

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

- Industrial IoT
- Test & Measurement Instrumentation
- Ruggedized Devices
- Industrial & Building Automation
- Flexible/Specialty Packaging
- Air & Liquid Filtration
- Fluid Handling
- Specialty LED Lighting
- Chemicals & 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



**Todd Rainville**  
Partner

trainville@jmccp.com  
617-670-2611



**Greg Schultz**  
Vice President

gschultz@jmccp.com  
617-670-2609



**Jack Colton**  
Associate

jcolton@jmccp.com  
617-670-2632



**Scott Kingsley**  
Associate

skingsley@jmccp.com  
617-670-2634

## CURRENT INVESTMENTS

<p>Platform:</p> <p>Comark designs and manufactures ruggedized displays and Human Machine Interface (HMI) devices. <b>August 2013</b></p>	<p>Add-On Acquisitions:</p> <b>June 2014</b> Ann Arbor, MI <b>December 2014</b> Corcoran, MN <b>July 2017</b> Lehigh Acres, FL	<p>Platform:</p> <p>CIVIQ is a rapidly growing, global provider of Smart City infrastructure and applications. <b>January 2015</b></p>	<p>Add-On Acquisitions:</p> <b>January 2016</b> Chicago, IL <b>May 2016</b> Scarborough, Ontario
<p>Platform:</p> <p>Source Code is a manufacturer of custom, high performance servers and storage solutions for end users, and a provider of managed IT services. <b>May 2018</b></p>	<p>Add-On Acquisitions:</p> <b>July 2018</b> Santa Fe Springs, CA <b>August 2018</b> Seattle, WA <b>August 2018</b> Wilmington, MA	<p>Platform:</p> <p>Phoenix is a manufacturer of rugged LED lighting products for industrial markets such as mining, ports and marine. <b>August 2018</b></p>	<p>Add-On Acquisition:</p> <b>January 2019</b> Alpharetta, GA
<p>Platform:</p> <p>Unipower designs and manufactures industrial power supplies and critical back-up power systems. <b>December 2013</b></p>	<p>Add-On Acquisitions:</p> <b>September 2007</b> Hatfield, PA <b>January 2011</b> Danbury CT <b>May 2011</b> Titusville, FL <b>August 2011</b> Brookfield, CT <b>December 2014</b> Dunlap, TN <b>January 2015</b> San Jose, CA	<p>Platform:</p> <p>CityBridge is the first communications network providing municipal Wi-Fi and other Smart City applications to NYC. <b>December 2014</b></p>	<p>Platform:</p> <p>PRO-Vision designs, manufactures, and installs mobile video technology for commercial, law enforcement, and transit industries. <b>August 2019</b></p>

## REPRESENTATIVE PAST INVESTMENTS\*

<p>TACC formulates and manufactures industrial adhesives for the construction markets.</p>	<p>Eurotherm designs and manufactures measurement instrumentation for process control applications.</p>
<p>STA-PUT manufactures industrial adhesives and sealants packaged in unique aerosol canisters.</p>	<p>Quasar Technologies designs and manufactures Ethernet Smart Switch products.</p>
<p>Miracle formulates and manufactures industrial adhesives for construction applications.</p>	<p>CBL Systems produces communications switches for LonWorks and Ethernet applications.</p>
<p>Columbia Cement manufactures industrial adhesives, and is the largest global supplier of contact adhesives.</p>	<p>Aqualine Resources is a commercial energy management company offering design and retrofit services.</p>

\*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.

This Summary is for informational purposes only. It is not an advertisement, and it is not intended to provide advice or services of any kind and does not constitute an offer to buy or sell, nor a solicitation of any offer to buy or sell, any security or other financial instrument. The information contained herein is not an investment recommendation, and may not be relied on in any manner as, legal, tax, or investment advice. Except where otherwise indicated, the information provided herein is based on matters as they exist as of the date of preparation and not as of any future date, and will not be updated or otherwise revised to reflect information that subsequently becomes available, or circumstances existing or changes occurring after the date hereof. Certain information contained in this Summary constitutes "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may," "will," "should," "expect," "anticipate," "target," "project," "estimate," "intend," "continue" or "believe," or the negatives thereof or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events or results or the actual performance of any portfolio company may differ materially from those reflected or contemplated in such forward-looking statements, and no assumptions should be made that such investments, or any other investments, were or will be profitable. Investments to be made by JMC Capital Partners going forward may differ substantially depending upon market conditions and opportunities.