



Pemba
Capital Partners



Acis

Pemba Capital Partners, an investor in high growth financial services businesses, has invested in Acis, a leading financial services infrastructure platform for corporate documentation, management and compliance.

BASE CAMP

Financial services infrastructure technology

Acis

As an established financial services infrastructure technology platform for corporate documentation, management and compliance, Acis saw an opportunity to capitalise on opportunities in existing services and to accelerate growth in adjacent segments. The owners chose Pemba Capital Partners due to their deep expertise in financial services and technology and their proven track record of supporting the organic and acquisitive growth strategies for Australian businesses.

THE DEAL

Pemba Capital Partners, a leading investor in high growth financial services businesses with a focus on buy and build partnerships, has invested in Acis, a leading financial services infrastructure technology platform for corporate documentation, management and compliance.

ABOUT ACIS

Established in 1988, Acis provides documentation, management and compliance solutions for companies, trusts and SMSFs to accounting, legal and wealth management firms, who in turn provide these services to their end customers. Services are delivered via a proprietary technology platform that integrates with leading accounting services and wealth management systems, including Xero, BGL and Class. A team of in-house lawyers provides oversight to deliver a premium product that is trusted by Acis's customers.

BACKGROUND TO PEMBA'S INVESTMENT

Pemba first began discussions with Acis in February 2020 whilst looking at opportunities in financial services infrastructure solutions. Eighteen months later the business had experienced significant growth and was looking at a variety of organic and inorganic growth opportunities. Acis's founders were looking for

an experienced investor to support and invest in an accelerated growth plan. The Pemba team had a deep understanding of the market through their financial services and technology expertise and were a natural fit to help unlock Acis's opportunities.

THE VENDOR'S PERSPECTIVE

“We are excited to be partnering with Pemba on the next stage of our growth journey. From the start we have been impressed with their knowledge and insights into technology and the financial services industry. Together, we will be well equipped to accelerate our vision and make the most of the growth opportunities in front of us.”

MATT NEIBLING - CEO, ACIS

THE FUTURE

Pemba will work with the management team in funding investments in technology and scaling operations to grow market share in core and adjacent verticals. Pemba will also support the business through identifying and transacting on carefully selected acquisitions and partnerships.

PEMBA AND FINANCIAL SERVICES

Pemba is a leading investor in the Australian and New Zealand financial services sector with investments in Arteva (insurance premium funding), Bepoz (hospitality payments), Coverforce (insurance broking), Placard (payments technology) and Bluestone Mortgages (non-conforming mortgages).

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

PEMBA CAPITAL HAS EXPERTISE IN THE FOLLOWING SECTORS

Business Services / Education & Training / Healthcare / Non-Bank Financial Services / Technology.