

Introducing Vistra

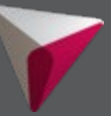
For our candidates and agencies

Presented by:
Group HR

December 2022

What does Vistra do?...

Vistra is 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.



We support our clients across six sectors



Private Equity

We cover every aspect of private equity administration, giving you the confidence to focus on your investments.



Real Estate

We have a deep understanding of nuances and complexities involved in transactions and asset management in Real Estate.



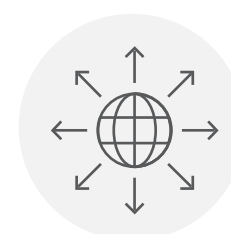
Capital Markets

We're one of the largest global independent service providers, helping you make decisions at pace and with confidence.



Corporate

We navigate challenge and complexity to efficiently grow, control, simplify and transact your business.



Company Formation

We help clients globally with streamlined company formation process to incorporate in a wide variety of jurisdictions.



Private Wealth

We work with you to create, preserve and transfer your family's wealth, wherever you are in the world.

>\$395b AUA for Alternative Investments (PE/RE/CM)



We deliver value across three service lines



**Governance Risk &
Compliance**



**Advisory &
Transaction Support**



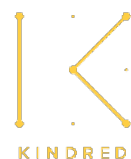
**Finance, Accounting
& Administration**

We seamlessly harness capability across our service lines to create secure, resilient, scalable market propositions that minimise risk and enhance efficiencies.



Who we work with

A few of our clients...



We have scaled our capability and reach to help our clients achieve their goals



5,000+

Colleagues



45+

Global presence across
45+ jurisdictions



~200,000

Structures under
management



US\$395+

billion AUA



~35,000

Clients



35

Years history serving clients
around the world



Our core strengths underpin our value proposition



Committed to clients

We listen, we partner, and we bring the power of our organisation to the table as we help you unlock opportunity.



Scale and reach

Our global network and deep local knowledge means we deliver where our clients need us.



Expertise

We're experts in guiding clients through regulatory change with agility and speed.



Technology

Our digital platforms enable our clients to quickly, efficiently and accurately do what they need to do.



Execution

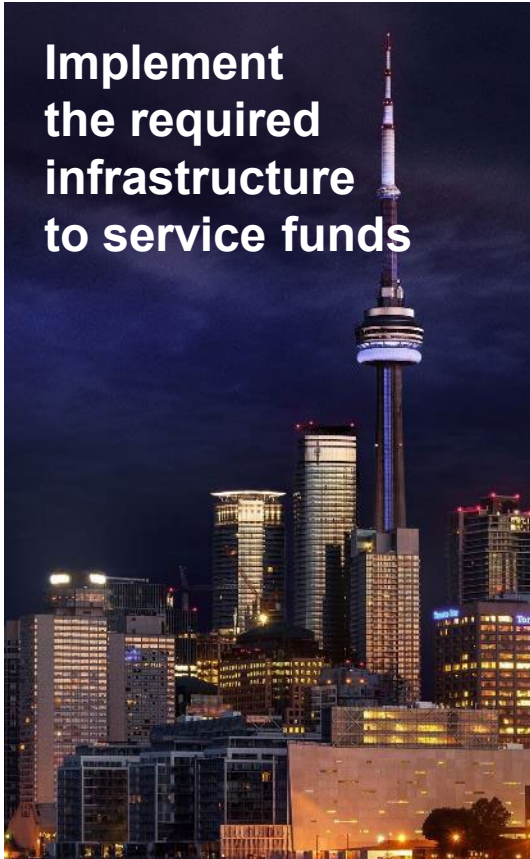
We execute client service consistently, driven by five global shared service centres.



