



# YOUR BEACON OF TRUST

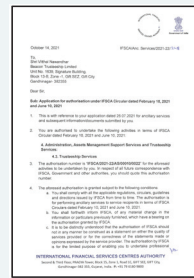
## India's First Trustee Company listed on NSE



SEBI License



ISO 27001 Certificate



GIFT IFSC License

Our Customer Centric tech enabled trustee solutions, integrity and resourcefulness help forge the long term relationship we cherish with our clients.

### PROMINENT LOCATIONS

- Mumbai
- Delhi
- Bengaluru
- Hyderabad
- Chennai
- Bhubaneswar
- Chandigarh
- Nagpur
- Pune
- Kolkata
- Gift IFSC
- Indore
- Kochi
- Lucknow
- Patna
- Jaipur
- Shimla
- Bhopal
- Ahmedabad
- Thiruvananthapuram

### REGISTERED CORPORATE OFFICE

★ 5W, 5th Floor, The Metropolitan, E-Block, Bandra Kurla Complex, Bandra (E), Mumbai 400051 ★

# India's First **Trustee** Company Listed on NSE



Issue Size  
**32.52 Crs**

IPO Collection  
**10,135 Crs**

Number of  
Applications  
**4,52,000**

Over  
Subscription  
**467**



Financial  
Institutions  
**40**

PE/VC Funds  
**10**

Banks  
**05**





# About Us



Promoted by a group of ex-Bankers, Beacon is governed by a senior board of Independent Directors and Advisors from reputed Institutions. Our team has collective experience of over 150 years in the Banking and Financial Markets. Beacon Trusteeship has been ranked amongst the Top 3 Debenture Trustee Companies by PRIME Database over the last 3 years

Beacon Trusteeship manages a cumulative Asset base of INR 9,66,000 Crs including INR 2,10,000 Crs of Assets under Alternative Investment Funds (AIFs). With the help of technology, a dedicated legal and compliance team for each of our products viz. Debenture Trusteeship, Security Trustee for Loans, Alternative Investment Funds, Securitization and Escrow, we are able to give advise to our transacting clients and Offer bespoke solutions as per our client's needs.

We are India's 1st tech-enabled Trustee platform to have built its own client-facing ERP System, a dedicated platform for Securitization & a Covenant Monitoring Tech Platform.

**Cumulative  
AUM over INR  
9,66,000 Crs  
across 2500+  
Transactions  
executed.**

## 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 a preferred trustee for our clients through operational excellence and international service quality



# Advisory Council



## Surinder Singh Kohli

Mentor & 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 Banker (CAIIB) has 30+ years stint in the Financial Services Industry and has held crucial positions 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.



## Satish Kalani

Mentor & Advisor

In a career spanning over 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 remains a trustee in many trusts of Tata Chemicals and is also a trustee in Keshav Shrusht's Uttan Krishi Sanshodhan Sanstha (UKSS). The team benefits from his advise on Legal and Tax related matters.

## Board of Directors

### Sanjay Sinha

Independent Director

Mr. Sinha is a veteran finance professional with a rich experience of over three 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.



### Sanjay Bhasin

Non-Independent Director

With more than three decades in Financial Services and a merchant for diverse business 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, focusing 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 three decades of experience in Investment Banking, Mr. Paulraj, a Chartered Accountant by qualification, specialises in raising capital for corporates. Having worked for almost two decades 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 Corporation of India (TFCI).



### Bhoomika Gupta

Independent Director

Mrs. Bhoomika Gupta, aged 43 years, is Independent Director of our Company. She has experience of 15 years in the field of accountancy and office administration. She has been appointed as Independent Director of the Company w.e.f. November 16, 2023. She serves as an Independent Director in the Boards of Airan Ltd (listed), QuadPro ITES Ltd (listed) and INDIFRA Ltd.





