

Brookland sells stake to Omni Partners

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Nassar Hussain's Brookland Partners has sold a stake in the boutique debt advisory firm to hedge fund Omni Partners.

This will allow it to look at new real estate debt strategies – potentially an origination fund.

Omni Partners has experience raising capital with institutional investors, with a number of funds under management totaling \$650m of assets.

“Joining forces with Omni Partners allows us to benefit from their institutional investment experience across a variety of credit funds as well as providing additional infrastructure and operational support we wouldn't otherwise have such as accounting, IT and compliance” explained Brookland partner Gareck Wilson.

Brookland was set up by Hussain in 2009 as a real estate investment banking firm, focusing on CMBS restructuring.

The market has evolved since then with most of the large work outs now completed.

Last July it established a new loan advisory division called Brookland Financial, to source debt for borrowers from lenders.

Hussain said: “The deal with Omni Partners is the next stage in Brookland's natural evolution”.

Omni Partners is an alternatives specialist investment manager founded in 2004 by equities trader Steve Clark and headquartered in London's Soho. It is no relation to the Candy brothers' Omni Capital, which also provides short-term finance.

Omni Partners moved into real estate debt late last year, acquiring existing short-term UK property lender Capital Bridging Finance Limited. CBFL serves as the origination platform for the Omni Secured Lending Fund, which launched in February and provides smaller ticket loans. There will be no cross over with Brookland Financial in its dealings.

Brookland Partners' original line of business, debt advisory and restructuring, will continue.

The combined Brookland Partners and Omni Partners' team will comprise nearly 50 staff including those in Omni Partners' California office. Former GE Capital UK chief executive John Jenkins joined Omni Partners' CBFL in May.