



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	Gift IFSC
Jaipur	Ahmedabad
Chennai	Pune

REGISTERED & CORPORATE OFFICE

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

 +91 22 2655 8759

 contact@beacontrustee.co.in

 www.beacontrustee.co.in

About Us

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. Our offerings are based on the valued experience of our principles.

With the help of expert opinion and advice of our members & reputed agencies empanelled with us, we continuously aim to enhance the quality of our offerings.

“

**Cumulative AUM
over USD 100 Bn
(INR 8.5 Trillion)
across 1000+
Transactions
Executed
including USD
20 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 (CAIIB) has 30+ years stint in the Financial Services Industry and has held crucial positions in India's marquee establishments.



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 2016. He is Independent Director on Boards of various companies of repute.

Directors

SANJAY SINHA INDEPENDENT DIRECTOR



Mr. Sanjay Sinha is 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 has also been a part of various prestigious institutions such as Axis Bank and State Bank of India.

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.



SANJAY BHASIN NON EXECUTIVE ADDITIONAL 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'.

Management Team

PRATAP Singh 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 Limited 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

Leadership Team



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.

JAYDEEP BHATTACHARYA SENIOR VICE PRESIDENT

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 Limited 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. 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 holds Bachelor's degrees of Commerce and Law 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 ongoing 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 Master's degree in Business Administration with a specialization in Finance. During her journey with Beacon, she gained knowledge and expertise in trusteeship services like Debenture Trustee, Security Trustee, Escrow Agent and Due Diligence. She is well prepared to handle other legal and compliance matters related to trusteeship services and corporate functions. Having joined Beacon Trusteeship in 2017 as an Account Manager and transitioned to operations in 2019, Deepavali is committed to our clients, always going the extra mile, creating a satisfactory experience, and exceeding their 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)
- ✓ Ensuring compliance with regulatory requirements (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
- ✓ 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



- ✓ 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 conventional 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

KRIBHCO Fertilizers Limited
National Highways Authority of India
NMDC Limited
Power Finance Corporation Limited
Rural Electrification Corporation Limited
Uttar Pradesh Power 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

Allahabad Bank
Bank of Baroda
Bank of India
Canara Bank
Indian Bank
Oriental Bank of Commerce
Punjab National Bank
State Bank of India
Syndicate Bank
The Federal Bank Limited
UCO Bank
Vijaya Bank

PRIVATE SECTOR BANKS

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

MULTINATIONAL BANKS

Barclays Bank PLC
DBS Bank
International Finance Corporation
Standard Chartered PLC



Alternative Investment Funds

4Point9 Capital Advisors LLP
Anand Rathi AIF III Trust
Centrum Alternative Investment Managers Limited
Compact Capital Limited
Eight Capital Advisory Services Private Limited
Evyavan Investment Trust
Faering Capital Trustee Company Private Limited
JM Financial Asset Management Limited
Dalmia Nisus Finance Investment Managers LLP
KCap Alternative Investment Fund
New Mark Capital Advisors LLP
Paragon Advisors Partners LLP
Stellaris Venture Partners India Trust II
Tia Emerging Enterprises Trust
Trust India Group Private Limited
ZNL Startup Advisors Private Limited

Our Marquee Relationships



Microfinance

Aris Capital Private Limited
CapFloat Financial Services Private Limited
Essel Finance Business Loans Limited
Fino Finance Private Limited
Grameen Koota Financial Services Private Limited
Kanakadurga Finance
Lendingkart Finance Limited
Light Microfinance Limited
Pudhuaaru Financial Services Private Limited
Saija Finance Private Limited
Sambandh Finserve Private Limited
Satya MicroCapital Limited
Sonata Finance Private Limited
SV Credit Line Limited
Svasti Microfinance Private 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
Satra Properties India Limited
Phoenix Realty Private Limited
Shreenathji Developers Private Limited
Sterling Buildcon Private Limited
Sugee Developers Private Limited
Vatika Limited



NBFC

Aadhar Housing Finance Limited
Adani Capital Limited
APAC Financial Services Private Limited
Axis Capital Limited
Centrum Financial Services Limited
cKers Finance Private Limited
Dewan Housing Finance Limited
ECL Finance Limited
DMI Finance Private Limited
ECL Finance Limited
Ess Kay Fincorp Limited
Hinduja Leyland Finance Limited
IIFL Wealth Finance Limited
Indiabulls Commercial Credit Limited
JM Financial Limited
KKR India Financial Services Private Limited
L&T Housing Finance Limited
Manappuram Finance Limited
Motilal Oswal Home Finance Limited
Northern Arc Capital Limited (IFMR)
RattanIndia Solar Limited
SREI Equipment Finance Limited
Shriram City Union Finance Limited
Tata Capital Financial Services Limited

Our Locations



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