

Special 2021 Edition AFRICA FUEL WEBINAR



- Back By Popular Demand.
- Attend From Anywhere.
- Fuel Wholesalers & Retailers.
- Promoting Fuel Trade.
- Franchise Management Toolkits.
- Better Business, Bigger Profits.
- Fuel Business Intelligence.

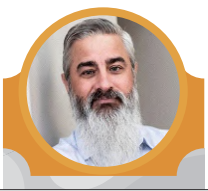
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Sponsorship & Expo Packages
Are Available On Request.



11 & 12 MARCH 2021
Live Virtual Africa Convergence



Tom Mkhwanazi
CEO
Wholesale & Retail Sector
Education & Training Authority



James Noble
Head: Wholesale, Retail
& Franchising
ABSA Business Banking



Muzi Mkhize
Full-Time Regulator Member
National Energy Regulator SA
(Nersa)



Anibor O. Kragha
Executive Secretary
African Refiners & Distributors
Association (ARDA)



Ruan Schoeman
Managing Director
FUTURENT Technologies



Peter Morgan
Director
Liquid Fuel Wholesalers Association
(LFWA)



Willem Groenewald
CEO
Automobile Association
(AA)



Vivian Corinaldi
Consultant
SAPRA



Sbonelo Mbatha
Owns Multiple Service Stations
Co-Founder
PetroCONNECT



Hiten Parmar
Director
Uyilo
e-Mobility Programme



Vishal Premllal
National Director
SA Petroleum Retailers
Association (Sapra)



Sasha-Lee de Bod
Franchise Partner and Consultant
Franchise +Plus

WHAT TO EXPECT:

- Money: Explore Available Funding Options.
- Resources For Fuel Wholesalers & Retailers.
- New Fuel Trade Connections and Partners.
- 2021 Expert & Business Thought Leadership.
- Unpack Oil Markets, Covid, 2021 & Fluctuations.
- Re-Centre, Grow & Expand Your Fuel Business.

OVERVIEW: You spoke, we listened. Today we are delighted to announce that the Africa Fuel Wholesale & Retail Summit is going virtual in 2021. Our unique event experience will help FWR business leaders, dealers, distributors and staff identify, adapt to the new normal and overcome challenges when running day-to-day operations to fuel the country. Uncover the latest industry trends, forecourt innovations and strategic insights with our virtual event platform. Our 2021 special instalment is a collation of key fuel trade resources, funding alternatives, new tech, expert business insight, price fluctuation forecasts, state of the downstream fuel sector & toolkits for business success. **Do Not Miss Out!!!**



Muzi Mkhize
Full-Time Regulator Member
National Energy Regulator SA (Nersa)

Muzi Mkhize has extensive experience in the energy sector. He has represented SA at various international forums, dialogues and platforms, including the World Economic Forum side meetings, International Energy Forum meetings, International Energy Agency (IEA) conferences, the India-Brazil-South Africa (IBSA) trilateral, Presidential visits and a host of government-to-government bilateral engagements. He holds a Master of Business Leadership (UNISA), Bachelor of Commerce (UNISA), a Bsc Chemical Engineering (UKZN).



Tom Mkhwanazi
CEO
Wholesale & Retail Sector Education & Training Authority (W&RSETA).

Tom Mkhwanazi is the CEO at the W&RSETA where he oversees wholesale and retail education and training across all sectors inc. the fuel downstream sector. Prior to joining the W&RSETA Tom was General Secretary for the Motor Industry Bargaining Council. Tom held a number of board directorship positions to three Motor Industry Provident Funds and was the chairperson of the Foodbev SETA. He has worked for merSETA where he served as Company Secretary and Chief Operations Officer: HR, Strategy and Compliance.



Anibor O. Kragha
Executive Secretary
African Refiners & Distributors Association (Nigeria).

Anibor Kragha is Executive Secretary at ARDA (since 2020). He served as the President of the Association in 2019. Anibor was COO, Refining & Petrochemicals at the Nigerian National Petroleum Corporation (NNPC 2016 - 2019), and NNPC Group General Manager, Treasury from (2015 - 2016). For over 10years he worked at Mobil Producing Nigeria (an ExxonMobil affiliate) across Africa & USA. He holds a Bsc in Chemical Engineering (University of Minnesota), Masters in Plastics Engineering (University of Massachusetts) and two other Masters degrees.



