



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
- Digital Signage Hardware
- Air & Liquid Filtration
- Fluid Handling
- Smart City Hardware
- Speciality Chemicals
- Process Instrumentation & Controls

#### OPERATIONAL MINDSET

The team at JMC comes 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

**Charles Burckmyer**  
Principal  
cburckmyer@jmccp.com  
617-670-2636

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

125 SUMMER STREET  
SUITE 1840  
BOSTON, MA 02110  
617.338.1144  
WWW.JMCCP.COM

## CURRENT INVESTMENTS



**Add-On Acquisitions**




CIVIQ Smartscapes designs and manufactures interactive digital signage and kiosk systems.



**Add-On Acquisitions**









Unipower designs and manufactures Industrial power supplies and critical back-up power systems.



**Add-On Acquisitions**




Comark designs and manufactures ruggedized Human Machine Interface devices.



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

## HISTORICAL REPRESENTATIVE INVESTMENTS OF THE PLATFORM STRATEGY\*



TACC formulates and manufactures industrial adhesives for the construction markets.



LTK formulates and manufactures industrial adhesives to the construction and woodworking industries.



STA-PUT formulates and manufactures industrial adhesives and sealants packaged in unique aerosol canister packaging.



Eurotherm designs and manufactures measurement and instrumentation for process control applications.



Kingco formulates and manufactures industrial adhesives and sealants for the HVAC industry.



Aqualine Resources, Inc. is a commercial energy management company that offers design and retrofit services.



TITECO formulates and manufactures industrial adhesives and sealants packaged in unique aerosol canister packaging.



Quasar designs and manufactures Ethernet Smart Switch products.



Miracle formulates and manufactures industrial adhesives for construction applications.



Precast designs and manufactures precast concrete architectural products.



Columbia Cement Company formulates and manufactures industrial adhesives. The largest supplier of contact adhesives in the world.



CBL Systems designs and manufactures communication switches for LonWorks and Ethernet applications.



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

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

This Presentation is being distributed on a confidential basis to certain non-investor persons, which may include investment banking professionals, management personnel of companies in which JMC Capital Partners ("JMC") may make a future investment, and representatives of prospective equity and/or debt financing partners for JMC investments. This Presentation is for informational purposes only, 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 in any fund sponsored by JMC. The information contained herein 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 Presentation 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. Investments to be made by JMC going forward may differ substantially depending upon market conditions and opportunities.