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LET'S GROW TOGETHER

All you need to know before beginning your journey as a Caltex retailer.



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PUTTING YOU FIRST

Here at Chevron, we ensure that your investment is driven by your business' needs and goals. We believe that no two investments are the same, and place utmost emphasis on providing you with the unique guidance and structure that you require to succeed.

Ever wanted to run your own business? Or are you looking to expand your existing company? Chevron, one of the world's most successful energy companies, warmly invites you to join the Caltex brand.

With Caltex, you can now enjoy the independence of running your own business, while getting the support and prestige of a trusted brand — a winning combination.

Pave your way to a big future with Caltex today.

CONTENTS

1. GROWING AS A BRAND
   - The Future of Fuel
   - Global Presence
   - Local Reach

2. EQUIPPING YOU WITH THE BEST
   - Techron® Superiority
   - Lubricants
   - Attractive Marketing and Promotions
   - Loyalty Programs
   - Fast and Accurate Payment
   - Speedy and Attentive Service
   - Non-Fuel Retail Partnerships

3. PARTNERING HAND-IN-HAND
   - Business Development
   - Construction and Building
   - Technology and Training

4. INVEST IN THE FUTURE, TOGETHER



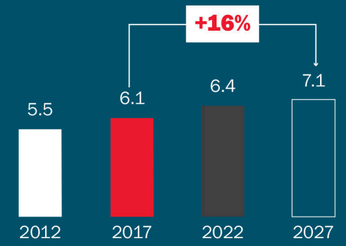
GROWING AS A BRAND



THE FUTURE OF FUEL

Why invest in fuel? Fuel is presently one of the world's most traded commodities. With economies expanding across the globe, fuel demand growth will remain on the rise for years to come. Moreover, the Asia-Pacific region is expected to drive over 70% of fuel demand growth globally within the next decade.

As opportunities grow, make a name for yourself and drive a business with strong cash flow by supplying a growing sector with the support of a trusted brand.



South-East Asia Total Fuel Demand ('000KBD)

Sources: Wood Mackenzie, Industry and analyst report, Oliver Wyman analysis

GLOBAL PRESENCE

Originating in 1879, Chevron has since become one of the world's most successful energy companies, with an established presence within the top 50 on the Fortune Global 500 list.

Abiding by global standards and world-class safety measures, Chevron fuels the growth of the region on a daily basis with its global support network in over 180 countries, supporting you — our preferred retail investors — with the resources needed to ensure business success.

LOCAL REACH

Providing mobility to the masses in the Philippines since 1936, Chevron has close to 600 Caltex stations retailing a variety of petroleum products.

With an identity as a strong, respected brand and a locally focused retailer, Caltex has established strong brand awareness, giving customers the security that they are buying products of the highest quality, from a retailer that understands their needs.



EQUIPPING YOU WITH THE BEST



EQUIPPING YOU WITH THE BEST



TECHRON® SUPERIORITY

Our exclusive selection of petrol and diesel fuels contain Techron®, an innovative formulation that is unbeatable when it comes to cleaning vital engine parts, delivering optimum performance with every drive.

5-star fuel benefits:

- Restores lost power and acceleration
- Improves fuel economy
- Reduces exhaust emissions
- Delivers smooth performance
- Enhances reliability

LUBRICANTS

Designed to enhance protection and performance, our premium lubricants have provided drivers with smooth and enjoyable journeys for over 100 years.

Caltex Delo®
Formulated using ISOSYN® Technology, our Delo® product line presents a combination of premium base oils and high performance additives for incredible engine protection.

Caltex Havoline®
Popular since its origin in 1904, our suite of Havoline® motor oils feature Deposit Shield® Technology, protecting engines and delivering optimum performance.

EQUIPPING YOU WITH THE BEST

ATTRACTIVE MARKETING AND PROMOTIONS

Committed to growing the star power of Caltex, we equip our retailers with world-class marketing communications, national promotions and Local Site Marketing, building up a large and loyal customer base for your station.

