

JMI Equity is a growth equity firm focused on investing in leading software, internet, business services and healthcare IT companies. Since our founding in 1992, we have invested in over 100 businesses in our target markets, successfully completed over 60 exits and currently have \$2.1 billion of committed capital under management. JMI Equity partners with exceptional management teams to help build their companies into industry leaders. With 30 investment professionals, we have spent our careers investing in and advising companies in our target sectors. We are flexible in our investment approach and provide capital to help management teams achieve a variety of business objectives including growth, acquisitions, recapitalizations and buyouts.

INVESTMENT PROFILE

Industry Specialization

- Software, Internet, Business Services and Healthcare IT

Business Characteristics

- High growth
- Strong management team as a partner
- Established businesses with proven business models
- Rich intellectual property that solves difficult business problems
- Deep domain expertise and vertical industry-specific knowledge
- High competitive market share or emerging market share
- Recurring revenues, high gross margins and low capital expenditures
- Attractive cash flow generation or potential

Ownership

- Minority and majority positions

Investment Size

- \$10 million - \$100 million in equity
- Significantly larger amounts in partnership with our limited partners

Uses of Capital

- First institutional capital, growth, acquisitions, management/investor liquidity, buyouts and take private transactions

Geographic Preferences

- North America; other developed markets

JMI Role and Value Add

- Strategic planning, executive recruiting, equity incentive plan design, resource allocation and evaluation of acquisitions and liquidity options
- Significant experience with initial public offerings and mergers and acquisitions

RECENT JMI INVESTMENTS



Marketing services for the interactive TV advertising space

New York, NY



Software solutions enabling complex B2B sales

Chicago, IL



Email marketing software for small businesses

Durham, NC



Asset, depreciation and tax management software for asset-intensive industries

Atlanta, GA



Electronic health record (EHR) platform for the long-term care industry

Mississauga, ON

SELECT JMI LIQUIDITY EVENTS

August 2011



Acquired by IHS Inc. for \$500 million

October 2010



Acquired by Hexagon AB for \$2.125 billion

July 2010



Acquired by funds managed by TPG Capital for \$1.4 billion

March 2010



Acquired by CA Technologies for \$350 million

March 2008



Acquired by Google for \$3.1 billion

JMI EQUITY INVESTMENT TEAM

Baltimore

Ryan Atlas	ratlas@jmiequity.com
Robert Cesafsky	rcesafsky@jmiequity.com
Hiten Chawla	hchawla@jmiequity.com
Larry Contrella	lcontrella@jmiequity.com
Chuck Dieveney	cdieveney@jmiequity.com
Matt Emery	memery@jmiequity.com
Harry Gruner	hgruner@jmiequity.com
AJ Jangalapalli	ajangalapalli@jmiequity.com
Lee Lesley	llesley@jmiequity.com
Charlie Noell	cnoell@jmiequity.com
Bob Nye	bnye@jmiequity.com
Krishna Potarazu	kpotarazu@jmiequity.com
Chris Rhodes	crhodes@jmiequity.com
Sureel Sheth	ssheth@jmiequity.com
Jit Sinha	jsinha@jmiequity.com
Bob Smith	bsmith@jmiequity.com
Bob Sywolski	bsywolski@jmiequity.com
Bert Winemiller	bwinemiller@jmiequity.com
Brad Woloson	bwoloson@jmiequity.com

San Diego

Peter Arrowsmith	parrowsmith@jmiequity.com
Paul Barber	pbarber@jmiequity.com
Mohit Daswani	mdaswani@jmiequity.com
David Greenberg	dgreenberg@jmiequity.com
Brian Hersman	bhersman@jmiequity.com
Eric Hu	ehu@jmiequity.com
Farouk Hussein	fhussein@jmiequity.com
Zafar Jafri	zjafri@jmiequity.com
Kory Knell	kknell@jmiequity.com
Robbie Lim	rlim@jmiequity.com
Page Wagley	pwagley@jmiequity.com

REPRESENTATIVE JMI INVESTMENTS

Software

Activant Solutions
Airclic
AppNeta
Applimation
Appriss
Astrum Software
Attachmate
Autotask
Axeda
BigMachines
BindView Development
Blackbaud
Changepoint
ClearOrbit
Compusearch Software Systems
Configuresoft
Courion
Datatel
DoubleVerify
Eloqua
Empathica
Expert Software
Gemcom Software
Global 360
Granicus
Halogen Software
iContact
Intellitactics
Intergraph
Kronos
Mission Critical Software
NEON Systems
NetPro Computing
Network Intelligence
Nimsoft
Panorama Software
PointClickCare
PowerPlan
Prism Solutions
PROS Holdings
Qiave Technologies
QulC Financial Technologies
Securant Technologies
Seismic Micro-Technology
ServiceBench
ServiceNow
Silicon Energy
Transaction Systems Architects
Transcentive
Triple Point Technology
Trustwave
Unica
V-One
Vertafore
xMatters

Internet

Adknowledge
Business.com
ClickSquared
CouponCabin.com
DoubleClick
DoubleVerify
Empathica
iContact
Internet Brands
Jobing.com
The Search Agency
Undertone

Business Services

Appriss
Arrowhead GIA
BrightLine
Business.com
Catapult Learning
ClickSquared
DriveCam
Financial Alliance Processing Services
Granicus
Jackson Hewitt
META Group
Mitchell International
National Bankcard Association
PowerPlan
Silicon Energy
Studer Group
Transaction Systems Architects
Transcentive
Vocalocity
XtraCash

Healthcare IT

Courion
eBenX
Harmony Information Systems
Mitchell International
Navicure
Optika Solutions
PointClickCare
Primax Recoveries
Studer Group
TC³ Health



Baltimore

2 Hamill Road, Suite 272 Baltimore, MD 21210
Phone (410) 951-0200 Fax (410) 951-0201

San Diego

7590 Fay Avenue, Suite 301 La Jolla, CA 92037
Phone (858) 362-9880 Fax (858) 362-9879