

ANNEX 5
FRANCHISE OF GASOLINE STATIONS

Oil Company	Investment Costs	Dealership requirements and terms
<p>Caltex</p> <p>http://www.caltex.com/ph/en/ph_retailer.asp</p> <p>contact Retailing Relationships Coordinator at (632) 841-1687 or 0918-8015326 or email IRFilio@chevron.com</p>	<p>Cost varies from P3-5M and depends on the size of the intended site</p>	<p>There are several dealership types available and your options include:</p> <ol style="list-style-type: none"> 1. Company-Owned Retailer Operated (CORO) – The dealer puts up the necessary working capital and invests on basic service equipment while Caltex invests in the real estate, building, signages, pumps and underground tanks. The dealer pays Caltex a fixed monthly rental. 2. Retailer-Owned Retailer Operated (RORO) - The dealer invests in the real estate, building, pumps, underground tanks and basic service equipment. Caltex provides the standard service station design/layout drawings and signages. 3. Branded Marketer (BM) - A strategic partnership between the Branded Marketer and Caltex, with the objective of strengthening the presence and growth of the Caltex brand within an identified area. 4. Retail Operator (RO) – The entry level opportunity to operate a Caltex station. A sub - trade of CORO involving a smaller investment. <p>A potential dealer must:</p> <ul style="list-style-type: none"> • have made a decision to be self-employed or invest in his or her own business • be willing to locate to the area offered and available • live by our philosophy and core values • be system oriented, a team player, and understand market share • be safety conscious • be customer facing • have retail or customer service experience • possess management experience • be able to take on a management role with profit and loss responsibility • possess a management history of developing people successfully • be financially qualified (amount varies, depending on market) • have an acceptable credit and security background <p>The process for Retailer Selection involves the following steps:</p> <ol style="list-style-type: none"> 1. Application – A properly accomplished hard copy of the form must be delivered to the Retailing Relationships Coordinator at the 7th floor of 6750 Building, Ayala Avenue, Makati City, Philippines. Kindly email the Retailing Relationships Coordinator for a copy of the application form. 2. Home Interview – This step is to be done by your assigned Business Consultant. 3. On-The-Job and Evaluation Training – Applicant must meet the minimum requirements in the pre-screening which involves a 5-day course that teaches business planning and basic service station

		<p>knowledge (classroom and on-site). The training fee is due and demandable on the first day of the OJET Training.</p> <p>4. Processing – Processing fee is due and demandable after completing and passing the OJET Training but prior to Business Plan Presentation.</p> <p>5. Retailer Selection Board – Applicants must present their business plan to a management panel.</p> <p>6. New Retailer Training Course – After an applicant is selected by the Retailer Selection Board. He/she must attend a 4-week course that tackles everything you need to know about running your own Caltex Service Station. The fee for the course is due and demandable on the first day of the New Retailer Training Course (NRTC).</p>
<p>Flying V http://www.flying-v-gas.com/</p> <p>Business Development and Site Selection Department or Customer Service at 448-7069 to 72.</p> <p>OFFICES:</p> <p>D. Tuazon 47 D. Tuazon St., Sta. Mesa Heights, Q.C. Tel. No. 711-1118; 711-1180; 448-7069 to 72 Fax #: 743-4531 Email: flyvtuazon@flying-v-gas.com</p> <p>COLUMBIA TOWER Unit 96 9/F Columbia Tower Ortigas Ave., Mandaluyong City Tel. No. 726-7640; 723-3379 Fax: 723-3379; 727-6044 Email: flyvcolumbia@flying-v-gas.com</p>	<p>P1.8-6.5M, depending on the size of the area</p>	<p>Qualifications for Gas Station Operators:</p> <ul style="list-style-type: none"> • Dynamic and Innovative Entrepreneur, capable in the Hands-on operation and management of a gasoline station. • Good moral character and of good credit standing. • Must be willing to undergo a two-week Operatorship Training • Must abide with Flying V rules and regulation on forecourt service maintenance, safety and cleanliness • Operator must be a single proprietor • Financially Capable <p>-Required Cash Deposit upon signing of Operator Agreement</p> <p>-Minimum operating capital requirements</p> <p>-Secure Business Registration Permits, BIR, Mayor's Permit and other local permits</p> <p>-Funds to purchase capital assets such as air compressor, generator set, office equipments, etc.</p> <p>-Maintaining good financial relationship with Flying V</p>
<p>Petron Corporation http://www.petron.com/</p> <p>Luzon applicants:</p>	<p>Cost varies from P3-6M and depends on the size of the</p>	<p>Must meet established capitalization required for a given dealership (this will range between 1 million to 9 million depending on the type of trade and type of station available).</p> <p>Must be able to dedicate most of his time, if not all, in running the</p>

