

TRANSACTION ANNOUNCEMENT



THE CLIENT

Creative Door Services Ltd. (“CDS” or the “Company”) is the dominant supplier, installer and provider of preventative maintenance and repair services of overhead, sectional and specialty doors in Western Canada. Such doors include residential garage doors, sectional doors for commercial/industrial facilities and a myriad of specialty doors and related products. Headquartered in Edmonton, Alberta, CDS serves Western Canada through an extensive distribution channel of sales branches and numerous authorized dealer relationships.

THE TRANSACTION

CDS was acquired by Overhead Door Corporation of Lewisville, Texas. Overhead Door is a leading manufacturer of integrated doors and operator systems for commercial, industrial, and residential applications under the Overhead Door, Wayne-Dalton and Genie brands. Overhead Door is a subsidiary of Sanwa Holdings Corporation of Tokyo, Japan.

HOW WE HELPED

The Company was principally owned by two institutional equity investors who had held their investment since 2005. The shareholders and management believed that to truly leverage CDS’ dominant market position and unique business model, being aligned with a more expansive and strategic organization would be optimal.

We designed and conducted a comprehensive marketing process to introduce the opportunity to a wide range of prospective strategic and financial purchasers. After expeditiously narrowing discussions down to a select number of finalists, we assisted in management presentations, creating and administering the data room, negotiation of transaction terms articulated in a letter of intent and the development of definitive agreements and schedules thereto.

“MMCA conducted a thorough and professional process to assist Creative Door in combining with a strong partner for the future while maximizing value for the shareholders. From the start of the process through to Closing, they were key partners in getting the deal done. The MMCA deal team was responsive, respectful of management’s time and extremely focused on the process.” - James Cumming, President, CDS