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ALLIANCE FORMED TO PURCHASE DIRECT INVESTMENTS IN TECHNOLOGY-FOCUSED BUSINESSES IN GERMAN-SPEAKING COUNTRIES

Wilmington, Delaware – December 2014 – *Gates and Company* and yet2Ventures are pleased to announce a collaboration to identify and acquire secondary direct investment opportunities in German-speaking markets – Germany, Austria, and Switzerland – as well as other European countries, including Denmark, Sweden, and Norway.

Gates and Company brings to the partnership its existing expertise in providing management consulting, M&A, and capital formation services to technology-driven businesses, combined with an expanding team and customer base in Germany-speaking countries. David C. Gates, President of *Gates and Company*, says, “This relationship with yet2Ventures is perfect for both firms. We have feet-on-the-ground in Germany with a solid understanding of technology, “internationalization”, business culture, and language. Combining this with yet2Ventures’ experienced and well-connected investment team provides a compelling value proposition to technology businesses in German-speaking countries interested in expanding beyond a European footprint.”

yet2Ventures seeks to purchase direct venture capital investments in Germany, Switzerland, Austria, and Scandinavia from corporate venture groups, financial sponsors, or individual investors. Phillip B. Stern, Managing Director at yet2Ventures, comments, “We seek technology-driven companies that enhance the productivity, reliability, and/or safety of core industries generally served by the *Fortune* 500. Working with *Gates and Company* allows us to leverage their network, language ability, and business experience to capitalize on the amazing technologies coming out of Germany and surrounding countries. We have a strong track record of success in other international markets and look forward to investing in European businesses that solve pressing, real-world problems.”

About Gates and Company - Founded in 1999, *Gates and Company* is an international management consulting and investment banking firm dedicated to helping companies profitably expand their business and realize gains on their growth initiatives. With over 150 U.S. and international clients, *Gates and Company* is unique in the significant operating experience of its team and the value derived from the combination of management consulting and investment banking services. The company is headquartered near Philadelphia with plans to open an office in Munich, Germany in 2015. Although industry agnostic, the majority of its clients are technology-driven or industrial. www.gatesandcompany.com and www.gatesandcompany.de



About yet2Ventures – yet2Ventures is a venture capital firm affiliated with yet2, a global open innovation advisory firm and marketplace. yet2Ventures was formed in 2010 and is capitalized by multiple family offices and large institutional investors. The fund focuses on companies at the “intersection of technology and *Fortune* 500” while also investing opportunistically outside this theme. yet2Ventures purchases direct venture capital investments from corporate venture groups, financial sponsors, and individual investors, reserving additional funds for follow-on investments. Headquartered in Wilmington, Delaware, the fund has offices in Boston, Tokyo, Liverpool, and New York. www.yet2ventures.com

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