



## **Kunal Chheda, Founder, AWAS Group**

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Kunal Chheda has more than 20 years of experience in the financial services and real estate industry. He is the Founder of AWAS Group, one of the largest and most organized players in the FSI industry in Mumbai.

Kunal has immense experience in Real Estate Development, Strategic Consulting, Land-FSI Transaction Advisory and Policy Advocacy initiatives. He started AWAS Group in January 2022 with an aim of bringing much needed transparency and accountability in the FSI industry, which is one of the most important raw material for ensuring viability of real estate development projects in Mumbai.

During the last 2 years at AWAS Group, he has aided in generation of Additional/Incentive-FSI (AI-FSI) admeasuring more than 75,000 sq. mtrs across the city of Mumbai and worked together with partners/clients in order to revive stuck development projects, kick-start their construction activities and thereby ensuring handover of approx. 1,600 houses to customers i.e. end-users and/or planning authorities. His initiatives have aided in fulfilling the twin objectives of Pradhan Mantri AWAS Yojana (PMAY) and Slum-free Mumbai in a big way.

AWAS Group is also associated with few large real estate consulting companies like ANAROCK Capital and The Guardians Real Estate Advisory in advisory capacity and works together with them to serve their clients in relation to their AI-FSI related requirements.

His professional journey includes tenures at esteemed real estate organizations such as Wadhwa Group in the capacity as Chief Operating Officer and P&L Head for 4 projects, Bombay Realty (Wadia Group), Omkar Realtors, Urban Infrastructure Venture Capital, CitiBank and Magnum Equity Broking to name a few.



An eminent name in the industry, Kunal has crafted end-to-end real estate solutions and executed large-scale complex transactions focused on long-term growth and maximization of project's intrinsic value.

Kunal has done his Master of Business Administration in Finance with specialization in Investment Banking from SP Jain Center of Management, Master of Commerce in Management from Mumbai University and also completed Leadership program for senior executives from Harvard University and Indian School of Business. He was a visiting faculty at Narsee Monjee Institute of Management Studies and taught aspiring students pursuing Masters degree in Real Estate.

He is also an active member at National Real Estate Development Council (NAREDCO) and Practicing Engineers, Architects and Town Planners Association of India (PEATA India) and part of their Executive/Managing Committee and also a speaker at numerous real estate forums and conferences. He played a vital role in representing before the civil aviation authorities for the grant of additional building heights for projects in South-Central Mumbai on behalf of the real estate associations.

