



# NewSpring Mezzanine

NewSpring Mezzanine is NewSpring's private credit strategy that provides flexible capital to business owners— either independently or with financial sponsors— to build growth, acquisitions, and recapitalizations through senior subordinated debt and equity structures.

NewSpring Mezzanine 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 MEZZANINE INVESTMENT CRITERIA
















Financials	Sample Industries	Transaction Types
<p><b>\$20mm+</b> Revenue</p> <p><b>\$2mm+</b> EBITDA</p>	 <p>Industry agnostic with significant experience in:</p> <ul style="list-style-type: none"> <li>Business Services</li> <li>Consumer Services</li> <li>Niche Manufacturing</li> <li>Distribution</li> <li>Industrial Services</li> <li>Technology</li> <li>Healthcare</li> <li>Tech-enabled Services</li> </ul>	 <p>Flexible and diverse lending structures:</p> <ul style="list-style-type: none"> <li>Liquidity</li> <li>Refinancings</li> <li>Acquisition Capital</li> <li>Growth Capital</li> <li>Recapitalizations</li> <li>Management Buy-out</li> <li>Corporate Carve-outs</li> </ul>
<p><b>Micro-cap</b></p> <p><b>\$7.5mm</b> Revenue</p> <p><b>\$0.75mm</b> EBITDA</p> <p>\$40mm of NSM V will be dedicated to micro-cap strategy</p>		

## ABOUT NEWSPRING MEZZANINE

Differentiating Factors	Mezzanine by the Numbers
<ul style="list-style-type: none"> <li>20+ years of investing in self-sustainable companies and providing the necessary financial and operational resources to ensure that growing companies mature to the next level</li> <li>Access to scaled and efficient processes, enriched technologies, and best-in-class back-office resources allowing the investment team to focus directly on value creation initiatives</li> <li>Operationally oriented partnership approach to help CEOs predict challenges and assist in navigating complex financial opportunities before they occur</li> <li>Dedicated operating partner assists NewSpring in identifying, prioritizing, and executing key strategic initiatives across multiple portfolio companies</li> </ul>	<p><b>\$1.3bn</b> NewSpring Mezzanine AUM</p> <p><b>\$5-25mm</b> Average Initial Investment Size</p> <p><b>120+</b> Investments</p> <p><b>60+</b> Liquidity Events</p>

## INVESTMENT TEAM

NewSpring Mezzanine's dedicated investment professionals are operators and investors with a relentless focus on value creation

							
Greg Barger	Steve Hobman	Andrew Panzo	Anne Vazquez	Kristin Lee	Joe DeLuca	Drew Scannell	Chris Czyzewski
							
Brian Kelly	Matt DiTosto	Justin Wurzer	Mike Hussey	Jeff Nugent	Abby Jansen	Eloise Richter	

