

SPOT *light*
Bytes *March 2026*

NEW BUSINESS

NEW BEGINNINGS

AAP KI ADALAT

FROM THE FOUNDER'S DESK

As we approach the close of the financial year, it is a moment to reflect on the progress we have made and the momentum we continue to build together.

FY2025-26 has been a defining year for Justo. Beyond numbers and mandates, it has been a year of strengthening our foundation as a listed organisation, deepening developer partnerships, expanding our mandate portfolio and reinforcing the discipline and governance that guide our growth.

Across our core markets of Pune and MMR, we have continued to build execution credibility through structured mandate strategies, stronger institutional relationships and focused market positioning. Each mandate added, each project delivered and each partnership strengthened reflects the collective effort of teams that believe in building long term value.

During the year, we also took a bold step with the acquihire of Hustlewin. This strategic move strengthens our mandate ecosystem and opens new opportunities to scale capabilities, partnerships and execution strength across markets.

More importantly, this year has reaffirmed a fundamental belief that sustainable growth comes from disciplined execution, transparent governance and an unwavering commitment to stakeholders.

As we look ahead, our focus remains clear. We will continue to responsibly strengthen our technology platforms and deepen our market presence, while upholding the standards expected of a publicly listed enterprise.

The opportunity ahead, is significant and so is our responsibility.

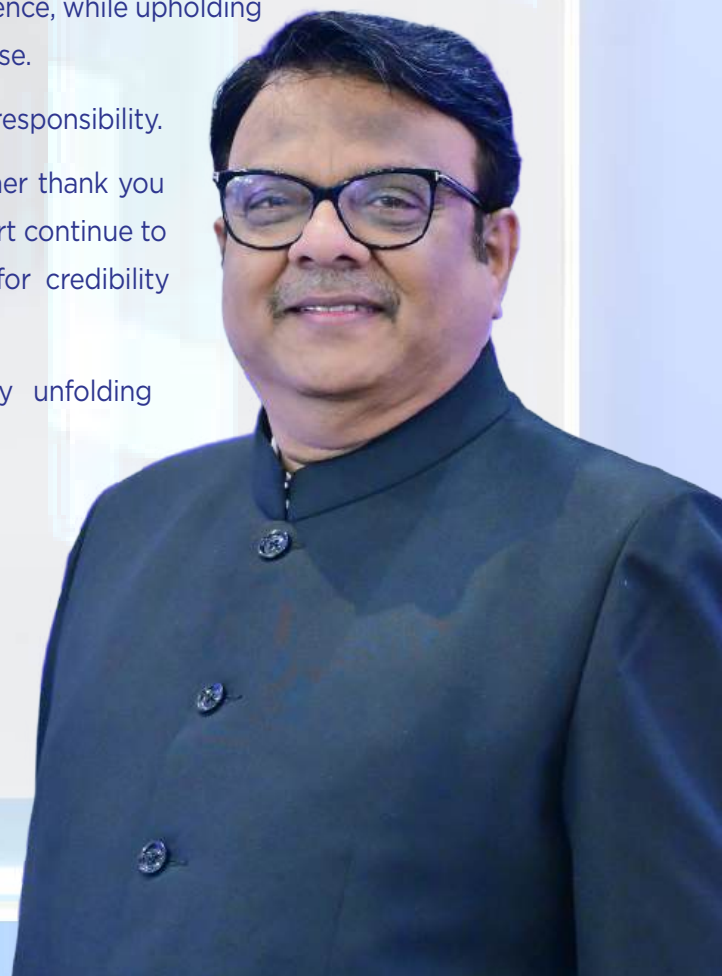
To every colleague, partner, investor and well-wisher thank you for being part of this journey. Your trust and support continue to inspire us to build an organisation that stands for credibility performance and long term value creation.

The next chapter of Justo's journey is already unfolding stronger, sharper and future ready.



Pushpamitra Das

CMD, Justo RealFintech Ltd.



