



**SASOL**



# PROPERTY PROSPECTUS

2020

## INTRODUCTION

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

Once you have read through the prospectus, please familiarise yourself with the list of requirements needed to consider a potential locality for development.

### Background

In Southern Africa, the Energy Business markets and sells liquid fuels, pipeline gas and electricity. Internationally, we manage Sasol's gas-to-liquids (GTL) investments.

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

Sasol Oil markets fuels blended at Secunda and those refined at the Natref oil refinery in Sasolburg, both in South Africa. Our products include petrol, diesel, jet fuel, illuminating paraffin, liquefied petroleum gas, fuel oils, base bitumen and lubricants.

We also import fuels, when necessary, to balance our product slate and to meet our contractual obligations.

Sasol Oil currently operates approximately 400 Sasol and Exel Retail Convenience Centres in South Africa and exports fuels to Southern Africa.

### Our vision

To be a leading integrated and global chemical and energy company, proudly rooted in our South African heritage, delivering superior value to our stakeholders.

### Our purpose

To create superior value for our customers, shareholders and other stakeholders. Through our talented people, we use selected technologies to safely and sustainably source, produce and market chemical and energy products competitively.

### Our values

We ensure that **SAFETY, HEALTH AND ENVIRONMENT** is a top priority

We care for **OUR PEOPLE** and support their development

We value and promote **DIVERSITY AND INCLUSION**

We act with **RESPECT AND INTEGRITY** at all times

We **COMPLY** with all applicable legal requirements

We take **OWNERSHIP AND ACCOUNTABILITY** for our individual and team performance

We deliver what we promise to our **CUSTOMERS, SHAREHOLDERS AND OTHER STAKEHOLDERS**

## FREQUENTLY ASKED QUESTIONS

### **Will Sasol purchase the undeveloped land from me?**

Sasol prefers to rent/lease the completed facility from the developer/owner. In rare instances, Sasol may consider purchasing 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 in developing the network?**

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

### **How long will it take to develop a Sasol Convenience Centre (SCC)?**

On average a “greenfield” service station development takes three to four years from inception to streaming the site.

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

During the pre-construction phase, Sasol will provide advice on processes and guidance towards addressing suspensive conditions. Primary responsibility though remains that of the property developer. During the construction phase, Sasol will provide a project manager to guide the construction team, the Sasol project manager will take accountability for installing Sasol equipment on 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. Sasol however, prefers to consider prospects that have already been rezoned. 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. Developing a service station and operating it are considered by Sasol as two different processes with different requirements.

### **May I identify a tract of land for development?**

The necessary information and ownership of both the property and maturing the development process, is a prerequisite for the process.

### **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.



## FREQUENTLY ASKED QUESTIONS

### **May I incorporate other developments, e.g. a drive-through, on my site?**

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

### **Is the design of a Sasol Convenience Centre standard?**

The design principals of a Sasol Convenience Centre are standardised. 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 must be complied with to ensure brand standardisation.

### **Do I face any possible risks?**

Like any business, there is no guarantee of success.



## SCREENING

### Screening process

We will require the following information in order to pre-screen the land to determine the potential of the development.

- A locality map indicating the precise position of the property. (A Google map is acceptable).
- Letter of approval of zoning of the property from the local council.
- Approval of the environmental impact assessment (EIA).
- 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).
- Surveyor general diagram (site diagram).
- Title deed (copy obtainable from either the existing owner or from the Deeds Office), Deed of Sale or offer to purchase.

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. Should the proposed site show potential, the internal developer will contact you to arrange a site visit and start the negotiations on the type of development transaction best suited for you and the prospective property.

If you have any additional questions relating to the development of a Sasol Convenience Centre, please contact our Contact Centre on 086 033 5444.

Attached is a checklist that can be emailed to the individuals below tasked with property development, or they may be contacted on the numbers provided.

Jan.Bisschoff@Sasol.com  
Property Developer  
083 302 6851

Thabiso.Molefe@Sasol.com  
Property Developer  
082 898 7133

Abrie.Pienaar@Sasol.com  
Property Developer  
083 457 6491

Julia.Ledwaba@Sasol.com  
Property Developer  
082 898 7188

Clive.Greyling@Sasol.com  
Property Developer  
082 449 9552

## COVER SHEET

TO		FROM	
E-MAIL		E-MAIL	
TELEPHONE		TELEPHONE	
DATE		CELLPHONE	

NUMBER OF PAGES:		1 (THIS PAGE) +
------------------	--	-----------------

TOWN/SUBURB OF SITE	
<b>PROVINCE</b> <small>(please tick)</small>	Gauteng Mpumalanga Limpopo North West Free State Eastern Cape Northern Cape Western Cape Kwazulu-Natal
<b>SIZE OF PROPERTY</b> <small>Square metres</small>	

**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 (EIA).
- 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).



10



*Celebrating Delight*

Stand a chance to win  
1 of 15 parties worth  
**R15 000**

**R29.90**

15

A promotional poster is mounted on a gas pump structure. The poster features a bottle of beverage and a price tag of R29.90. The text on the poster includes "Celebrating Delight", "Stand a chance to win 1 of 15 parties worth R15 000", and "R29.90". There is also a "15" logo at the bottom right of the poster.

