



STRATEGY OVERVIEW

NewSpring Holdings, NewSpring's majority investment strategy focused on long-term platform builds, leverages proven operational methodologies to accelerate the growth of family-run and owner-operated companies, creating institutionalized platforms of scale.

NewSpring Holdings is part of NewSpring, which partners with the innovators, makers, and operators of high-performing companies in dynamic industries to catalyze new growth and seize compelling opportunities. We manage over \$3.5 billion across five distinct strategies covering the spectrum from growth equity and control buyouts to mezzanine debt.

NEWSPRING HOLDINGS INVESTMENT CRITERIA

Financials

~\$1mm-~\$10mm
EBITDA

Sample Industries

Tech-Enabled Services Businesses in:

- Digital Transformation
- FinTech
- GRC
- Government Services
- Industry 4.0
- IT Managed Services
- Logistics
- Marketing Services
- Sports & Entertainment Services
- Wealth Management

Investment Profile



Strong growth profile



High sustainable margins and cashflow



Strong revenue visibility



Closely-held family businesses

Buy & Build Approach

- Partner with differentiated founder-owned companies to build institutionalized platforms of scale around a compelling industry thesis in fragmented markets
- Invest in robust operational and administrative capabilities to strengthen infrastructure in anticipation of accelerated scaling
- Employ proven sales and marketing methodologies to turbocharge organic growth opportunities
- Co-develop and execute an M&A strategy that will consolidate complementary businesses into the platform and unlock further value through deep integration
- Leverage extensive network to identify sector specific Industry Leaders within each domain to join management and board positions

Differentiating Factors

- Concentrated portfolio of ~6 platforms per fund that receive strategic attention to ensure a successful outcome
- 25+ years of building and maintaining deep, enduring relationships that provide companies access to an expansive and specialized network
- Value creation team brings upper market resources, proven operational methodologies, and technology enablement to critical functional areas of each company
- NewSpring Holdings provides a unique opportunity for entrepreneurs to diversify their wealth, reinvest in their business, and exponentially increase profit

Holdings by the Numbers

\$311mm
NewSpring Holdings AUM

10 Platform Companies
Focused on tech-enabled services

1 Exit
At a 17x+ EBITDA multiple

~50 Acquisitions
To add capabilities and scale

INVESTMENT TEAM

Focused on sourcing, evaluating new investment opportunities, and creating shareholder value through growth and expansion



Skip Maner
General Partner



Lee Garber
General Partner



Daniel Salvato
Principal



Liam Walshe
Vice President



Caio Azevedo
Senior Associate



Jackson Bennett
Associate

VALUE CREATION TEAM

Focused on bringing up-market resources, proven operational methodologies, and technology enablement to accelerate platform growth



Jim Ashton
General Partner



Kamal Advani
Operating Partner



Bob Valvano
Principal



Chris Blahm
Federal Advisory Partner
Functions as an independent consultant



Michelle Goldstein
Marketing



Mary Halfpenny
Human Capital



Courtney Kelly
Federal Integration

ABOUT NEWSPRING

\$3.5bn+

Assets Under Management

5

Investment Strategies

250+

Investments Made since 1999

100+

Total Exits

70+

NewSpring Employees



Bridge Core is a leading provider of visual intelligence, cybersecurity, and other technical solutions to the U.S. government intelligence community.

3 Acquisitions

Seeking to acquire

Companies supporting critical intelligence missions through analysis and operational support, i.e. data engineering/science, cybersecurity, app dev, and applied AI/ML services



CoreX is an Elite ServiceNow partner with a seasoned team of ecosystem veterans that specializes in automating core business operations via AI-powered workflows.

2 Acquisitions

Seeking to acquire

ServiceNow partners providing implementation, consulting and managed services



C Speed is a leading provider of advanced radar systems and engineering solutions for both civilian and military applications.

1 Acquisition

Seeking to acquire

Companies offering innovative radar technologies and related solutions, such as advanced sensor fusion, signal processing systems, and threat detection



Magna5 provides managed IT services, cybersecurity, private and public cloud hosting, backup and disaster recovery, and other advanced IT services to mid-market and enterprise customers.

9 Acquisitions

Seeking to acquire

Managed IT services businesses



QUODD delivers reliable and comprehensive data on demand to the global financial services industry including wealth managers, banks, broker deals, insurance companies, and fin techs.

3 Acquisitions

Seeking to acquire

Software and services companies that facilitate data information flow across



underdog provides an integrated mix of brand-building services —with a focus on emerging trends at the intersection of sports, entertainment and culture— that include curated experiences, integrated marketing, strategic communications, storytelling, and partnerships.

3 Acquisitions

Seeking to acquire

Marketing services businesses offering brand strategy, experiential marketing, program management, live events, talent marketing & management, and content production



USPack is a national logistics company that specializes in same-day final-mile delivery services for customers in retail, healthcare, automotive, manufacturing, and distribution.

9 Acquisitions

Seeking to acquire

Final-mile delivery businesses with independent contractor models



Xpect is a leading provider of cutting-edge Enterprise IT and security solutions to the Federal Bureau of Investigations, Department of Justice and the National Institutes of Health agencies.

1 Acquisition

Seeking to acquire

IT modernization and network management businesses serving federal law enforcement agencies



Wealthcare uses proprietary technology that empowers firms and advisors to go independent and grow their advisory businesses by integrating planning, investing, and a full-suite of practice-management services.

6 Acquisitions

Seeking to acquire

Independent advisors, RIAs, and advisory partners

PLATFORM EXIT

Avantus

Avantus Federal, a middle market government services platform that provides differentiated service and capability to the most sensitive missions across Homeland Security, Defense, and Intelligence, sold to strategic buyer Qinetiq Group PLC in November 2022.

9

Acquisitions

\$590mm

Sale Price

17x EBITDA

Platform Exit Multiple

<20 to 1,200

Employee Growth

~30% to ~40%

Gross Margin Expansion

CONTACT

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OUR LOCATIONS

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