NewSpring Franchise invests in innovative franchise and multi-unit concepts in large and growing markets. We are uniquely positioned within the lower-middle market with over 40 years of sector specific operating and investing experience.

NewSpring Franchise 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 $2.0 billion across five distinct strategies covering the spectrum from growth equity and control buyouts to mezzanine debt.

### NewSpring Franchise Investment Criteria

**Company Size**

- **Revenue**
  - $5m - $50m
  - $1m - $5m

**Transaction Types**

- Growth Equity
- Recapitalizations
- Management Buyout

**Multi-Unit Companies**

- Franchisors
  - Franchisees
- Non-Franchised
  - Company-Owned

**Representative Sectors**

- Restaurants
- Pet Services
- Personal Care
- Home Services
- Education and Child Related Services

### NewSpring Franchise Investment Team

- Satya Ponnuru
- Patrick Sugrue
- David Crain

### Differentiating Factors

- Seasoned team of former CEOs and senior execs with experience focused exclusively on the multi-unit brand market
- Leverage from NewSpring infrastructure and 20-year investment track record
- Deep operating DNA utilized in an active board role to create value supplemented by a network of operating experts
- Utilizing NewSpring's proven “ThreeM” Investment Methodology to underwrite deals while preserving capital and maintaining upside potentials
- Position portfolio companies for maximum value creation with attractive avenues for exit to up-market sponsors and over 100 public brands
Blo is North America's original blow dry bar and the world's largest blow dry bar franchise.

Duck Donuts is one of the nation's fastest-growing donut franchise companies.