



Pemba
Capital Partners



SKUTOPIA

Pemba Capital Partners has partnered with SKUTOPIA, a leading provider of robotic fulfilment, warehousing, and logistics software as well as co-warehousing spaces for eCommerce businesses.

BASE CAMP

Logistics – Robotic Order Fulfilment Software

SKUTOPIA

SKUTOPIA were looking to partner with an experienced technology investor to accelerate organic growth, with a key focus on expanding their robotic fulfilment network and AI platform both in Australia and internationally.

THE PARTNERSHIP

Pemba Capital Partners (Pemba), a leading investor in high-growth technology companies with strong, sustainable growth in defensive sectors, has partnered with SKUTOPIA - A market-leading provider of mission-critical robotic order fulfilment, warehousing and logistics software, as well as specialised eCommerce co-warehousing spaces for SMEs and enterprises.

ABOUT SKUTOPIA

SKUTOPIA is an Australian deep-tech logistics company that delivers a proprietary AI software & robotics powered solution to control fleets of warehouse robots and orchestrate the entire end-to-end fulfilment process, predicting demand, picking and packing orders and optimising courier selection. SKUTOPIA's RaaS (Robotics as a Service) and SaaS solution delivers unrivalled speed, value and sustainability for merchants, automating the entire customer lifecycle from online order to final delivery.

BACKGROUND TO PEMBA'S PARTNERSHIP

Pemba first connected with SKUTOPIA in 2024, when the company was looking to accelerate its organic growth. Pemba was chosen as the preferred partner due to its deep experience in technology and proven track record in supporting organic growth strategies for Australian businesses. The partnership was also a strong fit with SKUTOPIA's vision and the ambitions of its management team.

THE VENDOR'S PERSPECTIVE

“SKUTOPIA delivers end-to-end, AI-powered robotic fulfilment for retailers, eliminating inefficiencies inherent in traditional third-party logistics (3PL) models, such as human error, high labour costs and carbon-heavy processes. Backed by the support of Pemba, our advanced robotics and proprietary AI will continue to empower our customers to scale faster with high-speed, high-quality fulfilment at a fraction of the typical cost, while driving both revenue and profit growth.”

TALEA BADER AND EMILY TOWNSEND –
CO-FOUNDERS, SKUTOPIA

THE FUTURE

Pemba will work with the management team to accelerate organic growth, with a key focus on penetration of larger enterprise customers, cost-effective geographic expansion, optimisation of supplier relationships and continued investment in customer success and enterprise-ready capabilities to support SKUTOPIA's evolution into the leading provider of fulfilment technology for Australian eCommerce businesses, with a growing global presence.

PEMBA & TECHNOLOGY

Pemba is a leading investor in the Australian and New Zealand technology sector, with investments in ReadyTech (education, workforce, government and justice software), Droppoint (logistics software and supply chain solutions), Locatrix (fire safety and emergency preparedness software), Aurizn (defence technology and AI), Oolio (POS, payments and self-ordering solutions), RxPx (life sciences technology) and Ampion (cyber security and software testing) amongst others.

Pemba is actively looking to invest in high-quality technology and SaaS businesses. If you're exploring external investment and want to learn how Pemba helps companies achieve strong growth, get in touch at opportunities@pemba.com.au.

PEMBA CAPITAL HAS EXPERTISE IN THE FOLLOWING SECTORS:

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



More about SKUTOPIA