

GLOBALLY EXPERIENCED

RETAIL, DINING & ENTERTAINMENT REAL ESTATE STRATEGISTS

**McARTHUR
+COMPANY**

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ABOUT US

McARTHUR+COMPANY is a bespoke development advisory firm specialising in retail, dining and entertainment destinations. Our areas of expertise include market assessment, financial feasibility, design development consultancy, leasing, marketing and asset management, as well as revitalisation programmes for existing properties.

Our team has been involved in over 200 projects globally. This extensive real-world experience, combined with our proven methodology and procedures ensures our approach to each project is expertly tailored to meet the unique challenges facing each individual client, while remaining anchored in regional and global best practice.



The creation of **retail, dining and entertainment** destinations that generate strong & sustainable returns for **investors**, profitable businesses for **tenants** and memorable experiences for **visitors** is at the heart of the **McARTHUR + COMPANY** approach to real estate development, leasing and operations.

OUR FIGURES

Est. in **2011**

MORE THAN A DECADE OF MARKET PRESENCE

200+ years

OF CUMMULATIVE TEAM EXPERIENCE

30+ countries

GLOBAL REACH

USD 15billion+

IN PROJECT INVESTMENTS

250+ projects

COMPLETED WORLDWIDE

6million+ m²

OF GROSS LEASABLE AREA

OUR RELATIONSHIPS | CLIENTS



OUR RELATIONSHIPS | COLLABORATIONS

AECOM



CHAPMAN TAYLOR

**Foster +
Partners**

BENOY

cracknell

ZAHA
HADID
ARCHITECTS

 DLR Group

HKS

KKAA
KENGO KUMA & ASSOCIATES

Gensler

CALLISON RTKL™

RMJM

+
Aedas
+

 **DPA**
DP ARCHITECTS

U⁺A

RSP

 **EHA**
CONSULTING ENGINEERS

Dewan
Architects +
Engineers

KEO
كبيو انترناشيونال كونسلتنس
KEO International Consultants

UNS
UNITED
NETWORK
STUDIO

**WOODS
BAGOT**

ae7

LACASA
Architects & Engineering Consultants

MZ.
ARCHITECTURE & DESIGN

NIKKEN

SOM

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OUR AREAS OF EXPERTISE

THIS IS WHAT WE ARE GOOD AT



OUR AREAS OF EXPERTISE

Market Assessment & Opportunity Advisory | Strategic Planning | Design & Functionality Advisory
Leasing Services | Property & Asset Management | Marketing | Brand Representation
HR Advisory & Recruitment | Financial & Investment Advisory



MARKET ASSESSMENT & OPPORTUNITY ADVISORY

Demographic & Trade Area Analysis | Competitive Environment Analysis | Trends & Market Outlook
SWOT Analysis | Highest & Best Use Analysis



STRATEGIC PLANNING

Zoning & Merchandise Mix | Tenant Mix | Leasing Strategy | Commercialisation & Specialty Leasing | Placemaking



DESIGN & FUNCTIONALITY ADVISORY

Architectural Brief | Design Development Coordination | Layout & Efficiency Optimisation
Unit Demising & Tenant Requirements | Visitor Journey & Experience | Parking Strategy | Common Area & BoH Planning
Servicing & Waste Management Strategy | Sustainability Strategy



LEASING SERVICES

Tenant Prospecting | Project Presentations & Site Tours | Offers & Negotiations | Lease Documentation
Lease Document Control | Client Reporting



PROPERTY & ASSET MANAGEMENT

Pre-Opening Planning | Organisational Planning | Budgeting & Financial Planning | Marketing Planning
Policies & Procedures Advisory | Recruitment/Headhunting | Manpower & Training | Leasing Management
Operating & Facilities Management Advisory



MARKETING

Leasing Campaign Collateral Advisory | Branding Advisory | Events Programming | Social Media Planning



BRAND REPRESENTATION

Assist International Brands with Regional Market Entry | Market Intelligence Reporting | Identifying Locations
Developer Introductions | Brand Franchising Facilitation | Create Investment Vehicles for Brands Expansion



FINANCIAL + INVESTMENT ADVISORY

Financial Objectives | Establish Rentals and Service Charges | Cost Benchmarking | Operating Budgets
KPI Calculations with Sensitivity Analysis

