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FutureBrand to release third annual Gulf Real Estate Study during Cityscape 2007 Comprehensive study examines forces, trends, developer rankings and branding for success in the real estate category

FutureBrand, a premier global brand consultancy firm with offices in 20 cities around the world, has announced that it will be releasing its third annual Gulf Real Estate Study (GRES) during Cityscape Dubai which will run from 16-18 October 2007. This study will provide a comprehensive industry overview examining the forces, trends, developer rankings and branding importance in the regional real estate market.

This year's GRES, which also includes industry news and trends, and 'mystery shopper' research findings, is the most comprehensive study produced by Future Brand to-date. Compiling proprietary qualitative and quantitative research data, the study includes valuable industry research that provides unique insights into Gulf real estate development, and reveals the preferences of homebuyers and development professionals. "Our study is an invaluable reference for the real estate industry , especially in this region where total development projects in the UAE, planned and underway, increased by 79 per cent between 2006 and 2007. The comprehensive information contained in GRES will become essential for anyone interested in predicting the opportunities and direction of the Gulf real estate sector and the role of marketing and branding can play." said Rina Plapler, Executive Director at FutureBrand.

GRES 2007 also considers industry concerns from the perspective of the developers and governments, addressing topical issues such as rising inflation and costs of living, increased attention to the environment and sustainability, the proliferation of luxury, and the correlation between branding and real estate.

The Real Estate Division of Istithmar a member of Dubai World, has sponsored the Study, while AME Info and Cityscape Marketing Intelligence are both profiling GRES.

DIRC keen to capitalize on the diversity of its offerings at Cityscape Dubai 2007

Dubai Investments Real Estate Company (DIRC), the real estate arm of Dubai Investments PJSC, is gearing up for Cityscape Dubai 2007, the largest business-to-business real estate investment and development event in the world, which will be held from October 16-18 at the Dubai International Exhibition Centre. The DIRC stand at the exhibition is expected to draw a significant number of potential investors, as the company is offering for sale a diverse range of properties including residential developments, a warehouse complex and office spaces.

Obaid Al Salami, General Manager, Dubai Investments Real Estate Company, said: " Our participation in "Cityscape Dubai" will be an ideal opportunity for us to interact with a multitude of potential investors who are keen on exploring viable investment opportunities in Dubai's evergrowing real estate sector. The diversity and quality of our offerings makes us better positioned to reach out to a greater number of investors, and we are looking to make the most of the prominence and global appeal of Cityscape."

"As a leading real estate developer, DIRC has been studying market requirements thoroughly, and accordingly we have been launching projects to meet specific market demands. In the near future we will also be launching a major property development project outside Dubai," added Al Salami. Among the major projects that DIRC will be showcasing at Cityscape Dubai are, 'Ritaj', the first residential project of the company; a state-of-the-art warehouse complex which also offers office space; and an office development comprising a cluster of seven office buildings.

DIRC recently announced its strategic partnership with Al Qudra Sports to provide total solutions for installation and establishment of sports facilities, and their first project will be Dubai Premier Club, a country-side luxury facility built on an area of more than 33,000 sq meters. In addition, a ladies sports club is also planned in Al Ain.



"As a rapidly expanding real estate company we are focused on setting new standards with the level of services we offer and the range of projects we have in our portfolio, and we are confident that our residential projects, warehouse complex and the office development will create substantial interest among visitors at Cityscape Dubai 2007," concluded Al Salami.

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Industry's major players focusing on Indian Oil & Gas



(Mumbai & London) – India's prominence as one of the world's key emerging energy markets is drawing many of the upstream industry's leading players to participate in the region's only truly technical conference and exhibition.

The inaugural 2008 SPE Indian Oil & Gas event will be attended by many of the E&P sector's foremost individuals and companies from both within India and around the world, all keen to play their parts in the future of a country that boasts the world's largest gas reserves and the eight largest proven oil reserves.

