

# Board meeting Minutes 18 September 2025



## Minutes & Actions

### Meeting of the Board of Fleet Cards Europe 18 September 2025, 10.00 CEST

**Location** Online

**Chair** Pierre Jalady (PJ), Edenred

**Board members present** Attila Dsupin, (AD), Eurowag  
Jonathan Haseler (JH), Radius  
Sven Mehringer, (SM), DKV  
Kate Reichenbach, (KR), WEX  
Tetyana Zhelyuk (TZ), E100

Secretariat :  
Aurélie Decker Peigneur  
(ADP)

**Members representatives present** Antonio Chiesa (AC), DKV  
Delphine Chilese-Lemarinier (DCL),  
Edenred  
Matthias Maedge (MM), Eurowag

**Apologies** Altan Cörekci, (ACO), Corpay

- The meeting was **chaired by Pierre Jalady**.
- The **Secretary General, Aurélie Decker Peigneur, recorded the minutes**.
- In accordance with the **Statutes**, decisions were taken **unanimously** by all Directors present.
- The Chair **welcomed the newly appointed Directors** and **thanked the former President of Fleet Cards Europe** for steering the association over the past two years.

## DISCUSSION & RESOLUTIONS

### 1) Approval of the minutes of 26<sup>th</sup> of June meeting

**The Board approved the minutes of the Board meeting of 26 June 2025 without comments.**

## 2) FCE Strategic Plan 2026-2028

The Secretary General presented a brief assessment of past achievements and introduced a set of guiding questions to help shape the next Strategic Plan. Among her proposals, three overarching strategic priorities were suggested:

1. Strengthen ecosystem representation.
2. Reinforce policy influence and added value.
3. Boost visibility and engagement.

It was proposed to explore these priorities further through bilateral meetings with all Board members and a broader consultation of the membership – including associate members and working group participants – via a dedicated survey. This approach aims to foster stronger member engagement and ensure the strategy is tailored to all members' needs.

There was broad consensus among participants to maintain FCE's current vision and mission for the upcoming strategic cycle. The three proposed priorities were generally well received as a solid foundation. However, participants requested a more concrete and less theoretical approach, including detailed proposals on how to achieve these goals – such as stakeholder mapping, target setting, and a revamp of working group focus – supported by clear KPIs.

It was agreed that the Secretary General will proceed with the survey and bilateral meetings. Based on the feedback received, she will develop a detailed Strategic Plan for 2026-2028, along with a corresponding budget for 2026.

NEW ACTION	Deadline
The SECRETARIAT will launch member survey and schedule bilateral meetings with Board members.	September/October 2025
Based on the feedback, the SECRETARIAT will draft the Strategic Plan 2026-2028 and corresponding 2026 budget.	November 2025

## 3) New member acquisition

### a. Alignment on membership scope

The Secretary General presented to the Board the outcome of a preparatory discussion held with the new Executive Board members and the outgoing President regarding FCE's membership strategy. A detailed slide deck was shared with Board members ahead of the meeting.

The discussion led to the following proposal: FCE should aim to grow its membership both to improve representativeness and to ensure financial sustainability. It was suggested that the primary focus of this growth should be on independent fleet card companies, for which a long list of prospects has already been identified. **Board members agreed with this approach.**

Additionally, it was proposed to **launch a new working group on electromobility** to explore relevant topics for FCE and assess whether the association could position itself

competitively alongside other well-established organizations in this field. However, before launching the working group, **it was agreed that the Secretary General will first work on identifying and refining the topics to be tackled**, in collaboration with MM. This preliminary step will help ensure the group's focus is relevant, distinct, and avoids overlap with existing working groups – particularly the Sustainability Working Group, given the transversal nature of electromobility.

Once the scope is clearly defined, the Board will reassess the opportunity to formally launch the working group and, depending on its outcomes, evaluate whether to expand the prospect list to include electromobility actors. This phased approach was endorsed by the Board.

**Board members also agreed not to pursue payment companies as potential members.**

The case of oil companies was discussed in more detail: JH expressed concerns about potential misalignment and conflicting priorities with some oil companies, while SM reminded the group that several current Associate Members are oil companies (e.g., MOL). As a result, **it was agreed to limit oil companies to Associate Member status and to refine the prospect list to ensure alignment and avoid conflicts of interest.**

The Secretary General also reminded that outreach efforts to potential members are regularly reported to the Board, and that all membership requests are subject to Board approval.

NEW ACTION	Deadline
The SECRETARIAT, with support from MM, will assess relevant topics to define the scope of a potential Working Group (WG) on electromobility and ensure alignment with existing WGs, avoiding any overlap.	October/November 2025
The SECRETARIAT will incorporate the Board's decision into its ongoing outreach efforts to potential members.	Ongoing

**b. Update on past outreach actions and identification of new prospects**

The Secretary General informed the Board that the Membership Tracker has been updated. Recent outreach efforts have focused on PDI Technologies, Saltcreek, and Worldline.