# Management Team



## Pratapsingh Nathani

### Chairman & Managing Director

Our Founder & Promoter, Mr. Pratapsingh Nathani, an ex-banker with over two decades in the Financial Services sector, has mapped the entire financial market's landscape during his successful stint beginning from Apple Finance distributing retail bonds / NCDs and FDs to individuals, raising debt for Public & State Level Undertakings via Non-SLR bonds and selling them to Provident Funds at Centrum & Darashaw. Later, he successfully set up the Loan Syndication Desk for JM Morgan Stanley (JM-MS). Post the JM-MS split, he continued with JM Financial on the Investment banking side and was involved in marquee transactions such as raising Leveraged Buyout Finance (LBO) for an Auto ancillary, raising Mergers & Acquisition (M&A) Finance for a large Indian telecom tower Company. His last stint was with ING Bank in India wherein he successfully set up a Debt Capital Markets (DCM) & Loan Syndications desk and led it until 2015 post which ventured onto his entrepreneurial journey with multiple startups including LoanXpress - fintech marketplace for SME loans, Kratos- a Fund Admin & Accounting Company, Codium - a BFSI Tech solutions company and Beacon Caps - an Investment Banking Boutique.

## Kaustubh Kulkarni

### Executive Director

With almost two decades of experience across Management Consulting in Financial & Operations Advisory, Research, Investment Banking & Debt Syndication, Mr. Kaustubh Kulkarni aka KK is a seasoned and versatile professional with a diversified & rich industry experience. By qualification, he is a Mechanical Engineer and holds a Post Graduate Diploma in Business Management. In his previous stint, he has successfully promoted a boutique Research and Consulting firm catering to various financial institutions and the 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

### Executive Director

Having worked for around two decades in the trusteeship industry, Mr. Jaydeep Bhattacharya has gained opulent experience in various facets of the trustee services along with business management verticals 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 members and 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 and its clients, and to devise, execute & optimize strategies to achieve them.

# 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.

## Debtenture / 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 a default

## Trustee to Alternative Investment Funds



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

## 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



## Securitization Trustee



- ✓ Acting as Trustee to DA of Loan Pools (Car, Truck, MFI, Housing, Retail, etc )
- ✓ Acting as 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 investors grievances
- ✓ Necessary corporate action and payout to investors on maturity

## Escrow & Monitoring Agency



- ✓ Structuring and advising on setup of Escrow Accounts
- ✓ Legal documentation for Escrow/ Nodal accounts
- ✓ Holding movable or immovable assets in Escrow
- ✓ Acting in accordance with the Escrow agreement
- ✓ 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 preapproved investment policy
- ✓ Implementing benefits application policy and recording approvals and maintaining
- ✓ Reporting and MIS

## 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

# Our Services



## 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



- ✓ Acting as safe keeping agent for the safe storage of your important documents
- ✓ Ease of PAN India execution
- ✓ 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 participant
- ✓ 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

## Software / Technology Escrow Services



- ✓ Providing safe keeping services for software escrow, source code escrow and technology escrow
- ✓ Protection, archiving and documentation of intellectual property, technology and works of authorship
- ✓ Single beneficiary or multiple beneficiary escrow account facility



# Our Edge



## OUR PROPRIETARY TECH

- ◆ **PROSEC - Securitization Platform**
- ◆ **BEACON 360 - An ERP Platform**

- ◆ **Investment Manager Platform**
- ◆ **Covenant Monitoring Platform**



Advice on diligence and transaction structure



Ensuring regulatory compliance



Guidance & assistance with other regulatory bodies

Supported by a tech development team that develops BFSI related solutions viz. ERP, Compliance & Covenant Monitoring Platforms to ensure the highest level of regulatory compliance for our clients :

