

# 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

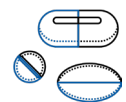
### Illustrative Thesis Segments



**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:  
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## OUR LOCATIONS

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