JMC CAPITAL PARTNERS

FACT SHEET

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

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CURRENT INVESTMENTS

Platform:

COMARK

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

Add-On Acquisitions:

- **Nematron** — **June 2014** Ann Arbor, MI
- **TCS** — **December 2014** Corcoran, MN
- **dli** — **July 2017** Lehigh Acres, FL

Platform:

CIVIQ SMARTSCAPES

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

Add-On Acquisitions:

- **elevate** DIGITAL — **January 2016** Chicago, IL
- **vertiGo** DIGITAL DISPLAYS — **May 2016** Scarborough, Ontario

Platform:

SourceCode

Source Code is a manufacturer of custom, high performance servers and storage solutions for end users, and a provider of managed IT services.
May 2018

Add-On Acquisitions:

- **ABERDEEN** SERVERS AND STORAGE — **July 2018** Santa Fe Springs, CA
- **SILICON MECHANICS** — **August 2018** Seattle, WA
- **ADD ON DATA** — **August 2018** Wilmington, MA
- **Broadberry** — **October 2019** Perivale, UK

Platform:

PHOENIX DURABILITY X DESIGN™

Phoenix is a manufacturer of rugged LED lighting products for industrial markets such as mining, ports and marine.
August 2018

Add-On Acquisition:

- **BRIGHTLIGHT** SYSTEMS — **January 2019** Alpharetta, GA

Platform:

UNIPOWER POWERING TECHNOLOGY

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

Add-On Acquisitions:

- **Deltron Inc.** POWER PRODUCTS — **September 2007** Hatfield, PA
- **TECHNI POWER** — **January 2011,** Danbury CT
- **POWER SOLUTIONS** — **May 2011** Titusville, FL
- **UNIVERSAL VOLTRONICS** — **August 2011** Brookfield, CT
- **INTEGRATED POWER SYSTEMS** — **December 2014** Dunlap, TN
- **bel** — **January 2015** San Jose, CA

Platform:

City Bridge **LinkNYC**

CityBridge is the first communications network providing municipal Wi-Fi and other Smart City applications to NYC.
December 2014

Platform:

PRO-VISION

PRO-Vision designs, manufactures, and installs mobile video technology for commercial, law enforcement, and transit industries.
August 2019

REPRESENTATIVE PAST INVESTMENTS*

TACC INTERNATIONAL — TACC formulates and manufactures industrial adhesives for the construction markets.

EUROTHERM CONTROLS — Eurotherm designs and manufactures measurement instrumentation for process control applications.

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

Quasar TECHNOLOGIES — Quasar Technologies designs and manufactures Ethernet Smart Switch products.

MIRACLE — Miracle formulates and manufactures industrial adhesives for construction applications.

CBL Systems — CBL Systems produces communications switches for LonWorks and Ethernet applications.

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

AQUALINE RESOURCES, INC. — Aqualine Resources is a commercial energy management company offering design and retrofit services.

*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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