

CASE STUDY

Vistra and Helios: Partners for the long term

Vistra has been Helios's Corporate Service Provider of choice since 2004. Today, Vistra is Helios's go-to service provider for corporate SPV work in Europe with mandates across five countries, including Luxembourg, UK, the Netherlands, Germany and Guernsey, managing funds valued at £3.6 billion.

The challenge

With ambitions to expand across multiple jurisdictions Helios Investment Partners needed a partner who could provide an expert team in each market so they could focus on their business strategy but with the peace of mind that they were compliant with local rules and regulations.

Maintaining ongoing operations without disruption was also vital to Helios. With a diverse LP base comprising a broad range of the world's leading investors and development finance institutions across the US, Europe, Asia and Africa, Helios's challenge was to find a corporate service provider who could provide the critical knowledge and back-office resource – freeing its people to concentrate on developing its deep operational portfolio capability.

Vistra's solution

Partnered with Helios for more than 15 years, Vistra's extensive private equity and funds knowledge is integral to Helios' operations. Our innovative solutions and ability to respond quickly across multiple jurisdictions have helped take this partnership from strength to strength. Vistra's relationship with Helios started in Luxembourg and has over the last fifteen years expanded into five Vistra jurisdictions.

Working in tandem with the Helios senior investment managers and the financial team, we reduce complexity, freeing up valuable management time, enabling Helios to focus on managing their clients' investments.

HELIOS Investment Partners

Founded in 2004 by Tope Lawani and Babatunde Soyoye, Helios Investment Partners is the largest Africa-focused private investment firm, with a record that spans creating start-ups to providing established companies with growth capital and expertise.

With offices in London, Paris, Lagos and Nairobi, Helios manages portfolios of private equity and credit investment in over 30 African countries.

Industry

Private Equity investing firm

Location

Luxembourg, UK, France, Nigeria, Kenya

VISTRA 



Benefits

- Go-to provider of SPV services in Luxembourg, UK, Netherlands, Germany and Guernsey
- Vistra's global network has facilitated beneficial business relationships
- Enabled the funds team to focus on managing their investment portfolio
- Ensured compliance with local regulations across multiple jurisdictions
- Managing and administering complex transactions to include co-investment vehicles

US\$3.6 billion

Of managed funds

US\$3 billion

Invested in African businesses

11,000

New jobs created

“Vistra has shown a commitment to going the extra mile to partner us with their top-performing team. Their service and commitment, even during challenging times navigating a global pandemic, has been excellent.”

Paul Cunningham
CFO

Working together to seize opportunity

vistra.com

At Vistra, we believe your business and your people can make a difference in the world. That's why our work is focused on helping our clients act with confidence and speed to seize opportunity wherever it arises. As a global corporate service provider and fund administrator with more than 5,000 professionals in over 45 jurisdictions, we empower legal entities globally to work smarter, grow faster, act responsibly, protect capital and scale across borders – by doing what we do best: reducing risk and enhancing efficiency. Discover how we can help you and your business seize opportunity today by exploring our services at vistra.com.