

# Anish Gupta

Experienced Real Estate Advisory Professional with 12+ Years of experience in strategy consulting, valuations, and development projects

Experienced in working with government and private sector stakeholders on real estate and infrastructure assignments. Currently pursuing the AACI, P.App designation as a student member of the Appraisal Institute of Canada.

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Toronto, Canada

## SKILLS

Market Assessment & Feasibility Studies

Highest and Best Use Studies

Location Advisory

Benchmarking Assessment

Cross-Border Stakeholder Engagement

Business Plan Validation

Govt. & Infrastructure Advisory

Financial Modelling

Team Management

Leadership / Stakeholder Management

Real Estate Valuation

## WORK EXPERIENCE

### Manager

EY - Global Delivery Services India LLP

12/2022 - 07/2024

New Delhi, India

Strategy & Transactions - Valuation, Modelling & Economics - Real Estate

Achievements/Tasks

- **Worked closely with EY Real Estate Leadership across Germany, France, and Italy to support valuation and advisory engagements and other strategic initiatives across the RE sector**
- Team Lead of 12 people **across India & Poland** responsible for supporting the **Europe West Region for EY Practice Offices**.
- Led a fund modelling & business transformation exercise for one of the **largest government-owned housing associations in Germany**. Received a User / Client recognition award for outstanding performance.
- Actively involved in supporting on various valuation & advisory engagements. Well-versed with different valuation approaches under the RICS guidelines
- Instrumental in significantly growing the valuation business from the French geography within the first 5 months of joining. Received a spot award for outstanding performance on the same.
- Day-to-day responsibilities include service delivery/project reviews, resource management, team staffing, stakeholder management, billing, etc.

### General Manager

CBRE

05/2019 - 07/2022

New Delhi, India

Real Estate Consulting & Valuations | Fortune 500 ranking #122

Key Projects Undertaken

- **Advised public-sector clients including industrial park authorities, trade promotion agencies, and SEZ operators across multiple jurisdictions, contributing to policy-aligned feasibility and investment planning exercises.**
- Supported investor engagement and business outreach efforts with global entities, **including government-backed infrastructure developers and promotional bodies (JETRO in Japan, KOTRA in South Korea, CII & FICCI in India).**
- Key member the **redevelopment & monetization strategy** for twin prime land parcels located in central Delhi owned by **Railways - Government of India.**
- Led **valuation engagements for developers, private equity funds** and industrial players across **FMCG, F&B, Retail etc.** across India with a **focus on residential and commercial asset classes.**
- Led a **market study & demand assessment exercise** to **assess the feasibility of an IT/ITeS based SEZ** in Gurgaon promoted by one of the **largest Indian conglomerates.**
- Key member of an **investment outreach program** to monetize the **government owned industrial parks in UAE**, major activities included preparing **pitch documents / proposals** seeking a **development partner** from **leading industrial developers based in South East Asia, Europe and North America.**
- Key member a study to determine the **optimal manufacturing India entry strategy for the largest cosmetics player in South Korea.**
- Led the **feasibility and business plan validation exercise** to assess a proposed **mixed use (residential, retail & hospitality) development** for a **leading UK based retail & hospitality group.**
- Led a **location assessment exercise** for a **proposed commercial retail development in New Gurgaon** for one of the largest developers in India.

## WORK EXPERIENCE

### Senior Analyst

BRACK Capital Real Estate

03/2017 - 05/2019

Real Estate Asset Management

New Delhi, India

#### Key Activities Undertaken

- Managing project related stakeholders, equity partners, legal team, reviewing the project business plan, updating fund investor reports, getting bi-annual asset valuations conducted by IPC's & auditors, preparing periodic exit sensitivity & profitability analysis, preparing investor pitch documents for disposal of assets.
- Led the disposition exercise of ~ 420 acres of non-contiguous greenfield land on Mumbai-Pune Expressway.** Responsible for the entire cycle and was reporting directly to the CEO based out of Israel and the head of India operations.
- Key Activities included preparing pitches to **India's largest investor, developer & manager of Grade-A industrial & logistics real estate, one of India's largest school & college trust's** with a diverse portfolio of educational schools, colleges and institutions across India.
- Led the sales monitoring initiative for a ~ 280 acre plotted golf centric residential township.** Directly interacted with all clients and resolved issues related to project deliverable. Responsible for tracking the performance of channel partners and suggesting improvement areas. Involved in reviewing the monthly development costs at a project level and subsequent disbursements, monitoring collections against sold inventory and variances vis-a-vis the projected business plan, etc.
- Conducted the entire due diligence for raising an additional debt of ~ INR 30 Cr.** Worked in tandem with the one of the largest Indian state-funded infrastructure development firms and reviewed all legal documents related to availing and the subsequent disbursement of the loan.
- Key member of the team tasked with **preparing pitch documents, proposals aimed at divesting BRACK's Capital's India equity stake and or refinancing current debt obligations.** Major Activities included being involved in divestment discussions with leading private equity players, regional developers, UHNI's based out of UK and Punjab (location of fund's flagship asset).
- Reporting all developments on the **India equity and debt portfolio** (legal, regulatory, govt, customer / vendor related) directly to the CEO.

### Assistant Manager

Cushman & Wakefield

09/2014 - 02/2017

Real Estate Consulting & Valuation

New Delhi, India

#### Key Projects Undertaken

- Key member of **Transit-Oriented Development (TOD) advisory assignment for Lucknow City (India) Metro Phase 1; contributed to redevelopment strategies aligned with municipal goals and transport integration frameworks.**
- Led **valuation engagements for developers, private equity funds** and industrial players across **FMCG, F&B, Retail etc.** across India with a **focus on residential and commercial asset classes.**
- Key member a mandate for a **leading private equity fund group evaluating a construction financing opportunity** for a prime land parcel in the luxury housing space in Chennai.
- Assisted in preparing a white paper commissioned by a consortium of developers along with **CREDAI titled - A Glimpse of an Evolving Growth Vector: Sohna, South of Gurgaon.**
- Assisted in making RFP's for Govt. & Private sector mandates / pitches.

### Associate Consultant

EY India

06/2012 - 08/2014

Advisory Services | Industrial, Infrastructure & Consumer Durables

New Delhi, India

#### Key Projects Undertaken

- Led process reviews for a diverse mix of clients ranging from Infrastructure, Solar Energy, Healthcare, Life Sciences, and Pharmaceuticals. Scope of activities included conducting reviews & internal audits of processes such as Procurement to Pay (P2P), Order to Cash (OTC), Inventory Management, Payroll, HR, etc

## EDUCATION

### Post-Graduate Certificate in Real Property Valuation towards the AACI, P.App Designation

University of British Columbia - Sauder School of Business

01/2025 - Present

### MBA

ICFAI Business School (IBS)

2010 - 2012

Courses

- Finance

Hyderabad, India

### B.COM

Jai Hind College, University of Mumbai

2007 - 2010

Mumbai, India

Courses

- Business Management