

ARCHIERS

Valuation & Advisory

Selected Experience,
Case Studies &
References



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Selected Awards & Recognition

REAL ESTATE INSIDER

"Most Innovative Valuation Consultancy"

MEA BUSINESS AWARDS 2026

"Best Emerging Real Estate Valuation & Advisory Firm 2026 - UAE"

MEA BUSINESS AWARDS 2026

"Property Valuation Technology Excellence Award 2026 - UAE"

ACQUISITION INTERNATIONAL | GLOBAL EXCELLENCE AWARDS 2026

"Best Real Estate Advisory & Consultancy Firm 2026 - UAE"

Industry Engagement & Media

A. INDUSTRY ENGAGEMENT



NETWORKING PARTNER

Financial Restructuring Conference 2026

Archers participated as Networking Partner at the 4th Financial Restructuring MENA Conference 2026 in Abu Dhabi hosted by the Ministry of Justice, engaging with financial, legal and restructuring professionals across valuation, technical due diligence and real estate-related distressed asset matters.



DIAMOND PARTNER 2026 - 27

PICPA Dubai

Archers is the Diamond Sponsor of PICPA Dubai for Financial Year 2026-27, supporting engagement, professionalism and collaboration across the UAE accounting, audit, finance and advisory community.



Industry Engagement & Media

B. ARCHERS SELECTED MEDIA COVERAGE

Zawya

"UAE continues to attract capital, but greater focus on due diligence, valuations"

Consultancy Middle East

"Regional uncertainty driving greater focus on real estate valuation and due diligence"

Al Bayan

Arabic coverage of Archers commentary on UAE investment resilience and risk management

Also featured in:

Logistics Gulf | Regional Uncertainty Drives Greater Focus On Due Diligence And Valuation

MENA Financial News | Regional Uncertainty Drives Greater Focus On Due Diligence And Valuation

Zawya | GCC recovery demands greater focus on structural reforms: 4th Annual Financial Restructuring Conference 2026

C. THOUGHT LEADERSHIP

Members of the Archers leadership team have contributed to industry commentary, media interviews, conferences and panel discussions across real estate, proptech, finance and technology in various capacities. Selected appearances include:

Bloomberg **GULF NEWS**  **Gulf Business**





Client: Khalifa University, Abu Dhabi

Scope: Valuation of leading UAE university including campus, retail, offices, laboratories, dormitories & parking

- Engaged by a large organisation to determine the current market value of the UAE's highest-ranked university.
- Total BUA in excess of 2.8 million sq ft, plot size over 800,000 sq ft.
- 13 major facilities including medical campus, engineering campus, student hub, parking, academia, administrative, residential dormitories, retail, offices and parking.



Client: DIFC-based fund

Scope: Portfolio valuation of 500 units across Dubai

- Engaged by a DIFC-based fund to value a substantial portfolio of 500 residential assets across Dubai, totalling over AED 1 billion.
- Assessed and determined the current market value of each unit.
- Prepared individual valuation reports for all properties in the portfolio.
- Enabled Client to accurately plan financials and asset strategy relating to acquisitions, disposal and optimization.



Client: International Bluechip

Scope: Valuation of Portfolio of residential plots, Warehousing facility and labour camp across UAE

- Engaged by a large organisation to determine the current market value of a diverse real estate portfolio.
- Portfolio included industrial facilities, residential plots, and staff housing.
- Key assets comprised a 1 million sq ft facility, 1 million sq ft of farmland, and labour accommodation for 2,000+ people.



Client: Takaful Emarat

Scope: Provide valuation of under construction building using residual method, on an “as is” and “as if complete” basis

- Engaged by large insurance company to conduct a due diligence exercise on a substantial residential tower.
- Client requested the residual method, with a Special Assumption of the property being complete as of the Valuation Date, as well as a Bulk Discount scenario, and an investment method sense-check.
- Provided various scenario values for Client’s internal due diligence.



Client: Medical Centre in Dubai Healthcare City

Scope: Valuation of specialist medical machinery & business assets

- Engaged by a medical clinic to provide market value of specialist medical and business assets for disposal purposes.
- Conducted inspections and assessment of all assets.
- Valuation conducted on Cost Approach on a Depreciated Replacement Cost basis.
- Client was able to understand and incorporate accurate asset values as part of the disposal of their business.



Client: Confidential

• Scope: Highest and Best Use Study

- Engaged by a prominent international corporation to assess the valuation and highest and best use of vacant residential plots in Jaddaf and JVC.
- Conducted detailed analysis of over 50 developments, covering locality and typical unit mixes.
- Advised on pricing, sizing, and rentals, enabling 10-year cashflow projections.



Client: Fujairah Government Department of Customs

Scope: Valuation of Fujairah Port & associated buildings

- Archers were engaged by government Client to value Fujairah Sea Port, Gate, Freezone & Cargo areas for internal audit purposes.
- We provided figures for the subject property using Depreciated Replacement and Discounted Cash Flow.
- Based on our report, our Client was able to accurately understand the market value for this specialised and key strategic asset moving forward.