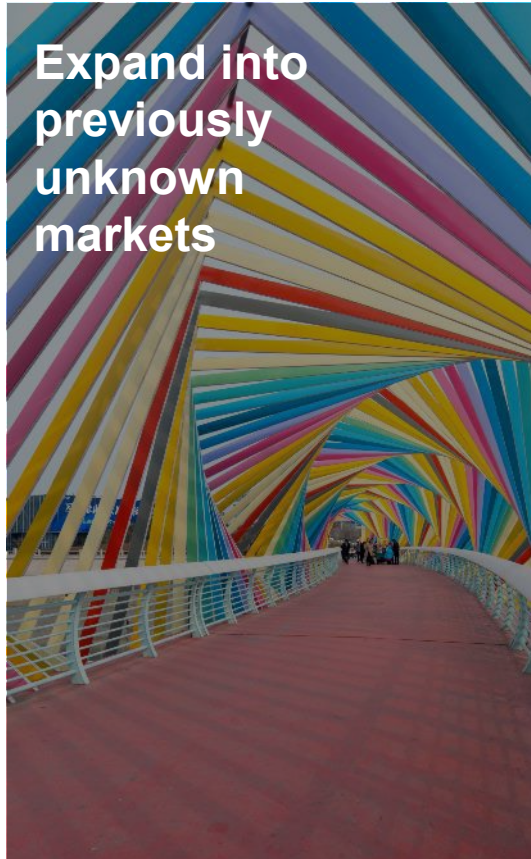
Everything we do helps our clients achieve their ambitions

We've helped thousands of organisations...

**Implement
the required
infrastructure
to service funds**



**Expand into
previously
unknown
markets**



**Raise and
deploy capital**



**Preserve
and transfer
their wealth**



Supporting the growth of a private equity firm

The Opportunity

To support the accounting and administrative functions of their funds in the post-investment phase.

The Challenge

We needed to set up an operation in Toronto to service the funds within six weeks of taking the brief.

The Result

We were able to operate on the key technology platform supporting these funds - with the local office and operation being set up within six weeks as promised.


SERVICES

Fund management

Private equity fund accounting, investor accounting, accounts production with financial reports, regulatory reporting, audit support, and tax computations.

Corporate services

Statutory compliance and company secretary services, company formations, registered office, Board Meeting management, provision of Directors, liquidations, and regulatory services.

A nighttime photograph of the Toronto skyline, featuring the CN Tower prominently in the center. The tower is illuminated with blue and white lights. Other skyscrapers are visible in the background, their windows glowing with warm yellow and orange lights. The sky is dark with some light clouds.

“We were very impressed with Vistra’s responsiveness and flexibility to get set up under tight time frames for the initial mandate.”

Client representative

Establishing 30+ legal entities for private equity firm EQT

The Opportunity

To help EQT expand their portfolio with the recent acquisition of Natural Colors. Vistra partnered with EQT to execute this deal to establish over 30 operational entities while providing corporate governance and compliance services.

