

TODAY'S PRESENTERS



Pehr Oscarson
President & CEO

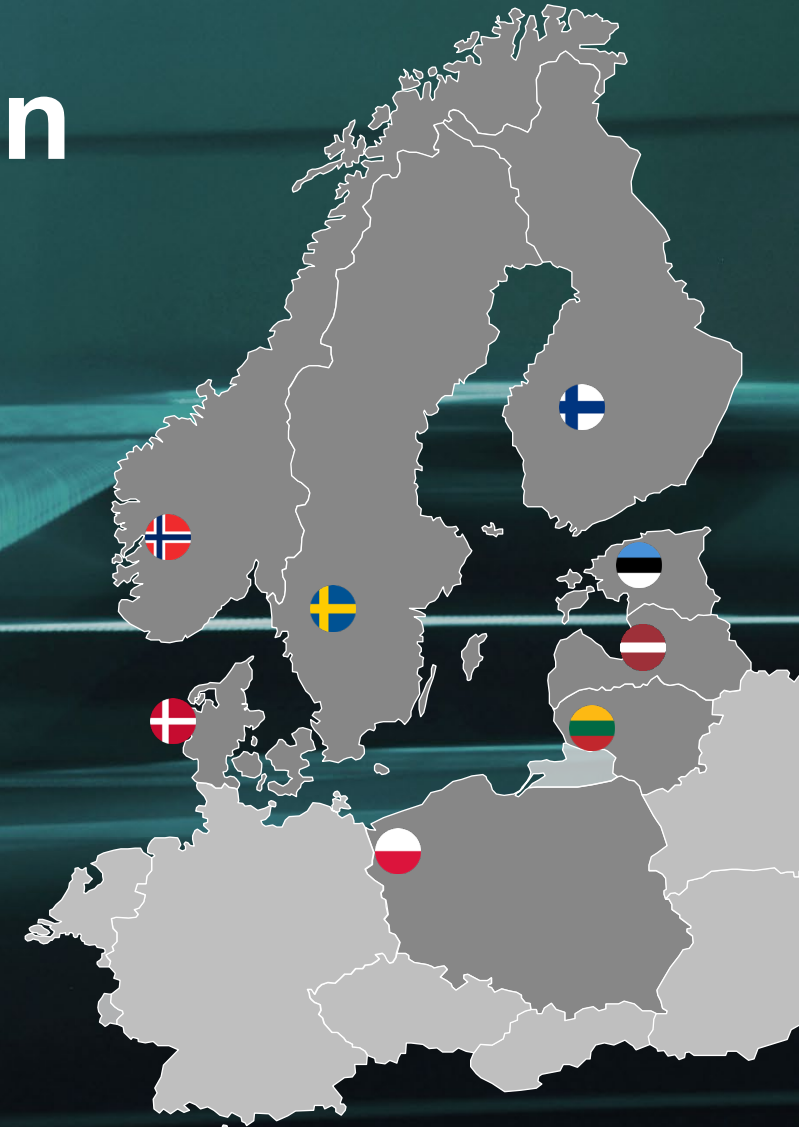


Åsa Källenius
CFO

MEKO strengthens its position in Northern Europe

- Agreement to acquire Koivunen
- Establishing market leadership in Finland and Estonia
- Establishing presence in Latvia and Lithuania

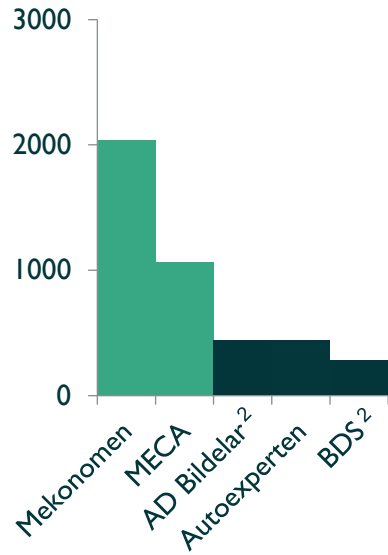
June 14, 2022



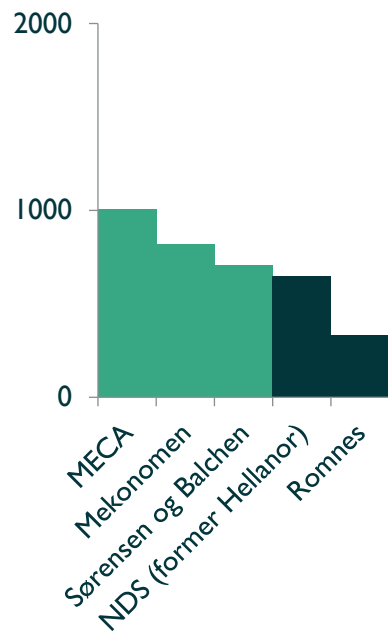
Market leaders in five out of six markets

