

# NewSpring Holdings



NewSpring Holdings, NewSpring's majority investment strategy focused on long-term platform builds, leverages proven operational methodologies to accelerate the growth of family-run and owner-operated companies, creating institutionalized platforms of scale.

NewSpring Holdings 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 approximately \$3.5 billion across five distinct strategies covering the spectrum from growth equity and control buyouts to mezzanine debt.

## NEWSPRING HOLDINGS INVESTMENT CRITERIA

### Financials

~\$3mm-~\$10mm  
EBITDA

### Sample Industries

Tech-Enabled Services Businesses in:

- Industry 4.0
- Marketing Services
- GRC
- Logistics
- FinTech
- IT Managed Services
- Wealth Management
- Digital Transformation
- Government Services
- Sports & Entertainment Events

### Investment Profile



Strong growth profile



High sustainable margins and cashflow



Strong revenue visibility



Closely-held family businesses

### Buy & Build Approach

- Partner with differentiated founder-owned companies to build institutionalized platforms of scale around a compelling industry thesis in fragmented markets
- Invest in robust operational and administrative capabilities to strengthen infrastructure in anticipation of accelerated scaling
- Employ proven sales and marketing methodologies to turbo charge organic growth opportunities
- Co-develop and execute an M&A strategy that will consolidate complementary businesses into the platform and unlock further value through deep integration
- Leverage extensive network to identify sector specific Industry Leaders within each domain to join management and board positions

### Differentiating Factors

- Concentrated portfolio of ~6 platforms per fund that receive strategic attention to ensure a successful outcome
- 20+ years of building and maintaining deep, enduring relationships that provide companies access to an expansive and specialized network
- Value creation team brings upper market resources, proven operational methodologies, and technology enablement to critical functional areas of each company
- NewSpring Holdings provides a unique opportunity for entrepreneurs to diversify their wealth, reinvest in their business, and exponentially increase profit

### Holdings by the Numbers

\$265mm  
NewSpring Holdings AUM

6 Platform Companies  
Focused on tech-enabled services

1 Exit  
At a 17x+ EBITDA multiple

~40 Acquisitions  
To add capabilities and scale

## INVESTMENT & OPERATIONAL TEAM

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



Jim Ashton

Lee Garber

Skip Maner

Kamal Advani

Bob Valvano

Daniel Salvato

Caio Azevedo

Arjun Jayakumar

Kaitlyn Drohan

Michelle Goldstein

Mary Halfpenny

### ABOUT NEWSPRING

~\$3.5bn

Assets Under Management

5

Investment Strategies

200+

Investments Made since 1999

100+

Total Exits

70+

NewSpring Employees



Bridge Core is a leading provider of visual intelligence, cybersecurity, and other technical solutions to the U.S. government intelligence community.

**4 Acquisitions**

**Seeking to acquire**

Companies supporting critical mission intelligence services including, but not limited to, data engineering and development, analytical application/systems development, applied AI/ML services, intelligence analysis and operations, and mission operations support



underdog provides an integrated mix of brand-building services that include curated experiences, integrated marketing, strategic communications, storytelling, and partnerships.

**3 Acquisitions**

**Seeking to acquire**

Marketing services businesses, live events, talent marketing & management, and content creation & distribution



QUODD delivers reliable and comprehensive data on demand to the global financial services industry including wealth managers, banks, broker deals, insurance companies, and fin techs.

**3 Acquisitions**

**Seeking to acquire**

Software and services companies that facilitate data information flow across the financial sector



Magna5 provides managed IT services, cybersecurity, private and public cloud hosting, backup and disaster recovery, and other advanced IT services to mid-market and enterprise customers.

**7 Acquisitions**

**Seeking to acquire**

Managed IT services businesses



USPack is a national logistics company that specializes in same-day final-mile delivery services for customers in retail, healthcare, automotive, manufacturing, and distribution.

**9 Acquisitions**

**Seeking to acquire**

Final-mile delivery businesses with independent contractor models



Wealthcare uses proprietary technology that empowers firms and advisors to go independent and grow their advisory businesses by integrating planning, investing, and a full-suite of practice-management services.

**5 Acquisitions**

**Seeking to acquire**

Independent advisors, RIAs, and advisory partners

PLATFORM EXIT

# Avantus

Avantus Federal, a middle market government services platform that provides differentiated service and capability to the most sensitive missions across Homeland Security, Defense, and Intelligence, sold to strategic buyer Qinetiq Group PLC in November 2022.

**9**

Acquisitions

**\$590mm**

Sale Price

**17x EBITDA**

Platform Exit Multiple

**<20 to 1,200**

Employee Growth

**~30% to ~40%**

Gross Margin Expansion

**CONTACT**

For investment opportunities or questions, please contact:  
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**OUR LOCATIONS**

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