



We invest in the future of small and medium size businesses

Geminus Capital Partners, LLC

Geminus Capital Partners, LLC is a unique privately held investment firm that was founded to acquire and actively operate targeted manufacturing and service companies. Our principal objective is to continuously grow and create exceptional value in the companies we acquire through our active role in management as well as our access to financial resources.



Geminus Capital provides attractive liquidity options for small and medium-sized business owners and the opportunity to propel their businesses to a new phase of growth. We seek to acquire established and profitable companies in the U.S. with annual revenues of \$10 to \$40 million.

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Mission Statement

Geminus Capital Partners seeks to acquire, actively operate, and grow medium-sized businesses through the infusion of growth capital as well as management talent.

Overview

At Geminus Capital Partners, we create exceptional value for our customers, employees and investors by building relationships that form the cornerstone for top and bottom-line growth. Our approach to private equity investing is unique in that we take active management roles in the companies we acquire, and ensure their long-term sustainable growth. We primarily target U.S.-based, profitable and growing companies, with annual revenues between \$10 and \$40 million.

Our Values

At Geminus Capital Partners, we are committed to the highest standards of integrity, commitment and partnership in all of our business dealings. Integrity: Creating a business environment that emphasizes honesty, fairness and respect. Commitment: Having the utmost dedication to the interests of our customers, employees and shareholders above all else. Partnership: Ensuring collaborative working relationships that foster trust, hard work and open communication.

Benefits To Sellers

Geminus Capital Partners' unique value proposition to sellers ensures the sustainability of their businesses, long after they have fully exited their companies. We are very sensitive to the transition wishes of proprietors, and strive to make this transition as seamless as possible.

Working with Geminus Capital, sellers will enjoy the following benefits:

Proven Management: By assuming key executive roles in the company, we bring leadership and management experience critical to a smooth transition.

Flexible Deal Structure: We structure our acquisitions taking into consideration estate planning, tax implications and lifestyle decisions of the sellers, including our committed capital. We have substantial access to liquidity through our investors and banking relationships. With no investment committee to report to, we have the flexibility to close transactions quickly, upon completion of due diligence.

Employee Focus: We understand that employees are the most valuable assets to our portfolio companies, and recognize their significant contribution to the companies' success. We therefore strive to create an open, supportive working environment that is dedicated to excellence at our portfolio companies during and after the ownership transition.

ABOUT US



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Geminus Capital Partners seek to acquire middle-market manufacturing and service businesses with proven records of success. We are particularly interested in profitable companies with predictable and sustainable cash flows. Companies with leading competitive positions in their industry, as well as those in high growth industries are most desirable.

We view our relationship with investors, proprietors, management and employees of target companies as a lifelong partnership. Our active involvement in the management and operation of acquired companies underscores Geminus' commitment to a building successful relationship.

Investment Criteria

At Geminus Capital, we meticulously evaluate each potential investment using a framework that we believe is the key to a successful partnership. Attractive investment opportunities will satisfy most of the following investment criteria:

Financial

- Revenues of between \$10 and \$40 Million annually
- EBITDA margins of at least 15%
- Recurring revenue streams and consistent profitability
- Strong balance sheet with limited debt

Industry Profile

- Niche and growing industries within the manufacturing and service sectors
- High degree of fragmentation
- Minimal exposure to regulatory and environmental liabilities
- Limited cyclicalty of revenues, products, labor or technology

Management

- Owners or senior management willing to exit the business
- Strong, stable and experienced middle management team willing to stay
- Solid employee relations with high retention rates

Company Profile

- Respectable leadership or growth position within its industry
- Loyal and diverse customer base
- Recurring revenue streams, with at least 4 years of continuous profitability
- Low capital expenditure requirements

Geography

Throughout the United States, with a particular focus on the East coast.

Investment Strategy



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At Geminus Capital Partners, we bring together a group of seasoned investors, advisors, and business operators with experience across a host of industries. We have completed dozens of buyout transactions, and served as buyers, sellers and management during such transactions. Unlike other traditional private equity firms, Geminus Capital Partners brings unrivalled leadership and management experience to the companies we acquire. This experience forms the cornerstone of our plans to grow and improve the value of our investments.

