

# 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 \$3.0 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>- Industrial Services</li> <li>- Consumer Services</li> <li>- Technology</li> <li>- Niche Manufacturing</li> <li>- Healthcare</li> <li>- Distribution</li> <li>- Tech-enabled Services</li> </ul>	<p>Flexible and diverse lending structures:</p> <ul style="list-style-type: none"> <li>- Liquidity</li> <li>- Recapitalizations</li> <li>- Refinancings</li> <li>- Management Buy-out</li> <li>- Acquisition Capital</li> <li>- Corporate Carve-outs</li> <li>- Growth Capital</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>\$1.2bn</b> NewSpring Mezzanine AUM</p> <p><b>\$5-25mm</b> Average Initial Investment Size</p> <p><b>100</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   Kirk Clark   Chris Czyzewski   Brian Kelly   Matt DiTosto   Justin Wurzer   Zane Zabinski

## ABOUT NEWSPRING

<b>\$3.0bn+</b> Assets Under Management	<b>5</b> Investment Strategies	<b>200+</b> Investments Made since 1999	<b>100+</b> Total Exits	<b>70+</b> NewSpring Employees
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SEEKING ADD-ON	 <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>Lawton Standard is a diversified provider of specialty iron and steel castings and related products and services.</p>	SEEKING ADD-ON	 <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>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>I Love Produce is a processor and distributor of garlic, ginger, and other produce throughout the U.S.</p>	SEEKING ADD-ON	 <p>Northpoint Roofing Systems is a residential services contractor focusing primarily on re-roofing for insurance pay-based customers.</p>
SEEKING ADD-ON	 <p>AbelCine provides motion picture technologies and services to a variety of companies across the cinematic production, broadcast, and digital media markets.</p>	SEEKING ADD-ON	 <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>Mountain Temp Services provides staffing solutions and services to clients throughout the Front Range and Mountain Resort communities in Colorado.</p>
SEEKING ADD-ON	 <p>Manitowoc is a production oriented, precision machining company for mission critical components.</p>	SEEKING ADD-ON	 <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 manufactures exterior signage and provides installation and facility management services.</p>
SEEKING ADD-ON	 <p>VCI provides comprehensive new and used ambulance solutions and related support and maintenance services.</p>	SEEKING ADD-ON	 <p>WePackItAll is a contract packaging services supplier to major food, nutraceutical, and beverage brand owners.</p>	SEEKING ADD-ON	 <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>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>BOF manufactures customized gravity-flow solutions for the refrigerated sections of grocery, convenience and liquor stores.</p>	SEEKING ADD-ON	 <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>Central Rock Gym is a rock-climbing gym with over 15 current locations spanning across the Northeast.</p>	SEEKING ADD-ON	 <p>GLH Construction is an infrastructure development company focused on installing earthwork and wet utilities.</p>	SEEKING ADD-ON	 <p>Joseph's is a leading manufacturer and marketer of premium frozen stuffed pasta for the foodservice, retail, and industrial channels.</p>
SEEKING ADD-ON	 <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>CES designs and builds controlled storage environments for general contractors and a wide variety of other businesses.</p>	SEEKING ADD-ON	 <p>ConTeras is a leading integrated provider of specialty insulation, scaffolding, and other multi-craft outsourced services.</p>
SEEKING ADD-ON	 <p>Aging with Comfort provides home care support services to individuals with intellectual and developmental disabilities.</p>	SEEKING ADD-ON	 <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>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>Lor-Mar is an HVAC mechanical contractor for commercial and industrial customers in the Philadelphia region.</p>	SEEKING ADD-ON	 <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>Fabulous Floors is a dealer and installer of commercial and residential flooring.</p>

RECENT EXITS



CONTACT

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