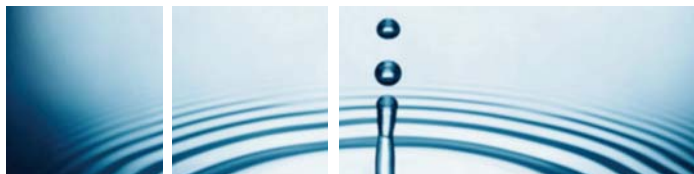




JMH.  
Capital



## SOLID COMMITMENT

JMH Capital is a Boston-based private equity firm. We invest in exceptional businesses where there are significant opportunities to accelerate growth, improve operating performance, and acquire complementary operations. The JMH Capital team brings an extensive array of resources — strategic, financial, operational, and transactional — that we deploy throughout the investment life cycle. We prefer to work closely with existing management teams — through recapitalizations or management buyouts — to increase enterprise value and generate superior investment results.

JMH Capital is committed to driving value through improved operating performance of our investment portfolio. We work closely with talented, entrepreneurial management teams, providing strategic, operating, and financial guidance to facilitate their success, substantially enhancing long-term value.

The JMH Capital partners bring a diverse and complementary blend of expertise and proven experience, which gives us practical insight into middle-market companies. We have an extensive track record of investing jointly with management teams across a wide range of transactions, including: recapitalizations, management buyouts, corporate divestitures, leverage buyouts, and spin-offs. The collaborative, “roll up our sleeves” nature of our relationships with management allows us to address a broad range of critical business issues over the lifecycle of each investment.



## **INVESTMENT PHILOSOPHY**

At JMH Capital, we have an extensive set of business-building skills and a proven record of creating value in middle-market companies. Our investment strategy is to partner with management and help them translate their ideas into actions that build leading companies by driving growth and operational improvements and identifying acquisitions.

### **Partner with Exceptional Management**

We target companies led by entrepreneurial managers and work closely with them to drive a company's value.

### **Accelerate Growth**

With each company we take an active role developing and implementing an aggressive growth strategy to expand the business and increase its long-term value through organic growth and strategic acquisitions.

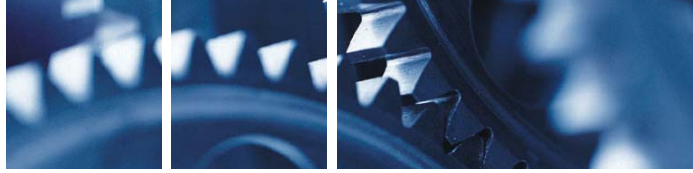
### **Create value through operational performance**

We dedicate substantial resources to each investment. Our focus on operations ensures that each portfolio company achieves its greatest potential. Since each investment situation and management team is unique, we tailor our involvement to build upon each team's strengths.

## **APPROACH**

### **Businesses with Sound Strategies**

We target businesses that demonstrate a compelling value proposition. These companies generally rely upon proven technologies, focus on a single business or product line, and have sound market strategies. This focus reduces or eliminates many typical investment risks — technological, strategic, managerial — inherent in investing in more complex companies.



### **Value Enhancing Approach**

JMH Capital’s diligence process capitalizes on our team’s capabilities and is specifically designed to evaluate all of the relevant components of each investment thoroughly. Before we move forward with any potential investment, we employ our proprietary “Operations Diagnostic” to quantify the value we can capture through improving operational performance.

### **Day One Value Creation Plan**

Working closely with management, we formulate a Day One Value Creation Plan—the “blueprint” we use to drive value after closing. The Day One Plan prioritizes the operating and tactical initiatives that we implement and track after an investment is completed.

## **GENERAL INVESTMENT CRITERIA**

### **Criteria**

JMH Capital invests in growth-oriented companies with revenues of up to \$200 million and sound business strategies. We seek to partner with entrepreneurial management teams to pursue management buyouts, leveraged buyouts and recapitalizations.

While JMH Capital invests across a broad range of industries, we focus on industry sectors where our team has previous significant experience or industry relationships, including: Niche Manufacturing, Specialty Chemicals, Building Products, Medical Devices, Business Services, Value-added Distribution, Analytical Instruments, Food Products and Services.

### **JMH Capital Advantage**

JMH Capital differentiates itself from traditional private-equity groups by the considerable senior-level operating experience of its partners. Our team brings an extensive array of complementary investing skills—exceptional commercial, operational, and financial due-diligence experience; sophisticated transaction structuring and financing know-how; rapid post-acquisition value enhancement, and creative disposition strategies—that we deploy across the lifecycle of each investment to generate superior performance.



## STRATEGIC PARTNERSHIP

JMH Capital maintains an important strategic relationships with JM Huber Corporation. The JMH Capital team has worked extensively with executives of the firm for several years. The strategic relationship brings resources and expertise, along with access to extensive networks of executives and technological capabilities.

### Huber

One of the largest family-owned companies in the United States, J.M. Huber Corporation is a diversified, multinational supplier of specialty chemical, engineered materials, natural resources, and technology-based services to customers spanning many industries — from paper and energy to plastics and construction.



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890 Winter Street  
Suite 110  
Waltham, MA 02451

p 781.522.1600  
f 781.522.1699  
[www.jmhcapital.com](http://www.jmhcapital.com)

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