The Chairman requested that the Secretary General recirculate the updated Membership Tracker and called on all Board members to review the list, fill in any missing information, and ensure that each identified prospect has a designated Full member responsible for the introduction.

NEW ACTION	Deadline
The SECRETARIAT to recirculate the updated Membership Tracker to all Board members.	22 September 2025

BOARD MEMBERS to review the list of prospects and to fill in missing information, especially where no responsible introducer is currently assigned.

November  
2025

#### 4) FCE business factsheets project proposal

The Chairman presented to the Board a proposal to develop FCE Business Factsheets aimed at providing concrete figures that highlight the weight and contribution of FCE members, thereby enhancing the association’s visibility. A detailed concept note was circulated ahead of the meeting, outlining potential indicators and two implementation options: conducting the project in-house or outsourcing it to an external provider.

Following a thorough discussion, **Board members unanimously agreed that this initiative is both timely and essential and should be treated as a top priority** in the coming weeks. **It was decided to launch the project in-house**, focusing initially on a limited set of indicators (3 to 5), and without conducting any desk research at this stage.

SM agreed to support the Secretary General in identifying and defining the relevant and feasible indicators – including the timeframes – ensuring consistency and robustness, and avoiding any double counting. Once the indicators are finalized, the Secretary General will collect the necessary data from full members. Depending on the results, the data collection may be extended to Associate Members.

Some members expressed reservations about involving a third party, citing concerns over the sensitivity of the data and the risk that an external provider might reuse the information independently or lack sufficient understanding of the sector to deliver meaningful results. These concerns reinforced the decision to proceed internally for the initial phase.

Based on the outcomes of this initial phase, the Board will consider how to update and expand the factsheets in the coming months or years.

NEW ACTION	Deadline
The SECRETARIAT will work with SM to define 3-5 robust indicators.	September/October 2025
The SECRETARIAT will launch internal data collection among full members.	October 2025
The SECRETARIAT will assess the feasibility of extending data collection to Associate Members.	October/November 2025
The SECRETARIAT will prepare the initial factsheets and present results to the Board.	November 2025
The SECRETARIAT will prepare a communication plan on how to further leverage the FCE key figures ahead of next Board meeting.	November 2025

## 5) FCE Financials

### a. 2025 Profit and Loss - budget update and forecast

The Secretary General presented a forecast of 2025 expenses, including both ongoing projects and a second scenario with potential projects still under consideration. In both cases, a positive financial outcome is anticipated.

The Treasurer confirmed that, from a budgetary perspective, everything is on track.

### b. Legal opinion on the opening of a second bank account

Prior to the meeting, a legal opinion was shared with Board members regarding potential restrictions under Belgian law on opening a second bank account and transferring funds to it. Due to time constraints, this item was not discussed during the meeting.

The legal opinion concluded that a Belgian ASBL is permitted to open a foreign bank account and may transfer association funds between accounts without breaching Belgian law.

## 6) FCE policy event, November 2025 - tbc

This item was not discussed during the meeting.

## 7) FCE's application to the Working Group on Monitoring Methodologies of CO<sub>2</sub> Neutral Fuels (WGMM)

The Secretary General informed the Board that the Sustainability Working Group has recommended that FCE apply for membership in the Working Group on Monitoring Methodologies of CO<sub>2</sub>-Neutral Fuels (WGMM). This coalition brings together companies and trade associations from across the automotive value chain and provides technical expertise to a body composed of Member State representatives and the European Commission. Its mission is to support the development and assessment of monitoring methodologies for CO<sub>2</sub>-neutral fuels (CNFs), and to advise stakeholders and policymakers at both national and EU levels, based on principles of technological neutrality and openness.

For FCE, joining WGMM represents a strategic opportunity to position fleet cards as a recognised CO<sub>2</sub> tracking solution for renewable fuels, which is currently not the case. MM emphasised the importance of participating in this group, noting that such recognition is essential to ensuring the future relevance of the fleet card industry, particularly within a technologically neutral framework.

**The Board gave its consent for FCE to proceed with the application for one year and acknowledged the associated annual membership fee of €6,500.** The Secretary General was tasked with pursuing the application and including the expense in the 2026 budget.

Progress on joining the WGMM will be reported within the Sustainability Working Group.

NEW ACTION	Deadline
The SECRETARIAT will apply for membership in the WGMM and include the annual membership fee in the 2026 budget.	October 2025

## 8) Working group activities - Updates from Chairs

### a. Payments

DCL informed the Board that the Working Group is closely monitoring the ongoing PSR/PSD3 legislative process. An advocacy plan is currently being implemented to safeguard the interests of the fleet card industry during trilogue negotiations.

