

Gauteng Petroleum Licensing Awareness Campaign workshop

7 March 2025



TE in Africa

BBBEE Credentials

Corporate Social Responsibility

Retail Department Structure

Young Dealer Program

Young Dealer Program in Africa

Objectives of YD program

Key Success Factors

Young Dealer Appointment Process

TMSA Financial dealer placement process

QUESTIONS

TotalEnergies in Africa



Global Energy Player with Significant Footprint in Africa Present in 43 African Countries

TMSA contribution to Africa numbers

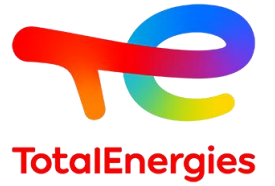
548 retail sites = 12%

283 stations solarized = 12%

632 head count = 10%



Compliance mindset



Celebrating
6 YEARS
 with Level 1
B-BBEE status



Generic B-BBEE Verification Certificate
TotalEnergies Marketing South Africa (Pty) Ltd

Registration Number: 1954/003325/07
 Address: 3 Biermann Avenue, Rosebank, 2196

LEVEL ONE CONTRIBUTOR

Scorecard Information	Actual Score	Target Score	Analysis	Results
Ownership	24.32	25.00	Black Ownership Percentage	53.53%
Management Control	16.55	19.00	Black Women Ownership Percentage	17.02%
Skills Development	20.69	20.00	51% Black Owned Designated Group Supplier	No
Enterprise and Supplier Development	37.20	42.00	Black Disabled Percentage	0.43%
Socio-Economic Development	4.87	5.00	Black Youth Percentage	8.36%
Total Score	103.63	111.00	Black Unemployed Percentage	1.29%
			Black People Living in Rural Areas	1.75%
Participated in Y.E.S Initiative	No		Black Military Veterans	0.00%
Achieved Y.E.S Target & 2.5% Absorption	No		Modified Flow Through Applied	Yes
Achieved 1.5 x Y.E.S Target & 5% Absorption	No		Exclusion Principal Applied	No
Achieved 2 x Y.E.S Target & 5% Absorption	No		VAT Number	4960103580
Empowering Supplier	Yes		Financial Year End	31 December 2023
Procurement Recognition Level	135.00%		Effective Date Used	06 September 2024
Discounting Principle Applicable	No		Expiry Date	05 September 2025
Recorded Procurement Recognition Level	135.00%		Re-issue Date	N/A

Technical Signatory - J Brebnor

Date 06 September 2024

This verification certificate and the verification report are based on information provided to Empowerdex and represent an independent opinion based on the verification and analysis completed by Empowerdex. The calculation of the scores has been determined in accordance with the Department of Trade and Industry's Codes of Good Practice on Broad Based Black Economic Empowerment as Gazetted on 31 May 2019.

EMPOWERDEX (PTY) LTD REG. 2001/017963/07
 DIRECTORS: J BREBNOR, V JACK, L RATSOMA, C WU



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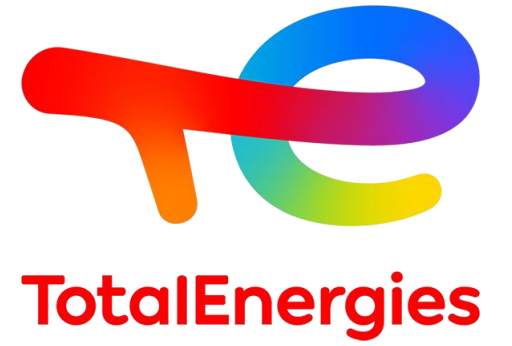
BVA 030

