

# SPOT *light*

**Bytes** April - May 2026

# 2027



-  **NEW BUSINESS**
-  **DEFINING MOMENTS. DEFINING MOVES**
-  **INSIDE THE GROWTH ENGINE**

## THE FOUNDER'S DESK

As we step into FY 2026–27, the direction is clearer than ever. Real estate is moving into a phase where structure, execution, and accountability will define who leads — and who gets left behind.

**The launch of Chestertons India marks a defining milestone in this journey. By combining Chestertons' 220-year global advisory legacy with Justo's execution-led market expertise, we are building a stronger institutional and cross-border real estate platform for the future.**

Intent is no longer enough. The market is rewarding outcomes. Developers want partners who can deliver predictable sales velocity, faster cash flows, and execution systems that scale. This shift has been reshaping the industry for years. Justo has evolved alongside it — and, in many ways, helped accelerate it.

The past year reinforced what we have always believed: growth follows trust.

₹1,100+ crore in new mandates across Mumbai and Pune. A stronger, more executable inventory base. A closing run of ₹369 crore in March. Each milestone reflects the confidence the market continues to place in our model — and in our people.

But scale was never the goal. The goal is to build an organisation that can sustain it.

That means sharper systems and deeper capability. It means strengthening our platforms — Justo Verse, Justo Works, and Justo Pulse — so decisions get faster and visibility gets clearer. It means programs like ELEVATE 2026, designed to raise execution standards across every role. And it means leadership alignment that is honest about where we are, and ambitious about where we are going.

This is also why our new positioning — Built for Real Growth — matters. It is not a tagline. It is a statement of intent. A company designed not just to participate in growth, but to engineer it. Consistently. Predictably. At scale.

To every employee, developer partner, investor, and stakeholder who has shaped this journey — thank you. The momentum we have built is collective. The opportunity ahead is significant.

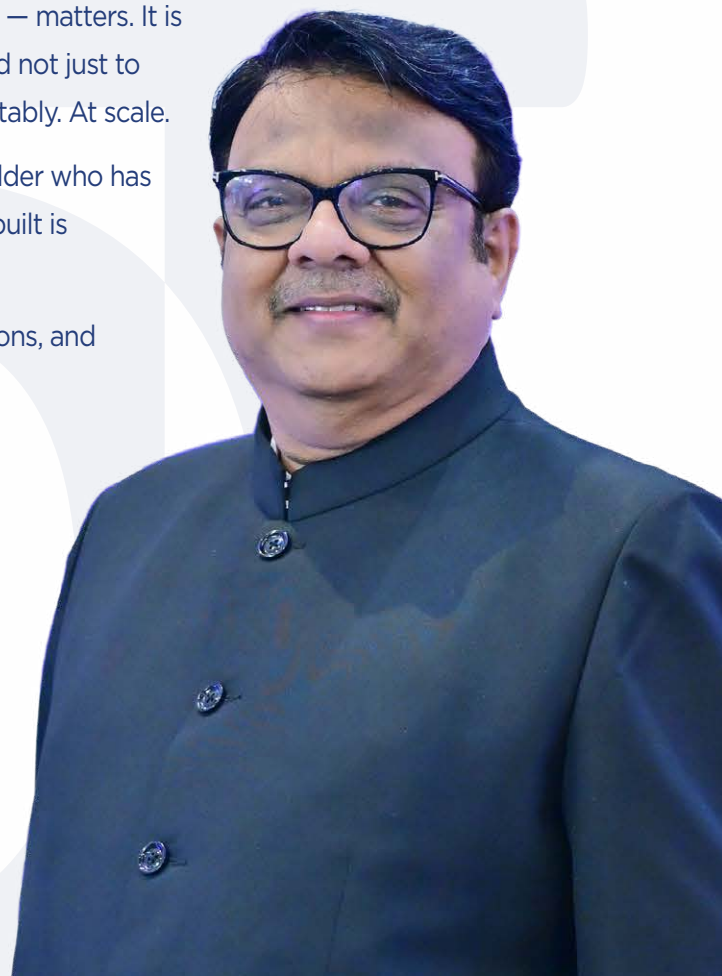
The next phase will demand sharper execution, faster decisions, and deeper collaboration than anything we have done before.

We are ready for it.



**Pushpamitra Das**

*Founder & CMD, Justo RealFintech Ltd.*



# Built for Real Growth — The Shift That Matters

New Brand Positioning > Built for Real Growth.

