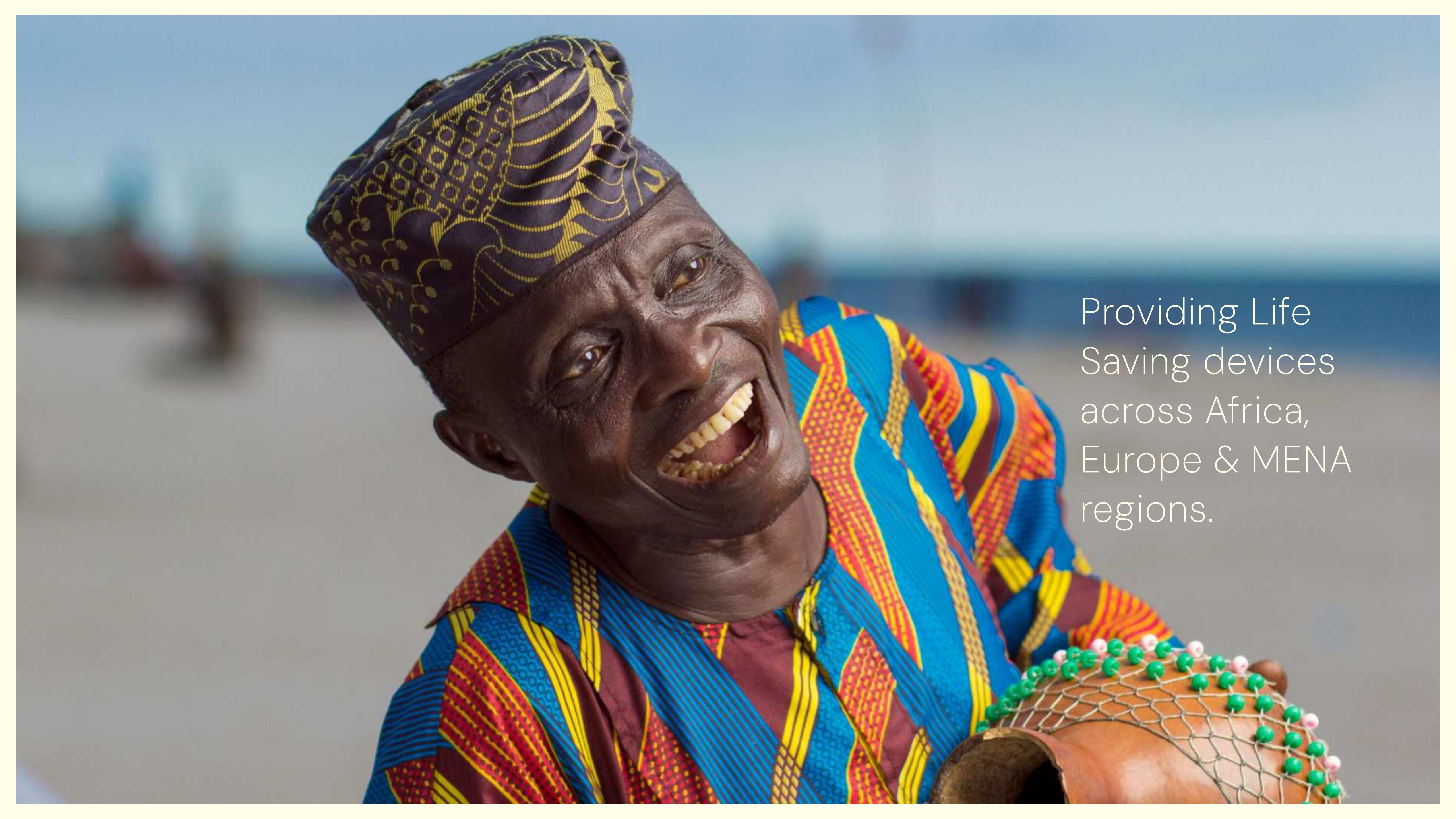




A close-up photograph of a smiling man with dark skin, wearing a purple and yellow patterned headwrap and a vibrant blue, yellow, and red patterned garment. He is holding a large, brown, gourd-like object decorated with a mesh net and green and pink beads. The background is a blurred outdoor setting with a blue sky and distant structures.