James Noble
Head: Wholesale, Retail & Franchising
ABSA Business Banking

James is the Head of Wholesale, Retail & Franchise at Absa Business Bank. He is responsible for the development & implementation of Absa's Wholesale, Retail and Franchise strategy, creating a centre of excellence for internal as well as external industry stakeholders. In his previous position, James was the Business Development Manager for the Fuel Industry at Absa. He has been involved in the Franchise and Fuel Retail Industry since 1997 developing sales growth strategies and solutions for the industry.



Peter Morgan
Director
Liquid Fuel Wholesalers Association (LFWA)

Peter Morgan has more than 35 years' experience in the Liquid Fuels environment– 24 of these with an international Oil major; living through all the Changes in the South African liquid fuels industry over this time. His experience includes Director of the Liquid Fuels Wholesalers Association; CEO of the Fuel Retailers Association; Founder of the Electronic Payment and procurement Solutions and the card controller of the first diesel card launched in South Africa. Peter is currently a member of the Petroleum Liquid Fuels Charter Council.



Vishal Premllal
National Director
SA Petroleum Retailers Association (Sapra)

Vishal Premllal is chairperson of the Africa Fuel Wholesale & Retail Virtual Summit. He is a turnaround strategist and director at the SA Petroleum Retailers Association. In this position, Vishal drives key objectives of the NEC to bring meaningful value for Petroleum Retailers in SA, he navigates change technologies & turnaround strategies to evolve retailers and fosters strong relationships with Oil Companies, Wholesalers and the Department of Mineral Resources & Energy. Vishal was also responsible for the Consumer Affairs Dept at the RMI.



Willem Groenewald
CEO
Automobile Association (AA)

Willem Groenewald is CEO at the Automobile Association of SA. The AA has several invaluable calculators and tools, including that for fuel pricing which informs of fluctuations in the country. Willem has a long history of successfully leading large companies in SA, many of these through difficult economic circumstances. He is a person of great strategic ability and insight. He brings a wealth of business experience and knowledge to the 2nd W&R Summit. Willem is a highly-regarded and proven leader with an excellent management pedigree.



Vivian Corinaldi
Consultant
SA Petroleum Retailers Association (Sapra)

Vivian has 40 years' experience in the Petroleum Industry in Southern Africa, both in Retail & Commercial Sales & Marketing, & Service Station Development. He worked for Mobil Oil Company in their retail marketing and property development divisions for 7years from 1980 to 1987 and at Sasol Oil for 27 years, where he served in Retail Sales & Marketing and Property. He was personally involved in the development of 120 retail service stations during his tenure in Property Development at Sasol. Viv is currently contracted to RMI & Sapra.



Ntombi Dlodla
COO
Wholesale & Retail Sector Education & Training Authority (W&RSETA).

Ntombi is COO at W&RSeta. She joined the organisation in 2003. In 2014 Ntombi was appointed Executive Manager: Regional Operations, after spending 10 years as the Executive Head of HR Development. After a brief stint as the Chief Corporate Services, Ntombi was appointed to the position of COO in 2019. She holds an Hons Degree in Industrial & Organisational Psychology (UNISA). Ntombi has completed both coursework for a Masters' Degree in IOP with UNISA & a Master of Business Administration with MANCOSA.



Ruan Schoeman
Managing Director
FUTURENT Technologies



Martin Holtzhausen
Director: Sales & Marketing
Smart Fuel



Sbonelo Mbatha
Fuel Biz Owner
Co-Founder
PetroCONNECT



Hiten Parmar
Director
Uyilo e-Mobility Programme



Mark Harper
Fuel Biz Owner
Co-Founder
PetroCONNECT



Sasha-Lee de Bod
Franchise Partner & Consultant
Franchise +Plus



Matthew Augustine
Director: Biz Strategy
TCM Group of Companies

OBJECTIVES OF THIS SPECIAL 2021 VIRTUAL EDITION:

- Understanding contemporary oil markets & the Covid-19 Impact.
- Discussing fuel wholesale and retail profit margins.
- Unpacking the service station of the future: What does it look like?
- Provision of a business support platform for ALL players in the fuel sector.
- Exploring available finance and funding options for wholesalers & retailers.
- Creation of a no holds-barred platform to solve pressing industry issues.
- Bringing together operations staff in fuel wholesale, retail and logistics.
- Galvanising the balance between fuel supply and demand.
- Consolidating fuel trade operations, business development and growth.
- Participate, learn and share knowledge through our panel discussions.
- Learn about innovative technologies to manage service stations and logistics.
- Step-by-step guides for dealers looking to expand or grow their business.
- Enjoy dealer and franchise support systems from our partners.

