

## The NexPhase Approach

### 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**

## 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 – \$75MM
<b>Financial Profile</b>	Asset-light, high growth

*Preference for entrepreneur-owned business*













## Transaction Opportunities:

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## Select Portfolio Companies

	November 2019	Provider of cloud-based digital marketing technology for the retail automotive industry
	November 2019	Continuing professional education and exam preparation course provider to the accounting, finance and healthcare sectors
	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 traditional retail and DTC channels
	October 2018	Center-based provider of ABA therapy for children with autism
	April 2018	Franchisor of non-medical in-home services with over 150 franchises nationwide
	March 2018	Software and mobile solutions provider supporting the issuance of recreational licenses and permits on behalf of state wildlife and natural resource agencies
	February 2018	Provider of multidisciplinary interventional pain management services
	March 2017	Provider of patient-focused revenue cycle management solutions for hospitals and healthcare providers
	June 2016	Fastest growing and leading non-alcoholic cocktail mix brand in the U.S. offering a complete line of premium quality mixers in over 200,000 retail and on-premise locations nationwide
	December 2014	Provider of software and technology-enabled sales automation platforms to insurance and financial services companies
	November 2013	A leading provider of medical claims management, compliance, patient engagement, and pricing information technology software and services for retail and hospital pharmacies, and pharmaceutical companies
	November 2010	Infertility benefits manager providing outsourced medical management, network development and administration to health plans and consumers

## Focus Areas by Sector

### Consumer

- Craft spirits and wine negotiants
- Functional home products
- Functional personal care
- Meal aids, sauces, and condiments
- Snacks and indulgent treats
- Specialty beverages

### Healthcare

- Low tech medical products
- Outsourced services to providers
- Physician practices
- Physician management
- Revenue cycle management
- Senior care services

### Software & Services

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