

The NexPhase Approach

Specialization

Industry vertical teams bring true domain expertise

Thematic

Target industry subsectors based on macro and micro trends

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 are entrepreneur-owned and operated at close

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

Investment Criteria

Ownership	Control or co-lead
Location	North America
EBITDA	Up to \$30MM
Equity Investment	\$25MM – \$150MM
Financial Profile	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



August 2021

Benefits administration



November 2019

Automotive martech



November 2019

Finance CPE



March 2018

State permitting