



# Petro CONNECT

*powering the energy industry*

Academy | Sales of Sites | Advisory Services | Back Office Services

# What do **we** do?

The energy sector is one of South Africa's key economic focus areas, supplying the country with both key resources and employment opportunities.

With this in mind, PetroCONNECT was founded with the vision of playing a proactive role in helping all players in the industry to join forces and become empowered, so that collectively we may be part of the industry-wide solutions that are required of us all at this time.



Click play to learn more

1

# PetroCONNECT Academy

As a new entrant, PetroCONNECT is here to guide and show you the in's and out's of the business before you invest.

**We offer:**

- SETA Accredited Training Programmes
- SETA Accredited E-Learning Programmes
- Fuel Retail 101 short online course
- Service Station Readiness Programme (Hybrid training model)
- Mentorship Programme

“

Our passion for **mentorship** and **skills development** is evident from our focus to deliver candidates who understand the practicalities of site operations which are aligned with oil company requirements.

”

## Readiness Programme

The programme provides skills-based training material, assessments and a practical on-site experiential learning approach to equip candidates with an in-depth understanding of what it takes to effectively run a fuel retail business.

Helps prepare candidates with the practical knowledge and know-how they need to operate a highly successful service station in South Africa.

[Click to learn more](#)

## Mentorship Programme

The industry has battled with a relatively high failure rate. To ease this, PetroCONNECT established a mentorship programme that aims to empower and support upcoming dealers to ensure their sustainability.

This programme has assisted both new retailers and experienced retailers with turn around strategies and profitability of their sites.

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# Alumni Candidates



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This community of Alumni presents a perfect opportunity for existing dealers who are looking for strategic partners who are not only trained, but also hungry to for opportunities and are willing to get their hands dirty.

- You will be part of the CONNECT Community even after the programme is done which includes a monthly CONNECT Community Session.
- Alumni Candidates get exclusive access to newly available service station franchising opportunities.
- The Alumni portal can be a perfect place to find your ideal strategic partner.

## 2

# Sales of Sites

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Buying or selling a business is a complex affair. PetroCONNECT provides expert advice, ease's the transition from one owner to the next, and is the industry marketplace for petrol stations for sale. Representing both the buyer and seller, we conduct a comprehensive and fair valuation of the business. With a focus on sustainability, our PetroCONNECT advisors and expert teams ensure that the sale transaction is as seamless as possible.

### **We cover all aspects including**

- Legal administrative processes.
- Licensing.
- The facilitation of financing.
- The business takeover.

# 3

## Our Advisory Services and Solutions

Running a successful business means keeping your finger on the pulse of a multitude of challenges. PetroCONNECT is well equipped and experienced to provide the right solutions across the board with a combined number of years of experience. Whether you are a current retailer or a new entrant to this industry, we are here to assist.

- Ownership Strategies.
- Labour Relations Services.
- Licensing & Development.
- Commercial Legal Services.
- Insurance & Risk Management.

## 1. Ownership Strategies

“Transformation is an **opportunity**, not a threat.”

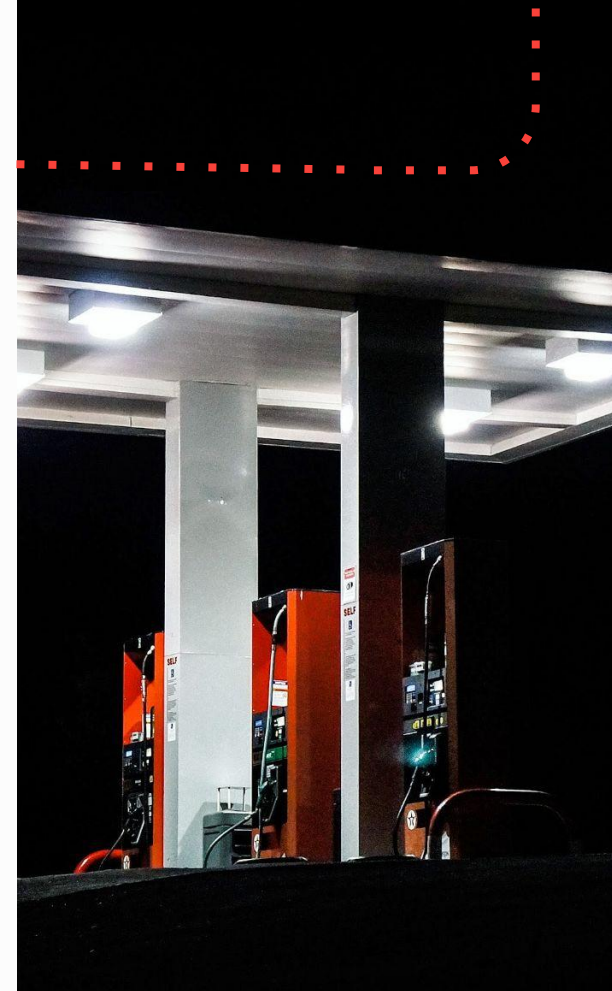
- Connecting dealers with the right equity investors or strategies.
- Buyers include vetted and trained candidates from PetroCONNECT Academy.
- Evaluation of your existing business and current compliance status.
- Offering a clear, realistic and implementable strategy for a win-win business solution.
- A balanced perspective focused on sustainability.



