

Gates and Company is an international investment banking and management consulting firm founded in 1999 dedicated to helping companies profitably expand their business and realize gain on their growth initiatives. The company is headquartered near Philadelphia with a satellite office in Munich, Germany. Our track record is impressive, having helped over 170 companies in the U.S. and around the world reach their goals, including the following sampling:



Investment Banking

- ◆ **Capital Strategy** – When pursuing new initiatives, understanding the funding requirements and projecting financial impact is a necessary first step. Deciding which projects will provide the best return on investment and selecting the proper blend of capital has significant impact on growth and corporate control. *Gates and Company* provides assistance in areas such as cash flow analysis, business and technology valuation, capital formation, debt restructuring, budgeting, and forecasting.
- ◆ **Transaction Support** – Companies seeking expansion, liquidity, or competitive barriers have several transaction options available to them. *Gates and Company* has experience assisting clients in mergers, acquisitions, buy-outs, and spin-outs. Services include valuations, deal “quarter-backing”, information memorandum development, target buyer and seller identification and assessment, due diligence, sales representation, negotiation assistance, and deal closing.

Management Consulting

- ◆ **Market Analysis and Strategy Formulation** – To maximize success, a business needs to identify opportunities, understand the competition, and objectively assess its own strengths and weaknesses. *Gates and Company* helps in areas such as segmentation analysis, technology assessment, competitive analysis, differentiation strategy, pricing models, product launch, new venture planning, and strategic alliances.
- ◆ **Plan Development and Implementation** – Marketing plans, sales plans, and business plans are tools all top-caliber companies use to provide coherence and direction to the various decisions they make. *Gates and Company* develops plans appropriate to support management initiatives such as launching products, attracting investment, allocating resources, and building brand equity. *Gates and Company* can also provide support to implement portions of these plans, as well as interim management for major initiatives.

Differentiation with a Combined Offering

Gates and Company is unique in the significant operating experience of our team and the value derived from the combination of management consulting and investment banking services. Clients often seek integration support following an acquisition, business plan support preceding a capital raise, or strategic planning assistance to maximize value prior to the sale of a business. The strong and lasting relationship we develop with our clients is our proudest accomplishment.