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**PROPRIETARY**

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## Concours Mold looking for industrial molding buys in new verticals, CEO says

16 JAN 2020

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Concours Mold, a private equity-backed maker of steel molds and tooling primarily for plastic automotive components, aims to expand into new verticals and continents via M&A, according to CEO Tony Nardone.

The Windsor, Ontario-based company sees aerospace, medical, and industrial molds as logical expansion points, Nardone said, along with acquiring 3D printing capabilities.

He added that the company, which also operates in the US and Mexico, has its sights set on EU and Asia footholds but did not name specific countries.

Concours would also look at companies with software and technology assets to boost its engineering offerings, he continued.

Nardone said Concours does not have a fixed number of deals planned, and could do another two to three deals this year for the right fit. On 14 January, Concours said it had acquired the assets of Windsor-based Valiant Tool and Mold, its first deal since its May 2019 acquisition by Crestview Partners.

According to a company press release, Crestview bought Concours as the platform for a USD 200m consolidation plan in steel molds and tooling.

Nardone said that while all sizes of acquisitions are on the table, the industry has few other companies the size of Concours, which he said generates approximately CAD 80m-100m in revenue.

The company could consider a merger with another company at its level, but Nardone said the field is heavily populated with companies generating CAD 50m or less.

He said Concours employs around 400 people in total.

The assets of Valiant, equipment and an Ontario facility, were acquired after Valiant's parent company decided the business was noncore, he said. That facility allows Concours to set up a location dedicated to engineering changes and services for customers, significantly reducing lead times and easing the integration of changes into parts in production, he explained.

Concours handled the acquisition internally and was already aware of the assets, Nardone said.

He declined to provide a revenue estimate or growth goals under Crestview's ownership, but said the intent is to become an integrated, global platform for molding and 3D printing.

Scotiabank has provided financial advice to Concours in the past, while Borden Ladner Gervais LLP and Holden & Moorhouse Professional Corporation have served as legal advisors. Gibson, Dunn & Crutcher LLP and Stikeman Elliott LLP have provided legal advice to Crestview in the past.

by Andy Serbe in Los Angeles

Grade: Confirmed

#### TARGET

**Concours Mold Inc.**

Previous Financial advisor

[Scotiabank](#)

Previous Lawyer

[Borden Ladner Gervais LLP](#)

[Holden & Moorhouse Professional Corporation](#)

#### VENDORS

**Crestview Partners, LP**

Previous Lawyer

[Gibson, Dunn & Crutcher LLP](#)

[Stikeman Elliott LLP](#)

#### BIDDERS

**Concours Mold Inc.**

#### Countries

Canada

#### States

Ontario

#### Sectors

Automotive

Industrial products and services

Manufacturing (other)

#### Sub-Sectors

Automotive components

Industrial Services

Industrial equipment and machinery

Iron and steel production

#### Topics

Bolt on/Oppportunistic

Companies for sale

Cross Border

Market Entry

Private equity related

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