

## The NexPhase Approach

### Specialization

Industry vertical teams bring true domain expertise

### Thematic

Target subsectors based on relevant investment themes and trends

### Operators

Operational enhancement via 15 industry and functional experts

### Value Creation

Systematic approach to creating market leaders

### Partner of Choice

Over 80% of investments entrepreneur-owned and operated at close

**100+ investments completed and \$2.1 B capital raised and managed since inception**

## 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 Healthcare Portfolio Companies

Add-On Criteria

	December 2021	Food services provider to hospitals, senior care and educational facilities	Food service providers
	November 2021	Marketing services provider to the biopharma sector	Pharma marketing and medical communications
	April 2018	Nationwide franchisor of non-medical, in-home services	
	February 2018	Multidisciplinary interventional pain management services	Pain management practices
	March 2017	RCM solutions for hospitals and healthcare providers	RCM solutions
	October 2018; exited September 2022	Clinic-based provider of ABA therapy for full time care of autistic children	

## Themes and Targeted Sub-Sectors

### Aging Independently

- Hospice
- Hospital in the home
- Meal delivery

### Digitization of Healthcare

- Care management
- Patient engagement
- Remote monitoring

### Healthcare Consumerism

- Concierge medicine
- Medspa/cosmetic surgery
- Vet

### Increased Demand for Behavioral Health

- Autism
- Mental health
- Substance abuse

### Reducing Costs & Promoting Better Outcomes

- Adult daycare
- Outsourced services
- Weight loss

### Targeting of Specific Diseases and Conditions

- Food and nutrition
- Pain management/physical therapy
- Senior care/loneliness
- Wound care

## Healthcare Team

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### Jordan Zauderer, Vice President

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### Barbara B. Hill, Healthcare Services

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

### John King, HCIT

- CEO, OmniSYS
- SVP, McKesson

### Anthony López, Medical Products and Devices

- President, Ansell Healthcare
- SVP & GM, CareFusion

### Don Nickleson, Pharmacy

- CEO, Comprehensive Pharmacy Services