

# TALKING CITYSCAPE

DAY THREE OF CITYSCAPE ABU DHABI WITNESSED A FLURRY OF ACTIVITY BOTH ON THE SHOW FLOOR AND IN THE VIP LOUNGE, AS REAL ESTATE PROFESSIONALS MADE THE MOST OF THE OPPORTUNITY TO INTERACT WITH THE INDUSTRY'S KEY PLAYERS



**NATHAN REES**  
Premier  
New South Wales, Australia

The 13 New South Wales companies participating at the Cityscape Abu Dhabi exhibition this year include architectural, engineering and landscape design firms. Winning overseas contracts to export Australian products and know-how helps create and protect jobs at home.



**MATTHEW HELLER**  
Associate Business  
Development Manager  
Jerde

I'm trying to introduce dialogue and build relationships at Cityscape. In these tough times, it's key to position yourself in front of doors so that when they eventually open, you're there to take full advantage of the opportunity. Client relationships are more important than ever right now.



**HENDRIK NELDE MRICS**  
President  
Federation of Real Estate  
Professionals, Belgium

During this period, networking and making new contacts is far more important than people think. The moment a business doesn't run to plan, managers panic. If you have made good contacts, however, you can turn to them for advice and find solutions to any problems that may have emerged.



**GRACE MANSOUR**  
Senior Landscape Architect  
Urbis

I think the Abu Dhabi Municipality stand is the most impressive, but there are so many fantastic developer stands. We're here to showcase our services, show that we are still going strong, mingle with some of our existing consultants, contacts and developers, and make some new contacts. Abu Dhabi is a very important market for us, we're still keen to operate in the UAE and the Middle East, and it seems that Abu Dhabi is where it's at.



**JANET HANSEN**  
Managing Director  
Al Diyar Real Estate

Our experience has been really positive, we've had about 10 new clients per day come to look at the new mall projects underway and choose locations for restaurants and retail outlets. All the hotel brands coming into the capital are really interesting, and the show seems much more Abu Dhabi-centric this year, but much more international than previous years. It's a one-stop shop for information on anything in Abu Dhabi.



**KATE GODFREY**  
Senior Consultant  
Oxford Business Group

It's interesting to note who is here and who is not in attendance this year. Abu Dhabi Urban Planning Council has an impressive stand that a lot of people were really looking forward to seeing. A lot of overseas competition is present this time around and a lot more players from Australia and Asia than before. We've seen everyone we know in the industry today, it's great to catch up with everyone and we really look forward to that.



**MIGUEL ANGEL  
LABORDE PELEGRI**  
Indigeta

We are here representing Megapolis, a 2,200-suite hotel development in Panama. We are looking for investors who are interested in other markets. We are offering the possibility of an excitement investment in another emerging market with great possibilities.



**MARIJE HEURTER**  
Manager, Business Relations  
City of Rotterdam Development

This is our first time at Cityscape and we're trying to find investors for our hotel and leisure projects in the Netherlands. We've made some interesting contacts so far and have been very impressed by the Falconcity model. We attend several European exhibitions, but this is our first in the Middle East. It's very different.



**RAED AL HADDAD**  
Marketing Executive  
Bloom

This is our second year at Cityscape and there's more serious interest on the part of both buyers and investors. There's more one-to-one interaction, more networking and relationship building. This year's event is also more sustainable. Even though there's a downturn in the market, it's actually more of a correction because things were out of control but now it's more sustainable and there are sustainable, more real end-users.