NEW BUSINESS

The last two months have strengthened Justo's market presence with multiple marquee mandate wins across Mumbai and Pune. These new partnerships reinforce developer trust in Justo's ability to deliver scale, strategic velocity, and consistent sales success across key micro-markets.



Developer:
Esson Properties & Menlo
94 Units | 1,47,000 sq. ft.
Location: Bavdhan



Developer:
Chandrarang Group
108 Units | 2,60,000 sq. ft.
Location: Wakad



Developer: Abhinav Group
Project: Pebbles Magnolia
982 units | 681,550 sq. ft.
Location: Virar



Developer:
Menlo
Project: Menlo Park
Location: Hinjawadi



Developer: Paranjape
Project: Trident Business Park & Towers
Location: Wakad



Developer: Rahul Constructions CO
Project: Rahul ASTON Hinjawadi & Rahul Downtown Tathawade
Location: Hinjawadi



Developer: RM Group
Location: Wadgaonsheri



Developer: Rajwardhan & Urway Group • **Project:** Arkaay Towers Resi. • Arkaay Towers Comm.



Developer:
Royal Developers
Project: Royal Pristo



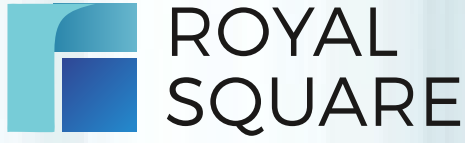
Developer:
Trio Developers
Project: Trio Alpha



Developer: Gaurav Group
Project: Gaurav Excellency, Gaurav Woods - Phase 2, Gaurav Enclave



Developer:
Akhand Developers
Project: Akhand



Developer: Royal Nisarg Ventures
Project: Royal Square Comm. | Royal Square Resi.

Developer: Mohid Constructions Co.
Project: Mahakali Hills



Developer: Sai Balaji Buildcon & Dhanveer Enterprises
Project: Balaji Estate Ph. 1, 2 & 3

Developer: VTB Realities
Project: VTB Crown

A Project By



M-RAMANUJAN
The Iconic Landmark of Baner

Developer: Malpani Estates
Project: Ramanujan

YUVAN
GROUP
We inspire the next

Developer: Yuvaan Group
Project: Stellar



Developer:
Merlin Bhingarwala Developers
Project: 18 East



Developer:
Sukhwani Ramchandani
Project: Minerva Sukhwani

NEW BEGINNINGS

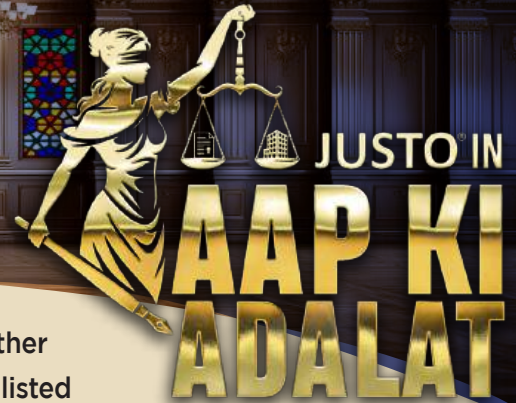
SPOT *light*



JUSTO'S NEW MUMBAI HEAD OFFICE

Justo began the New Year with a key milestone—the move into its new Mumbai Head Office, marking a fresh chapter in its journey as a listed organisation. More than a new address, the space reflects renewed energy, sharper alignment, and a clear focus on disciplined growth, collaboration, and future-ready execution.

JUSTO TOWNHALL 2025 10.11.25



Justo's first post-IPO Townhall, "Aap Ki Adalat," brought teams together for a candid conversation on what it means to operate as a listed organisation. Discussions focused on discipline, compliance, technology, consistent performance, and building an ownership-driven culture. The satirical "Aap Ki Adalat - The Justo Trial" encouraged reflection while reinforcing leadership expectations around accountability and cultural strength. The Townhall concluded with Rewards & Recognition, music, and camaraderie — marking a collective reset and renewed commitment to governance, alignment, and performance excellence.