PROJECT PORTFOLIO

OUR EXPERIENCE

MASTERPLANS

Project	Developer	Location	Size (sqm)
Smart City Korea	Dubai Holding	Incheon Korea	350,000
Souq 7	AWJ Holdings	Jeddah, KSA	340,000
Airport City	SARH Airport Co	Jeddah, KSA	205,000
The Ellinikon	Lamda Development	Athens, Greece	144,000
Jumeirah Lakes Towers	DMCC	Dubai, UAE	140,000
Rua Al Madinah	Rua Al Madinah (PIF)	Madinah, KSA	95,000
JBR	Dubai Properties	Dubai, UAE	70,000
Aljada	Arada Development	Sharjah, UAE	70,000
Yunity City	Genesis Property	Bucharest, Romania	68,000
Deira Enrichment Project	Ithra Dubai	Dubai, UAE	60,000
Abu Hamour	LACASA	Doha, Qatar	52,000
Mina Al Arab	RAK Properties	Ras al Khaimah, UAE	45,000
Mutrah Heights	Mutrah Real Estate	Muscat, Oman	37,000
Islamic World District	Knowledge Economic City	Madinah, KSA	33,000
Riviera	Azizi	Dubai, UAE	25,000
Dubai Design District	Dubai Properties	Dubai, UAE	22,000
Thakher City	Thakher Development	Makkah, KSA	21,500
The Cove	Aldar	Abu Dhabi, UAE	13,000
The Sustainable City Yiti	Diamond Developers	Muscat, Oman	10,000
Jubail Island	Lead Development	Abu Dhabi, UAE	8,600

SUPER-REGIONAL & REGIONAL MALLS

Project	Developer	Location	Size (sqm)
Mall Of Qatar	Urbacon	Doha, Qatar	180,000
Dubai Festival City Mall	Al-Futtaim Group	Dubai, UAE	175,000
Al Nakheel Project	Dammam Hotel Co	Al Khobar, KSA	142,000
Al Rashid Mall	Al Rashid Group	Al Khobar, KSA	130,000
Marina Mall Abu Dhabi	Marina Mall Abu Dhabi	Abu Dhabi, UAE	125,000
KEC Hub	Knowledge Economic City	Madinah, KSA	120,000
Cityland Mall	Cityland Real Estate	Dubai, UAE	110,000
Cleopatra Mall	Cleopatra Investment	Cairo, Egypt	110,000
Rimal Center	KINAN	Riyadh, KSA	110,000
Jahan Mall	Khorshid Derakshan Hashtom Toos	Mashhad, Iran	83,000
Tawar Mall	Kittco Contracting	Doha, Qatar	80,000
Mica Mall	Pars Mica Kish	Kish, Iran	70,000
Capital Mall	Manazel	Abu Dhabi, UAE	60,000
Packages Mall	Packages Group	Lahore, Pakistan	54,000
Al Rashid Mall	Saudi Bonyan	Abha, KSA	50,000
TEG	ACREM	Tirana, Albania	50,000
Galleria Mall	Msheireb Properties	Doha, Qatar	48,000
Al Rashid Mega Mall	Saudi Bonyan	Madinah, KSA	46,000
Mall Of Dilmunia	Dilmunia Mall Development	Bahrain	45,000
Arkaziya Mall	RIKAZ Properties	Dammam, KSA	45,000

LIFESTYLE CENTRES

Project	Developer	Location	Size (sqm)
Riyadh Walk	Unified Real Estate	Riyadh, KSA	60,000
Al Qana	Al Barakah Investments	Abu Dhabi, UAE	42,000
Al Khawaneej Lifestyle Centre	Al Ghurair Properties	Dubai, UAE	40,000
Kingswalk	Assaudia	Jeddah, KSA	40,000
First Avenue	ATGC	Al Ain, UAE	30,000
Bahrain Marina Bay	Amlak	Bahrain	30,000
Marasi Business Bay	Dubai Properties	Dubai, UAE	25,000
Yas Bay	Miral Asset Management	Abu Dhabi, UAE	21,000
Box Park	Al Otaiba Holdings	Abu Dhabi, UAE	20,000
Shorofat Park	Assayel Arabia Real Estate	Al Khobar, KSA	20,000
Madinat Al Ilam	Al Khonji Real Estate	Muscat, Oman	16,000
Al Haffa Waterfront	ASAAS	Salalah, Oman	15,000
Rivette	Al Ahly for Real Estate	North Coast, Egypt	15,000
Qetaifan Lifestyle Centre	Qetaifan Projects Co	Doha, Qatar	12,500
Reefs Waterfront	Al Fozan Enterprises	Kuwait	11,000
Shurayrah Island	The Red Sea Development Co (PIF)	Red Sea Coast, KSA	10,000
Marina Village	Aldar	Abu Dhabi, UAE	7,000
Marsana	Modon Properties	Abu Dhabi, UAE	4,000
Sarooj F&B Complex	Sarook Development	Muscat, Oman	3,000
Bloom Marina	Bloom Properties	Abu Dhabi, UAE	2,700

