

YOUR BEACON OF TRUST



BEACON TRUSTEESHIP

COMPANY PROFILE



**BEACON**  
T R U S T E E S H I P

**B**eacon 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.

# 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.



### **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. Hari Das Khunteta is well versed with Development & Financing of Power projects in Generation, Transmission & Distribution both in Public & Private sector.



### **DESH RAJ DOGRA** ( Independent Director )

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.

# BOARD OF DIRECTORS



**PRATAPSINGH NATHANI** (Chairman & Managing Director)

With over two decades long stint in the Financial Services sector, Mr. Pratapsingh 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** (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. He 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.



**ASHOK MOTWANI** (Executive 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 Ashok 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.



**SATISH KALANI** (Independent Director)

In a career spanning 35 years, Mr. Satish Kalani has worked with reputed companies like Dawn Mills, Elphinstone Mills, Reliance Industries, Ambalal Sarabhai Enterprises and Tata Chemicals. His last stint was with Tata Chemicals as VP-Taxation where he developed impeccable knowledge in corporate taxation. He has remained a trustee in many trusts of Tata Chemicals & is also a trustee in Keshav Shrushti. The team benefits from his advisory.

# MANAGEMENT TEAM



**VITTHAL NAWANDHAR** ( Chief Executive Officer )

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**ANKITA LADHA** ( Company Secretary )

Ms. Ankita Ladha has over 2 years of experience in legal drafting of Debenture Trustee, Security Trustee, Alternative Investment Funds, Escrows, etc. She has been looking at ROC requirement for all group companies of and including Beacon Trusteeship Limited. Working closely on the compliance aspects of Alternative Investment Fund including application of Fund documents with SEBI and post compliances with various Authorities. She is currently a Company Secretary of Beacon Trusteeship Limited.



**VEENA NAUTIYAL** ( Assistant Vice President )

With an experience of almost 15 years in the Banking & Finance sector, Ms. Veena Nautiyal has been associated with HDFC Bank, Doha Bank, FirstSource Solutions, iLoanz and Loan Singh, amongst others. She is a strong pro-active leader, providing coaching, training and mentoring to build cohesive matrix managed teams working together to achieve individual targets and the organisation's objectives. She holds a six sigma green belt and is also a ISO Lead Auditor from Bureau Veritas.



**ISHA INAMDAR** ( Assistant Vice President )

Ms. Isha Inamdar's marketing skills, ability to analyse and passion for knowledge are a few major benefits along with the fringe benefits of her innovative approach and familiarity of the market. She has an experience of working with establishments like JustDial, LoanXpress and Coloany P2P; wherein she handled projects from set-up as a responsibility. Her strength is her ability to understand the requirements of the organisation and it's clients and devise, execute and optimize strategies to achieve them.



**NAVIN CHOUKSEY** ( Assistant Vice President )

A qualified Chartered Accountant, Mr. Navin Chouksey has an experience of over 5 years in Securitisation and Alternative Investment Trust services. Prior to joining Beacon, he has worked with Vistra ITCL India Limited (previously known as IL&FS Trust company Limited) where he handled Securitisation portfolios of both Direct Assignment & PTC transactions. He is also well-versed with Tax & Accounting and manages matters pertaining to taxation for our transactions.



# SERVICES OFFERED



## DEBENTURE TRUSTEE SERVICES

- Vetting of Deed/Agreements and/or monitoring of charge creation of security
- Creation & perfection of security within stipulated time and hold it for debenture holders
- Servicing of Interest / Principal payment to debenture holder and managing bank (Escrow) account
- Monitoring security cover ratio/other covenants including share valuation of listed share and issuing Top up/ Top down notices
- Managing Escrow account, issue NOCs/Pari Passu letters
- Disseminate information to debenture holders and exchanges
- Convening meetings of the debenture holders on request from the issuer/holders
- Assistance in enforcement of security in case of default including selling shares in open market.



