

NexPhase Capital

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 their 'Next Phase.' NPC specializes in three distinct sectors: Consumer, Healthcare and Software & Services.

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 investments are entrepreneur-owned and operated at close

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

Inc.
**Founder
Friendly
Investors**

2021

Transaction Opportunities

Lex Leeming, *Partner & Head of Business Development*
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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

Consumer Portfolio Companies

 **March 2021** Top 30 US winery focused on approachable, flavor-forward and low-ABV wines

 **June 2016** Leading cocktail mix brand offering a complete line of premium quality non-alcoholic mixers and spirit-based ready-to-drink cocktails in over 200,000 retail and on-premise locations

 **April 2019; exited October 2021** Manufacturer of premium quality, all-natural ready-to-eat popcorn offering indulgent and better-for-you varieties 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 development
- 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

- Beverage mixes and enhancers
- Specialty and functional beverages
- Craft spirits, hard cider and wine
- Flavored alcohol, RTD cocktails and mixers
- Low/no-alcohol alternatives
- Leading regional brands

Functional Personal Care & Household Products

- Functional cosmetics and grooming
- Orthopedic products and OTC
- Relaxation and sleep aids
- Functional home products

Food

- Indulgent treats and snacks
- Meal aids, sauces, condiments and toppings
- Side dishes, wraps and bread alternatives
- Fermented or pickled foods
- Leading regional brands

Other

- Kid-focused food, beverage and personal care
- DTC/ecommerce brands with emerging FDM distribution
- Gifting

Consumer Team

Jamie Kaufman
Partner

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Alan Rogers
Vice President

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Doug Corbett
Operating Partner

- President, InBev USA
- Procter & Gamble
- PepsiCo

Micah Valine

Finance, accounting, technology, supply chain and operations

- SYSCO Food Services
- TreeHouse Food