Key companies already confirmed to participate include India's state-owned major Oil & Natural Gas Corp. (ONGC), the country's largest privately-owned oil operator Reliance Industries, and the Hindustan Petroleum Corp., as well as the government's Directorate General of Hydrocarbons. Also taking part with technical presentations will be international majors and contractors including BP, Shell, BG Group, Cairn Energy, Saudi Aramco, MOL, Abu Dhabi Co., Weatherford, Schlumberger, Halliburton Baker Hughes, INTEQ, Japan Drilling Company, GlobalSantaFe, PT Medco E&P Indonesia and BJ Services. Many of the above will also be taking part in the accompanying exhibition, as well as other players including Deloitte, NOV, Welltec, Premier Oil Field Rentals, Newpoint Gas Services and Centerprise Tech.

The launch event will be held in Mumbai from 4-6th March 2008, with the biennial show being organised by the longestablished partnership between the Society of Petroleum Engineers (SPE) and Reed Exhibitions, who already work together on other established oil and gas events including Offshore Europe in Aberdeen, Intelligent Energy in Amsterdam, and Russian Oil & Gas in Moscow.

ONGC Chief Highlights India's 'Emerging Opportunities'

Mr N K Mitra, Director (Offshore) of ONGC is Chairman of the event's Technical Programme Committee, which has lined up a series of presentations under the conference's overall theme 'The Changing Land scape: Emerging Opportunities in the Indian *E&P Industry'*. Mr Mitra commented: "The programme includes an outstanding Plenary Session analysing and discussing India's emerging opportunities within the **E&P** sector, as well as technical sessions focusing on Brownfield Development, Reservoir Management, Drilling, Deep water Exploration and Production, IOR/ EOR, HSE, HR/Training and Non-Conventional Resources. These will all address the technology challenges now facing the Indian oil and gas industry and explore the technological advances needed to meet this country's increasing demands for energy."

A Call for Papers issued in July has been extremely successful, with the conference programme soon to be available for viewing on the event website at www.indianoilgas.org.

Lesley-Ann Sandbach, on behalf of joint organizers Reed Exhibitions, added: "The unique technical quality and content of this conference and exhibition will provide a superb environment for senior executives, engineers and industry professionals to debate and invest in technology transfer and solutions. The opportunity for knowledge exchange and group networking will bring national and international E&P companies focused on the Indian market to one place at one time in Mumbai."

The event will be held at Mumbai's Bandra Kurla Complex, MMRDA Ground.



Landmark Hotel Group launches new 4-star deluxe hotel project in Abu Dhabi

Also poised to open premium serviced apartment as expansion program across the region intensifies

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Rakeen to showcase AED 1.2 billion Bab Al Bahr luxury resort at Cityscape 2007 Key features of project include freehold apartments, deluxe hotel, commercial facilities and full range of recreational amenities



Rakeen, one of the region's most dynamic project development companies, has announced that it will present its AED 1.2 billion Bab Al Bahr resort at Cityscape 2007, the largest business-tobusiness real estate investment and development event in

the world, being held at the Dubai International Exhibition Centre from October 16-18, 2007.

Cityscape will serve as an excellent venue to promote the resort's integrated development concept, which offers residents luxurious residential and recreational amenities side by side with world-class commercial facilities. The extensive resort project, which is located on Ras Al Khaimah's Al Marjan Island, will be prominently displayed during the event, providing instant access to high profile investors and real estate buyers.



"Our clients range from families, investors, businessmen to prominent individuals; there is something for everybody from all walks of life, which is exactly the message we aim to deliver during our participation at Cityscape . Our marketing initiatives have already created a strong impact and many prospective investors and buyers are now looking forward to learn more about Bab Al Bahr during the exhibition," said Wahid Attalla, CEO, Spectrum Consultants, Project Managers of Bab Al Bahr.

Bab Al Bahr is the inaugural development project on the Al Marjan Island, Rakeen's man-made coral-shaped atoll that extends four kilometres into the Arabian Gulf. The development includes a four-star deluxe hotel, time-share apartments, freehold residential apartments, a shopping centre and an office tower, offering occupants 360 degree sea views and open private beach fronts.

