

Monthly Newsletter | January 2023

Dear Colleague,

I hope you got some rest and downtime in December and have had a strong start to 2023.

A key focus for the Middle East Chapter Board this month is working on the fantastic line-up of events for 2023 which we will soon publish, so please stay tuned!

I look forward to seeing you at our kick-off event at Topgolf Dubai next week - it will be a great opportunity to re-connect with industry colleagues.

As we announced in our December Newsletter, we hit a record high of 100 members in the ME chapter in 2022 - a fantastic achievement we are very proud of. Thank you to our members that have renewed their membership for the forthcoming year and I highly encourage anyone who hasn't, to do so ASAP to continue enjoying member benefits.

If you are travelling outside of the region this year, take the opportunity to coincide your trip with the Asia Summit in March in Singapore. Fortunately the 2023 EMEA Summit is right here in Dubai so again, make plans to attend in September.

Sarah Aoun
Chapter Chair



Upcoming Events

25 January 2023
New Year Event - Topgolf
Dubai
[Register](#)

14-16 March 2023
Asia Summit
Singapore
[Register](#)

12-14 September 2023
EMEA Summit
Dubai
[Save The Date](#)

Event Spotlight

Teeing off the Year at Topgolf



Super excited for our first year of the year! A fun social evening at **Topgolf Dubai** where you can test out your Topgolf skills. No experience needed as Topgolf is everyone's game. The evening round-up to include golf - of course; relaxed food and drink and recognition for the Heriot-Watt best dissertation winner 2022, most engaged Middle East member and our highest achieving golfers on the night. Spaces are filling up fast so if you plan to join us, [register now to avoid disappointment](#).

Heriot-Watt University Dubai Best Dissertation Winner 22

The CoreNet Global Middle East Chapter has been the **proud Sponsor** of the **annual prize** for the **best dissertation** on the **MSc Real Estate** programme for many years. This year we are pleased to announce that the winner of this prestigious award is **Ben Rumsey**. **Well done Ben!** Ben's dissertation examined the **key drivers of Sustainable Commercial Real Estate (SCRE)** for financial institutions in the UAE. Based on qualitative interviews with senior participants from institutional investment, asset management, and lending organisations, the findings of his work suggest that the key drivers in the UAE predominately relate to the 'property' and 'corporate' level with company ESG mandates, corporate image, and favorable financing terms identified as the most significant drivers. The results also indicate that key drivers recognised by research in developed markets (such as rental premiums, and reduced operating costs), do not transpose to the UAE, because of the emergent nature of the real estate sector.

[Ben Rumsey | LinkedIn](#)





PODCASTS

CoreNet Global's **What's Next?** is a **podcast channel** designed to put YOU, our members, on the front line of building community through conversations and thought-provoking commentary. **SPEAK. SPARK. SHARE.** There's a lot rolling around in that brain - why not share it? Be a naysayer, changemaker, rainbow chaser or sage and let us know what's on your mind that could benefit other members. Be a credible source of information and insights for the CRE profession.

Submit



CRE WEEK

Corporate Real Estate Week 2023 will take place between the **17-21 April 2023** and will celebrate the strategic role that the CRE profession plays within the corporate infrastructure. CRE Week is also an opportunity to inform the global business community about how the work of CRE professionals shapes the workplace, employee wellness and safety, new technologies for the built environment, and the interplay of urban planning and corporate site location decisions.

Learn More



FREE TRIAL

The **free 30-Day Trial Membership** is back. **Why don't you TRY it?** For 30 days you will enjoy all the benefits you would have access to as a paid member including: Your own copy of **The Essential Guide to Corporate Real Estate**; Special member discounts for events; Exclusive curated content via our app, the Source; Access to the Member Directory to connect with your peers, and so much more! to Make 2023 the year you amplify your corporate real estate career.

Learn More

Sponsor Spotlight

ShawContract®

Meet **Shaw Contract**, our newest **Sponsor**. Shaw designs and manufactures carpet and resilient products that give foundation to spaces and support to the people within them. Their human-centred approach to service naturally combines with the goal to make a Smarter Impact for their clients in all they do. With offices in London, Paris, Oosterhout and Dubai, and a manufacturing base in Scotland, they are globally headquartered in Cartersville, Georgia, at the award winning Create Centre, with associates and operations all over the world.

Interested to join the prestigious line-up of sponsors? Email Sponsorship Chairs [Jack Cone](#) or [Sharon Withe](#).

New Member Spotlight



Meet our new Student Member **Gizem Celik**. Gizem has recently moved to Dubai to study for a **M.Sc. Real Estate** at the **Heriot-Watt University Dubai**. She has a background in business and economics but was always intrigued to learn more about the real estate hence enrolling at Heriot Watt. As well as studying full-time, she works as an **intern in commercial valuations** at **Knight Frank**, and is gaining valuable work experience in the UAE market. Gizem is excited to be part of the CoreNet Global network and looks forward to meeting other members soon!

[Gizem Celik | LinkedIn](#)

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