



JMC Capital Partners is a Boston-based private equity firm that executes an operationally focused Platform Strategy acquiring technology-driven Industrial Products companies in the underserved Lower-Lower market.

### KEY INVESTMENT CRITERIA

- Product or applied technology sold to industrial or commercial customers
- Revenues between \$10mm-\$40mm
- In a substantial, fragmented market
- Neither a seller of heavy capital equipment nor a business that requires it
- Based in North America

### SECTORS OF INTEREST

- Specialty Packaging Materials
- Test & Measurement Devices
- Ruggedized Devices
- Industrial & Building Automation
- Thermal Management
- Air & Liquid Filtration
- Fluid Handling
- Smart City Hardware
- Specialty Coatings
- Process Instrumentation & Controls
- Industrial Valves

### OPERATIONAL MINDSET

The founders at JMC come from operating backgrounds within the Industrial Products market. It is from this experience that we understand the operating issues that surround businesses and serve as collaborative partners and a value-added resource to our management teams.

### TIMELY TRANSACTIONS

We know speed and certainty to close are critical to sellers. We are able to streamline the process because we only invest in the Industrial Products sector. Our decision makers are involved in every transaction so we are able to act quickly.

### INTEGRATION STRATEGY

Our Platform Strategy is based on a shared vision and an operating plan that maximizes business value. Success is achieved with a time-tested integration strategy, operational best practices, and prudent capital structures within technology-driven Industrial Products businesses.

### JMC BUSINESS DEVELOPMENT CONTACTS

**Todd Rainville**  
Partner  
trainville@jmccp.com  
617-670-2611

**Scott Tucker**  
Vice President  
stucker@jmccp.com  
617-670-2629

**Kevin Greener**  
Vice President  
kgreener@jmccp.com  
617-670-2632

## CURRENT INVESTMENTS

**Platform**



CIVIQ Smartscapes designs and manufactures interactive digital signage and kiosk systems.  
**January 2015**

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**Add-On Acquisitions**



**May 2016**  
Scarborough, Ontario



**June 2016**  
Chicago, IL

**Platform**




Comark designs and manufactures ruggedized Human Machine Interface (HMI) devices.  
**August 2013**

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**Add-On Acquisitions**



**June 2014**  
Ann Arbor, MI



**December 2014**  
Corcoran, MN

**Platform**



Unipower designs and manufactures industrial power supplies and critical back-up power systems.  
**December 2013**

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**Add-On Acquisitions**



**September 2007**  
Hatfield, PA



**January 2011**  
Danbury, CT



**May 2011**  
Titusville, FL



**August 2011**  
Brookfield, CT




**December 2014**  
Dunlap, TN



**January 2015**  
San Jose, CA

**Platform**



CityBridge is the first-of-its-kind communications network that provides the fastest available municipal Wi-Fi system.  
**December 2014**

## HISTORICAL REPRESENTATIVE INVESTMENTS OF THE PLATFORM STRATEGY\*



TACC formulates and manufactures industrial adhesives for the construction markets.



STA-PUT manufactures industrial adhesives and sealants packaged in unique aerosol canisters.



Kingco produces industrial adhesives and sealants for the HVAC industry.



TITECO formulates and manufactures adhesives and sealants in aerosol canister packaging.



Miracle formulates and manufactures industrial adhesives for construction applications.



Columbia Cement manufactures industrial adhesives, and is the largest global supplier of contact adhesives.



NorthStar formulates and manufactures industrial adhesives and sealants for the HVAC market.



LTK formulates industrial adhesives for the construction and woodworking industries.




Eurotherm designs and manufactures measurement instrumentation for process control applications.




Aqualine Resources is a commercial energy management company offering design and retrofit services.



Quasar Technologies designs and manufactures Ethernet Smart Switch products.



Precast Specialties designs and manufactures precast concrete architectural products.



CBL Systems produces communications switches for LonWorks and Ethernet applications.

\*The investments included above are those that utilized the Platform Strategy. Some non-Platform Strategy investments were excluded.

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