

# Riveria Global

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with an articulated mission  
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Concept & Quality



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# We Thank you

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UAE Vice President,  
Prime Minister and Ruler of Dubai



**UAE Vice President, Prime Minister and Ruler of Dubai  
His Highness Sheikh Mohammed bin Rashid Al Maktoum**

The man behind enduring success, unrivaled leadership style and irrevocable strength. Sheikh Mohammed has played a significant role in Dubai's development by developing new economic sectors and capitalizing on the emirate's strength which is continuing to grow enormously.

His Highness Sheikh Mohammed bin Rashid Al Maktoum says that "maintaining the pinnacle of success is harder than trying to attain it"

Sheikh Mohammed believes that "the best thing a man can do is carry out his tasks to the best of his ability while serving his people and his country. In his opinion, rank is unimportant in comparison to one's deeds and achievements"

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*"We in the U.A.E. have no such word as 'impossible'; it does not exist in our lexicon. Such a word is used by the lazy and the weak, who fear challenges and progress"*

**- Sheikh Mohammed bin Rashid Al Maktoum**

# The Directors



**Dinesh Ramchand**  
*Business Director*



**Girish Gurnani**  
*Global Business Head*



**Veena Shriram Chauhan**  
*Director Finance*

**Dinesh Ramchand** Extensive experience in international Business gives Dinesh a keen sense for identifying key investment opportunities, Known as a skilled Director and someone that naturally radiates energy and passion. He follows strategic measures and judicious attention to details when he serves his Investors. Possessing vast experience in business has taught him that the best possible result from a service is attained with proper team guidance and understanding the need of Investors accurately. Mr. Dinesh Ramchand's thorough knowledge enabled Rivera Global deliver its mission of offering the ultimate best experience to every Investors negotiator, successful Director.

**Girish Gurnani** Simplifying Business Process is the key for optimum use of in-house resources. Mr Gurnani has an ingenious leadership style and gives utmost importance to excellence and integrity in all faces of Business. Exploring new ways to go beyond the expectations of the concerned. Mr Gurnani has established himself as an excellent business development manager passing on his years of experience, skills and professionalism to one and all.

**Ms Veena** has a keen eye for finance management, her keen sense of market analysis, keeps her in good stead for extensive planning, under her financial planning, the company has grown to be a group of companies



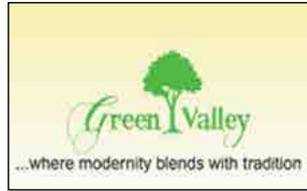




# TEAM RIVERIA









# Riveria Global Business Association with Takhlees



**T**akhlees, the document clearing firm from Dubai with an objective to encourage smart business growth has tied up with Riveria Global to offer innovative document clearing and all Government services to the public.

## About Takhlees

Takhlees is owned and operated by a UAE National with years of experience in handling government formalities; this firm has dedicated consultants who will take care of all procedures and clearance expertise required by an individual/business entity. The intricacies of all government transactions are simplified in a fully organized manner. Takhlees accelerates the process of any type of documentation or related clearing. Takhlees possesses complex know-how of the region which enables them to deliver superior quality service.

Our professional multi-lingual staff will undertake all services mentioned below and offer integrated strategies with flexible solutions tailored to deliver the greatest benefit to every type of business firm.

## About Riveria Global

At Riveria Global we offer you a simple solution to start and manage your business, we introduce you to the right channel to start your business in the simplest way in the shortest possible time.

## Services Offered:

- Ejari
- Dubai Court Services
- All P.R.O. Services
- Land Department Services
- Takhlees Service
- Tasheel Services
- RTA Services
- Attestation
- Tourism

## Why Us?

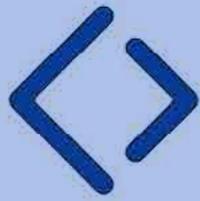
**Credibility:** Follows forward thinking strategy and team-based service on remarkable agility and transparency by offering the best functional solution within an agreed time period.

**Trust:** A strong motive to incorporate valuable service by respecting our clients' needs and delivering the highest level of satisfaction possible.

**Ease:** Our breadth and depth of skills when combined with the latest innovation lets you achieve your goal with utmost ease and efficiently save cost and time.

All your document clearing and government services can be availed at Riveria Global; we provide dedicated hassle-free experience.





# مجمع دبي الصناعي DUBAI INDUSTRIAL PARK

## A STRATEGICALLY LOCATED INDUSTRIAL HUB

**Riveria Global has officially tied up with Dubai Industrial Park, its a Government owned commercial as well as residential hub.**

**D**ubai Industrial Park is one of the largest industrial hubs in Dubai. The destination was established with the objective of fast-tracking growth and expansion of the industrial sector in the United Arab Emirates - especially seeking to attract players in the light and medium manufacturing sectors with specific emphasis on food and beverage, base metals, transport equipment and parts, machinery and mechanical equipment, workshops, logistics, chemicals, and mineral products.

