

BUSINESS TODAY

MAGAZINE COVERAGE

April 02, 2023



FOCUS
BUSINESS

A BEACON AMONGST INDIAN FIDUCIARIES

Beacon Trusteeship with its cutting edge tech based offerings has moved the game beyond the conventional trusteeship. Their service levels, valued added advise to their clients are based on the exalted principles of safeguarding the interests of the investors and upholding the law of the land. With the help of expert opinion and advice of the best in trade, they continuously work to enhance the quality of the offerings.



▶ Pratapsingh Nathani

Beacon Trusteeship Ltd. is a SEBI registered licensee that offers the large spectrum of Trustee services with its 4 core product offerings 1. Debenture Trusteeship, 2. Security Trusteeship, 3. Securitization Trusteeship & 4. Alternative Investment Funds (AIF) Trustee, and a diversified bouquet of allied services like Escrow Trustee, Deposit Trustee, ESOP Trustee & Document Safe Keeping.

Incorporated in 2016, this SEBI-approved Debenture Trustee Company aims to be a relationship-focused trustee with a synergetic model and a benchmark in the sector. It aspires to be chosen for the quality and commitment of its teams to render an unequivocal strategic direction and exponentially augment the value of our services to the clients.

The corporate Trustee plays a key role in giving advice when a company raises resources in the form of Bonds & Debentures, Loans, Securitization, and Alternative Investment Funds (AIFs). The Trustee helps them to structure it efficiently for all stakeholders involved. Beacon's Management team has a collective experience of more than 150+ years in Banking & Financial services that gives them a deep advantage over others when it comes to deal structuring in structured finance.

By combining their capabilities and in-depth knowledge, they offer best-in-class services that are at par with global standards and practices. In a short span of time of 5 years, they have ranked No. 2 in FY19-20 and No. 3 in FY20-21 by PRIME DATABASE in terms of transaction volumes in the Debenture Trustee business. In fact, in FY22-23, they topped the charts in Public Sector Issuances and Bond IPO issuances. Over the last 7 years, Beacon has been able to service more than 1000+ Corporates across over 1700 transactions with Assets-under-Administration to the tune of INR 15 Trillion (US\$ 180 Bn). Pratapsingh Nathani proudly states, "Beacon

has now emerged as an eminent Trustee brand due to its focus on rigorous employee training, timely compliance and focus on tech. Our institutional competition has always looked to wean away our employees so much so that almost all Trustees in India have at least 2 employees from Beacon, a feat achieved in 7 years which couldn't be achieved in two decades, by others".

Beacon has been built and led by its dynamic promoter, Pratapsingh Nathani, who serves as Executive Chairman and Managing Director. He has close to three decades of experience in Banking and Financial services. He has been a part of JM Morgan Stanley, JM Financial and last served as Head of Debt Capital Markets & Loan Syndication at ING Bank in India. He is well supported by his team containing Kaustubh Kulkarni, Executive Director, who leads the team under him specializing in domains like Securitization and Technology, with Jaydeep Bhattacharya, Executive Director who heads Business Development, MIS & Strategy, Veena Nautiyal, who heads Debenture & Security Trustee Services, and Ms Deepavali Vankalu who oversees Business Development.

Unlike many, Beacon built its industrious Board of Advisors & Independent Directors in its very first year of inception with industry luminaries like Mr. Surindersingh Kohli, ex CMD of India Infrastructure Finance Co (IIIFCL) & ex CMD of Punjab National Bank (PNB), Mr D R Dogra ex CMD, CARE Ratings, Mr Ashok Motwani ex CGM, IDBI Bank, Mr Sanjay Sinha, ex CEO, Axis Trusteeship, Mr Sanjay Bhasin, an eminent Banker who has worked across multiple geographies like UK, West Africa & India, Mr Vasani Paulraj, ex MD at Axis Capital and Mr Satish Kalani ex VP, Tata Chemicals. The board is a constant source of high standards of corporate governance.

Pratapsingh Nathani opines, "The debt capital markets in India are about to see a tectonic shift and I believe we are in a transition phase and we at Beacon believe that the only way to keep up the pace in such times is to invest in the talent, knowledge and technology, the pillars of growth, with our customers as a focal point".

The company's clientele comprises Banks, Financial Institutions including Insurance Companies, Mutual Funds and NBFCs, Government organizations, AIFs, MNCs, Family offices, and High Net-worth Individuals in India and overseas. In the government sector, they have clients such as Power Finance Corp (PFC), Rural Electrification Corp (REC), NHAI, BSNL, MTNL, UPPCL, APSBCL whilst in the Large Corporates segment they serve marquee Financial Services groups that include Edelweiss, IIFL, Indiabulls, Motilal Oswal, Centrum.

The management team has more than 80% shareholding and can take quick decisions related to Corporate fundraising through Debt Capital, its taxation or even when it comes to taking on matters of effective enforcement action and achieving a quick resolution that's optimally favourable for the investors. This sets the company apart and gives it a credible advantage.

SEBI, has been proactively reforming the bond markets to enable the deepening of the bond markets in India through continuous engagement with market participants and its intermediaries to help and enable world-class processes that are at par with the best financial markets practices across the world. It has enhanced the role of Trusteeship firms as a monitoring agency and widen their scope to other related financial products. Technology will play a major role in the way the industry operates and engages with clients, moving from a physical to a digital domain.