

NewSpring Healthcare



NewSpring Healthcare is a thesis-driven growth equity strategy focused on partnering with healthcare companies in the tech-enabled healthcare services and niche clinical spaces that positively impact health outcomes across the care continuum.

NewSpring Healthcare is part of NewSpring, a lower-middle-market focused private equity firm that partners with innovators, makers, and operators of high-performing companies in dynamic industries to catalyze new growth and seize compelling opportunities. The Firm manages over \$3.5 billion across five distinct strategies covering the spectrum from growth equity and control buyouts to mezzanine debt.

NEWSPRING HEALTHCARE INVESTMENT CRITERIA

Financials

\$10mm-\$100mm
TTM Revenue

Investment Profile

Growth Stage Businesses

- Recurring revenue
- Scalable
- High-growth profile
- Capital efficient
- Sustainable, growing margins
- Disruptive

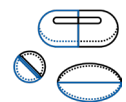
Illustrative Thesis Segments



**Behavioral Health
Cost & Quality**



**Healthcare
Managed IT**



**Outsourced Pharma
Services**

Differentiating Factors

- 20+ years of investing in self-sustainable companies and providing the necessary financial and operational resources to ensure growing companies mature to the next level
- 180+ years of combined operational experience in health sciences and a commitment to leveraging it in a way that helps transformative companies continue to grow
- Operationally-oriented partnership approach to help CEOs predict challenges and assist in navigating complex financial opportunities before they occur
- Experienced Advisory Board provides upper-market resources, proven operational methodologies, and technology enablement to critical functional areas within the portfolio

Growth by the Numbers

~\$730mm
NewSpring Healthcare AUM

\$10-\$25mm
Equity Rounds

~40 Investments
In fast-growing healthcare businesses

45% Growth Rate
Post-investment with NewSpring's value add

INVESTMENT TEAM

NewSpring Healthcare's investment team possesses deep domain experience and a passion for healthcare



Brian G.
Murphy



Kapila
Ratnam



Mike
Kaplan



Nathan
Myers



Brian
Ruwe



Andrew
DeBacco



Matt
Giangjordano



Dan
Miklos



Charlie
Aprahamian

ADVISORY PARTNERS

NewSpring Healthcare's advisory partners leverage real operational expertise to create value



Chris Bodine
Former President; CVS Caremark



Pete Buzy
Former CEO; Paragon Bioservices



Bruce Downey
Former CEO; Barr Pharmaceuticals



Mark Pacala
Director; Verisma



Donna Rodio
Founder / Managing Partner, Pine Street Partner

ABOUT NEWSPRING

\$3.5bn+

Assets Under Management

5

Investment Strategies

250+

Investments Made since 1999

100+

Total Exits

70+

NewSpring Employees

TECH-ENABLED HEALTHCARE SERVICES



Prosperity provides outsourced services including revenue cycle management, consulting, and accounting for substance use disorder treatment facilities.

SEEKING ADD-ON



Verisma is a health information technology provider delivering Release of Information (ROI) solutions to healthcare organizations.

SEEKING ADD-ON



MacroHealth is a health information technology company that provides healthcare network optimization and claims settlement services to payers.

SEEKING ADD-ON



EXITED

Seniorlink is a technology-enabled health services company transforming care management in the home.



EXITED

Paragon Bioservices is an industry-leading CDMO whose focus is the development and manufacturing of cutting-edge biologic drugs.



AeroSafe Global delivers cold chain solutions to the biopharma industry with zero temperature excursions for every patient, every product, every time.

NICHE CLINICAL PROVIDERS



Healthworks is a leading provider of staffing services for the cardiovascular and imaging industries.

SEEKING ADD-ON



BetterNight Solutions is a digital-focused, comprehensive virtual care sleep solution company.

SEEKING ADD-ON



Patheous Health is a leading provider of mobile and onsite dysphagia (swallowing impairment or difficulty) diagnostics services.

SEEKING ADD-ON



SUN Behavioral Health is a provider of behavioral health services in a psychiatric hospital setting.

SEEKING ADD-ON



Panorama Eye Care is a provider of full continuum eye care services.

SEEKING ADD-ON



Vybe is an operator of urgent care centers providing treatment for a broad range of illnesses and injuries.

SEEKING ADD-ON



Mangrove Management Partners is a physician practice management company that partners with leading vascular surgeons to build and scale private vascular care practices.

SEEKING ADD-ON

CONTACT

For investment opportunities or questions, please contact:
Adam VeVerka at 610.567.2392 or aveverka@newspringcapital.com
Andrew DeBacco at 610.947.6163 or adebacco@newspringcapital.com

OUR LOCATIONS

Philadelphia • Baltimore • Chicago • Denver • New York
Phone: 610.567.2380 • Fax: 610.567.2388 • newspringcapital.com