Presentation to the Department of Energy

Opportunities within Sasol Energy

29 October 2015
We have exploration, development, marketing and sales operations in 37 countries around the world.

Our global presence:
The map reflects a broad indication of Sasol’s global presence.
Introduction

Thank you for showing an interest in a possible investment at a Sasol Convenience Centre.

Background

Sasol Oil is a subsidiary of the Sasol Group of companies and markets fuel.

Sasol owns two refineries inland; Secunda and Natref.

Sasol offers the following products in the market:

- Petrol
- Diesel
- Jet Fuel
- illuminating paraffin
- Liquefied petroleum gas
- Fuel Oils
- Bitumen
- Lubricants
Our culture and our shared values

Sasol is a values-driven, high-performing organisation

Our shared values determine the way in which we interpret and respond to business opportunities and challenges, and establish expectations about how we work with our colleagues, customers, shareholders, suppliers, partners, governments and the communities we serve. As the foundation of our high-performance culture, our corporate values align our decisions and actions, and those of our stakeholders, in delivering sustainable results.

**OUR SHARED VALUES**

- **Safety**
  We are committed to zero harm and all that we do, we do safely. We create a safe, secure, productive and rewarding work environment.

- **People**
  We create a caring, engaged and enabled work environment that recognises both individual and team contributions in pursuit of high performance.

- **Integrity**
  We act consistently based on a set of values, ethical standards and principles.

- **Accountability**
  We take ownership of our behaviour and responsibility to perform both individually and in teams.

- **Stakeholder focus**
  We serve our stakeholders through quality products, service solutions and value creation.

- **Excellence in all we do**
  We deliver what we promise and add value beyond expectations.
Franchising - New To Industry

Financial Requirements

- Franchise fee is R2.5M.
- Working Capital is R1.5M
- Fuel Guarantee is R 850 000.00 (Garage Sure or Refine – subscription)
- Total Amount Required – R4M.

None Financial Requirements.

- Owner Operator
- Hands-On
- Business Knowledge (Business Plan, Markets, Financials, Operations, Staffing, Promotions etc.) network.
- Comprehensive knowledge about the Franchise Agreement (rights & Obligations).
Franchising - New To Industry (continues)

- Preference is always given to Black females for NTI’s.
- Sasol also has existing relationships with Absa, NEF and other financial institutes for funding.

**Existing Network:**
- Opportunities arise from time to time via sales in our existing network.
- We encourage entrepreneurs to register on our database so they can be informed of opportunities.
- NTI sites are available from time to time and entrance fees are attractive for “new” entrants.

Where can information be obtained:

Website link: [http://www.sasol.com/franchising/opportunities](http://www.sasol.com/franchising/opportunities)

Contact: Recruitment and Training Manager
Audrey Jones
011 889 7707
The Development of a vacant land into a Service Station.

- Title Deed (Copy obtainable from either the existing owner or from the Deeds Office.
- Deed of Sale or Offer to purchase
- Surveyor General Diagram (Site Diagram)
- Letter of approval issued by the relevant Roads Authority in respect of the ingress / egress
- Letter of approval of Zoning / Rights of the property from the local Council
- Recent traffic counts obtainable from the relevant Roads Authority or the Traffic Department of the Local Council
- Approval of the Environmental Impact Assessment (if Applicable)
- A locality map indicating the precise position of the property
- The Site Development Plan and Building Plans can be submitted to the Local Authority for approval once both the applications for the Land Use Rights and EIA have been finalized and approved, and all conditions of approval have been met.
- Once all authorizations have been obtained, the application for Site and Retail licenses are to be submitted to the Department of Energy. These licenses must be obtained before any construction may take place on the property.
Frequently Asked Questions.

What is the difference between a Franchise and New Development?
- A new development is when the owner of the land develops barren land into a fully fledged Sasol Filling Station.
- Franchising is when you are given the business rights to operate an existing site on behalf of Sasol.

What is the average size of land that Sasol requires?
- The preferred size of land is 3500 square meters but smaller size might be considered.

How much will it cost me to develop a Sasol Convenience Centre and what financial help is available?
- The cost for developing a Sasol Convenience Centre vary from one site to another, but may range from R8 - R10 million, including up-front profit, civils, legal etc.
- Sasol will only rent/lease the completed facility from you and may direct you to a financial institution for financial assistance.

If I am a developer can I also be the franchisee?
- Sasol prefers that the Developer and the Franchisee are two separate people although this can be negotiable.
- Franchising does require BEE partnership.

How long will it take to develop a Sasol Convenience Centre?
- On average from the time that we first receive the documents in order to pre-screen the land to completion of the Suspense conditions and construction is 3 years.
Frequently Asked Questions (continues)

- What support will I get from Sasol in the development stages?
  - Sasol has an environmental specialist, town planner and legal assistants to assist where needed in order to comply with the suspensive conditions as well as project management by our internal engineers during construction phase.

- Will Sasol buy my land for the development of a filling station?
  - Yes, in special circumstances.

- Can I incorporate other developments i.e. Quick Service Restaurants?
  - Yes, subject to the approval of the proposed use and the brand by Sasol.

- Do I face any possible risk?
  - Like any business there is no guarantee of success.
Vendor Opportunities – Pump & Tank
Vendor Opportunities – Equipment & Fittings
Vendor Opportunities – C-Store Products
Vendor Opportunities – Bakery products
Vendor Opportunities – Bakery Products

- Product and specific advantages/benefits of this product.
- The current distribution abilities for the product and future plan
- Marketing plans for the product (excluding in store promotions)
- Health Certificates for the plant/factory
- Audit Certificates of your factory
- Consumer Indemnity Cover – minimum R20 million
- For Water Suppliers - SANBWA Certification
- Food Safety Acceptability Certificate – R962
- HACCP/ISO 22000 Compliance
- Food Labelling Act Compliance

NB: Sasol’s listing fees are R 15 000 per Supplier.
Vendor Opportunities – QSR - Burger King
Vendor Opportunities – Maintenance
Vendor Opportunities – Alternative Energy
Documentation Required on our database

Pre-requisites:

- Entities must be registered as CC or Pty (Ltd) with all due requisites i.e. SARS, Letter of good standing, etc.
- Registration with relevant monitoring or professional body i.e. Professional architects body.
- Must meet our BBBEE requirements, preference is given to 51% Black owned and 30% Black women owned entities (QSE and EME) per DTI codes.
- Must be prepared to undergo our safety accreditation test and prove to have SHE system in place.
- For more registration info go to, http://www.sasol.com/supplier-management/overview
Opportunities in the Refinery

- Maintenance
- Catering
- Security
My Contact Details

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