

Our 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

120+ investments completed and \$2.6B capital raised and managed since inception

Investment Criteria

Preference for entrepreneur-owned businesses

| | |
|-------------------|--|
| Ownership | > 50% |
| Location | North America |
| EBITDA | Up to \$35MM |
| Revenue | > \$15MM |
| Equity Investment | \$40MM to \$225MM |
| Financial Profile | Asset-efficient, high growth, profitable |

Investment Opportunities



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Consumer

Food & Beverage

- Beverage mixes & enhancers
- Specialty & functional beverages
- Meal solutions, sauces & condiments
- Food as medicine; foundational nutrition
- Indulgent treats & snacks
- BFY alternatives

Consumer Services

- Wellness, beauty and juvenile
- Franchises

Personal & Home Care

- Functional beauty
- Consumer health
- Pain relief, recovery & active lifestyle solutions
- Relaxation, sleep aids & sexual health
- Juvenile & senior-focused
- Safety & accessibility solutions
- Cleaning & maintenance

Marketing Services

| | | |
|---|------------------------------|--|
|  | Jul. 2025 | Antimicrobial skincare & household cleaning products |
|  | Jul. 2022 | Baby & family personal care |
|  | Mar. 2021 | Flavorful wines |
|  | Apr. 2019 Exited Sep. 2021 | Indulgent popcorn |
|  | Jun. 2016 Exited Jul. 2025 | Cocktail mixers & RTDs |
|  | May 2012 Exited Dec. 2016 | Children's oral care brand |

Healthcare Services

- Aging in place
- Autism
- Care management
- Clinical and non-clinical staffing
- Concierge medicine
- Food and nutrition
- Healthcare wellness
- Hospice
- 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

| | | |
|---|------------------------------|---|
|  | Oct. 2025 | Franchisor of non-medical in-home care services |
|  | Apr. 2025 | Autism services |
|  | Dec. 2021 | Food services provider |
|  | Nov. 2021 | Biopharma marketing |
|  | Oct. 2018 Exited Sep. 2022 | Autism services |
|  | Apr. 2018 Exited Jan. 2025 | Non-medical home care |
|  | Feb. 2018 | Pain management |
|  | Mar. 2017 | Revenue cycle management |

Software *High-priority subsectors

- AECOTech
- AerospaceTech
- AutoTech
- Community-based Tech
- **EdTech**
- EnergyTech
- EntertainmentTech
- FinTech
- FoodServiceTech
- GovTech
- GRCTech
- **HCTech**
- HospitalityTech
- Human Resources/ Workforce Management
- **InsurTech**
- LegalTech
- ManufacturingTech
- Marketing / CRM / Sales
- PetTech
- PropTech
- RetailCPGTech
- Transportation / Logistics / Supply Chain Management

| | | |
|---|--|--|
|  | Jul. 2025 | Evidence-based programs (“EBP”), software & services for at-risk youth & adolescents |
|  | May 2024 | Policy admin software for property & casualty insurers |
|  | Apr. 2022 | Adult education, financial literacy and career technical education |
|  | Aug. 2021 | Employee benefits administration software |
|  | Nov. 2019 | Sales & marketing enablement software |
|  | Nov. 2019 | Exam prep and continuing professional education |
|  | Mar. 2018 Exited/Reinvested May 2024 | Recreational licensing, permitting and reservations software |
|  | Nov. 2013 Exited Dec. 2021 | Clinical pharmacy technology |