## 2. Labour Relations Services

PetroCONNECT continues to play a proactive role, creating industry-wide solutions. Our Labour Relations product has been tailor-made for partners in the Energy Industry, to provide solutions for problems unique to Fuel Retailers. Our offering includes:

- Staffing Solutions through JobCONNECT.
- POPI Act Compliance.
- Chairing Disciplinary Hearings.
- DRC and CCMA Representation.
- Strike Management.
- Collective Bargaining.
- Restructuring.
- [My Labour Space](#) Technology.



### 3. Licensing and development

“ Let us help you  
**navigate** new site  
**development**  
opportunities **and**  
**licensing** needs  
for a service  
station. ”

#### Licensing and development made easy

The South African fuel retail industry is highly regulated with complex administrative processes. Let us help you navigate new site development opportunities as well as all your licensing requirements for a service station.

Have us facilitate the change-of-hands process to acquire a Retail license for a newly purchased service station. We will facilitate the application with the DMRE to transfer the retail license to the new owner or when the buyer takes over a business from the previous owner.

## 4. Commercial Legal Services

We provide tailored commercial agreements that range from non-disclosure, lease, supply and sale agreements. We also offer site specific Fuel Retail Sale of Business Agreements which include:

- Sale of Business Agreements.
- Drafting and facilitating the Section 34 advertisement that are to be published in the Government Gazette.
- Resolutions to effect the Sale of Business.
- Addendums and Reinstatement Agreements to all necessary amendments to the Sale of Business Agreement.

Legal Services include:

- Start-up, SME's and Company Registrations.
- Acquisitions and Disposals.
- Legal Consultancy Services (support via phone and email).
- Partnership, Association, Shareholder Agreements, Buy & Sell Agreements and MOIs.
- Debt Recovery.
- Alternate Dispute Resolution.
- Litigation Support.
- Trusts.
- Wills & Estate Planning.

## 5. Insurance and Risk Management

“With great risk comes great reward.”

This famous quote by Thomas Jefferson is no more evident than in the ownership of a site or service station.

PetroCONNECT offers the following Insurance & Risk Management solutions:

- Risk management planning and consultation for service station owners.
- Individually crafted insurance policies for service station owners.
- Cover in death whilst in service for staff.
- Cover for contamination, pollution, defective workmanship and public liability.
- Discounted fees for fuel guarantees.

# 4

## Back Office Services

[Click to learn more](#)

Operating a 24-hour business is no small feat. We become your outsourced financial accountant in the fuel retail industry. At PetroCONNECT we offer a comprehensive, fully cloud based, back-office financial management service to take the hassle out of your day-to-day business operations.

- Daily Control & Processes.
- Stock Audit.
- Document Storage.
- Staff Management & Payroll.
- Independent Review & All Relevant Statutory Services.

# Back Office Services



## 1. Daily Controls, Processes, Management Account Reporting and Analysis



Click play to learn more



## 2. Stock Audit Solutions



Click play to learn more

# Back Office Services



## 3. Document Storage Solution



Click play to learn more

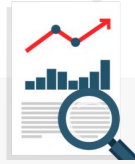


## 4. Staff Management & Payroll Services



Click play to learn more

# Back Office Services



## 5. Independent Review, Financial Statements, Statutory and Taxation Services



Click play to learn more



# CONNECT with us



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