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Q8 Sails

THE CORPORATE MAGAZINE OF KUWAIT
PETROLEUM INTERNATIONAL



NAVIGATING TOWARD **EXCELLENCE & SUCCESS**

A message



from our President & CEO

print to advancing our sustainability agenda and accelerating our digital capabilities. Each accomplishment demonstrates the strength of our collective vision and our willingness to embrace progress. As we look ahead, the road before us is full of opportunity. Let us continue moving forward with confidence, agility and pride as we shape the future of our brand, our industry and the legacy we build together.



This second edition of Q8 Sails celebrates our successes and the spirit of transformation that propels us forward. The stories we feature showcase not only our milestones, but the collaboration, dedication and passion that drive our journey as an organisation.

Dear Q8 Family,

As we close another successful fiscal year, I am deeply proud of everything we have achieved together. Your dedication, resilience and ambition continue to define who we are as one Q8 team - united by purpose and driven by excellence.

This year, one of our most significant milestones has been the transformation of IDS into Q8Truck, a change that represents far more than a new name. Q8Truck reflects a new chapter in our global identity, reinforcing our commitment to trust, innovation and a stronger, unified presence across international markets.

Beyond this transformation, we have delivered remarkable achievements across all areas of our business, from expanding our retail and aviation foot-

With appreciation and pride,

Shafi Taleb Al-Ajmi

President & CEO

Kuwait Petroleum International

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A New Flag on the Road

Zeebrugge Rebrand Fuels Q8truck's Ambitions

Q8TRUCK HAS TOTALLY TRANSFORMED ITS ZEEBRUGGE STATION IN BELGIUM WITH NEW BRANDING AND SIGNIFICANT UPGRADES.



Completed in summer 2025, this is far more than a refresh; it is a strategic move towards achieving its goals. Q8Truck has set an ambitious target to double its business within five years and to transform from a traditional fuel provider supporting international road transport companies into a comprehensive mobility player.

KEY OBJECTIVES AND PILOT STRATEGY

Truck drivers have trusted the Zeebrugge site as a reliable stop since 2007. It is currently one of three locations being used to test the new Q8Truck brand identity before it is rolled out across a network of around 130 truck-dedicated stations spread across 12 European countries.

The site plays a critical role in Q8Truck's ambitious network expansion which will be achieved by introducing new sites; improving the service portfolio; increasing and broadening the customer base; and repositioning the new Q8Truck brand.

TRANSFORMING THE CUSTOMER EXPERIENCE

The Zeebrugge site now looks completely different with striking new Q8Truck branding and improved services for truck drivers. For swifter refuelling, the number of lanes has increased from four to six. AdBlue is available on every lane and drivers also have the option to refuel with HVO100 or red diesel. Not only is this a more efficient service with greater choice, but the introduction of Hydrotreated Vegetable Oil (HVO), a sustainable alternative fuel, highlights Q8Truck's commitment to lower-carbon solutions.

In addition to fully-automated high speed fuel pumps available 24/7, the site also offers a shop, restaurant, café, lorry wash and parking.

With these upgrades, the ambition of Q8Truck is clear: to provide a better service to its customers, make every stop more efficient, and keep moving towards a greener future.

RIISING TO THE CHALLENGE

The transformation at Zeebrugge was completed on time and within budget, despite challenging lead times and limited resources over the summer holiday period.

The biggest hurdles included introducing a new brand without confusing customers and aligning with Q8Truck's partners in the absence of clear guidelines. This was resolved through clear communication and retaining key elements of the brand while at the same time signalling change.

Q8Truck attributes the success of the project to the dedication, expertise and flexibility of its suppliers and internal teams. It especially praised the teamwork of its network development, engineering and marketing teams for their swift action and outstanding efforts to complete the rebranding successfully.

TESTING THE NEW IDENTITY

Zeebrugge, together with stations at Okmiany in Poland and Wörth in Germany, is a pilot location to test the new Q8Truck branding.

