



YOUR BEACON OF TRUST

Our Customer-centric tech-enabled trustee solutions, integrity and resourcefulness help forge the long-term relationship we cherish with our clients.



LOCATIONS


Mumbai	Delhi	Bhubaneswar
Bengaluru	Jaipur	Thiruvananthapuram
Ahmedabad	Chennai	Lucknow
Pune	GIFT IFSC	Hyderabad
Kolkata	Bhopal	
Chandigarh	Indore	
Shimla (HP)	Kochi	
Patna	Nagpur	

REGISTERED & CORPORATE OFFICE

7A & B Siddhivinayak Chambers,
Gandhi Nagar, Opp MIG Cricket Club,
Bandra East, Mumbai - 400051.

DELHI ADDRESS :

1E/18, Office No. 1, 3rd Floor, Near
Royal Enfield Shop, Jhandewalan Extension,
New Delhi - 110 055

 +91 95554 49955

 contact@beacontrustee.co.in

 www.beacontrustee.co.in

About Us

Promoted by a group of ex-Bankers, Beacon has been governed by a senior Board of Independent Directors and Advisors from reputed Institutions. We have a team with over 150 years of experience in the Banking and Financial Markets, we have been ranked amongst the **Top 3 Debenture Trustee companies** by PRIME Database over the last 3 years.

We manage a **Cumulative Asset base of US\$180 Bn** including **US\$25 Bn of Assets under Alternative Investment Funds (AIFs)**. With the help of a dedicated legal and compliance team for each of our products viz. Debentures, Security Trustee for Loans, Alternative Investment Funds, Securitization and Escrow, we are able to give dedicated and meticulous advise to our transacting clients.

We are India's 1st tech-enabled Trustee platform to have built its own client-facing ERP System, a dedicated platform for Securitization & a Covenant Monitoring Tech Platform.

“

**Cumulative AUM
over USD 180 Bn
(INR 15 Trillion)
across 1700+
Transactions
Executed
including USD
25 Bn in AIFs**

”

Our Vision

Endeavour to be the fiduciary in the most responsible and productive manner by providing our clients with the most effective solutions

Our Mission

To be preferred trustee for our clients through operational excellence and international service quality

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 Banker (CAIB) has 30+ years stint in the Financial Services Industry and has held crucial positions in India's marquee establishments like CMD for Punjab National Bank (PNB), CMD for India Infrastructure Finance Co. Ltd (IIFCL) & is an Independent Director on the board of IDFC, BSES, Reliance Infra and Asian Hotels.



DESH RAJ DOGRA

MENTOR AND ADVISOR

With over 33 years in the financial sector, Mr. Desh Raj Dogra 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 an Independent Director on Boards of various companies of repute.

Board of Directors



SANJAY SINHA INDEPENDENT DIRECTOR

Mr. Sinha is a veteran finance professional with a rich experience of over three decades in areas such as corporate finance, portfolio management, strategic planning to name a few. He is also actively involved in various regulatory and government committees contributing towards overall market development and policy matters. In his previous stint he was MD & CEO of Axis Trustee Services Limited. He has also been a part of various prestigious institutions such as Axis Bank and State Bank of India.

SANJAY BHASIN NON-INDEPENDENT DIRECTOR

With more than three decades in Financial Services and a penchant for diverse businesses in unfamiliar territories, Mr. Bhasin is an experienced leader who has run large and complex businesses in India, UK and West Africa. He has managed varied asset classes in these geographies as well as those domiciled in US and Europe. In his stint with JM Morgan Stanley, he set up the fixed income business, focussing on intermediation, syndication and corporate sales. He has managed a portfolio of diverse assets (real estate, insurance, etc) across various geographies as part of WestLB's 'Bad Bank'.



VASAN PAULRAJ INDEPENDENT DIRECTOR

With over three decades of experience in Investment Banking, Mr. Paulraj, a Chartered Accountant by qualification, specialises in raising capital for corporates. Having worked for almost two decades in Axis Capital (erstwhile Enam Securities) he rose to become Managing Director (Head of Financial Sponsors & Special Situations Finance). He has closed large marquee Private Equity deals, handled complex Special Situation Finance deals & several large IPOs of marquee Corporates and PSUs during the Disinvestments era. He has also served as ED & Head Investment Banking of Tourism Finance Corporation of India (TFCI).

