



European loan servicer
of the year

Mount Street

THE FOUNDING PARTNERS of loan servicer Mount Street – Paul Lloyd and Ravi Joseph – announced in February 2017 that they had completed a management buy-out of their seed investor’s stake. German bank Aareal participated, buying a 20 percent stake in the firm, which it intends to bolster its syndication activity.

Prior to that, during 2016, Mount Street climbed two notches up the rating spectrum, “a mark of success in what we’ve achieved to date” says Lloyd.

Founded almost four years ago, Mount Street was in August 2016 upgraded to ‘above average stable’ by Standard & Poor’s, a stamp equal to or higher than longer-established competitors that didn’t expect it to survive.

To the contrary, Mount Street has built a strong brand and a broad array of blue chip clients. It assisted Lone Star and JPMorgan with the underwriting and due diligence of the largest NPL acquisition of last year – the Propertize portfolio.

The company has reached successful conclusions on several special servicing mandates it has taken over including that relating to CityPoint tower. The building traded to

Brookfield in December 2016 as part of a restructuring that saw note-holders of the securitised debt repaid in full. Lloyd credits the resolution to “forward-thinking and enforcing offshore at a Jersey level to keep open the possibility of selling the JPUT and maximising the sales price”.

Mount Street also won plaudits for the first successful workout of an Italian loan in a CMBS deal with regard to the Orazio loan, whereby a new borrower stepped in and assumed existing debt.

The servicer has continued to grow and diversify through the purchase of three businesses since inception, most recently EAA Portfolio Advisors – the portfolio management platform linked to WestLB. It has also established a joint venture with IT software company Gresham to develop loan servicing and banking technology in order to serve large portfolios. Total loans under management now tally €55 billion.

“Mount Street has become a benchmark servicer in Europe and has demonstrated that transparency and experience is paramount in building a very strong brand,” Lloyd says.