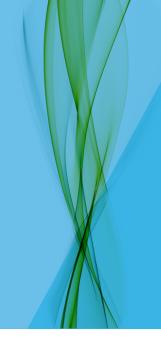


# NewSpring Mezzanine



#### **STRATEGY OVERVIEW**

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.

a lower-middle-market focused private equity firm that 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

### NEWSPRING MEZZANINE INVESTMENT CRITERIA

**Financials** 

Revenue

Micro-cap

Revenue

\$40mm of NSM V will be dedicated to micro-cap strategy

Sample Industries



Industry agnostic with significant experience in:

- Business Services
- Consumer Services
- Niche Manufacturing
- Distribution
- Industrial Services
- Technology
- Healthcare
- Tech-enabled Services

**Transaction Types** 



Flexible and diverse lending structures:

- Liquidity
- Refinancings
- Acquisition Capital
- Growth Capital
- Recapitalizations
- Management Buy-out
- Corporate Carve-outs

## **ABOUT NEWSPRING MEZZANINE**

## **Differentiating Factors**

- 20+ years of investing in selfsustainable companies and providing the necessary financial and operational resources to ensure that growing companies mature to the next level
- 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
- Operationally oriented partnership approach to help CEOs predict challenges and assist in navigating complex financial opportunities before they occur
- Dedicated operating partner assists NewSpring in identifying, prioritizing, and executing key strategic initiatives across multiple portfolio companies

## Mezzanine by the Numbers

NewSpring Mezzanine AUM

Average Initial Investment Size

Liquidity Events

## **INVESTMENT TEAM**

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



Greg Barger



Kelly



Steve Hobman



Matt DiTosto



Andrew Panzo



Justin Wurzer



Anne Vazquez





Kristin Lee





Jeff Nugent





Scannell

Abby

Jansen



Czyzewski



Eloise

# **ABOUT NEWSPRING**

Mike

Hussey

250+

Assets Under Management

\$3.5bn+

Investment Strategies

Investments Made since 1999

**Total Exits** 

**NewSpring Employees** 





Curalta is the largest fully integrated network of podiatrists and foot & ankle care specialists in the northeast with 19 existing locations spread across New York and New Jersey.



Lawton Standard is a diversified provider of specialty iron and steel castings and related products and services.



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 & crafts, manufacturing & industrial, marine and recreation.



Hanson Lab Solutions is a full-service manufacturer providing design & engineering, custom and standardized laboratory casework, transportation and installation services in the Western US.



I Love Produce is a processor and distributor of garlic, ginger, and other produce throughout the U.S.



Northpoint Roofing Systems is a residential services contractor focusing primarily on re-roofing for insurance pay-based customers.



Catalyst MXE is a broad-based marketing agency with deep capabilities in creative, events, and experiences.



Vac2Go is a specialty rental, sales, and service company focused on the latest model industrial vacuum, excavation, liquid vacuum, and sewer cleaning trucks.



Wize Solutions is an installer of warehouse solutions, focused on racking and dock & door products



Manitowoc is a production oriented, precision machining company for mission critical components.



Traffic Safety Solutions is a platform company established to acquire market leaders within the roadway infrastructure market in the Midwest region of the US.



Exeter Image Holdings manufactures exterior signage and provides installation and facility management



VCI provides comprehensive new and used ambulance solutions and related support and maintenance services.



WePackItAll is a contract packaging services supplier to major food, nutraceutical, and beverage brand owners.



Star Plastics is a producer of engineering grade plastic custom color compounds and a provider of tolling and polymer sourcing services.



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.



Marketbridge is a buy-and-build strategy covering various areas of the marketing services market.



First Impression Ironworks is a designer, manufacturer, and installer of custom ornamental ironwork for the residential repair and remodel market.



Central Rock Gym is a rock-climbing gym with over 15 current locations spanning across the Northeast.



Alongside is a provider of behavioral services, specializing in therapy services for children living with autism spectrum disorder.





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.



Airiam is an IT managed service provider focused on managed services, cybersecurity, incident response, hosted services, and custom development.



CES designs and builds controlled storage environments for general contractors and a wide variety of other businesses.



ConTeras is a leading integrated provider of specialty insulation, scaffolding, and other multi-craft outsourced services.



Aging with Comfort provides home care support services to individuals with intellectual and developmental disabilities.



Intero Digital is a merger of two digital marketing service providers primarily offering search engine optimization, search engine marketing, and social media marketing.



MicroAge is a leading provider of technology hardware, software, and outsourced business IT support to a wide range of businesses.



Salisbury Moore provides renovation and remodeling services for hotel brands across the U.S.



Radius is a Top 50 market research firm specializing in quantitative market research with over 150 active client companies across various industries.



Fabulous Floors is a dealer and installer of commercial and residential flooring.

#### RECENT EXITS