Dear Delegate,

We have put together a must-attend two day event dedicated to all stakeholders and players in the fuel wholesale and retail sector.

2020/21 has been a mixed bag of opportunities and challenges, highs and lows. The road has been bumpy, but if we come together safely, once again, we can map out lucrative strategies for success.

We have guest speakers and experts from a mix of backgrounds to ensure a balance of ideas and perspectives. All ideas are welcome.

We look forward to hosting you at our virtual summit in the year of the new normal. Covid-19 cannot stop progress. See you soon!

(Event Head Coordinator: UUM).

VIRTUAL SUMMIT DAY ONE

08:00 Delegates Arrival, Registration and Refreshments.

08:45 Chairperson's Opening Remarks.

09:00 KEYNOTE ADDRESS: WHOLESALE & RETAIL SKILLS & RESOURCES FOR GROWTH IN THE FUEL SECTOR.

- Pressing ahead with fuel wholesale and retail post-2021.
- Business resources and support for petroleum dealers.
- A frank look at business in the year 2021 and the future.

Speaker: Ntombi Dlodla is COO at the W&RSETA.

10:00 Tea Break.

10:15 FUEL PRICE & FACTORS 2021: UNPACKING PRICING, FLUCTUATIONS & FORECASTING FOR THE FUTURE.

- Pricing, fluctuations and forecasting for the near future.
- Understanding fuel pricing for wholesalers and retailers.
- Are you happy with the margins?

Speaker: Willem Groenewald is CEO at Automobile Association.

11:00 CRAZY TO NEW NORMAL: MULTI-SKILLING, TRAINING, COMMS & COMPLIANCE MONITORING OF FUEL RETAILERS & THEIR ON-SITE TEAMS USING ENABLING TECHNOLOGIES.

Speaker: Ruan Schoeman is MD at FUTURENT Technologies.

11:45 THE MONEY TALK RELOADED: WHERE & HOW TO ACCESS FUNDING & FINANCE FOR FUEL WHOLESALERS & RETAILERS.

- Funding for fuel wholesale and retail businesses and dealers.
- Exploring available funding opportunities.

Speaker: James Noble is Head: Wholesale, Retail & Franchising at Absa Business Banking.

12:30 THE LWFA TALK: LIQUID FUEL WHOLESALING IN SA- 2021 AND FUTURE OUTLOOK.

This speaker's bio says that he "has lived through all the changes in the SA liquid fuels industry over a 35 year period". He brings all this experience to plenary to advise on approaches to solve current Fuel wholesaling problems. A session not to be missed.

Speaker: Peter Morgan is a veteran in the fuel industry and Director at Liquid Fuel Wholesalers Association (LFWA).

13:00 Lunch Break.

14:00 PETROLEUM RETAILING IN SA: A SAPRA PERSPECTIVE.

Speaker: Vivian Corinaldi is a Consultant at SA Petroleum Retailers Association (SAPRA).

15:00 TECH TALK - 2021 UPDATES: THE LATEST FUEL STATION SYSTEMS INNOVATION, FLEET & LOGISTICS MANAGEMENT.

Speaker: Martin Holtzhausen is Director S&M at Smart Fuel.

15:45 Chairperson's Closing Remarks.

16:00 Virtual Summit Day One Closes.

VIRTUAL SUMMIT DAY TWO

08:00 Delegates Arrival, Registration and Refreshments.

08:45 Chairperson's Opening Remarks.

Note: This is your day. On this day you bring all your issues to plenary, directly or anonymously. Come and ask your questions. This day is slated for mass participation. Following speeches from industry leaders and executives, delegates will be afforded the opportunity to contribute, ask questions, raise sticking points, offer new ideas and posit possible ways of doing business to the benefit of all in the sector. All voices will be accommodated. The Chair facilitates our "physically distanced" deliberations.

09:00 KEYNOTE ADDRESS: NERSA'S PERSPECTIVES- PETROLEUM REGULATIONS FOR WHOLESALE & RETAIL GROWTH 2021.

The speaker is back again to delve deeper into fuel compliance and regulation issues. He will share with you government perspectives for fuel retail & wholesale development and unpack shortages experienced, and more importantly, W&R policies and strategies going into the future.

