

BEACON

T R U S T E E S H I P



Quality



Experience



Confidentiality



Personalization



You-focused

Introduction

About Us

Beacon has been formed by a group of ex-bankers and professionals having domain knowledge and vast experience in the Trusteeship business.

Beacon's potential clientele include Banks, Financial Institutions including Insurance Companies, Mutual Funds and NBFCs, Government organizations, AIFs, MNCs, InvITs, REITs, Family offices and High Net-worth Individuals in India and abroad.

Its Advisory Council comprises of industry luminaries who are the company's constant source of inspiration for maintaining highest standards of corporate governance.

Our Vision

Endeavour to perform our fiduciary role in the most responsible manner and to provide high quality services to our clients.

Our Mission

To be the preferred Trustee for our customers through operational excellence and innovation.

Board of Directors

Ashok Motwani

Chairman & Managing Director



With over 35 years of banking experience in diverse areas such as Corporate Banking, Project Appraisal and Infrastructure funding, Investment Banking including advisory role on various M & A assignments, Structured Products, Debt Syndication, NPA Management, Trusteeship and Custodial Services. Mr Motwani is well versed with the trusteeship business; having worked as MD and CEO of IDBI Trusteeship Services Ltd. for 4 years during which time the company emerged as one of the largest trusteeship companies in the country. His rich experience includes 39 months as MD & CEO of Stock Holding Corporation of India Limited (SHCIL), one of the largest custodians in the country. He holds a Masters degree in Business Administration and is a respected figure in the industry and by the regulatory bodies. He took premature retirement as CGM of IDBI Bank before joining Beacon.

S R Bansal

Independent Director



Mr. Bansal is a versatile banker with nearly 35 years of experience in the Banking Industry in various administrative & functional capacities. He has spent a major part of his career with Dena Bank, IIFCL (on deputation from Dena Bank) and Punjab National Bank before moving to Corporation Bank as the CMD and taking charge. With a penchant for independent thinking, he has the ability to gauge the market pulse and put the organisation on a sustainable growth path by improving asset quality and adopting result-oriented initiatives. He is proficient in Credit & Project Appraisal across all segments and has the ability to establish sustainable & profitable relations with all stakeholders. Furthermore, at the helm of these premier Banks, he has been a strong and transparent leader. He is also a well-renowned orator holding the stage across countries and has received accolades at various seminars & conferences.

Board of Directors

Pratapsingh Nathani

Founder and Deputy Managing Director



With over two decades long stint in the Financial Services sector, Mr. Nathani has mapped the entire financial market's landscape during his successful stint beginning from Apple Finance distributing retail bonds/NCDs & FDs, to individuals raising debt for Government Institutions via Non-SLR bonds and selling them to Provident Funds at Centrum & Darashaw. Later he was given the mandate to set up the Loan Syndication franchise for JM Morgan Stanley. Post the JM-MS split, he was involved in marquee transactions in Leveraged Finance for an Auto ancillary & a large telecom tower company M&A Finance at JM Financial. At his last stint with ING Vysya Bank he successfully set up a Debt Capital Markets desk.

Vitthal Nawandhar

Co-Founder and Chief Executive Officer



A qualified Chartered Accountant, Mr. Vitthal Nawandhar has over a decade of experience in the financial market including 8 years of core Trusteeship business. Mr. Nawandhar is one of the Founders of Beacon Trusteeship as also its CEO. He comes with cross-functional experience in business development, compliance, operations, accounts, auditing and taxation in diversified industries. He has a rich experience by working with firms like NSDL, Axis Trustee and IDBI Trusteeship . His last stint was with GDA Trusteeship where he was the Business Head for Mumbai and his responsibilities included managing the overall business development and establishing the company's name in the market.

Advisory Council



Surinder Singh Kohli

Mentor and Advisor

Mr. Surinder Singh Kohli, a Bachelor in Mechanical Engineering from Banaras Hindu University and a Diploma holder in Industrial Finance from Indian Institute of Bankers (CAIIB) has 30+ years stint in the Financial Services Industry and has held crucial positions in India's marquee establishments. He has served as CMD of IIFCL after serving as CMD at Punjab National Bank.



Hari Das Khunteta

Mentor and Advisor

With over three decades of rich experience in the area of financial management including extensive background in strategic planning, resource mobilization from domestic and international markets etc., Mr. Khunteta is well versed with Development & Financing of Power projects in Generation, Transmission & Distribution both in Public & Private sector.

After retiring as CMD of Rural Electrification Corp (REC), he is Director of various companies.



