Knight Frank

INDUSTRIAL & LOGISTICS

Middle East Expertise



Middle East - Industrial & Logistics



ADAM WYNNE
Partner - Occupier / Landlord Strategy & Solutions, ME
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SECTOR EXPERIENCE

Adam has been in the region since 2015 leading a variety of mandates on behalf of investors, owners and occupiers in the industrial and logistics sector. Whilst in the Middle East, Adam has successfully structured a number of high-profile transactions advising a multitude of regional and global players. He is also a fully qualified member of the Royal Institution of Chartered Surveyors (MRICS).

Transactions of note include the strategic disposals of Bridgestone's industrial and logistics portfolio (in excess of 500,000 sqft) to allow the business to transform to an asset light business model.

Adam has also guided a number of international businesses through the process of identifying their first warehouses in the Middle East with notable examples being; Maersk (Shipping) and JD.com (E-commerce).

AREAS OF EXPERTISE

Alongside senior management of the team, Adam is also responsible for investment advisory & disposal services. He has substantial experience in providing clients with cash flow modelling, NPV/IRR analysis and asset management strategies.

A recent example of this was when he provided strategic advice to US-based global asset manager who acquired a 2 million sqft portfolio in the UAE.

MAJOR CLIENTS

MAERSK · ASSA ABLOY · KITOPI · SINOTRANS · SIEMENS energy · BRIDGESTONE · JD.COM · ALDAR



UAE - Industrial & Logistics



MAXIM TALMATCHI
Partner - Head of Industrial & Logistics UAE
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SECTOR EXPERIENCE

Maxim is a senior commercial real estate advisor with a proven 14 years track record of delivering profitable business solutions within the MEA region.

His extensive UAE market knowledge and experience gained whilst working on various real estate transactional projects, coupled with his strong commercial awareness has directed him to structure real property transactions totalling over AED 800 million.

Maxim has delivered 350+ successful transactions in the region, delivering outstanding financial value on these projects, delivered on time, on budget and within the client's scope.

AREAS OF EXPERTISE

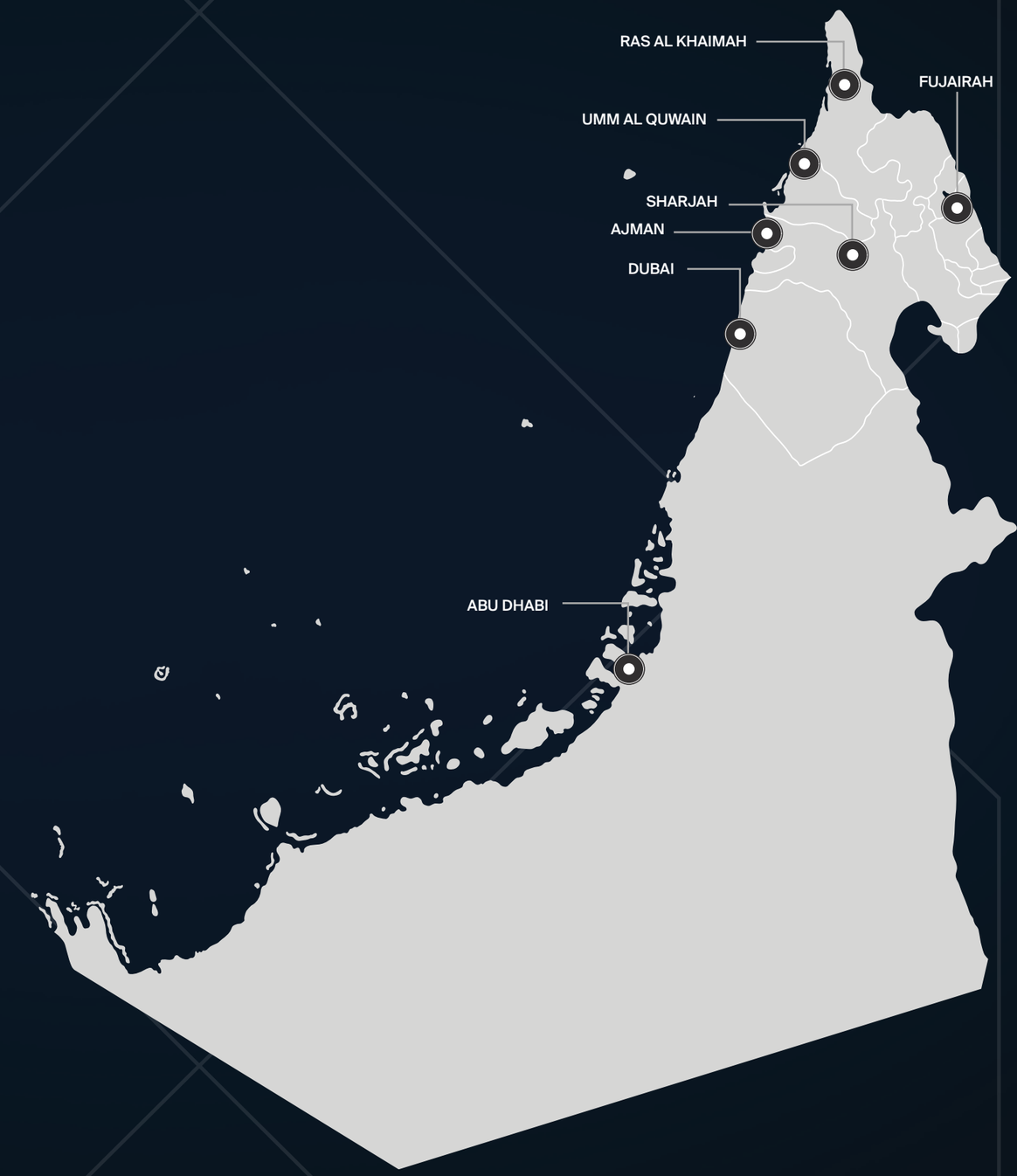
Maxim oversees the industrial and logistics team in the UAE, where his areas include but are not limited to: Dubai Investments Park, Dubai Industrial City, Jebel Ali Industrial Areas, Al Quoz, Jebel Ali Free Zone, Dubai South, ADAFZ, KEZAD, Ras Al Khor, Umm Ramool, Al Khawaneej, Sharjah Industrial Areas, Saja Industrial Area, Musaffah, ICAD.

