NewSpring Growth partners with talented management teams of industry-transforming, high-growth companies. We support growth through organic initiatives as well as mergers & acquisitions.

NewSpring Growth 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 four distinct strategies covering the spectrum from growth equity and control buyouts to mezzanine debt.

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**NewSpring Growth Investment Criteria**

**Financials**

- $5m+ TTM Revenue
- $± EBITDA

**Industries/Companies**

- Business Services
- Enabling Technology
- Information Technology
  - ExecOnline
  - EDB Postgres
  - SITESPICK
  - ARCHER
  - exegy
  - CallTimer
  - 3PILLAR
  - Concordia
  - TENFOUR

**Transaction Types**

- Growth Equity
- Recapitalizations
- Acquisition Capital
- Secondary Transactions

**Investment Profile**

- Recurring revenue
- Scalable
- High growth
- Capital efficient
- Sustainable, growing margins
- Disruptive

**Differentiating Factors**

- Seasoned team of former CEOs and senior execs with experience in operations, growth stage investing and investment banking
- Leverage from NewSpring infrastructure

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**About NewSpring**

- $2.0b+ Assets under management
- 4 Investment strategies
- 150+ Investments made since 1999
- 30+ Investment professionals

**About NewSpring Growth**

- $906m NewSpring Growth Capital AUM
- 72 Investments since inception

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**Investment Team**

- Michael DiPiano
- Marc Lederman
- Glenn Rieger
- Brian Kim
- Hart Callahan
- Justin Nadile
- Tommy Tighe
- Bree Buysse
- Bharat Santhanam

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**Contact**

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

**Our Offices**

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

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<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Celigo</strong></td>
<td>Leading integration Platform-as-a-Service (PaaS) provider for both business and technical users.</td>
</tr>
<tr>
<td><strong>OS33</strong></td>
<td>SaaS provider that secures and protects independent agencies’ data, applications, and devices.</td>
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<tr>
<td><strong>NuORDER</strong></td>
<td>Provides leading brands and retailers a central hub to shop linesheets and catalogs, access real-time inventory and place orders from a computer or mobile app.</td>
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<tr>
<td><strong>ExecOnline</strong></td>
<td>Provides online leadership development tools to universities.</td>
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<tr>
<td><strong>Circonus</strong></td>
<td>Provider of a next generation, IT monitoring, and analytics platform.</td>
</tr>
<tr>
<td><strong>Snag</strong></td>
<td>Connects workers seeking hourly jobs with employers seeking to fill hourly positions.</td>
</tr>
<tr>
<td><strong>JourneySales</strong></td>
<td>Offers a digital selling platform that drives easier and meaningful customer engagement.</td>
</tr>
<tr>
<td><strong>aPriori</strong></td>
<td>Provides cost simulation and manufacturability software to bridge the gap between product development and production for the world’s top manufactures.</td>
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<tr>
<td><strong>Messagepoint</strong></td>
<td>Provides Customer Communications Management solutions that help enterprises create and deliver clear and relevant messages to their customers.</td>
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<td><strong>Vacasa</strong></td>
<td>One of the largest U.S. full service vacation rental companies.</td>
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<td><strong>Intersection</strong></td>
<td>Applies digital technology to the physical world to improve the experience of public space.</td>
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<td><strong>TenFour</strong></td>
<td>Operates the first IT network infrastructure utility and virtualizes all IT network infrastructures in the global enterprise beyond compute and storage.</td>
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<td><strong>PX</strong></td>
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<td><strong>Interactions</strong></td>
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<tr>
<td><strong>Innovid</strong></td>
<td>Empowers advertisers to create, deliver, and measure the most innovative video experiences on any device and media outlet, while increasing scale, efficacy, and ROI.</td>
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<td><strong>LookingGlass</strong></td>
<td>Provides threat intelligence and dynamic threat defense solutions.</td>
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<tr>
<td><strong>Energage</strong></td>
<td>Primarily provides employee engagement annual surveys to drive organizational health.</td>
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<tr>
<td><strong>Arrive</strong></td>
<td>Delivers scalable, friction-free parking experiences through apps, voice and in-dash.</td>
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**RECENT EXITS**

- EDB Postgres
- mobiquity
- SMART Destinations
- XOS Digital
- FirstBest

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