

## About NexPhase Capital (“NPC”)

NPC is a thematic and operationally-focused private equity firm that partners with founder-owned companies that have reached a growth inflection point and are seeking a value-added partner to help navigate the ‘Next Phase’. NPC specializes in three distinct sectors: Consumer, Healthcare, and Software & Services. NexPhase was formed in 2016 by the former principals of Moelis Capital Partners.

**Specialization:** Highly experienced within their sector, investment teams are 100% dedicated to their industry vertical

**Thematic:** Proactive thesis and subsector-driven origination

**Operations:** Holistic involvement of 12 experienced industry and functional experts

**Value Creation:** Systematic and proven approach to driving incremental growth and profitability

**Partner of Choice:** 80% of our investments have been entrepreneur-owned and operated at acquisition

**\$1.4B invested in nearly 60 transactions**



## Transaction Opportunities:

**Lex Leeming, Partner & Head of Business Development**

lleeming@NexPhase.com  
(212) 878-6005

600 Lexington Avenue 12<sup>th</sup> Floor  
New York, NY 10022  
[www.NexPhase.com](http://www.NexPhase.com)

## Investment Criteria

**Ownership** Control or co-lead

**Location** North America

**EBITDA** Up to \$30MM

**Equity Investment** \$25MM – \$75MM

**Financial Profile** Asset-light, high growth

*Preference for entrepreneur-owned business*

## Consumer Portfolio Companies



April 2019

Manufacturer of premium quality, all-natural ready-to-eat popcorn sold under the Popcornopolis brand offering indulgent and better-for-you varieties nationwide through retail and DTC channels



June 2016

Fastest growing and leading non-alcoholic cocktail mix brand in the U.S. which offers a complete line of premium quality mixers in over 200,000 retail and on-premise locations nationwide



May 2012; exited December 2016

Leading provider of branded and licensed personal care products. Created #1 Children’s oral care brand, Firefly, and leading value brand, Dr. Fresh

## Value Creation Expertise

- Sales and marketing execution
- Distribution expansion and route-to-market strategy
- Product innovation
- Brand creation
- Supply chain cost savings and lean management
- Strategy development and performance management
- Organizational design, recruiting, succession planning, and leadership development

## Focus Areas

### Branded CPG within:

#### Beverage

- Specialty and functional beverages
- Cocktail mixes
- Craft spirits, wine negociants, and RTD cocktails

#### Food

- Meal aids, sauces, and condiments
- Snacks
- Indulgent treats

#### Functional Personal Care & Household Products

- Functional cosmetics + grooming
- Functional home products
- OTC + orthopedic
- Relaxation and sleep aids

## Consumer Team

**Jamie Kaufman** (212) 878-6007  
*Partner* [jkaufman@NexPhase.com](mailto:jkaufman@NexPhase.com)

**Alan Rogers** (212) 878-6013  
*Vice President* [arogers@NexPhase.com](mailto:arogers@NexPhase.com)

**Doug Corbett** (203) 722-0966  
*Operating Partner* [dcorbett@NexPhase.com](mailto:dcorbett@NexPhase.com)

- President, InBev USA
- Procter & Gamble
- PepsiCo

**Micah Valine** (212) 878-6000  
*Finance, accounting, technology, supply chain, and operations* [mvaline@plektronsolutions.com](mailto:mvaline@plektronsolutions.com)

- SYSCO Food Services
- TreeHouse Food