NEIGHBOURHOOD & COMMUNITY CENTRES

Project	Developer	Location	Size (sqm)
The Central Mall	Union Properties	Dubai, UAE	40,000
My Mall	My Mall	Ajman, UAE	36,000
Ezdan Mall	Ezdan Holding	Doha, Qatar	36,000
Al Amer Mall	Al Kifah Real Estate	Hofuf, KSA	33,000
Hili Mall	Hili Mall	Al Ain, UAE	31,000
Automall	Union Properties	Dubai, UAE	30,000
Al Rashid Mall	Saudi Bonyan	Jazan, KSA	30,000
Jubail Marina Mall	Alghanim International	Jubail, KSA	28,000
QTU	ACREM	Tirana, Albania	28,000
Joud Mall	Tanween	Doha, Qatar	27,000
BDC Mall	Babylon Dev Co	Hillah, Iraq	25,000
Byblos Mall	Hawat Investment	Jubail, Lebanon	25,000
West Riyadh Development	Maceen Group	Riyadh, KSA	25,000
Maxim Mall	Maxim Development	Cairo, Egypt	25,000
Burj Al Nahar	Al Majid Properties	Dubai, UAE	23,000
Madinah Gate	Knowledge Economic City	Madinah, KSA	23,000
Khamis Mushait Mall	Private Investors	Khamis Mushait, KSA	23,000
Al Rashid Town Square	Rashid Al Rashid Group	Hofuf, KSA	21,000
Meydan Community Centre	Private Investors	Dubai, UAE	20,000
Atlas Shopping Malls	Atlas Group	Uzbekistan	20,000

NEIGHBOURHOOD & COMMUNITY CENTRES (CONT'D)

Project	Developer	Location	Size (sqm)
Al Ain Coop	Al Ain Coop	Al Ain, UAE	20,000
Wadi Walk	Softland	Riyadh, KSA	17,000
Heraa Avenue	Heraa Avenue	Jeddah, KSA	16,000
The Strand	Behrah	Riyadh, KSA	16,000
Dream Mall	Private Investors	Halba, Lebanon	15,000
Buraydah Strip Mall	Al Rajhi Investments	Buraydah, KSA	15,000
Dubai South Staff Village	Dubai South	Dubai, UAE	15,000
Voyage Mall	Taq Development	Erbil, Iraq	15,000
Al Salam Gardens	Injaz Real Estate	Madinah, KSA	15,000
Palestine Mall	LACASA	Ramallah, Palestine	14,000
Al Waqf Land Mixed-Use Dev	Al Ain Coop	Al Ain, UAE	14,000
D-Mall	Dalal Industries	Tanayel, Lebanon	13,000
Al Tallah Mall	City Life	Ajman, UAE	13,000
Living Legends	Tanmiyat Developments	Dubai, UAE	12,000
B Square Mall	Al Bandary Real Estate	Doha, Qatar	12,000
Arjan Community Centre	Aqua Real Estate	Dubai, UAE	12,000
Al Muzn	Marjan Dev	Muscat, Oman	12,000
Taiba Community Mall	Taiba Holding	Riyadh, KSA	11,000
Sobha Hartland	Sobha Group	Dubai, UAE	10,000
Warsan Village	Ithra Dubai	Dubai, UAE	10,000

NEIGHBOURHOOD & COMMUNITY CENTRES (CONT'D)

Project	Developer	Location	Size (sqm)
Dana Mall	Dana Mall	Ajman, UAE	10,000
The Market	Dubai Investments	Dubai, UAE	9,000
Ocean Shopping Centre	Mustafa Sultan	Muscat, Oman	8,000
Noor Gardens	The National Investor	Abu Dhabi, UAE	8,000
Juffair Square	Prudential Properties	Bahrain	8,000
Al Musalla Tower Mall	Al Rostamani Real Estate	Dubai, UAE	8,000
Spinneys Shakbout City	Spinneys Group	Abu Dhabi, UAE	8,000
Spinneys MBZ City	Spinneys Group	Abu Dhabi, UAE	8,000
Akoya Oxygen Community Centre	Damac Properties	Dubai, UAE	7,500
Oud Al Muteena	Al Ain Coop	Dubai, UAE	7,000
Palms Mall	Qatar Fortunes Real Estate	Doha, Qatar	7,000
The Courtyard	Modon Properties	Abu Dhabi, UAE	6,000
Grand Mall	Regency Group	Doha, Qatar	6,000
Al Wasl Centre	Abdulla al Rostamani Properties	Dubai, UAE	6,000
Waitrose Khalifa City	Spinneys Group	Abu Dhabi, UAE	6,000
Pearl Jumeirah	Al Aroud Group	Dubai, UAE	6,000
Rimal Galleria	Al Khonji Real Estate	Muscat, Oman	4,000
Nasma Retail Park	Arada Development	Sharjah, UAE	4,000
Al Awir Community Centre	Al Mjadee Real Estate	Dubai, UAE	4,000
West Yas Plaza	Miral Asset Management	Abu Dhabi, UAE	3,000

