

## 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

<b>Ownership</b>	Control or co-lead
<b>Location</b>	North America
<b>EBITDA</b>	Up to \$30MM
<b>Equity Investment</b>	\$25MM – \$150MM
<b>Financial Profile</b>	Asset-light, high growth

*Preference for entrepreneur-owned businesses*

## Transaction Opportunities:

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## Healthcare Portfolio Companies

	November 2021	Marketing services provider to the biopharma sector	
	October 2018	Center-based provider of ABA therapy for children with autism	Add-ons: Center-based ABA providers
	April 2018	Nationwide franchisor of non-medical inhome services	
	February 2018	Multidisciplinary interventional pain management services	Add-ons: pain mgmt. practices
	March 2017	Patient-focused RCM solutions for hospitals and healthcare providers	Add-ons: RCM solutions
	November 2010	Infertility benefits manager providing outsourced medical management and 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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### Barbara B. Hill, Operating Partner

- CEO, ValueOptions
- President, Express Scripts
- SVP, Ops, CIGNA Healthcare

### Joe Morgan, Strategy & Leadership

- CEO, UNIGUEST, Inc.
- CEO, Standard Register Company

### Anthony López, Strategy & Leadership

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