Social Partnership|| Enable us to reach our Objectives



CSI Priority Pillars	Objectives	Partnerships
 <p>ROAD SAFETY</p>	<p>Educating young people, taking action alongside NGOs and institutions, and raising awareness among local authorities & drivers will help make roads safer.</p>	   <p>Global Road Safety Education via a new generation</p>    <p>"Always Needed, Always There"</p>
 <p>CLIMATE, COASTAL & OCEANS</p>	<p>Responding to climate-related challenges, and supporting projects focused on preserving marine and coastal ecosystems.</p>	     <p>Department: Forestry, Fisheries and the Environment REPUBLIC OF SOUTH AFRICA</p> <p>Department: Agriculture, Land Reform and Rural Development REPUBLIC OF SOUTH AFRICA</p> <p>RURAL DEVELOPMENT FOUNDATION</p> <p>FRESHWATER RESEARCH CENTRE</p>
 <p>YOUTH INCLUSION & EDUCATION</p>	<p>Encouraging young people from socially vulnerable backgrounds to take control of their future.</p>	   <p>United Way South Africa</p>     <p>Developing Young People from Cradle to Career</p> <p>Gift of the Givers FOUNDATION</p> <p>Opening Imagination Enabling Futures</p>
 <p>CULTURAL DIALOGUE & HERITAGE</p>	<p>Encouraging openness to other cultures and emphasize the value of heritage.</p>	    <p>Afriqe du Sud</p> <p>Dedicated to Africa's Renaissance</p>

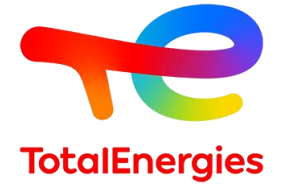
TMSA has a very successful fully funded bursary program in collaboration with DMRE for students focused on STEM subjects



Funding and Upskilling Entrepreneurs

Young Dealer

Setting The Scene – Young Dealer Program in the Continent



TotalEnergies has been working with YD's all over Africa for the last 25 years

- +1,400 YD's in Africa
- In 23 countries
- +50% AFR CODO network is YD



Benefits of the YD program:

- A well established, trialed and tested program
- Value creation (Win - Win)
- YD is someone we know well, we have observed, trained, developed... and perfectly integrated
- Help the YD to finance the working capital requirement of his station
- Help the YD constitute his own working-capital and become financially autonomous

Le programme Jeunes Gérants du MS Afrique



00 Nombre de Jeunes Gérants actifs par pays en 2021

Le programme Jeunes Gérants existe depuis plus de 25 ans dans certaines filiales

Il est en moyenne actif depuis 10 à 15 ans dans une majorité de pays.

Objectives of the Young Dealer program



Financial Support for Young Dealer

- Help the Young Dealer to finance the working capital requirement of the station
- Reimbursement terms are defined according to the size of the activity
- During the term of the contract, the Young Dealer has to:
 - Reimburse the working-capital advance,
 - Constitute the guarantee (security deposit),
 - Constitute his own working-capital and become financially autonomous
- The financial risk is HIGH at the start of the activity and will gradually decrease with working capital reimbursement

Key success factors



Develop a pool of potential Young Dealers:

- By working closely with existing YDs, FDs, COCO Station Manager and TM's



Develop a dedicated training plan:

- People Management
- Taxation
- Financial Analysis (P&L)
- Local laws and regulations

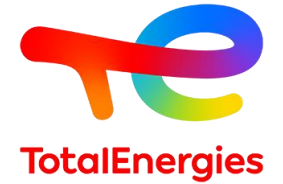


Develop competent commercial teams (TM):