Aside from its world-class infrastructure, Bab Al Bahr also provides easy access to travel facilities being just 20 minutes from the Ras Al Khaimah International Airport, and only 45 minutes from Dubai. Moreover, the project covers other important aspects of an integrated community such as 24-hour security, ample parking space for up to 800 cars, and 100 per cent free-hold ownership for residents On completion in the first quarter of 2010, Bab Al Bahr will feature five residential buildings and a total of 710 residential freehold apartments broken into 110 studio apartments, 290 one-bedroom apartments, 220 two-bedroom apartments and 90 threebedroom apartments. Facilities at the residential areas also include a pool bar, gym, themed swimming pools, children's play areas , and other club privilege access.

Other features of the self-contained community include swimming pools, exotic gardens, private beach, a la carte dining options, facilities for various beach activities and a nearby golf course. Additionally, the resort will have a tropical look dotted with coconut trees, flowers, shrubs, stones and waterfalls

Rakeen is now in the process of determining the project's main contractor in a move to break ground before end of this year; while it has already gathered a powerful line-up of partners for the development and operations of Bab AI Bahr, including B&G Hotels & Resorts, the hotel management company; ASTECO, the real estate agent for the freehold apartments; Union National Bank, the mortgage facilitator for the project; and Spectrum Consultants

Literally translating to 'central pillar' in Arabic, Rakeen is a private joint stock company established in 2006 by the Emirate of Ras AI Khaimah to support the development of the emirate's booming real estate and property development sectors.

Rakeen to launch Al Marjan Island at Cityscape 2007 Showcasing key features of USD 1.8 billion man-made island at one of the world's largest B2B investment and property development exhibitions



Rakeen, one of the region's most dynamic property developers and master planners, has announced that Al Marjan Island, a USD 1.8 billion man-made island development off the coast of Ras Al Khaimah, UAE, will be launched during Cityscape Dubai 2007 at the Dubai International Exhibition Centre from October 16-18, 2007.

Cityscape, one of the largest business-to-business investment and property development exhibitions in the world, will provide Rakeen a comprehensive platform to showcase the key features of Al Marjan Island, he lping drive sales performance of the first project of its kind to be developed in Ras Al Khaimah, UAE. Rakeen will draw momentum from its successful participation during Cityscape 2006, which saw the high-profile launch of the fast-emerging developer. "We return to Cityscape after Rakeen was successfully launched at this event in 2006. This year we have prepared a more exciting and fully loaded exhibition as we aim to take advantage of the enormous pool of investor prospects for t Al Marjan Island during Cityscape, which is one of the most important investment and property development exhibitions in the world," said Amy Gough, Marketing Manager of Rakeen.

"The highly innovative and state-of-the-art technique used in the construction of the project has provided an environmental premium to Al Marjan Island, ensuring healthy living conditions and long-term sustainability. I am sure investors and real estate buyers are eager to find out more about these key features and other value -added offerings of Al Marjan Island during Cityscape 2007," added Gough.



Al Marjan Island is a cluster of four coral-shaped islands, which will feature a range of water homes, floating villas, hotels, resorts, sporting facilities and commercial amenities. Located 27 kilometres southwest of Ras Al Khaimah's town centre, Al Marjan Island extends 4.5 kilometres out into the sea and covers an area of over 2.7 million square meters.

"To enhance the project's environmental qualities all dredging, reclamation and rock revetment works reject hostile dredging' techniques and will utilize a more eco friendly approach in creating the islands," said Gough.

"Modern land reclamation techniques will be used in the project such as full pre-fill bunding, underwater sand pumping, and deep-sea sand quarry outsourcing. These techniques ensure zero dredging, zero siltation and zero material migration, helping maintain the crystal clear waters around the islands, rich seabed and lush marine life." added Gough.

life," added Gough. Moreover, to ensure the highest level of accuracy, efficiency, safety and cost effectiveness of the project, highly advanced technologies are used in the reclamation work such as 3D modelling system and the Differential Global Positioning System (DGPS), an enhancement to the Global Positioning System (GPS) that is a common navigational application in most cars in the Gulf. Land reclamation is expected to be finished in December 2007, while the project is expected to be delivered in June 2009. Rakeen, which is guided by its core values of sustain ability, responsibility and prosperity, is also involved in a host of other upscale projects in Ras Al Khaimah, UAE, such as the RAK Financial City, Gateway City, RAK Convention Centre, Bab Al Bahr, Jabel Al Jais, Banyan Tree Resort, Azure Hotel and Dana Island. The company is also developing extensive mixed-use projects internationally such as Isfahan, Iran; Tbilisi Uptown and Tbilisi Heights in Georgia; and Kinshasa High Rise Congo in Africa.