Providing Life  
Saving devices  
across Africa,  
Europe & MENA  
regions.

# Table of Contents

05

About West Gate

Our Journey, Ethos & Vision.

07

Our Divisions

The sectors we cover  
across industry.

09

Global Reach

Current operations and  
expansion.

11

Trade Highlights

Our achievement  
milestones & Pipeline.

13

Working with us

Our achievement milestones.

15

Risk Management

What we do to mitigate  
headwinds and barriers to  
growth

17

Contact

Reach out to West Gate.





"Culture is the glue that holds an organisation together and the spark that drives it forward."

*-Tony Hsieh, Delivering Happiness*

# About West Gate

West Gate is a pioneering **consultancy and trading company** based in Belgravia, London, with an office in Dubai, dedicated to driving strategic growth across a number of sectors. Our reach is global and our execution is clinical.

West Gate Team have been **successfully securing contracts for our clients** since 2019.



## Contracts & Advisory

We specialise in **driving sales** through our strategic network, as well as **securing government contracts** for our clients across a **wide-breadth of industries**. We provide expert consultancy in marketing, fundraising and licensing, as well as completing and structuring **International Trade Contracts**.

## Fundraising & PR

Our services include fundraising for **infrastructure projects**, mergers & acquisitions, as well as start-ups within **STEM industries**.

With **over £650 million in contracts secured** for our clients and customer generation in over **52 countries**, we excel in **business development and brand building**.



