



Loan servicer of the year Mount Street

LONDON-BASED Mount Street had a year of change in 2017. Germany's Aareal Bank bought a 20 percent stake in the business; it acquired the portfolio management company of defunct German bank WestLB's legacy loan book and with it a €22 billion workout mandate; and it expanded into the Netherlands, Greece, Ireland, Spain and the US.

Founding partners, Ravi Joseph and Paul Lloyd also completed the management buyout of the firm's seed investor, US private equity real estate firm Greenfield Partners, which provided the principal capital for Mount Street at its launch in 2013.

The acquisition of the €22 billion mandate brought last year's new business for Mount Street to €35 billion. Excluding

the purchase, the firm posted growth of €12.8 billion, which compares with €4.3 billion in 2016.

"I certainly believe that 2017 was a pivotal year for Mount Street as we continued to expand our market share and improve our service levels, the growth of nearly €13 billion confirms this," Lloyd says.

Last year's outstanding deal was the full repayment of the Orazio Italian CMBS loan, Lloyd explains. Initially, the non-performing loan, with an original size of €185 million, did not receive acceptable bids. Exploiting a restructuring route, Mount Street did the first successful full-redemption workout of an Italian loan in a CMBS deal, securing the full repayment of the senior loan.