These sites play a critical role in gathering data to refine the new visual identity and validate the service offered before the changes are introduced throughout the network.

The testing of Q8Truck's new visual identity confirms that the new aesthetic is modern and professional, yet recognisable and trustworthy.

FUTURE AMBITIONS

The successful pilot initiative at Zeebrugge provides valuable learning to support future plans. In the next step, it will directly impact the redevelopment of a second flagship Q8Truck site in Meer, Belgium, which will be extended and re-branded as a modern and inviting stop for truck drivers.

The remaining Q8Truck stations in the network will follow a phased maintenance scheme, to deliver a consistent and high-quality experience for customers.

Q8Truck has built a robust foundation to achieve the goal of doubling its network and strengthening its leadership in existing and new markets. The initiative at Zeebrugge is an important step in its ambition to become a dominant mobility player, setting out a blueprint for new sites and ensuring the brand remains relevant and resilient in this fast-changing energy sector.



KPI Shines at GDA 2025

KPI has built a global reputation for sustainability and innovation. This was recently recognised on a world stage with the outstanding achievement of two major awards at the Gulf Downstream Association (GDA) Conference and Exhibition 2025.

Held in Bahrain this autumn, the event brings together leaders from the refining and oil marketing sector worldwide to promote best practice, share ideas and drive progress. More than 50 countries, 200 speakers, and 70 global companies were represented at this year's event.

AWARDS REFLECTING EXCELLENCE

The two major awards won by KPI and our affiliates reflect excellence in sustainability and project execution:



KPI won first place in the **Sustainability Projects category for the innovative Kuwait Sailing for Change initiative** which focuses on environmental cleanup and promoting positive community engagement to drive sustainability.



OQ8, the KPI and OQ joint venture, secured the top prize in the **Project Implementation category** for successfully completing financiers' reliability tests in record time, just eight months from startup.

Both awards highlight the strength of KPI's local, regional and global operations, and reinforce the alignment with Kuwait Petroleum Corporation's 2040 Strategy.





A VITAL PLATFORM

Leading the delegation from KPI, President and CEO Shafi Al-Ajmi emphasised that the GDA Conference is a vital platform to strengthen Kuwait's presence on the global energy stage. Participation underscores KPI's commitment to strategic partnerships that support global energy transitions and sustainable economic growth.

KPI delegates actively participated in high-level discussions and expert sessions on the future of the downstream sector, sustainability and innovation.

Shafi Al-Ajmi noted that this participation reinforces KPI's role as a global player dedicated to operational excellence, innovation and environmental responsibility.



EMBEDDED SUSTAINABILITY AND INNOVATION

KPI operations continue to grow with more than 4,700 service stations across Europe, and specialist aviation, lubricants and retail divisions. Forward-thinking initiatives, such as Kuwait Sailing for Change, show how sustainability and innovation are embedded in our long-term strategy.

Our success at GDA 2025 marks another step forward in shaping a sustainable, innovative and globally competitive future for Kuwait's energy sector.

The Power of On-the-Job Training



Does the best training happen in a classroom? Or do the most valuable lessons come from real experience in the workplace? To explore this question, KPI has been advancing its On-the-Job Training (OJT) program, a hands-on development approach that combines learning with practical applications. Through OJT, employees build capability by performing real tasks in real environments, supported by experienced mentors. This immersive model accelerates understanding, confidence, and readiness.

A SUCCESSFUL PILOT AND EXPANSION

KPI introduced OJT as a pilot initiative to support junior employees in integrating into the business more effectively. The objective was to provide practical exposure, organizational context, and operational insight so participants could contribute meaningfully from an early stage.

The first participants were a group of ten employees from KPI Head Office in Kuwait who travelled to Rome, Italy, to gain first-hand exposure at one of our Operating Units. Following the strong results of this first group, a second batch was deployed to both Rome and the refinery in Milazzo, where participants deepened their learning through direct involvement in operational and functional activities. Building on this improvement,

a third batch has also successfully completed the OJT program, further reinforcing the value and impact of this hands-on learning model.