MIXED-USE DEVELOPMENTS & HOSPITALITY INTEGRATION

Project	Developer	Location	Size (sqm)
One Bukit Senyum	Askata Padu	Johor Baru, Malaysia	52,000
Jabal Omar	Jabal Omar Development Co	Makkah, KSA	50,000
Abraj Al Bait Mall	PMDC (Abraj al Bait)	Makkah, KSA	45,000
Print Land	OKAG	Jeddah, KSA	35,000
Shaftsbury Avenue	Ikhasas	Putrajaya, Malaysia	30,000
Refad Business Park	Refad for Investment	Al Khobar, KSA	30,000
Al Rayyan/ Riviera	Al Rayyan Investment	Sharjah, UAE	22,000
Dubai Wharf	Dubai Properties	Dubai, UAE	21,000
Wisma Demansara	Selangor Properties	Kuala Lumpur, Malaysia	20,000
Nation Galleria	ICT	Abu Dhabi, UAE	20,000
Tilal al Naseem	UAPM	Makkah, KSA	18,000
Baghdad Mall	Baghdad Group	Baghdad, Iraq	16,000
Al Salam Mall	Bukhamseen	Najaf, Iraq	15,000
Al Waab City	Energy City Qatar	Doha, Qatar	15,000
Souk Madinat Jumeirah	Jumeirah Group	Dubai, UAE	14,000
Sheikh Ahmed Square	Dubai Real Estate Centre	Dubai, UAE	12,000
Mixed-Use Project Jadaf	Abyaar	Dubai, UAE	12,000
Le Metropole	SSC	Monaco	11,000
Opus by Omniyat	Omniyat	Dubai, UAE	10,000
The Boulevard at Emirates Towers	Jumeirah Group	Dubai, UAE	10,000

MIXED-USE DEVELOPMENTS & HOSPITALITY INTEGRATION (CONT'D)

Project	Developer	Location	Size (sqm)
The Trees	Godrej Group	Mumbai, India	10,000
Wizarat Area	ASAAS	Muscat, Oman	10,000
The Onyx	Ishraqah Developments	Dubai, UAE	8,000
The Collection, St Regis	Abu Dhabi United Hospitality	Abu Dhabi, UAE	8,000
QIMC Tower	Hill International	Doha, Qatar	8,000
Hessah Al Mubarak	MENA Homes	Kuwait	8,000
The Community Motor City	Aqua Real Estate	Dubai, UAE	7,000
Retail Village	Sharjah Media City	Sharjah, UAE	7,000
Crowne Plaza Hotel	INSTONE Developments	Dubai, UAE	6,000
Limestone House	INSTONE Developments	Dubai, UAE	5,000
The Plaza	Samrya Hospital	Doha, Qatar	5,000
Dubai Commercity	Dubai Commercity	Dubai, UAE	5,000
Dorchester Collection F&B Village	Omniyat	Dubai, UAE	4,000
Millenium Hotel	Taiba Holding	Riyadh, KSA	4,000
Soho Square	Bloom Properties	Abu Dhabi, UAE	3,000
Park View	Bloom Properties	Abu Dhabi, UAE	2,300

