

Pemba
Capital Partners



Ektimo

Ektimo is a leading provider of air quality, odour, and emission monitoring testing services for the energy, resources, infrastructure, and manufacturing sectors, operating out of laboratories across Australia.

BASE CAMP

Environmental Services

Pemba has partnered with Ektimo, a highly regarded Australian provider of emissions monitoring and testing services, to support its next phase of growth. The partnership combines Ektimo's technical expertise with Pemba's experience scaling compliance-driven businesses, while preserving the culture and quality that underpin Ektimo's success.

THE PARTNERSHIP

Pemba Capital Partners (Pemba) will support Ektimo to expand its service lines and geographic presence, deepen its exposure to high-demand sectors, and execute a targeted acquisition strategy.

ABOUT EKTIMO

Founded in 2014, Ektimo is the largest stack emissions testing business in Australia, with additional capabilities in ambient air quality monitoring, continuous emissions monitoring, and odour sampling and analysis.

Under the CEO, Matthew Heskin, the business has grown into a team of 75+ professionals and technicians, operating out of four laboratories. Ektimo services an array of industrial clients across sectors including mining, power generation, wastewater treatment and infrastructure. These clients continue to face increasingly stringent environmental and regulatory requirements.

BACKGROUND TO THE PARTNERSHIP

Pemba has a strong track record in compliance-driven industries, including our investment in Locatrix (fire safety software) in 2025. The deal team identified environmental testing as an attractive niche given evolving regulation, ESG tailwinds and attractive fundamentals of testing businesses.

Using our thematic-driven origination approach, we had been following Ektimo's journey for several years and had strong conviction in the sector when Ektimo was ready to find a capital partner.

THE VENDOR'S PERSPECTIVE

“We are delighted to join forces with an investor that recognises the essential role high-quality environmental data plays in Australia's transition to a more sustainable future.

With Pemba's support, network and guidance, we are excited to accelerate our growth journey, continue to deliver a best-in-class service, and provide career opportunities for our team.”

MATTHEW HESKIN, FOUNDER & CEO, EKTIMO

THE FUTURE

We believe there is an opportunity to build a scaled national environmental testing firm, with expertise in air and the broader environment. Pemba will support Ektimo in expanding its service lines, deepening its presence in high-demand sectors, and executing a targeted acquisition strategy. This will add to the client experience and create differentiated opportunities for staff.

PEMBA & BUSINESS SERVICES

Pemba Capital Partners is a leading investor in the Australian and New Zealand Business Services sector, with other relevant investments in companies such as Stannards, Sequana, ctrl:cyber, Rennie and ConnellGriffin.

Pemba is actively looking to partner with other high-quality opportunities in Business Services. If you are considering external investment and would like to learn more about how a partnership with Pemba works, get in touch at opportunities@pemba.com.au.

PEMBA CAPITAL PARTNERS HAS EXPERTISE IN THE FOLLOWING SECTORS

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



More about Ektimo