Maxim provides advice with respect to sale and purchase, leasing and letting, built-to-suit arrangement and development in the industrial and logistics sector.

Maxim provides reasoned advice to an array of clients with different backgrounds, including private investors, property developers, occupiers, financial institutions and government entities.

MAJOR CLIENTS

HSBC · مصرف عجمان Ajman Bank · RASMALA · nbf · مركز دبي التجاري العالمي DUBAI WORLD TRADE CENTRE · بنك دبي التجاري Commercial Bank of Dubai · Al-Futtaim · LIFE



KSA - Onshore



MUHSEN TOTONGY
Manager - Capital Markets ME - Industrial & Logistics KSA
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SECTOR EXPERIENCE

Muhsen is a highly accomplished real estate professional with a distinguished 20-year track record as a RERA Certified Real Estate Broker. He has provided investors, occupiers, and developers with a wide range of services, managing transactions exceeding US$ 300 million across buying, selling, and leasing.

His substantial experience is concentrated on developing the investment markets in Riyadh and Dubai, with a particular emphasis on high-luxury mixed-use residential towers, land plots, staff accommodation, and industrial and logistics assets.

Prior to joining Knight Frank, Muhsen was the General Manager at a subsidiary of the Al Habtoor Group. Holding an MBA from The University of Manchester, he provides reasoned advice to a diverse client base, leveraging excellent relationships with local government authorities and developers to ensure seamless project execution.

AREAS OF EXPERTISE

Muhsen's expertise covers the full property lifecycle. He is highly skilled in client relationship management, portfolio management, and the leasing and letting of commercial real estate.

His capabilities also include strategic transaction management and negotiation, alongside providing expert advice on investment strategies, developments, disposals, and acquisitions.

MAJOR CLIENTS



Dubai - Onshore



DUMITRU MAMALIGA
Senior Surveyor - Industrial and Logistics
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SECTOR EXPERIENCE

Dumitru specialises in Dubai Investments Park, Dubai Industrial City, Jebel Ali Industrial Areas, and Dubai Production City in the Knight Frank Occupier Services team in Dubai.

Dumitru joined the commercial agency team after a successful 7-year career in real estate, developing a wealth of experience and knowledge of the commercial and residential markets in Dubai.

Dumitru understands and recognises the needs of his clients and ensures the highest level of service is provided when working with them to execute negotiations and he continues to expand his impressive network of UAE-based clients.

AREAS OF EXPERTISE

Dumitru specialises in Dubai Investments Park, Dubai Industrial City, Jebel Ali Industrial Areas, and Dubai Production City, where he represents and advises Landlords and Occupiers on sale and lease transactions from a range of different business sectors.

MAJOR CLIENTS

الغرير Al Ghurair

AL DOURI GROUP مجموعة الدوري

IFFCO

مجمّع دبي للإستثمار Dubai Investments Park

فالترانس VALTRANS

al tayer

TECOM GROUP

MANSORY



Northern Emirates & Abu Dhabi



SAGARA KASUN
Industrial Agent - Industrial and Logistics
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SECTOR EXPERIENCE

Sagara joined the Knight Frank Middle East Industrial and Logistics team after a successful six-year career focused purely on the industrial and commercial real estate sector in the UAE. He also has a background in finance, marketing, and facility management.

