

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 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

Cocktail mixers & RTDs



May 2012; exited
December 2016

Children's oral care brand

Healthcare Services

- Adult daycare
- Aging in place
- Autism
- Care management
- Clinical trials outsourcing
- Concierge medicine
- Food and nutrition
- Hospice
- Hospital in the home
- Infusion
- Medspa/plastic surgery
- Mental health
- Outsourced services
- Patient engagement
- Pharmacy services
- Remote monitoring
- Specialty services
- Substance abuse
- Vet
- Weight loss
- Wound care



December 2021

Food services provider



November 2021

Biopharma marketing



October 2018;
exited
September 2022

Autism services



April 2018

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



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