SUCCESS METRICS

SPOT *light*

The past few months have marked significant business momentum for Justo, with multiple marquee mandate wins across key growth corridors in Mumbai and Pune. These wins are not just additions to our portfolio but strategic partnerships that reaffirm developer confidence in Justo's execution strength, disciplined sales approach, and ability to deliver consistent performance in dynamic market environments. By deepening our presence across high-demand residential and commercial micro-markets, we continue to build a resilient, future-ready mandate ecosystem that strengthens growth visibility and enhances long-term business value.

PARKLANE URBANJOY
2 & 3 BHK - SUS

We Aimed, We Strived,
We Achieved

CELEBRATING

100 BOOKINGS
at Parklane UrbanJoy
SUS-PUNE

A BIG THANK YOU
to our patrons, partners, and well-wishers for trusting us.

BORWAL DEVELOPERS | **JUSTO**

DOSTI GREENSCAPES

ANOTHER MILESTONE UNLOCKED

JUSTO
PROUDLY COMPLETES

100
BOOKINGS AT
DOSTI GREENSCAPES
HADAPSAR

THANK YOU FOR THE INCREDIBLE RESPONSE

Celestial by CHANDRANG WAKAD

ACCELERATED PERFORMANCE

Phase 1

150 CRORE SALES
Full Sold Out On Launch

At Wakad

CONGRATULATIONS TEAM JUSTO & THANK YOU CHANNEL PARTNERS

CHANDRANG WAKAD | **JUSTO**

axis
2, 3 & 4 BHK
Luxury Residences

WELL DONE TEAM JUSTO

50 BOOKINGS DONE

CONGRATULATIONS

PHARANDE SPACES | **JUSTO**

A BIG THANK YOU CHANNEL PARTNERS

150 BOOKINGS DONE

CONGRATULATIONS TEAM JUSTO

Merlin VENTANA BANER
OFF MUMBAI-PUNE HIGHWAY

Merlin

JUSTO

PUNE CHOOSES PHARANDE AGAIN

625 BOOKINGS DONE AT

PHARANDE SPACES

Total Bookings - 625
Area Sold - 7.65 Lakhs SQ. FT.

pune ville | **kairosa 2D**

axis

Special thanks to all channel partners

50 REGISTRATIONS COMPLETED & COUNTING...

A heartfelt thank you to every homebuyer who believed in our royal vision of bringing sophistication to life

2, 3 & 4 BHK Luxurious Homes Starting At ₹1.25* Crores

Pharanade Spaces | **Justo**

JUSTO IN THE NEWS

₹770 Cr Mandates Across Mumbai, Pune and MMR

Justo RealFintech Limited has strengthened its presence in Western India by securing multiple residential sales mandates across Mumbai, Pune, and MMR, with a combined inventory value nearing ₹770 crore. The expansion spans key suburban and emerging micro-markets, reinforcing the company’s mandate-led growth strategy and is expected to drive an estimated ₹20 crore in revenue over the coming quarters.



THE JUSTO NEWS

Hustlewin Acquire - Strategic Move to Strengthen Pune Execution Capabili

businessline

Justo acquires Hustlewin to strengthen Pune operations

Through this integration, Hustlewin's strong on-ground execution capabilities will be absorbed into Justo's established delivery framework



Hustlewin Acquire — Strategic Move to Strengthen Pune Execution Capabilities

Justo announced the strategic acquire of Pune-based execution platform Hustlewin, known for over 1,000 homes sold and ₹900+ crore in cumulative sales across key micro-markets. The integration strengthens Justo’s Pune footprint, adds seasoned execution talent, and enhances revenue visibility from FY27 with significant incremental mandate potential.

₹2,700 Crore New Mandates - Strong Post-Listing Business Momentum

Justo signed approximately ₹2,700 crore in new mandates during Q3, reinforcing strong post-listing momentum and developer confidence across residential and commercial assets in MMR and Pune. With total approved inventory now at approx ₹5,500 crore, the company gains clear execution visibility and a robust, well-balanced mandate pipeline.