Across all three batches, participants were immersed in structured workplace experiences designed to provide a broader understanding of the business. They explored the full work cycle from HR practices and marketing strategies to financial governance, supply chain operations, and sustainability initiatives. Interactive sessions, site visits, and leadership meetings provided a holistic view of how each function contributes to overall performance.

WHAT COMES NEXT

Given the continued success of the program, OJT is now being established as a year-round development strategy. Starting from 2026, multiple groups will participate annually across KUPIT and other Operating Units, with programs tailored to specific functions and learning objectives. Employees benefit from OJT, KPI will continuously refine the experience based on feedback and changing business needs.

The OJT framework will continue to be refined based on participant feedback and evolving business needs. Each new group strengthens cross-functional understanding, improves job readiness, and supports a culture of continuous learning across the organization.

MORE THAN TRAINING

OJT goes beyond skills development, it reflects KPI's long-term commitment to growing its people. By learning through experience, employees build practical capability, stronger engagement, and greater confidence in their roles. As the initiative continues to expand, KPI is not only preparing employees for today's responsibilities but also investing in the future, developing the next generation of capable professionals and future leaders.



OQ8 Celebrates New Milestones and Horizons

OQ8 continues to push boundaries and set new benchmarks for outstanding operational performance at its Duqm refinery in Oman.

This 50:50 joint venture between KPI and Oman's OQ is one of the region's most advanced refineries with the capacity to process around 230,000 barrels per day of crude oil, primarily sourced from Kuwaiti crude.

RECORD-BREAKING FEEDSTOCK PROCESSING

In August, OQ8 processed 11 grades of crude oil - the highest number to date - ranging from light to heavy and with varying sulphur content. By combining different crude oils, OQ8 could take full advantage of the unique properties of each type, which will ultimately improve efficiency, product yield and profitability. This achievement demonstrates the refinery's world-class operational flexibility and the unwavering commitment of its leadership and workforce to deliver excellence.

OQ8 WELCOMES NEW CEO

In July, OQ8 welcomed its new Chief Executive Officer, Abdullah Al Ajmi, who brings extensive experience in the oil and gas industry.



His appointment comes at a pivotal time, as the Duqm refinery strengthens its position as a regional leader that aligns with the energy strategies of both Kuwait and Oman.

Abdullah Al Ajmi is committed to making Duqm a global model of modern, flexible and efficient industrial operation. He recognises the refinery's culture of teamwork, innovation and sustainability, and is committed to deliver long-term value while driving responsible growth.





سفينة شحن Export Vessels

One Vision.
Endless
Momentum.

رؤية واحدة
وزخم
لا يتوقف

500TH EXPORT SHIPMENT

Duqm Refinery has celebrated its 500th export shipment. Since its first export in May 2023, the refinery has shipped more than 19 million tonnes of refined products worldwide.

It can berth vessels day and night, complete exceptional loading rates of 130,000 barrels per hour simultaneously across five berths and scale operations, proving its world-class technical strength.

