluctuating, the Steel segment's EBITDA margins remains resilient.

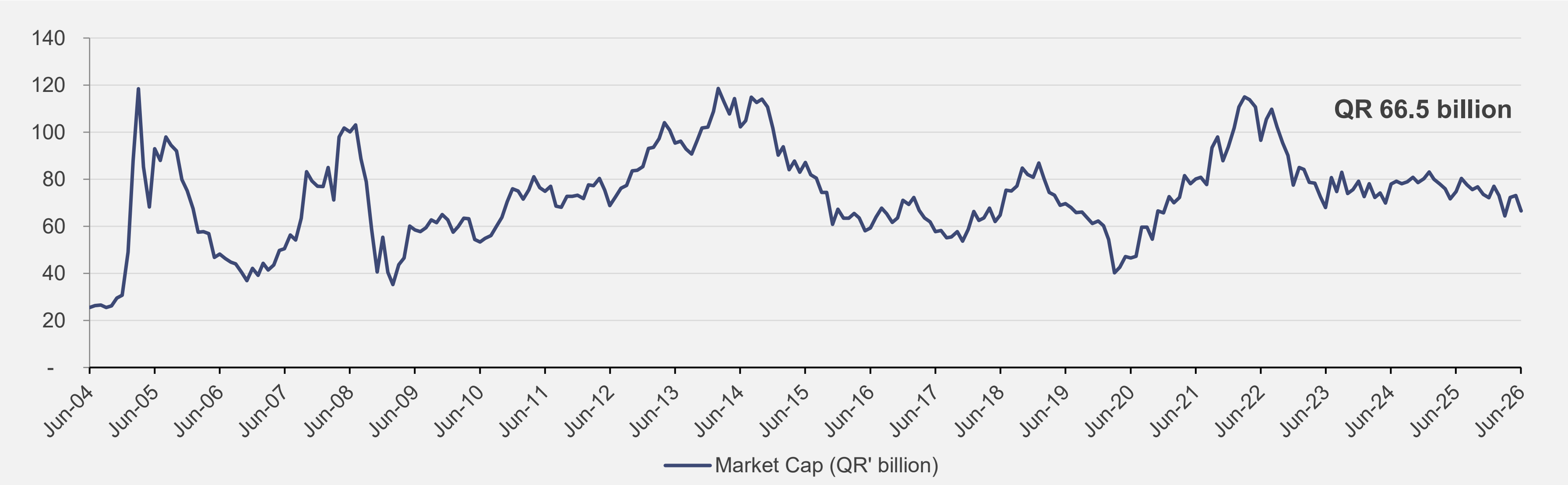


Dividends and market capitalization

Dividends and market capitalization

The Company was included on the MSCI Qatar Index in May 2014





Governance structure

Governance structure

Board structure

- IQ Board of Directors consists of eight (8) Directors, of whom seven (7) were appointed by the Special Shareholder, QatarEnergy, and one (1) by General Retirement and Social Insurance Authority (GRSIA).
- QatarEnergy and GRSIA appoints only qualified and eligible Board Directors who are sufficiently experienced to perform their duties effectively in the best interest of the Company and dedicated to achieving its goals and objectives.

Board committees

- The Board of Directors established Board Committees and Special Committees to carry out specific tasks. The Board remains liable for all the powers and authorities so delegated. Currently, Board Committees are Audit Committee and Remuneration Committee.

Governance and compliance

- IQ is firmly committed to implementing the principles of good governance set out in the Governance Code for Companies Listed on the Main Market issued by Qatar Financial Markets Authority (QFMA), that are consistent with the provisions of the Company's Articles of Association (AoA).
- The Board of Directors always ensures that an organizational framework, that is consistent with the legal and institutional framework of the listed companies, is in place at the Company level. This is achieved through a process of reviewing and updating governance implementation whenever required.

Authorities

- No one person in the Company has unfettered powers of decision. Decision-making process is always done in accordance with the Company's Manual of Authorities and the relevant regulations.

Governance structure

Remuneration

- **Board of Directors:** The Company has developed a periodically revisited remuneration policy for Board members. The policy has fixed component for Board membership and attending meetings and performance-related variable component. The proposed remuneration of Board members shall be presented to the General Assembly for approval.
- **Executive Management:** All financial, administrative and head office services are provided by resources from QatarEnergy under a service-level agreement. Accordingly, the salary of the Company's Managing Director, who represents the Executive Management of Industries Qatar, is determined and approved by the Company's Board of Directors. IQ Managing Director do not receive remuneration in his capacity.

Shareholders rights

- The Company's AoA provide for the rights of shareholders, particularly the rights to receive dividends, attend the General Assembly and participate in its deliberations and vote on decisions, tag along rights as well as the right to access information and request it with no harm to the Company's interests.

Disclosure and transparency

- The Board ensures that all disclosures are made in accordance with the requirements set by regulatory authorities, and that accurate, complete and non-misleading information is provided to all shareholders in an equitable manner.

Company's control system

- The Company adopted an internal control system that consists of policies and operating procedures for risk management, internal and external audit, monitoring Company's compliance with the relevant regulations. Clear lines of self-control, responsibility and accountability throughout the Company are therefore set.
- The internal control framework is overseen by the senior Executive Management, the Audit Committee and the Board of Directors.

Sales and marketing

Sales and marketing

- **QatarEnergy Marketing** is the current marketer of Qatar's regulated petrochemical and fertilizer products, under the issuance of Law No. (9) of 2024.

- Accordingly, the products of the petrochemical and fertilizer segments are now marketed by QatarEnergy Marketing, which assumed the relevant marketing activities previously performed by Muntajat.

- The earlier operational integration of Muntajat with QatarEnergy, completed during 2020, has since been superseded by the legal changes introduced under Law No. (9) of 2024, which transferred the relevant rights, activities and ownership structure to QatarEnergy Marketing.

- As a result, references to Muntajat should be understood as historical references only, with QatarEnergy Marketing now serving as the relevant QatarEnergy-owned marketing entity for these regulated products.

- Qatar Steel's marketing activities returned to Qatar Steel with effect from 1st September 2020, in line with the then revised operational strategy.

For further information, Industries Qatar can be contacted as follows:

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