

# NewSpring Franchise

NewSpring Franchise brings sector-specific operating and investment expertise to growing franchise and multi-unit businesses with sustainable business models.

## Powering the American Dream

NewSpring Franchise brings over two decades of experience operating franchise and multi-unit businesses at a senior level.

We believe that franchisors and their franchisees are the engine that drives the American Dream. We are here to give our founders the knowledge, tools, and connections they need to keep driving their dreams forward.

## Fueling Growing Brands

- Access to a network, resources, and back office of a firm far beyond the scope of most funds our size
- Significant CEO-level operating experience and investment track-record within the franchise industry
- Access to a broad network of experts that brings upper market resources, proven operational methodologies, and technology enablement to critical functional areas of each company
- Intentionally sized and positioned to access the inefficient, lower-middle market where value creation via operator experience is the most impactful

## Direct Operational Experience

Our team has firsthand experience navigating the challenges of scaling multi-unit concepts. We've sat in the operator's seat, tested value-creation strategies in the real world, and delivered results.

## Investment Team

The NewSpring Franchise team is made up of hands-on leaders with decades of experience building and scaling multi-unit brands from the inside out.



Satya Ponnuru



Patrick Sugrue



Sean Whitehead



Luke Pillarella

## Advisory Partners

NewSpring Franchise's advisory partners leverage real operational expertise to create value within key functional areas including New Unit Development, Operational Enhancements, Infrastructure Improvement, and Financing & Institutionalization.



Steve McMahon  
Marketing Advisory



Gavin McKinney  
Group CFO Food & Advisory



Jason Perras  
Group CFO Services & Advisory



Andy Revella  
Supply Chain & Advisory

## NewSpring Franchise by the Numbers

7 Portfolio Companies

With Differentiated Value Propositions

\$5-25mm

Average Investment Size

\$120mm → \$230mm+

Total system sales at time of investment

Total current system sales

## Investment Criteria

### Financials

\$10mm+

System-wide Sales

\$1-10mm

EBITDA

### Sample Industries

- Pet Services
- Home Services
- Food & Restaurant
- Personal Care
- Education & Child Related Services

### Target Company Attributes



25+ Unit Count



Franchisors, Franchisees, & Company-owned



Proven customer value proposition



Experienced management teams

## About NewSpring

\$3.5bn+

Assets Under Management

5

Investment Strategies

250+

Investments since 1999

100+

Total Exits

70+

NewSpring Employees



Blo Blow Dry Bar is a leading personal care franchise brand specializing in blow outs as well as other signature hair and makeup services.



Central Bark is a leading pet services franchisor offering dog care facilities that provide day care, boarding, grooming, training services, and specialty retail products.



Duck Donuts is a specialty treat franchise brand offering fresh, warm, made-to-order donuts and other all-day menu items.



Federal Donuts is a fried chicken and cake donut shop serving affordable comfort classics such as: upscale donuts, breakfast sandwiches, salads, and twice fried chicken buckets & sandwiches.



Green Home Solutions creates a clean indoor air environment by providing mold remediation, indoor air quality, odor removal, and allergen control solutions through green, EPA registered products.



Shake Smart is a leading healthy fast-casual concept providing nutritious and delicious protein shakes, protein smoothies, acai bowls, wraps, nut butter and avocado toast, and more.



Great Harvest is a franchisor of fast casual bakery cafes offering freshly baked breads and baked goods, as well as sandwiches, soups, salads, and other food and beverage items.

#### Contact

For investment opportunities or questions, please contact:  
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#### Our offices

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