

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

\$1.6B invested in over 75 transactions

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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Software & Services Portfolio Companies

| | | | |
|-------------------------------|--------------------------------------|--|--|
| DEALERON | November 2019 | Lead generation and sales enablement SaaS for the retail automotive industry | Add-ons: Retail automotive software solutions |
| KNOWFULLY | November 2019 | Continuing professional education and exam preparation courses | Add-ons: CPE or exam prep solutions in accounting, finance, and healthcare |
| BRANDT | March 2018 | Recreational licensing and reservations software for state government agencies | Add-ons: Licensing, permitting and reservations software for state and local governments |
| inside real estate | October 2016; exited September 2019 | Cloud-based marketing software for residential real estate agents and brokers | |
| FAST | September 2015; exited December 2019 | Policy administration and distribution solutions for the insurance industry | |
| INSURANCE TECHNOLOGIES | December 2014; exited October 2020 | Sales enablement software for the insurance and financial services industries | |
| SwipeClock | June 2014; exited June 2017 | SaaS-based workforce management solutions to small and mid-sized businesses | |
| MXI | May 2012; exited January 2017 | Maintenance management software for the aviation industry | |

Focus Areas

Insurance

- Agency management
- Customer engagement and distribution
- Policy administration, claims, and billing
- Pricing and underwriting

State and Local Government

- Administration, finance and payments
- Courts and justice
- Health and human
- Permitting and licensing

Education

- Continuing professional education
- Assessment and analytics
- Student lifecycle and success

Financial Services

- Bank operations
- Institutional investments
- Lending and mortgage
- Real estate
- Tax and accounting

Software & Services Team

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Head of Sales, SBS Int.

Steve Hoffman

Strategy & Business Development

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CEO, iJet, Element K and Prometric Thomson Learning
President, Blackboard Inc.

Jon Slangerup

Leadership, Sales & Operations

CEO, Port of Long Beach
President, FedEx Canada

Micah Valine

Financial Planning & Analysis

Founder, Plektron Solutions
SYSCO Food Service