

## 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

<b>Ownership</b>	Control
<b>Location</b>	North America
<b>EBITDA</b>	\$4MM to \$30MM
<b>Equity Investment</b>	\$40MM to \$225MM
<b>Financial Profile</b>	Asset-light, high growth

*Preference for entrepreneur-owned businesses*

## Transaction Opportunities:

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## Select Portfolio Companies

### Consumer

- Baby/kid & senior-focused brands
- Beverage mixers & enhancers
- Candy/BFY alternatives
- Craft spirits, flavored alcohol, hard cider & wine
- DTC/e-commerce brands with emerging/potential FDM distribution
- Feminine care & sexual health
- Food as medicine; allergen-free foods
- Functional beauty/personal care & consumer health
- Indulgent treats & snacks
- Leading regional brands
- Low/no-alcohol alternatives
- Meal solutions
- Safety & accessibility solutions
- Sauces, condiments, toppings
- Specialty & functional beverages



July 2022

Baby & family personal care



March 2021

Flavorful wines



April 2019; exited September 2021

Indulgent popcorn



June 2016; exited July 2025

Cocktail mixers & RTDs



May 2012; exited December 2016

Children's oral care brand

### 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
- Outpatient behavioral health
- Outsourced services
- Patient engagement
- Pharma services
- Pharmacy services
- Physician services
- Post acute clinical services
- Remote monitoring
- Specialty services
- Vet



Behavior Frontiers April 2025

Autism services



December 2021

Food services provider



November 2021

Biopharma marketing



October 2018; exited September 2022

Autism services



April 2018; exited January 2025

Non-medical home care



February 2018

Pain management



March 2017

Revenue cycle mgmt.

### Software

Targeting investments in growth-oriented, 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



July 2025

Evidence-based programs (“EBP”), software, and services for at-risk youth and adolescents



May 2024

Policy administration software for property & casualty insurers



April 2022

Adult education, financial literacy, and career technical education



August 2021

Employee benefits administration software



November 2019

Sales & marketing enablement software



November 2019

Exam prep and continuing professional education



March 2018; exited/reinvested May 2024

Recreational licensing, permitting, and reservations software



November 2013; exited December 2021

Clinical pharmacy technology