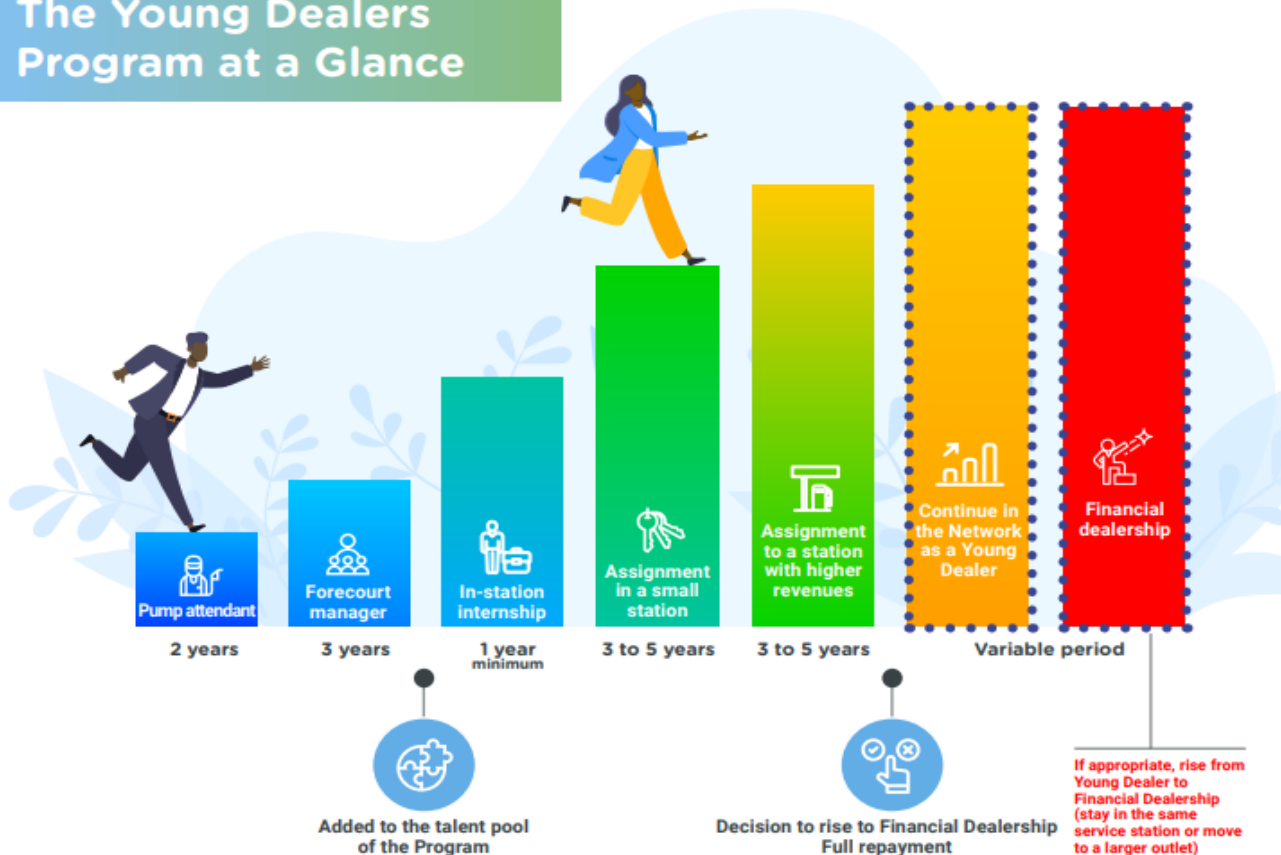
- Cash control
- Optimise station performance
- Manage the financial risk
- Reimbursement of the WCR

Given our transformation objectives, our ambition must be for the YDs to graduate and become fully fledged Financial Dealers in our Network within 5 years.

YD - Nomination & Appointment Process



The Young Dealers Program at a Glance



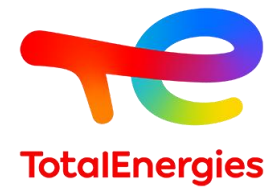
- YD is someone we know well, we have observed, trained, developed... and perfectly integrated
- Has moved up the ranks of being an attendant/cashier/back office, supervisor, site manager at a TE service station
- Strong Personal Value System that they use to direct their life and business
- Passion & Respect for the brand and the Retail Business & is motivated to run his/her own business in the future but has no capital to do so
- The recommendation must include the following; CV, certificates, dealer recommendation, identity document, TSA retail application form, TSA Due Diligence annexure 1, TSA Credit application and written appraisals of TM.
- South African Citizen (as defined in the BEE Act)
- Have minimum Matric or equivalent

TMSA Dealer Placement Process

Basic Requirements

1. Transformation
2. Financial Capability
3. Experience
4. Local Content
5. Due Diligence

NB: The candidate must be able to secure a retail license in order to operate the site.



THANK YOU