Competition overview, net sales in local currency million¹

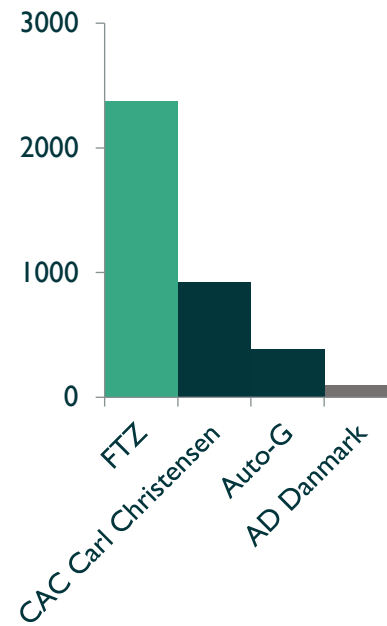
Sweden



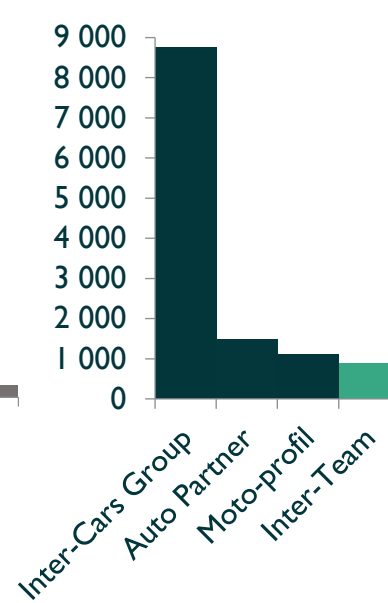
Norway



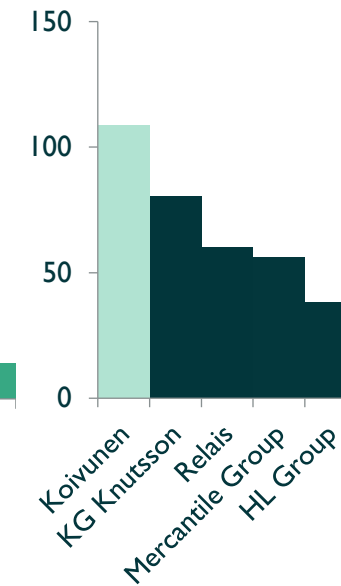
Denmark



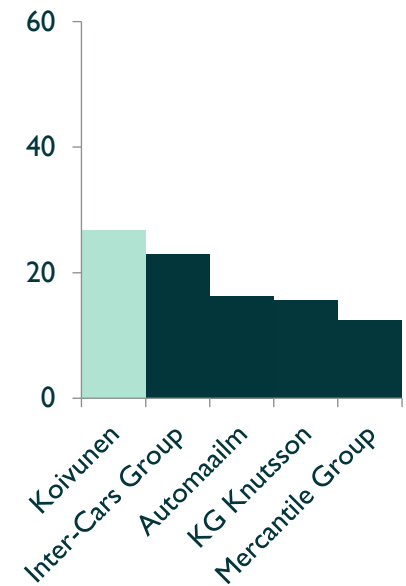
Poland



Finland³



Estonia³



1) The net sales figures are taken from the latest published official numbers available

