

# 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 entrepreneurowned 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 entrepreneurowned businesses

# Transaction Opportunities:

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# **Healthcare Portfolio Companies**

| BRAND NOURISHMENT             | November 2021 | Marketing services provider to the biopharma sector   |   |
|-------------------------------|---------------|---|---|
| ACTION<br>BEHAVIOR<br>CENTERS | October 2018  | Center-based provider of ABA therapy for children with autism   | Add-ons: Center-<br>based ABA providers |
| SYNERGY HomeCare              | April 2018    | Nationwide franchisor of non-medical inhome services  |   |
| CLEARWAY<br>PAIN<br>SOLUTIONS | February 2018 | Multidisciplinary interventional pain management services   | Add-ons: pain mgmt.<br>practices        |
| ≫ meduit                      | March 2017    | Patient-focused RCM solutions for hospitals and healthcare providers  | Add-ons: RCM solutions                  |
| WINFERTILITY                  | November 2010 | Infertility benefits manager providing<br>outsourced medical management and<br>administration to health plans and consumers |   |

# **Focus Areas**

# **Healthcare IT**

- Care coordination
- Patient engagement
- Remote monitoring

# **Physician Practice Management**

- Interventional pain mgmt.
- Physical therapy
- Concierge medicine
- Autism services
- Telemedicine

# Seniors

- Meal delivery
- Care in alternative settings
- Services and tools for aging at home

# Medical Products, Devices and Supplies

- Medical devices
- Patient or provider safety products/services

## Outsourcing

- Provider/payor outsourced services
- Pharma services

## Other

- Pharmacy management
- Behavioral health
- Revenue Cycle Management

# **Healthcare Team**

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# Joe Morgan, Strategy & Leadership

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## Anthony López, Strategy & Leadership

- President, Ansell Healthcare
- CEO, Azzur Group
- SVP & GM, CareFusion

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