## Our Robust Tie-Ups



Legal Counsel



Investment Advisor



Valuation Agencies



Rating Agencies



Document Storage



Chartered Accountant



Maharashtra Industrial Development corporation

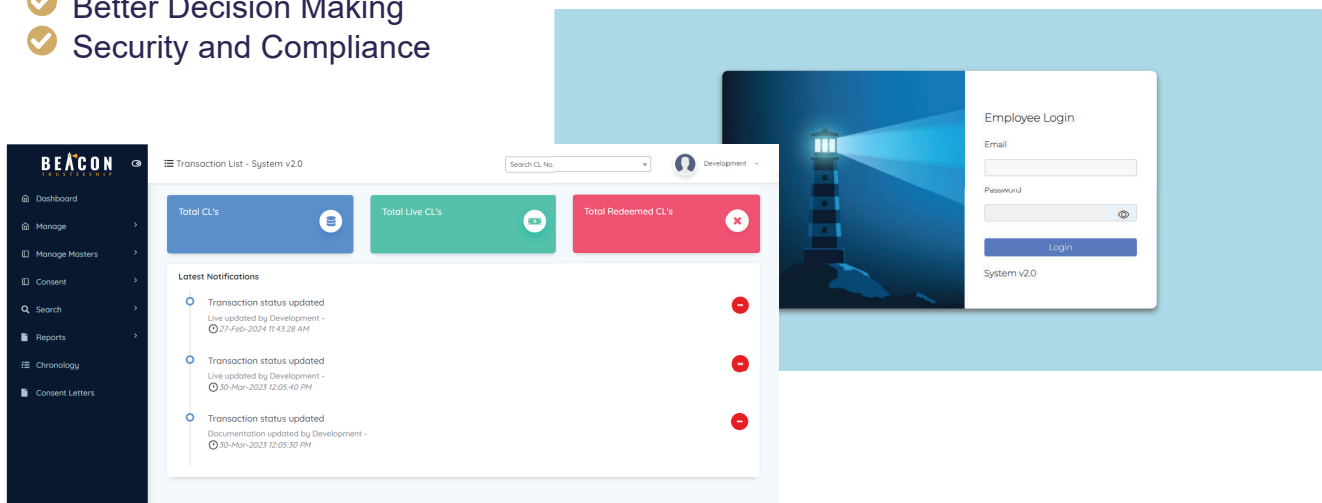


Company Secretaries

## Beacon 360 ERP Platform

Beacon 360 ERP Platform is an all-in-one enterprise resource planning solution designed to optimize business operations and enhance productivity. Tailored for businesses of all sizes, this platform integrates core processes into a single, streamlined system, providing a holistic view of your organization.

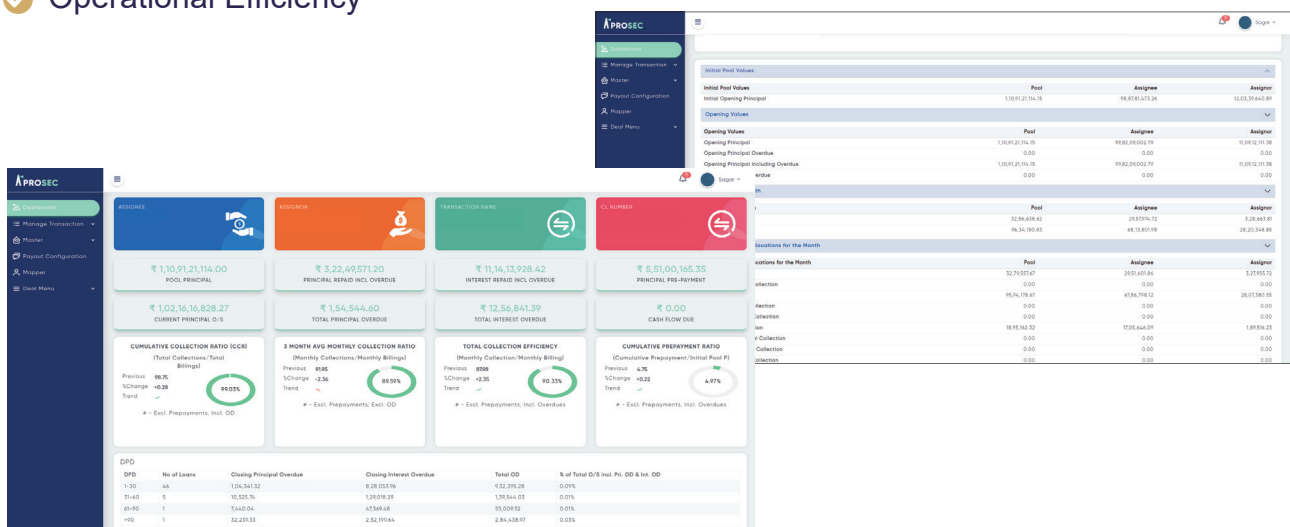
- ✓ Increased Efficiency
- ✓ Improved Visibility
- ✓ Cost Savings
- ✓ Better Decision Making
- ✓ Security and Compliance



## BEACON Prosec Securitization Platform

BEACON Prosec Securitization Platform is a cutting-edge technology solution designed to manage and optimize the complexities of securitization. This unique platform offers comprehensive tools to address emerging trends in securitization, providing unparalleled support for the entire securitization lifecycle.

