

## 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"

<b>Specialization</b>	Industry vertical teams bring true domain expertise
<b>Thematic</b>	Target industry subsectors based on macro and micro trends
<b>Operators</b>	Operational enhancement via 12 industry and functional experts
<b>Value Creation</b>	Systematic and proven approach to driving incremental growth and profitability
<b>Partner of Choice</b>	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

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## 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 business*

## Consumer Portfolio Companies

 <b>OLIVER</b> WINEERY & VINEYARDS	<i>March 2021</i>	Top 30 US winery focused on approachable, flavor-forward and low-ABV wines
	<i>June 2016</i>	Leading cocktail mix brand offering a complete line of premium non-alcoholic mixers and spirit-based ready-to-drink cocktails
	<i>April 2019; exited October 2021</i>	Manufacturer of premium quality, all-natural ready-to-eat popcorn offering indulgent and better-for-you varieties nationwide
	<i>May 2012; exited December 2016</i>	Provider of branded and licensed personal care products. #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 creation
- 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/e-commerce 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