

# Targeted consultation on the review of the revised payment services Directive (PSD2)

Further details on FCE and the fuel card business model

4 July 2022



## 1. ABOUT FCE

Fleet Cards Europe (FCE) is a not-for-profit association (ASBL) established in Belgium in 2021 with the aim of representing the independent fleet/fuel card sector in Europe.

Our membership includes key independent players in this market which are headquartered and operate across the continent. Concretely, FCE members are active in all EU & EEA Member States, excluding Iceland, Malta and Cyprus.

FCE members represent a major share of the fuel cards market. Approximately a quarter of all fuelling in the B2B segment in Europe are purchased by fuel cards issued by one of the members of FCE.

Our membership includes:



Further information about FCE can be found on our website [www.fleetcardseurope.org](http://www.fleetcardseurope.org)

## 2. Fuel card business model

Fuel cards are an identification instrument which give access to a very limited range of goods or services. Fuel cards are not typical of a payment instrument as the authentication process that legitimises fuel card users is separate to the payments process. Fuel cards specifically do not initiate the transfer of funds and are not consumer focused, predominantly being used on a business-to-business basis. Unlike payment cards which are general-purpose, fuel cards are niche instruments which serve a very specific-purpose and can only be used in a limited way

Fuel Card Issuers operate under a "Buy and Resell" business model, based on independent contractual agreement between at least three parties (in B2B relationships), whereby the parties conclude supply transactions for fuels or other motor vehicle related supplies (hereinafter referred to uniformly as "fuel").

The fuel card business model operates as follows:

- Customer identifies themselves
- A mineral oil company sells fuel to the fuel card company ("fuel card issuer").
- The fuel card issuer sells fuel to the fuel card user (= customer of the fuel card issuer).
- Only the physical delivery of the fuel takes place directly from the mineral oil company to the fuel card user
- The transfer of legal ownership and settlement is based on independent contractual relationships.