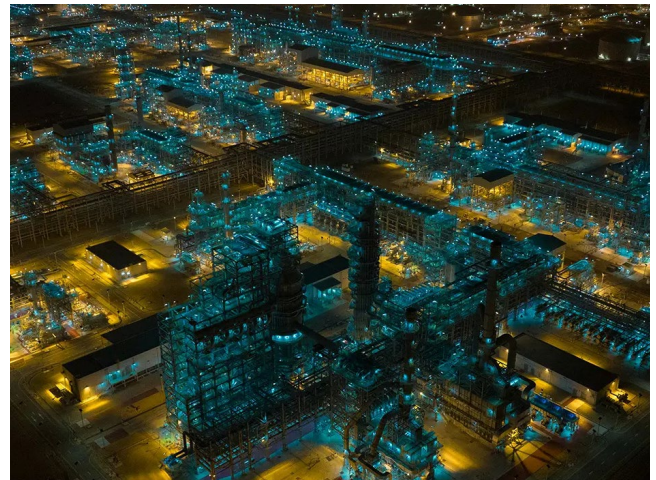
AWARD-WINNING PROJECT EXECUTION

OQ8 triumphed at the Gulf Downstream Association (GDA) International Downstream Conference and Exhibition 2025, held in Bahrain. It won first place in the Project Execution Category for successfully completing the Lenders' Reliability Test in just eight months. This test confirms that the refinery can meet agreed production, capacity and efficiency

standards before lenders commit to full funding and marked the successful transition to full-scale operations.

UPWARD TRAJECTORY

With these achievements, OQ8 continues to reinforce its position as a regional powerhouse in the energy sector. It is delivering operational excellence, building resilience and setting new standards for the future of refining in the Middle East.



Vietnam Refinery Continues to Push the Boundaries

It has been another hugely successful year for the flagship Nghi Son Refinery and Petrochemical (NSRP) asset in Vietnam.

From achieving record capacity and efficiency improvements, backed by an outstanding safety record, the refinery continues to break boundaries and raise standards of excellence.

A STRATEGIC REFINING ASSET FOR KUWAIT

NSRP was set up in 2008 to provide a reliable crude outlet in key Asian markets. It is a joint venture between KPI and Idemitsu Kosan, together with Petro-Vietnam and Mitsui Chemicals. Commercial operations started in November 2018.

This complex asset meets the increasing demand for petroleum and petrochemical products in Vietnam's fast-growing economy, and is ideally placed geographically to access regional Asian markets. NSRP plays a vital role in Vietnam's economic growth and enhances energy security.

The refinery is designed to process 200,000 barrels of Kuwaiti crude oil per day, equivalent to 10 million tons annually.



COMMITMENT TO SAFETY AND OPERATIONAL DISCIPLINE

In August, NSRP recorded the remarkable milestone of 21.5 million safe manhours to date, confirming its commitment to world-class health, safety and environmental standards.

NSRP is strengthening its safety culture by promoting its Find Small, Fix Small approach. This initiative encourages early detection, prompt reporting and effective mitigation of potential risks. This has been instrumental in securing the highest standards of operational safety, even during periods of high refinery throughput.



PUSHING TECHNICAL BOUNDARIES

Since completing its first major turnaround in 2023, NSRP has consistently run at 120% production capacity, far exceeding its design capacity. In autumn 2025, NSRP completed a test run of its Crude Distillation Unit at 125% capacity, the highest level ever.

After proving that maximum production can be achieved safely and with control. NSRP will gradually increase its operational capacity to sustain a level of 125%.

In September 2025, NSRP recorded the processing of over 500 million barrels of Kuwaiti crude, valued at US\$37 billion, since its commissioning in 2017.

MILESTONE FOR ENERGY OPTIMISATION AND EFFICIENCY

Energy efficiency is another major achievement. An energy intensity index measures the energy needed to produce a given unit of output; the lower the number, the less energy is needed. In October 2025, NSRP's year-to-date energy intensity index stood at 86%, outperforming the 88% target and confirming its effective energy optimisation systems.



CATALYST RELIABILITY AND UNIT UPGRADES

NSRP has also made strong progress in the critical maintenance of its two Residue Hydrodesulfurisation (RHDS) units, which remove sulphur and other impurities from the oil.

