

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 entrepreneurowned 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	\$4MM to \$35MM
Equity Investment	\$40MM to \$225MM
Financial Profile	Asset-efficient, high growth

Select Healthcare Portfolio Companies

Add-On Criteria



October 2025

Franchisor of non-medical in-home care services

Complementary franchisor



April 2025

Nationwide provider of ABA therapy for children in both homes and clinics businesses that serve seniors along the continuum of care



December 2021

Food services provider to hospitals, senior care and educational facilities

Food service providers & senior meals/nutrition businesses



November 2021

Marketing services provider to the biopharma sector

Pharma marketing and



April 2018; exited January 2025

Nationwide franchisor of non-medical, in-home services

medical communications



February 2018

Multidisciplinary interventional pain

Pain management practices



March 2017

RCM solutions for hospitals and healthcare providers

management services

RCM solutions



meduit

Oct 2018; exited September 2022 Clinic-based provider of ABA therapy for full time care of autistic children

Themes and Targeted Sub Sectors

Aging Independently

- Hospice
- · Hospital in the home
- Meal delivery
- Personal care

> Healthcare IT

- Healthcare digitalization
- Care management/navigation
- · Patient engagement

Pharma Services

- · Clinical trial services
- Infusion
- Medical communications
- · Pharma marketing

Increased Demand for Behavioral Health

- Autism
- · Mental health/substance use disorders

> Targeting of Specific **Diseases and Conditions**

- Cardiology
- Fertility
- · Pain management/physical therapy
- · Regenerative medicine
- Urology
- · Wound care

Healthcare Consumerism

- Concierge medicine
- · Medspa/cosmetic surgery
- Vet
- Wellness

Reducing Costs & **Promoting Better** Outcomes

- Outsourced services
- · Pharmacy services
- · Social determinants of health

Investment *Opportunities*



Lex Leeming

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



Leila Rashtchi

Business Development LRashtchi@NexPhase.com I (212) 878-6008

Healthcare Team



Andy Kieffer Partner AKieffer@NexPhase.com I (212) 878-6019



Chip Robie Partner CRobie@NexPhase.com I (212) 878-6011



Jordan Zauderer Principal JZauderer@NexPhase.com I (212) 878-6021



Barbara B. Hill Healthcare Services

CEO, ValueOptions; President, Express Scripts; SVP, Ops, CIGNA Healthcare



John King HCIT

CEO, OmniSYS; President, Standard Register Healthcare; SVP, McKesson



Don Nickleson Pharmacy

CEO, Comprehensive Pharmacy Services



Jon Di Capua Physician Services

CEO, NAPA; Chairman of Anesthesiology, North Shore-LIJ Health System and Hofstra University