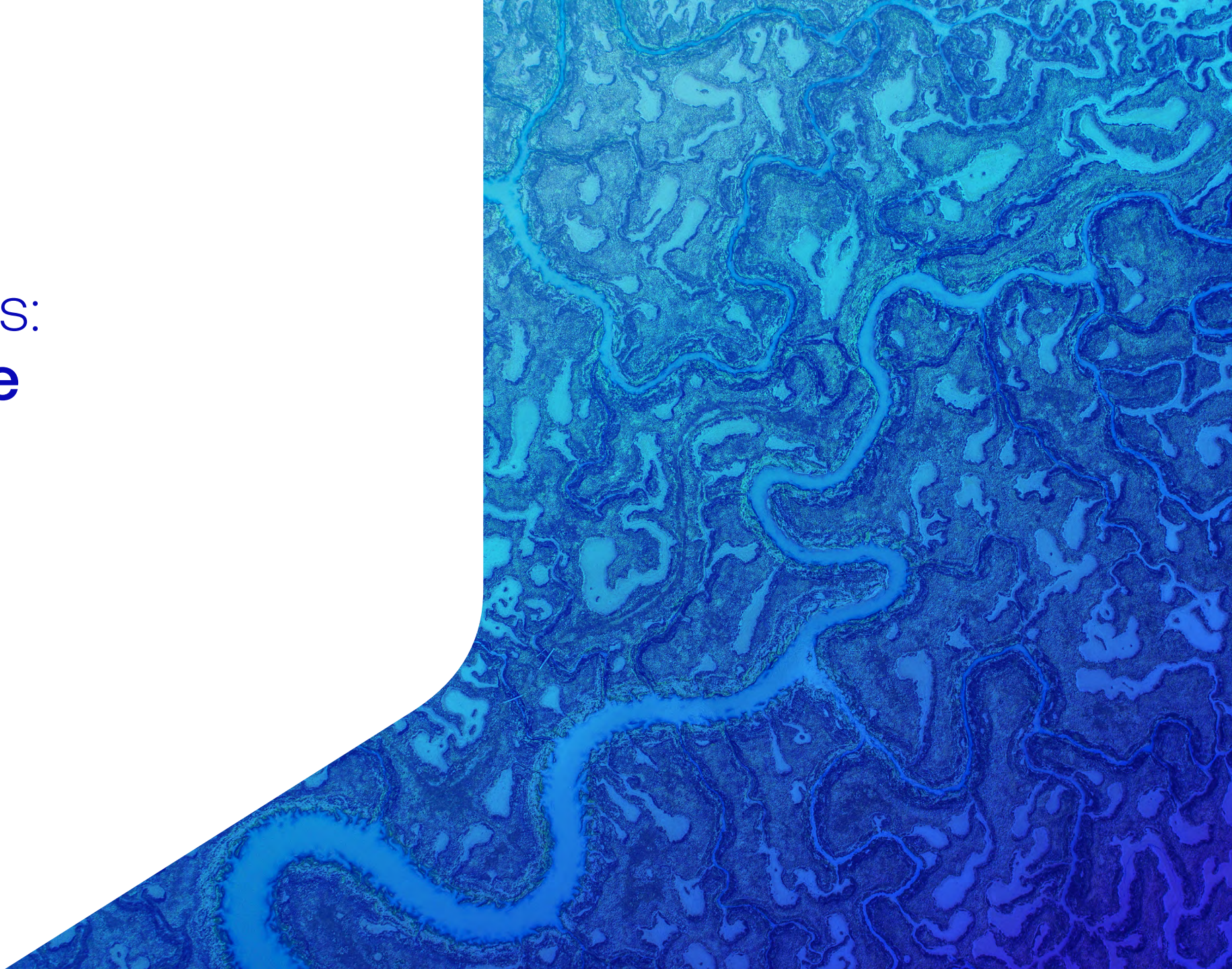


Case study

# Vistra and Helios: **Partners for the long term**

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HELIOS Investment  
Partners





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.

## Overview

**Client:** Helios

**Industry:** Private Equity investing firm

**Location:** Luxembourg, UK, France, Nigeria, Kenya

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.

## The friction

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.

## Our 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.

## The progress

- 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



## Services provided

### Services

Corporate Services

Regulatory Compliance

SPV Services

Transaction Services

**“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**  
Chief Financial Officer

# Contact us

For more information [get in touch](#).

[vistra.com](https://www.vistra.com) 

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## About Vistra

Here at Vistra, **our purpose is progress**. As a close ally to our clients, our role is to remove the friction that comes from the complexity of global business. We partner with companies and private capital managers along the corporate and private capital lifecycle. From HR to tax and from legal entity management to regulatory compliance, we quietly fix the operational and administrative frustrations that hamper business growth. With over 9,000 experts in more than 50 markets, we can accelerate progress, improve processes and reduce risk, wherever your ambition takes you.

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