



YOUR BEACON OF TRUST

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



Location

Mumbai Delhi
Bengaluru Jaipur
Ahmedabad Chennai
Pune Gift IFSC

REGISTERED & CORPORATE OFFICE

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

 +91 95554 49955

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 www.beacontrustee.co.in

About Us

Beacon has been promoted by a group of ex-Bankers and has been governed by a 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 within the **Top 3 Debenture Trustee companies** by PRIME Database over the last 3 years.

We manage a **Total Asset base of US\$120 Bn** including **US\$22 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, Loans, Alternative Assets, Securitization and Escrow, we are able to give dedicated and meticulous advise to our transacting clients.

We are the only Trustee in India wherein the entire shareholding is with the management team which only goes to show our level of commitment on a day to day basis.



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**Cumulative AUM
over USD 120 Bn
(INR 12.5 Trillion)
across 1500+
Transactions
Executed
including USD
22 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 Bankers(CAIB) has 30+ years stint in the Financial Services Industry and has held crucial positins 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 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



SANJAY SINHA INDEPENDENT DIRECTOR

Mr. Sinha, a veteran finance professional with a rich experience of over 3 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 was also 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 with 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 3 decades of experience in Investment Banking, Mr. Vasan, a Chartered Accountant by qualification, specialises in raising capital for corporates. Having worked for 18 years 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 Corp of India (TFCI).

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 advise on Legal and Tax related matters.



Management Team

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 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 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

KAUSTUBH KULKARNI EXECUTIVE DIRECTOR



With over 17 years of experience across Management Consulting in Financial & Operations Advisory, Research, Investment Banking & Debt Syndication, Kaustubh aka KK is a well seasoned & versatile professional with a diversified & rich industry expertise. By qualification, he is a Mechanical Engineer and holds a Post Graduate Diploma in Business Management. 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. 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.

Execution Team

JAYDEEP BHATTACHARYA

EXECUTIVE DIRECTOR

Having worked for around two decades in the trusteeship industry, Jaydeep 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. His strength is his ability to understand the requirements of the organization & it's clients, and to devise, execute & optimize strategies to achieve them.



ISHA INAMDAR

VICE PRESIDENT



Isha leads the business development vertical across service offerings and clients. 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 marketing skills, ability to analyze and passion for knowledge are few major benefits brought in by her along side the fringe benefits of her innovative approach & market familiarity. She brings over a decade of experience and expertise in the services industry and is a people and customer-centric leader with a strong track record. She is a Bachelor of Commerce (B.Com) and LLB from the Mumbai university .

VEENA NAUTIYAL

VICE PRESIDENT

Veena has been active in the Financial Services space for over 15 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, mentoring to build cohesive matrix managed teams working together to achieve individual targets & the organization's objectives. She oversees a dedicated operations team on an on going basis and 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 & is also an ISO Lead Auditor from Bureau Veritas.



DEEPAVALI VANKALU

ASSISTANT VICE PRESIDENT



Deepavali holds a Masters degree in Business Administration. Her area of expertise includes debenture trusteeship, security trusteeship, escrow agency, due diligence, other legal and compliance related trusteeship and corporate functions. Deepavali joined Beacon in 2017 and continues to service our clients with excellence, always going an extra mile to show value, create a satisfactory experience and strive to exceed client expectations.

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 any default

TRUSTEE TO ALTERNATIVE INVESTMENT FUNDS



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

Our Services

SECURITIZATION TRUSTEE



- ✓ Acting as Trustee to DA of Loan Pools (Car, Truck, MFI, Housing, Retail, etc)
- ✓ 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



- ✓ Holding movable or immovable assets in Escrow
- ✓ Structuring and advising on setup of Escrow Accounts
- ✓ Acting in accordance with the Escrow agreement
- ✓ Legal documentation for Escrow / Nodal accounts
- ✓ 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
- ✓ Expedient 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



- ✓ Ease of pan India execution & storage of documents
- ✓ 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

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



Our Marquee Relationships



Public Sector Undertaking

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
NMDC Limited
MSRDC & Subsidiaries
Chennai Petroleum Corporation Limited



Infra

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
The Federal Bank Limited
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
4Point9 Capital Advisors LLP
Anand Rathi AIF III Trust
Compact Capital Limited

Our Marquee Relationships



Microfinance

Light Microfinance Limited
Fusion Microfinance Limited
Asirvad Microfinance Ltd.
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



NBFC

L&T Financial Services
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



Real Estate

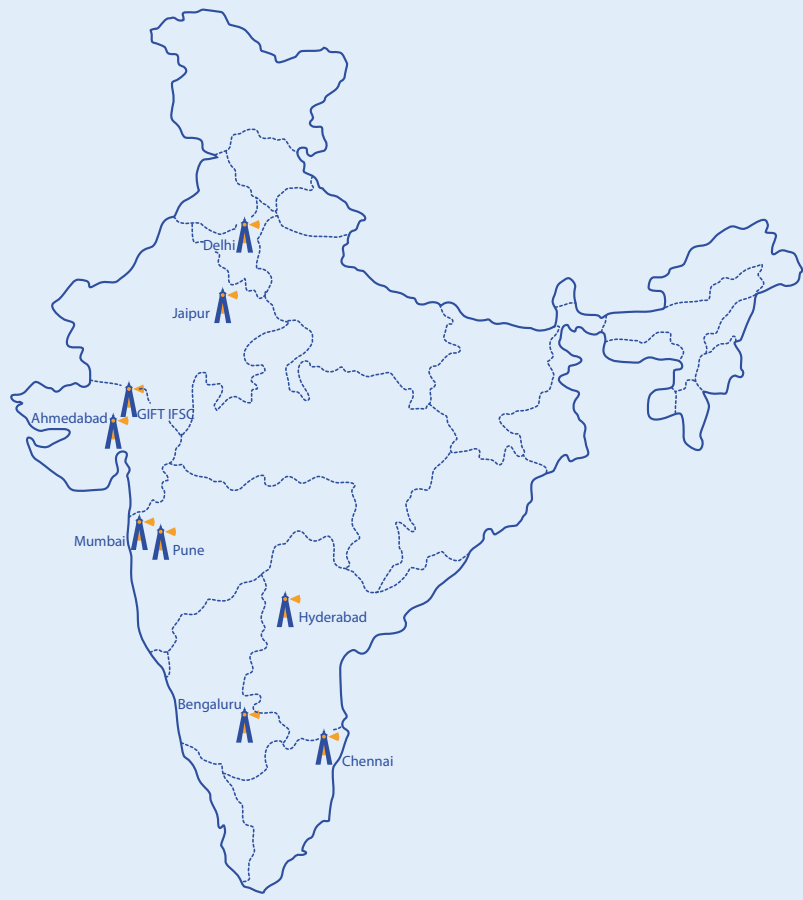
AAA Buildcom LLP
Adani Realty Business & Developer Private Limited
Ambience Private Limited
DB Realty Limited
DLF Real Estate Company
GM Infra Projects Limited
Godrej Properties Limited
Hiranandani Developers Private Limited
Kolte Patil Developers Limited
Pharande Developers Private Limited



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
Gandhi Nagar, Bandra East

GIFT IFSC
Hiranandani Signature, GIFT City

Ahmedabad
Ashram Road

Delhi
Qutab Institutional Area

Chennai
Virugambakkam


Pune
Bakori Road

Bengaluru
Rajaji Nagar

Hyderabad
Himayathnagar

Jaipur
Tagore Nagar

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