

# Sophora Unternehmerkapital

## Fact Sheet



### About Sophora

Sophora Unternehmerkapital is an independent equity investment firm focused on mid-sized companies in Germany, Austria, and Switzerland<sup>1</sup>. As a value-creating partner to entrepreneurs and management teams, Sophora offers strategic and operational expertise, a broad expert network, and flexible capital to unlock growth potential. The firm targets investments shaped by long-term thematic trends – including energy transition, resource efficiency, B-E-S-T<sup>2</sup> technologies, and buy-and-build strategies.

### Investment Criteria

- Established and successful SME companies
- €5-50m of sales and positive cash flows
- Growth potential for the long term
- Majority or significant minority investments
- Strong management teams
- Headquarters in the DACH region<sup>1</sup>

### Sophora's Value Add

- Buy-and-Build
- Experts in Value Creation
- Transfer of Core Competencies
- Female Empowerment
- Pan-European Network
- Integrated ESG Framework

### Portfolio

auxalia WESTCAM Group



VAR<sup>3</sup> for CAD and  
CAM software

AgTech SaaS  
provider



Flow measurement  
solution provider



Cybersecurity  
service providers

### Investment Criteria for Add-on Acquisitions

Investment	Industry	Add-on criteria
auxalia WESTCAM Group	IT-Services	<ul style="list-style-type: none"><li>▪ Minimum EBITDA of €0.5m</li><li>▪ Western Europe</li><li>▪ Focus on CAD and CAM (Autodesk, HyperMill), and own software IP</li></ul>
FLOW-TRONIC	Flow & Process control	<ul style="list-style-type: none"><li>▪ Minimum EBITDA of €0.5m</li><li>▪ Western Europe</li><li>▪ Focus on wastewater and sewage, drinking water, and hydrology</li></ul>
Data-Sec / indevis	Cybersecurity	<ul style="list-style-type: none"><li>▪ Minimum EBITDA of €0.5m</li><li>▪ DACH region</li><li>▪ Focus on MSS<sup>4</sup> for Mittelstand, and OT/IoT</li></ul>

1) Including selectively Benelux and Liechtenstein, 2) B-E-S-T stands for Breakthrough – Enabling – Scalable – Transformative, 3) Value Added Reseller, 4) Managed Security Services

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