

# Fleet Complete Has Acquired Ecofleet

MHT PARTNERS - THE PREEMINENT ADVISOR TO INNOVATIVE, NICHE MARKET LEADERS



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MHT Partners is proud to announce Fleet Complete, the fastest-growing provider of IoT solutions in the connected commercial vehicle space, has acquired Ecofleet, the leading fleet telematics player in the Nordic and Baltic regions. MHT Partners served as exclusive advisor to Fleet Complete in this transaction.

Ecofleet is the current top telematics provider in the northern European market, offering cost-effective, high-benefit mobile asset management solutions in Denmark, Finland, Sweden, Norway, Estonia, Latvia, and Lithuania. The company has over 80,000 subscribers across small-to-medium businesses and large enterprise fleets, expanding Fleet Complete's subscriber base to over 110,000 in Europe and over 400,000 globally.

"Ecofleet has a tremendous team of professionals, amazing product and innovative technology, which we look forward to incorporating into our global offering," comments Tony Lourakis, CEO of Fleet Complete. Lourakis adds, "Leveraging Ecofleet's immense success and combining it with Fleet Complete's expansive IoT infrastructure and mobile carrier partnerships, we will be able to establish a powerful global IoT platform that will help more fleet-owning businesses around the world thrive."

Kevin Jolley, Managing Director, MHT Partners, states "Fleet Complete's acquisition of Ecofleet is a highly strategic transaction. The combination provides Fleet Complete with a leading position in the northern European telematics market, which is poised for a substantial growth, adds complementary technology to Fleet Complete's portfolio, and creates new growth opportunities for both businesses. We are honored to have represented Fleet Complete in this transaction and look forward to continuing our working relationship with Fleet Complete's outstanding team as the company continues to execute on its global expansion strategy."

## About Fleet Complete

Fleet Complete is a leading global IoT provider of mission-critical fleet, asset and mobile workforce management solutions. Servicing over 400,000 subscribers and over 30,000 businesses worldwide, the company maintains key distribution partnerships with AT&T in the U.S., TELUS in Canada, Telstra in Australia, and T-Mobile in Europe. It remains one of the fastest-growing companies in North America, having won numerous awards for innovation and growth. For more information, please visit [www.fleetcomplete.com](http://www.fleetcomplete.com)

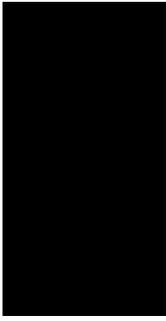
## About Ecofleet

Ecofleet is an international software company that specializes in GPS-based fleet and team management solutions. Its focus is on optimizing car fleets and workflows to help customers reduce costs and increase revenue. Ecofleet is one of the leading telematics providers in Scandinavia, the Baltic countries and Eastern Europe with presence in over 20 countries, servicing 80,000+ vehicles. For more information, please visit [www.ecofleet.com](http://www.ecofleet.com)

## About MHT Partners

MHT Partners is a national middle market investment bank focused on





representing innovative leaders in growth markets. The team at MHT Partners assists clients with seller advisory, acquisition advisory, corporate finance and strategic advisory assignments across a range of dynamic and growing industry verticals: business & information services; education; healthcare services and consumer growth.

The MHT Partners' team was led by Kevin Jolley.