

YOUR BEACON OF TRUST



BEACON TRUSTEESHIP

COMPANY PROFILE



BEACON
TRUSTEESHIP

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.

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 (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.



SATPAL ARORA (Independent Director)

Mr Arora is a highly qualified individual with several degrees like M.Com from Delhi University, CAIIB, Diploma in Labour Laws, Company Secretary, LLB and an Insolvency Professional. He joined a Nationalised bank to start with and then joined IFCI as Company Secretary later to Head IFCI Venture Capital, Executive Director at IFCI. He retired as MD at TFCI and currently serves as an Independent Director on several company boards. He has expertise in project, credit appraisal, monitoring, negotiating terms and legal aspects, recovery & legal process, sale & purchase & assignment of NPAs, insolvency laws and related procedure.

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 long experience of the financial markets 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 worked with firms like NSDL, Axis Trustee and IDBI Trusteeship. His last stint was with GDA Trusteeship where he was the Business Head - Mumbai, 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.



SATPAL ARORA (Independent Director)

Mr Arora is a highly qualified individual with several degrees like M.Com from Delhi University, CAIIB, Diploma in Labour Laws, Company Secretary, LLB and an Insolvency Professional. He joined a Nationalised bank to start with and then joined IFCI as Company Secretary later to Head IFCI Venture Capital, Executive Director at IFCI. He retired as MD at TFCI and currently serves as an Independent Director on several company boards. He has expertise in project, credit appraisal, monitoring, negotiating terms and legal aspects, recovery & legal process, sale & purchase & assignment of NPAs, insolvency laws and related procedure.



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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KAUSTUBH KULKARNI (Executive Director)

With over 13 years of experience across Management Consulting in Financial & Operations Advisory, Research, Investment Banking & Debt Syndication, Mr. Kaustubh Kulkarni is a well seasoned & versatile professional with a diversified & rich industry expertise. In his previous stint, he had successfully promoted a boutique research & consulting firm catering to various financial institutions & industry at large. His thorough understanding of various sectors & analytic prowess comes in handy to provide our clients with efficacious & feasible solutions.



JAYDEEP BHATTACHARYA (Senior Vice President)

Having worked for around 2 decades in the trusteeship industry, Mr. Jaydeep Bhattacharya has gained opulent experience in various facets of the trustee services & business management like Finance & Accounts, Audit & Taxation, Information Technology, Operations, Statutory & Compliance Reporting, Handling Board Meetings and General Office Administration. He began his journey with IDBI Trusteeship Services Ltd. where he worked for a span of 14 years as one of the founder member & a key position holder. He has also worked with Axis Trustee Services for 5 years following which he joined Beacon Trusteeship.



SHILPA UPADHYAY (Company Secretary)

Ms. Shilpa Upadhyay is a Company Secretary & a graduate of Commerce & Law. She has more than a decade's experience in dealing with Corporate Laws, Due Diligence, SEBI & Stock Exchange Compliances, FEMA, RBI, CSR & POSH compliances. Her hands-on-experience in spearheading end-to-end Secretarial functions, Legal Affairs & Corporate Compliances in coordination with cross-functional departments & higher management brings to the table practical & pragmatic legal solutions. She also exhibits expeditious efficacy in drafting, vetting, negotiating & finalizing commercial agreements & devising strategies to solve & mitigate legal issues while adhering to extant guidelines.



ISHA INAMDAR (Vice President)

Ms. Isha Inamdar's marketing skills, ability to analyze & passion for knowledge are few major benefits brought in by her along side the fringe benefits of her innovative approach & market familiarity. She has an experience of working with establishments like JustDial, LoanXpress & Coloany P2P, wherein she handled & elevated projects from their nascent stage to their peak points. Her strength is her ability to understand the requirements of the organization & it's clients, devise, execute & optimize strategies to achieve them.



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 & Loan Singh, amongst others. She is a strong pro-active leader, providing coaching, training, mentoring to build cohesive matrix managed teams working together to achieve individual targets & the organization's objectives. She holds a Six Sigma Green Belt & is also an ISO Lead Auditor from Bureau Veritas.

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



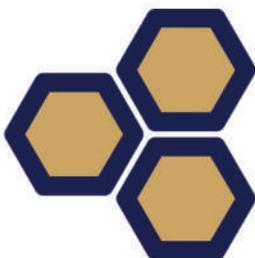
SHARE PLEDGE TRUSTEE

- 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**

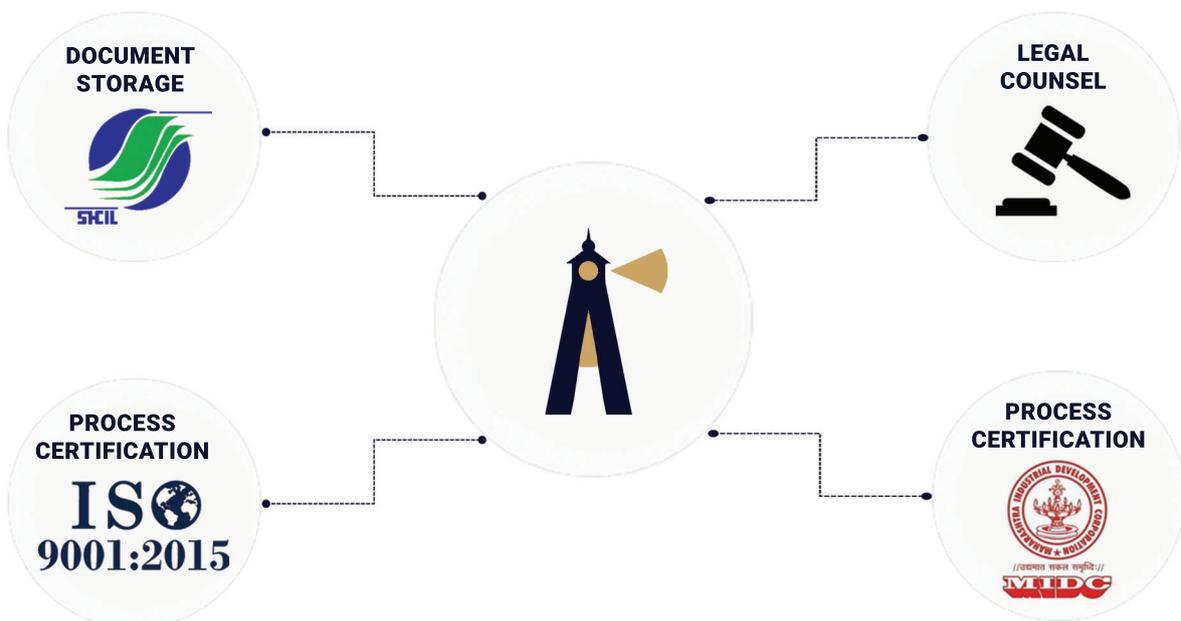


Guidance & assistance with other **regulatory bodies**

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,
Adegodi, Near Forum Mall,
Bengaluru, Karnataka - 560029

Representative Offices with Local Authorised Signatories

- Delhi
- Jaipur
- Ahmedabad
- Chennai
- Pune



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