The Challenge

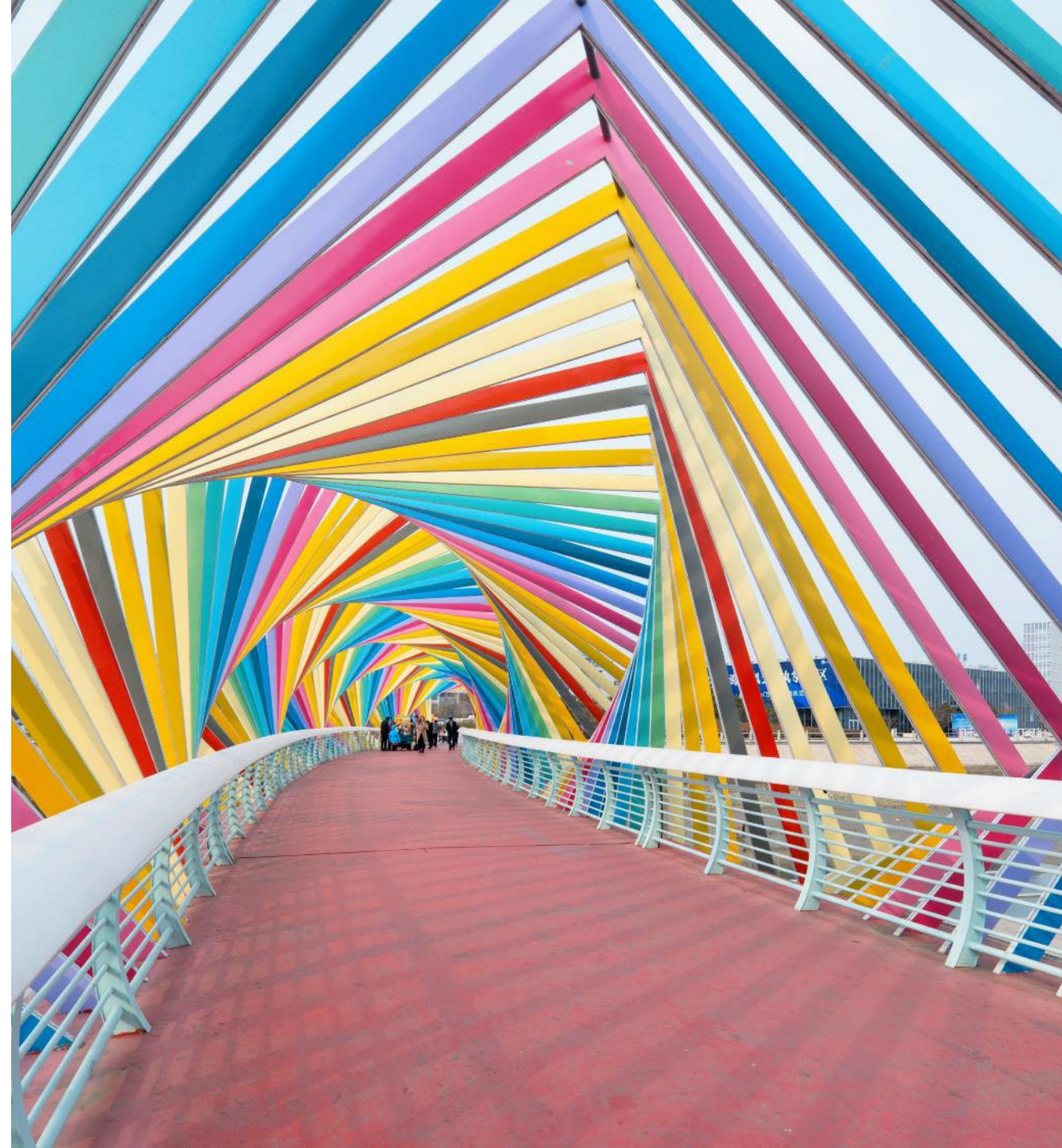
EQT wanted to establish 30+ entities in only three months. To meet the tight timeline and ensure a successful acquisition of Natural Colors, EQT needed a partner who had both the global footprint and local expertise to meet all the regulatory and compliance requirements and avoid any delays or additional fees.

The Result

We were able to establish 30+ legal entities in three months

30+
Entities

3
Months



Taking technology solutions global

The Opportunity

To help Diversified evolve with their customers and expand internationally.

The Challenge

Their clients were increasingly asking them to support projects in new markets where they didn't have a presence. They therefore had to evolve with their customers and create an international presence.

The Result

We established eight legal entities in ten markets across Asia-Pacific, Europe, North America and the Middle East.



“Vistra has been our trusted partner, ensuring we always get the expert support we need at every step.”

Client representative

Let's talk about how we can unlock opportunity for you through our “CVP”

“Colleague Value Proposition”



What is our CVP?

Seize your world of opportunity

At Vistra, we believe all our colleagues, working with our clients, can change the world. Our purpose is to empower businesses, families and individuals to make a difference — **to seize opportunity**.

We are not a traditional company; our services and technology span sectors, jurisdictions and definitions. Like our clients, we are disrupting the status quo, always looking for new opportunities to **grow** and striving every day to improve what we do best — enhancing efficiency and reducing risk so that our clients can focus on their next big breakthrough.

And that all starts by empowering you. We grow when you grow, and we succeed when we work together across boundaries and borders, as one team. So, our promise to our clients is the same to you: working together, we will give you the confidence, the tools and the support to achieve your ambitions and leverage your unique skills — to seize your opportunity and help make a difference in the world.

Let's grow **together**.



