

## 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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## Select Portfolio Companies

### Consumer

- Craft spirits, wine negociants, RTD cocktails and cider
- Specialty and functional beverages
- Meal solutions, sauces, condiments and dessert toppings
- Snacks and indulgent treats
- Frozen and prepared foods
- Functional personal care
- Functional home products
- OTC and consumer health



July 2022

Baby & Family  
Personal Care



March 2021

Flavorful wines



April 2019; exited  
September 2021

Indulgent popcorn



June 2016

Cocktail mixers & RTDs

### Healthcare

- Healthcare IT
- Medical products, devices and supplies
- Physician practice management
- Seniors
- Outsourcing
- Pharmacy management
- Behavioral health
- Revenue cycle management
- Wound care
- Women's health



December 2021

Food services provider



November 2021

Biopharma marketing



April 2018

Non-medical home care



February 2018

Pain management



March 2017

Revenue cycle mgmt.



November 2010

Infertility management

### Software

- State & local government
- Education
- Financial services
- Insurance



April 2022

Adult education & workforce training



August 2021

Benefits administration



November 2019

Automotive martech



November 2019

Continuing professional education



March 2018

Recreational licensing