

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.



PROMINENT 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.

+91 95554 49955

contact@beacontrustee.co.in

www.beacontrustee.co.in

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About Us

Promoted by a group of ex-Bankers, Beacon is governed by a senior board of Independent Directors and Advisors from reputed Institutions. Our team has collective experience of over 150 years of experience in the Banking and Financial Markets. Beacon Trusteeship has been ranked amongst the [Top 3 Debenture Trustee companies](#) by PRIME Database over the last 3 years.

Beacon Trusteeship manages a [cumulative Asset base of US\\$180 Bn](#) including [US\\$25 Bn of Assets under Alternative Investment Funds \(AIFs\)](#). With the help of a technology, a dedicated legal and compliance team for each of our products viz. Debenture Trusteeship, Security Trustee for Loans, Alternative Investment Funds, Securitization and Escrow, we are able to give advise to our transacting clients and offer bespoke solutions as per our clients' needs.

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.



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**Cumulative AUM
over **USD 180 Bn**
(INR 15 Trillion)
across **2500+**
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 (CAIIB) 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.



SATISH KALANI ADVISOR

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.

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).

BHOOMIKA GUPTA INDEPENDENT DIRECTOR

Mrs. Bhoomika Gupta, aged 43 years, is Independent Director of our company. She has experience of 15 years in the field of accountancy and office administration. She has been appointed as Independent Director of the Company w.e.f. November 16, 2023. She serves as an Independent Director on the Boards of Airan Ltd (listed), QuadPro ITES Ltd (listed) and INDIFRA Ltd.



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.

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



NEELU SUBRAMANIAN ASSOCIATE DIRECTOR

Ms Neelu Subramanian has worked for around 17 years in the Trusteeship industry, with IL&FS Trustee, VISTRA Trustee and Axis Trustee. With a vast experience in Business Development, Neelu has closely worked on transactions advising a wide of of clients viz. Corporates, Law Firms, Bilateral Agencies, Regulators, PSUs, and lenders / Financial Institutions. Her large network of relationships in the North, her analytical skills and thirst for knowledge are just a few of the many advantages she brings in. She manages our North India Zone and looks after Business Development.

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, HSBC Bank, FirstSource Solutions & Loan Singh amongst others. 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 is a MBA & holds Six Sigma Green Belt and is also an ISO Lead Auditor from Bureau Veritas.



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.

DEEPAVALLI VANKALU VICE PRESIDENT

Deepavalli is responsible for the Business Development vertical across the company's service offerings and clients. 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.



KAMAL PAUL VICE PRESIDENT

Kamal Paul, a Company Secretary, holds a 12-year track record in Secretarial and Corporates Compliances for both Listed & Unlisted Companies. Throughout his career, he has been associated with renowned organizations such as Axis Trustee, ACME Solar Holdings, Spice Mobility, TV18 Broadcast, and Bhartiya International, undertaking diverse roles over the span of 12+ years. Kamal Paul's expertise extends to trusteeship business in various infrastructure sectors, including renewable energy, hydro power, roads and highways, and real estate. Currently, his primary focus lies in Business Development as he strives to establish our organization's presence in North India.

VINOD MANJREKAR VICE PRESIDENT

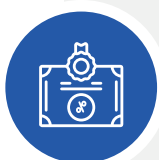
Vinod H. Manjrekar is a seasoned banking professional for over 15 years, combining the acumen of a technologist with the passion of a salesperson. His rich background spans key roles at renowned Indian entities such as Tata, PineLabs, Axis Bank, HDFC Bank, and Yes Bank. With a Bachelor of Science in Information Technology, Vinod excels in sales, stakeholder management, and banking products, specifically in E-commerce. Presently, he leads the Escrow and Safe Keeping segment at Beacon Trusteeship Ltd, showcasing expertise in the Banking and Tech industries.



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



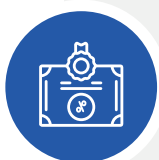
- ✓ Servicing of debentures / bonds
- ✓ Drafting of legal documentation
- ✓ Assistance in listing of debentures
- ✓ Creation, holding & monitoring of security
- ✓ Ensuring periodic compliance with regulatory authorities such as ROC, SEBI, Stock Exchange, etc
- ✓ Redressal of investor grievances
- ✓ Enforcement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