SPECIALTY MALLS & OTHER PROJECTS

Project	Developer	Location	Size (sqm)
Saudi Vision 2030	Boston Consulting Group	KSA	-
20 Entertainment Complexes	SEVEN (PIF)	KSA	200,000
Abu Dhabi Outlet Mall	Abu Dhabi Capital Group	Abu Dhabi, UAE	100,000
Beirut Souks	Solidere	Beirut, Lebanon	80,000
Traditional Souq	Al Qudra Holding	Abu Dhabi, UAE	56,000
Kingdom Centre	Kingdom Holding	Riyadh, KSA	46,000
Century 21	Al Mana	Doha, Qatar	35,000
Abu Dhabi Outlet Mall	Abu Dhabi Financial Group	Abu Dhabi, UAE	30,000
Silverlakes Village Outlet	Silver Land Real Estate	Ipoh, Malaysia	27,000
Al Hamra Mall	Hamra Real Estate	Kuwait	24,000
Sport Society	Leader Group	Dubai, UAE	24,000
Moda Mall	Al Retaj Holding	Bahrain	17,000
Wonderland	Atlas Group	Tashkent, Uzbekistan	15,000
Qiddiya Motorsport Park	Qiddiya (PIF)	Riyadh, KSA	13,000
AF Mall	AF Group	Baku, Azerbaijan	8,000
Opera Galleria	Royal Opera	Muscat, Oman	7,000
Highway Rest Area Ghantoot	Al Sahraa Group	Abu Dhabi, UAE	5,000
Children's Mall	Katara	Doha, Qatar	4,000
Al Waha Centre	RAK Real Estate	Ras al Khaimah, UAE	4,000
The District, St Regis Amman	Al Maabar Abdoun Real Estate	Amman, Jordan	3,000

PROJECT GALLERY

SELECTED PROJECTS

PROJECT GALLERY

MASTERPLANS



RUA AL MADINAH (PIF)

Madinah, KSA | Rua Al Madinah Holding | 95,000m² GLA | Gensler

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



THE ELLINIKON

Athens, Greece | Lambda Development | 144,000m² GLA | AECOM, Kengo Kuma
Scope: Retail Development Advisory | Design Strategy | Operations Advisory



SMART CITY KOREA

Incheon, Korea | Dubai Holding | 350,000m2 GLA | DLR Group
Scope: Market Research | Retail Development Advisory | Design Strategy



ALJADA

Sharjah, UAE | Arada | 70,000m² GLA | Woods Bagot, Zaha Hadid

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



DUBAI DESIGN DISTRICT (D3)

Dubai, UAE | Dubai Properties | 22,000m² GLA | Woods Bagot, Foster & Partners

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



DEIRA ENRICHMENT PROJECT

Dubai, UAE | ITHRA Dubai | 60,000m2 GLA | DP Architects, AE7 Architects

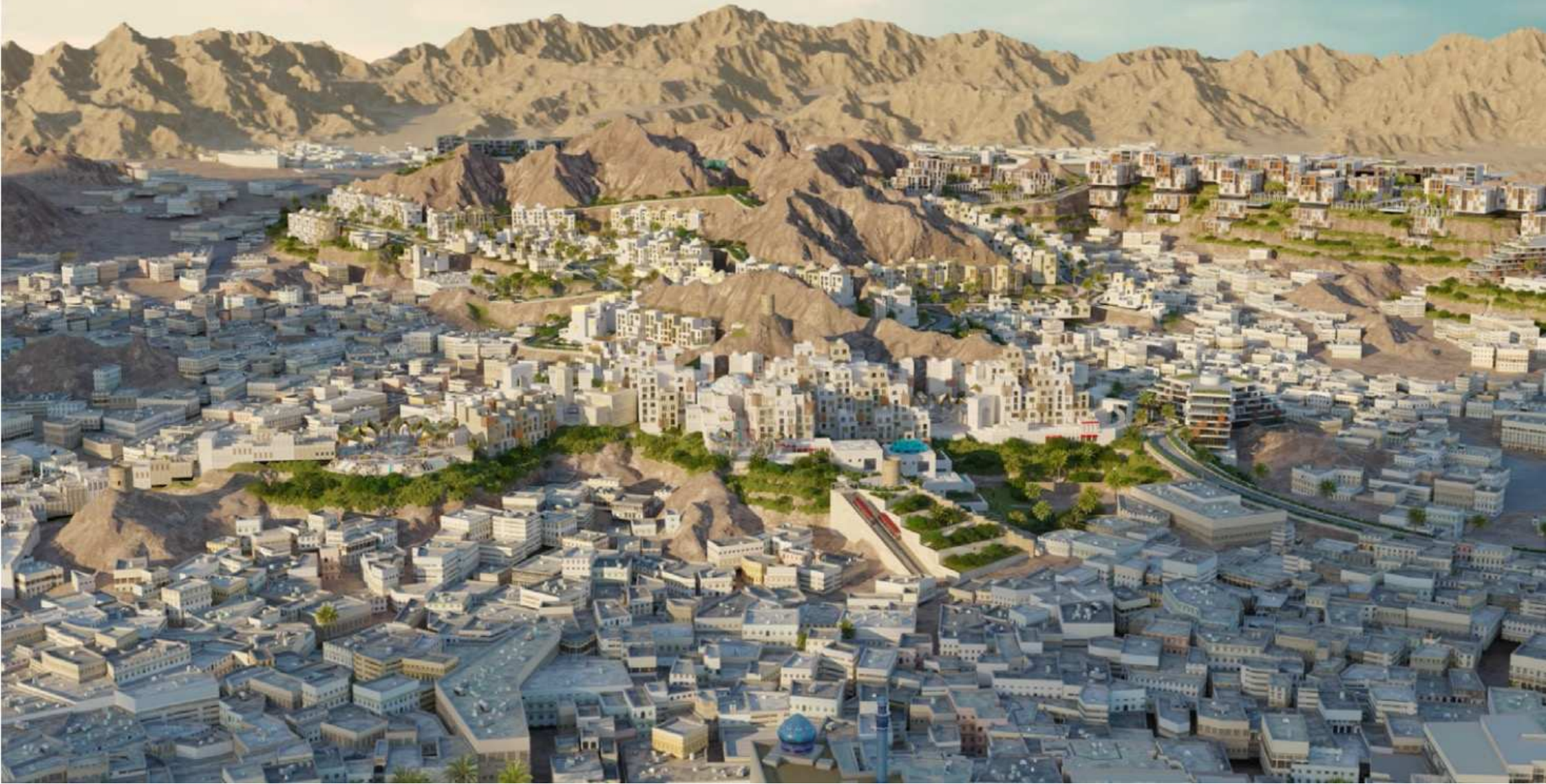
Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