Client: Al Barari Real Estate Development

Scope: Valuation of multiple land plots in Al Barari extension

- Instructed by Al Barari to value 25+ plots within Al Barari extension for internal due diligence purposes.
- Total plot area exceeded 1 million sqft and consisted of individual plots comprising residential, club house and sports facilities.
- The Client was pleased to receive individual plot values as well as aggregate market values for internal due diligence.



Client: Confidential

Scope: Valuation of Vacant Residential Land Plots

- Engaged by a prominent land bank owner to value vacant residential plots in Jumeirah Garden City, as part of the Satwa redevelopment scheme.
- Assisted the client in understanding the current market value and development or disposal options.
- Delivered advisory support to guide the client's strategic, financial and development planning.



Client: Confidential

Scope: Valuation of multiple large development plots within Gold Souq extension

- Engaged by a subsidiary of a top ten global sovereign wealth fund to value large development plots in the Gold Souq redevelopment project.
- Used the Sales Comparison approach, analyzing recent transactions of similar plots.
- Delivered market insights to support informed investment decisions for this major redevelopment initiative.



Client: Confidential

Scope: Valuation and Research of Vacant mixed-use plot in Ras Al Khaimah

- Engaged by a large chemical manufacturing client to value an industrial land parcel within a mainly residential area.
- Provided valuation, comparable evidence, market research, and expert commentary.
- Advised on current and future opportunities for industrial or residential use to support strategic decision-making.



Client: Confidential

Scope: Valuation of Island Plots in Dubai World Islands

- Engaged by a leading Dubai real estate developer to value two island properties in the World Islands community.
- Conducted a comprehensive analysis of similar property transactions across Dubai.
- Leveraged market data to provide an accurate and well-supported valuation.



Client: Prominent UAE Family Office

Scope: Valuation of Portfolio of residential & commercial properties

- Engaged by prominent Dubai-based real estate developer to value a diverse property portfolio, including apartments, commercial buildings, villas, shops, and land (freehold & GCC freehold).
- Used multiple valuation methodologies, including Investment method with DCF, tailored to each asset type.
- Ensured accurate well-supported valuations for the entire portfolio, establishing a baseline for the Client to plan financials & strategy.



Client: Confidential

Scope: Valuation of multiple mixed-use buildings, Al Barsha

- Engaged by local Client who wanted a 2nd opinion on value as he was unconvinced by a previous valuation.
- We conducted a comprehensive analysis, establishing that the Opex provided was in fact a one-off Capex.
- This recalculation had a significant impact on the cash flow, and enabled us to accurately provide the value for the assets.
- Client was satisfied that correct values had been provided.

Case Studies

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Client: DIFC-based investment fund

Scope: Bill of Materials (BoM) Review

- Engaged to review Bill of Quantities for luxury villa renovation project in Jumeirah Golf Estates as part of Client's due diligence
- Provided Client with detailed analysis of works, materials, specifications, schedules, payment terms & value engineering.
- Conducted follow up meetings with Client & contractor.
- Established where Client could reduce Contractor costs (approximately 15% savings) while increasing quality.

Client: Canpack ME

Scope: Condition Surveys of 12 buildings (DIP & JAFZA)

- Leading international manufacturer required condition surveys across 3 sites (plots 59,000sqm, BUA 38,000sqm).
- Technical condition assessment covered civil, MEP & structural (internal, external, installations, systems,, equipment etc).
- Completed 12 substantial reports including condition, defects, list of repairs & timeframes.
- Client achieved enhanced due diligence & comfort on condition & capex of their entire portfolio for future.



Client: Confidential

Scope: Feasibility and Pricing of New luxury development in Dubai Marina

- Engaged by prominent hospitality group to review pricing strategy for phased sales of luxury assets in Dubai Marina and JBR.
- Provided insights on current unit pricing, sizing, and recommended strategies to meet objectives.
- Resulted in over 40% of units sold within weeks, exceeding initial projections.



Client: AHS Properties

Scope: Valuation of AHS Tower, Sheikh Zayed Road

- We were instructed to provide a valuation for a landmark commercial asset in a prime location on SZR for internal decision-making purposes
- The asset was complete but undergoing renovation, and comprised 108 offices over 70+ floors (total GFA 550,000sqft).
- We provided the Client with market rent and market value on the special assumption of completion of renovation works.



Client: Damac Properties

Scope: Valuation of multiple development plots for educational use across Dubai

- Engaged by major UAE developer to provide valuations for multiple development plots zoned for educational use.
- Total plot size exceeded 3.5 million sq ft, and total GFA exceeded 2.5 million sq ft.
- Provided valuation, rationale, comparables and detailed market analysis of the education sector.



Client: Deal Holding

Scope: Technical Due Diligence for high-end F&B retail premises across Dubai and Abu Dhabi

- Engaged to conduct pre-acquisition due diligence for two high-end F&B retail premises in Yas Waterfront and one in JBR.
- Scope included document review, physical inspection, condition assessment including MEP and fabric, and asset register creation.
- Client was able to obtain clear picture of condition, existing layouts & finishes, major assets and information gaps.



