

The logo for VISTRA, featuring the word in a bold, white, sans-serif font against a dark blue background.

VISTRA

Case study: EQT

Private equity firm EQT establishes legal entities in 30+ markets



EQT expanded their portfolio with the recent acquisition of Oterra, formerly Natural Colors, a global leader in the natural colorants industry. Vistra partnered with EQT to execute this deal, working within a tight timeframe to **establish over 30 operational entities** while providing corporate governance and compliance services.

The logo for EQT, consisting of the letters 'EQT' in a bold, sans-serif font, colored in a light blue or teal hue. The letters are contained within a white circular background.

EQT Company overview

EQT is a global investment organisation with more than EUR 67 billion in assets under management across 26 active funds. EQT funds have portfolio companies in Europe, Asia-Pacific and the Americas with more than 175,000 employees and total sales of approximately EUR 29 billion.

🌐 **Industry** Global investment

📍 **Location** Sweden

The challenge

This transaction was no small feat for EQT. Acquiring Chr. Hansen's Natural Colors business – now Oterra – and their employees on an accelerated timeline presented enormous challenges. Establishing just one legal entity – let alone the 30+ entities required – in only three months involves significant resources and time – more than what was allotted for.

To meet the tight deadline and ensure a successful acquisition, EQT and their legal advisor, Accura, needed a partner with not only a global footprint across the necessary jurisdictions, but also the local expertise to meet all regulatory and compliance requirements and avoid any delays or additional fees.

Vistra's solution

EQT and Accura brought Vistra in as a trusted partner to assist with this transaction. Vistra developed and managed a detailed global project plan that defined tasks, deliverable dates, dependencies and responsible parties in order to meet the March 31, 2021 deadline.

In just three months, Vistra completed the incorporation of over 30 companies, provided directorship and domiciliation services, completed statutory post-establishment registrations – including corporate tax, VAT, and payroll tax – and opened local bank accounts through their relationships with local banks. Vistra also ensured the entities remained compliant through corporate governance and compliance services. With this successful acquisition, EQT is poised to focus on their portfolio and grow the Oterra business.



Benefits

- Simplify transactions by working with only one global provider: Vistra
- Receive assistance when local experience is required to find the best solution(s)
- Reduce risk and ensure compliance across multiple jurisdictions during and post set-up
- Meet closing time deadlines

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Global provider

30+

Entities established in 3 months

“Vistra has been an essential partner and resource in making the carve-out and build-up possible for our client, and we have been thrilled to work with especially the US onboarding team. Their **continuous assistance and around-the-clock support and guidance** has been invaluable to us and our client, and also to the Oterra business. We grant Vistra our unconditional and best recommendations.”

Cecilie Delcomyn Dohn Director, Attorney-at-Law, Accuraon behalf of EQT

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 9000 experts in more than 50 markets, we can accelerate progress, improve processes and reduce risk, wherever your ambition takes you.