YUNITY CITY

Bucharest, Romania | Genesis Property | 68,000m² GLA | Woods Bagot

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



MUTRAH HEIGHTS

Muscat, Oman | Mutrah Real Estate | 37,000m² GLA | Kettle Collective

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



MSHEIREB DOWNTOWN DOHA

Doha, Qatar | Msheireb Properties | 98,000m² GLA | Mossessian & Partners UK

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



SOUQ 7

Jeddah, KSA | AWJ Holdings | 340,000m2 GLA | DLR Group, Innovators

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing

PROJECT GALLERY

SUPER-REGIONAL & REGIONAL MALLS



MALL OF QATAR

Doha, Qatar | Urbacon | 180,000m² | Chapman Taylor

Scope: Market Research | Retail Development Advisory | Design Strategy | Operations Strategy | Leasing Planning | Leasing



KEC HUB

Knowledge Economic City Madinah, KSA | Knowledge Economic City | 120,000m2 | Chapman Taylor

Scope: Market Research | Retail Development Advisory | Design Strategy | Operations Strategy | Leasing Planning | Leasing



AL RASHID MALL

Khobar, KSA | Al Rashid Group | 130,000m2 | DLR Group

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



GALLERIA MALL MSHEIREB

Doha, Qatar | Msheireb Properties | 48,000m² | Gensler

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



CITYLAND MALL

Dubai, UAE | Cityland Real Estate Developments | 110,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Property & Asset Management



PACKAGES MALL

Lahore, Pakistan | Packages Group | 54,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



ARKAZIA MALL

Dammam, KSA | Rikaz Properties | 45,000m² | MDDM Architects

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing

PROJECT GALLERY

LIFESTYLE CENTRES



YAS BAY

Abu Dhabi, UAE | Miral | 21,000m² | HOK, HKS

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



QETAIFAN LIFESTYLE CENTRE

Doha, Qatar | Qetaifan Projects Co | 12,500m2 | Atkins

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



BAHRAIN MARINA BAY

Manama, Bahrain | Amlak | 30,000m2 | Benoy

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



MADINAT AL ILAM

Muscat, Oman | Alkhonji Holding | 16,000m² | Benoy

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



BLOOM MARINA

Abu Dhabi, UAE | Bloom Properties | 2,700m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning

PROJECT GALLERY

NEIGHBOURHOOD & COMMUNITY CENTRES



MADINAH GATE

Madinah, KSA | Knowledge Economic City | 23,000m2 | DLR Group

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



WAITROSE KHALIFA CITY COMMUNITY CENTRE

Abu Dhabi, UAE | Albwardly Holding | 6,000m² | LOCI

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



THE COURTYARD

Abu Dhabi, UAE | Modon | 6,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



WEST YAS PLAZA

Abu Dhabi, UAE | Miral | 3,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



JUFFAIR SQUARE

Manama, Bahrain | Prudential Properties | 8,000m² | HCP Architecture

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing

PROJECT GALLERY

MIXED-USE DEVELOPMENTS & HOSPITALITY INTEGRATION



ABRAJ AL BAIT

Al Haram Makkah, KSA | Saudi Bin Laden Group, Ministry of Islamic Affairs | 45,000m2
Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



