

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 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 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 12th Floor
New York, NY 10022
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

Alan Rogers (212) 878-6013
Vice President arogers@NexPhase.com

Doug Corbett (203) 722-0966
Operating Partner dcorbett@NexPhase.com

- President, InBev USA
- Procter & Gamble
- PepsiCo

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

- SYSCO Food Services
- TreeHouse Food