**JUSTO**<sup>®</sup>  
advice . create . nurture .



**JUSTO**<sup>™</sup>  
BUILT FOR *REAL* GROWTH

Advice. Create. Nurture. was built for a phase when the market needed to understand what we do and build trust in that process. As real estate became more organised and mandate led, expectations shifted to execution, speed and measurable results. That foundation is now established. The market knows who we are. What matters today is what we deliver. Justo has evolved alongside this shift into a growth engine that drives consistent outcomes for developers through disciplined and system led execution. **Built for Real Growth** is a natural articulation of this evolution, focused on predictable sales, faster cash flows and scalable performance.



Head Office: 3rd Floor, A Wing, Indira Business Center, Indira Park, Andheri East, Mumbai - 400048  
Regional Office: 70 & 71, Noida, Sector 18, Noida, Uttar Pradesh, India - 201301  
www.justo.com

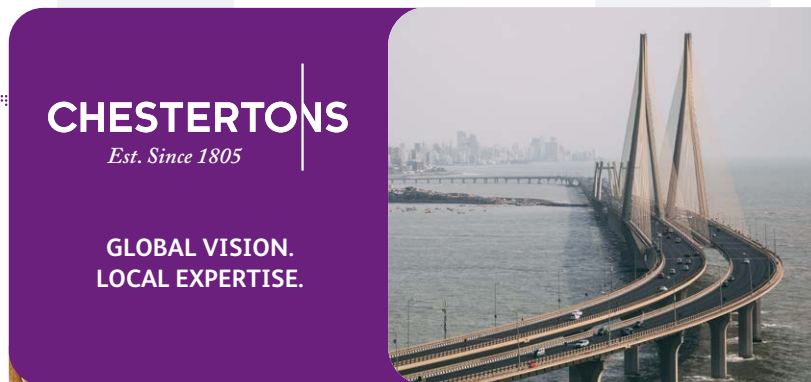
## 01 | CHESTERTONS GLOBAL

A Legacy Built Across Centuries

Founded in London in 1805, Chestertons today operates across 20+ countries with a network of 65+ offices, making it one of the world's oldest and most respected real estate advisory institutions. As a founding member of RICS, Chestertons has spent over 220 years shaping global real estate advisory standards across residential, commercial, capital markets, hospitality, and investment services. Its global network supports developers, investors, institutions, and occupiers through integrated advisory, market intelligence, and cross-border connectivity.

**"India is one of the most compelling real estate growth stories globally. In Justo, we have found a partner with strong local credibility and a disciplined approach to advisory."**

— Mohamed Mussa



## 02 | CHESTERTONS INDIA

The India Chapter Begins

Chestertons India marks the India entry of the Chestertons global network through a wholly owned subsidiary of Justo RealFintech Ltd., combining global advisory heritage with deep local execution capabilities. Structured as a strategic dual-brand expansion, Chestertons India strengthens the group's presence across premium residential, commercial, hospitality, leasing, capital markets, and cross-border advisory while enabling stronger international investor connectivity into Indian real estate markets. The launch reflects a long-term vision to bring institutional-grade advisory, global standards, and expanded service capabilities into India's rapidly evolving real estate ecosystem.



**"Chestertons India represents a significant strategic milestone in our journey. It expands our advisory capabilities, strengthens our global relevance, and allows us to create greater long-term value through a wider institutional and international platform."**

— Pushpamitra Das

## 03 | THE OFFICE INAUGURATION

A New Chapter Opens in Pune

The inauguration of Chestertons Global's Pune office formally marked the beginning of the Chestertons India journey, bringing together global legacy and Indian market ambition under one platform. The ceremony reflected the start of a new institutional chapter for the group, focused on expanding advisory capabilities, strengthening market presence, and creating deeper global connectivity for developers, investors, and partners across Indian real estate. Rooted in tradition and driven by long-term vision, the launch symbolised the integration of international standards with India's next phase of real estate growth.





**WE BEE-LIEVE  
WE CAN DO IT!**

# FOUNDATION DAY 2026

## LEADERSHIP WORKSHOP

### THE BUMBLEBEE MINDSET

#### Built to Defy Limits

Built around the theme “Be the Bumblebee,” Justo’s 7th Foundation Day Leadership Workshop focused on the next phase of growth through sharper execution, stronger alignment, and a more connected organisation. With FY27 aligned towards the company’s next growth milestone of ₹5,000 crore GMV, the sessions reinforced a clear message – growth is achieved through precision, persistence, alignment, and momentum.



#### ONE VISION. ONE SYSTEM.

#### Visibility Driving Execution

Led by the leadership team across finance, business, and people functions, a key focus of the workshop was building stronger alignment between finance, sales, and business development

through technology-led visibility and structured execution systems. New dashboard frameworks introduced by the finance leadership enabled real-time tracking across pipelines, financial performance, productivity, targets, and business development conversations—allowing teams to make faster decisions with greater clarity and accountability. Alongside this, the HR team outlined upcoming initiatives focused on rewards & recognition, leadership development, and continuous upskilling to build a more agile, execution-ready organisation prepared for scale.