## SECURITY TRUSTEE/ FACILITY/ ESCROW AGENT

- Vetting of documents and/or monitoring of charge creation of security
- Creation & perfection of security within stipulated time and hold it for Lenders
- Assist in structuring escrow mechanism and managing bank/demat escrow
- Monitoring security cover ratio/milestones & other covenants under escrow arrangement
- Issuance of NOC's/Pari Passu letters
- Disseminate information and convene meetings of borrowers and the Lenders
- Assistance in enforcement of security in case of default including selling shares in open market



## SECURITISATION TRUSTEESHIP SERVICES

- Vetting of documents for Direct Assignment & PTC Deals and looking into aspects of RBI guidelines and taxation perspective
- Opening and operating issue proceeds/collection & payout account
- Dematerialisation of Pass Through Certificates (PTCs) along with Listing of PTCs, if required
- Banking operations which includes payouts to PTC investors/assignee & Statutory Payments.
- Monitoring report and coordinating with Assignor and Assignee
- Monitoring/utilising of credit enhancement as per RBI Guidelines
- Audit/filing income tax returns of securitization trust



## TRUSTEES TO ALTERNATIVE INVESTMENT FUNDS

- Vetting of Transaction documents like trust deed, contribution agreement, investment management agreement and private placement memorandum
- Assisting in SEBI application and co-ordination for registration
- Application of PAN/TAN for the fund
- Opening & managing of bank/depository/custodian account for the fund/scheme
- Monitoring /overseeing fund manager's activities to ensure compliance of AIF regulations along with statutory obligations such as tax and other filings

# SERVICES OFFERED



## ESOP AND EMPLOYEE WELFARE TRUSTS

- Vetting of trust deed and any other related documents
- Opening, operating Trust bank along with Trust's demat accounts
- Administer the schemes and the trust independently in consultation with the Executive Committee/Remuneration Committee
- Maintenance of Data for grant of options
- Complete service in option exercise by the employees (including cash less exercise)
- Prepare and maintain books of accounts, audit and filing income tax returns
- Furnish reports/accounts to the Trust
- Transfer of shares to the employees



## SHARE PLEDGE TRUSTEE

- Holding the pledged shares (in demat/physical mode) as security
- Act as Monitoring Agent for valuation of shares and calculating Asset Coverage Ratio
- Monitoring security cover ratio/other covenants including share valuation of listed share and issuing Top up/ Top down notices etc
- Invocation of shares in case of default along with selling of listed shares in the open market as per the instruction of lender



## ESCROW & MONITORING AGENCY SERVICES

- Vetting of transaction documents & structuring escrow mechanism
- Opening, Operating & Monitoring of escrow bank/demat account & monitoring movable: receivables/shares or immovable: land title documents
- Maintenance of Debt Service Reserve Account (DSRA)
- Servicing of interest/principal/contractor/statutory payment
- Monitoring security cover ratio/milestones & other covenants under escrow arrangement including valuation of listed shares and issuing Top up/ Top down notices etc.
- Assistance in enforcement of security in case of default



## OTHER SERVICES

- Safe Keeping Agent
- Real Estate Investment Trusts (REIT)
- Infrastructure Investment Trusts (InvIT)
- Public Deposit Trustee
- Family Office
- Property Management

