



G A T E W A Y  
M A N A G E M E N T

# GATEWAY ASSET MANAGEMENT PROFILE

■ COMPANY  
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■ CAPITAL  
MANAGEMENT



## COMPANY DESCRIPTION

Gateway is a full service real estate management company based in San Diego County, California founded by real estate and investment veteran Scott Robinson. Gateway's institutional scale capabilities and entrepreneurial approach enable the company to provide its investors with returns and liquidity superior to other types of real estate investments. The company offers a complete range of asset and real estate management services including asset management, investment advisory services, valuation analysis, and capital management. Through its sister company, Gateway Property Management, property management services are also offered.

Gateway's motivation and flexibility allow the firm to provide the personal attention required to protect the client as well as the investment. Unlike its competitors, Gateway does not use a "push button" approach to investment management. The methods, while innovative are proven, yet flexible. Gateway consistently earns above average returns on its investments, and helps both investors and property owners realize capital that otherwise may not be obtained without liquidating the investment.

Gateway benefits investors who measure their results not only against general real estate returns, but general

experiences in other types of investments as well. The firm distinguishes itself from its competitors by providing these services in an incentive based arrangement. For Gateway to achieve a return, the investor must first achieve a return.



## AREAS OF EXPERTISE

**Asset Management:** Gateway provides a full range of owner asset management services for owners who wish to enjoy the benefits of sole ownership without the complex day-to-day work required to own property. Many of the firm's clients take advantage of the full range of Gateway's expertise in property manager oversight, financing, leasing oversight and deposition services. Because compensation is on an incentive basis, clients understand that they are achieving the maximum economic value of their properties.

**Valuation Analysis:** Understanding that proper due diligence is paramount to the decision-making process, Gateway taps into years of management and property transition experience to assist in the determination of the true value of an asset. This proprietary process has resulted in historical success stories with each property acquisition as well as returns that are unparalleled in the real estate industry. This service can be utilized on a fee only basis, but is most often utilized by Gateway's clients in conjunction with asset management services.

**Capital Management:** Gateway is a capital management company. Providing the highest return possible for clients is a mission that Gateway takes very seriously. The management of capital quite often provides the basic necessities of life for Gateway's clients and deserves the utmost attention and care. Gateway's strict adherence to risk aversion protects its clients' capital in every phase of the investment with special attention paid to potential downside risk. Daily management is conducted with the understanding of the inherent risks in real estate ownership and achieving the highest protections possible for its clients while at the same time protecting the sanctity of the fiduciary relationship.

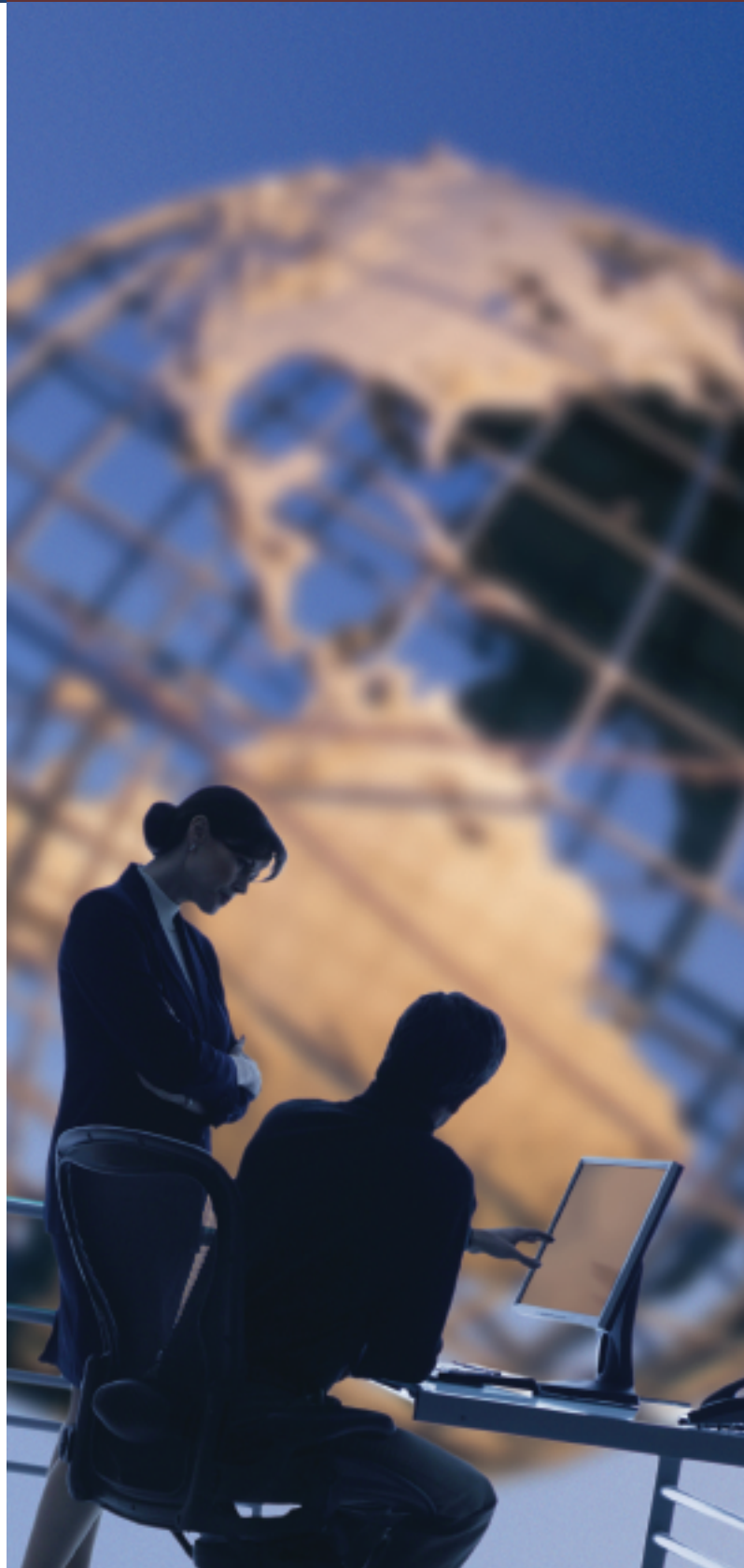


# GATEWAY MANAGEMENT

As President and CEO of Gateway Asset Management, Scott Robinson is responsible for directing all aspects of the company business. He has more than 20 years experience in the real estate industry including key aspects of development, finance, construction, asset management and property management. Gateway Management represents the ultimate evolution of a series of companies Mr. Robinson has either managed or been a partner of, and its philosophies stem directly from those experiences.

Prior to the evolution of Gateway in 2000, Mr. Robinson spent 14 years in the real estate development and construction business. His experiences with Guttman Construction, Robinson Pacific (a major development and construction firm founded and owned by Mr. Robinson), and Vigilant Holdings, LLC helped him gain valuable expertise in working with troubled properties and established a broad depth of knowledge that is virtually unparalleled in the industry. Additionally, Mr. Robinson is an expert in the area of marketable securities investment, a skill developed as a result of making allocation of capital decisions.

Mr. Robinson is a graduate of National University and Harvard University Program in Behavioral Finance. He is a licensed Real Estate Agent, a licensed General Contractor, and a member of the International Council of Shopping Centers. In addition, Mr. Robinson serves on the Board of Directors of the Rancho Santa Fe Community Foundation.





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