

DATE

July 01, 2017

SECTORS

Business & Tech-Enabled Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



James Pople

Managing Director

DC Advisory advised GateWay Education on its sale to ChangedEDU Holdings



GateWay Education is a leading provider of international student programmes to UK and US independent schools.

In 2016, DC Advisory was approached by the shareholders of GateWay to discuss strategic options for the business. Having founded and led GateWay from inception to become one of the leading market providers in the UK and US, Henry Qu was keen to identify the right partner with the scale and operational expertise to support the business in its next stage of growth.

With extensive recent experience in the education sector, the DC team were able to identify and engage a highly motivated international investor group, navigate them through changing process complexities and commit them to the transaction.

Following a competitive process, which involved strategic and financial investors across Asia, Europe and the US, GateWay has successfully partnered with ChangedEDU Holdings, a Singapore-based holding company founded by Brian Rogove in 2016 in partnership with Verlinvest, a Belgium-based family investment office.

With the support and investment of the ChangedEDU platform, GateWay will be well positioned to continue its strong record of growth. Near-term opportunities include expanding its offering on the East Coast of the US, and extending the student recruitment channels into new source countries.

Finding the right partner for GateWay has been a full-on project, and having DC Advisory by our side has been an immense help. The DC team of Matthew, James and Vivek were all very knowledgeable and

professional individuals, and I could count on their support 24/7. Having spoken to several advisory firms at the outset, it was clear that DC were by far the best qualified to achieve our aims, and we are truly glad to have chosen them to advise on our process.

Henry Qu
Founder and CEO of GateWay