

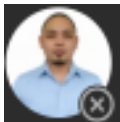
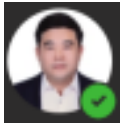


Retail Network Development Framework



Introduction: Network Development Team







RETAIL NETWORK

DEVELOPER

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RETAIL MARKETER



Investor Recruitment Guide









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provided.

- Experience managing or owning a small-to-medium business.
- Ability to interpret profit and loss statements.
- Skills in recruitment, training, and motivation of staff.
- However, If no previous experience. Dealership training is

- Must be a Filipino National with an established residence in the Philippines
- Must not be more than 60 years of age
- Not an ex-PTT employee for at least 2 years
- Have a business degree or equivalent education standard
- At least a minimum of 2 years business experience
- Have held a decision-making position
- Have a verifiable hard work ethic
- Legal entity should be a Sole Proprietor, if corporation, managing partner should own at least 50.1% of shares.



☐ **Letter of Intent**

☐ **Accomplished Dealership Application Form**

☐ **Bank Certificate or previous (6) six months Bank Statement**

- Initial Capital is at least Php4,000,000
- Bank Certificate must be under applicant's

name • If it is a shared account, an authorization letter from the co-depositor is required to allow the funds to be used for PTT investment.

☐ **If application is under CORP** • The nominated principal must be the same as the applicant named in the Dealership Application Form.

- Provide a copy of the SEC or GIS showing the list of members and their corresponding share percentages.
- The nominated principal must own at least 50.1% of the shares.
- If the Bank Certificate is under the Corporation's name, an Authorization Letter from the members is required to allow the use of funds for the PTT investment.



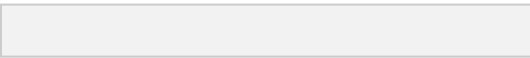
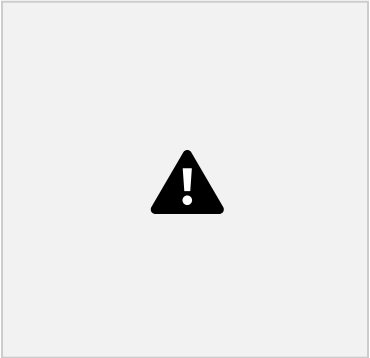
1. Business name & entity registration
(DTI - sole proprietorship | SEC registration for corporations or partnerships)

1. BIR registration & TIN
2. Barangay Clearance
3. Zoning/Locational Clearance - From the Municipal/City Planning Office
4. Mayor's Permit application
5. Building + Mechanical/Electrical/Plumbing permits - From the local Office of the Building Official (OBO)
6. Fire Safety & Sanitary Inspections - From the Bureau of Fire Protection (BFP)
7. Department of Energy Certificate of Compliance (COC)
8. Occupancy permit (post-construction)
9. Environmental Compliance Certificate (ECC)
10. Pollution Control Officer (PCO)
11. Discharge Permit
12. Permit to Operate
13. Hazardous Waste ID
14. Certificate of Non-Coverage
15. LLDA Clearance

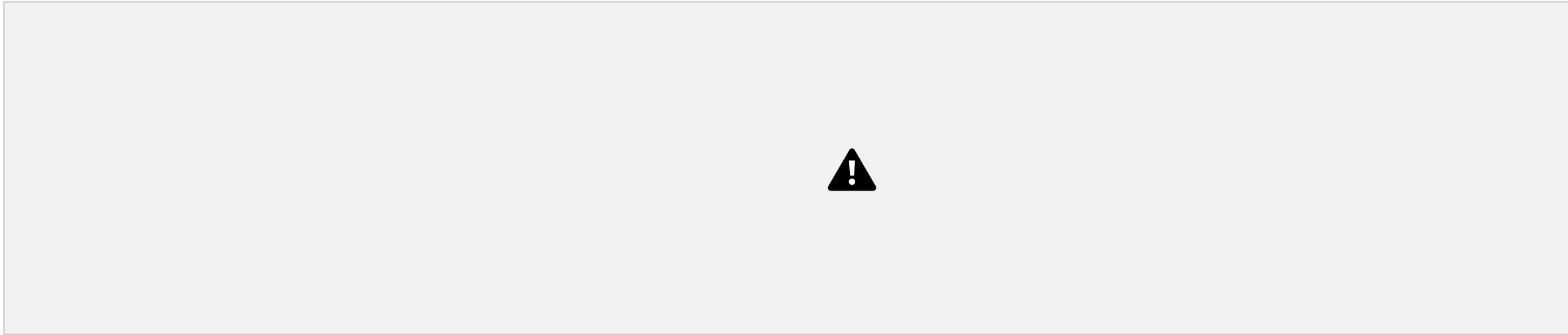








Project Assessment Guide



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	      . MetroOil • PinoyGas • Galaxi • Centrum • MaxiFuel • Energex • Amigo • Spyder • GlobalOil • RedOil • Bicol Petr • Gasso • StarOil • T-Energy • Gas Asia • JadeBlue • USA88 • GT-Oil • Auto G