SATISH KALANI INDEPENDENT DIRECTOR

In a career spanning over 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 remains a trustee in many trusts of Tata Chemicals and is also a trustee in Keshav Shrushti's Uttan Krishi Sanshodhan Sanstha (UKSS). The team benefits from his advise on Legal and Tax related matters.



Management Team

PRATAP Singh NATHANI CHAIRMAN & MANAGING DIRECTOR



Our Founder & Promoter, Mr. Pratapsingh Nathani, an ex-banker with over two decades in the Financial Services sector, has mapped the entire financial market's landscape during his successful stint beginning from Apple Finance distributing retail bonds / NCDs and FDs to individuals, raising debt for Public & State Level Undertakings via Non-SLR bonds and selling them to Provident Funds at Centrum & Darashaw. Later, he successfully set up the Loan Syndication Desk for JM Morgan Stanley (JM-MS). Post the JM-MS split, he continued with JM Financial on the Investment banking side and was involved in marquee transactions such as raising Leveraged Buyout Finance (LBO) for an Auto ancillary, raising Mergers & Acquisition (M&A) Finance for a large Indian telecom tower company. His last stint was with ING Bank in India wherein he successfully set up a Debt Capital Markets (DCM) & Loan Syndications desk and led it until 2015 post which ventured onto his entrepreneurial journey with multiple startups including LoanXpress - fintech marketplace for SME loans, Kratos - a Fund Admin & Accounting Company, Codium - a BFSI Tech solutions company and BeaconCorp - an Investment Banking Boutique.

ASHOK MOTWANI EXECUTIVE DIRECTOR



With over 35 years of banking experience with IDBI Bank 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 the company emerged as one of the largest trusteeship companies in the country. His rich experience includes working as MD & CEO of Stock Holding Corporation of India Limited (SHCIL), one of the largest custodians in the country for over three years. He holds a Masters degree in Business Administration and is a respected figure in the industry and by the regulatory bodies.

KAUSTUBH KULKARNI EXECUTIVE DIRECTOR



With almost two decades of experience across Management Consulting in Financial & Operations Advisory, Research, Investment Banking & Debt Syndication, Mr. Kaustubh Kulkarni aka KK is a seasoned and versatile professional with a diversified & rich industry experience. By qualification, he is a Mechanical Engineer and holds a Post Graduate Diploma in Business Management. In his previous stint, he has successfully promoted a boutique Research and Consulting firm catering to various financial institutions and the industry at large. His thorough understanding of various sectors & analytic prowess comes in handy to provide our clients with efficacious & feasible solutions. At Beacon, he leads the operations for Debenture Trustee, Security Trustee, Securitization amongst other activities and is leading the Company to develop a single integrated platform for all Trustee processes and for enhancing their experience with better reporting tools, increasing access to data and reducing effort, time and costs.

JAYDEEP BHATTACHARYA EXECUTIVE DIRECTOR



Having worked for around two decades in the trusteeship industry, Mr. Jaydeep Bhattacharya has gained opulent experience in various facets of the trustee services along with business management verticals 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 and a key position holder. He has also worked with Axis Trustee Services for 5 years following which he joined Beacon Trusteeship. His strength is his ability to understand the requirements of the organization and it's clients, and to devise, execute & optimize strategies to achieve them.

Execution Team

SOWDAMINI BHAT EXECUTIVE DIRECTOR

With over 20 years of experience in Corporate Banking, Ms. Sowdamini Bhat is a multi-faceted professional in the BFSI Segment. She is a qualified Chartered Accountant and has held key leadership positions in various reputed organisations like ICICI Bank, Indusind Bank, Standard Chartered Bank and Saraswat Bank. She brings aboard her vast experience of working closely with various SME and Mid Corporates for their long term and short term requirements including Working Capital, Trade Finance, Treasury / Fx, Cash Management and Balance Sheet Advisory. Her vast experiences bring in a solution oriented approach along with a strong mix of both credit and business acumen competency.



MAHESH GHADI HEAD AIF

With a plethora of knowledge of the capital market domain, Mr. Mahesh Ghadi has been involved in managing global funds set up, operations, compliance and legal for the last six years. He comes with prior experience on the complexities of multi country fund operations and his two decades of professional life that covers various segments of the capital market such as Stock Holding Corporation of India, JM Financial Mutual Fund and ZyFin group of companies. He is a Chartered Financial Analyst and holds a Masters Degree in Finance.