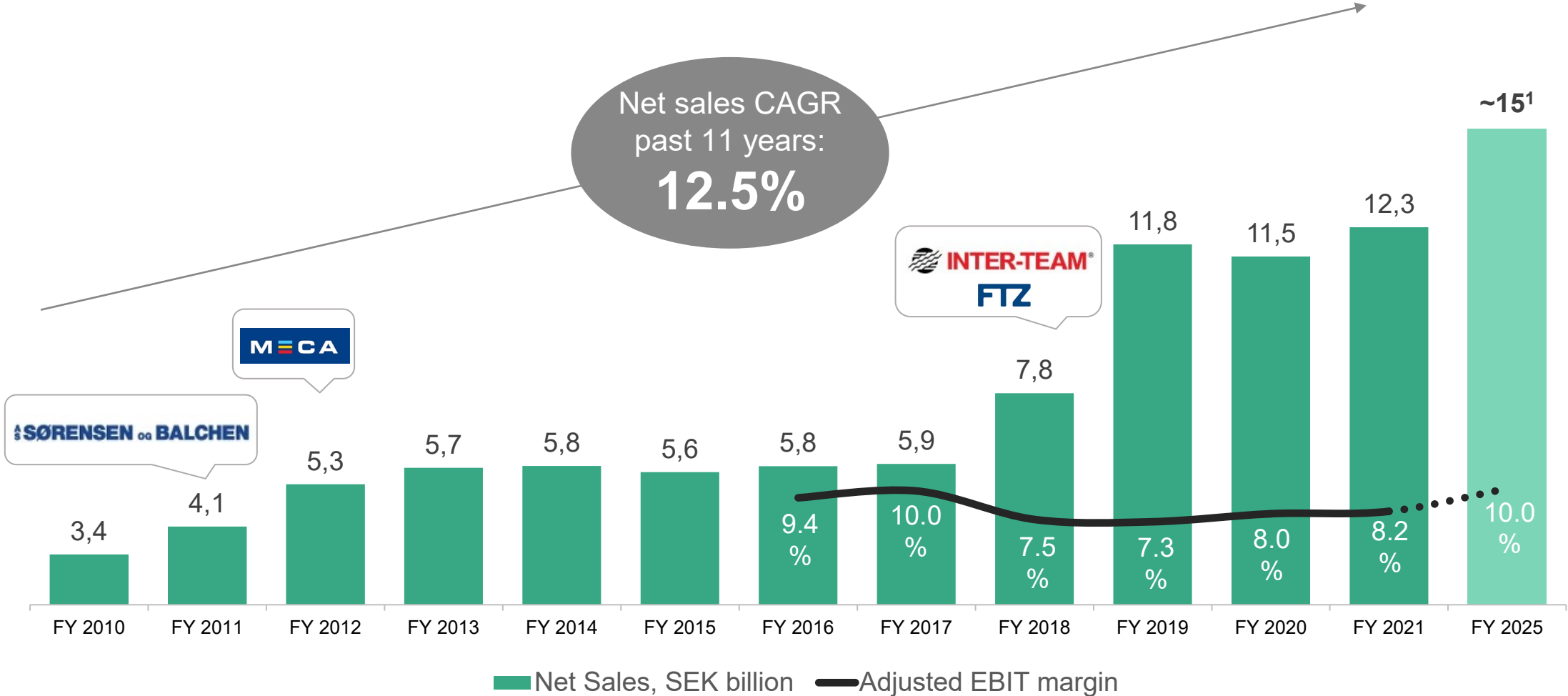
2) Net sales in wholesale business

3) Source: Wolk, The Car Aftermarket in Finland and Estonia 2020



PROVEN HISTORY OF CREATING VALUE THROUGH ACQUISITIONS

Proven track record of profitable growth

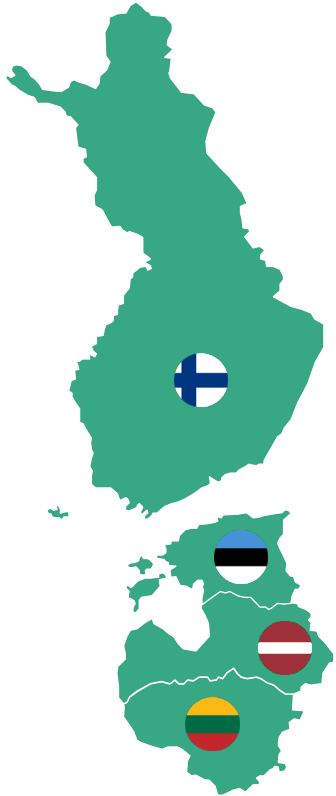


1) Based on MEKO's adjusted long-term financial targets



NEXT STEP: EXPANDING IN FINLAND AND THE BALTICS

Koivunen – strong history and position



#1

Market position¹ in
Finland and Estonia

Baltic presence

Operations in
Estonia, Latvia and
Lithuania

**Fragmented
markets**

With growth potential

SEK ~1,740m

Net sales in 2021

~5.6%

EBIT margin in 2021

~70% / 30%

Net sales split
between Finland and
Baltics

1927

Founded

~700

Employees

85% / 15%

Net sales split
between OEM
brands and private
label

Service chain concept

- The leading nation-wide vehicle spare part and accessory distribution chain in Finland founded in 2005
- Close to 400 entrepreneur driven and own branches and workshops
- 156 branches and 217 workshops



