

# Venn Partners announces agreement to enter into partnership with ARA to expand its business in real assets private debt

13 January 2020

**Venn Partners LLP (“Venn”) is pleased to announce it has entered into partnership with ARA Asset Management Limited (“ARA”) to expand its investment management business in the real assets credit markets in Europe. Subject to regulatory approvals, the transaction is expected to complete in the first quarter of 2020.**

The expanded business, to be known as ARA Venn, will focus on real assets credit markets in Europe, combining Venn’s specialist track record with ARA’s global asset management presence and public markets experience.

Founded in 2009, Venn is a specialist investment manager in real assets private debt with combined AUM and investment mandates of over £5 billion. Its current strategies comprise a UK government backed lending programme into private sector rental housing, high-yield strategies in UK and European commercial real estate debt, and residential mortgage finance in the UK and the Netherlands. Leveraging this track record and the combined experience of its shareholders, the ARA group will provide cornerstone capital and working capital to drive the firm’s expansion into new products and geographies.

Since early 2018, ARA has set its sights on the European real assets market and the transaction is its second business partnership in Europe following the creation of ARA Dunedin, which was set up in July 2019 with Dunedin Property Asset Management Limited to invest in and manage real estate assets in the UK.

Under the transaction, ARA (through its subsidiary ARA UK Asset Management Limited) will acquire a majority equity stake in Venn and replace Siem Industries as Venn’s corporate partner. The remaining equity in Venn will continue to be held by its management team.

**Gary McKenzie-Smith, joint Managing Partner of Venn:** “We are excited to enter this partnership for growth with such an experienced partner, and which is built upon shared corporate values and a vision for expansion. We look forward to harnessing these strengths into an offering which provides compelling loan product for both investors and borrowers.”

**Paul House, joint Managing Partner of Venn:** “We are delighted to announce the partnership with ARA, as a combined team we benefit from complementary skill sets and the union responds to both our investor and borrower clients who are seeking broader relationships with their core business partners.”

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#### About ARA Asset Management Limited

ARA Asset Management Limited is a global integrated real assets fund manager with gross assets managed by the group and its associates of more than S\$83 billion<sup>1</sup> across over 100 cities in 23 countries. ARA’s multi-platform, multi-product global fund management strategy, combined with

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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 30 June 2019

its dedicated teams with in-depth local knowledge, enables the group to offer enduring value to investors. Built on a foundation of strong corporate governance and business integrity, ARA counts some of the world's largest pension funds, sovereign wealth funds, financial institutions, endowments and family offices as its investors.

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

#### **About Venn Partners**

Venn Partners is an investment manager in European real assets private debt. The group 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. Venn Partners serves the investment needs of a diverse range of government entities, leading global institutions and private investors. Founded in 2009, the group has AUM and active mandates totalling in excess of £5 billion.

For more information, please visit <http://www.venn-partners.com>