£650m+

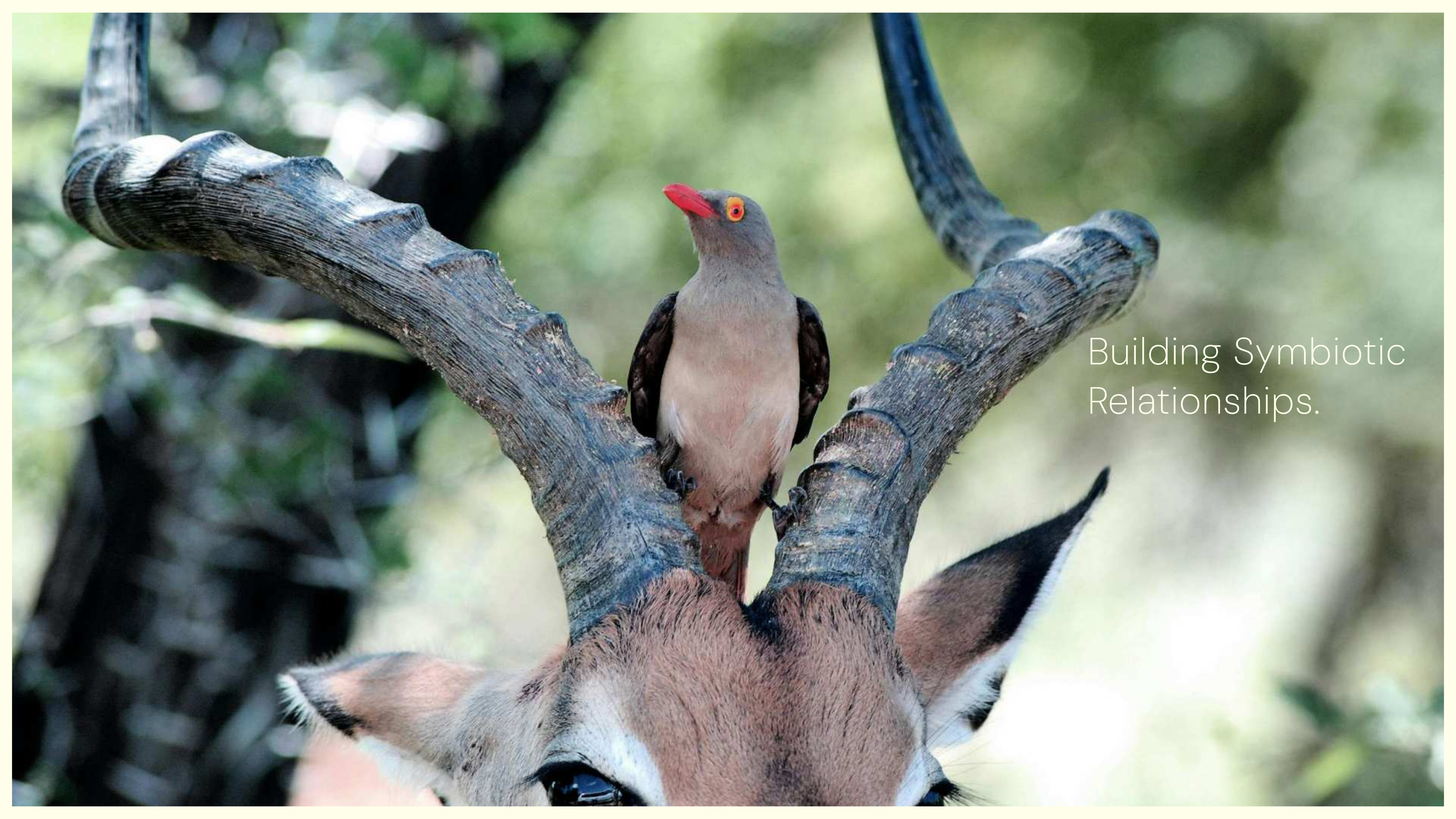
Secured Contract Value

52 Countries

International Trade Experience

5\*

Multi-Skilled Executive Team

A close-up photograph of a Red-billed Oxpecker perched on the horn of a Kudu antelope. The bird, with its greyish-brown body, dark wings, and bright red beak and eye-ring, is facing left. The antelope's head is visible at the bottom, showing its brown fur and large, spiraling horn. The background is a soft-focus green, suggesting a natural habitat.

Building Symbiotic  
Relationships.

# Our Divisions



We have a team of world class executives whose experience and relationships span 52 countries. Clinical execution and best in class service is what we seek to deliver.

Our products save lives and our customers rely on West Gate to deliver exacting standards and technical specifications every time.

We deliver innovative solutions allowing delivery of large complex infrastructure projects, with precision and speed.

Building on this foundation, West Gate’s teams cultivate deep, collaborative partnerships that amplify our impact across diverse sectors. By harnessing specialised insights and forging key alliances, we consistently deliver innovative solutions that our clients in healthcare and public contracts value.



## International Trade

Having gained a strategic advantage by way of exclusivity agreements and preferential manufacturing timelines, we have ensured our longevity within our target territories by exceeding clients expectations.

With a focus on specialised, niche devices within the healthcare sector, we have grown strong roots with our supply chain partners.

## Government Contracts

Winning Government Contracts is a lengthy, expensive and time consuming process with no shortcuts or preferential treatment. Public Contracts Regulations are stringent and exhaustive.

Deep experience is key here and our in-house data-vault of answers, checklists, case studies and official challenges serve as the fulcrum to maximise our clients success.

## Specialist Consultancy

We empower businesses by providing tailored expertise in fundraising, PR, brand building, trading, and project development.

Through deep industry knowledge, we solve critical business issues, craft compelling narratives, and optimise operational frameworks, navigating complex market dynamics with precision and agility.

## Business Development

Save time and investment by bypassing gatekeepers and unlocking high-value opportunities.

We specialise in generating sales through targeted introductions, cultivating partnerships, and securing exclusive deals that propel our clients forward.

International Reach.  
Local Knowledge.



# Global Reach



OUR CURRENT GLOBAL  
PROJECTS FOR 2026

**Middle East**  
Trade, Business Development  
& Specialist Consultancy

**United Kingdom**  
Securing Multi-Sector  
Government Contracts

**Africa**  
Medical Trade &  
Critical Supplies

**Asia**  
Pharmaceutical Contracts  
& Sales Consultancy

**Europe**  
Procurement, Business  
Development, M&A  
Consultancy

Implementing robust  
practises for a resilient  
supply chain.



# Trade Highlights

Since formal inception of West Gate, we have achieved significant milestones in a relatively short timeframe. We conservatively anticipate revenue to exceed \$25m within our first year due to confirmed forecasts, and expect a strong and steady growth trajectory due to our existing pipeline and network expansion.