BUSINESS OPPORTUNITIES



Be part of the global

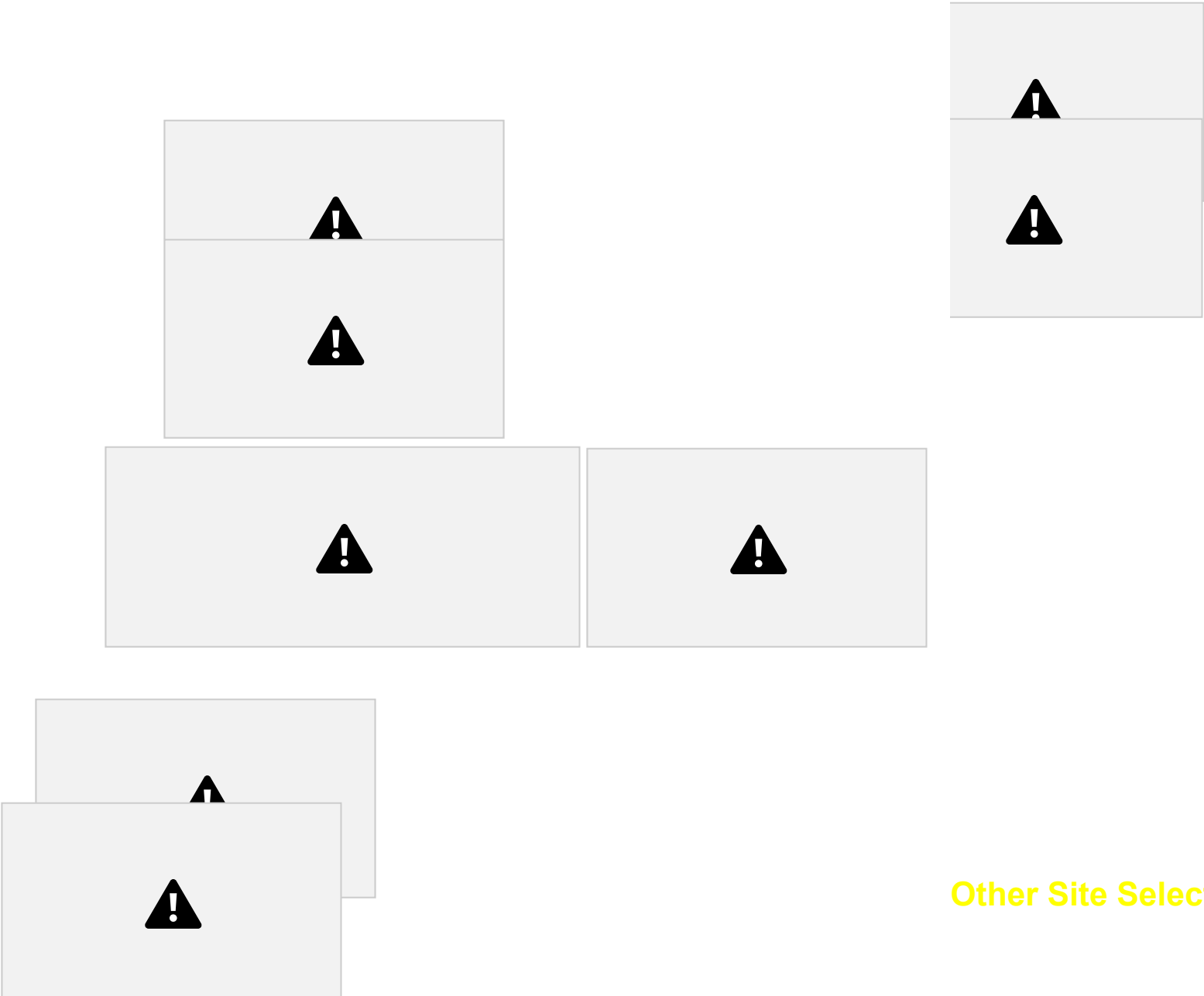
expansion of Thailand's no. 1 retail station