# OUR EDGE



Advice on diligence and **transaction structure**



Ensuring regulatory **compliances**

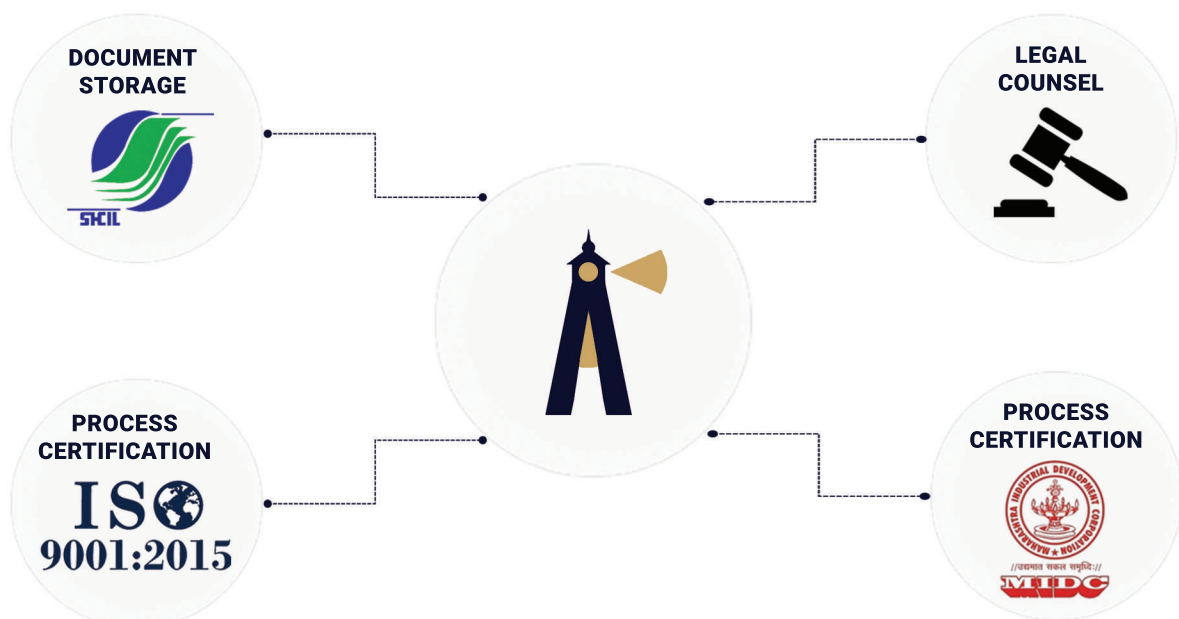


Guidance & assistance with other **regulatory bodies**

**Value addition beyond trusteeship till successful culmination of each transaction**

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

# OUR ROBUST TIE-UPS





# BEACON

## TRUSTEESHIP

### BEACON TRUSTEESHIP LIMITED.

#### Registered & Corporate Office

4C & D, Siddhivinayak Chambers,  
Gandhi Nagar,  
Opp MIG Cricket Club  
Bandra East, Mumbai - 400051

#### Bengaluru Branch

AWFIS, 7th Floor,  
HM Vibha Towers,  
Chikku, Lakshmaiah Layout,  
Adugodi, Near Forum Mall,  
Bengaluru, Karnataka - 560029

#### Representative Offices with Local Authorised Signatories

- Delhi
- Jaipur
- Ahmedabad
- Chennai
- Pune



[www.beacontrustee.co.in](http://www.beacontrustee.co.in)



[contact@beacontrustee.co.in](mailto:contact@beacontrustee.co.in)



022-26558759



# OUR MARQUEE RELATIONSHIPS



## PUBLIC SECTOR UNDERTAKING

<ul style="list-style-type: none"> <li>• KRIBHCO Fertilizers Limited</li> <li>• National Highways Authority of India</li> </ul>	<ul style="list-style-type: none"> <li>• Power Finance Corporation Limited</li> </ul>	<ul style="list-style-type: none"> <li>• Rural Electrification Corporation Limited</li> <li>• Uttar Pradesh Power Corporation Limited</li> </ul>
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## INFRA

<ul style="list-style-type: none"> <li>• Ashoka Buildcon Limited</li> <li>• Essel Infra Projects Limited</li> </ul>	<ul style="list-style-type: none"> <li>• Gawar Construction Limited</li> <li>• GR Infra Projects Limited</li> </ul>	<ul style="list-style-type: none"> <li>• H.G. Infra Engineering Limited</li> <li>• IJM (India) Infrastructure Limited</li> <li>• Sadbhav Engineering Limited</li> </ul>
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## BANKS

<b>PUBLIC SECTOR BANKS</b> <ul style="list-style-type: none"> <li>• Allahabad Bank</li> <li>• Bank of Baroda</li> <li>• Bank of India</li> <li>• Canara Bank</li> <li>• Indian Bank</li> <li>• Oriental Bank of Commerce</li> <li>• Punjab National Bank</li> <li>• State Bank of India</li> <li>• Syndicate Bank</li> <li>• The Federal Bank Limited</li> <li>• UCO Bank</li> <li>• Vijaya Bank</li> </ul>	<b>PRIVATE SECTOR BANKS</b> <ul style="list-style-type: none"> <li>• HDFC Bank</li> <li>• IndusInd Bank</li> <li>• Kotak Mahindra Bank</li> <li>• RBL Bank</li> </ul>	<b>MULTINATIONAL BANKS</b> <ul style="list-style-type: none"> <li>• Barclays Bank PLC</li> <li>• DBS Bank</li> <li>• HSBC Bank</li> <li>• International Finance Corporation</li> <li>• Standard Chartered PLC</li> </ul>
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## NBFC

