



Pemba
Capital Partners



Sequana

Pemba Capital Partners, an investor in high-growth, founder-led businesses has partnered with Sequana, a highly regarded advisory firm in the water sector.

BASE CAMP

Professional Services

Sequana

Sequana was looking for a capital partner to help accelerate the next chapter of its impressive journey and capitalise on the opportunity in Australia's water sector.

THE PARTNERSHIP

Pemba Capital Partners (Pemba), an investor in high-growth, founder-led businesses has partnered with Sequana, a water-focused advisory and engineering specialist.

ABOUT SEQUANA

Sequana is one of Australia's most accomplished client-side project and program management consultancies, at the forefront of reshaping Australia's major water infrastructure projects.

Founded in 2019, the firm boasts a growing team of over 70 experts with a hybrid business model that combines high-value commercial advice with technical water engineering expertise, enabling it to deliver on complex infrastructure projects for Australia's leading water authorities and government departments.

With an emphasis on environmental stewardship, Sequana covers all aspects of the water ecosystem, including urban water, rural water and manufactured water.

BACKGROUND TO THE PARTNERSHIP

Spend on Australian water infrastructure reached almost \$10bn in FY23 and is set to rise rapidly due to upgrades to ageing infrastructure and new greenfield projects.

Long-term macro trends of increasing population growth, tightening environmental regulation, accelerating climate change, net zero targets and water industry reform are all driving demand for high-quality water advice.

Pemba has long been impressed by Sequana's deep sector knowledge and trusted reputation in the water industry.

THE VENDORS' PERSPECTIVE

“Partnering with Pemba represents a bold leap into the future of water advisory services. We've consistently pushed boundaries, challenged norms, and crafted solutions to address current needs while shaping tomorrow's possibilities. Pemba shares our commitment to excellence and the pursuit of extraordinary innovation. Together, we're setting a new industry standard.”

FRANK FISSELER (CEO, SEQUANA)

THE FUTURE

Pemba will collaborate closely with Sequana on a variety of initiatives to drive sustainable growth and seize the significant market opportunity.

In a competitive environment for top talent, Pemba and Sequana are aligned in the continued need to enhance the employee value proposition to create long-term rewarding opportunities for staff.

ABOUT PEMBA

Pemba is actively looking to partner with other high-quality opportunities in specialist advisory services. If you are considering external investment and would like to learn more about how a partnership with Pemba works, please email opportunities@pemba.com.au.

PEMBA CAPITAL HAS EXPERTISE IN THE FOLLOWING SECTORS.

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