



Pemba
Capital Partners



VSA

Pemba Capital Partners, an investor in high growth founder-led businesses, has partnered with Veterinary Specialists Aotearoa (VSA), a leading specialist veterinary hospital group in New Zealand. The partnership brings VSA and Queensland Veterinary Specialists (QVS) into the same group, both businesses being the oldest specialist veterinary hospitals in both New Zealand and Australia respectively.

BASE CAMP

Specialist Veterinary Hospitals

Pemba Partners with Veterinary Specialists Aotearoa (VSA)

Pemba will bring together the first established specialist veterinary hospital businesses in Australia and New Zealand through a merger of QVS and VSA. The combined group will be one of the largest pure-play, specialist veterinary hospital groups in the ANZ region, marking the first step to creating a scaled group diversified across geographies and modalities. Pemba will also support the VSA mission of providing the highest quality clinical care to companion animals across New Zealand, whilst exploring new growth opportunities alongside the VSA team.

THE PARTNERSHIP

Pemba has a demonstrated history in the veterinary sector through its partnership with Vets Central and more recently QVS. Pemba sought to make another investment in the specialist veterinary sector to add increased scale and capability to QVS whilst gaining exposure in the specialty space due to it being the fastest growing segment within the veterinary services sector. The New Zealand market was particularly attractive as it has one of the highest rates of pet ownership in the world and is also set to experience strong structural growth due to the increased use and awareness of specialty services.

ABOUT VETERINARY SPECIALISTS AOTEAROA (VSA)

VSA was first established in 1999 (formerly VSG) as the first specialist veterinary hospital in New Zealand. Today, VSA is the largest veterinary referral and emergency services group in New Zealand, operating three purpose-built facilities within the regions of Auckland and Christchurch. Over its 24-year history, VSA has supported the growth of the specialist veterinary market by providing accessible, high quality specialist care, whilst also supporting training pathways for aspiring specialists by offering a comprehensive internship and residency program.

BACKGROUND TO PEMBA'S INVESTMENT

After Pemba's recent partnership with QVS, Pemba's origination team sought to build relationships with several high-quality veterinary specialist hospitals, with VSA immediately standing out as a natural fit within the group due to strong cultural alignment and a long-standing history of delivering high quality care. Pemba and QVS are excited to partner with VSA due to its esteemed reputation and strong brand presence in the New Zealand market, being the first-ever specialist veterinary hospital in the country.

THE VENDOR'S PERSPECTIVE

“VSA's DNA is built on the desire to offer world-class veterinary care to every family and community veterinarian across Aotearoa/ New Zealand. In Pemba, we have found the perfect partner: with industry understanding, complete values and vision-alignment, and the shared determination to supercharge the next phase of VSA's growth journey together.”

DR ALASTAIR COOMER, CLINICAL DIRECTOR VSA

THE FUTURE

The strategic merger with QVS establishes the group as the second largest pure-play, specialist veterinary hospital group in the ANZ region. Pemba will continue to invest heavily into the group's people and processes. Like our existing partnerships, Pemba will also prioritise the financial and general wellbeing of the VSA staff by providing equity opportunities and ensuring the appropriate resources for a fun and caring work environment..

PEMBA AND HEALTHCARE

Pemba is actively looking to partner with high-quality Healthcare businesses. If you are considering external investment and would like to learn more about how Pemba Capital Partners together with its partner companies 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.