LOYALTY PROGRAMS

Turn each journey to a rewarding one with Caltex's proprietary loyalty program, Caltex Rewards. Customers can earn points each time they fuel up. They get to choose how they want to be rewarded – pay for fuel using their Caltex Rewards points or redeem vouchers from the Rewards Catalogue.

Customers can also opt to earn points and redeem fuel discounts using their Go Rewards cards.



EQUIPPING YOU WITH THE BEST

FAST AND ACCURATE PAYMENT

Harnessing innovative technologies, we continuously simplify the payment processes for our customers, from Luzon to Mindanao.

» Outdoor fuel payment
Bringing drivers the convenience of paying at the pump.

» Caltex StarCard
Providing business control and accessible knowledge of fleet expenditure.

» Caltex StarCash
Presenting the gift of convenience with our signature prepaid card.

» CaltexGO
Earn points and redeem rewards at the palm of your hand with this app.

SPEEDY AND ATTENTIVE SERVICE

With service experiences playing such a big role in determining customer satisfaction, we frequently design and update our service steps, trainings and practices, providing service of utmost standard each time a customer drives into your station.

Additionally, with incentives available for the best performing retailers, we cultivate a passion for customer service excellence in all our investors, ensuring that the Caltex brand is synonymous with incredible service across the archipelago.



EQUIPPING YOU WITH THE BEST

NON-FUEL RETAIL PARTNERSHIPS

Wherever your location, reap the benefits of having strong retail brands at your station with our variety of retail partnerships. Pick from prominent brands like 7-Eleven and enjoy increased footfall to your station any day of the year. Whenever ready, let us connect you with these retail magnets.

Moreover, with the addition of Caltex Havoline® autoPro workshops to our repertoire of extraordinary offerings, motorists can now enjoy access to world-class servicing right at their doorstep, growing your credibility as a preferred operator.









PARTNERING
HAND-IN-HAND



BUSINESS DEVELOPMENT

Enjoy regular support from our team of highly qualified Sales Managers and Business Consultants who are equipped with strong business acumen and expert market knowledge.

Customer-focused and easy to work with, these dedicated partners support your growing business, helping you set up business plans, assessing performance against plan, and adjusting sales and marketing tactics to ensure that your business remains on track.

Together, plotting your path to success is now effortless with Caltex.

CONSTRUCTION AND BUILDING

Receive valuable ongoing assistance when it comes to constructing and building the station of your dreams. Committed to operational excellence, our skilful team will be able to help you with permits, legal issues, design standards, material sourcing and more, regardless of the size of your land.

Some of the ways we can assist our investors:

- Linking you up to competent and cost-effective contractors who will design and build your site in the most efficient and practical way.
- Providing expert assistance when it comes to underground tank layout, wet stock management and capacity requirements.
- Recommending reasonably priced suppliers to install dispensing equipment and retail automation technologies.

TECHNOLOGY AND TRAINING

Run your business efficiently with Chevron Business Point (CBP) — your primary day-to-day online transactional interface with Caltex. On CBP, you can order fuel or equipment, access invoices, keep up with the latest Caltex news, innovations, and more, on a single platform.

Furthermore, gain access to our variety of comprehensive training courses in operational procedures, customer service expectations, site marketing, business planning and more. By strategising learning and providing ongoing support to you, we ensure that you will be fully prepared to successfully establish a new site, driving profits every day of the year.



INVEST IN THE FUTURE, TOGETHER



INVEST IN THE FUTURE, TOGETHER

Here at Chevron, we aspire to be the global energy company most admired for its people, partnership and performance. We prioritise the health and safety of our workforce and the protection of our assets, communities and the environment, and can provide financial incentives and resources to assist retailers with site conversion, whenever possible.

Grow with us together as a brand. With world-class tools, people and processes provided by us, the opportunity for you to build a successful, profitable and sustainable business has never been easier.

Visit **www.caltex.com/ph/investors** to begin your journey. Welcome to the Caltex family!

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