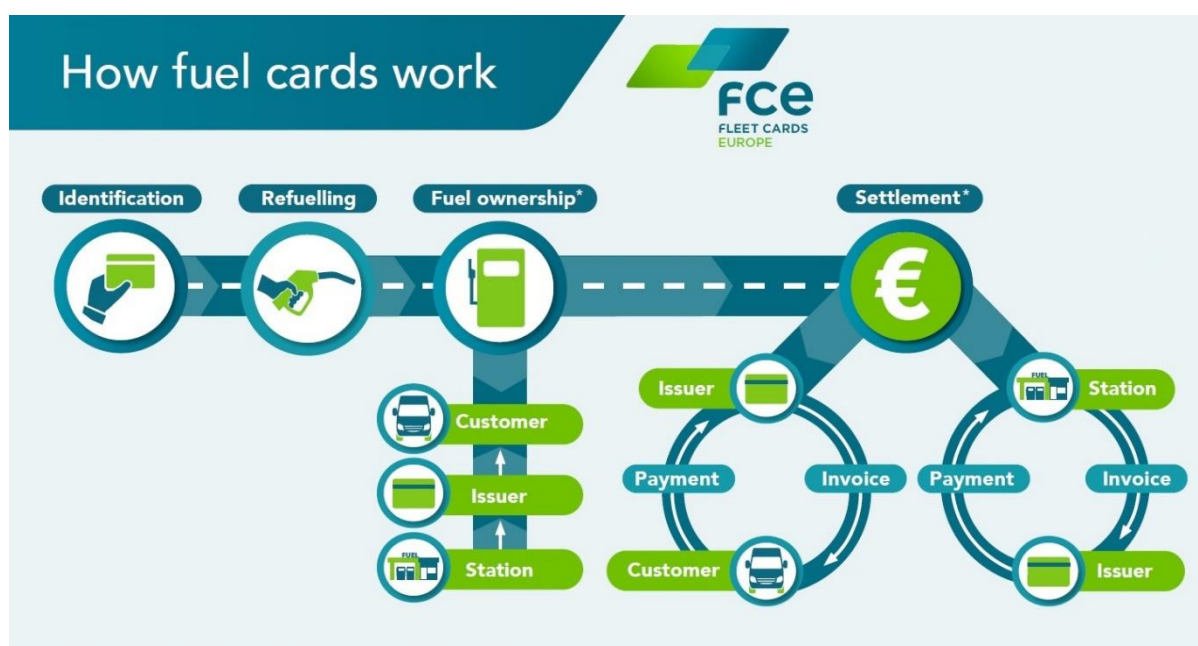


Figure 2.1 – Infographic – How Fuel Cards Work

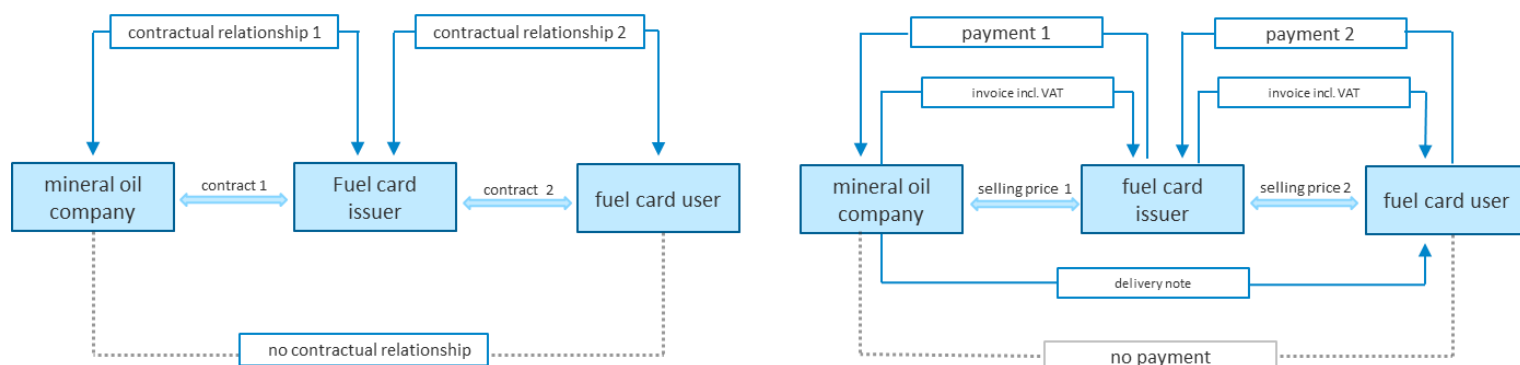


Figure 2.2 – Buy and Resell Business Model

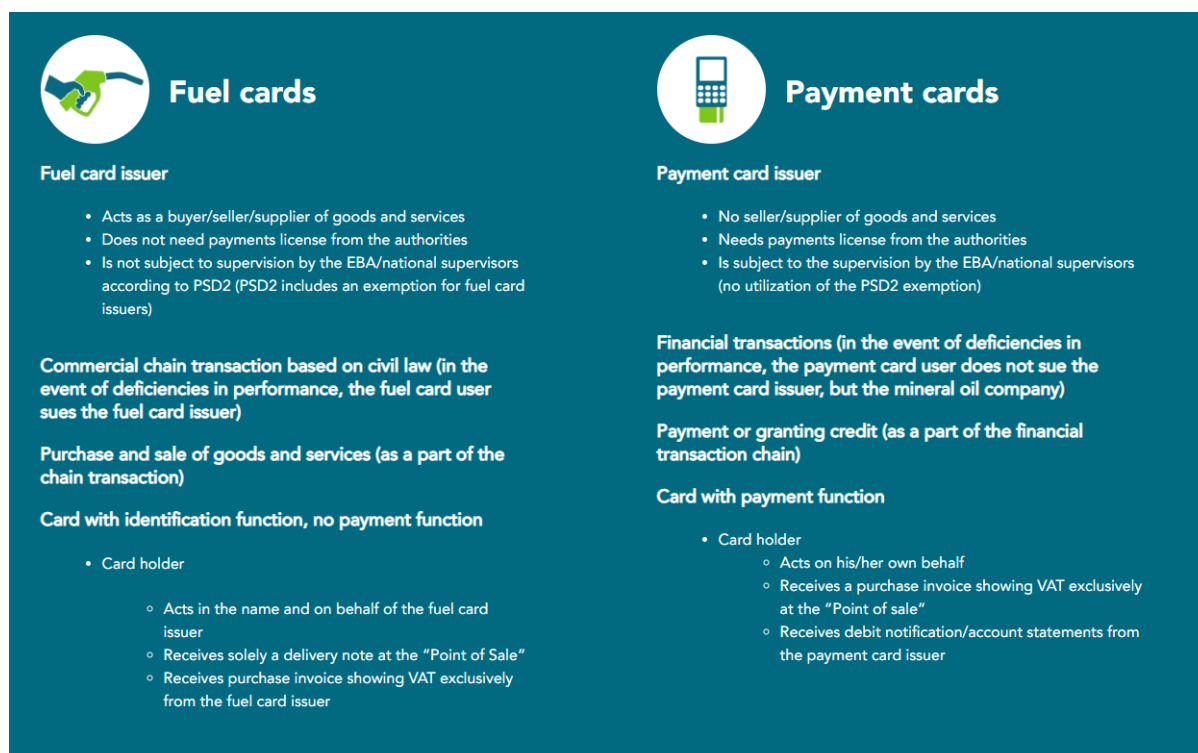


Figure 2.3 – Differences between payment cards and fuel cards