Who is the owner / lessor of the land (min of 800 sqm)?	Dealer Owned Dealer Operated Joint Venture (DODO - JV) *Dealer *PTT will pay for the advance lease	Dealer Owned Dealer Operated Branded Retail Distributor (DODO - BRD) Dealer	Company Owned Dealer Operated (CODO) PTT
Who will construct the station?	Dealer	Dealer	PTT
Who will invest for the equipment?	Dealer – Pumps & Tanks PTT – Signages	Depending on the agreement. PTT may supply pumps & signages.	PTT
How long is the contract?	10 Years	10 Years (Volume Based)	3 Years
How much is the initial capital requirement?	PHP 8M-9M (Ground up station)	PHP 8M-9M (Ground up station)	PHP 4M-5M
How is the profit earned?	Fixed Margin	Dealer Determined Margin	Fixed Margin

Why choose PTT as your trusted business partner

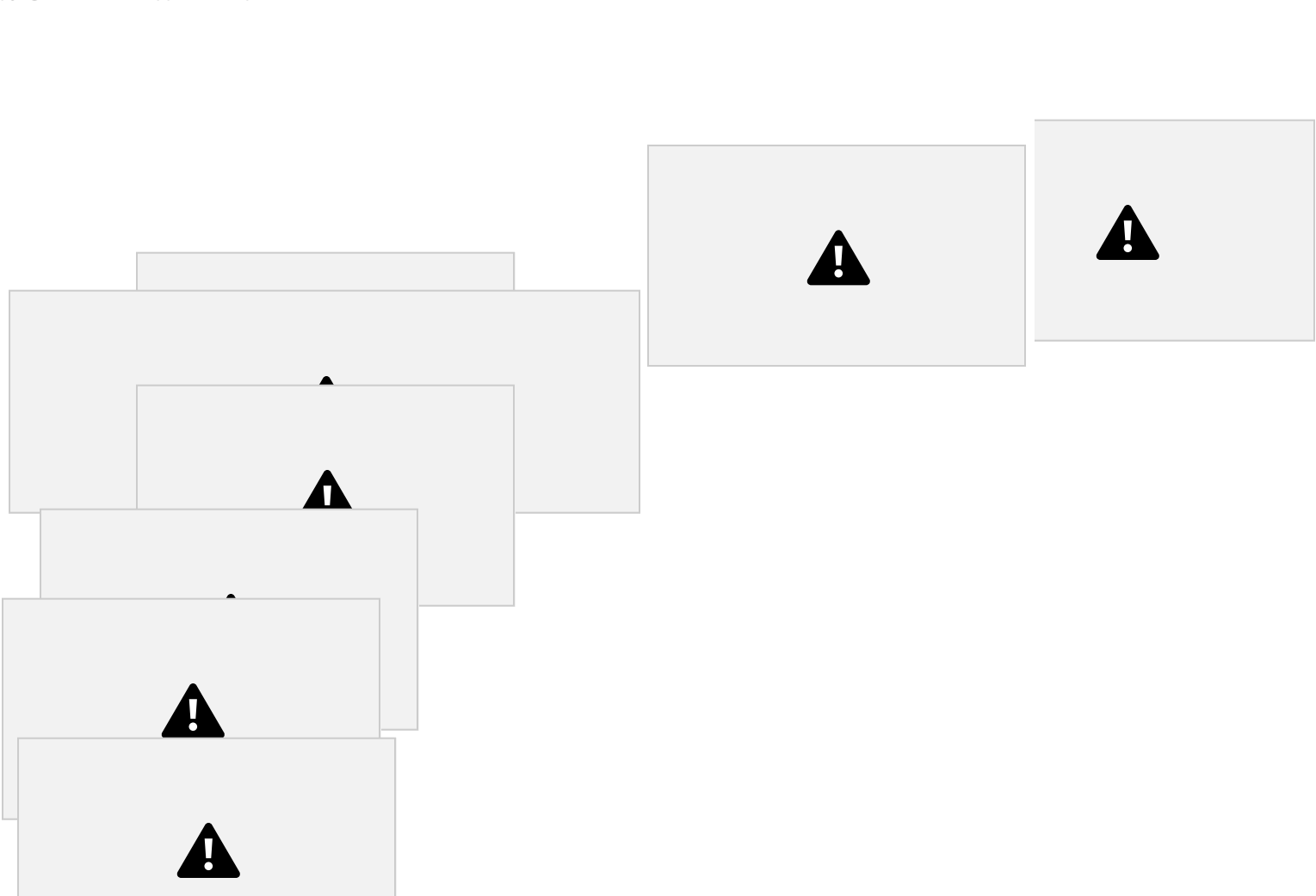
- ✓ *Certified Product Quality & Supply Security*
- ✓ *Marketing & Promotional Support*
- ✓ *Operational Training Support*
- ✓ *Business Guidance*
- ✓ *Competitive Pricing*
- ✓ *No Franchise Fee*