Note: Exchange rate (EUR/SEK) of 10.49

1) Independent car aftermarket

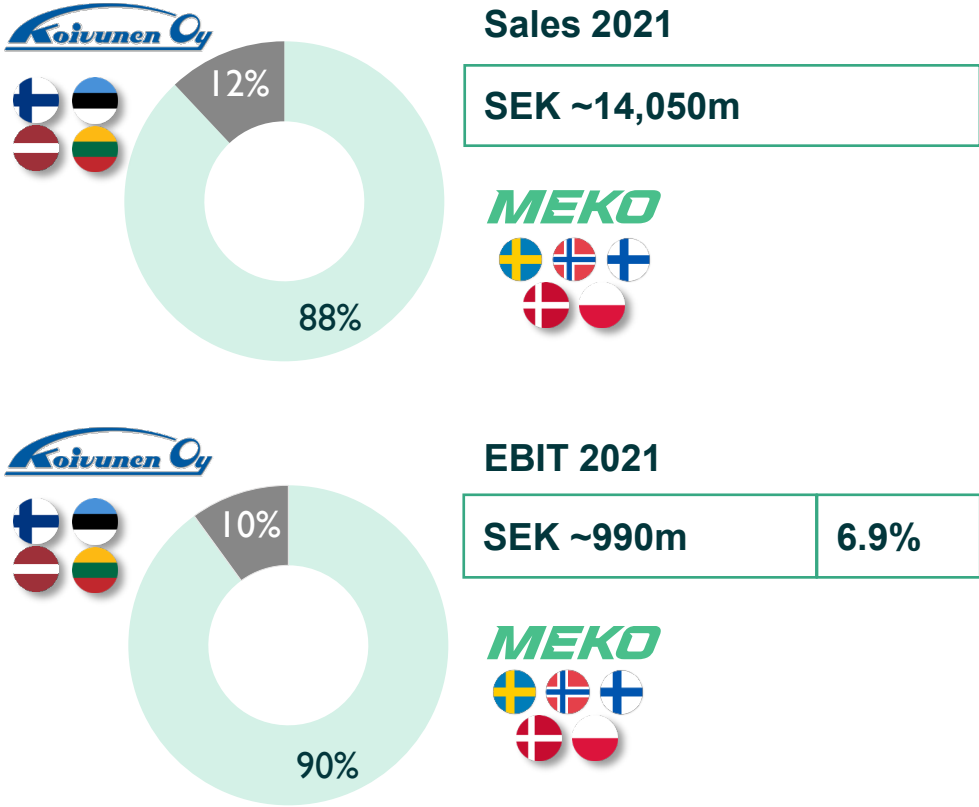
MEKO with Koivunen – Market leader also in Finland and Estonia

Geographic presence

- Gaining market leadership in Finland and Estonia
- Entering Latvia and Lithuania, to complete presence around the Baltic Sea



Illustrative combined sales and EBIT



Note: Exchange rate (EUR/SEK) of 10.49

Strong rationale in acquiring Koivunen

Strategic fit and market position

- Gain market position and continue growth through scale and synergies
- Benefits from sharing best practice between operations in the Nordics, Poland and Europe/USA through main owner LKQ
- Contributes to the “surrounding the Baltic Sea” vision of MEKO through strengthening existing operations in Finland, and adding new presence in Estonia, Latvia and Lithuania

Participation in ongoing consolidation

- Driving consolidation in Northern Europe by acquiring the leading player in Finland and Estonia
- Ensuring superior market position, scale and resources across all markets surrounding the Baltic Sea
- Acquiring a high-quality company with nation-wide presence, attractive offering of leading brands and best-in class customer service

Economies of scale to further strengthen position

- MEKO brings purchasing power and terms from the largest players in Europe (LKQ & MEKO) and opportunities with common private label, sourcing, digitalization and concept development
- Synergies and efficiency gains through economies of scale in MEKO’s current operation in Finland from distribution and warehousing

Attractive value creation potential

- Acquisition at an attractive post-synergy EV/EBITDA valuation of ~7.5x
- EPS-enhancing acquisition with no dilution effects SEK 1.50 – 2.00
- Limited post acquisition impact on Net debt/EBITDA, approximately 0.7x

Large potential in the Finnish and Baltic markets

Finland



- The market size of Finland is EUR ~1.7 billion with historical growth of 3% p.a.
- 50% higher car density than the European average along with a growing and aging car fleet
- Average age of car fleet: 12.4 years
- Majority of distributors are small, and no significant consolidation trend in the market

