

# 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 16 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 **\$2.6B** capital raised and managed since inception

## **Investment Criteria**

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

Preference for entrepreneurowned businesses

## **Transaction Opportunities:**

Lex Leeming, Partner &

#### Leila Rashtchi,

<ul> <li>Consumer</li> <li>Baby/kid &amp; senior-focused brands</li> <li>Beverage mixers &amp; enhancers</li> <li>Candy/BFY alternatives</li> <li>Craft spirits, flavored alcohol, hard cider &amp; wine</li> <li>DTC/e-commerce brands with emerging/potential FDM distribution</li> <li>Feminine care &amp; sexual health</li> <li>Food as medicine; allergen-free foods</li> <li>Functional beauty/personal care &amp; consumer health</li> <li>Indulgent treats &amp; snacks</li> <li>Leading regional brands</li> <li>Low/no-alcohol alternatives</li> <li>Meal solutions</li> <li>Safety &amp; accessibility solutions</li> <li>Specialty &amp; functional beverages</li> </ul>	Why tool	July 2022		
	OLIVER. WINERY & VINEYARDS	March 2021		
	Reproductions	April 2019; exited September 2021		
	The Las	June 2016; exited July 2025		
	DR.Fresh <sup>®</sup>	May 2012; exited December 2016		
Healthcare Services  Adult daycare Aging in place Autism Care management Clinical and non-clinical staffing Concierge medicine Food and nutrition Hospice Hospital in the home Infusion Medspa/plastic surgery	Behavior Frontiers	April 2025		
		December 2021		
	BRAND NOURISHMENT	November 2021		
		October 2018; exit September 2022		
<ul> <li>Outpatient behavioral health</li> <li>Outpatient convicts</li> </ul>	SYNERGY <sup>®</sup>	April 2018: exited		

Samoduit		
CLEARWAY PAIN SOLUTIONS	February 2018	Pain management
	April 2018; exited January 2025	Non-medical home
	September 2022	

ISI Insurance Systems Inc.	May 2024	Policy administration software for property & casualty insurers
Aztec	April 2022	Adult education, financial literacy, and career technical education
selerix	August 2021	Employee benefits administration software
DEALER <mark>UN</mark>	November 2019	Sales & marketing enablement software
	November 2019	Exam prep and continuing professional education
BRANDT INFORMATION SERVICES	March 2018; exited/reinvested May 2024	Recreational licensing, permitting, and reservations software
OmniSYS	November 2013; exited December 2021	Clinical pharmacy technology

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NPC is a thematic and operationally-focused private equity firm that partners with primarily founderowned companies that have reached a growth inflection point and are seeking their "Next Phase"

# **Select Portfolio Companies**

- Outsourced services
- Patient engagement
- Pharma services
- Pharmacy services
  - Physician services
- Post acute clinical services
- Remote monitoring ÷.
- Specialty services .
  - Vet

### Software

Targeting investments in growthoriented, vertical software businesses. Target software sub-sectors include but are not limited to the following:

#### EdTech

- Adult & professional education Higher education
- K-12
- . Learning technologies

### GovTech

- Not-for-profit
- Other public software State & local

- HealthcareTech Payor/risk-bearing entity
- Pharma & life sciences
- Provider
- Virtual care & consumer

#### InsurTech

- Benefits
- Life & annuity
  - Property & casualty

Children's oral care brand 2016 Autism services 2021 Food services provider 2021 Biopharma marketing 18: exited Autism services cal home care

Baby & family personal care

Flavorful wines

Indulgent popcorn

Cocktail mixers & RTDs

Revenue cycle mgmt.

March 2017