

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

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 to \$225MM
Financial Profile	Asset-light, high growth

Preference for entrepreneur-owned businesses

Transaction Opportunities:

Lex Leeming, Partner & Head of Business Development
LLeeming@NexPhase.com
(212) 878-6005

Leila Rashtchi, Business Development
LRashtchi@NexPhase.com
(212) 878-6008

600 Lexington Avenue 8th Floor
New York, NY 10022
www.NexPhase.com

Select Consumer Portfolio Companies

	July 2022	Direct-to-consumer marketer of clean and effective baby and family personal care products focused on sensitive skin conditions
	March 2021	Top 30 US winery focused on approachable, flavor-forward and low-ABV wines
	June 2016; exited July 2025	Leading cocktail mix brand offering a complete line of premium non-alcoholic mixers and spirit-based ready-to-drink cocktails
	April 2019; exited September 2021	Omnichannel manufacturer of premium-quality, ready-to-eat indulgent popcorn with significant e-commerce footprint
	May 2012; exited December 2016	Provider of branded and licensed personal care products. #1 children's oral care brand, Firefly, and leading value brand, Dr. Fresh

Focus Areas

Consumer:

Beverage

- Beverage mixes & enhancers
- Craft spirits, flavored alcohol, hard cider & wine
- Low/no-alcohol alternatives
- Specialty & functional beverages

Personal & Home Care

- Cleaning & maintenance
- Functional beauty/personal care & consumer health
- Pain relief, recovery & active lifestyle solutions
- Relaxation & sleep aids
- Safety & accessibility solutions

Food

- Candy/BFY alternatives
- Food as medicine; allergen-free foods
- Indulgent treats & snacks
- Meal solutions
- Sauces, condiments & toppings

Other

- Baby/kid & senior-focused brands
- DTC/e-commerce brands with emerging/potential FDM distribution
- Leading regional brands

Value Creation Expertise

- Brand development
- Distribution expansion and route-to-market strategy
- Organizational design, recruiting, succession planning and leadership development
- Product innovation
- Sales and marketing execution, including digital best practices
- Strategy development and performance management
- Supply chain cost savings and lean management

Consumer Team

Jamie Kaufman Partner	(212) 878-6007 JKaufman@NexPhase.com
Alan Rogers Principal	(212) 878-6013 ARogers@NexPhase.com
Matt Boylan Vice President	(212) 878-6024 MBoylan@NexPhase.com
Doug Corbett Operating Partner	Bob Waldron Executive Advisor
■ President, InBev USA ■ Procter & gamble ■ Pepsico	■ Cameron's coffee ■ General mills ■ Schwan foods ■ Sun products
Micah Valine Finance, accounting, supply chain and operations	Michael Johnson Digital Marketing
■ SYSCO Food Services ■ TreeHouse Food	■ CEO, Get Found First (Google Premier Partner)