CVP external launch video

To play the video, **click on the link below:**

<https://player.vimeo.com/video/708021314?>

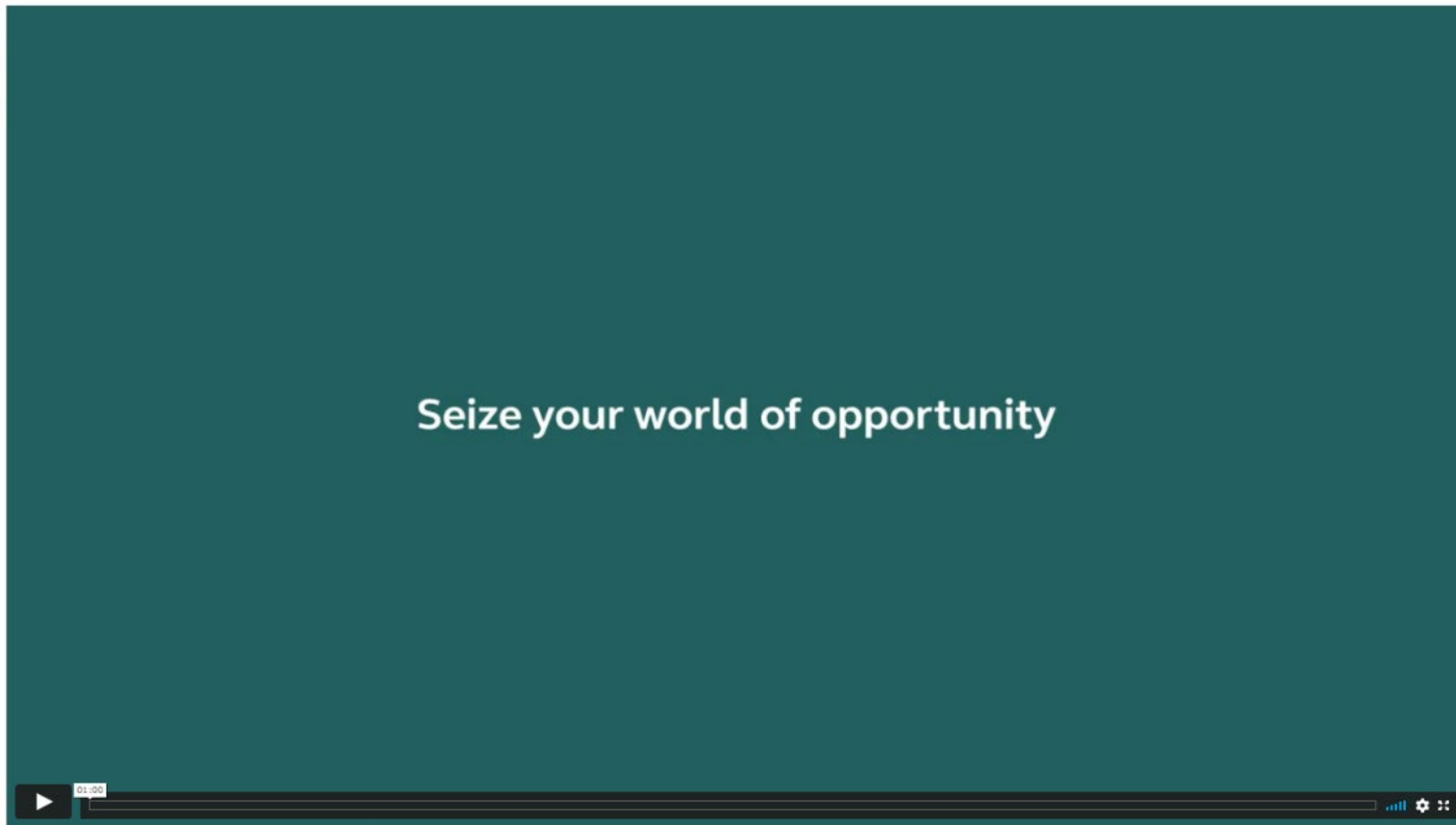


Image only – not active



A world of opportunity.