<ul style="list-style-type: none"> <li>• Aadhar Housing Finance Limited</li> <li>• Adani Capital Limited</li> <li>• APAC Financial Services Private Limited</li> <li>• Axis Capital Limited</li> <li>• Centrum Financial Services Limited</li> <li>• cKers Finance Private Limited</li> <li>• Dewan Housing Finance Limited</li> </ul>	<ul style="list-style-type: none"> <li>• ECL Finance Limited</li> <li>• DMI Finance Private Limited</li> <li>• ECL Finance Limited</li> <li>• Ess Kay Fincorp Limited</li> <li>• Hinduja Leyland Finance Limited</li> <li>• IIFL Wealth Finance Limited</li> <li>• Indiabulls Commercial Credit Limited</li> <li>• JM Financial Limited</li> </ul>	<ul style="list-style-type: none"> <li>• KKR India Financial Services Private Limited</li> <li>• Manappuram Finance Limited</li> <li>• Motilal Oswal Home Finance Limited</li> <li>• Northern Arc Capital Limited (IFMR)</li> <li>• RattanIndia Solar Limited</li> <li>• SREI Equipment Finance Limited</li> <li>• Shriram City Union Finance Limited</li> <li>• Tata Capital Financial Services Limited</li> </ul>
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## MUTUAL FUNDS

<ul style="list-style-type: none"> <li>• Axis Mutual Fund</li> <li>• Birla Sun Life Assest Management Ltd</li> <li>• Franklin Templeton Investments</li> </ul>	<ul style="list-style-type: none"> <li>• HDFC Asset Management Company</li> <li>• ICICI Prudential Assest Management Company Ltd</li> <li>• Nippon Life India Asset Management Limited</li> </ul>	<ul style="list-style-type: none"> <li>• SBI Mutual Funds Company Pvt Ltd</li> <li>• UTI Asset Management Company Limited</li> </ul>
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## ALTERNATIVE INVESTMENT FUNDS

<ul style="list-style-type: none"> <li>• 4Point9 Capital Advisors LLP</li> <li>• Centrum Alternative Investment Managers Limited</li> <li>• Compact Capital Limited</li> <li>• Dalmia Nisus Finance Investment Managers LLP</li> </ul>	<ul style="list-style-type: none"> <li>• Eight Capital Advisory Services Private Limited</li> <li>• Faering Capital Trustee Company Private Limited</li> <li>• JM Financial Asset Management Limited</li> <li>• New Mark Capital Advisors LLP</li> </ul>	<ul style="list-style-type: none"> <li>• Paragon Advisors Partners LLP</li> <li>• Trust India Group Private Limited</li> <li>• Varde Partners Inc</li> <li>• ZNL Startup Advisors Private Limited</li> </ul>
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## REAL ESTATE

<ul style="list-style-type: none"> <li>• AAA Buildcom LLP</li> <li>• Adani Realty Business &amp; Developer Private Limited</li> <li>• Ambience Private Limited</li> <li>• DB Realty Limited</li> <li>• DLF Real Estate Company</li> </ul>	<ul style="list-style-type: none"> <li>• GM Infra Projects Limited</li> <li>• Godrej Properties Limited</li> <li>• Hiranandani Developers Private Limited</li> <li>• Kolte Patil Developers Limited</li> <li>• Pharande Developers Private Limited</li> </ul>	<ul style="list-style-type: none"> <li>• Satra Properties India Limited</li> <li>• Phoenix Realty Private Limited</li> <li>• Shreenathji Developers Private Limited</li> <li>• Sterling Buildcon Private Limited</li> <li>• Sugee Developers Private Ltd</li> <li>• Vatika Limited</li> </ul>
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## MICROFINANCE

<ul style="list-style-type: none"> <li>• Aris Capital Private Limited</li> <li>• CapFloat Financial Services Private Limited</li> <li>• Essel Finance Business Loans Limited</li> <li>• Fino Finance Private Limited</li> <li>• Grameen Koota Financial Services Private Limited</li> </ul>	<ul style="list-style-type: none"> <li>• Kanakadurga Finance</li> <li>• Lendingkart Finance Limited</li> <li>• Light Microfinance Limited</li> <li>• Pahal Financial Services Private Limited</li> <li>• Pudhuaaru Financial Services Private Limited</li> <li>• Saija Finance Private Limited</li> </ul>	<ul style="list-style-type: none"> <li>• Sambandh Finserve Private Limited</li> <li>• Satya MicroCapital Limited</li> <li>• Sonata Finance Private Limited</li> <li>• SV Credit Line Limited</li> <li>• Svasti Microfinance Private Limited</li> </ul>
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