INVESTMENT TEAM

MANAGING PARTNER

Jude Tuma

INSTITUTIONAL INVESTORS

- Coppermine Capital, LLC
- Housatonic Partners
- The Cambria Group

LIMITED PARTNERS

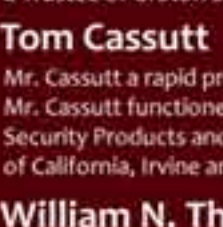
- Bill Egan
- Craig Burr
- David Dodson
- David Lazier
- Grant Gund
- Jim Southern
- John Kephart
- Jose R. Stella
- Michael O'Connell
- Rafael Somoza
- R. Scott Asen
- Tom Cassutt
- William N. Thorndike

MANAGING PARTNER:

Jude Tuma

Mr. Tuma is the founder and managing partner of Geminus Capital Partners, and leads the firm's acquisition and sourcing activities. Previously, he was the founder and CEO of IRIS Consulting, Inc., a specialty consulting firm that provided quantitative and data analytic services to clients in multiple industries. At IRIS Consulting, Mr. Tuma developed data management strategies and implemented solutions aimed at solving critical business problems and improving operations. His clients included Fortune 500 companies such as American Airlines, Texas Utilities, HESS and other small and medium sized firms. Mr. Tuma also worked as a senior consultant at Navigant Consulting Inc., where his clients were primarily from the energy and customer care sectors. Mr. Tuma received his Bachelors degree with honors from the University of Texas, and an MBA from the Wharton Business School, with a concentration on Restructuring and Turnaround Management. He also obtained an MA in International Relations from the Lauder Institute at the University of Pennsylvania.

Our Team



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James L. Southern, III

Mr. Southern is the managing member of JS Capital Partners, an acquisition company focused on service businesses in high growth industries. He served as Chairman and CEO of Continental Fire & Safety Services, a privately held company providing fire safety services to commercial and industrial customers, and Fire & Printing, a national printer of specialty insurance forms and documents. Mr. Southern serves or has served on the boards of ten privately held companies and is an investor in more than 20 privately held companies. Mr. Southern received his BA from Southwestern University and MBA from Harvard Business School.

John R. Kephart

Mr. Kephart has spent most of his career in the banking and financial services industry, where he held numerous executive level positions. He currently serves as the senior vice president at Washington First International Bank, where he manages the bank's operations and leads the bank's restructuring efforts. He was previously the executive vice president of Foundation Bank in Seattle, WA as well as Managing Director at The Commerce Bank of Boston. Mr. Kephart has held similar positions at Rainier National Bank. Mr. Kephart was also the CEO of Seattle based Mercury Prime, a security software company, where he oversaw the acquisition of the company's core technology by a new investor group. He holds a Bachelor of Arts degree from the University of Washington.

Jose R. Stella

Mr. Stella most recently was the Co-Founder and President of VIU Media, Puerto Rico's largest locally-owned outdoor advertising company, which was sold to Lamar Advertising. Prior to becoming CEO of VIU Media, he was the Co-Founder and President of Quest Management Corporation, a private equity group formed to identify, acquire, and operate a company in Puerto Rico. Previously, Mr. Stella worked at KPMG Peat Marwick in the middle-market Mergers & Acquisitions Advisory Group. He also worked for UBS and Chase Manhattan Bank and received the 2004 Ernst & Young Entrepreneur of the Year Award for Puerto Rico. Currently he serves as a director of Bucket Learning, LLC and Centros Sor Isolina Ferré, the largest Puerto Rico based not-for-profit organizations. Mr. Stella graduated with high honors, with a B.A. in Economics, Finance and Investments from Boston College and graduated cum laude with an MBA from The University of Michigan.

Michael O'Connell

Mr. O'Connell is currently the Managing Director of M&O Investments, a family investment fund. He was formerly the Managing Director and President of Arthart, O'Connell & Steffani, Inc., an investment management firm specializing in debt securities with \$1 billion in assets under management. Previously, Mr. O'Connell owned and operated the National Lines Bureau, a ship-mooring company for the Los Angeles and Long Beach Harbors. He is currently an investor in over 20 private companies. Mr. O'Connell received a B.A. with high honors from Harvard College and an MBA from Harvard Business School.

