



FleetCor “Goes Live” in Three New European Markets for Shell

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NORCROSS, Ga.--(BUSINESS WIRE)--May 19, 2015-- FleetCor Technologies, Inc. (NYSE:FLT), a leading global provider of fuel cards and workforce payment products to businesses, announced today the successful conversion of Shell's SME Fuel Card Customer Portfolio in Belgium, France and the Netherlands to its full outsourcing program. With the launch of Germany and Austria in 2014, FleetCor is now providing full outsourcing services for Shell SME fuel card customers in five countries in Europe.

Under the terms of the agreement, FleetCor is responsible for a full outsourcing arrangement for Shell's SME fuel card customers, including sales and marketing to a specific fleet segment. The acquired customer base will benefit from optimized online fleet management services, including processing, servicing and more flexible billing models that are better tailored to save time and money.

FleetCor also has the exclusive rights to sell new euroShell fuel card accounts in the specific fleet segment in these five countries, to further build the business.

“We're excited to announce that we are now live and operating in five European countries, and look forward to converting additional countries in the second half of 2015,” said Ron Clarke, FleetCor Chairman and CEO.

As previously disclosed, FleetCor signed a European framework agreement covering the potential acquisition of Shell's SME fuel card portfolios in up to 13 markets in Europe.

About FleetCor

FleetCor is a leading global provider of fuel cards and workforce payment products to businesses. FleetCor's payment programs enable businesses to better manage and control employee spending and provide card-accepting merchants with a high volume customer base that can increase their sales and customer loyalty. FleetCor serves commercial accounts in North America, Latin America, Europe, Australia and New Zealand. For more information, please visit www.fleetcor.com.

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