THE JUSTO NEWS

₹2,700 Crore New Mandates - Strong Post-Listing Business Momentum



AWARDS & CONCLAVES

Shaping Industry Conversations & Driving Thought Leadership

Justo strengthened its industry leadership at the ET Realty & Beyond Summit, with Praveen Apte - Director, Sales Commercial sharing insights on the growing role of GCCs in driving Pune's real estate demand and long-term market potential. His participation reinforced Justo's credibility as a forward-looking platform shaping data-led, transparent, and predictable growth in the sector.

THE JUSTO NEWS

Shaping Industry Conversations & Driving Thought Leadership



Justo Realfintech Limited has been recognised as **ETRECA Property Consultant of the Year - Residential 2026** for the third consecutive year, reinforcing its consistent leadership in mandate-led real estate sales. The recognition underscores the company's strong execution, trusted developer partnerships, and sustained impact across key residential markets.

ETERCA Property Consultant of the Year - Residential



A Legacy Continued -
3 Consecutive Years



EXPANDING JUSTO'S LEADERSHIP TEAM

HUMAN RESOURCE



Manish Charatkar
Chief Human Resource Officer
(Mumbai)

MARKETING



Pushkar Deshmukh
Business Head - Creative
Services
(Mumbai Corporate Office)



Pranil Chavan
Assistant General Manager
Brand Management
(Mumbai Corporate Office)

**BUSINESS
DEVELOPMENT**



Pallavi S Modi
Assistant General Manager
Business Development
(Mumbai)

Sales Leadership



Pushendra Rathore
General Manager
Market Head
(Pune)



Nikhil Shelke
Assistant General Manager
Site Head
(Pune)



Vikas Rajinder Kumar
Assistant General Manager
Sourcing TL
(Pune)



Pooja Biswas
Assistant General Manager
Site Head
(Pune)



Rakesh Ashokrao Ghatge
Assistant General Manager
Site Head
(Pune)



Samrat Yenpure
Assistant General Manager
Site Head
(Pune)



Rameez Attarwala
Assistant General Manager
Site Head
(Pune)



Ameya Sawant
Assistant General Manager
Site Head
(Pune)



Nishant Malvankar
Assistant General Manager
Site Head
(Mumbai)

HUMANS OF JUSTO

Diwali at Justo: A Festival of Light, Culture, and Togetherness

Diwali at Justo was a vibrant celebration of culture and unity, with rangolis, diya painting, traditional attire, and festive décor across offices and sites. Beyond the lights and colours, it was the shared smiles, laughter, and sense of belonging that truly reflected the spirit of togetherness.



Christmas at Justo: Joy, Cheer, and Festive Moments

Christmas brought warmth and cheer through Secret Santa exchanges, games, decorations, and moments of light-hearted fun. The celebrations fostered bonding beyond work, reinforcing the spirit of kindness and unity across the Justo family.

Justo Premier League - Edition 2: Passion, Performance, and Team Spirit

JPL Edition 2 was a high-energy celebration of teamwork, passion, and camaraderie, with colleagues coming together as teammates and cheer squads. More than a tournament, it reinforced collaboration, resilience, and the power of unity that defines Justo.



CSR - JUSTO CARES

Diwali Celebration with Children Battling Cancer

This Diwali Justo spent time with children battling cancer in a joyful fiesta organised in collaboration with the **Konark Cancer Foundation**. The celebration brought festive cheer laughter and moments of happiness to young fighters and their families.

Beyond the festivities it was a reminder that while we build businesses we must also nurture compassion and hope in the communities around us. Through initiatives like these under **Justo Cares** the company remains committed to making a meaningful social impact.

Beyond celebration, it was a moment of empathy, humanity, and responsibility – reinforcing that while we build businesses, we must also build hope.



JUSTO[®]

advice . create . nurture .

Keep up with Justo's journey!

Follow us



Head Office

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— www.justo.co.in —