Rafael Somoza

Mr. Somoza most recently was the Co-Founder and CEO of VIU Media, Puerto Rico's largest locally-owned outdoor advertising company, which was sold to Lamar Advertising. Prior to becoming CEO of VIU Media, he was the Co-Founder and CEO of Quest Management Corporation, a private equity group formed to identify, acquire, and operate a company in Puerto Rico. Previously, Mr. Somoza worked at CS First Boston, where he was in charge of structuring over \$1.2 billion in financings. He received the 2004 E&Y Entrepreneur of the Year Award for Puerto Rico, and currently sits on the board of the Puerto Rico Convention Bureau and EM Asset, LLC. Mr. Somoza graduated magna cum laude, with a B.A. in Economics and Political Science, from Yale University and holds an MBA from Stanford's Graduate School of Business.



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R. Scott Asen

Mr. Asen graduated from Harvard College in 1966. In 1966 and 1967 he co-authored a study of the put and call options markets How to Make Money Selling Stock Options. Mr. Asen joined the brokerage firm of Mitchell, Hutchins & Co. In 1967 where he worked in the investment advisory department with responsibility for research on small technology stocks. Between 1969 and 1974, Mr. Asen was a portfolio manager with Research and Science Investors, a New York based venture capital and money management firm. From 1974 until 1977, Mr. Asen was self-employed as a journalist specializing in reporting on municipal finance issues. In 1977, Mr. Asen became a general partner of Pioneer Ventures, a group of venture capital and special situations entities created by Mr. Asen together with other investors. Throughout the following two decades, Mr. Asen had primary responsibility for managing the various Pioneer Ventures entities, which were successfully liquidated over a number of years with final payments made in 2002. Mr. Asen is currently a private investor managing a portfolio of equity and real estate investments for his personal account. At present, Mr. Asen sits on the boards of three privately held companies. He is a Trustee of Groton School and The Paris Review and a board member of the Mt. Desert Land and Garden Preserve.

Tom Cassutt

Mr. Cassutt is a rapid prototyping and engineering support company based in Los Angeles, California. Prior to joining Nelson, Mr. Cassutt functioned as the Controller of Bristol Corporation from 1978-1984. He currently sits on the board of American Security Products and Columbia Sanitary Products. Mr. Cassutt received his Bachelors degree in Physics from the University of California, Irvine and his M.B.A. from Stanford University's Graduate School of Business.

William N. Thorndike

Mr. Thorndike founded Housatonic Partners in 1994. Prior to that, Mr. Thorndike worked with the Walker Publishing Company and T. Rowe Price Associates. Mr. Thorndike is a graduate of Harvard College and the Stanford Graduate School of Business. He is a Director of Access Information Management; Alta Colleges; ArchivesOne, Inc.; Continental Fire & Safety Services, LLC; Carillon Assisted Living, LLC; Rapid Communications, LLC; and a Trustee of the Groton School.

The Cambria Group

The Cambria Group is a private equity firm that acquires and invests in small and mid-sized businesses across a wide range of industries and geographies. We seek sound businesses with established operating histories, rather than startups and turnarounds. Our principals bring a blend of operating and finance experience and will work closely in each situation with entrepreneurial management both to build the enterprises they run and to increase the value of those businesses. Cambria focuses on quality businesses with revenues of under \$50 million and valuations of under \$25 million. Investing across a wide range of industries, including the low-tech manufacturing, distribution and service sectors, Cambria considers a variety of transaction types as well, from outright acquisitions to growth equity financings.

Coppermine Capital, LLC

Coppermine Capital is a private investment firm looking to acquire small to mid-size manufacturing and service companies with sales between \$5 and \$25 million. We have a long-term investment horizon and are committed to managing and growing our investments over many years. Coppermine Capital will play an active role in management, but is willing to partner with existing management to create lasting value and growth.

Housatonic Partners

Housatonic Partners is a private equity investment firm founded in 1994 with over \$600 million in capital under management. We invest in growing, profitable companies in the recurring services, media and communications industries. We have participated with exceptional management teams in more than fifty small to mid-sized companies in these industries over the last thirteen years.

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CONTACT US:

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