Why VATB?	
[V] Visibility	Ideally for op
[A] Accessibility	A min from
[T] Traffic Count	A min
[B] Buying Area	Strong catch devel

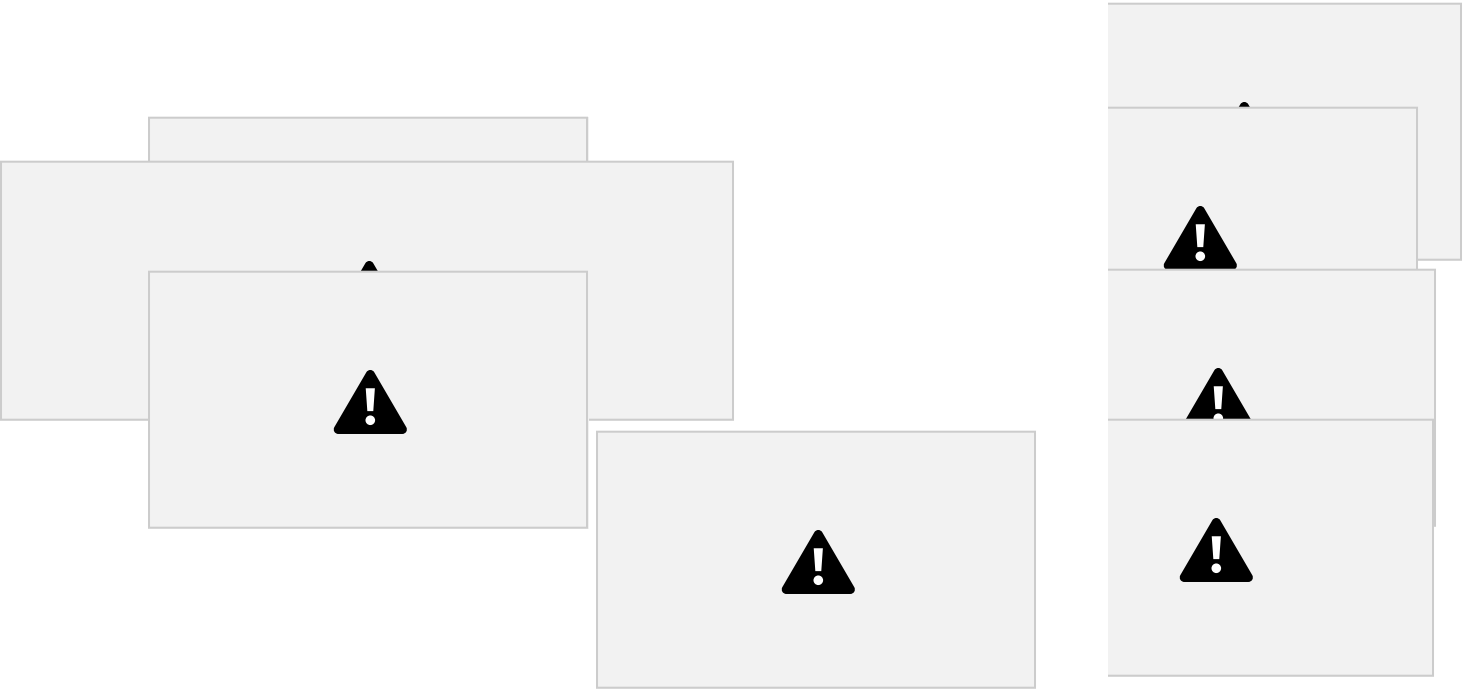
Other Site Selection Considerations:



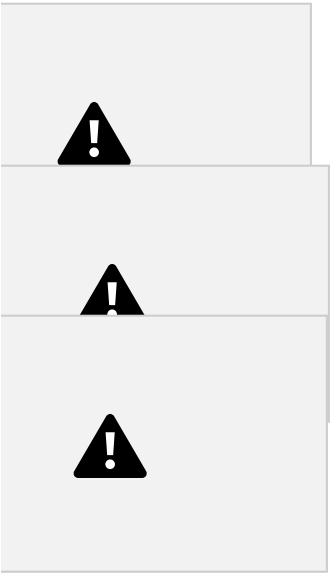
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CODO Dealer's Responsibility

- Permits
- Equipment & Station Maintenance
- Operation Cost
- Manpower



	Distributors Price Base Product with
	Offering Credit T
	Secured Invento
	Free use of Sign Branding and Pr Marketing & Eng Free Operating T Product Quality A





DODO Dealer's Responsibility

- Permits
- Civil
- Canopy & Equipment
- Utility System & Office
- Operation Cost
- Manpower

Note: PTT will invest PHP 1.5M for PTT Signage



