

## Brotherton joins forces with US company Mission Capital

By [Guy Montague-Jones](#) | Fri 26 January 2018

Real estate finance brokerage Brotherton has formed an alliance with US firm Mission Capital following a year of strong growth.



**Brotherton was co-founded by Daniel Uzan (pictured) and Richard Fine in 2014**

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Under the tie-up, Brotherton, which was founded by Daniel Uzan and Richard Fine in 2014, will advise Mission's clients when they are pursuing investments and developments in Europe, while Mission will do the same for Brotherton's clients in the US.

David Tobin, founder and principal of Mission Capital, which was launched in 2002 and operates across the US, said discussions with some of its larger private equity, banking and investment clients had prompted it to look for a partner in Europe.

“A number of them have advised us that Europe is underserved by high-quality financing intermediaries,” said Tobin. “After reviewing the marketplace, we saw the demand for cross-border real estate capital markets expertise, real estate debt and equity capital raising and loan sale advisory with ‘boots on the ground’, so to speak.”

Uzan added that the two businesses shared a similar philosophy in that they both believed advisers should do more than just introduce clients to lenders.

“Since founding Brotherton, we have strived to provide best-in-class service to our clients, not only in terms of sourcing, but also in the structuring and closing of their transactions – something we were delighted to discover Mission is committed to doing as well,” he said.

## **Mission Brotherton**

The new entity – called Mission Brotherton – will operate alongside Mission and Brotherton’s existing businesses.

The news follows a strong year of growth for Brotherton **that saw the firm’s revenues increase by more than 50%.**

Having recently secured a large loan of more than £100m for a long-standing client, Brotherton has now arranged for a total debt volume of £1.25bn for its clients since it was founded.

During that time, it has arranged finance with more than 60 different lenders. It has also arranged about £160m of equity.

Fine said the business had a strong pipeline of deals it was working on at the moment, extending outside the UK to Portugal, Spain and other mainland European countries.

Brotherton’s focus remains on the mid-market with the firm typically arranging deals of between £2m and £50m.