### CELEBRATING THE PEOPLE WHO DRIVE GROWTH

#### FY26 Top Performers & Rising Stars

The Foundation Day celebrations also recognised the individuals and teams whose consistency, ownership, and impact shaped the year. From top performers to rising stars, the R&R segment reinforced Justo’s belief that growth accelerates when performance is recognised with visibility and purpose.



SPOT *light*

## ■ IN THE NEWS IN THE MARKET. IN MOTION ■



Where  
**Strategy.**  
Meets  
**Visibility**

Strong visibility across credible platforms. Clear narrative in the market. Over the past quarter, Justo has featured across leading publications including The Economic Times, Business Standard and industry platforms—covering IPO developments, market outlook, and sector insights. From pre-budget commentary and real estate trend analyses to capital market participation, Justo's presence reflects its growing relevance in the ecosystem. In addition, leadership visibility expanded through a featured conversation on **#TheHashtagShow**, bringing the Justo story to a wider audience.

# ₹1,100+ CRORE IN NEW MANDATES

T r u s t , S i g n e d a n d S e a l e d

Momentum backed by market confidence. With **₹1,100+ crore in new mandates across Mumbai and Pune**, Justo continues to scale its mandate-led model—strengthening

its executable inventory and reinforcing the industry shift towards structured, outcome-linked partnerships. This is not just growth in numbers. It is growth in trust.

■ ADDING TO OUR  
MANDATE PORTFOLIO ■



KOHINOOR

- Kohinoor •
- Ambegaon



- HQ1 •
- Koregaon Park Annex



KAKKAD  
GROUP  
TRANSFORMING LIVES



- 
- M-SOUL STRINGS
- M-Soul Strings •
  - Baner-Pashan Link Road

WESTGATE  
BUSINESS PARK

- Westgate Business Park •
- Wakad



South Field

- Datta Ashoka •
- Thane

- Mira Road •



RAVI GROUP



- Codename Golden Key •
- Andheri West

■ SUCCESS STORIES ■

PARKLANE URBANJOY PHASE II  
2 & 3 BHK - SUS

MahaRERA No. P52100026272  
MahaRERA No. PR1263032501780

**A Century of Joyful Beginnings**

Urbanjoy Marks a Milestone of

**100**

**REGISTRATIONS**

Thank you for being the force behind the joy.



SUS-PUNE

STRATEGIC PARTNER  
**JUSTO**  
advice . create . nurture .

EMPIRE SQUARE

Raising the Bar with Outshining Capabilities

**100**

**BOOKINGS AND GROWING**

**THANK YOU**  
for being a part of our success story.

Next To Auto Cluster, Chinchwad

STRATEGIC PARTNER  
**JUSTO**  
advice . create . nurture .



Next To Auto Cluster, Chinchwad

STRATEGIC PARTNER  
**JUSTO**  
advice . create . nurture .

The Embercrest WAKAD  
3 | 4 BED SIGNATURE APARTMENTS & DUPLEXES

**₹ 200 Cr.**

**SALES DONE**  
In 90 Days

CONGRATULATIONS TEAM JUSTO &  
THANK YOU CHANNEL PARTNERS

Celestial by CHANDRARANG

STRATEGIC PARTNER  
**JUSTO**  
advice . create . nurture .



Celestial by CHANDRARANG

STRATEGIC PARTNER  
**JUSTO**  
advice . create . nurture .

DOSTI FRIENDS FOR LIFE

A Proud Moment of Achievement

**JUSTO**  
CELEBRATES

**150**

BOOKINGS MILESTONE

AT  
DOSTI GREENSCAPES  
HADAPSAR

DELIVERING COMMITMENTS.  
CELEBRATING SUCCESS.

MahaRERA No. P51100077009

CONGRATULATIONS TEAM JUSTO

ON ACHIEVING

**₹ 369 Cr.**

**SALES IN A MONTH**

A New Benchmark Set..!!

**JUSTO**  
advice . create . nurture .

www.justo.co.in

EMPIRE SQUARE

A MOMENT TO CHERISH & CELEBRATE

**100**

REGISTRATIONS DONE

AT EMPIRE SQUARE

**THANK YOU**  
EVERYONE FOR THE SUPPORT.

2, 3 & 4 BHK Luxurious Homes Starting At ₹1.40 Crores

Next To Auto Cluster, Chinchwad

STRATEGIC PARTNER  
**JUSTO**  
advice . create . nurture .



