



UK's Brookland launches European real estate debt platform

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London-based European real estate investment banking boutique Brookland Partners is launching an intermediary platform to connect lenders and borrowers in the real estate debt markets. Brookland Financial will offer a range of innovative tailored services to help navigate the evolving debt markets, the firm said.

The firm said the launch of Brookland Financial is being timed to take advantage of the increased availability of real estate debt capital and increased interest in property investment and refinancing by investors across multiple jurisdictions. As much-needed liquidity is returning, the firm, "expects that transaction flow will increase and that more capital will be available for secondary real estate towards the end of the year."

While many new sources of debt exist - insurers, funds, domestic and international commercial and investment banks, CMBS, retail bonds - "the market remains highly fragmented, with each lender having a particular credit process and lending criteria, including asset classes, jurisdiction, LTV, amortisation, senior/junior/whole loan product, maturities, prepayment costs and hold/distribution strategy."

Brookland said the new company has access to two independent teams to provide investors with a full arranging solution through a network of over 120 lenders, or a competitive financing offer from lending clients. Brookland Financial will have the capability to combine sourcing, arranging, structuring, underwriting, execution and distribution across a diverse range of real estate debt products from basic bi-lateral loans to large CMBS transactions for a broad range of transaction types including acquisitions, re-development and loan on loans. "This enhanced combination of services is not currently available from anyone else in Europe."

Brookland Partners Managing Partner Nassar Hussain said: "Over the last three years, we've seen numerous new sources of debt become available from insurers, specialist debt funds and the capital markets, amongst others, but it is not as easy to access debt or execute transactions as it was in the past. We recognised that it has become increasingly difficult for lenders and borrowers to navigate this rapidly evolving environment and the role of Brookland Financial will be to connect counterparties and assist in determining and, if required, executing the optimal debt solution in each scenario."

Director Gareck Wilson said the decision to launch Brookland Financial is based on the belief that the firm's combination of skills and relationships in Europe will enable it to act swiftly to

take advantage of opportunities for borrowers and lenders, irrespective of asset class, capital structure or jurisdiction. The team behind Brookland Financial has a track record across both positive and negative real estate cycles of deploying, structuring or distributing in excess of €65bn of debt. It more recently restructured or worked-out over €20bn.