

# MFS 2022: Our Top 5 Highlights

It's been a stellar year for MFS. While the wider market faced difficulties in 2022, especially in the 2nd half the year, we went from strength to strength. Our teams accomplished so much this year by servicing our underlying borrowers – even as we all faced down skyrocketing inflation, rising rates, and political uncertainty.

Narrowing down our achievements to five key elements is tricky, but a few key “MFS headlines” do stand out.



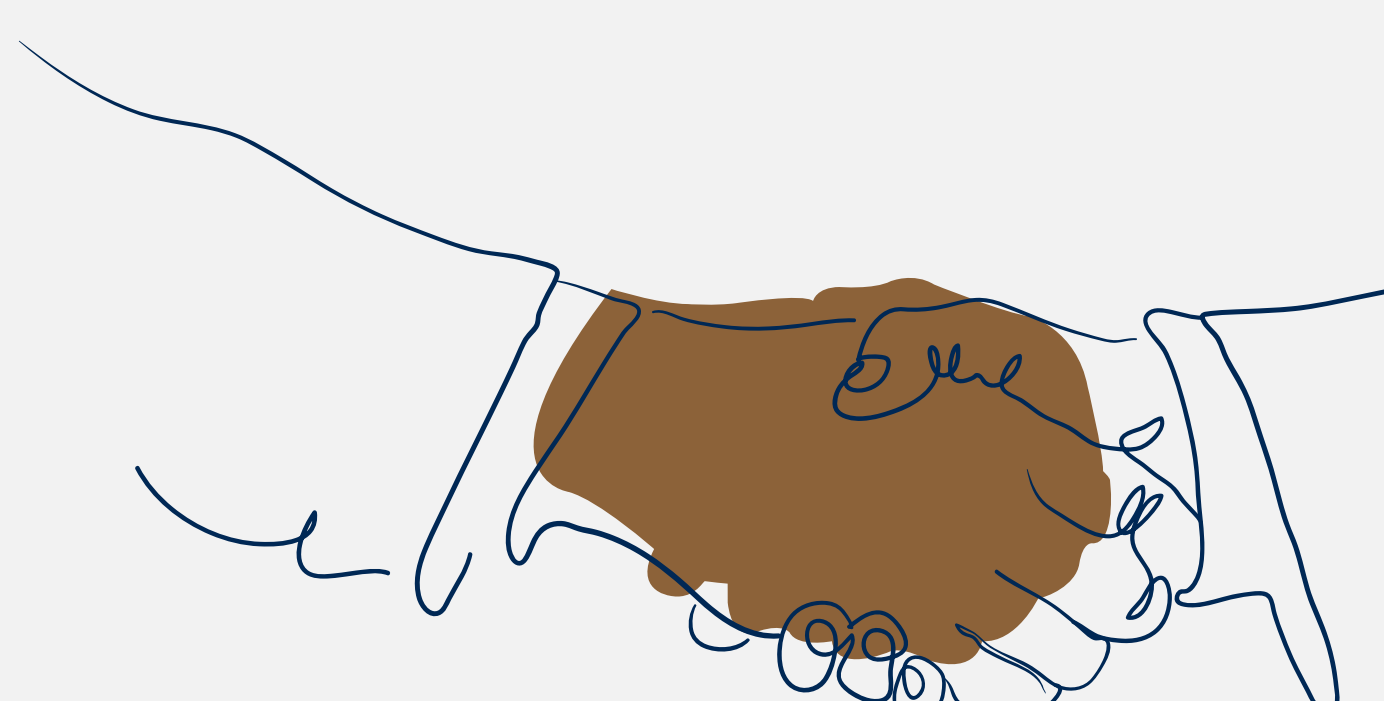
## Funding Lines Secured Throughout the Year



On track to having a **£1BN** loan book by early 2023

Throughout 2022, we secured multiple funding lines from institutional investors. This not only helps support our own ability to lend, but also reflects confidence in our abilities as a business. As high street banks pulled deals and tightened criteria in recent months, the wider industry put its confidence and resources into the specialist market.

Thus far, we've secured over £800m in institutional funding, putting us on track to having a £1bn loan book by early 2023. We've used this funding to accelerate growth across both our bridging and buy-to-let products. Ultimately, all these resources will be used to better support brokers and borrowers with their property investment plans.



All our efforts allowed us to rack up several awards this year. Which, of course, is never the aim. But is always nice. We're proud of our wins, which for 2022 included: Mortgage Introducer Magazine Top Mortgage Employer 2022, Financial Reporter Awards Best Specialist Lender 2022, and Financial Reporter MIMA Campaign of the Year 2022.

What's more, Tiba Raja was named as one of Mortgage Introducer's Elite Women 2022, and we were highly commended in the Business Moneyfacts Awards 2022 in the 'best service from a bridging finance provider' category.

While we're happy to be commended for our efforts, what's important to remember is that none of this would be possible without you. Without your willingness to work with us, we would not be where we are today. We may be servicing you, but it's the trust you place in us that keeps us moving onwards and upwards.

As we move into 2023, we vow keep on prioritising our relationships with brokers, borrowers, and homeowners. We can't wait to see what the coming 12 months have in store – for both us and our clients.

## Awards Won



We're proud of **our wins**



## Internal Growth: More Staff and a 2<sup>nd</sup> Office



MFS now has more than **80 team members**

To keep up with this growth, we've needed to expand our teams. In fact, we've expanded so much, that we're starting to run out of office space!

MFS now has more than 90 team members and this year; we opened a second office in Victoria. This second office currently houses an expanding marketing team, and we have no plans to slow down. We're still recruiting now, with plans in place to grow at a similar pace over the coming months.

We have big plans for 2023, and we want to have the best and brightest behind those plans.



In expanding our product offering, we launched our buy-to-let mortgage product in January, following a successful pilot programme in late 2021. We believed we could help support landlords by providing them with a mortgage option that brought with it the speed, and flexibility of the bridging world.

We're proud of this effort, which has proven especially popular. In less than a year, we've issued nearly £130m in buy-to-let mortgage funding. And despite the turmoil we've seen in the wider market, we've strived to keep our mortgages accessible. Where needed, we've adapted our mortgages to keep up with the needs of brokers and their underlying clients.

This venture had the support of a brand-new team, headed by our Chief Mortgage Officer, Mike Cook. With over 20 years' experience in specialist mortgage lending, Mike and his team ensured the launch went off without a hitch. We know they'll push this success further in 2023.

## MFS Launches a Buy-To-Let Mortgage Product



We've issued nearly **£130M** in Buy-To-Let mortgage funding



## Events: The Most We've Ever Attended



This year, we've attended, and taken part in more than **60 industry events**

Specialist finance has come to the forefront this year, as difficulties in the economy forced borrowers to seek out more bespoke offerings. Indeed, despite everything we've seen in recent months, gross bridging activity hit £214.7m in Q3. An increase of 20% on previous quarter.

Our industry is thriving and to make sure our name was in front of brokers and borrowers, we got our teams on the road. This year, we've attended, and taken part in more than 60 industry events – exceeding anything we've done before.

These visits weren't solely used to network or advertise our products either. This year, we've actively contributed to enhancing knowledge in the market wherever we could. We sent delegates from across our teams to participate in discussions, debates, roundtables and the like.

Mike Cook, Leah Brunskill, Imogen Williams, Mark Hutchings and more travelled across the UK to represent the best of the bridging world. We'll be attending plenty more next year, and we encourage you to come along and find us.



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