## ABOUT NEWSPRING

<b>\$3.5bn+</b> Assets Under Management	<b>5</b> Investment Strategies	<b>250+</b> Investments Made since 1999	<b>100+</b> Total Exits	<b>70+</b> NewSpring Employees
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SEEKING ADD-ON	 <p><b>Curalta</b> FOOT + ANKLE Transforming Podiatric Medicine</p>	<p>Curalta is the largest fully integrated network of podiatrists and foot &amp; ankle care specialists in the northeast with 19 existing locations spread across New York and New Jersey.</p>	SEEKING ADD-ON	 <p><b>LAWTON STANDARD</b></p>	<p>Lawton Standard is a diversified provider of specialty iron and steel castings and related products and services.</p>	SEEKING ADD-ON	 <p><b>FGCI</b> FiberGlass Coatings, Inc.</p>	<p>FiberGlass is a manufacturer and distributor of multi-use epoxy, resin and fiberglass products used by a wide range of customers and end markets including DIY home projects &amp; crafts, manufacturing &amp; industrial, marine and recreation.</p>
SEEKING ADD-ON	 <p><b>HLS</b> HANSON LAB SOLUTIONS Formerly Hanson Lab Furniture</p>	<p>Hanson Lab Solutions is a full-service manufacturer providing design &amp; engineering, custom and standardized laboratory casework, transportation and installation services in the Western US.</p>	SEEKING ADD-ON	 <p><b>I LOVE PRODUCE</b></p>	<p>I Love Produce is a processor and distributor of garlic, ginger, and other produce throughout the U.S.</p>	SEEKING ADD-ON	 <p><b>NORTHPOINT</b> ROOFING SYSTEMS</p>	<p>Northpoint Roofing Systems is a residential services contractor focusing primarily on re-roofing for insurance pay-based customers.</p>
SEEKING ADD-ON	 <p><b>catalyst mx</b> MARKETING • EXPERIENCES • EVENTS</p>	<p>Catalyst MXE is a broad-based marketing agency with deep capabilities in creative, events, and experiences.</p>	SEEKING ADD-ON	 <p><b>VAC2GO</b></p>	<p>Vac2Go is a specialty rental, sales, and service company focused on the latest model industrial vacuum, excavation, liquid vacuum, and sewer cleaning trucks.</p>	SEEKING ADD-ON	 <p><b>WIZE</b> SOLUTIONS</p>	<p>Wize Solutions is an installer of warehouse solutions, focused on racking and dock &amp; door products.</p>
SEEKING ADD-ON	 <p><b>MANITOWOC</b> TOOL &amp; MACHINING, LLC</p>	<p>Manitowoc is a production oriented, precision machining company for mission critical components.</p>	SEEKING ADD-ON	 <p><b>TRAFFIC SAFETY SOLUTIONS</b></p>	<p>Traffic Safety Solutions is a platform company established to acquire market leaders within the roadway infrastructure market in the Midwest region of the US.</p>	SEEKING ADD-ON	 <p>Exeter Image Holdings</p>	<p>Exeter Image Holdings manufactures exterior signage and provides installation and facility management services.</p>
SEEKING ADD-ON	 <p><b>VCI</b> EMERGENCY VEHICLE SPECIALISTS</p>	<p>VCI provides comprehensive new and used ambulance solutions and related support and maintenance services.</p>	SEEKING ADD-ON	 <p><b>WePackItAll</b></p>	<p>WePackItAll is a contract packaging services supplier to major food, nutraceutical, and beverage brand owners.</p>	SEEKING ADD-ON	 <p><b>STAR</b> PLASTICS Navigating Custom Compounds</p>	<p>Star Plastics is a producer of engineering grade plastic custom color compounds and a provider of tolling and polymer sourcing services.</p>
SEEKING ADD-ON	 <p><b>The Digital Stronghold</b></p>	<p>The Digital Stronghold is a platform company established to acquire leading men's lifestyle brands and centralized resources including performance marketing, site optimization, analytics and finance.</p>	SEEKING ADD-ON	 <p><b>marketbridge</b></p>	<p>Marketbridge is a buy-and-build strategy covering various areas of the marketing services market.</p>	SEEKING ADD-ON	 <p><b>FIRST IMPRESSION</b> IRONWORKS™</p>	<p>First Impression Ironworks is a designer, manufacturer, and installer of custom ornamental ironwork for the residential repair and remodel market.</p>
SEEKING ADD-ON	 <p><b>CENTRAL ROCK GYM</b></p>	<p>Central Rock Gym is a rock-climbing gym with over 15 current locations spanning across the Northeast.</p>	SEEKING ADD-ON	 <p><b>Alongside</b></p>	<p>Alongside is a provider of behavioral services, specializing in therapy services for children living with autism spectrum disorder.</p>	SEEKING ADD-ON	 <p><b>The Virginia Food Group</b> VIRGINIA DINER CENTRIC The Peanut Shop Red Rucker Candy</p>	<p>The Virginia Food Group is a manufacturer, marketer, and distributor of snack nuts (primarily Virginia Peanuts), snack and nut mixes, chocolate coated items, and other specialty nuts.</p>
SEEKING ADD-ON	 <p><b>Airiam</b></p>	<p>Airiam is an IT managed service provider focused on managed services, cybersecurity, incident response, hosted services, and custom development.</p>	SEEKING ADD-ON	 <p><b>Controlled Environment Systems</b> The perfect environment</p>	<p>CES designs and builds controlled storage environments for general contractors and a wide variety of other businesses.</p>	SEEKING ADD-ON	 <p><b>ConTeras</b> INDUSTRIAL GROUP</p>	<p>ConTeras is a leading integrated provider of specialty insulation, scaffolding, and other multi-craft outsourced services.</p>
SEEKING ADD-ON	 <p><b>AGING with COMFORT</b> Quality Home Care For All</p>	<p>Aging with Comfort provides home care support services to individuals with intellectual and developmental disabilities.</p>	SEEKING ADD-ON	 <p><b>intero</b> DIGITAL</p>	<p>Intero Digital is a merger of two digital marketing service providers primarily offering search engine optimization, search engine marketing, and social media marketing.</p>	SEEKING ADD-ON	 <p><b>MicroAge</b></p>	<p>MicroAge is a leading provider of technology hardware, software, and outsourced business IT support to a wide range of businesses.</p>
SEEKING ADD-ON	 <p><b>salisbury moore</b></p>	<p>Salisbury Moore provides renovation and remodeling services for hotel brands across the U.S.</p>	SEEKING ADD-ON	 <p><b>radius</b></p>	<p>Radius is a Top 50 market research firm specializing in quantitative market research with over 150 active client companies across various industries.</p>	SEEKING ADD-ON	 <p><b>FabulousFLOORS</b></p>	<p>Fabulous Floors is a dealer and installer of commercial and residential flooring.</p>

RECENT EXITS

**LOR-MAR**

**United**  
BUILDING SOLUTIONS

**BOF**  
BUSINESS OPERATIONS FINANCIAL

**IWS** INTEGRATED WAREHOUSE SOLUTIONS®

**TCK**  
SOCKS SINCE 1961

**WESTERNJET**  
AVIATION

CONTACT

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

OUR LOCATIONS

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