



# Company **Profile**

## Who is Petrosure?

Petrosure was born out of the need for a dedicated Underwriting Management Agency with the right credentials in this exciting sector of our economy in line with the Liquid Fuels Charter proclamation. The company consists of dynamic, black economically empowered multidisciplinary individuals drawn from a team of dedicated professionals and entrepreneurs, who want to participate in the unfolding process of economic transformation of South Africa.

## Bespoke Motor Traders & Fuel Insurance Specialists

Petrosure Underwriting Managers is a niche short term specialist UMA offering unique, innovative, tailor made risk management driven solutions to the Fuel & Motor Retail industries. Through strategic partnerships, we strive for exceptional customer service levels unparalleled by our competitors.

In a world where unpredictability is the norm, risk management becomes an even more critical element in managing everyday risks and more so within the life blood of our country's economy, the Fuel & Motor retail industries. We are committed to providing market leading solution products as the shape of our niche focus continue to develop and evolve.

Our innovative, market leading motor trade insurance policy is designed for both road risks, premises and liability covers and some innovative enhancements. Our product solutions require a partnership approach between you our valued brokers and clients to enable us to give you that all important competitive edge in an increasingly competitive environment.

As a result of our intimate knowledge of the markets we specialize in and our intrinsic understanding of our client's needs, we are able to offer an excellent value proposition for our clients and all stakeholders.

## Petrosure Fuel Guarantee Insurance

*The Fuel Guarantee Insurance basically means that the Fuel Retailer can use the insurance company as a guarantor when buying fuel.*

*Due to the nature of the fuel business and the high cost of holding stock, cash flow is one of the keys to the success of your business.*

The business needs to generate enough revenue to meet daily, weekly and monthly expenses, and at the same time maintain stock levels to ensure uninterrupted trading in accordance with the fuel companies' requirements. The retailer thus needs sufficient working capital to meet the demands of large fuel payments.

In order to do this, the retailer either takes out a large loan or provides an adequate overdraft facility. The need for a bank guarantee is over and above these requirements.

Without a guarantee, the retailer effectively trades on a 'hard cash' basis. Revenue needs to be in the account prior to payment for fuel, and delivery is only scheduled subsequent to payment. This working capital required is costly.

In the event of a bank guarantee being issued, the retailer can enjoy the benefits of ACB payment for fuel, after delivery. This adds several days deposits to the bank account improving cash flow considerably, but the bank guarantee is also costly to the retailer in terms of opportunity costs of having such funds available in the business.

In today's industry where guarantee values requested are reaching levels in excess of R1 million, it makes more sense to use the insurance guarantee, as opposed to tying up excessive cash in providing a bank guarantee. With the introduction of an insurance type product, the fuel guarantee alleviates the need for a cash on demand guarantee and allows the service station owner to utilise his or her capital where it is best required – in the business! Having more capital in the business can improve the cash flows further and reduce any loan risks or trading risks.

Typically the cover kicks in when the debit order is unpaid and the fuel company cannot collect the amount due by the retailer. It may also cover rental, lubricants, or trade receivables bought on credit.

*Also, note the following guidelines, tips and considerations applicable to Fuel Guarantee Insurance:*

- The Fuel Company normally stipulates the value of the guarantee required.
- This is usually approximately two full deliveries value and dependent on the tank capacity and sell-off volume of the business.
- The guarantee can also be used to increase existing guarantees, or replace the entire guarantee.
- No assets are normally required as collateral security – unsecured.
- Payment for fuel via ACB debit instead of pre-payment – cash flow benefit Monthly premium. Premium written off against taxable income.
- If you are a new retailer, it reduces your capital requirement as the bank guarantee investment is removed from overall set up cost.
- Existing bank guarantees can be replaced in order to free up assets.
- Existing bank guarantees can be topped up – if insufficient.
- Retailers trading on pre-payment basis can easily move onto ACB without impact to their cash or assets base.
- Opportunity cost.

**Integrity . Passion . Innovation**



**PETROSURE**  
Underwriting Managers (Pty) Ltd



# Our List of Services






















# Our List of Services

Petrosure Underwriting Managers through our intimate knowledge of the markets we specialize in and our intrinsic understanding of our client's needs, we are able to offer an excellent value proposition for our clients.