VEENA NAUTIYAL ASSOCIATE DIRECTOR

Ms. Veena Nautiyal has been active in the Financial Services space for over 22 years. She 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 and mentoring to build cohesive matrix managed teams working together to achieve individual targets & the organization's objectives. She oversees the Debenture & Security Trustee team on an ongoing basis. With a strong customer centric approach she has been consistently able to ensure high customer satisfaction levels throughout the lifecycle of the deals. She holds a Six Sigma Green Belt and is also an ISO Lead Auditor from Bureau Veritas.



DEEPAVALI VANKALU VICE PRESIDENT

Deepavali is responsible for the Business Development vertical across the company's service offerings and clients. Her marketing skills, ability to analyze and passion for knowledge are few major benefits brought in by her alongside the fringe benefits of her innovative approach & market familiarity. Over the 15 years in Financial Services, she has gained extensive experience in the services industry and is a customer and people-centric leader. With a Masters degree in Business Administration, she strives to exceed the expectations of our clients, always going the extra mile to demonstrate value and create a satisfying experience.



Our Services

Value addition beyond conventional trusteeship is one of our greatest differentiators. We take pride in ensuring that our one-stop solution motto backed by a wide range of Trustee Services is the answer to your needs



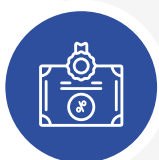
DEBENTURE / BOND TRUSTEE

- ✓ Servicing of debentures / bonds
- ✓ Drafting of legal documentation
- ✓ Assistance in listing of debentures
- ✓ Creation, holding & monitoring of security
- ✓ Ensuring periodic compliance with regulatory authorities such as ROC, SEBI, Stock Exchange, etc
- ✓ Redressal of investor grievances
- ✓ Enforcement of security in an event of default



SECURITY TRUSTEE

- ✓ Structuring inputs and discussions with lenders
- ✓ Drafting and execution of financing and security documents
- ✓ Creation and holding of security
- ✓ Registrar of Companies (ROC) filings and compliance
- ✓ Acting as lenders agent / facility agent
- ✓ Enforcement of security in the event of a default



TRUSTEE TO ALTERNATIVE INVESTMENT FUNDS

- ✓ Advisory for fund set up in India and IFSC, GIFT City
- ✓ Document drafting services (drafting of Trust Deed, Private Placement Memorandum, Investment Management Agreement, Contribution Agreement, Form A) along with AIF Application to SEBI
- ✓ Acting as corporate trustee to the Alternative Investment Fund
- ✓ Handholding clients through the entire registration process
- ✓ Co-ordination with regulators (SEBI, RBI, Income Tax, FATCA, etc)
- ✓ Fund Administration & Fund Accounting services
- ✓ Ensuring compliance to all regulatory requirements
- ✓ Guidance regarding regulations and any regulatory communication

Our Services

SECURITIZATION TRUSTEE



- ✓ Acting as Trustee to DA of Loan Pools (Car, Truck, MFI, Housing, Retail, etc)
- ✓ Acting as Trustee / Collection & Payout Agent for Loan Securitisation Trust
- ✓ Setting up of Securitisation Trust
- ✓ Holding receivables along with underlying assets in Trust for and on behalf of the beneficiaries (investors)
- ✓ Ensuring funding, administering timely payouts, regular reporting
- ✓ Redressal of investor grievances
- ✓ Necessary corporate action and payout to investors on maturity

ESCROW & MONITORING AGENCY



- ✓ Structuring and advising on setup of Escrow Accounts
- ✓ Legal documentation for Escrow / Nodal accounts
- ✓ Holding movable or immovable assets in Escrow
- ✓ Acting in accordance with the Escrow agreement
- ✓ Ensuring compliance of escrow terms by all concerned parties

ESOP / EWT TRUSTEE



- ✓ Creation of ESOP / EWT Trust along with requisite registrations and opening of bank / depository / broker accounts
- ✓ Undertaking purchase and sale of securities in line with pre approved investment policy
- ✓ Implementing benefits application policy and recording approvals and maintaining trust accounts
- ✓ Reporting and MIS