JABAL OMAR

Al Haram Makkah, KSA | Jabal Omar Development | 50,000m²
Scope: Market Research | Retail Development Advisory | Leasing Strategy



SOUK MADINAT JUMEIRAH

Dubai, UAE | Jumeirah Group | 14,000m² | DSA

Scope: Market Research | Retail Development Advisory | Design Strategy



LE METROPOLE

Monte Carlo, Monaco | Le Metropole | 4,000m²

Scope: Market Research | Retail Development Advisory



OPUS BY OMNIYAT

Dubai, UAE | Omniyat | 10,000m² | Zaha Hadid Architects
Scope: Market Research | Retail Development Advisory



ONE BUKIT SENYUM

Johar Baru, Malaysia | Astaka Padu | 52,000m² GLA | SOM

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Strategy | Leasing



SHEIKH AHMED SQUARE

Dubai, UAE | Dubai Real Estate Centre | 12,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



SOHO SQUARE

Abu Dhabi, UAE | Bloom Properties | 3,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning

PROJECT GALLERY

SPECIALTY MALLS AND OTHER PROJECTS



SEVEN – 20 ENTERTAINMENT COMPLEXES (PIF)

Jeddah, Riyadh, Khobar, Dammam (etc), KSA | Saudi Entertainment Ventures | 200,000m2 Retail & Dining GLA | Gensler
Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



TRADITIONAL SOUQ

Abu Dhabi, UAE | Al Qudra Holding | 56,000m² | Avantgarde

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



SPORTS SOCIETY

Dubai, UAE | Leader Group | 24,000m2 | DLR Group

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning



CHILDREN'S MALL

Doha, Qatar | Katara | 4,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing



SILVERLAKES VILLAGE OUTLET

Ipoh, Malaysia | Silverland | 27,000m²

Scope: Market Research | Retail Development Advisory | Design Strategy | Leasing Planning | Leasing

OUR TEAM

PROFILES

SENIOR MANAGEMENT



KHALIFA FURQAN ATHAR, CA, CMA (UK)

Partner and Managing Director

Furqan's expertise in shopping centre investment, underwriting, and operational finance is well-known across the region. He has extensive experience in all aspects of the shopping centre industry, most specifically in investment management and value creation.

In previous management positions with Majid Al Futtaim Shopping Centres and Al Futtaim Group Real Estate, he has been instrumental in the financial and strategic planning of some of the Middle East and Asia's most successful shopping centers and mixed-use developments.



TOM DVORACEK

Partner and Director Retail Development

Tom leads the research, development and operations advisory team at McARTHUR + COMPANY.

Tom has 20 years of experience in retail development, asset management, operations and leasing with Dubai-based real estate giants such as Al Futtaim Group Real Estate, Dubai Holding, Majid Al Futtaim Properties and Emaar Malls Group. At Majid Al Futtaim, as a Leasing Manager he was instrumentally involved in the planning, re-development and leasing of Deira City Centre, leasing and opening of Mirdif City Centre and the expansion of Ajman City Centre. As Senior Asset Manager at Emaar Malls Group, Tom oversaw Downtown Dubai retail assets, and Emaar Communities Centres. Before joining McARTHUR + COMPANY, he was worked for Emaar as General Manager of Dubai Marina Mall and Dubai Marina Retail.

OUR TEAM



JACK COHEN

Business Development Director

Jack leads the Business Development team in the Retail Sector at McARTHUR + COMPANY, focusing on the Retail sector through Brand and Franchise selection, Acquisition, Expansion and Management.

With more than 15 years of experience in retail across the US and the Middle East, Jack coordinates and implements plans designed to increase existing business and capture new opportunities. He tracks new markets and emerging trends, recommends new products and services, proposes and develops new strategic partnerships, writes proposals and plans, and guides long-term objectives to meet business needs and requirements.

RITU CHOPRA

Leasing Director

Ritu Chopra is a seasoned Retail Real Estate professional with 20+ years of experience in the region. Having worked on projects such as Dubai Mall, Marina Mall Abu Dhabi, Mall of Qatar, Suncity Mall in Egypt, Baghdad Mall in Iraq, Al Ghurair Centre in Dubai, she has a proven track record of delivering world class projects regionally while ensuring the success of the projects both financially and strategically. She has had the opportunity to work on all three aspects of a project life cycle as her career as taken her from the Retailer to Developer and Consultant facets of the Retail Industry.