- ✓ User-Friendly Interface
- ✓ Payout Report Processing
- ✓ Pool Performance Analysis
- ✓ DMS ( Document management system)
- ✓ Operational Efficiency

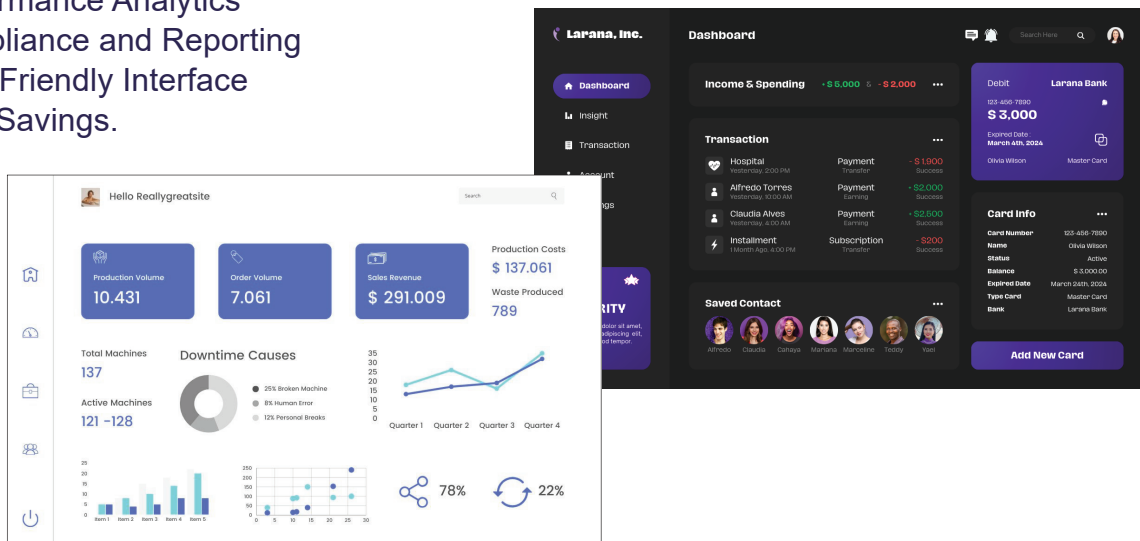




## Investment Manager Platform

Investment Manager Platform is a state-of-the-art solution designed to streamline the investment management process for financial institutions, asset managers, and individual investors. This platform offers a comprehensive suite of tools for portfolio management, performance tracking, and risk assessment, ensuring optimal investment strategies and outcomes

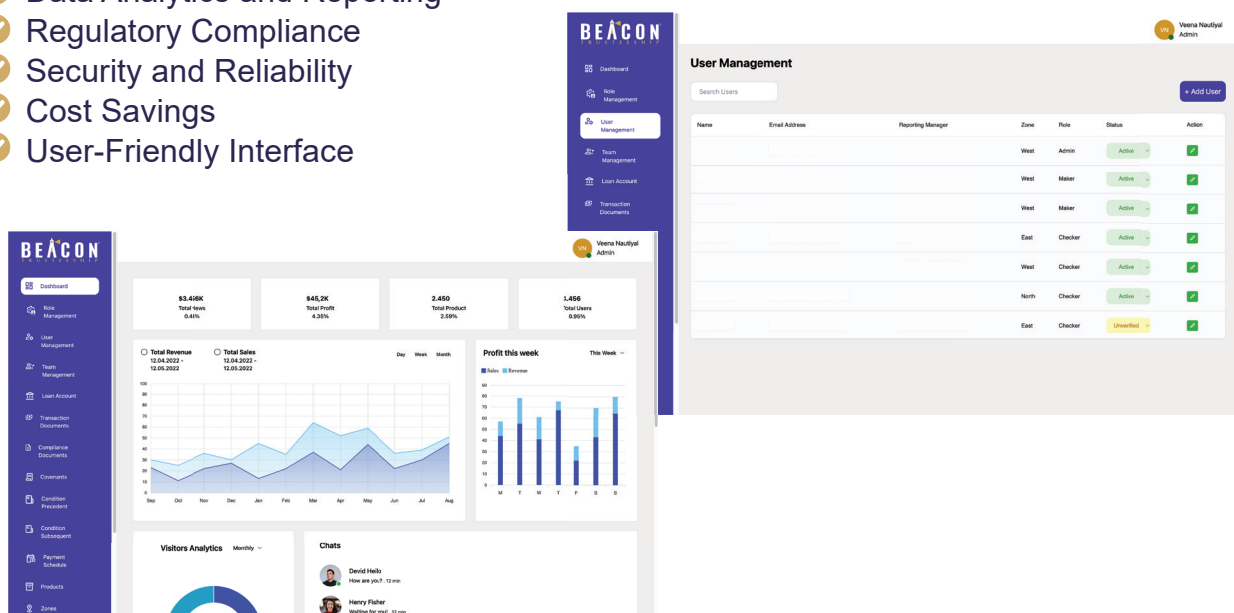
- ✓ Portfolio Management
- ✓ Performance Analytics
- ✓ Compliance and Reporting
- ✓ User-Friendly Interface
- ✓ Cost Savings.