Offering a cost effective and efficient business environment for the region's manufacturing sector, Dubai Industrial Park today serves an enabling ecosystem for investors with integrated offerings of industrial land, labour villages, and warehousing facilities. In addition, it is also increasingly gaining credibility among companies looking for logistics solutions support, commercial office spaces, open storage yards, and retail showrooms with storage within the emirate of Dubai.

Dubai Industrial Park is strategically located next to Al Maktoum Airport and in close proximity to the Jebel Ali Port. The City provides a traffic free environment with direct connections to Sheikh Mohammed Bin Zayed Road and the Emirates Road, providing easy and convenient access to global transportation points via road, air and sea.







# Riveria Global Specialized Real Estate Services in JABEL ALI

**J**ebel Ali is a port town 35 kilometers (22 mi) south-west of Dubai. The Jebel Ali Port is located there. Al Maktoum International Airport has been constructed just outside the port area. Jebel Ali is connected to Dubai via the UAE Exchange (formerly Jebel Ali), Danube (formerly Jebel Ali Industrial) and Energy stations on the Dubai Metro.[citation needed]

In 1985, the JAFZA was created: an industrial area surrounding the port. International companies that relocate there enjoy the special privileges of the free zone. These include exemption from corporate tax for 50 years, no personal income tax, no import or re-export duties, no restriction on currency, and easy labour recruitment.

Jebel Ali has become the port most frequently visited by ships of the United States Navy outside the United States. Due to the depth of the harbour and size of the port facilities, a Nimitz-class aircraft carrier and several ships of the accompanying battle group can be accommodated pierside. Due to the frequency of these port visits, semi-permanent liberty facilities (referred to by service personnel as “The Sandbox”) have been erected adjacent to the carrier berth.

Among the infrastructure projects built to support the port and town is the world’s largest desalination plant, the Jebel Ali Desalination Plant (Phase 2), providing an ample supply of fresh water.

**Ras Al Khor Industrial Area** is a locality in Dubai, the United Arab Emirates. Literally meaning Cape of the Creek, Ras Al Khor is part of several industrial areas (such as Al Aweer) located in the suburban areas of Dubai. The Ras Al Khor Industrial Area comprises three sub-localities:

- Ras Al Khor Industrial Area 1
- Ras Al Khor Industrial Area 2
- Ras Al Khor Industrial Area 3

This is an area which having automobile spare parts sales shops, Automobile service centers, Car wash/clinic, Repairing vehicles only. There are no more business or companies in that Ras Al Khor industrial Areas.All companies are related to the Auto mobile service/clinic/workshop/spare parts. Also this industrial area having many warehouse.



# Top Notch Brokers Meet

## Co-Sponsored by Azizi Developers

Dubai Real Estate Industry in one of the most promising industry of the world, The Directors of Riviera Global posses ample knowledge of international business in property investments and prefer to leverage from its industry contacts to benefit investors and act as a liaison to advocate brokers about the immense investment opportunities currently available for investors. The Top Notch Broker meet Co-Sponsored by Azizi Developers was held on April 2017 with the sole objective to enlighten brokers on how to guide investors achieve their goals in future investment. Since residents of India are major buyers of properties in Dubai, the firm was determined to initiate the process from Mumbai. Among the people who joined the meeting were people with different experience levels and followed various ways in approaching the market. Having set an agenda the company shortlisted prominent brokers of Mumbai and conducted an educative meeting for the same.

Even though 60% of the properties in Dubai were bought by Indians and residents of Mumbai, there is majority of Indians still unaware of the investment opportunities available in Dubai, they are incognizant of the policies of the governments of both the countries and most of the residents of India were still unaware of the availability of freehold property in Dubai. So most Indians have a misconception and think all properties ever purchased is leasehold and is ultimately owned by the government of Dubai. UAE has a strong, cordial relations with India, Riviera Global has organized the meeting to clear a lot of misconceptions and eventually to capitalize this buying preference of Indians and educate people about all of above, The meeting has cleared up most of the misapprehensions of these brokers, the company has planned many more of such educative meetings in the near future in order to attain a coherent idea and an unambiguous approach between brokers and investors, to facilitate the Indian investors to become more incisive in considering investments in Dubai which are highly organized and as well as provide great returns on investments. ●









# Gruhapravesha Int'l Property Show in Oman

**A** grand two day event held in Oman on October 2017 consisted of professional builders, realty experts. The highlight of the event was the outstanding properties from Dubai. Riviera Global promoted top investment properties located at prime locations of Dubai. We contributed our knowledge of real estate to ameliorate property buying experience and to cultivate a direct property purchase experience. Our central idea was to develop an ease to buy a property in Dubai with complete assurance and satisfaction. Riviera Global was able create a perfect environment for buyers and investors to network, indulge in intense knowledge sharing, assist buyers explore a wide collection of properties and avail them with the best deals. ●





# Socializing @ Riveria Global





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A RAMCHAND GURNANI ENTERPRISE

# REAL ESTATE INVESTMENT FAQs

**Dinesh Ramchand**

Managing Director, Riveria Global Real Estate Broker



## Question of the Week

### Is there an oversupply of property in Dubai?

We have read various articles about the oversupply of residential and commercial units across the city, and some of this information came from reputed sources. Yes, there is a regular supply of units, but this is not a case of oversupply.

