



Pemba
Capital Partners



Shelde

Pemba Capital, a leading investor in high growth technology businesses with a focus on growth partnerships, has invested in Shelde, market leader in cyber and application security.

Cyber and Application Security

Shelde

Shelde was looking to partner with an experienced technology investor, one who could back the company both financially and strategically as it continued to invest in staff and systems. The owners chose Pemba Capital because of their strong track record in the technology sector, its recent investment in a market leading software testing and security business, and deep experience in supporting organic and acquisitive growth strategies.

THE DEAL

Pemba Capital, a leading investor in high growth technology businesses with a focus on growth partnerships, has invested in Shelde, market leading specialist IT Services provider with a focus on cyber security, application security, data platforms, analytics, cloud and digital transformations.

ABOUT SHELDE

Shelde was founded in 2010 on Collins Street Melbourne when the cyber security industry was still in its infancy. The company has experienced strong growth, assisting Australia's largest financial institutions, government agencies, telcos and other blue-chip corporates in understanding and addressing the risk of security breaches as part of major digitisation programmes.

With operations in Melbourne, Sydney and Canberra, Shelde operates without geographical limits as an integrated digital, security and data analytics partner.

Shelde has proven experience in building digital platforms and providing service delivery from a large, highly qualified pool of cyber security specialists.

BACKGROUND TO PEMBA CAPITAL'S INVESTMENT

The Shelde shareholders saw a clear need to access external capital and expertise to support investment in an accelerated organic growth plan and assist with executing transformative acquisitions. As a clear leader in the high growth high profile cyber services industry, Shelde had received a lot of interest from investors. The challenge was to find an investor who would buy into a major step up in staff and systems investment but would also be an excellent cultural fit. The Pemba team were introduced to Shelde by a mutual contact who saw the cultural fit between the two organisations. After a short period of exclusivity, a deal was concluded.

THE VENDOR'S PERSPECTIVE

“There's no shortage of investors wanting to invest in the cyber security and data analytics industry, but Pemba stood out from the crowd. Pemba were able to demonstrate a committed, realistic strategy for growing our business and we're confident that Shelde have made the right choice of partner to accelerate our expansion into the broader Australian market.”

BRUCE WILLIAMS – CEO AND CO-FOUNDER SHELDE

THE FUTURE

Pemba will work with the management team in funding major investments in staff and systems to meet the increasing demand for its services and maintain Shelde's market leading position. Pemba's Origination team will also support Shelde through identifying, approaching, negotiating and financing carefully selected acquisitions and merger partners.

PEMBA & TECHNOLOGY

Pemba is a leading investor in the Australian and New Zealand technology sector, with investments in Placard (payments technology), HR3 (Payroll / HR software), JobReady (SAAS solutions for Tertiary Education), Vital Software (Autotech data solutions), Revolution IT (Specialist IT services), Open Office (SAAS for local government) and now Shelde in cyber security services

Pemba is looking to invest in further high-quality technology providers. If you are considering outside investment and would like to find out more about how Pemba Capital partners with its investee companies to achieve significant growth, please email opportunities@pemba.com.au.