

Gemspring Capital is a private equity firm specializing in lower-middle market companies. With approximately \$1.5 billion of capital under management, we provide flexible capital solutions and partner with talented management teams to help companies achieve their full potential.

## SIZE

### Platforms

- Annual revenue of \$5mm to \$500mm

### Add-ons

- Annual revenue of at least \$5mm

## GEOGRAPHY

- HQ in United States and Canada

## TRANSACTION TYPES

- Corporate Carve-outs / Divestitures
- Growth Equity
- Leveraged Buyouts
- Preferred Equity
- Recapitalizations
- Restructurings
- Strategic Debt
- Structured Equity

## FIRM BACKGROUND

- Hands-on approach to help drive growth, market leadership, operational excellence and strategic value for our partner companies
- Flexible investment mandate with appetite for complexity and ability to provide tailored solutions
- 38-person team, including 4 dedicated business development professionals
- Completed 52 investments since 2016

## SECTOR FOCUS



AEROSPACE & DEFENSE



BUSINESS SERVICES



CONSUMER SERVICES



FINANCIAL & INSURANCE SERVICES



HEALTHCARE



INDUSTRIAL SERVICES



SOFTWARE & TECH-ENABLED SERVICES



SPECIALTY MANUFACTURING

## WHAT WE TARGET

- Industry leaders with growth potential that will benefit from our support and expertise
- Opportunities to leverage industry experience and executive network
- Complicated situations where we can provide tailored capital solutions

## CURRENT INVESTMENTS



**HQ:** Boise, ID  
**Investment Date:** May 2018  
**Financial Services:** Commercial real estate financing solutions



**HQ:** Westlake Village, CA  
**Investment Date:** July 2020  
**Software:** Order to cash workflow automation software



**HQ:** Houston, TX  
**Investment Date:** December 2021  
**Tech-Enabled Facility Services:** Provider to commercial and industrial building owners



**HQ:** The Woodlands, TX  
**Investment Date:** December 2019  
**Industrial Services:** Value-added industrial and specialty chemicals distributor



**HQ:** Atlanta, GA  
**Investment Date:** December 2016  
**Insurance Services:** TPA/MGA of health insurance products & services



**HQ:** Gaithersburg, MD  
**Investment Date:** November 2021  
**Software:** Case management software solutions and IT services



**HQ:** Los Angeles, CA  
**Investment Date:** October 2019  
**Tech-Enabled Services:** Full service visual effects & production services



**HQ:** New York, NY  
**Investment Date:** April 2018  
**Software & Tech-Enabled Services:** Employment recruitment software & services for enterprise clients



**HQ:** Sugar Land, TX  
**Investment Date:** December 2020  
**Software:** Enterprise Asset Management (EAM) software provider



**HQ:** Seattle, WA  
**Investment Date:** April 2019  
**Software:** Practice management & EHR software for the behavioral health market



**HQ:** Torrance, CA  
**Investment Date:** November 2018  
**Business Services:** B2B media, events & marketing solutions



**HQ:** Las Vegas, NV  
**Investment Date:** October 2018  
**Insurance Services:** Consumer insurance products & services



**HQ:** Chicago, IL  
**Investment Date:** July 2019  
**Business Services:** Designs and develops in-store experiential marketing solutions



**HQ:** Eagan, MN  
**Investment Date:** January 2020  
**Business Services:** Provider of trade show and corporate event displays & services



**HQ:** Bloomfield Hills, MI  
**Investment Date:** December 2020  
**Business Services:** Wireless retail locations providing T-Mobile sales and services



**HQ:** Huntingdon Valley, PA  
**Investment Date:** March 2022  
**Industrial Services:** Specialty electrical services provider



**HQ:** Bakersfield, CA  
**Investment Date:** December 2021  
**Tech-Enabled Facility Services:** Design-build mechanical and electrical solutions provider



**HQ:** West Palm Beach, FL  
**Investment Date:** December 2021  
**Tech-Enabled Facility Services:** Provider of integrated security solutions



**HQ:** Pittsburgh, PA  
**Investment Date:** May 2021  
**Industrial Services:** Asset-light provider of transportation and logistics services



**HQ:** Flowood, MS  
**Investment Date:** June 2021  
**Healthcare:** Designer and manufacturer of spinal hardware and biologics

## SENIOR INVESTMENT TEAM

**BRET WIENER**  
 Managing Partner  
 bret@gemspring.com  
 203.842.8879

**GEOFF BROGLIO**  
 Managing Director  
 geoff@gemspring.com  
 203.883.1463

**RAVDEEP CHANANA**  
 Managing Director  
 ravdeep@gemspring.com  
 203.533.4198

**ARON GROSSMAN**  
 Managing Director  
 aron@gemspring.com  
 203.408.3124

**DON GERNE**  
 Managing Director  
 don@gemspring.com  
 203.293.2567

**ZUBIN MALKANI**  
 Managing Director  
 zubin@gemspring.com  
 203.408.3324

**ALEX SHAKIBNIA**  
 Managing Director  
 alex@gemspring.com  
 203.842.8887

**RUSS SPIELER**  
 Managing Director  
 russ@gemspring.com  
 203.518.8101

**MICHAEL FAN**  
 Principal  
 michael@gemspring.com  
 203.429.5976

**CHIRAG HIRAWAT**  
 Principal  
 chirag@gemspring.com  
 203.403.0236

**DAN ANDREWS**  
 Principal  
 dan@gemspring.com  
 203.803.1914

## BUSINESS DEVELOPMENT

**MATT SHUMAN**  
 Managing Director  
 matt@gemspring.com  
 203.518.5312

**KERRI HAGEN**  
 Director  
 kerri@gemspring.com  
 203.293.9249

**CONNOR O'BYRNE**  
 Director  
 connor@gemspring.com  
 424.220.8323

**KARL RÖDGER**  
 Director  
 karl@gemspring.com  
 203.409.2014

**CHARLES FRAAS**  
 Portfolio Operations  
 charles@gemspring.com  
 203.403.6666

**JACK TUCKER**  
 COO & IR  
 jack@gemspring.com  
 203.571.3688

## OPERATIONS