

## Monthly Newsletter | September 2023

Dear Members & Colleagues,

Lots to update you on! To begin, I am looking forward to seeing you at the **breakfast event this week**. Its been a while with our summer break but it will be good to be back and with a great topic and speaker to tell us more about the **Data Centre Boom** across the region. If you havent already registered, do so now as there are only a handful of spaces left.

Staying on the subject of events, many of you will have recently attended the **East Meets West Global Summit** held earlier this month here in Dubai. It was the first time the EMEA Global Summit has taken place outside of Europe and what better place to stage a fantastic gathering of CRE leaders from the around the world - a real testimony to the success of our Chapter. Check out our Board in attendance.



Lastly, this month we say goodbye from the Board to two fantastic long standing Board Members **Richa Singh** and **Martin Harris**. Read more below. Without doubt they have worked tirelessly over many years to contribute to the success of our wonderful Chapter. Thank you for all of the Team!



## Upcoming Events

**27 September 2023**

Data Centres in the Gulf

Dubai

[Register](#)

**25 October 2023**

FLEX in MEA

Dubai

[Register](#)

**8 November**

Event in conjunction with Dubai Design Week

Dubai

[Save the Date](#)

## Event Spotlight



We are excited for this month's breakfast event **Wednesday 27 September** at **The Executive Centre Dubai** during which our guest speaker will explore the very timely topic of the **Data Centre Boom** across the region. Leading the discussion is **Henry Sutton, Founder** of the **Gulf Data Centre Association (GDCA)** headquartered in Bahrain. Henry will take us through the market growth during 2023 and the outlook for 2024 looking specifically at the primary drivers and unique factors behind this growth in the GCC market, he'll analyze potential future trends and opportunities as well as highlighting key players and investments in the region's data centre industry.

[Register Today](#)

## Richa & Martin stepping down!

This month we see the departure from the Chapter Board of two very long standing contributors to the development of the Middle East Chapter. **Richa Singh** joined the Board in 2017 and during her 6 year tenure has held some key roles including heading up the development of programmes and events, liaison with Universities, the planning of the 2021 Corporate Real Estate Innovation Forum and also served two years in the position of Chapter Chair! Current Chair **Sarah Aoun Balesh** said *'The chapter was very lucky to have such an inspiring female professional as part of the Chapter Leadership Team. Over the years, Richa has been integral to our success. We wish her the best of luck as she moves on and prospers in her new world of executive coaching'*. **Martin Harris** has served on the Board since 2017 also in a variety of roles including Universities Liaison as well as presenting to students at Heriot Watt Dubai, supporting the programme development for the Corporate Real Estate Innovation Forum in 2021 and many other special projects undertaken by the Chapter. Again, addressing Martin leaving, Sarah Aoun commented

that ‘Martin’s association with the Chapter goes back to more than 6 years. He has been key to the chapter’s strategic progression and stability. We are grateful for his dedication over the years and wish him the best’. **Bon Voyage Richa and Martin and stay in touch!**



INDUSTRY NEWS

Dubai, Abu Dhabi real estate surges as global millionaires flock to UAE’s property market. The UAE property market is bracing for record-breaking year as investor interest for mid-market and top-end real estate surges. The growth of Abu Dhabi and Dubai’s residential property markets have surpassed expectations during the first half of the year, a spokesperson from real estate consultancy CBRE told Arabian Business. “We expected demand to actually slightly adjust.....

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FLEX in MEA

This October 25th, we are joined at our monthly breakfast event by **Jihane Bazi**, JLL’s MEA Lead for Flex. Jihane will discuss the demand, supply and Flex opportunities for everyone. Flex in CRE can mean many things: from co-working spaces to new ways for landlords & occupiers to look at contracts. What is clear is that a flexible approach to commercial office space is the future. This session will look at current Global trends and opportunities across the flex topic in key markets in MEA.

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[New Member Spotlight](#)

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A warm welcome to new member **Mark Malone**! Mark is a Senior Surveyor in the Transaction Services Team of Savills, based in Dubai and provides advisory and brokerage services for corporate office occupier clients. He relocated to Dubai earlier this year to work and live, and is a new member of the Savills Corporate Services Team. He has extensive experience acting on behalf of both landlord and tenant in property transactions having worked at Cushman & Wakefield, a regional REIT and The EDI Group.

[Mark Malone | LinkedIn](#)



Also joining from Savills Dubai is **Archana Mahajan**, Director of Account Development responsible for the the business development and account management function for 13 locations in the Middle East. With more than 20 years experience in CRM and business development Archana applies her extensive knowledge and experience to meet the objectives of both international and domestic clients. Archana has also worked for Savills India, British Airways, Cushman & Wakefield and Colliers International. Welcome Archana!

[Archana Mahajan | LinkedIn](#)

If you have ideas for 'raising the bar' at the Middle East Chapter please feel free to reach out to us!

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