

## The NexPhase Approach

### Specialization

Investment teams are dedicated to their industry vertical

### Thematic

Macro trends drive thematic thesis formation

### Operations

Operational enhancement via 12 industry and functional experts

### Value Creation

Systematic approach to driving incremental growth and profitability

### Partner of Choice

80% of our investments entrepreneur-owned and operated at close

Since inception, NexPhase has managed over \$1.8B of capital and completed 80+ investments

## Investment Criteria

<b>Ownership</b>	Control or co-lead
<b>Location</b>	North America
<b>EBITDA</b>	Up to \$30MM
<b>Equity Investment</b>	\$25MM – \$150MM
<b>Financial Profile</b>	Asset-light, high growth

**Preference for entrepreneur-owned businesses**

## Transaction Opportunities:

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## Select Portfolio Companies

### Consumer

- Beverage mixes and enhancers
- Craft spirits, hard cider, wine and flavored alcohol
- DTC seeking FDM growth
- Functional home products
- Functional personal care and orthopedic
- Kid-focused brands
- Leading regional brands
- Low/no-ABV alternatives
- Meal aids, sauces and condiments
- Snacks and indulgent treats



March 2021

Flavorful wines



April 2019

Indulgent popcorn



June 2016

Cocktail mixers & RTDs

### Healthcare

- Concierge medicine
- HCIT
- Medical product and devices
- Outsourced services to providers and payors
- Physician practices
- Pharma services
- Revenue cycle management
- Senior care services



October 2018

Pediatric autism



April 2018

Non-medical home care



February 2018

Pain management



March 2017

Revenue cycle mgmt.



November 2013

Pharmacy services



November 2010

Infertility management

### Software

- Education, certification and training
- Energy, power and utilities
- Financial services
- State and local government



November 2019

Automotive martech



November 2019

Finance CPE



March 2018

State permitting