



Daniel Pinto founded Stanhope Capital, an alternative wealth manager and merchant bank, in 2004. French-born Pinto, 52, is a former banker at UBS Warburg.

Last year, Stanhope launched its €100m (£86m) Entrepreneurs Fund to help successful founders, including telecoms tycoon Bruno Moineville, back start-ups. Its first investment was in Sir Martin Sorrell's new venture, S4 Capital.

### **Back to the future**

Stanhope is a reinvention of the old merchant banks, adapted for the new world. The modern City has become disconnected from entrepreneurs; banks were not just supposed to be backing FTSE 100 companies.

### **Think long term**

Some investors have a very short-term view of the world, and founders are pushed to provide short-term results. Value is not created on a quarterly basis, but over many years.

### **Roll up your sleeves**

Financiers often decide on growth [targets] on a spreadsheet. You don't do that on a spreadsheet — you do it by rolling up your sleeves and working with management.

### **Be ambitious**

You don't see enough entrepreneurs who feel they can change the world in the UK or Europe. Even the so-called disruptors take something and try to change it on the margin.

### **Experience matters**

Not every boss of a firm we back will have Sir Martin Sorrell's pedigree, but it's an example of what we're trying to achieve.

**Founders must have**

The capacity to reinvent themselves and their business, and permanently challenge the status quo. After a while, complacency can creep in and people miss the next disruption.

**Next disrupted industry**

Transport, in so many respects, especially the rise of autonomous cars and shipping. And car rental must be the most inefficient industry.