FincoEnergies

Value Chain Analysis 1 & 2

24-07-2025 – Ruben Koster

General: Value Chain Position and ecosystem change

From our Transition Plan:

'FincoEnergies has deep expertise in managing liquid fuel supply chains. We are at the centre of sourcing, blending and distributing (low carbon) fuels. This value chain position comes with certain growth limitations regarding the expansion of our renewable fuel sales in both the mandatory and voluntary markets. Our current distribution model means that there are limits on market penetration among our resellers. While the position in a certain value chain theoretically can be changed by the merger of the various actors in the chain, a single company cannot change an ecosystem on its own. As becomes evident from our value chain overview below, we remain dependent on supply and end users to reach our targets collectively.'

After reviewing our supplier and customers base, we've decided to draft two value chains analysis focussing on clients. Due to the nature of our business, our supplier base is relatively small and independend from FincoEnergies.

Focussing on our customers, we've selected two prominent customer groups – resellers and logistical companies.

Value Chain Analysis 1: Fuel Supply to Resellers

Overview

This value chain concerns the distribution of fossil and biofuels by FincoEnergies to fuel resellers, who in turn sell to end-users at filling stations or other companies.

Chain structure

- Upstream: Feedstock → Refining
- Midstream (FincoEnergies): Trading → Supply → Terminals → Blending → Logistics
- Downstream: Reseller → Filling Station → End-user

Where emissions occur

The vast majority of GHG emissions arise during the end use of the fuel by final customers (scope 3 downstream). Upstream emissions from refining and feedstock logistics also contribute but to a lesser extent.

Where we have influence

FincoEnergies has direct influence on:

- The blend ratio (bio vs fossil) through product offering and client agreements
- Advising resellers on more sustainable alternatives
- Creating commercial incentives for higher bio-content fuels

We have limited influence on:

- End-user behavior
- Market demand for fossil fuels
- Emissions embedded in refinery processes (scope 3 upstream)

Reflecting on the decarbonisation levers in our transition plan, this will account for around 2 MT of reduction. An increase in OBE emissions throughout the value chain is to be expected, next to a strong decline in scope 3 emissions.

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Value Chain Analysis 2: Fuel Supply to Transport Companies (Truck Sector)

Overview

This value chain involves the supply of biofuels and fossil fuels to professional transport companies, primarily heavy-duty road freight clients.

Chain structure

- Upstream: Feedstock → Refining
- Midstream (FincoEnergies): Trading → Supply → Terminals → Blending → Logistics
- Downstream: Transport company → Truck-based consumption

Where emissions occur

As with other liquid fuel chains, the majority of emissions arise during use of the fuel in transport fleets. Upstream refining and distribution have smaller but measurable footprints.

Where we have influence

FincoEnergies has direct influence through:

- Commercial and technical discussions with clients about switching to higher bioblends
- Launching pilot programs for biofuels
- Developing a charging proposition for electric trucks (early phase)

Our influence is limited on:

- Broader fossil fuel market dynamics
- Technical vehicle specifications and OEM standards
- Refinery emissions not under our control

Reflecting on the decarbonisation levers in our transition plan, this will account for around 1 MT of reduction. An increase in OBE emissions throughout the value chain is to be expected, next to a strong decline in scope 3 emissions.

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