

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. JMC manages \$325 million in private equity capital.

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

- Industrial IoT
- 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 & Controls

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



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CURRENT INVESTMENTS

Platform



CIVIQ is a rapidly growing, global provider of Smart City infrastructure and applications.
January 2015

Add-On Acquisitions




January 2016
Chicago, IL




May 2016
Scarborough, Ontario

Platform




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


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, GA

Platform



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

Add-On Acquisitions



June 2014
Ann Arbor, MI




December 2014
Corcoran, MN



July 2017
Lehigh Acres, FL

Platform



CityBridge is the first-of-its-kind engagement communications network providing the fastest available municipal Wi-Fi and other Smart City applications to NYC.
December 2014

REPRESENTATIVE PAST INVESTMENTS*

Platform



Source Code is a leading manufacturer of dedicated servers for ISVs and end users, and a provider of Managed IT Services.
May 2018

TACC INTERNATIONAL

TACC formulates and manufactures industrial adhesives for the construction markets.

STA-PUT

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

KINGCO

Kingco produces industrial adhesives and sealants for the HVAC industry.

TITECO

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

MIRACLE

Miracle formulates and manufactures industrial adhesives for construction applications.

QUALIBONDS

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

NorthStar Chemicals, Inc.

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

LTK Sales Co.

LTK formulates industrial adhesives for the construction and woodworking industries.

EUROTHERM CONTROLS

Eurotherm designs and manufactures measurement instrumentation for process control applications.

AQUALINE RESOURCES, INC.

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

Quasar TECHNOLOGIES

Quasar Technologies designs and manufactures Ethernet Smart Switch products.

Precast Specialties Corp.

Precast Specialties designs and manufactures precast concrete architectural products.

CBL Systems

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. The full list of all JMC investments is available upon request.

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