

## The NexPhase Approach

### Specialization

Industry vertical focus

### Thematic

Target subsectors based on macro investment themes

### Operators

14 industry and functional experts

### Value Creation

Systematic approach to driving incremental growth

### Partner of Choice

Over 80% of investments entrepreneur-owned at close

Since inception, NexPhase has managed over \$1.8B of capital and completed 90+ investments

## Investment Criteria

<b>Ownership</b>	Control
<b>Location</b>	North America
<b>EBITDA</b>	\$4MM to \$30MM
<b>Equity Investment</b>	\$40MM – \$150MM
<b>Financial Profile</b>	Asset-light, high growth

*Preference for entrepreneur-owned businesses*

## Transaction Opportunities:

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## Healthcare Portfolio Companies



December 2021

Food services provider to hospitals, senior care and educational facilities

Add-ons:  
Senior home meal delivery



November 2021

Marketing services provider to the biopharma sector

Add-ons:  
Pharma marketing services



April 2018

Nationwide franchisor of non-medical inhome services



February 2018

Multidisciplinary interventional pain management services

Add-ons:  
Pain mgmt. practices



March 2017

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

### Healthcare IT

- Care coordination
- Patient engagement
- Remote monitoring

### Physician Practice Management

- Interventional pain mgmt.
- Physical therapy
- Concierge medicine
- Autism services
- Telemedicine
- Cosmetic surgery/aesthetics

### 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

- Payor/provider outsourced services
- Pharma services

### Other

- Pharmacy management
- Behavioral health
- Revenue cycle management
- Wound care
- Women's health

## Healthcare Team

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

### Anthony López, Strategy & Leadership

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

### Don Nickleson, Strategy & Business Development

- CEO, Comprehensive Pharmacy Services
- President, Arrow Business Products