<p>Regional Manager Luzon Retail Petron Corporation Jesus St., Pandacan, Manila Tel. No.: (632) 563-8521 to 40 loc 282</p> <p>Visayas and Mindanao applicants:</p> <p>Regional Manager VisMin Retail Petron Corporation Mandaue Terminal, Looc, Mandaue City Tel. No.: (6332) 344-7341</p>	<p>intended site</p>	<p>station.</p> <p>Must be dynamic and have the aggressiveness and desire not just to operate a service station business but to be the number one in his trading area.</p> <p>Must be perceptive to new ideas and suggestions, pleasing in personality, and have good moral character that will assure the company of loyalty.</p> <p>Must be willing to undergo a five-week Dealer Management course.</p> <p>Must have no past record of criminal case.</p> <p>Must not be operating any existing Petron station or that of any other oil company.</p> <p>How to apply:</p> <p>Accomplish the Dealer Application Form (downloadable from www.petron.com) consisting of three parts:</p> <p>Part I. Dealer Application Part II. Financial and Personal Statement Part III. Business Plan</p> <p>Submit application to the address indicated.</p>
<p>Seaoil</p> <p>http://www.seaoil.com.ph/</p> <p>Marketing Department 02-397-1010</p>	<p>Franchise Fee: P350K</p> <p>Refundable Cash Bond: Minimum of P2M</p> <p>Lot Size: 800 sq.m. and up</p>	<ol style="list-style-type: none"> 1. Submit a letter of intent to the Marketing Department stating candidate's desire to become a SEAOIL Franchisee. 2. Secure and fill up one of the standard Franchise Application Forms. It can be downloaded from the website. 3. Provide a photocopy of Community Tax Certificate to be used in executing a Franchise Agreement and Equipment Lease Contract. 4. Submit a Bank Certification and/or Financial Statement indicating cash and/or assets amounting to at least 3.8 million pesos. 5. Schedule an appointment with any Marketing Personnel for the submission of the above documents. <p>Seaoil also customizes its franchise package. One can franchise existing stations or it can build a new station. One can also choose from the following different types of equipment:</p> <p>Electronic Dispensing Pumps Mechanical Dispensing Pumps Underground Tanks ranging from 2,000 – 6,000 gallons SEAOIL Signages</p>
<p>Shell</p> <p>http://www.shell.com/</p> <p>Real Estate Project Manager Retail-Philippines</p>	<p>Cost varies from P3-5M and depends on the size of the intended site</p>	<p>Must have business acumen Must be a hands-on dealer Must be willing to undergo the dealership program assessment and evaluation</p>

<p>Shell House 156 Valero Street Salcedo Village Makati City 1227 Tel. No.: (632) 816-6501 Fax No.: (632) 816-6565</p>		
<p>Unioil http://www.unioil.com/ Sta. Ana Office: 2453 Pedro Gil St., Sta. Ana, Manila Tel. No.: (632) 564-1991 to 92 Fax No.: (632) 564-4486 Valenzuela Plant: 93 Rubbermaster Road, Bo. Lingunan, Valenzuela Tel. No.: (632) 443-5162 Fax No.: (632) 293-0319</p>	<p>Franchise Fee: P250-400K Total Capital Investment: P2.2-P4M Marketing/Advertising Fee: P50,000/year</p>	<ol style="list-style-type: none"> 1. Request for the following forms from the Retail Department (see address on the left panel) <ul style="list-style-type: none"> ▪ Letter of Intent Template ▪ Dealer Application Form 2. Submit the following documents together with the accomplished forms listed above. <ul style="list-style-type: none"> ▪ Lot Plan ▪ Vicinity map ▪ Photocopy of the Transfer Certificate of Title/s covering the property/ies.