

SOUTHERN AFRICA ENERGY
Communication



Service Station Development Prospectus

September 2015

Introduction

Thank you for your interest in a possible investment in a Sasol Convenience Centre.

Once you have read through the prospectus, please familiarize yourself with the list of requirements needed to consider a possible locality for the development of a Sasol Convenience Centre.

Background

Sasol Southern Africa Energy focuses on the marketing and sales activities of our liquid fuels, gas and electricity products across Southern Africa.

The legal entity, Sasol Oil (Pty) Ltd is a subsidiary of the Sasol Group of Companies.

Fuels blended at Secunda and those refined at the Natref oil refinery in Sasolburg, are marketed by Sasol Oil (Pty) Ltd throughout South Africa. Sasol's products of interest to service stations include petrol, diesel and lubricants. Sasol Oil (Pty) Ltd also import fuels, when necessary, to balance our product slate and to meet our contractual obligations.

Sasol Oil (Pty) Ltd currently operates approximately 380 Sasol and Exel Retail Convenience Centres in South African and exports fuels to Southern Africa.

Our vision

To be a respected global enterprise, harnessing our talents in applying unique, innovative and competitive technologies to excel in selected markets in the energy, fuels, chemicals and related sectors in Southern Africa and worldwide.

Our values

- Safety: We are committed to zero harm and all that we do, we do safely.
- People: We create a caring, engaged and enabled work environment that recognizes both individual and team contributions in pursuit of high performance.
- Integrity: We act consistently on a set of values, ethical standards and principles.
- Accountability: We take ownership of our behavior 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.

Frequently asked questions?

Will Sasol purchase the undeveloped site from me?

Sasol prefers to rent/lease the completed facility from you. In rare instances Sasol may consider to purchase the site but only on condition that the necessary regulatory approvals have been obtained by yourself and at your cost.

If I am a property developer can I also be the franchisee?

Although this is negotiable Sasol prefers that the developer and the franchisee are two separate people/entities.

In which areas is Sasol interested to develop the network?

Presently Sasol is focused towards developing primarily in Gauteng, North West, Mpumalanga, Limpopo Province, Kwa Zulu Natal and the Western Cape Peninsula.

How long will it take to develop a SCC?

On average from the time that we first receive the documents, for pre-screening the land to completion of the suspensive conditions and constructions, is 3 to 4 years.

What support will I get from Sasol in the development stages?

During the pre-construction phase Sasol shall provide advice on processes and guide towards addressing suspensive conditions. Primary responsibility though remains that of the property developer.

During the construction phase Sasol shall provide project managers to guide the construction team and the Sasol project managers shall take accountability for installing Sasol equipment into the site.

Can Sasol approve a site without all the suspensive conditions in place?

Yes, the site may be approved subject to certain conditions referred to as the suspensive conditions. Construction of the site will only commence once all the suspensive conditions have been met.

Do I need to own a property to operate a filling station?

No, you may apply to be appointed as a franchisee. The process of your application will be facilitated by the Sasol Retail Business.

May I identify a tract of land for development?

You may, however without the necessary information and ownership of both the property and maturing the development process the exercise is futile.

Will Sasol convert my existing filling station from another brand?

Sasol may consider converting an existing service station into a Sasol Convenience Centre, should the existing site not be legally tied to another oil company.

The existing site should pump at least 250 000 litres per month.

May I incorporate other developments i.e. Drive thru on my site?

Yes, subject to the approval of the proposed land use and the brand by Sasol.

Is the design of a Sasol SCC standard?

The design principals of a Sasol Convenience Center are standardized. New Sasol Service Stations are derived from greenfield developments or existing service station facilities being converted to accommodate a Sasol Convenience Centre. Design Standards have been developed for the different formats which should be complied with to ensure brand standardization.

Do I face any possible risks?

Like any business there is no guarantee of success.

Screening Process

We will require the following information in order to pre-screen the development prospect to determine the potential of the proposed service station development.

- a. A locality map indicating the precise position of the property.
- b. Letter of approval of zoning of the property from the local council.
- c. Approval of the environmental impact assessment (EIA - if available).
- d. Recent traffic count obtainable from the relevant roads authority or the Traffic Department of the Local Council.
- e. Letter of approval issued by the relevant roads authority in respect of the ingress/ egress (Entrance and Exit from the property)
- f. Surveyor General Diagram (Site Diagram).
- g. Title Deed (copy obtainable from either the existing owner or from the Deeds Office) /Deed of Sale or Offer to purchase.
- h. Due diligence on the land owner and the operator.

Please be aware that regulations pertaining to the Petroleum Products Amendment Act of 2005, and specifically the licensing procedure could add an additional year to the project timing.

After the Property department has received the information required, it is logged into our database and sent to our internal developers for pre-screening. The internal property developer will conduct a pre-screening process and should the site show potential, you will be contacted to arrange a site visit and start the negotiations related to a possible development transaction.

If you have any additional questions relating to the development of a Sasol Convenience Centre, please contact Sasol's internal property developers:

Clive Greyling
Tel: +27 11 889 9355
Mobile: +27 82 449 9552
Email address: clive.greyling@sasol.com

Themba Makhatini
Tel: + 27 11 889 7834
Mobile: +27 82 550 5565
Email address: themba.makhatini@sasol.com

Abrie Pienaar
Tel: + 27 11 889 9670
Mobile: +27 83 457 6491
Email address: abrie.pienaar@sasol.com

Attached below for your convenience is a checklist that can be emailed to one of the developers mentioned above.

OR

Mailed to:

Property Development Department
Sasol Oil
PO Box 4211
Randburg 2125
Attention: Property Developer (B2F1)

Physical Address

Sasol Oil
32 Hill Street
Ferndale 2125
Attention: Property Developer (B2F1)

PLEASE ATTACH THE FOLLOWING AS A COVER SHEET WHEN SUBMITTING YOUR DOCUMENTS.

TO	Property Developer	FROM	
FAX		FAX	
E-MAIL		E-MAIL	
TELEPHONE		TELEPHONE	
DATE		CELLPHONE	

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TOWN/SUBURB OF SITE	
PROVENCE (PLEASE TICK)	GAUTENG MPUMALANGA LIMPOPO NORTH WEST FREE STATE NORTH WEST EASTERN CAPE NORTHERN CAPE WESTERN CAPE KWAZULU NATAL
SIZE OF PROPERTY	Square meters

THE FOLLOWING DOCUMENTS ARE ATTACHED: (PLEASE TICK)

- A locality map indicating the precise position of the property
- Letter of Approval of Zoning / Rights of the Property
- Approval of the Environmental Impact Assessment
- Recent traffic count obtainable from the relevant Roads Authority or the Traffic Department of the Local Council.
- Letter of Approval issued by the relevant Roads Authority in respect of the ingress/egress (Entrance and Exit from the property)
- Title Deed/Deed of Sale or Offer to purchase.
- Surveyor General Diagram (Site Diagram).