Desh Raj Dogra

Mentor and Advisor

With over 33 years in financial sector, he has held key positions in Public & Private sectors. Starting his career with HP Govt., he later joined Dena Bank. He was amongst the first set of employees joining CARE Ratings in 1993. With CARE, his profile witnessed phenomenal growth and CARE emerged as one of the leading rating agencies in the country. He retired as MD & CEO of CARE Ratings in August 2016. He is Independent Director on Boards of various companies of repute.

Our Services

1

Debenture / Bond Trusteeship

- Vetting of Deed/Agreements and/or monitoring and perfection of charge creation of security
- Monitoring security cover ratio/other covenants
- Managing of Escrow account, NOCs/Pari Passu letters
- Assistance in enforcement of security in case of default

2

Security Trustee Services

- Vetting of Agreements and/or monitoring and perfection of charge creation of security
- Monitoring security cover ratio/other covenants
- Managing of Escrow account, NOCs/Pari Passu letters
- Assistance in enforcement of security in case of default

3

Securitization Trusteeship Service

- Vetting of Transaction documents and Pay-outs
- Monitoring report and coordinating with Assignor and Assignee
- Coordinating for the closure of a transaction

Our Services

4

Trusteeship for Alternate Investment Funds

- Vetting of related Deeds, Agreements, Memorandums, etc.
- Filing/Assisting in SEBI application, PAN/TAN, Bank/Depository account, etc.
- Approvals for launch, SEBI Compliance, Audit & Tax filing, etc.

5

Facility Agent

- Monitoring compliance with the terms of sanction
- Confirmation of compliance of pre-disbursement conditions to the Lenders on receipt from Borrowers
- Disseminate information between the Borrowers and the Lenders
- Convening meetings of the Lenders on a request from the Borrowers or Lenders

6

Share Pledge Trustee

- Hold the shares (in demat/physical mode) as security
- Act as Monitoring Agent for valuation of shares and calculating Asset Coverage Ratio
- Inform Lender for topping up of shares
- Undertake securities in the form of pledge of shares which can be in Demat or physical mode

Our Services

7

Escrow & Monitoring Agency

- Documentation, Account administration and Holding assets
- Ensure compliance of escrow terms
- Assistance in enforcement of security in case of default

8

Safe Keeping Agent

- Safe keeper hold the original documents viz. title deeds, share certificates, etc. on behalf of Lenders/Investors for safe custody
- Safekeeping arrangement at various centers throughout India

We also act as a Trustee for

- Real Estate Investment Trusts (REIT)
- Infrastructure Investment Trusts (InvIT)
- Public Deposit Trustee
- Corporate Trusteeship services likes management of SPVs, appointment of Nominee Director, etc.

Our Process

A look at our workflow

Mandate & Scoping

Enquiry of the Scope of Work of the Transaction and closure of the Mandate on acceptance



Redemption

Closure of the transaction on payment of all outstanding dues along with the necessary filing



Documentation

Vetting of transaction documents and suggest/advice the Client on the structure of the transaction from Operational & Legal opinion



Monitoring

On-going monitoring of the accounts on regular intervals as per the terms and conditions of the transaction documents



Execution & Compliances

Execution of the documents and carrying out of Compliances



Our Robust tie-ups

We have partnered with industry leaders to provide quality service to our Clients



Statutory Auditors

Reputed CA firm viz. Khimji Kunverji & Co. are our Auditors



MIDC Empaneled

We are empaneled as a Financial Institution for creation of mortgage



ISO 9001:2015

Document Storage

For storage of documents on pan-India basis, we have tied up with Stock Holding Corporation of India Limited (SHCIL)



Legal Counsel

We have an experienced legal officer for vetting. Engage leading Law firms across India for documentation



Process Certification

Our Quality Management System has been assessed, registered and certified



Our Edge

Exceptional
Time
Management
in execution of
transactions

Accessible
24 x 7

Relationship
managers with
escalation
matrix

Experienced manpower & specialization in complex structured transactions requiring coordination amongst various participants in timely manner

Hands-on
experience in
managing
SPVs

Advice on
diligence and
transaction
structure

Value addition beyond conventional trusteeship till successful culmination of each transaction

Ensuring regulatory compliances

Can facilitate transaction related regulatory approvals

Our Achievements

- Transaction Count
100+
- Assets Under Management
₹ 42000+ Crores
- Signatory Availability
Across India
- Infrastructure & Software
Custom-built ERP & Securitisation Software

A glance at our Clients



Thank You

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