

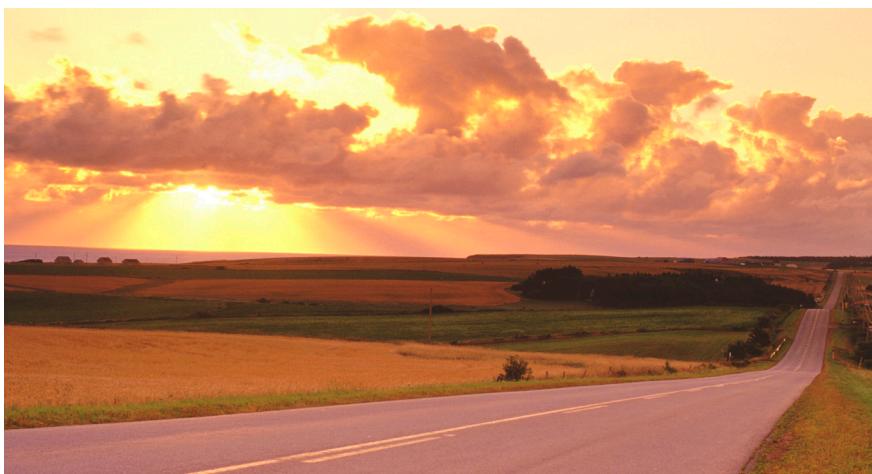
Coming of age  
Riverside Capital:  
success and the future



## Coming of age

### Riverside Capital: success and the future

Riverside Capital began as a property investment and asset management business with a clear objective; to source investment opportunities and to deliver sustainable and targeted returns to its investors. With a strong record under its belt, the company is leaving its youthful years behind and concreting its foothold in the industry.



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## Then and now

Founded in 2010 by three colleagues working within a large private equity company, Riverside Capital today stands as a hugely successful, independent provider of property products and asset management.

The company has a varied client base comprising private equity firms, family offices and the Channel Islands Property Fund.

Since inception, founders Dominic Wright, Andy Taylor and Sasha Stupar – together with their growing team – have achieved almost £1bn in property transactions and counting. Of investments exited, the team's active asset management capabilities have produced an average uplift in value of 58%.

## The seeds of success

Riverside Capital has had a unique approach from the start. Originating at a time when the property market was still feeling the effects of the financial crisis and in the midst of a worldwide recession, its ambitions were palpable. With many others withdrawing from the market or playing it safe with investments, the founding members saw a chance to exploit the opportunities presented.

Whilst the company provides a range of investments across all profiles, the landscape in which it originated allowed the team to seize risk as opportunity. Riverside Capital actively sought to take advantage of improving demand and a rapidly growing market, with its first deal producing a 100% equity return in just 4 months.

Today, whilst the supply of stock has tightened and competition increased, the company's mentality remains unchanged. Along with its steady portfolio of income-producing assets, Riverside Capital has a flair for opportunistic investments, resulting in some of its greatest exit stories to date.

*Contact the team for more information about Riverside Capital's exits.*

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## The next steps

The business continues its long-standing relationships with existing investor partners but going forward, the team has bigger plans.

Having been involved in the investment community for many years, the company has become aware that there is a distinct gap in the market. The options out there for High Net Worth individuals looking to invest in property are largely limited to funds with little choice, flexibility and control. Riverside Capital wants to change that.

In addition to its offering of property portfolio and investment management to financial firms, institutions and private clients, Riverside Capital will now offer direct property investment opportunities to professional investors and intermediaries. This service is guided by choice – choice in assets invested in and levels invested – and security.

The company's direct property investment service will launch later this year, exposing participating professional investors to a stream of strong investments in which they may invest on a deal-by-deal basis, at their discretion.

This service aims to put property investment back into the hands of the investor, allowing them to build their own portfolio which will be actively managed by a highly experienced team to produce alpha returns.

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## Making it happen

To achieve the next steps in its business plan, Riverside Capital has extended its team and its skillset to introduce heightened levels of experience, structure and insight.



The first of these appointments is Nick Shepherd, former Drivers Jonas CEO and a non-executive director of Riverside Capital since 2013. In his new role as Non-Executive Chairman, Nick will drive the company's strategy and development going forward, as well as providing leadership and governance to the Board. Nick has over 30 years' experience as a UK property advisor across the UK working for high-profile clients such as the Bank of England, Hammerson and Royal Bank of Scotland. With his current involvement in the property market as a non-executive director of McKay Securities PLC and chairman of the £400m Property Income Trust for Charities, he is well placed to help Riverside Capital develop its future plans.

Nick says: "Matching investor profiles to individual assets is impossible in the context of a large fund, whilst investing solo in direct property presents diversification, management and risk issues to all but the very largest investors. Riverside Capital offers investors a real alternative: a bespoke advisory and execution service in syndicated structures enabling on and off shore investors to co-invest efficiently. The Riverside Capital business is young and energetic and already has a tremendous track record of successful buy/manage/sell transactions. I and my fellow non-executive Board members are excited by the potential of the business and keen to help it achieve further success."

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Nick Shepherd, Non-Executive Chairman



Nick Shepherd

## Making it happen continued

In further appointments, the company has brought on board Tim Bucke. With the founding members of Riverside Capital having previously worked alongside Tim at Stenham Property in 2009-2010, he has a long-standing relationship with the company and understanding of its objectives. Having amassed over 30 years of experience dealing in numerous banking matters and fiduciary services - 20 years of which being spent with Investec Bank - Tim has had extensive dealings with private clients across South Africa, the British Virgin Islands and the UK. In his role as Head of Client Services, he will be responsible for the capital raising for Riverside Capital's new, direct investment platform.

Tamlyn Stone also joins as Head of Risk Management. With a long track record in working within the regulated environment as a financial planner to High Net Worth and corporate clients both in the UK and offshore, Tamlyn will be responsible for all compliance related matters and for establishing a framework to deliver investment opportunities to professional investors.



Tim Bucke



Tamlyn Stone

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The Riverside Capital team is delighted to welcome these new members and about the future direction of the company and its services. As with its attitude to any investment, the company approaches this new stage in growth and development with caution, enthusiasm and a deep ambition for its own success and that of its investors.