

Hitendra Gupta

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EDUCATION	NATIONAL UNIVERSITY OF SINGAPORE (NUS) Master of Science, Real Estate (Graduated in top 10 th percentile)	Singapore June 2016
	N L DALMIA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH Master of Management Studies (Major in Finance) (Ranked amongst India's top 50 B-schools in 2013)	Mumbai, India May 2006

EXPERIENCE	KNIGHT FRANK Lead Consultant - Core Analytical Team	Mumbai, India February 2012 - July 2015
	<ul style="list-style-type: none">• Identified investment opportunities with IRR ranging 19% to 29% per annum in India's residential markets for institutions and high net worth investors• Delivered in-depth market insights of the Indian residential, office, retail and warehouse sectors based for institutional clients• Designed Knight Frank India's valuation model, adopted by the entire advisory department• Made recommendations to Securities Exchange Board of India on Indian REIT regulations• Analysed macro-economic changes and financial data to assess impact on prices and cap rate	
	CARE RATINGS (Second largest credit rating agency in India) Assistant Manager - Real Estate Debt Ratings	Mumbai, India October 2011 - January 2012
	<ul style="list-style-type: none">• Identified risk potential of a GBP343M Indian real estate entity which defaulted 18 months later	
	JAYPEE CAPITAL (Institutional sell side firm) Equity Research Analyst	Mumbai, India May 2010 - September 2011

	<ul style="list-style-type: none">• Led real estate research to cover top 8 listed real estate companies representing 80% of sector's market capitalization• Ranked 1st by Bloomberg among all analysts covering Anant Raj Industries for accurate pricing forecast• Played key role in roadshows and investor conferences and involved in discussions between institutional investors and management	
	SPA SECURITIES (Institutional sell side firm) Equity Research Analyst	Mumbai, India October 2007 - April 2010
	<ul style="list-style-type: none">• Led the materials (cement) sector and mid-cap stocks research• Led a 3-member team for initiating sector report on fertilizer & chemicals and steel pipes	

	FALCON BROKERAGE (Boutique investment firm) Equity Research Analyst	Mumbai, India July 2006 - July 2007
	<ul style="list-style-type: none">• Led research on real estate and mid-cap businesses which achieved 50-80% ROI from recommended value picks using bottom-up approach and proprietary valuation model• Designed a detailed valuation model to include layered capital structure, IRR and waterfall analysis for Mumbai's first 'Foreign Direct Investment' compliant real estate project	

CERTIFICATION	<ul style="list-style-type: none">• National Stock Exchange Certification in Financial Markets 'Core - Derivative Module'• Obtained certification for Association of Mutual Funds in India 'Advisory Module'• CFA Level 1 candidate (December 2016)	
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EXTRA CURRICULAR	<ul style="list-style-type: none">• Scuba School International 'Open Water Diver' certified• Half-marathoner, biker and trekking enthusiast	
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