



PROPERTY PROSPECTUS

January 2017



SASOL

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 possible locality for development.

Background

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.

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 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 recognises 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 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.

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 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, KwaZulu-Natal and the Western Cape Peninsula.

How long will it take to develop a SCC?

On average a "green field" 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 and the Sasol Project Manager 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. Sasol however prefers to consider prospects that have been rezoned already. 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 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?

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 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 should be complied with to ensure brand standardisation.

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 land to determine the potential of the development.

- o A locality map indicating the precise position of the property. (A Google map is acceptable.)
- o Letter of approval of zoning of the property from the local council.
- o Approval of the environmental impact assessment (EIA - if available).
- o Recent traffic count obtainable from the relevant roads authority or the Traffic Department of the Local Council.
- o Letter of approval issued by the relevant roads authority in respect of the ingress/egress (entrance and exit from the property).
- o Surveyor general diagram (site diagram).
- o 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 respective 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 for your convenience is a checklist that can be emailed to the following individuals tasked with property development or they can be contacted on the numbers provided.

Nadine.Haai@Sasol.com	Property Admin	
Jan.Bisshoff@Sasol.com	Property Developer	083 302 6851
Julia.Ledwaba@Sasol.com	Property Developer	082 898 7188
Thabiso.Molefe@Sasol.com	Property Developer	082 898 7133
Clive.Greyling@Sasol.com	Property Developer	082 449 9552
Abrie.Pienaar@Sasol.com	Property Developer	083 457 6491

COVER SHEET

Please attach the following as a cover sheet when submitting your documents.

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

NUMBER OF PAGES: **1 (THIS PAGE) + _____**

TOWN/SUBURB OF SITE		
PROVINCE (PLEASE TICK)	GAUTENG MPUMALANGA LIMPOPO NORTH WEST FREE STATE EASTERN CAPE NORTHERN CAPE WESTERN CAPE KWAZULU-NATAL	
SIZE OF PROPERTY	SQUARE METRES	

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).