



# SOPHIA

Capital

## ABOUT SOPHIA CAPITAL

**SOPHIA CAPITAL IS AN EMERGING ECONOMIC GROUP DEDICATED TO PRIVATE EQUITY AND ASSET MANAGEMENT WITH FOCUS IN THE OIL & GAS VALUE CHAIN.**

We invest and manage capital through a top-down research driven approach, while taking advantage of attractive opportunities and adapting our investment strategy to changing market conditions. We seek value creation in our investments through focus on human capital, operational excellence, financial strength and control.

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## OUR CORE VALUES



### Value Creation

We believe in the legitimate creation of value in our investments through the active involvement of our general partners in the articulation, integration and control of a talented management team, a sound company strategy, best-in-class operations and focus on financial performance.



### Long-Term View

We have a long-term view on our investments and our role as an economic group. As such, we believe in the legitimate creation of value for all stakeholders of our businesses, including employees, customers, investors and our commitment to the communities in which our companies are.



### Management Excellence

We believe that our management teams are the most important value driver. Therefore, we seek to support, attract and develop top talent in the businesses in which we invest. We treasure industry excellence, teamwork and experience.



### Social Character

We are committed to ensure that our businesses operate according to the highest legal and ethical standards.

## INVESTMENT STRATEGY

**WE INVEST THROUGH A TOP-DOWN RESEARCH DRIVEN APPROACH, WHILE TAKING ADVANTAGE OF ATTRACTIVE OPPORTUNITIES AND ADAPTING OUR INVESTMENT STRATEGY TO CHANGING MARKET CONDITIONS.**

### **Our Strategic Guidelines**

We focus on opportunities which require some or all of the following: operational improvement, financial strengthening, shareholders with a longer-term view and local expertise. We have flexibility in terms of industry sectors, as long as we can attract or retain experienced and talented management. We favor global business models, which exploit technology based or geographic driven competitive advantages while targeting the most attractive commercial markets worldwide.

We value larger scale targets with clear competitive advantages, in order to develop economies of scale, robust margins and feed the retention of top talent.

We have preference for less regulated sectors, which allow us to best deploy our investment capabilities, particularly in economies of relatively high government intervention.

We take advantage of opportunistic acquisitions, which typically arise in marked business cycles featured by the inherent volatility of emerging markets.

We tend to have an active role in our investments through the articulation, integration and control of a talented management team, a sound company strategy, best-in-class operations and focus on financial performance. We support our businesses through the contribution of our individual expertise and business network.

## OUR LATEST TRANSACTION



### The acquisition of the subsidiaries of Lupatech

Flow Management Industries UK Ltd, a company managed by Sophia Capital, acquired 100% of the outstanding shares of Industria y Tecnologia en Aceros S.A., Válvulas Worcester de Argentina S.A., Esferomatic S.A. and Norpatagonica S.A. from Lupatech S.A. (“Lupatech”), a public Brazilian company (BM&FBOVESPA: LUPA3).

Diego Alvarez, partner at Sophia Capital, commented: “We are very pleased with this transaction. Flow Management Industries is uniquely positioned to grow along with the Argentine Oil & Gas market and with the development of the Vaca Muerta formation.”

Sophia Capital is an emerging economic group dedicated to private equity headquartered in Buenos Aires. With this transaction, Sophia Capital continues to be an active player in the Oil & Gas sector.

Worcester de Argentina S.A. is the leading supplier of ball valves and flow control devices to the Oil & Gas sector in Argentina. ITASA is a leading foundry specialized in castings of pumps and valves for the Oil & Gas sector and other relevant industries. Esferomatic S.A. is a local valve manufacturer, specialized in the Oil & Gas sector and leading-edge technology solutions. Norpatagónica S.A. is an oil services company with longstanding presence in the Neuquen Province.

Lupatech is one of the largest Brazilian providers of high value-added products and services focused on the oil and gas industry.

## SOPHIA CAPITAL TEAM

### **Diego Alvarez**

#### **FOUNDER & MANAGING PARTNER**

More than 50 M&A, debt and equity transactions.

Former Investment Banker at Credit Suisse and UBS.

Former Consultant at Booz Allen Hamilton.

Over a decade of transactions and strategic engagements in Wall Street with focus on Emerging Markets.

Columbia Business School MBA Graduate.

Industrial Engineer from the University of Buenos Aires.

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### **Federico Schargorodsky**

#### **FOUNDER & MANAGING PARTNER**

Over a decade of asset management and business development.

Portfolio manager of a global and balanced asset management portfolio.

Former Investment Banker at Credit Suisse, UBS and Citibank.

Columbia Business School MBA Graduate.

Economist from St. Andrew's University.

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### **Alejandro Demarie**

#### **MANAGING PARTNER**

Former Partner of Costa Partners, real estate investment group.

Corporate lawyer in M&M Bomchil (Argentina) and Freshfields (Brussels).

Master of Law & Economics (LLM) from Di Tella University.

Law Degree from the University of Buenos Aires.

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### **Alejandro Keszler**

#### **CHIEF OPERATING OFFICER**

COO Since 2009.

Former CFO of a leading Industrial Paper Mill in Argentina.

Asset Management at Wachovia Securities and Prudential Securities for a decade.

## CONTACT US



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