Next To Auto Cluster, Chinchwad

STRATEGIC PARTNER  
**JUSTO**  
advice . create . nurture .

## INSIDE THE ENGINE

### Udaan 2.0

Growth  
Recognised  
Better



**Maverick**  
of the Month  
(Sourcing Managers)



**Striker**  
of the Month  
(Closing Managers)



**Titans**  
Best Site/Team



**Gladiator**  
(Team Lead - Sourcing)

At Justo, performance doesn't go unnoticed. It gets recognised consistently.

Udaan 2.0 brings a sharper, more structured recognition framework—celebrating consistency, leadership, and outcomes across every level of the organisation. From Mavericks and Strikers to Titans and Gladiators, every contribution that drives growth now has a clear stage. Because when performance is recognised, it compounds. And that momentum was visible—**March closed at ₹369 crore**, ending the year on a high and setting the benchmark for what lies ahead.

## ₹369 Crore Closing Strong

### Execution at Scale

A strong finish reflects a strong system.

Closing ₹369 crore in March was not an exception. It was the result of aligned teams, disciplined execution, and a model built to deliver outcomes at scale. It marks not just the end of a financial year, but the beginning of a higher benchmark for the next.

## ₹369 CRORE IN MARCH

STRONG FINISH. STRONGER TOMORROW.

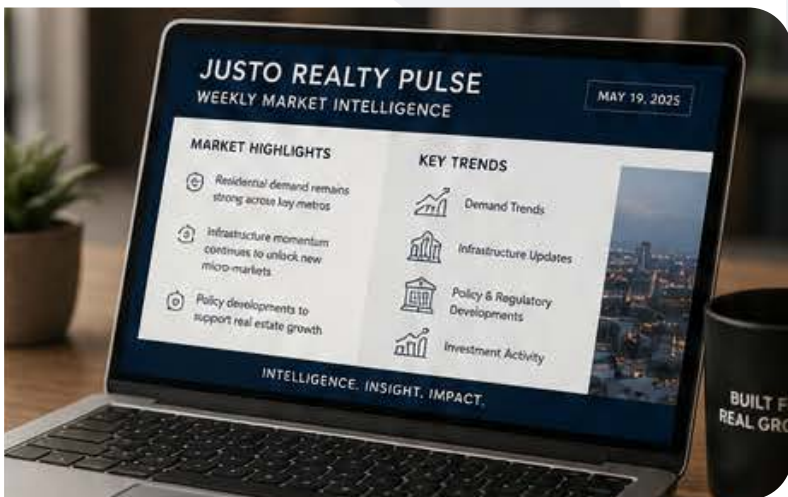


## Justo Realty Pulse Weekly Market Intelligence

### The Market in Motion

In a dynamic market, staying informed is a competitive advantage. Justo Realty Pulse is our weekly market intelligence update—shared with investors, clients, and partners to keep them aligned with the latest developments across real estate. From demand trends and infrastructure triggers to policy movements and investment activity, it brings together what matters most.

Because informed conversations lead to better decisions.



### ELEVATE 2026

At Justo, growth is built through capability, discipline, and execution. ELEVATE 2026 is our structured skilling and upskilling initiative designed to strengthen teams through practical, role-based learning aligned to real business outcomes. From improving execution excellence to enhancing everyday performance, the program reflects our larger philosophy — Built for Real Growth.

## ELEVATE 2026

BUILT FOR REAL GROWTH



# Building the Digital Operating System for Real Growth

Project Manthan is Justo's AI-enabled technology ecosystem designed to unify lead management, sales, sourcing, CRM, channel partner workflows, and business intelligence into one scalable operating platform built for speed, visibility, and execution.



## WHAT'S LIVE TODAY



Phase 1 & 2 of JustoLeads operational



Lead, pipeline & campaign management live



EOI Tech with Buyer, CP & Developer portals active



CTI, WhatsApp Bot, Payment Gateway & CIBIL integrations enabled



Real-time dashboards, workflows & reporting operational



## ACTIVE USERS



106

Active platform users



96

Logged-in users



89%

adoption rate achieved

### Built to scale across:



300+

Sales users



45+

Pre-Sales users



25+

CRM users



2,000+

Channel Partners



## WHAT'S NEXT

1



### Phase 3

Mobile-first Sales & CRM rollout

2



### Phase 4

Workflow automation & advanced integrations

3



### Phase 5

AI-powered productivity, predictive analytics & multilingual customer journeys



## KEY FEATURES



AI-led lead scoring & prioritisation



Automated sales & CRM workflows



CP onboarding & engagement management



Inventory, pricing & pipeline intelligence



Geo-tagging & productivity tracking



Workflow automation & reporting dashboards



AI engine for call analysis & smart communication generation



## BUSINESS IMPACT



30%

reduction in manual processes



Faster approvals & workflow visibility



Higher lead conversion through AI-led routing



Real-time sales tracking across hierarchy



Scalable operations without proportional headcount growth



## THE TEAM DRIVING MANTHAN

Project Manthan is being developed in collaboration with IndexNine, Justo's technology and product engineering partner, responsible for platform architecture, integrations, module development, and system enhancements.