Ritu was part of the Founding team of McArthur + Company and had taken a brief sabbatical to pursue other interests. She returns to M + C as the Director of Leasing to head up all aspects of Leasing, tenant relations as well as Business Development for the company.



MATTHEW STYCH, BA HONS

Market Research Manager, Retail Advisory

Matthew has spent more than 12 years researching and analyzing retailer performance, as well as macro-economic retail and consumer trends in both developed and emerging markets. Before joining McARTHUR + COMPANY, He worked at Planet Retail in London and Hong Kong, and was previously head of retail research at Euromonitor International.

As well as his retail industry reports in both print and broadcast media, he has spoken at several trade events, including the National Retail Federation's BIG Show and Reuters' Consumer and Retail Summit.

NEBO ZARIC, MBA

Manager, Retail Development

Nebo has more than fourteen years' experience in asset, property and leasing management for retail and commercial projects. He was part of the largest Serbian development company – MPC Properties/Merrill Lynch and also at Confluence Property Management, the largest property management company in the Balkans.

While at Confluence, he led the property management team at Usce Tower – and subsequently became Leasing Manager of the Usce Shopping Center, the largest in the Balkan region.



OUR TEAM



OMAR AL AMOUDI

Country Director, KSA

Omar is an accomplished business leader with an outstanding record of closing complex deals and delivering positive solutions for sustainable business growth. As a progressive leader, I bring a data-driven approach to leasing decisions and problem-solving, resulting in innovative outcomes that improve financial and operational performance. My key strengths include retail real estate, shopping malls business strategy, business planning, tenant strategy, real estate portfolio management, retail, negotiation, sales, market trends, financial analysis, budgeting, forecasting and EBITDA improvement.

With a Bachelor of Business Administration (BBA) degree from American University Cairo and with 20+ years of rich experience in retail real estate, I am passionate about shopping centers and the future of retail



ARANXIA VAN RIJN

Lease Administration Manager

Aranxia has worked for major regional players such as Majid Al Futtaim and Damac Properties and played a key role to achieve organisational goals. She successfully managed all Lease Administrative aspects for signature projects in the MENA region such as; Mall of the Emirates and all MAF projects in Oman (City Centre Muscat, City Centre Qurum, Al Mouj Muscat, Marsa Plaza).

Aranxia has 7 years of combined extensive experience in Client Relations Management, Commercial Lease Administration and Property Management and was awarded as the CRM super user within the Leasing department. She is joining M+C as Leasing Admin Manager.

PAUL BIRKET

Director, Mall Asset Management & Operations

Paul leads the Operational team at McARTHUR + COMPANY taking a mall through the pre-opening operations phase, through launch and delivery of day to day shopping centre and strategic asset management. With more than 15 years senior management experience leading some of the most iconic, complex and well know malls across the UK, including Bluewater and senior positions at CBRE and JLL and in the GCC, with Mall of Qatar and later as Vice President of Malls with Meraas.

With a background which has seen deliver services to over 15 million square feet of GLA with over 3,000 tenants and hundreds of millions of customer visits with budgets in the GCC alone of over 1 billion AED, Paul has a wealth of leadership experience from the strategic through to the day-to-day tactical delivery of an unparalleled retail portfolio.



HANI BAWAZIR

Leasing Manager, KSA

Hani Bawazir comes with 15 years of experience in Leasing, Operations and Sales history of working in the leasing real estate industry, he has a remarkable track record of leasing projects and cost savings quotations through operational excellence activities, working capital optimization and effective facilities management with excellent knowledge of budgeting, fiscal awareness of leasing and performance management systems.

He has good skills in negotiation, lease agreements, Budgeting and strong sales professional.



OUR TEAM



MIAN M USMAN

Accounts & Finance Manager

Usman is an ACCA member with 6 years of experience in Financial Advisory and assurance. He have a vast experience in Financial feasibility and consultancy.

He hold a BS (Hons) in applied accounting from Oxford Brookes University and have a certification in Business Analytics from Columbia Business School. His work involves preparing the financial models for the projects.

MUHAMMAD BILAL

IT & MIS Manager

Bilal is an energetic and enthusiastic person who enjoys a challenge and achieving goals. He has 9 years of experience in IT Industry and dedicatedly have 5 years of experience within retail industry as an IT Manager. He has done BS Hons in Computer Sciences and later achieved ITIL Certification.

He enjoys the environment working with technology and digital media and use technology in benefit of business and its growth and he find the work interesting and satisfying. The opportunity to learn new skills and work with latest technologies is particularly attractive to him.



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