A new position paper, finalised in July 2025, outlines the need for harmonised LNE requirements. Meetings have already taken place with the German and Luxembourg Financial Attachés, and additional meeting requests are pending with various Member States and Members of the European Parliament (MEPs).

Coalition-building efforts are underway with UPEI and ECFD. A joint analysis by FCE members of the European Commission's response—published on the EBA website—is in progress, as the response raised questions regarding the treatment of fuel cards under the Payment Services Directive. To seek further clarification, a meeting with DG FISMA is currently pending.

### b. Tax

DCL informed the Board that the Tax Working Group continues to monitor the implementation of the VEGA guidelines. As part of this effort, FCE has analysed the draft Dutch VAT decree. FCE's position will be shared with the Dutch employers' associations currently being consulted by the government, with the aim of relaying the fleet card industry's concerns.

Additionally, the group has launched an internal tool to track e-invoicing and e-reporting requirements across Member States.

The Working Group is still awaiting a response from Romanian authorities regarding the newly introduced turnover tax on fuel sales. In parallel, it is considering a public affairs initiative to ensure that fleet cards are excluded from the scope of this tax as of 2026.

Finally, a potential project—still under review—aims to clarify ETS2 reporting obligations for standard fleet card models.

### c. Sustainability

The Secretary General informed the Board that FCE contributed to the public consultation on the Clean Corporate Vehicles Initiative in early September. A response is also being prepared for the consultation on revised CO<sub>2</sub> standards for cars and vans, which will be submitted to the European Commission in early October.

A draft position paper titled "Driving Decarbonisation in Commercial Road Transport" is currently under development within the Working Group, with publication planned for Autumn 2025. An outreach strategy to promote this flagship publication is also being

prepared, including plans for a dinner debate at the European Parliament in Brussels (date to be confirmed by the host).

Additionally, the group has assessed the potential benefits of FCE joining WGMM, a coalition focused on CO<sub>2</sub>-neutral fuels (see item 7 on the agenda).

#### **d. Task Force on Market Compliance**

AC reminded the Board that in both Estonia and Lithuania, the current regulatory frameworks do not allow for two sellers to operate at the same fuel station—hence the launch of the compliance projects in these countries. Both projects are progressing well and are expected to be completed by the end of the year, with Lithuania slightly ahead in terms of progress.

In Estonia, FCE is awaiting a meeting with the Climate Ministry to discuss proposed amendments to the regulation governing fuel sales. A public consultation is expected to launch in October 2025, with the legislative amendment likely to be submitted in time for adoption by the end of the year.

In Lithuania, the Ministry of Energy has submitted a draft law for public consultation. FCE submitted its contribution at the end of August and continues to engage with the Ministry to address objections and questions raised during the consultation phase. The law amendment is expected to be submitted during the Autumn Parliamentary session.

Two potential new projects are currently under budgetary assessment. In Portugal, one offer has been received and a second is pending. In Greece, FCE is awaiting proposals from legal service providers.

#### **9) Publication of newly elected officials in the Belgian Official Gazette - for information**

This item was not discussed during the meeting due to time constraints.

#### **10) FCE website update - for information**

This item was not discussed during the meeting due to time constraints.

#### **11) FCE trademark registration - for information**

The Secretary General informed the Board that both “Fleet Cards Europe” and “FCE” have been successfully registered as EU trademarks with the European Union Intellectual Property Office (EUIPO). These registrations are valid for a period of 10 years, until April 2035.

The Board was also informed that a potentially conflicting EU trademark application for “FCE” has been filed, covering the same services as those included in FCE’s trademark registration. In response, **the Board approved the Secretariat’s proposal to oppose the application, provided that the associated costs remain in line with the €750 discussed during the meeting.**

NEW ACTION	Deadline
The SECRETARIAT will oppose the conflicting EU trademark.	October/November 2025

### Dates of next meetings - for information

The Secretary General will reach out to Board members to coordinate and confirm the date of the next in-person Board meeting, planned to take place in Brussels in December.

### CLOSING OF THE MEETING

There being no further business, the meeting was adjourned at 11:35. These **Minutes** have been reviewed and approved by the **President and the Secretary General**, in accordance with the Association's **Statutes**.

### SIGNATURES

For and on behalf of **Fleet Cards Europe ASBL**

**President:**

**Pierre Jalady**

**Date: 19.09.2025**

Signature: \_\_\_\_\_

**Secretary General:**

**Aurélie Decker Peigneur**

**Date: 19.09.2025**

Signature: \_\_\_\_\_