President of Zanzibar, His Excellency Amani A Karume, Opens Fairmont Zanzibar Resort Resort Owned by IFA Hotels & Resorts & Kingdom Hotel Investments



IFA Hotels & Resorts (IFA HR) and strategic partner Kingdom Hotel Investments (KHI) recently opened their resort in Zanzibar in the presence of His Excellency Amani A. Karume the President of Zanzibar and Chairman of the Revolutionary Council , The First Lady of Zanzibar Mrs. Shadia Karume, Deputy Chief Minister of Zanzibar , Honourable Ali Juma Shamuhuna and the Minister of Tourism, Trade & Investment for Zanzibar, Honourable Sameer Suluhu Hassan.

Global luxury hotel leader Fairmont Hotels & Resorts (Fairmont) have been appointed to manage the resort. The property has been branded Fairmont Zanzibar and travellers will now enjoy a unique and enriching experience in the newly renovated resort

Talal Jassim Al-Bahar, Chairman and Managing Director of IFA HR, stated: "We already have a successful relationship with Fairmont across many of our African developments, so the decision to appoint them as the operator of our Zanzibar property was a natural one. Guests may now enjoy a full African experience, from the continent's famed snorkelling and diving to its safaris and beaches, within our East Africa collection: Fairmont Mara Safari Club, Fairmont The Norfolk and Fairmont Mount Kenya Safari Club, and now Fairmont Zanzibar."

IFA HR is currently developing a number of properties that Fairmont will also manage, including several on the iconic Palm Jumeirah island in Dubai as well as Fairmont Zimbali on the north coast of Kwazulu-Natal, South Africa. John Williams, Fairmont's Executive Vice President, Europe, Africa & the Middle East said: "It is a pleasure to continue strengthening our relationship with IFA Hotels & Resorts and Kingdom Hotel Investments in Africa given the success we've experienced in the past with this joint venture partnership. We look forward to delivering finest luxury experiences in Zanzibar that people have come to expect from Fairmont Hotels & Resorts around the world."

The choice for IFA HR and KHI to invest in the original Zanzibar Beach Hotel & Resort was a natural one given the region 's unspoilt beauty and its increasing popularity as a tourist destination. The number of visitors to the archipelago has been rising annually at a rate of over 25% a year since 2003.

KHI's CEO, Sarmad Zok, said "We have a strong presence in Africa and KHI is keen to continue to participate in the region's growth, especially through projects like this one. We believe in the strength of the Fairmont brand and see it as an asset, particularly in a region poised to be one of the most exceptional emerging market destinations in the world."

The resort is located on the North East coast of Zanzibar's main Island (Ungunja) , 55 minutes from Zanzibar Kisauni International Airport. Fringed by the east coast's 45 kilometres of powder white sandy beach, the hotel occupies a 350metre stretch of pristine open beachfront. The 109 newly renovated and comfortably appointed rooms and suites are spread throughout the property's vast and lush tropical gardens. Future expansion of the resort will continue, offering a selection of different asset classes for potential investors, such as private residence and vacation clubs. One of the resort's main attractions is its unsurpassed water sports facilities, providing windsurfing, boating, fishing charters, as well as a fully equipped dive centre with a decompression chamber, one of only three in Africa and the Indian Ocean. Other amenities include two swimming pools, fitness and spa facilities and several restaurants and cafes overlooking the Indian Ocean. *Guests can also enjoy additional activities* such as volleyball, mini golf, table tennis, darts and pool. In addition to leisure offerings, Fairmont Zanzibar offers a full range of business amenities including wireless Internet, business centre, and meeting and banquet facilities. Al-Bahar concluded "We are keen to add this resort to our luxury portfolio of integrated mixed-use developments by expan-

ding the property's offering in the future to include a variety of other asset classes, such as a private residence and vacation clubs."

<u>IFA Hotels & Resorts</u> <u>www.ifahotelsresorts.com</u>



Demolition work nears completion on Abu Dhabi's old venue for exhibitions.



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