## Q1 2025

Signed **West African Exclusivity** for Critical Medical Devices with HotGen, one of the largest AntiGen Test Manufacturers in China with an extremely competitive price secured.



## Q2 2025

Reached understanding of terms and awaiting MOU for Nigeria, Rwanda, Ghana and Liberia trade



Achieved £400m secured contract value for our clients in 2024, as well as onboarded several consultancy clients

# 2024



Secured Deal with PNL (Senegal Malaria Authority) to provide AntiGen Tests & Mosquito Nets. Sample order circa \$250k USD, with a requirement for around \$8m USD per month.

Securing 2 infrastructure projects in Africa, signing MOU to handle the procurement and monetisation strategy.

Whatever the mission,  
West Gate are with you.



# Working with us

At West Gate, we believe that successful partnerships are built on mutual selectivity and alignment. Just as you carefully choose a consultancy firm to meet your needs, we are equally selective in choosing our clients. Before taking on a project, we ensure our extensive network and expertise can deliver exceptional value within a short timeframe. Our unique model typically involves a modest retainer to cover expenses, paired with a profit-share structure. This aligns our interests with yours, incentivising rapid value creation and revenue generation. By working together, we prioritise efficiency, impact, and shared success.

## Step 01

### Project Analysis & Alignment

We begin by thoroughly analysing your project, goals, and requirements, ensuring our network and expertise align to deliver rapid value.

If the partnership is aligned, we move on to the Strategic phase of planning.

## Step 02

### Strategy Development

Through a detailed gap analysis, we identify key opportunities and challenges, crafting a tailored strategy to bridge gaps and accelerate revenue generation.

This phase includes our commercial proposal and proposed Key Performance Indicators which are pivotal to how we are reimbursed.

## Step 03

### Execution & Value Creation

Your dedicated account manager will be your point of contact through the execution phase of the project, sharing valuable reports, feedback and sales funnel progress.

Between 30–60 days of initiation, we will invite you to our offices to stress-test and monitor conversions.



A large, curling ocean wave with a city skyline in the background. The wave is a deep blue color, curling over to form a tunnel-like shape. The water is turbulent and white with foam. In the background, a city skyline with several tall buildings is visible under a clear sky.

The ocean of opportunity  
is vast, but only those  
who chart the risks sail  
safely.

*-Warren Buffett, 1994*

# Risk Management

04



West Gate delivers expert risk management practises to protect your projects across international trade, consultancy, fundraising, and business development. We conduct thorough project evaluations and gap analyses, crafting a list of headline risks we foresee based on our extensive experience and research.

Our proactive approach and global expertise mitigate these risks, ensuring your initiatives achieve their objectives with minimal disruption and maximum efficiency in complex global markets.

## Identifying Key Risks

We begin by analysing your project’s goals, market environment, and operational framework to identify potential risks. Our assessments highlight critical weaknesses, enabling us to address them before they impact your goals.

## Mitigation Plans

Using our deep industry knowledge, we develop customised mitigation plans to neutralise identified risks. These targeted strategies are designed to maintain project stability and ensure consistent progress toward your outcomes.

## Tracking the Market

We actively monitor economic, regulatory, and industry trends to anticipate shifts that could affect your project. This ongoing vigilance allows us to adapt strategies swiftly, keeping your initiatives on course.

## Project Stability

We embed resilience into your projects through robust contingency measures and flexible planning. Our approach ensures your business can navigate challenges and capitalise on opportunities for sustained growth.

An aerial photograph of a modern city skyline, likely Dubai, featuring numerous skyscrapers and a large body of water with a marina. The sky is clear and blue. The text "London or Dubai, our door is always open." is overlaid in the top right corner.

London or Dubai, our  
door is always open.

# CONTACT

## London office

25 Eccleston Place, Eccleston Yard,  
Belgravia, London, SW1W 9NF

Face-to-face appointments are available at our Belgravia office.  
Get in touch or book a call at [westgate.london/contact](https://westgate.london/contact)



West Gate Consulting – FZCO, IFZA Building, IFZA Business Park, Dubai Silicon Oasis, Dubai, UAE.  
Some UK services and payments are handled by our UK partner, Spire Trade Advisors Ltd.