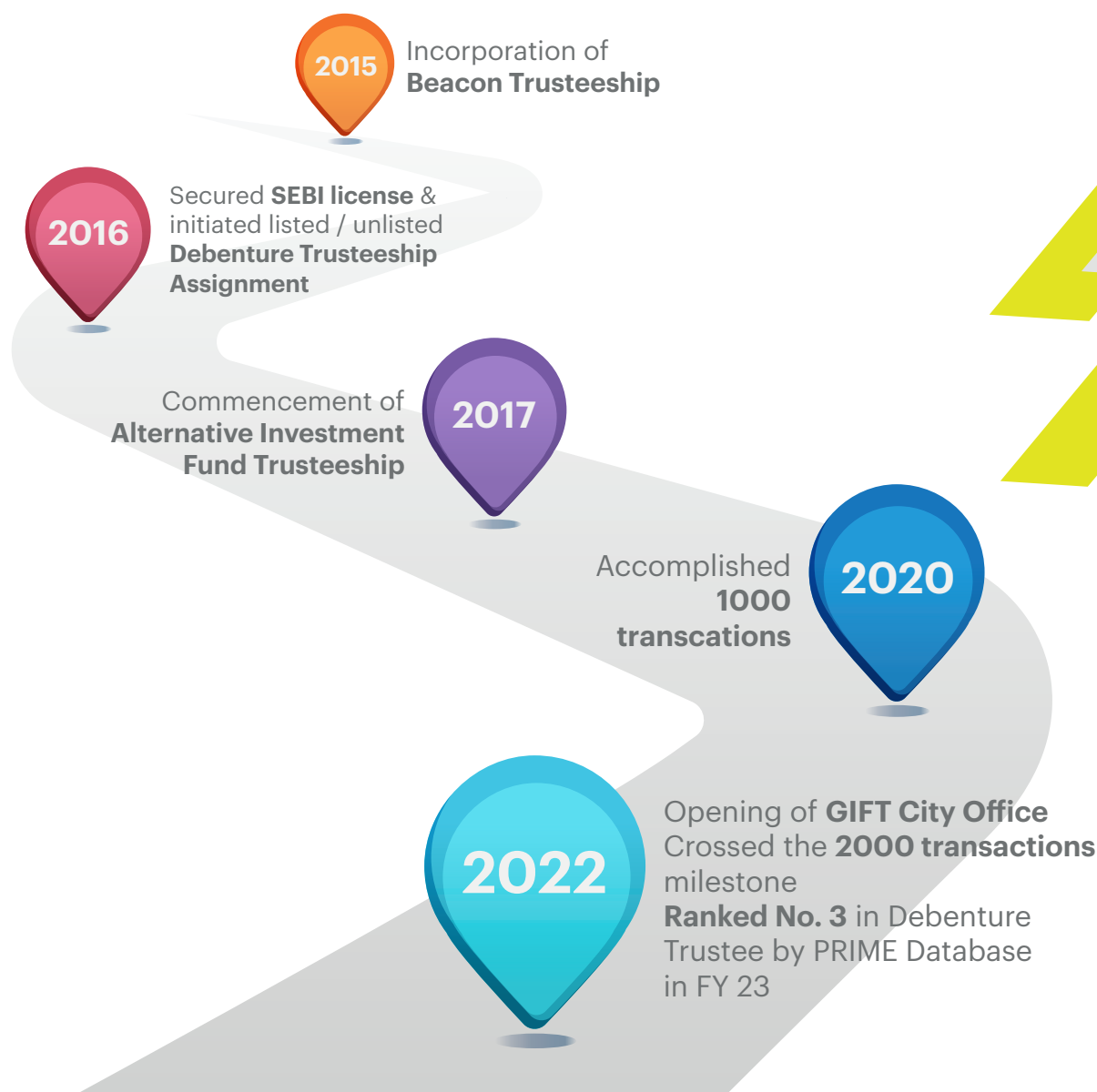
- ✓ **PROSEC** - Securitization Platform
- ✓ **BEACON 360** - An ERP Platform
- ✓ **Investment Manager Platform**
- ✓ **Covenant Monitoring Platform**

OUR ROBUST TIE-UPS





Our Milestones



Our Strengths

Technology Focused :

Backed by strong tech processes.

Ownership :

80% owned by Employee Shareholders with day to day decision making & skin in the game.

Uphold Legal Standards :

We offer our clients the best financial solutions in full compliance with all existing rules and regulations.

Confidentiality :

We are a neutral, impartial and maintain a high extent of confidentiality.

Quick Turn Around :

Quickest Turnaround Service standards.

Clientele :

Strong clientele along with major PSU / Banks / Corporates in the market.

Experience :

Experienced professional as Promoters, Directors and Employees with collective experience of 150 years over two decades.

Fully Integrated :

A comprehensively integrated fiduciary trustee service offering.

Our Locations



We are **Co-ordinated, Committed and Connected**

+91 95554 49955

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www.beacontrustee.co.in

BEACON[®]

G R O U P

About Us :

Beacon Group is led by its flagship company, Beacon Trusteeship Ltd which caters to a large number of Corporates, Institutions, Banks and NBFCs since 2016. The Trustee company has become a premier fiduciary company with US\$180 Bn of Assets under Administration with 3500+ transactions with 1000 plus clients and being ranked in the Top Trustees in India by PRIME DATABASE. The Beacon Group is now diversified into various other new age businesses like Fund Accounting & Compliance Services, Digital Loan Aggregation, BFSI Software, Boutique IB, Wealth & Estate Planning & Payroll Management Services.

Corporate Office :

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

Group Companies :

BEACON

- › Debenture Trustee
- › Security Trustee
- › Securitization Trustee
- › AIF Trustee
- › Escrow & Monitoring Agency

LOAN XPRESS

- › Advisory for Corporate, FIs & AIFs
- › Working Capital Finance
- › Structured Debt
- › Trade Finance
- › International Funding

KRATOS

- › Contributor Onboarding/ Servicing
- › Fund Accounting
- › Fund Administration
- › Compliance Management
- › Tax Compliance

COOJUM

- › ERP (Bond 360)
- › Securitization DA (Prosec)
- › Covenant Platform
- › Investment Manager Platform

BEACONCAPS

- › Private Equity
- › IPO Advisory
- › Valuation Services
- › Business Restructuring

BEACON

- › Personal Investment Management
- › Salary Management
- › Claim Management
- › Contingency Planning
- › Will Planning

BEACONPAY

- › Payroll Management
- › Attendance Management
- › Statutory Compliance (PF/SF/GF/PT/ESIC)
- › HR Management
- › Recruitment Services