Herewith are some of the risks we underwrite but are not limited to:

- |  |   |
|--|---|
|  Service Stations - All brands   |  Wholesale Fuel Depots     |
|  Car Washes                      |  Motor Bike dealerships    |
|  Workshops                       |  Motor Spares              |
|  Towing and break down Companies |  Salvage Yards             |
|  Motor Dealerships               |  Vehicle Breakers          |
|  Panel beaters                   |  Engine Remanufactures     |
|  Fitment Centre's                |  Vehicle Body Building     |
|  Car hire companies              |  Vehicle Testing Companies |
|  Tyre Dealer Companies           |  Vehicle manufacturers     |
|  Auto Shuttle Companies          | And many more   |

## Mission Statement

To build strategic long term sustainable relationships with service providers by providing quality products and services at competitive prices whilst offering the best value proposition for our customers.

To exceed the exacting demands and challenges by providing a specialist multiperil one stop shop by being a total solutions for the fuel and motor traders insurance.



## Our Vision

To be the preferred insurance services provider within the liquid fuels and motor industry by providing leadership, quality products and in the process creating value for our stakeholders.

# Key Benefits

- Cover for cash in transit, credit-card fraud and personal accident assault under the money section
- Public liability inclusive of forecourt negligence cover where employees dispense the incorrect grade of fuel into a customer's vehicle, causing damage to the vehicle
- Car hire for third party affected by incorrect dispensing of fuel - R20,000
- Special defective workmanship for any work that still has to be handed over by insured to his client - R50,000
- Clients own vehicles up to 5 included under Motor traders section
- Sub-contractors included
- Excellent Road Side Assist with the AASA- Automobile Association of South Africa
- Business Interruption cover as a consequence of environmental impairment problems leading to site being closed down
- ATM cover
- All bullet proof glass covered
- Death in Service cover for cashiers, petrol attendants
- Compatibility cover under Business All Risks



## *Automatic extensions under the fire section include*

- Fuel leakage - Limited to R150 000
- Contamination of fuel - Limited to R150 000
- Subsidence and Landslip - Limited to R150 000
- Contents of fridges and freezers - Limited to R75 000
- Shade netting - limited to R50 000
- Damage to blinds, signage and canopies - limited to R50 000
- Damage to bollards, perimeter fence- R50,000
- Vehicles on premises - Accumulation limit R300 000
- Refrigerated stock - R75 000
- Fatal injury & Medical Extension - R15 000
- Damage to gardens, landscaping and playgrounds - limited to R15 000
- Claims preparation costs - limited to R50 000
- Claims preparation costs- R100,000
- Debris Removal- R100,000
- Post trauma counselling- R15,000

## *Automatic extensions under the Business Interruption section include*

- Additional increase in cost of working - limited to R300 000
- Customers - Unspecified
- Suppliers - Specified
- Suppliers Sub Contractors
- Prevention of Access - Extended cover
- Public Utilities - Extended cover
- Public Telecommunications - Extended cover
- Accidental Damage - limited to R100 000
- Claims preparation costs - limited to R100 000
- Franchise and Royalties(must be part of Fixed Expenses)

## *Automatic extensions under the Theft section include*

- Damage to Buildings - limited to R50 000
- Malicious Damage to contents - limited to R50 000
- Loss of Building Locks and keys - limited to R10, 000
- Goods not meant to be in the open- R10,000
- Watchman Extension/ Cost of boarding up - limited to R7500
- Cellphone Cards/Cigarette Limit- R20,000



## *Automatic extensions under the Money section include*

- Clothing and personal effects - limited to R5 000
- Locks and keys - limited to R10 000
- Cash till limits(combined) - limited to R10 000
- Credit card extension, includes customers absconding before payment - limited to R5 000
- Petrol Attendants - limited to R2 500
- Virtual Airtime - limited to R15 000
- Bilking - limited to R5 000
- Personal Accident Assault - limited to a Capital sum of R50 000 - maximum 5 persons)
- Receptacle- R25,000

## *Automatic extensions under the Public Liability section include*

- Wrongful Arrest and defamation - limited to R250 000
- Legal Defence costs - limited to R250 000
- Products liability including food poisoning - Limited to R1 000 000
- Defective Workmanship- R1000,000
- Special Defective Workmanship Liability- R50,000
- Spread of Fire Liability
- Forecourt Negligence - limited to R1 000 000
- Car Valet - limited to R100 000
- Fire extinguishing costs - limited to R20 000
- Umbrella Liability
- General & Tenants Liability

## *Automatic extensions under the Electronic Equipment section include*

- Reinstatement of data - limited to R25 000
- Increased cost of working - limited to R25 000
- Telkom Access lines -
- Incompatibility Cover -
- Transit and away from the premises-
- Failure of electricity supply



# PETROSURE

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