

# NewSpring Healthcare



NewSpring Healthcare is NewSpring's thesis-driven growth equity strategy focused on partnering with healthcare companies addressing key issues 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 approximately \$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

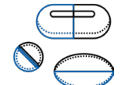
### Sample Industries



Tech-Enabled Healthcare Services



Niche Clinical Providers



Specialty Pharmaceuticals

### 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

**\$633mm**

NewSpring Healthcare AUM

**\$5-\$20mm**

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 Giangiordano



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

## ABOUT NEWSPRING

**~\$3.5bn**

Assets Under Management

**5**

Investment Strategies

**200+**

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.



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.

**EXITED**



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.




Patheous Health is a leading provider of mobile and onsite dysphagia (swallowing impairment or difficulty) diagnostics services.

**SEEKING ADD-ON**




InHome Therapy is an in-home orthopedic rehab provider to HHAs as a partial or fully outsourced therapy solution.



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**

SPECIALTY PHARMACEUTICALS



Putney is a pharmaceutical company committed to providing high-quality, cost-effective generic medicines for pets.

**EXITED**



EKR Therapeutics is a specialty pharmaceutical company that identifies, commercializes, and markets products to acute-care hospitals.

**EXITED**

**CONTACT**

For investment opportunities or questions, please contact:  
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