



A different point of **view**



Our view

Here's how we see things. Gladedale Capital is the commercial and mixed use development arm of the Gladedale Group. As such we are backed by one of the UK's largest property and housebuilding groups. Gladedale Capital has a solid portfolio of commercial and mixed use development projects with a current development value in excess of £750 million. And within Gladedale Capital, we combine the broadest possible range of skills and experience with a firm commitment to deliver on every project. We see it as development. Done differently.

The long view

Sometimes, to recognise opportunity, you need to look twice. And then twice again. At Gladedale Capital, experience has taught us that the real opportunity, the real value, isn't always immediately apparent. Where a project may at first sight appear too complex, we look closer. If the projections for a development appear modest in the short term, we consider how the situation might change in the long term.

Tenacity, we think, is justified. At Quatermile Edinburgh, in joint venture with Bank of Scotland Corporate, the complex planning

and infrastructure issues surrounding the development of this landmark heritage site may have deterred other developers. But Gladedale Capital persisted. At London's Royal Quay, in partnership with the London Development Agency, we completed the commercial and residential development Gallions Reach, several years in advance of the current rush into the Thames Gateway.

In every case, our decision to invest is informed by our collective experience. (Although it's true, we also enjoy a challenge).





Enjoying the view

We admit it. We're excited by what we do. There's a unique culture at Gladedale Capital, shaped by the diverse range of skills within the company, but united by a common desire to achieve excellence (and to enjoy the process). Engineers, architects, quantity surveyors and other property professionals from within the company all bring their own perspectives to the table. It's not about compromising on projects. It's more about optimising the opportunity.

Throughout, there are certain values we share. Integrity, flexibility and a commitment to deliver on every project. What we say we'll do, we do. This direct approach makes Gladedale Capital an ideal development partner. Where many other developers will talk about taking a partnership approach, our commitment to collaboration is perhaps best illustrated by the number of joint ventures in our portfolio. Together, we make things happen.





Inside view

There is no formula. Every project presents a unique set of challenges. It takes experience to adapt successfully to new demands and to maximise the available opportunities. Often this requires a totally innovative approach. As was the case at the Orion Business Park on North Tyneside. Here we put in place a supporting infrastructure and by pump priming achieved a critical mass to allow speculative development on the park.

It's an indication of the entrepreneurial spirit that runs throughout the Gladedale Capital team. Our experience gives us the confidence to take calculated risks where appropriate. And ultimately, that's what our business is about. Successfully managing risk for funding partners, local authorities, development agencies, and end users, to make sure that all parties involved gain maximum value from each project.





Detailed view

Many of the projects we've completed have been complicated and required bespoke solutions. These have demanded great attention to detail in terms of the planning issues that needed to be resolved, and the technical demands of re-developing historic buildings successfully. Gladedale Capital has a strong track record with projects of this kind. The evidence is in the detail. From the painstaking

retention of the 200-year-old stone facade at Lochrin Square, to the glass corners on the residential buildings at Quartermile.

In both cases, we've managed to create landmark developments with a respect for heritage; at the same time we've fully addressed the needs of today's occupiers, as well as the broader issues of sustainability in design and construction.



Expanding view

The Gladedale Group is growing. And it's growing rapidly. In just over five years we've seen the Group's turnover increase from £50 million to £650 million. In fact, a recent listing in The Sunday Times placed The Gladedale Group among the fastest growing private companies in the UK.

We've seen our own team at Gladedale Capital grow from just three people to a team

of 30 professionals, and we have ambitious plans to achieve a sustained and consistent performance. With a strong platform for growth in place and key targets specified, we're now focused on developing our portfolio which currently has a gross development value of over £750 million, across all property sectors – commercial, office, residential, industrial, retail, and where appropriate, any combination of uses.





View points



“ The breadth of experience within the Gladedale Capital team made them the ideal development partner for a project as complex as the Quartermile development. Their commitment from quality of design to the delivery of the project has been impressive since the outset.”

Ian Robertson
Bank Of Scotland Corporate

“ In our experience, few developers have equalled Gladedale Capital’s commitment to design, quality and market awareness. As their Advisors at Lochrin Square, Edinburgh and Broomielaw, Glasgow we have experienced a highly professional approach.”

Bill Colville
DTZ

“ It’s satisfying to work with a developer as progressive and innovative as Gladedale Capital on a range of complex projects across Scotland. We look forward to continuing this partnership to deliver truly groundbreaking developments.”

David Boyle
Sir Robert McAlpine

“ In Gladedale Capital, we recognised a partner who not only shared our grand vision for the Lochrin project, equally they showed a genuine passion for getting the details absolutely right.”

John Brodie
Scotmid

Project *view*

On the following pages we have selected four current projects from the Gladedale Capital portfolio. Each represents a different set of challenges. Each represents a unique solution. This is what we do.



Project view

Quartermile Edinburgh

Quartermile, a landmark 19-acre site at the heart of Edinburgh's World Heritage site, represented a unique opportunity to establish a vibrant new business and residential district in the Scottish capital. But not without a considerable degree of determination. The site of the former Royal Infirmary includes many listed buildings and the

associated planning issues were complex to say the least. Gladedale Capital however, persevered. Plans for the site now feature over 900 residential apartments, around 350,000 sq ft of Grade A office space, a 65 bed hotel and some 55,000 sq ft of retail space designed by architects Foster & Partners.





Project view

Lochrin Square Edinburgh

Lochrin Square is a new business development at the heart of Edinburgh's Exchange District, and is a joint venture project between Gladedale Capital and Scotmid, the Scottish Co-operative. The development comprises two distinctive modern office buildings, one of which retains the original stone facade of a Grade B listed building. Gladedale Capital secured

£40 million of speculative forward funding for the project from Credit Suisse, a funding package that minimised risk for both JV partners while providing the necessary resources to maximise site value and development profit. Reflecting its location, Lochrin Square is believed to be the first traditional forward-funded office development in central Edinburgh since the early 1990s.





Project view

220 Broomielaw Glasgow

Strategically situated on the Clyde Waterfront, 220 Broomielaw is a prime office development comprising commercial offices and retail space, within Glasgow's International Financial Services District (IFSD). Recognising the potential of Glasgow's waterfront, Gladedale Capital made the decision to invest in this two-acre site some time ago.

It's a decision that has been borne out in recent years with the rapid growth of the IFSD and the substantial associated development spreading west along the Clyde. Planning permission has been submitted for an exciting new office development and we are now refining the prospect in readiness for development.





Project view

Orion Business Park North Tyneside

Strategically located at the junction of the A19 and the A1058 with easy access to the North East and Scotland, Gladedale Capital quickly recognised the potential of this 42-acre business site. By putting in place the site-wide infrastructure on a phased

basis and working with purchasers and specialist development partners has encouraged early development. This 'pump priming' approach has enabled Orion to gain critical mass from which further speculative development by the Group has brought a wider range of occupiers to the Park.





If you have a project in mind, a development opportunity you'd like to explore, or a challenge to overcome, perhaps we can help you take a different view. Here's how to get in touch:

View

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