Baltics Estonia, Latvia, Lithuania



- The market size of the Baltics is EUR ~0.9 billion with historical growth of 5% p.a.
- Growing and aging car park
- Average age of car fleet in years:
Estonia: 16.7
Latvia: 14.1
Lithuania: 16.9
- Very fragmented wholesale/distributor market with increasing consolidation pace

Source: Wolk, The Car Aftermarket in Estonia, Latvia, Lithuania and Finland 2020

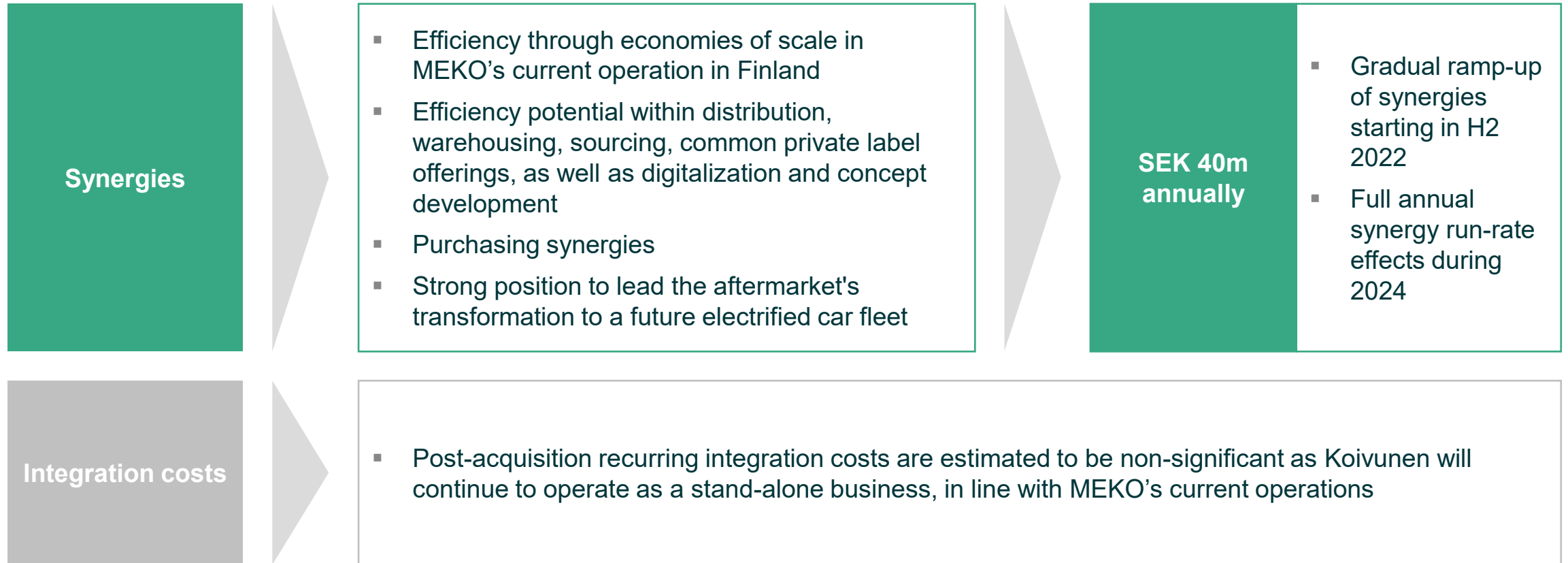
Attractive transaction terms

The acquisition	EUR 122m SEK 1,280m¹ Enterprise value	9.9x EV/EBITDA pre-synergies ²	~7.5x EV/EBITDA post-synergies ²
Transaction	<ul style="list-style-type: none">▪ The transaction will be financed with cash through existing liquidity and bank facilities▪ Transaction costs for the acquisition are estimated at SEK 25 million▪ Synergy potential of SEK 40 million, with full effect in 2024▪ Properties owned by Koivunen constitute a material part of the transaction value		
Timetable	<ul style="list-style-type: none">▪ Closing of the Koivunen acquisition is expected during the third quarter of 2022		

