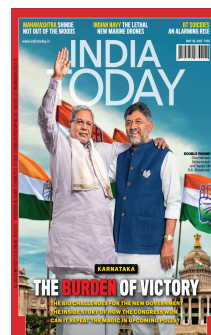


# INDIA TODAY

## MAGAZINE COVERAGE

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### FOCUS BUSINESS

## Beacon Group – A Rising Tiger in Annuity based Financial Services

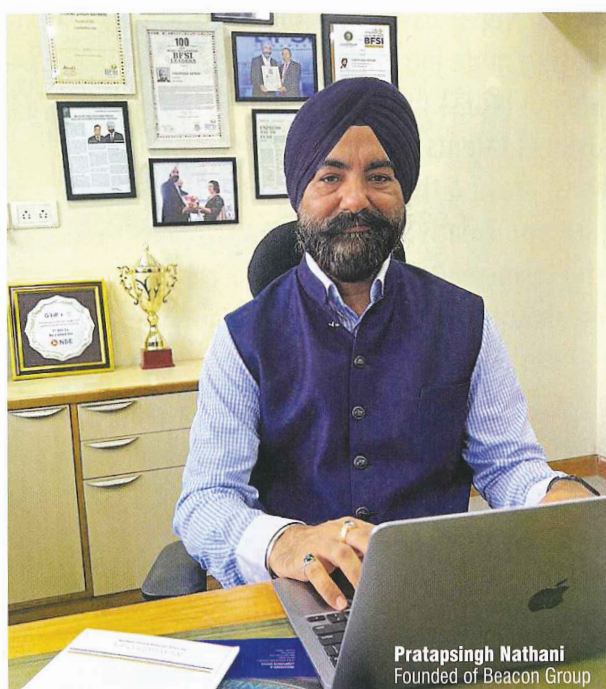
Founded by Mr. Pratapsingh Nathani, an ex-Investment Banker, backed with more than two decades of experience across an array of financial products and stints at premier financial services groups including ING Bank, has built out a group of companies based on annuity businesses across many products within a short span of 6 years. Regulated annuity-based business models like Trusteeship, Fund Administration, Fund Accounting, Payroll Management, BFSI SaaS are extremely challenging business models to build out simultaneously as it takes decades to build credibility in such businesses.

The group incorporated its first venture, Beacon Trusteeship with a license from SEBI in 2016. The Trustee business has become the group's flagship entity, has risen to rub shoulders with the global leaders in the business in such a short span of time, talks volumes about its domain expertise brought about by an illustrious, experienced management team. Its core product offerings include Debenture Trusteeship, Security Trusteeship, Securitization Trusteeship and Alternative Investment Funds (AIF) Trusteeship, Escrow Trustee, Deposit Trustee, ESOP Trustee & Document Safe Keeping to a growing roster of clients that reads like a who's who of the corporate world. They now boast of an Assets under Administration (AuA) of US\$ 180 Bn with more than 850+ Corporate Clients and 150+ AIFs in India & the IFSC GIFT City, without any regulatory & statutory strictures since inception. 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 in the Top 3 Debenture Trustees by PRIME DATABASE in terms of transaction volumes in the last 3 years. In FY22-23, they topped the charts in Public Sector Issuances and Bond IPO issuances.

Beacon is guided by industry luminaries like Mr. Surindersingh Kohli, exCMD of India Infrastructure Finance Co (IIFCL) & exCMD of Punjab National Bank (PNB), Mr. D R Dogra exCMD, CARE Ratings, Mr. Satish Kalani exVP, Tata Chemicals, Mr. Ashok Motwani exCGM, IDBI Bank, Mr. Sanjay Sinha, exMD & CEO, Axis Trustee, Mr. Sanjay Bhasin, an eminent Banker who has worked across multiple geographies like UK, West Africa & India and Mr. Vasanth Paulraj, ex MD – Private Equity at Axis Capital.

While building the Trustee business, there was great demand for Fund Services from its AIF clients so they started Kratos Capital Advisors with specialization in Fund Administration, Accounting Services & Compliance Services to AIFs, PEs and VCs. The company's Asset under Accounting (AuA) stands at US\$ 3 Bn. The company also provides full suite service like Contributor Onboarding/servicing, reporting & portfolio management & Tax compliances

The group also ventured out into a phygital (physical + digital) loan aggregation platform for SME Loans, called LoanXpress.com, providing debt solutions to small & mid-sized corporates in India. Bespoke debt solutions are provided by the team to boost their growth which includes advising corporates for Working Capital & Supply Chain Finance,



Structured Trade Finance and Business Loans. The company acts as loan aggregator for Financial Institutions and represents MSME, SME & Mid Corporate Borrowers to 40+ Lenders NBFCs & banks. The annual throughput is close to a billion dollars with about 2500 Cr of loans being arranged last year.

While building out these businesses, Beacon has always focused on technology as one of the founding pillars in its growth. Codium Techlabs was founded as a SaaS based outfit to build the technology-based systems like ERP, Securitization platform, Covenant Monitoring Platform. There is a collaborative effort within the two teams wherein Codium brings in the innovative solutions for Beacon and its clients to ease out the complex dynamics of the ever-evolving regulatory guidelines.

Over time, the founder felt the need to build a payroll management company which could play as a cross sell to its set of clients BeaconPay provides payroll management & processing solutions, statutory compliance a one stop solution for all HR analytics. The company serves more than 40+ clients across India providing solutions to fit any needs and size of the business.

Beacon Capital is the latest venture that the group has entered. It's a JV between Mr. Nathani and Mr. Vasanth Paulraj. Through this venture the idea is to provide advisory services in Private Equity domain in India and the UAE.

"Over the last 6 years, I have been looking to invest into businesses that align to our theme of annuity-based ventures and have been able to convince like-minded domain experts to run these businesses like startups. The domain experts that form a part of the Beacon Leadership Team are Kaustubh Kulkarni, Sowdamini Bhat, Jaydeep Bhattacharya, Mahesh Ghadi, Veena Nautiyal, Neelu Subramaniam, Deepavali Vankalu, Sneha Patel & Seema Pawar. We continue to evaluate multiple opportunities including Compliance, PMS, Wealth Advisory, DP and RTA business to grow our annuity further" says an ambitious, Pratapsingh Nathani.