## Covenant Monitoring Platform

Our Covenant Monitoring Platform is an advanced, comprehensive solution designed to streamline the monitoring and management of covenants in financial agreements. This platform empowers financial institutions, investors, and corporate entities to efficiently track, analyze, and report on covenant compliance, ensuring transparency and reducing risk.

- ✓ Data Analytics and Reporting
- ✓ Regulatory Compliance
- ✓ Security and Reliability
- ✓ Cost Savings
- ✓ User-Friendly Interface



# Our Milestones



Incorporation of  
Beacon Trusteeship

2015

Secured SEBI license and initiated  
listed/unlisted Debenture  
Trusteeship Assignment

2016

Commencement of  
Alternative Investment  
Fund Trusteeship

2017

Accomplished  
1000 transactions

2020

Opening of GIFT City  
Office & crossed the 1500  
transactions milestone

Ranked No.3 in Debenture  
Trustee by PRIME  
Database

2022

Beacon Trusteeship limited  
appointed as Bond trustee for  
various PSU's assignments

India's First Trustee  
Company Listed on NSE

2023

2024

# Our Strengths

## Technology Focused :

Backed by strong  
tech process

## Ownership :

Majority owned by  
Employee Shareholders  
with day to day decision  
making & skin in the  
game

## Uphold Legal Standards :

We offer our clients the  
best financial solutions  
in full compliance with  
all existing rules and  
regulations

## Confidentiality :

We are a neutral,  
impartial and maintain  
a high extent of  
confidentiality

## Quick Turn Around :

Quickest Turn around  
Service Standards

## Clientele :

Strong clientele along  
with major PSU /  
Banks / Corporates in  
the market

## Experience :

Experienced professional  
as Promoters, Directors  
and Employees with  
collective experience of  
150 years over two  
decades

## Fully Integrated :

A comprehensively  
integrated fiduciary  
trustee service  
offering



# Our Locations



We are Co-Ordinated, Committed & Connected

+ 91 95554 49955

contact@beacontrustee.co.in

www.beacontrustee.co.in

## BEACON<sup>®</sup> TRUSTEESHIP

- Debenture Trustee
- Security Trustee
- Securitization Trustee
- AIF Trustee
- Escrow & Monitoring Agency

## LOAN XPRESS

- Advisory for Corporate FIs & AIFs
- Working Capital Finance
- Structured Debt
- Trade Finance
- International Funding

## KRATOS

- Contributor Onboarding/Serviceing
- Fund Accounting
- Fund Administration
- Compliance Management
- Tax Compliance

## CODIUM TECH LABS

- ERP (Bond 360)
- Securitization DA (Prosec) Covenant Platform
- Investment Manager Platform

## BEACON<sup>®</sup> PAY

- Payroll Management
- Attendance Management
- Statutory Compliance (PF/Sf/GF/PT/ESIC)
- HR Management
- Requirement Services

## BEACON<sup>®</sup> Wealth

- Personal Investment Management
- Salary Management
- Claim Management
- Contingency Planning
- Will Planning

## BEACON<sup>®</sup> CAPS

- Private Equity
- IPO Advisory
- Valuation Services
- Business Restructuring

### Corporate Office :

5W, 5th Floor, The Metropolitan,  
E-Block, Bandra Kurla Complex,  
Bandra (E), Mumbai 400051