

Lotus rolls out loan sale, distribution business

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Lotus Capital Partners, a New York-based independent real estate investment bank, has launched a loan sale and distribution business. To this end, the firm has hired veteran distribution professional **Tim Taylor** from **Ten-X** to oversee the platform, which will target lenders and investors looking to de-risk and leverage their positions in whole loans, A-notes, and mezzanine debt.

“We’re at an inflection point for loan distribution. Lenders are becoming increasingly reliant on loan sales as a mechanism to address various intensifying pressures from regulations, shareholders, competition, and investment committees,” said **Faisal Ashraf**, founder and managing partner. The firm’s clients see loan sales as a way to rebalance holdings, leverage yield, or simply to de-risk their positions, he added.

The platform will go a step further than standard loan sales, distributing components of a client’s capital structure, and will focus on paper anywhere in the capital structure between zero and 90% loan-to-value. Lotus has already closed approximately \$150 million in private placements, including three separate ten-year mezzanine tranches on **Allergen**’s new U.S. headquarters in Madison, N.J., where it structured and separately placed \$70 million with Hyundai Asset Management, Morrison Street Capital, and BlackRock.

Taylor has spent more than 20 years in the distribution/debt space and has held senior roles at **Merrill Lynch** and **Cantor Commercial Real Estate**. At Ten-X, he headed the special situations group. Taylor and Ashraf worked together at CCRE, completing more than \$4bn of private placements over a three-year period.



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