

Sophora Unternehmerkapital

Fact Sheet



About Sophora

Sophora Unternehmerkapital is an independent equity investment firm focused on mid-sized companies in Germany, Austria, and Switzerland¹. 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-T² 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 region¹

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

VAR³ for CAD and
CAM software

smaxtec

AgTech SaaS
provider

FLOW-TRONIC

Flow measurement
solution provider

Data-Sec
indevis

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">▪ Minimum EBITDA of €0.5m▪ Western Europe▪ Focus on CAD and CAM (Autodesk, HyperMill), and own software IP
FLOW-TRONIC	Flow & Process control	<ul style="list-style-type: none">▪ Minimum EBITDA of €0.5m▪ Western Europe▪ Focus on wastewater and sewage, drinking water, and hydrology
Data-Sec / indevis	Cybersecurity	<ul style="list-style-type: none">▪ Minimum EBITDA of €0.5m▪ DACH region▪ Focus on MSS⁴ for Mittelstand, and OT/IoT

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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