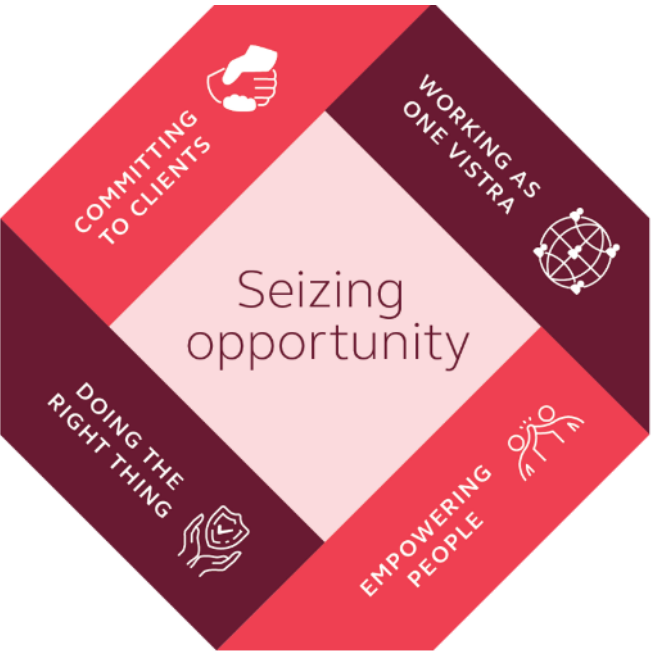
Some things we can offer our candidates...

- ✓ The tools, the guidance and the environment to help you reach your full potential
- ✓ Opportunities for internal job moves, across jurisdictions
- ✓ Latest technology to enable seamless collaboration and communications across teams, borders, and functions
- ✓ Vistra Skills Portal (learning and development) – to rapidly gain new skills
- ✓ Work on the latest technology and services for clients (GCA / myFunds / ESG)
- ✓ Annual structured performance reviews and dialogues that leads to career progression and reward...and SO MUCH MORE!..



ONE Vistra

Our values...more [here!](#)



ONE Vistra

What our people say...more [here!](#)



VISTRA

“ Working as ONE Vistra is at the core of our business. To me, it means thinking globally and executing well locally. ”

Sonal Gokhale
Regional Head - West, Corporate Trust & Funds
Capital Markets, India



VISTRA

“ As long as you show a keen interest by raising your hand and prove that you are up for the challenge, there is always a new opportunity to pursue at Vistra ”


Sam Cheng | Senior Manager, Strategy
Company Formation, Hong Kong



VISTRA

“ Vistra’s leadership team has managed the Covid-19 crisis well, By doing the right thing, they have given me the peace of mind to focus on my work and continue to support our clients. ”

Karon Weeks
Account Manager, Curacao



VISTRA

“ Vistra’s fast-paced, dynamic environment has given me the opportunity to take on new challenges, adapt to changes and grow together with a team of great colleagues. ”


Simon Bernet
Director, Zurich



VISTRA

“ Working at Vistra allows me to collaborate with a large group of experienced professionals around the world who are knowledgeable and widely respected. ”


Alexis Alexandrou
Company Formations Manager, Cyprus



VISTRA

“ Empowering your employees is a powerful leadership quality. It not only helps build trust between teams but also helps motivate colleagues to be their best. ”

Siddharth Swarup
Associate Director, Fund Services
Alternative Investments, Singapore



VISTRA

“ At Vistra, I am constantly learning new things and it is extremely motivating to work for an organisation that rewards talent, hard work and commitment. ”

Aman Sariya
Assistant Manager - Management Accounts
India



VISTRA

“ Setting the right expectations with clients and delivering upon them is my biggest motivator ”

Christina M. Salvo | Executive Director
Head of Onboarding



VISTRA

“ I always try to do the right thing and motivate the people around me to do the same, and it is wonderful to work for an organisation that values the same things as I do. ”

Sandra Xiong
Associate Director, Operations North Asia
China



Doing the right thing – our five pledges

At Vistra, one of our key values is doing the right thing. It's a value we challenge ourselves to live up to every day. It's integral to how we run our business, how we look after our colleagues, and the services we develop and deliver for our clients. It's embedded in every team member's personal performance objectives.



Carbon Reduction

We have clear targets to reduce our travel, energy consumption & non-recyclable waste by 2023.



Managing the business sustainably

Sustainability considerations are woven throughout all our business decisions.



Diversity, Equality & Inclusion

We promote a fair, inclusive & collaborative work environment for all colleagues.



