

## ARA VENN PRICES ITS SEVENTH DUTCH RMBS TRANSACTION

**€1 billion demand and second publicly-placed RMBS transaction since September 2020**

**United Kingdom, 3 June 2021** - Venn Partners LLP (“**ARA Venn**”), an investment manager of private debt in residential mortgages and commercial real estate markets, is pleased to formally announce the successful pricing of its seventh publicly-placed residential mortgage-backed securities (RMBS) transaction, Cartesian Residential Mortgages 6 S.A. (“**Cartesian 6**”). The deal is ARA Venn’s second public RMBS transaction in the past 9 months.

The €388 million transaction brings the total outstanding issuance under the Cartesian Dutch RMBS programme to over €1.5 billion, of which €1.4 billion relates to collateral originated since 2016 by ARA Venn’s affiliated mortgage platform, Venn Hypotheken BV.

Building on the platform’s established credentials in the sector, the deal capitalised on significant investor demand for high-grade credit products to secure almost €900 million in orders for the AAA bonds. Following three rounds of guidance, with the demand pushing through the €1 billion mark, the AAA bonds priced at 3 month Euribor + 28 bps, which is one of the tightest priced RMBS transactions from a non-bank issuer in Europe in the last 10 years. The deal was rated by Fitch and DBRS, with BNP Paribas, Citi and SMBC acting as joint lead managers.

The Cartesian programme continues to attract a broad and diverse investor base, with a total of 19 new and existing investors across a range of sectors and jurisdictions participating in the final allocation.

With AUM and active mandates in excess of £9 billion, ARA Venn also operates in the UK residential market, where it manages two government-guaranteed lending programmes in the build-to-rent and affordable housing sectors and has advanced plans to launch a mortgage product for first-time buyers.

**Gary McKenzie-Smith, Managing Partner at ARA Venn, commented:** “We are once again delighted with this strong result, in particular the breadth and depth of demand for the transaction. We look forward to the continued growth of this important investment strategy, and to taking our experience and track record into other residential mortgage markets.”

**Marc de Moor, CEO of Venn Hypotheken, added:** “We are very pleased with the outcome of this issuance, which highlights the strength of the RMBS platform both in terms of asset quality and funding diversification. By once again offering our high credit quality residential mortgage product to a wide international investor base, we have become a repeat issuer of Dutch RMBS, helping us to grow brand recognition and trust as a stable originator of prime credit products in the Dutch local residential mortgage market.”

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**About ARA Venn**

ARA Venn (the trading name of Venn Partners LLP) (“the firm”) is an investment manager in European real estate private debt. The firm specialises in creating investment products that provide investors with access to compelling risk-adjusted returns, whilst satisfying borrower demand for competitive, efficient and transparent loan product. ARA Venn serves the investment needs of a diverse range of government entities, leading global institutions and private investors.

Founded in 2009, the firm has AUM and active mandates totalling in excess of £9 billion. With offices in the UK, Spain and an affiliate office in the Netherlands, ARA Venn comprises a team of experienced professionals that pull together credit origination, underwriting, liability structuring and risk management skills with a deep understanding of investor and borrower requirements.

In 2020, Venn welcomed ARA Asset Management Limited (“ARA”) via its UK subsidiary, ARA UK Asset Management Limited, as a majority shareholder to help drive the firm’s next phase of growth, with Venn’s management team retaining a significant ownership stake. Under the transaction, Venn Partners rebranded as ‘ARA Venn’.

ARA is a leading Singapore-based APAC real assets fund manager with a global reach. With S\$116 billion<sup>1</sup> (£62 billion) in gross assets under management as at 31 December 2020, ARA manages listed and unlisted real estate investment trusts (REITs), private real estate credit and equity funds and infrastructure funds in 28 countries. As part of its investor-operator philosophy, ARA also operates a real estate management services division with local teams to manage its assets worldwide.

ARA Venn is ARA’s second investment partnership in Europe following its acquisition in July 2019 of a majority stake in Dunedin Property Asset Management Ltd (renamed ARA Dunedin) to invest in and manage real estate equity assets in the United Kingdom.

For more information, please visit <http://www.ara-group.com>.



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**About Venn Hypotheken**

Venn Hypotheken is a Dutch offeror of consumer credit regulated by the Dutch Financial Markets Authority (“AFM”). It was incorporated in February 2015 and has been actively offering mortgage loans to Dutch families and individuals since March 2016. It is majority owned by NNIP, with ARA Venn owning a 25% share. The total loan book amounts up to €2 billion (as at 31 May 2021).

For more information visit [www.vennhypotheken.nl](http://www.vennhypotheken.nl)

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<sup>1</sup> Includes assets under management by ARA Asset Management Limited and the Group of companies (“ARA Group”) and its Associates as at 31 December 2020.