The initiative is being driven under the leadership of:



**Ravi Bhaskaran**  
CTO



**Maninder Singh Marwah**  
Product Owner



**Amitavo Sinha**  
AVP, Founders office

alongside Justo's internal technology and operations teams.

LEADERSHIP PERSPECTIVE SHAPING THE NEXT PHASE OF GROWTH.

**Dinesh Dolar** CFO | BUSINESS —

FY 2026-27 will be focused on building a stronger, more scalable business foundation. As we continue expanding our mandate portfolio across key markets, the priority will remain on improving operational efficiency, strengthening cash-flow visibility, and driving sustainable profitability.

The goal is not just growth in numbers, but growth with discipline — where stronger execution translates into higher GMV, better margins, and long-term financial resilience.

**Satya Mahapatra** CMO | BRAND —

This year marks a defining shift in how Justo positions itself in the market. With Built for Real Growth as our new positioning, the focus is on strengthening Justo's identity as a growth engine for developers — built on execution, market intelligence, and measurable outcomes.

From communication and market presence to client experience and storytelling, FY 2026-27 will be about reinforcing our role as a tech-enabled real estate mandate company that helps projects accelerate sales velocity, improve visibility, and scale with greater predictability and discipline.

**Manish Charatkar** CHRO | PEOPLE —

As Justo continues to scale, our focus in FY 2026-27 will be on building a sharper, more agile, and future-ready organisation aligned to the evolving scale of the business. Being certified as a Great Place to Work for the second time is an important reflection of the culture we are continuing to strengthen across the company.

This year, the emphasis will be on skilling, capability building, leadership development, productivity enhancement and performance-led growth. As the business expands, the scaling of teams will also be approached with greater efficiency and structure, ensuring that people growth is aligned with business growth, operational productivity and measurable outcomes across functions.

**Ravi Bhaskaran** CTO | TECHNOLOGY —

FY 2026-27 will be a defining year in Justo's technology transformation journey, with the phased rollout of Project Manthan across the organisation. The vision is to build a fully integrated, AI-enabled operating ecosystem that brings together pre-sales, sourcing, sales, collections, CRM, and business intelligence into one connected workflow.

With multiple rollout phases already underway, the focus this year will be on improving operational efficiency, accelerating booking velocity, reducing process leakages, and creating a more measurable and data-driven sales environment. The next phase of growth will be powered by smarter automation, predictive intelligence, and AI-led workflows designed to make execution faster, sharper, and significantly more scalable across mandates and markets.

The next step is to move towards **AI-led processes and fully integrated digital workflows.**



# NEW JOINEES

## MARKETING



**Sanmesh  
Prakash Dalvi**

ASSISTANT GENERAL  
MANAGER

MUMBAI



**Swaroop  
Savairam Suthar**

ASSISTANT GENERAL  
MANAGER

MUMBAI

## SALES



**Abhik Nandy**

ASSISTANT GENERAL MANAGER  
MUMBAI



**Geetanjali Adak**

ASSISTANT GENERAL MANAGER  
MUMBAI



**Simeen Patel**

ASSISTANT GENERAL MANAGER  
MUMBAI



**Nimit Shobhnath  
Dubey**

DEPUTY GENERAL MANAGER  
MUMBAI



**Hitendra  
Arun Nashte**

SENIOR MANAGER  
NAVI MUMBAI



**Neha Motwani**

SENIOR MANAGER  
MUMBAI



**Pradnyadip  
Siddharth Wanjare**

SENIOR MANAGER  
NASHIK



**Vinay Ashok Saroj**

SENIOR MANAGER  
MUMBAI

# JUSTO™

BUILT FOR *REAL* GROWTH

**Keep up with Justo's journey!**

## **Head Office**

2nd Floor, A Wing, Indiana Business Center,  
Makwana Rd, Andheri East, Mumbai — 400059

## **Regional Office**

110 & 111, Nyati Emporium, Pune-Bengaluru Highway, Baner,  
Pune — 411045

Contact us: +91 98670 50544

—— **justo.co.in** ——

## **Follow us**