1) Exchange rate (EUR/SEK) of 10.49

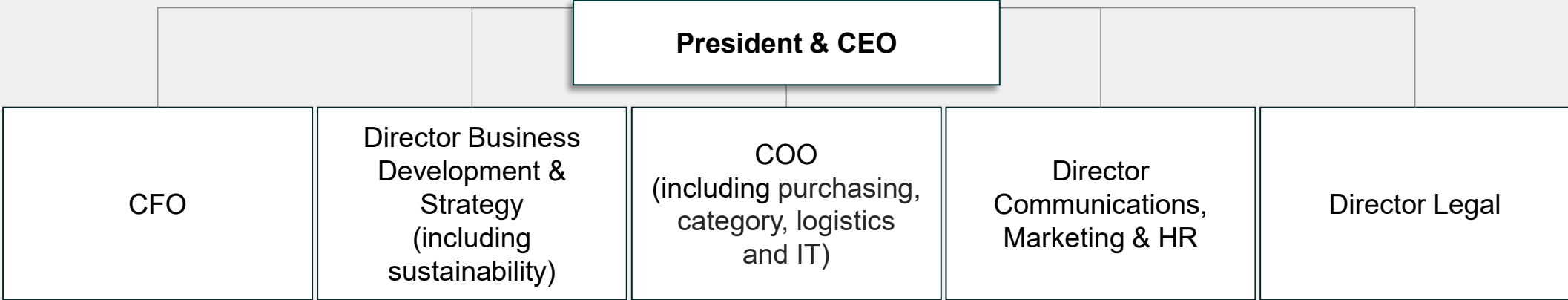
2) Reported 2021 Koivunen financials

Significant synergy potential

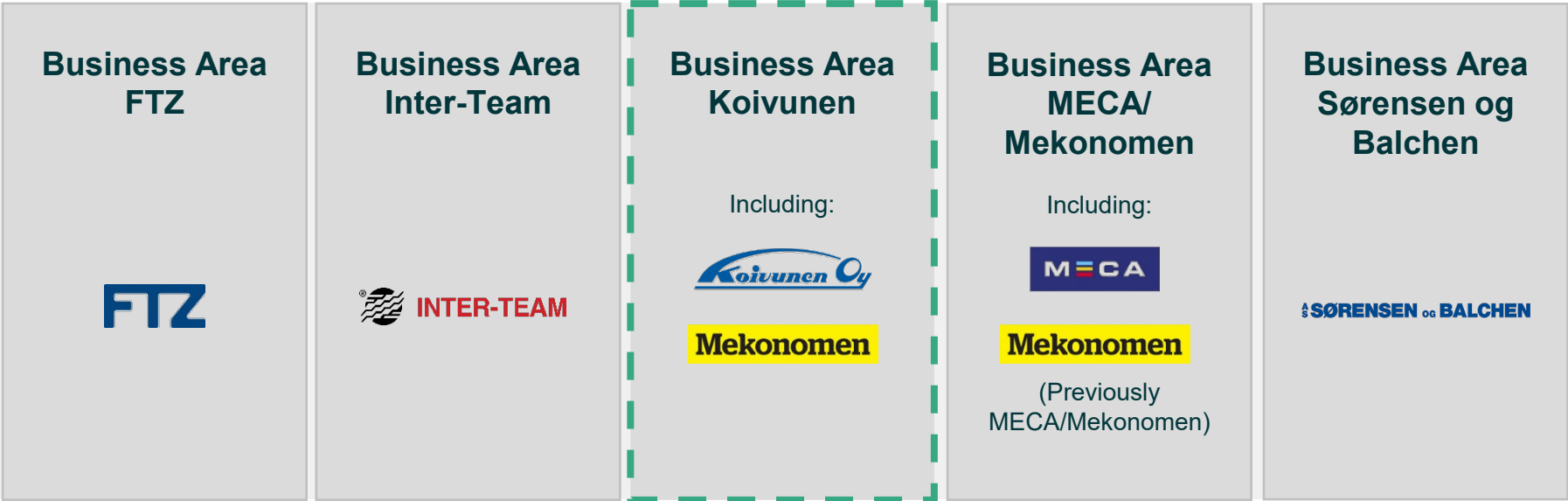


Koivunen will fit well into MEKO structure

GROUP MANAGEMENT



BUSINESS AREAS



Summary – acquisition creates size and great potential

Profitable growth potential through geographic expansion around the Baltic Sea

Established market leader in Sweden, Norway, Denmark, Finland and Estonia

Gaining presence in Estonia, Latvia and Lithuania

Significant synergy potential

Creating size and economies of scale in a changing market with rapid development

Value accretive acquisition

**WE ENABLE MOBILITY – TODAY,
TOMORROW AND IN THE FUTURE**

APPENDIX

Carefully selected acquisitions have strengthened the Group