Speaker: Muzi Mkhize is Full-Time Regulator Member at the National Energy Regulator of South Africa (NERSA).

10:00 Tea Break.

10:15 REVOLUTIONISING DOWNSTREAM FUEL RETAIL & WHOLESALE: EXPERTS SHARE THE FULL STORY.

This session details the nuts and bolts of the W&R fuel revolution.

Speakers Sbonelo Mbatha and Mark Harper are Co-Founders of PetroCONNECT. Together they own multiple service stations.

11:15 FRANCHISE TALK: THE 10 LAWS OF FRANCHISING & FACTORS THAT DRIVE A FUEL DEALER'S SUCCESS.

Speaker: Sasha-Lee de Bod is Franchise Consultant & Partner at Franchise +Plus.

12:00 THE SERVICE STATION OF THE FUTURE, ELECTRIC VEHICLES & WHAT THIS MEANS FOR FUEL WHOLESALE & RETAIL.

Rewind to the early 2000's, none of us ever imagined that we could walk around with small computers in our pockets. And yet here we are. It is time to start thinking about the future. Did you know you can drive from Johannesburg to Cape Town, and back, in an electric vehicle? During this session, the speaker unpacks what this means for the world of petroleum.

Speaker: Hiten Parmar is Director at Uyilo e-Mobility Programme.

13:00 Lunch Break.

14:00 AFRICA'S CLEAN ENERGY TRANSITION - SECURING FINANCING FOR AFRICAN DOWNSTREAM PROJECTS AMID GLOBAL CHALLENGES.

Speaker: Anibor Kragha is Executive Secretary African Refiners & Distributors Association (ARDA).

15:00 Chairperson's Closing Remarks.

15:30 End Of Virtual Summit.

REGISTRATION FORM

FUEL WHOLESALE & RETAIL

2021 VIRTUAL AFRICA SUMMIT



Dates: 11 and 12 March 2021 | Venue: Online - Virtual Platform, All - Africa | Tel: 010 880 4766

1. Authorised by:

Name	Surname
Company	Position
Company Address	Postal Code
Phone	Email
Signature	Date

2. Delegate Details:

Delegate Name & Surname	Job Title	Email
1		
2		
3		
4		
5		
6		

Cost Per Delegate
R2790
 Excluding VAT



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Branch: Braamfontein
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Account Name: The Circuit Media PTY LTD
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Income Tax No.: 9167575191

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3. Terms & Conditions:

Registration Confirmation: A confirmation email and invoice will be sent to delegates within 3 days of receiving the registration form.

Cancellation Policy: A fee of 30% cancellation will apply for cancellations received 7 – 14 days prior to the start date of the training or conference. Cancellations received less than 7 days prior to the start date of the training/conference/summit are not refundable, but substitutes are welcome.

Refunds: The Circuit Media Pty Ltd has a strict **NO CASH REFUND POLICY** (delegates who miss an event, for whatever reason, will be issued a credit note with which to attend the next event).

Delegate Entitlements: Event items covered by registration fees include the following: access to online platform, conference, summit, master-class and/or training sessions on the stipulated dates, course material packs (presentations).

Attendance Certificate: All delegates will receive an attendance certificate at close of event.

Delegates: Delegates are expected to have fully registered and remitted payment on or before event commencement.

Speakers: All speakers carried on The Circuit Media Pty Ltd's programs are confirmed in writing. The Circuit Media Pty Ltd reserves the right to contract replacement speakers where the original listing fails to make it to plenary for one reason or the other. Speakers, trainers and program facilitators reserve the right to send equally qualified stand-in's in the event of pressing commitments and out-of-country trips.

Authorising Signature: By signing this registration form, the authorizing signatory accepts The Circuit Media Pty Ltd's terms and conditions as spelt out on this page.

PLEASE NOTE: Delegates remain unregistered until they have completed this form in full and submitted it to The Circuit Media Pty Ltd via email or fax.

4. General Information

HOW TO BOOK:

Email registration form to:
bookings@circuitmedia.co.za
 Call: 010 880 4766

DATES:

11 & 12 March.

VENUE:

ONLINE: Virtual Platform.

LOG IN KEY:

A unique delegate key will be generated and made available to you after successful completion of registration.

Sponsors/Exhibitors:

Sponsorship & Exhibition packages are available upon request. Get in touch with our Bookings Office or contact any of our Marketing Agents or Event Coordinators and request the Sponsors/Expo Booklet.