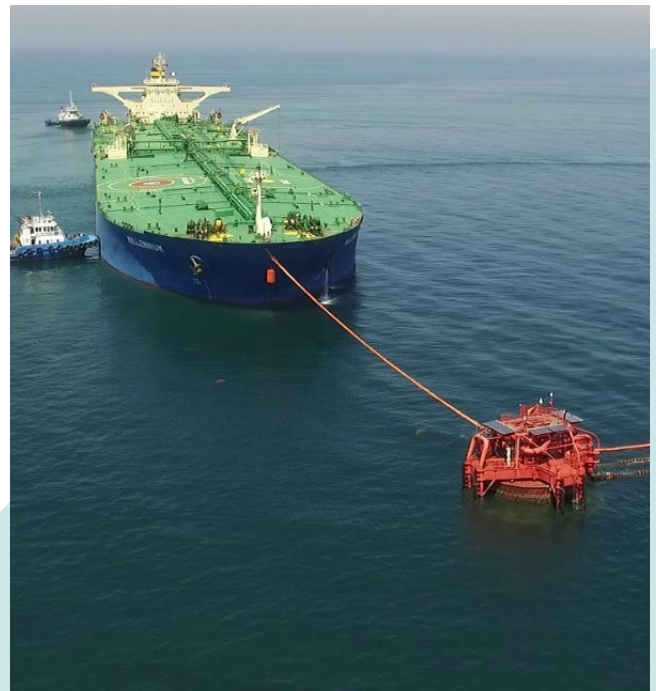
To ensure efficiency and reliability, the catalyst in the units must be replaced. In March, the catalyst in RHDS Module 1 was changed in 21 days, two days ahead of schedule. Work on Module 2 in July included internal modifications to the reactor and also met the targeted timeline.

These upgrades are expected to improve the removal of iron from the crude oil and enhance performance.

LOOKING FORWARD

With the staunch support of its sponsors, NSRP is well placed to sustain its operational excellence. The team will continue to focus on reducing energy use, improving reliability and commercial optimisation, while staying committed to safety and sustainability.

This year's achievements highlight the refinery's dedication to continuous improvement, teamwork and innovation, reinforcing its position as one of Asia's most advanced and reliable refineries.



Q8  *Hi Perform*



Empowering the Future: Meet Our Youth Committee – Q8YC

Where ideas grow, voices rise, and the future begins.

Kuwait Petroleum International (KPI) has officially launched its Q8 Youth Committee (Q8YC), marking a significant step in empowering young professionals and strengthening engagement across generations. The establishment of the committee reflects KPI's top management's strong belief in the value of youth voices and their commitment to providing young employees with opportunities to actively contribute to the company's future development.

The Q8 Youth Committee serves as a platform designed to bridge the gap between youth and experience by fostering open dialogue, encouraging cross-department collaboration, and creating opportunities for learning, connection, and profes-

sional growth. The launch of Q8YC aligns with KPI's ongoing commitment to operational excellence, innovation, and talent development in a highly technical and dynamic industry.

A VISION FOR TOMORROW

Q8YC's vision is to become a leading youth-driven force that shapes the future of KPI by driving creativity, engagement, innovation, and shared success across the organization. The committee aims to foster a vibrant environment where young talents can grow, lead, and make meaningful contributions aligned with KPI's long-term goals.

A MISSION THAT EMPOWERS

At the heart of Q8YC's mission is empowering young employees to generate innovative ideas, promote collaboration across departments, and support initiatives that enhance company culture while contributing directly to KPI's growth and strategic objectives.



Q8YC at Q8YC Kick-off Event - Names Left to Right Omnia Al-Rashidi - Aysha Al-Awadhi - Hussain Al-Mousa - Abdulla Al-Anzi - CEO & President Shafi Al-Ajmi - EVP Manufacturing Imad Al-Hadlaq - Ilaf Al-Enezi - Nora Al-Wheeb - Shahad Al-Reshaid - Advisor Maha Al-Tawari



Q8YC at GDA - Names Left to Right Omnia Al-Rashidi - Aysha Al-Awadhi - Ilaf Al-Enezi - Nora Al-Wheeb - Hamad Al-Duwaisan - Abdulla Al-Anzi



Q8YC at Town Hall - Names Left to Right Hamad Al-Duwaisan - Abdulla Al-Anzi - Nora Al-Wheeb - Shahad Al-Reshaid - Ilaf Al-Enezi - Omnia Al-Rashidi

OUR FOCUS PILLARS



INNOVATION: Generate creative ideas that contribute to business growth.