Sagara has been in the UAE market since 2013, where he has gained invaluable, in-depth knowledge and expertise across various sectors such as warehouses, labour camps, offices & showrooms in Dubai, which has allowed him to service a broad spectrum of clients over the years.

Sagara is well experienced in delivering leasing strategies, marketing tactics, advising both landlords and occupiers with industry insight.

Coupled with his extensive sector-wide experience and the added benefit of being born and raised in Dubai, he has a unique set of industry skills allowing him to interact with different client nationalities easily due to his cross-cultural background.

AREAS OF EXPERTISE

Sagara advises both landlords and occupiers across an array of industrial and commercial assets, working nationwide with a concentration in Dubai, the Northern Emirates and Abu Dhabi.

Areas include but are not limited to Al Quoz, Umm Ramool, Ras Al Khor, Al Khabaisi, Warsan, Al Khawaneej and Al Qusais in Dubai; Sharjah, Ajman and Ras Al Khaimah across the Northern Emirates; and KEZAD, ICAD and Al Falah in Abu Dhabi.

MAJOR CLIENTS

JASPA · PRAN · PMK GROUP · EXPO 2020 DUBAI UAE · Agility Global · masafi · AL MADINA · WILD WELL CONTROL · ADAFZ ABU DHABI AIRPORT FREE ZONE · KEZAD GROUP





UAE - Free Zones



MATTHEW FITZGERALD
Surveyor - Industrial and Logistics OLSS
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SECTOR EXPERIENCE

Matthew specialises in the UAE free zones and industrial logistics hubs, with a particular focus on Jebel Ali Free Zone (JAFZA) and Dubai South (DWC), within the Knight Frank Occupier & Landlord Solutions Strategy (OLSS) team in Dubai.

He advises multinational occupiers and institutional landlords across leasing, acquisitions and disposals, structuring requirements around operational need rather than floorplate alone – from first warehouse entry into the region through to portfolio-level disposal strategy.

Matthew brings UK industrial and logistics experience to the region. Having begun his career in Ireland, he joined the National Industrial & Logistics Capital Markets team at a leading London consultancy, advising institutional funds and investors on acquisitions and disposals across the UK, alongside a period in commercial valuation that strengthened his analytical capabilities across asset pricing and market dynamics.

In 2025 he achieved full RICS membership (MRICS), demonstrating professional competence across valuation, agency and investment advisory.