SHARE PLEDGE TRUSTEE



- ✓ Holding of pledge of shares for the benefit of the lender
- ✓ Monitoring the valuation of shares to ensure maintenance of necessary margins and daily reporting to the relevant lenders
- ✓ In an event of default, triggering the process and invoking the pledge on the instructions received from the lender(s)

Our Services

FACILITY AGENT



- ✓ Ensuring pre and post compliances along with periodic monitoring of covenants as per terms of sanction
- ✓ System generated interest payment & principal redemption calculations
- ✓ Periodic reminders for timely debt servicing along with fund movement monitoring
- ✓ 360 degree outlook on operational & legal aspects of a given transaction

DEPOSIT TRUSTEE



- ✓ Creation of security in favour of depositors
- ✓ Expeditious redressing of depositor grievances
- ✓ Ensuring compliance with extant RBI & NHB regulations
- ✓ Follow-up for timely submission of NBS1, NBS2 & NBS3 as submitted by the NBFCs / HFCs to RBI / NHB

SAFE KEEPING TRUSTEE



- ✓ Acting as safe keeping agent for the safe storage of your important documents
- ✓ Ease of PAN India execution
- ✓ Fire proof & theft proof storage of documents
- ✓ Digitisation of documents deposited
- ✓ Services availed with minimum paperwork

REIT & INVIT



- ✓ Setting up of operational framework and common platform for the participants
- ✓ Legal due diligence on assets, monitoring the flow of funds and regulatory compliance and reporting
- ✓ Unit holder and Investor relationship activities along with redressal activities, if any
- ✓ Transfer of assets and listing assistance

SOFTWARE / TECHNOLOGY ESCROW SERVICES



- ✓ Providing safe keeping services for software escrow, source code escrow and technology escrow
- ✓ Protection, archiving and documentation of intellectual property, technology and works of authorship
- ✓ Single beneficiary or multiple beneficiary escrow account facility

Our Edge



Advice on diligence and **transaction structure**



Ensuring regulatory **compliances**



Guidance & assistance with other **regulatory bodies**

A tech development team that develops BFSI related solutions viz. ERP, Compliance & Covenant Monitoring Platforms to ensure the highest level of regulatory compliance for our clients :

OUR PROPRIETARY TECH PLATFORMS :

- ✓ **PROSEC** - Securitization Platform
- ✓ **BEACON 360** - An ERP Platform
- ✓ **Investment Manager Platform**
- ✓ **Covenant Monitoring Platform**

OUR ROBUST TIE-UPS



Our Marquee Relationships



Public Sector Undertakings

Rural Electrification Corporation Limited
Power Finance Corporation Limited
Mahanagar Telephone Nigam Limited (MTNL)
Bharat Sanchar Nigam Limited (BSNL)
Uttar Pradesh Power Corporation Limited
Andhra Pradesh State Beverages Corporation Limited
National Highways Authority of India
National Thermal Power Corporation Limited
MSRDC & Subsidiaries
Chennai Petroleum Corporation Limited
GAIL (India) Limited



Infrastructure Companies

Ashoka Buildcon Limited
Essel Infra Projects Limited
Gawar Construction Limited
GR Infra Projects Limited
H.G. Infra Engineering Limited
IJM (India) Infrastructure Limited
Sadbhav Engineering Limited



Mutual Funds

Axis Mutual Fund
Birla Sun Life Asset Management Limited
Franklin Templeton Investments
HDFC Asset Management Company
ICICI Prudential Asset Management
Nippon Life India Asset Management Limited
SBI Mutual Funds Company Private Limited
UTI Asset Management Company Limited



Bank

PUBLIC SECTOR BANKS

State Bank of India
Bank of India
Bank of Baroda
Union Bank of India
Punjab National Bank
Canara Bank
Indian Bank
Federal Bank
Karnataka Bank

PRIVATE SECTOR BANKS

HDFC Bank
ICICI Bank
IndusInd Bank
Kotak Mahindra Bank
RBL Bank
Suryoday Small Finance Bank
Yes Bank
Unity Small Finance Bank

MULTINATIONAL BANKS

International Finance Corporation
Asian Development Bank
Standard Chartered PLC
Barclays Bank PLC
DBS Bank