DEVELOPMENT: Encourage personal and professional growth through learning and mentorship.



ENGAGEMENT: Build a strong sense of belonging and teamwork.



ADVOCACY: Support community-focused initiatives that reflect our shared company values.

Q8YC AT THE GULF DOWNSTREAM ASSOCIATION (GDA)

As part of its external engagement efforts, Q8YC actively participated in the Gulf Downstream Association (GDA) event in Bahrain, presenting a best-practice initiative focused on youth engagement within the energy sector. The event provided a valuable platform to connect with youth representatives from leading oil and energy companies across the Gulf region.

The Q8 Youth Committee is expected to play an important role in nurturing emerging talent, promoting a positive workplace culture, and supporting KPI's long-term strategic objectives.

Together, we are building not just a stronger company, but a brighter future.



Contact us at Q8YC@q8.com

Q8'S YOUTH COMMITTEE MEMBERS

President:

Ilaf Al-Enezi - Analyst, Manpower Planning & Recruitment

Committee Members:

Hamad Al-Duwaisan - Legal Counsel

Nora Al-Wheeb - Analyst, Corporate Communication

Omnia Al-Rashidi - Analyst, Applications

Shahad Al-Reshaid -Engineer HSSE Planning

Abdulla Al-Anzi - Analyst, Learning & Development

Aysha Al-Awadhi - Engineer, Manufacturing Oman

Hussain Al-Mousa - Engineer Manufacturing Vietnam

ADVISORY COMMITTEE

Advisors:

Maha Al-Tawari - Team Leader, Manpower Planning & Recruitment

Rashed Al-Rashed - Analyst, Management Support

New Store Concept goes 'VIRA' in Spain

Stopping at a service station is not just about refuelling – it's an opportunity to take a quality break and treat yourself. Customers can enjoy refreshments, discover new products and rest in comfortable surroundings.

This is the thinking behind VIRA, Q8 Spain's innovative new convenience store concept which is redefining the customer experience.

VIRA stores are dynamically designed, with sustainability at their heart, and are much more than simply a convenience store. They offer a constantly changing range of quality products, including local specialities, seasonal products and collaborations with top brands.

Q8 Spain launched the new brand last July supported by a multi-media communication campaign. A few days before the opening, a teaser campaign on social media featured the message 'something is about to VIRAR,' hinting that something exciting was coming and about to go viral. Articles in the retail press increased visibility of the new brand within the industry.

At service stations, the launch was celebrated with VIRA Week, when customers who spent €6 or more in the VIRA store received a free gift. Some suppliers contributed products for this promotion which both added value



for customers and strengthened Q8 Spain's relationship with its strategic partners.

Since the launch, promotional activity has continued through a repeat of VIRA Week, prize draws and other marketing activity to build awareness of the brand. VIRA has been introduced at Q8-branded service stations in Spain and there are plans to progressively introduce the concept across the network.

This is another example of Q8 Spain's innovation in challenging the traditional concept of service stations and launching new brands that are sustainable and totally designed around customer needs.



Tango Partnership Transforms the 'Quick Stop'

As the number of electric vehicle drivers grows, so does the need for stations that offer a pleasant and relaxing environment during charging.

In the Netherlands, Tango is responding to this shift in the motoring landscape by transforming the classic shop at its self-service stations into a welcoming venue focused on comfort, quality and convenience.

Tango has joined forces with leading bakery chain Bakker Bart to open its first integrated site in July. Located in Deventer, it offers a full service bakery café, alongside ultra-fast EV chargers and traditional fuel pumps.

To create an inviting destination the station was totally redesigned to include a fresh food service and better facilities, as well as more fast chargers. At its heart is the shift in mindset from 'quick stop' to 'pleasant break.'

