

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

<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>  <p><b>June 2014</b> Ann Arbor, MI</p>  <p><b>December 2014</b> Corcoran, MN</p>  <p><b>July 2017</b> Lehigh Acres, FL</p>	<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>  <p><b>January 2019</b> Alpharetta, GA</p>
<p>Platform:</p>  <p>Source Code is a manufacturer of custom, high performance servers and storage solutions, and a provider of managed IT services. <b>May 2018</b></p>	<p>Add-On Acquisitions:</p>  <p><b>July 2018</b> Santa Fe Springs, CA</p>  <p><b>August 2018</b> Wilmington, MA</p>  <p><b>August 2018</b> Seattle, WA</p>  <p><b>October 2019</b> Perivale, UK</p>	<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>  <p><b>January 2016</b> Chicago, IL</p>  <p><b>May 2016</b> Scarborough, Ontario</p>
<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>  <p><b>September 2007</b> Hatfield, PA</p>  <p><b>January 2011</b> Danbury, CT</p>  <p><b>May 2011</b> Titusville, FL</p>  <p><b>August 2011</b> Brookfield, CT</p>  <p><b>December 2014</b> Dunlap, TN</p>  <p><b>January 2015</b> San Jose, CA</p>		
<p>Platform:</p>  <p>Green Cubes designs and manufactures lithium-ion battery systems for the industrial, motive and medical markets. <b>March 2020</b></p>	<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>Columbia Cement manufactures industrial adhesives, and is the largest global supplier of contact adhesives.</p>	 <p>CBL Systems produces communications switches for LonWorks and Ethernet applications.</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.

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