Client: Luxury goods retailer

Scope: Market Rental Assessment & Sensitivity Analysis for Grade A office in JLT

- Engaged by prominent DMCC-based entity to conduct market rent assessment and summary of key factors influencing rent.
- Provided market rent, summary of key drivers within the building & sector as well as sensitivity analysis.
- Client successfully conducted appropriate financial planning as part of their corporate strategy.



Client: Private Client

Scope: Reinstatement Cost Assessment for Luxury Villa in Jumeirah Golf Estates

- Requested to provide Day One Reinstatement Cost Assessment for insurance purposes.
- We assessed all associated costs for the villa including structure, internal, external, pool, upgrades, demolition, fees & other costs.
- We completed the assessment with a fully benchmarked figure that provided the Client with a clear, reliable basis for insurance coverage.

Recommendation Letters & References



AHS PROPERTIES LLC

Date: April 09, 2026

To Whom It May Concern,

This letter is to acknowledge the performance of Archers Mena Valuation Services LLC in delivering valuation services to AHS Properties LLC.

During the course of our engagement, Archers has demonstrated consistent delivery against agreed timelines, high-quality reporting standards, and strong technical capability in handling a range of property types and valuation requirements.

Their ability to manage multiple instructions efficiently and maintain a high level of accuracy and compliance is recognised and appreciated.

We consider Archers to be a reliable service provider and acknowledge their contribution to our operations.

Signature:

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Head of Finance
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Binghatti Developers FZE

Date: April 16, 2026

To,
The Credit / Risk Department
United Arab Bank PJSC

**Subject: Recommendation for Inclusion of ARCHERS MENA VALUATION SERVICES
L.L.C in Approved Valuers Panel**

Dear Sir/Madam,

We, Binghatti Developers FZE, would like to formally recommend Archers MENA Valuation Services LLC for inclusion in United Arab Bank PJSC's panel of approved valuation service providers.

Over the course of our longstanding professional association with Archers MENA Valuation Services LLC, they have consistently demonstrated a high degree of professionalism, technical competence, and adherence to established valuation standards within the UAE. Their reports are comprehensive, well-supported, and reflective of current market conditions, providing a reliable basis for financial and investment decisions.

Considering the above, we kindly request United Arab Bank to consider evaluating and including Archers MENA Valuation Services LLC in your approved valuers panel. We believe their inclusion would add value and flexibility to your valuation processes.

Thank you for your consideration.

Yours faithfully,

Binghatti Developers FZE



Recommendation Letters & References



Client: Stake Properties

Nature of Business: DFSA Regulated crowd fund with over 10,000 investors, AED 1 billion portfolio and funding led by Emirates NBD & Mubadala

Scope: Residential Valuation Reports – 15–20 cases per month and 500 properties valuations bi-annual portfolio valuation.

Value/Scale: 500 property portfolio – total value circa AED 1 billion

Reference: *“Archers Mena Valuation Services LLC has been an integral part of our everyday business, providing us with their insight and expertise in property valuations for residential properties.*

They are always ready to assist, even with last minute requests, readily available to visit properties we are in the process of acquiring and/or assisting with our bi-yearly valuations of properties in our portfolio. They deliver comprehensive valuation services, helping us make informed decisions in the real estate market. It is a pleasure working with Archers and the team.”

Contact details available on request

Client: Oryx World

Nature of Business: International holding company, with multiple businesses (real estate, healthcare, financial services, corporate services) spanning UAE, KSA, Qatar, UK and beyond.

Scope: Provide market value for 150+ offices, and feasibility studies for multiple residential plots

Value/Scale: Conversion of 150+ offices into 300+ offices

Reference: *“We have been working with Archers Valuation Services for the past three years on a wide range of valuation cases.*

Their team has consistently delivered accurate, well-researched reports and practical insights that we rely on for our decision-making.

The professionalism, reliability, and depth of expertise they bring have made them a trusted partner in our business.”

Contact details available on request

FINANCIAL RESTRUCTURING MENA CONFERENCE 2026

Networking Partner

"Archers Valuation & Advisory participated as a Networking Partner at the Financial Restructuring Conference 2026.

It was a pleasure having the Archers team involved in the event. Throughout the engagement, they were professional, collaborative, and brought valuable specialist perspectives across real estate valuation and technical advisory, areas that are increasingly relevant to the restructuring and wider financial community.

We truly appreciated their participation and contribution to the 2026 edition and look forward to continuing the association in future editions."

Gavin Castelino

Senior Partnerships Manager

PICPA DUBAI

Diamond Sponsor

"As a professional organization, PICPA Dubai values the role of reliable valuation and market insights in supporting sound financial reporting, investment decisions, due diligence, restructuring, and other business matters.

With expertise in real estate, plant & machinery, and business asset valuation, market research, and strategic advisory, Archers Valuation & Advisory provides valuable perspectives relevant to today's accounting and finance professionals.

Thank you, Archers MENA, for being part of Fin-LEAD 2026 and for supporting PICPA Dubai in connecting our network with meaningful professional insights and resources."

Lyndon Magsino

PICPA Dubai Chairman