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MEKO strengthens its focus on heavy vehicles through a new strategic collaboration

MEKO is expanding its efforts in heavy vehicles. Through a new strategic collaboration, MEKO becomes a supplier to Sweden's largest independent truck workshop chain, Malte Månson Verkstäder. The agreement further solidifies MEKO's position in Sweden while enabling Malte Månson Verkstäder to accelerate its expansion.

"Heavy vehicles is one of MEKO's priority areas and one in which we are growing successfully. We have established operations in Norway, Finland, Sweden, and are on the verge of adding Denmark to the list. With this agreement, we are taking another important step as the leading supplier in Sweden," says Pehr Oscarson, President and CEO of MEKO.

MEKO's revenue in the heavy vehicle sector has grown by 25 percent since 2018, today surpassing over SEK 500 million. The goal is to continue aggressive growth with profitability.

Malte Månson Verkstäder is the largest independent truck service chain in Sweden, with 17 workshops. The company is in an expansion phase, achieving an organic growth rate of 23 percent in the first half of 2023. The company has a long-term plan to multiply its revenue by 2026.

The collaboration takes place through one of MEKO's Swedish subsidiaries, MECA, which with its 54 express warehouses offers multiple daily deliveries of spare parts, training, and service. The agreement with Malte Månson Verkstäder includes spare parts deliveries, training in electrified trucks, and a sustainability project aimed at increasing the use of environmentally friendly lubricants.

"Our success lies in providing fast and high-quality services so that trucks can operate profitably instead of incurring significant costs while awaiting repairs. This gives us a unique position in itself. Through the collaboration with MEKO, our service facilities are guaranteed future-proof training and immediate deliveries, as no one else offer something that will give us more strength in our expansion. This will benefit customers across Sweden in the future," says Staffan Lindewald, CEO of Malte Månson Group.

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