The café is an appealing space that emphasises hospitality where motorists can enjoy quality coffee and freshly baked products in comfortable surroundings. It also serves as a hub for the local community, bringing people together to work or socialise.

Established almost 50 years ago, Bakker Bart is the leading national bakery brand with around 130 stores and a



reputation for freshness and innovation. Tango contributes more than 25 years of experience in self-service stations and a clear ambition to achieve sustainable mobility and customer comfort.

As the blueprint for the next generation of fuel and charging stations, Deventer is providing valuable learnings for future sites. Over the next two years, Tango will transform ten locations based on this concept and has ambitions to open 20 bakery-integrated Tango locations in the Netherlands by 2030.

Step by step, the traditional quick stop is becoming a destination where people enjoy pausing, recharging and connecting. Together, Tango and Bakker Bart are shaping the fuel and fast-charging locations of the future.



Fuelling a Greener Future

The aviation industry is increasingly focused on reducing its environmental impact and Sustainable Aviation Fuel (SAF) is the most powerful tool in its goal to achieve net-zero carbon emissions by 2050.

KPI views the transition to greener fuels as an opportunity to grow and protect the business. Our operating unit Q8Aviation plays a leading role in promoting the use of SAF, as an importer, blender and supplier to airlines across Europe and beyond.

It is supported by KPI's Group Business Development team in Kuwait which seeks every opportunity to increase the use and knowledge of SAF through workshops, conferences and collaboration with fuel producers.

WHAT IS SAF?

SAF is mainly produced from waste products such as used cooking oil and generates around 80% fewer carbon emissions over its lifecycle compared to traditional jet fuel. New EU and UK regulations require all airports and fuel suppliers to ensure that at least two per cent of aviation fuels are sustainable and this ratio increases year on year.

PIONEERING SAF

Q8Aviation first imported neat SAF into dedicated facilities at Le Havre in 2022. That same year, it delivered London Gatwick airport's first-ever consignment of SAF and signed a five-year contract to supply SAF to easyJet. In 2023, Q8Aviation completed its first blending of neat SAF at a biorefinery in Le Havre, supplying France's two busiest airports, Charles de Gaulle and Orly.

SHARING THE BENEFITS OF SAF

Earlier this year, Q8Aviation took another important step by launching Q8SAF, a digital system that makes the ben-

efits of SAF more widely available to the aviation sector and helps scale a product that faces significant supply challenges. Physical SAF is not widely available at airports worldwide, but Q8SAF offers SAF certificates which represent the environmental attributes associated with SAF, anywhere and at any time, on its new digital marketplace.

The system converts the physical SAF supply to a digital inventory. Q8Aviation achieves this by releasing SAF into the pipelines serving commercial airports. The emissions benefit of reduced carbon is then booked into Q8SAF as a SAF certificate.

These certificates decouple the environmental benefits from the actual fuel, allowing airlines to support SAF use elsewhere in the supply chain, even when it is not physically available at their own departure airport. Any airline or aircraft operator can buy a certificate, which serves as proof that they have secured up to 80% carbon emissions savings.

The Q8SAF initiative stimulates higher demand and supports suppliers to scale production and drive down costs. Q8SAF is initially available to Q8Aviation's airline customers and resellers, but looking ahead, it hopes to expand access to a wider range of stakeholders.



BD and KPI teams at Desmet's testing lab, exploring feedstock testing and pre-treatment processes

WORKSHOPS AND KNOWLEDGE BUILDING

KPI has a strong presence on the international scene to promote the use of SAF and share knowledge.

KPI recently hosted a workshop in Kuwait to look in-depth at global energy transition and new carbon reduction legislation. This highlighted the important lesson that decarbonising transport fuels must involve the entire supply chain, from oil exploration through to the service stations selling fuel.

KPI also contributes to industry conferences and SAF-focused forums. KPC-JCCP 4th Symposium, themed Energy Transition, KPI's presentation on the challenges faced in decarbonising the aviation industry was well received for its contribution to the debate.