Supporting our clients with their sustainability commitments

Around the world, our colleagues volunteer their time as well as raise funds for groups and organisations in their local communities.



Supporting our communities

We believe every firm is on a journey to a more sustainable business model – and our commitment is to help them seize that opportunity.


“Doing the right thing is a core Vistra value and something we each strive towards every day.”

Simon Webster
CEO Vistra



LinkedIn Life page

Check it out – [here](#)! Get a sense of who we are...



Seize opportunity


VISTRA
Seizing opportunity
Financial Services • Hong Kong • 122,363 followers

Marisol & 763 other connections work here • 3,221 employees




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DEFAULT




Trending employee content
Photos and videos from VISTRA employees




Meet some of our leaders!




Reem Zahran
Chief Technology & Information Officer and Partner



Simon Webster
Group CEO



David Chin
CHRO



Steven van Tuijl
Managing Director Europe

Seize your world of opportunity with Vistra









At Vistra, we believe all our colleagues, working with our clients, can change the world. Our purpose is to empower businesses, families and individuals to make a difference — to seize opportunity. We are not a traditional company; our services and technology span sectors, jurisdictions and definitions. Like our clients, we are disrupting the status quo, always looking for new opportunities to grow and striving every day to improve what we do best.

Lets Grow Together! Join us.

[Vistra Careers](#)





What role will you play on the stage of International business?

We aim to attract and retain our industry's most talented people, who share our vision of being a leading global player. Whether you are an expert in accounting, payroll, fund administration, technology or corporate services, a specialist with experience in specific jurisdictions, you will find Vistra geographically and culturally diverse, but with shared values and goals.




Company photos

[Previous](#) [Next](#)




Employee testimonials

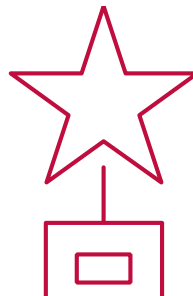


Dana Marie Wagstaff
1st Senior Associate, Solicitor, UK & Middle East Desk (UK)
| Advising Investors and Businesses in the Middle East Region on Expanding into the UK and Beyond.

"I have never experienced a company that listens to its people and acts on their suggestions the way that Vistra does"



Our awards



Best Administrator Start-up & Emerging funds

at Hedgeweek European Awards 2021

Best Offshore Administrator

at Hedgeweek European Awards 2021

Trustee of the Year - Channel Islands & Isle of Man

at Citywealth IFC Awards 2021

Top Tier I firm (non-independent) of Top Trust Companies

ePrivateClient 2020

Leading Fund Administrator

Preqin 2019

Best Administrator Under \$30bn Single Manager

at HFM Awards (Asia) 2019, 2018, 2017, 2016

Best Administrator Small Managers

at HFM Awards 2019 (Asia)

Fund Administrator of the Year

at Real Deals Private Equity Awards 2018

Fund Administrator of the Year

at Private Equity Awards 2018

2018 Top Trust Company

EPrivateClient

Best Offshore Financial Institution & Best Wealth Structuring Case

at International Private Wealth Management China Awards 2018

Best Real Estate Fund Administrator North America

at Property Funds World Awards 2018

Silver Winner Trustee of the Year

at Benchmark Private Wealth Awards 2017

Best Administrator Small and Start-up Firms

at HFM Awards 2017 (Europe)



International senior management team



Simon Webster | Chief Executive Officer

- Joined Vistra in 2022 as Chief Executive Officer (CEO)
- Experienced CEO with expertise in transformation programmes and organisational change
- Previously Group CEO of CPA Global, an intellectual property software, services, data and analytics provider
- Strong advocate of the importance of mental well-being, sleep, health, fitness and happiness in both professional and personal achievement



Reem Zahran | Chief Information Officer

- Joined Vistra in 2018 as Chief Information Officer (CIO)
- Experienced in managing large scale transformative complex programs
- Seasoned in building and leading large, geographically distributed teams
- Formerly CIO at Kantar Media
- Held numerous senior roles at organizations including IMS Health, Nokia and Symbian
- Holds a MSc in Computer Science from the University College London, University of London



