

BEACON TRUSTEESHIP PROVIDES VALUE-ADDITION BEYOND CONVENTIONAL TRUSTEESHIP

Beacon Trusteeship Ltd. is a SEBI-approved Debenture Trustee Company incorporated in 2016. The company offers the entire spectrum of Trustee services that encompasses Debenture Trustee, Security Trustee, Securitization, Deposit Trustee, ESOP Trust, Alternative Investment Funds (AIF) Trustee, Escrow Trustee & Document Safe Keeping and a diversified bouquet of trustee and allied services. By combining their capabilities and in-depth knowledge, they offer best-in-class services that are at par with global standards and practices.

Beacon Trusteeship was formed by two financial services professionals Pratapsingh Nathani and Vitthal Nawandhar. Pratapsingh Nathani, Chairman and Managing Director, BTL, has over two decades of experience in banking and financial services. He has worked as Head of Debt Capital Markets & Loan Syndication at ING. Vitthal Nawandhar is a qualified Chartered Accountant with 15 years of experience in the Trustee business. He has expertise in business development, accounts, operations, auditing, taxation, and compliance across industries.

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, Rural Electrification Corp, and NHAI whilst in the Large Corporates, they have marquee Financial Services groups that include Edelweiss, IIFL, Indiabulls, Motilal Oswal, Centrum. 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.

The Power of Collective Ambition

The goal of the company is to be the 'Big Four' of Corporate Trustees. The corporate Trustee plays a key role in giving advice when a company raises resources in the form of Bonds & Debentures, Loans, Securitization, and AIFs. The Trustee helps them to structure it efficiently for all stakeholders involved. The Beacon's team has immense experience in banking & financial services that gives them a deep advantage



VITTHAL NAWANDHAR
CEO

PRATAP Singh NATHANI
CMD

over others when it comes to deal structuring in structured finance. The Board of Directors comprises industry luminaries who are the company's constant source of high standards of corporate governance.

"When we started the Trustee business our main competition was from old and large Bank-led Debenture Trustees, which have been promoted as subsidiaries of Banks and have ready-made captive business from their parent holding companies when their clients raise loans or debentures. We offered extremely superior turnaround times, response, and advice to our set of clients when they needed to raise debt capital from the markets, to be seen as a company who can bring value to the table in the form of right advice," says Pratapsingh.

The company ensures utmost prudence when meeting its responsibilities towards its clients. They continuously enhance the quality of their offerings.

Speaking about the success of the company he says, "Coming from the BFSI background, we have been involved in raising debt capital from the markets and quality of our service, the turnaround time and financial advice related to structured finance that is needed to be given to our clients. The management team has 100% 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."

Latest Trends in the Industry

Today, we are seeing that there have been 3 more licenses granted to new trustees. The regulator has become an extremely proactive regulator with sweeping changes being made to protect the interest of the investor fraternity and streamline the business of fundraising in capital markets. The regulator, SEBI, has reformed the Trustee business and is in 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.

"The industry is continuously evolving, and we are witnessing rapid changes in the way the regulator, SEBI, wants to enhance our role as a monitoring agency and widen the scope of the Trustee to other related financial products under their ambit. Technology will play a major role in the way we operate and interact with our clients and move from a physical to a digital domain, asserts Vitthal.

"As a strategy, we have seen to it that our customers get the best services in the form of advice when they raise capital from the market. This advice could be financial advice on the laws and regulations related to the way they have structured their Bond Issuance, clarity on Taxation, Compliance, and creation of proper security," he adds. The company plans to become an active player in GIFT IFSC.