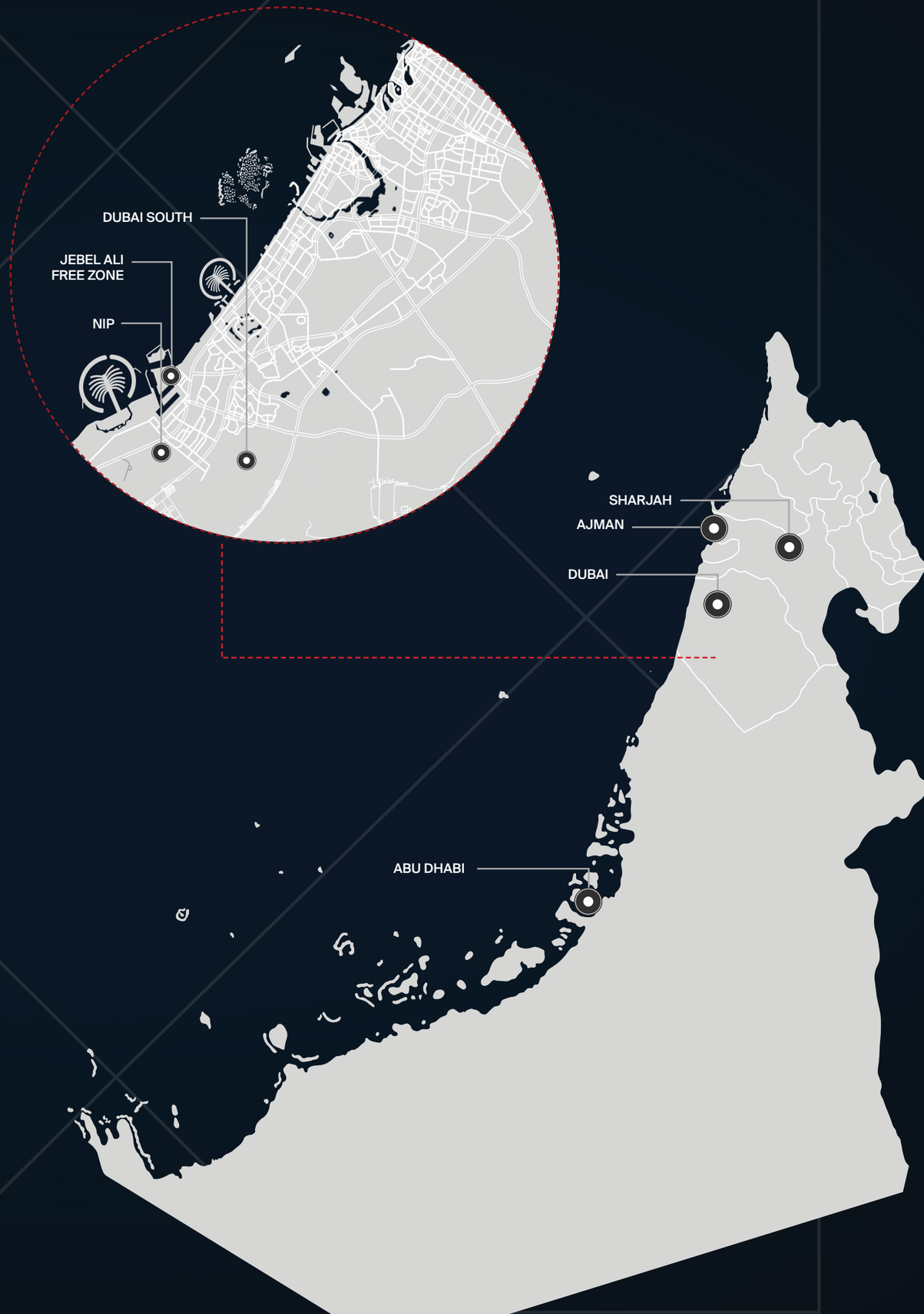
AREAS OF EXPERTISE

Matthew's area of focus is within the UAE free zones and industrial logistics hubs, where he represents and advises both landlords and occupiers on sale and lease transactions.

Areas include but are not limited to JAFZA, Dubai South (DWC), Dubai Logistics City, National Industries Park, KEZAD, ADAFZ and SAIFZ.

MAJOR CLIENTS







Our Exclusive Insights & Data

Our bi-annual research and market reports are heavily sought after for those active in the logistics sector.

To create these reports, we make use of our market intel and tracking of rents, trends and supply and demand highlights.

Our Offices

600+ OFFICES

OVER 50 TERRITORIES
20,000+ PEOPLE
1 GLOBAL NETWORK

To work responsibly, in partnership, to enhance people's lives and environments.

The Americas
5 Markets

Bahamas | Barbados | Canada
St Barts | United States of America

120 OFFICES
2,600+ PEOPLE

United Kingdom
4 Markets

England | Scotland
Wales | Jersey

71 OFFICES
2,800+ PEOPLE

Europe
23 Markets

Austria | Belgium | Bulgaria | Czech Republic
Denmark | Finland France | Germany | Greece
Hungary | Iceland | Ireland | Italy | Monaco
Netherlands | Poland | Portugal | Romania
Serbia | Spain | Sweden | Switzerland | Turkey

106 OFFICES
1,110+ PEOPLE

Asia Pacific
17 Markets

Australia | Cambodia | Chinese Mainland
Fiji | Hong Kong SAR | India | Indonesia
Japan | Macau SAR | Malaysia | New Zealand
Philippines | Singapore | South Korea
Taiwan | Thailand | Vietnam

314 OFFICES
12,500+ PEOPLE

RIYADH DUBAI



19 OFFICES
600+ PEOPLE

Africa
11 Markets

Botswana | Egypt | Kenya | Malawi
Morocco | Nigeria | South Africa
Tanzania | Uganda | Zambia | Zimbabwe

8 OFFICES
400+ PEOPLE

The Middle East
4 Markets

Kingdom of Bahrain
Kingdom of Saudi Arabia | Qatar
United Arab Emirates

Commercial Transactional Services

Capital & Debt Advisory

Capital Markets

Data Centres

Hotel & Leisure Capital Markets

Industrial & Logistics

Land Sales

Occupier Strategy & Solutions

Offices

Residential Transactional Services

Exclusive Project Sales

Interior Services

KSA Residential

Mortgage Advisory

Private Capital & Family Enterprises

Prime Residential, UAE

Private Office

Qatar Residential

Consulting Services

Education Consultancy

ESG Consultancy

Food & Beverage Consultancy

Healthcare Consultancy

Hospitality, Leisure & Tourism Advisory

PPP & Deal Advisory

Real Estate Consultancy

Research, Economics & Geospatial

Residential Consultancy

Retail Advisory

Valuation & Advisory Services

Commercial Valuation & Advisory

Hospitality Valuation

Plant & Machinery Valuation

Residential Valuation

Project & Development Services

Building Consultancy

Cost Management

Fit Out Management

Programme Management



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