NEXX Capital

Investment Criteria

Invest selectively. Develop sustainably.

We typically acquire majority stakes in established Mittelstand companies in Germany, Austria and Switzerland and support them on their way to the next stage of growth.

What we look for

Majority	€ 15–50m	> € 20m	> € 3m	> 10 %
Majority stakes, selectively minority stakes with governance rights	Equity per platform	Revenue Software: ARR > € 8–10m	EBITDA Software: EBITDA > € 1.5m	EBITDA margin Software: recurring revenue > 75 % NRR ≥ 100 % Rule of 40 ≥ 35

Software criteria apply only to mission-critical infrastructure software, specialty vertical software with services overlay and compliance & governance solutions within Tech-Enabled Services. Pure-play SaaS is outside our scope.

- B2B business models in growing niche markets
- Potential global niche market leaders
- Clear product or service USPs
- Proven, committed management teams
- Good-to-great transformations
- Succession situations in the Mittelstand

Transaction situations

Succession

Succession solutions with existing (MBO) or new management (MBI)

Shareholder change

Buy-out of individual shareholders or reorganisation of the shareholder base

Growth financing

Capital for organic growth, internationalisation and add-on acquisitions

Carve-out

Separation of business units from corporate groups

Core sectors

Industrial Technology

Mid-sized manufacturers and technology providers whose products and components play a central role in industrial value chains. Our focus is on specialised niche players with technological know-how and international growth potential.

Focus areas

- Advanced materials & specialty components
- Industrial automation & smart manufacturing
- Energy-transition enablers
- Precision instrumentation & test / measurement
- Specialty industrial equipment & machinery

Tech-Enabled Services

Service and software providers whose solutions are embedded in their customers' business processes and generate a high share of recurring revenue.

Focus areas

- Value-added software distribution & IT infrastructure
- Managed IT & cybersecurity services
- Compliance & governance solutions
- Mission-critical infrastructure software
- Specialty vertical software with services overlay

Healthcare

Companies along the value chain, from medical technology and healthcare products to specialised services and health IT.

Focus areas

- MedTech & diagnostics
- OTC healthcare products
- Healthcare & specialty-pharma services
- Health IT & digital health

How we create value

01
Professionalisation
Transition from founder-led to externally managed company: needs-based C-level appointments, structured reporting, advisory boards

02
Internationalisation
Opening new export markets, building international sales structures, acquiring platforms in adjacent geographies

03
Buy-and-Build
Targeted add-on acquisitions to strengthen market position, assessed against integration complexity and management bandwidth

04
Product & operations
Expansion into adjacent product segments, optimisation of procurement, energy costs and billing models

Contact

Do you have any questions or would you like further information about NEXX Capital?
We look forward to hearing from you.

Phone +49 (69) 66 77 417-0
info@nexx-capital.com
www.nexx-capital.com