

CROSS-BORDER TRANSACTION

Acquirer: Undisclosed North American infrastructure investor
Company Purchased: Ontario Excavac



O N T A R I O
EXCAVAC

DEAL FACTS

Date	October 1 st , 2021
Type of Transaction	Cross-Border
Sector	Business Services (Waste Management)
Deal Value	-
Global M&A Partners	Brown Gibbons Lang (US) and Crosbie (Canada)

THE TRANSACTION AND GMAP'S DEAL INPUT

- Browns Gibbons Lang & Company and Crosbie & Company acted as sell side advisors to Ontario Excavac
- The Company's operating results had been significantly impacted by the Covid-19 pandemic
- BGL and Crosbie worked with management to present the operating results on a normalized basis and built a strong business case for a rapid recovery and continued growth
- The Company was marketed to a cross-section of strategic and financial buyers across North America
- The sale process surfaced multiple offers that resulted in a premium valuation based off the Company's normalized operating results
- The advisors successfully negotiated a deal structure on behalf of the vendor, a private equity group, that included a very short closing period, all-cash consideration and limited holdbacks

ABOUT ONTARIO EXCAVAC

- Headquartered in Vaughan, Ontario, Ontario Excavac is a leading underground utility services platform providing a diverse suite of essential services to premier gas, water, and electric customers in the Greater Toronto region.
- Ontario Excavac's broad service offering, expansive fleet of specialty vehicles, and commitment to safety and environmental sustainability make the company an important strategic partner to its customers.

GLOBAL M&A

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