Derek Kemp | Chief Operations & Transformation Officer

- Joined Vistra in 2019 as the MD for the UK / Ireland/ Channel Islands/ Middle East region; was appointed as the Chief Operations & Transformation Officer in October 2021
- Accomplished senior executive who has managed P&Ls in excess of \$400m leading businesses in both EMEA and APAC
- Most recently Executive Vice President of EMEA / APAC Business Services at Cap Gemini, while concurrently serving as Global Sales Officer
- Holds a BSc in Mathematical Sciences from Robert Gordon University in Scotland



Justin Damer | Chief Strategy and Services Officer

- Joined Vistra in 2018 as the Divisional MD for Corporate & Private Clients
- Experienced industry executive with expertise in strategy, planning and analysis, driving growth businesses, restructuring and M&A
- Previously Chief Commercial Officer at Link Asset Services which was acquired from Capita Plc
- Has a BSc (Hons) from the University of Exeter and is a member of the ICAEW



David Chin | Chief Human Resources Officer

- Joined Vistra as Chief Human Resources Officer (CHRO) in 2018
- Seasoned professional who has led HR for large and small companies that were privately held and publicly listed in a range of industries
- Previously held Global and Regional HR roles at both UBS and JP Morgan as well as senior Legal and Compliance roles at DBS Bank
- Graduated with Honors from the National University of Singapore with a BSc



Jason Burgoyne | Regional Managing Director, UKICIME

- Joined Vistra in 2019 as the MD of Vistra's UK Corporate Services Division and then progressed to the role of Regional Operations Director for the UKICIME region
- Held various senior roles with Jordans before it was acquired by Vistra
- Accomplished senior executive with expertise in service delivery, transformation, operations and client experience
- Is an ACA and ACMA qualified accountant



Hilton Hess | Chief Financial Officer

- Joined Vistra in 2020 as Chief Financial Officer (CFO)
- Experienced CFO with solid track record in driving revenue and profit growth in both private and public sector companies across Asia, Europe, UK and the Americas
- Extensive M&A, transaction and transformation / turnaround experience
- Previously Group CFO of Antelliq and Divisional CFO for Rentokil Initial
- Also held senior finance roles at Unilever for over 15 years
- Fellow with The Chartered Institute of Management Accountants and holds a BA in Commerce, Accounting and Finance with Honors from Stellenbosch University



Jonathon Clifton | Regional Managing Director, Asia-Pacific

- Joined Vistra in 2010 as Executive Director for OIL Hong Kong
- Extensive experience in the financial and professional services industries in various general management, corporate strategy, consulting and commercial / business development roles
- With the integration of the OIL, Novasage and Taka brands under Vistra in 2016, Jonathon became Group Managing Director for Corporate & Private Clients
- Holds a Bachelor of Business degree from the University of Newcastle, Australia, and has an Executive MBA from the Australian Graduate School of Management



Steven van Tuijl | Regional Managing Director, Continental Europe

- Joined Vistra in 2021 as MD for Continental Europe
- International senior executive with a strong track record in services and commercial leadership roles including transformation and turnarounds of various businesses
- Expertise also in operational aspects of service delivery driving programs around process management / improvement and operational excellence
- Previously MD and General Manager at ADP, the global payroll service provider, where he led the businesses in Germany, Poland, and the Czech Republic



William Douglas | Chief Commercial Officer

- Joined Vistra in 2019 as Chief Commercial Officer (CCO)
- Extensive experience leading commercial teams and building robust commercial programs for multinational companies
- Previously CMO at JLL, leading commercial planning S&M transformation, integration and implementation of sales process and technologies
- Prior to JLL, held senior leadership roles at Samsung Electronics and BlackBerry
- Holds an Executive Education certification in Senior Leadership from Harvard Business School



John McLean | General Counsel

- Joined Vistra as General Counsel in the Hong Kong office in 2017
- Senior Legal professional who has held numerous General Counsel roles with extensive M&A and transaction experience in both corporate and private practice organizations
- Previously served as Chief Counsel Asia for Darby Overseas Investments, the PE arm of Franklin Templeton, and General Counsel at Xinhua Sports & Entertainment
- Holds a LLB from Queen's University, Ontario and a BA in Political Science from University College, University of Toronto; attended the National Taiwan Normal University



Thank you

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Group HR