



Pemba
Capital Partners



IN4

Pemba Capital Partners, a leading investor in the Australian and New Zealand Business Services sector has supported the acquisition of IN4, a leading infrastructure advisory business in Queensland by Pemba's partner business ConnellGriffin.

THE CLIMB

Infrastructure Advisory

IN4 Advisory partners with ConnellGriffin and Pemba

ConnellGriffin, backed by Pemba, has partnered with IN4 Advisory (IN4), a distinguished Queensland-based boutique infrastructure advisory company. Pemba partnered with ConnellGriffin in August 2022 with a joint vision of building Australia's premier infrastructure advisor across the eastern seaboard. IN4 bolsters ConnellGriffin's presence in Queensland and marks a new milestone on the exciting growth journey.

BACKGROUND TO THE INVESTMENT

Pemba partnered with ConnellGriffin in August 2022 and saw an opportunity to acquire and integrate complementary businesses to solidify its position as Australia's premier infrastructure advisor. The Pemba team worked closely with ConnellGriffin to identify key criteria for potential acquisitions, including operational and cultural alignment and strategic diversification.

Together we identified IN4 as an attractive opportunity to strengthen ConnellGriffin's presence in Queensland and provide exposure to attractive industry verticals. The Queensland office of ConnellGriffin team knew the business well and had collaborated with James Hayward (Director, IN4) and his team on prior projects. Crucially, both businesses viewed the opportunity as strategically accretive and underpinned by strong cultural alignment. Pemba supported management to develop and implement an integration plan to ensure a successful transition period for both teams.

ABOUT IN4

Established in 2019, IN4 has developed a leading reputation in its core market of Queensland, served from offices in Brisbane and Toowoomba. The firm works with government and corporate clients across a range of sectors including energy, transport, disaster relief, water, social and aviation. Some recent client projects include work with Stockland, Queensland Dept of Transport and Seqwater.

STRATEGIC RATIONALE:

1. Strengthening geographic positioning: the integration of ConnellGriffin and IN4 solidifies their position as a key player in the dynamic Australian infrastructure landscape.
2. Embracing growth opportunities: Together, IN4 and ConnellGriffin can continue to work with clients in high-demand sectors including disaster relief and energy transition (e.g. hydrogen).
3. Expand services and customer base: Ability to leverage the strengths of each business to existing customers and expand services.
4. Cultural alignment: ConnellGriffin and IN4 share similar cultures and values and a common vision.

Together, these business are better equipped to unlock new opportunities and deliver outstanding results to their clients..

THE VENDOR'S PERSPECTIVE

“The cultural foundations of both of our businesses is “people first”, noting these values and passion for excellence would serve as a foundation upon which a combined stronger, more resilient organisation could commence.”

JAMES HAYWARD – MANAGING DIRECTOR & FOUNDER,
IN4 ADVISORY

THE FUTURE

Pemba will continue to support ConnellGriffin in driving organic growth initiatives and through identifying, approaching, negotiating and financing additional acquisition opportunities that align with the business' strategy and growth ambitions, consolidating their position as a leading Australian infrastructure advisor.

PEMBA & BUSINESS SERVICES

Pemba is looking to invest in further high-quality advisory businesses. 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.

PEMBA CAPITAL HAS EXPERTISE IN THE FOLLOWING SECTORS.

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