INTERNATIONAL SITE VISITS

Site visits enhance understanding of biofuel production and how they can be integrated into KPI's operations.

A meeting was held with global biofuel producer Desmet at its Brussels headquarters to learn about its pre-treatment technologies for cleaning oils and fats used in SAF and Hydrotreated Vegetable Oil (HVO).

In Copenhagen, a delegation from KPI visited Topsoe, a leading licensor for SAF technologies that transform renewable feedstock into high-grade, clean fuel.

A further site visit was to the Eco Fox plant in Vasto, Italy advanced biodiesel from waste materials and integrates Palm Oil Mill Effluent into feedstock to produce SAF.

LOOKING AHEAD

KPI continues to explore opportunities to support our long-term energy transition investments and partnerships. Reducing carbon emissions is about far more than one business. It is a commitment to create a greener future for everyone.



BD and KUPIT Team Members Hosted by Mr. Roberto Berloni, Managing Director of Ecofox

Q8Aviation strengthens its presence in the Middle East

Q8Aviation has achieved a major success in growing its business in the Middle East, reinforcing its commitment to expansion and innovation.

It has long held the strategic ambition of entering the UAE aviation fuel market. Hub airports in the UAE have grown robustly over the past decade in passenger traffic and fuel consumption. Dubai International Airport is the Middle East's busiest airport for passenger numbers and, combined with Maktoum International Airport, accounted for 490,300 flight movements in 2024.

Initial attempts to enter the market were hampered by the incumbent product suppliers who are shareholders in Dubai's storage and refuelling joint venture.

To overcome this, Q8Aviation took the innovative step of partnering with Emirates National Oil Company (ENOC), which it appointed as a reseller to provide fuel locally. This strategy allowed Q8Aviation to start providing fuel at both airports immediately, initially focusing on international flights. This is providing invaluable market knowledge as Q8Aviation explores future opportunities

to establish its own independent supply route into these airports.

Since its presence at both airports began, Q8Aviation has won its first contract with Royal Brunei at Dubai International Airport and secured contracts at Maktoum International Airport with Air Baltic and Hainan Airlines.

These achievements are the result of an extensive joint effort across different departments to navigate the many complexities including invoicing, tax codes and VAT compliance. Despite intense competition from multiple suppliers at both airports, Q8Aviation overcame these challenges through continuous engagement with ENOC and targeted outreach to airlines, drawing on insights from industry events such as the IATA conference in Azerbaijan.

LOOKING AHEAD

Q8Aviation is in negotiations with Philippine Airlines, Biman Bangladesh, and Air Astana. It is also discussing with its Dubai partner, ENOC, the opportunity to extend cooperation into Sharjah International Airport.

Supplying fuel at hub airports in the Middle East is an important mile for Q8Aviation. It has strengthened its global portfolio and taken another important step forward in its ambitious growth strategy.



The KPC Values



PARTNERSHIP الشراكة

Building and sustaining relationships that support growth and enhance operational excellence



PROUD الاعتزاز

Creating employee satisfaction on an individual level and promoting a sense of loyalty and belonging to KPC



COMMITMENT TO HSSE

الالتزام بالصحة والسلامة والأمن والبيئة

Respecting the environment and ensuring safety, security, and the promotion of a healthy workplace wherever KPC operates



INTEGRITY الاستقامة

Acting in a trustworthy manner with the highest standards of ethics, respect, and honesty



INNOVATION الابتكار

Developing and embracing new ideas, methods, and approaches to solving challenges that create value



ONE TEAM الفريق الواحد

Caring for the interests of KPC and ensuring alignment to achieve corporate and State goals



CARING FOR PEOPLE الاهتمام بالعنصر البشري

Creating a culture where people develop and grow, and are positively motivated to contribute to the success of others



EXCELLENCE التميز

Encouraging high performance, continuous improvement, and a customer focus



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