

## 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

 <b>Metz</b> CULINARY MANAGEMENT	December 2021	Food services provider to hospitals, senior care and educational facilities	Add-ons: Senior home meal delivery
 <b>calcium</b> BRAND NOURISHMENT	November 2021	Marketing services provider to the biopharma sector	Add-ons: Pharma marketing services
 <b>SYNERGY HomeCare</b>	April 2018	Nationwide franchisor of non-medical inhome services	
 <b>CLEARWAY PAIN SOLUTIONS</b>	February 2018	Multidisciplinary interventional pain management services	Add-ons: Pain mgmt.practices
 <b>meduit</b>	March 2017	RCM solutions for hospitals and healthcare providers	Add-ons: RCM solutions
 <b>winFERTILITY</b>	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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### Barbara B. Hill, Operating Partner

- CEO, ValueOptions
- 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