Alternative Investment Funds

Faering Capital Trustee Company Private Limited
JM Financial Asset Management Limited
Centrum Alternative Investment Managers Limited
Paragon Advisors Partners LLP
Stellaris Venture Partners India Trust II
Dalmia Nisus Finance Investment Managers LLP
KCap Alternative Investment Fund
A91 Partners Trust
Anand Rathi AIF III Trust
Compact Capital Limited

Our Marquee Relationships



Microfinance Companies

Light Microfinance Limited
Fusion Microfinance Limited
Asirvad Microfinance Limited
Muthoot Microfin Limited
Svasti Microfinance Private Limited
SV Credit Line Limited
Fino Finance Private Limited
Pudhuaaru Financial Services Private Limited
Sonata Finance Private Limited
Sambandh Finserve Private Limited



Real Estate Companies

AAA Buildcom LLP
Adani Realty Business & Developer Private Limited
Ambience Private Limited
DB Realty Limited
DLF Real Estate Company
GM Infra Projects Limited
Godrej Properties Limited
Hiranandani Developers Private Limited
Kolte Patil Developers Limited
Pharande Developers Private Limited



NBFCs

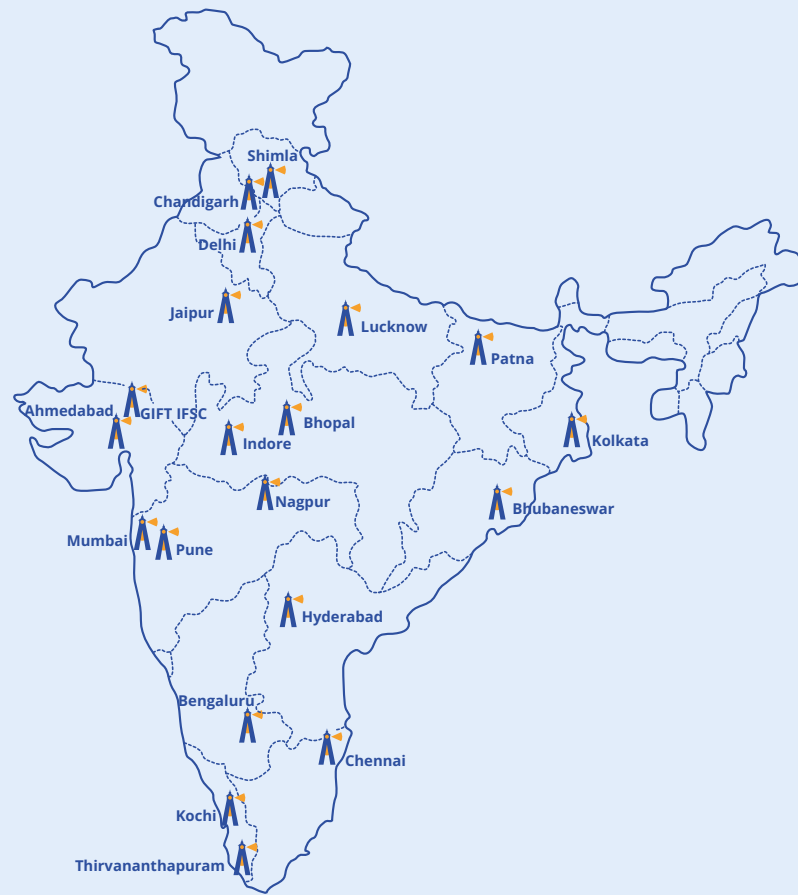
L&T Finance Holdings Limited
TVS Credit Services Limited
JM Financial Limited
Edelweiss Group
Indiabulls Commercial Credit Limited
Aadhar Housing Finance Limited
Hinduja Leyland Finance Limited
IIFL Group
Shriram Housing Finance Limited
Dhani Loans and Services Limited



Corporates

Brakes India Limited
Sundaram Clayton Limited
Samhi Hotels
Argon Hotels Private Limited
Institute of Technology and Management
Della Adventures and Resorts Private Limited
Kalpataru Power Transmission Limited
UpGrad Education Private Limited

Our Locations



OUR INDIA PRESENCE

Mumbai

Delhi

Bengaluru

Pune

Patna

GIFT IFSC

Chennai

Hyderabad

Ahmedabad

Bhubaneswar

Jaipur

Kolkata

Chandigarh

Bhopal

Thiruvananthapuram

Indore

Shimla

Nagpur

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