



Founded by Andy Paul, Sopris Capital is a 20-year-old multi-strategy venture capital, private equity, and real estate investment firm.

As a family office with a single source of long-term capital, we have the flexibility and agility needed to act and to deploy our knowledge, networks, and expertise in support of our partners and the value creation process.

PEOPLE

- + Collaborative DNA with the ability to build and grow platforms
- + Focus on integrity, transparency, exceptional partners, and the long-term
- + An ecosystem that includes Sopris Private Equity and Sopris Venture Capital teams, sharing resources and knowledge across industries and geographies

RESOURCES

- + Extensive national network of operating and capital partners
- + Not constrained by specific investment mandates (sector strategies, IRR requirements, hold periods, etc.)
- + Significant expertise in and exposure to healthcare and technology sectors, with the ability to leverage knowledge when pursuing real estate opportunities

APPROACH

- + Institutional process with a sophisticated analytical approach, combined with the flexibility and agility of a family office
- + Ability to make contrarian investments and pursue more complex transactions that differ from institutional mandates
- + Long-term perspective, mindful of tax implications

EXPERIENCE

- + 20 plus years of investing in real estate, across different asset types, strategies, deal structures, and geographies
- + Team members hail from leading investment firms including Welsh, Carson, Anderson & Stowe, BlackRock, Citigroup, SL Green, Wheelock Street Capital and Goldman Sachs.

Investment Categories & Strategies

CO-GP

- + Long-term strategic partnerships focused on platform development, requiring GP capital, strategic direction, additional sourcing capabilities, and flexible pre-closing capital
- + Target top-tier sponsors that have proven track records within a high-conviction strategy in specific markets within which they have expertise
- + Focus on sub-institutional roll-up strategies that provide a compelling risk-adjusted return, with enhanced economics to Sopris for adding value to the platforms

SECONDARIES

- + Purchase LP & GP secondary positions from investors and sponsors in need of liquidity
- + Funds for one-off deals
- + Typical investment ranges \$1m to \$10m
- + Preference for performing assets with visibility into the execution of the business plan
- + High-quality sponsorship focus with the ability to do repeat investments across multiple investments/ platforms



OTHER INVESTMENT CATEGORIES

Venture Capital: sopriscapitalvc.com

Private Equity: sopriscapitalpe.com

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