

Case study: Quest Ventures

案例分享: Quest Ventures

Vistra helps Asia-focused venture capital firm Quest Ventures take advantage of the Singapore VCC

**Vistra卓佳助力聚焦亚洲的
风险投资公司 Quest Ventures
使用新加坡 VCC 架构**



Quest Ventures Company overview

Quest Ventures is a venture capital firm founded in 2011. The firm mainly focuses on the digital economy – including e-commerce, finance, insurance, logistics and media – and deploys funds across Asia in countries such as Singapore, Malaysia, Vietnam and Indonesia.

- 📌 **Industry** Venture capital fund management
- 📌 **Location** Singapore

Quest Ventures wanted to use the Singapore Variable Capital Company (VCC) structure to get their investor-led funds to market at speed. Vistra supported Quest Ventures with a full suite of end-to-end fund setup and administration solutions, allowing them to focus on their core business.

The challenge

In 2020, the Monetary Authority of Singapore (MAS) launched the VCC structure – enabling fund managers operating in Singapore to use a domestic fund vehicle that offers tax efficiency, flexibility in structuring and distribution, confidentiality, and economies of scale.

At that time, Quest Ventures was working with a number of investors who wanted to take advantage of opportunities in Asia across different strategies and geographies.

The Singapore VCC provided the perfect vehicle to make this happen. Its umbrella structure, with the ability to create sub-funds, drastically cut the typical set-up time. Prior to this, Quest Ventures had established standalone funds, which can take a matter of months to set up – the VCC was going to give them the opportunity to move at speed.

The challenge was that Quest Ventures and its investors had limited knowledge and no experience of using the new VCC structure. To enable their team to focus on investments, Quest Ventures needed to find a trusted adviser and partner who could provide technical support and handle the set-up and administration of the VCCs together with any sub-funds.

What's more, Quest Ventures had a strong interest in impact and sustainable investment, and it was important that any partner shared those common values.

Vistra's solution

Although Quest Ventures had worked with Vistra on previous fund launches, the VCC was a new structure for both parties.

From the outset, Vistra invested heavily in training its team in Singapore in the intricacies of the VCC, so that when it was officially launched, they were well positioned to help clients take advantage of their investor-led opportunities.

What's more, Vistra clients were involved in the pilot scheme for VCCs, making us one of the first administrators to service the new structure.

As a result, once Quest Ventures had identified an investment, we were able to move swiftly and put in place a full suite of end-to-end services – from set-up, incorporation and company secretarial services to fund administration, cash management and tax compliance services, as well as FATCA/CRS reporting.

Since the first launch, we have gone on to support Quest Ventures with additional VCCs and sub-funds.



Quest Ventures 简介

Quest Ventures是一家成立于2011年的风险投资公司,专注于电子商务、金融、保险、物流和媒体等数字经济业务,在新加坡、马来西亚、越南和印度尼西亚等亚洲国家均有部署资金。

④ 行业 风险投资基金管理

📍 地点 新加坡

Quest Ventures 希望利用新加坡可变资本公司 (VCC) 架构,使其投资者主导的基金快速进入市场。Vistra卓佳为 Quest Ventures 提供了整套端到端基金设立和行政管理解决方案,为其解决诸多繁复事务,令其能够专注于核心要务。

挑战

2020年,新加坡金融管理局 (MAS) 推出了 VCC 架构,使在新加坡运营的基金经理能够利用本地基金工具,提高税务效率、提升架构和分配的灵活性及保密性,达到规模经济效应。

当时, Quest Ventures 正与众多投资者合作,他们均希望基金能把握亚洲国家的战略机遇和地缘优势。

新加坡 VCC架构则为投资者提供了实现这一目标的机会。其伞状结构拥有创建子基金的能力,大大缩短了常规基金设立时间。此前, Quest Ventures 就曾设立了独立基金,设立过程需时可达几个月,而 VCC 则提供了加快进程的可能。

但是,挑战在于 Quest Ventures 及其投资者完全没有采用全新 VCC 架构的经验,相关知识有限。为了确保他们专注于核心要务, Quest Ventures 需要一位值得信赖的专业顾问和合作伙伴,来提供技术支持并处理 VCC 及任何子基金相关的设立和行政事务管理。

值得一提的是, Quest Ventures 非常重视影响力投资和可持续投资,他们希望合作伙伴拥有共同的价值观。

Vistra卓佳的解决方案

虽然 Quest Ventures 此前与Vistra卓佳在基金管理方面有过不少合作,但在VCC架构上的合作对双方都是全新的。

为此, Vistra卓佳首先投入极大的资源培训其新加坡团队,使他们深入了解 VCC 的复杂性,以便在正式推出时能够更好地助力客户把握机遇。

同时, Vistra卓佳的客户也参与了VCC试点,使我们成为首批为新架构提供行政管理服务的机构之一。

这样,一旦 Quest Ventures 确定投资,我们就能迅速采取行动并提供一整套端到端解决方案,包括设立、注册、公司秘书服务、基金行政管理、现金管理、税务合规服务以及 FATCA/CRS 报告。

该合作首次推出成功后,我们持续为客户在更多 VCC 和子基金方面提供有力支持。



Benefits

- One-stop-shop solution providing consistency and transparency
- Quest Ventures can focus on core business while Vistra manages the end-to-end administration of their fund
- Ability to respond rapidly to investor-led opportunities
- Fixed-fee model to ensure transparency in pricing
- Quest Ventures has access to leading VCC expertise in the market

3

Singapore VCCs established with multiple sub-funds

Circa US\$75m

Assets under management

“We had an ambitious target of launching multiple funds with different strategies across the Asia-Pacific region. From the outset, the Vistra team was responsive and flexible and fast became our trusted partner. Critically, they provide us with a full range of solutions that mean we can focus on our core business of looking for investment opportunities. As a result we have established three VCCs in Singapore with their support.”

James Tan Founder and Managing Partner, Quest Ventures



优势

- 提供一站式解决方案, 增强一致性和透明度
- 负责端到端的基金行政管理工作, 确保Quest Ventures 聚焦核心要务
- 对投资者主导的机会做出快速反应
- 固定费用模式确保价格透明度
- 拥有市场领先的VCC相关知识和经验

3个

新成立的新加坡VCC并设有多个子基金

约7,500万 美元

资产管理规模

「我们有一个宏伟的目标, 就是在亚太地区推出多个不同策略的基金。Vistra卓佳团队从始终反应敏捷, 灵活变通, 是我们值得信赖的合作伙伴。最重要的是, 他们为我们提供了全方位的解决方案, 让我们可以专注于核心业务。在他们的协助下, 我们在新加坡建立了三个 VCCs。」

James Tan 创始人及管理合伙人, Quest Ventures

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.

关于Vistra卓佳

在Vistra卓佳, **我们的宗旨是推动蓬勃发展。**作为客户最坚定的盟友, 我们为客户消除全球业务的繁琐流程。我们与各类企业和私募资金管理人合作, 全程为客户保驾护航。无论是实体管理、财税规划、人力资源还是监管合规, 我们致力于解决运营和管理难题, 让您无后顾之忧。我们在 50 多个市场拥有 9,000 多名专家, 凭借这一优势, 我们能够加快进展、优化流程、降低风险, 助您实现远大目标。

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