Irrespective of the reports, you will notice that only a few good residential units are available in the ready property market. Most of the available units are in under-construction or off-plan projects. These are massive developments by reputed developers who know their market well and who do not develop unless they see a ready market for the same.

Look at the city itself, the way it has been developed. In all aspects, it compares to the best in the world, even better. If we compare the property prices in the city, we have very solid products on hand, which we need to market the right way. Developers need to focus on marketing their projects on a global platform.

Considering all of the above, it is definitely not a case of oversupply. It is very much a case of undermarketing which needs to be looked into. Right now, developers are working individually to sell their units and their focus markets are scattered, thereby losing the punch. Our company is working on bringing them together under one umbrella to segregate the inventory and market it in the best possible manner.

Send in your property issue-related questions to be answered by industry experts, mentioning 'Ask the Agent' in the subject line, to: [properties@gulfnews.com](mailto:properties@gulfnews.com)

### What is the overall projection for the real estate market in Dubai?

Dubai is the most promising real estate investment destination in the world. The city's real estate sector was quite unsteady in 2016, but this year and the years ahead will see a plethora of projects lined up, leading to the much-awaited Expo 2020.

Dubai's infrastructural developments will see a healthy market growth, and demand is growing for residential properties in developed areas, especially in Downtown Dubai.

Resisting apartments offered at lesser rates in places like Dubai Marina, Dubai International Financial Centre (DIFC), The Greens and Jumeirah Beach Residence (JBR) will be tough, thanks to year-on-year sales rates dropping by nearly 20 per cent. Average sales prices per square foot in these areas start at Dh2,000 for DIFC, Dh2,100 to Dh4,000 for Downtown Dubai, Dh1,200 for Dubai Marina, Dh1,100 for JBR and Dh2,000 for Palm Jumeirah. Indeed, Dubai is booming with properties that are ready to be grabbed.

### What should be the expectations of investors from and after Dubai's hosting of the Expo 2020?

The Expo 2020 is going to be one grand event of the decade in the UAE. With reference to its scale and standards, it is going to bring the attention of global businessmen and tourists to a new way of doing business and tourism. There are around 200 nationalities residing in the UAE, and everyone is sure to benefit from this.

Expectations from this event have reached the sky. Investors and brokers envision profit from their investments. Tourism-related job opportunities will be aplenty, enticing talent from across the world to make Dubai their home, which directly widens the pocket of the real estate business. The hospitality industry will be thriving, with hotels functioning like hot engines, adding to the Dubai real estate revenue. Moreover, the UAE is expected to create an impact that will identify it as more than just an oil-producing country.

### Which locations are worth investing in Dubai?

Dubai Marina, Jumeirah Beach Residence, Business Bay and Downtown Dubai have been the favourite locations for investors. Much of the sales and rental transactions were made in these areas; however, other parts in New Dubai have fast emerged as investment hotspots. Meydan, Jumeirah Village Circle, Jumeirah Village Triangle, Dubai Sports City, Al Furjan, Falconcity of Wonders and its surrounding areas are also catching up. Dubai Creek Harbour and Dubai Wharf are new destinations which will be the jewel in the crown for investors. Areas near Maktoum International Airport and Dubai Parks and Resorts have huge potential for investors. Jebel Ali Downtown and Jebel Ali South are going to be vibrant in the near future. All projects across Dubai are being developed as complete mini-townships, and are not far away from the city centre so all of these are worth the money.

### What is the outlook of global investors about investing in Dubai?

Investors from across the world are looking at investing big time in Dubai. In the past two years, there have been numerous high-value transactions and a great interest from big-ticket investors. We have closed a few deals and more are in the pipeline.

Investors are interested in residential and commercial properties, and in the hotel industry. These are all big-time investors who have been instrumental in the development of big projects.

Currently, a lot of investors from the GCC are looking at investing in Dubai. Investors from India, UK, Russia, China, Africa and Hong Kong are also coming in. All these countries are major take-off points, from small investments of a million US dollars to big investments going all the way up to a billion dollars in some cases.

The time is right to tap these markets and leverage on their interests. Besides, the Real Estate Regulatory Agency (RERA) has worked like magic to instill confidence in buyers.

# REAL ESTATE INVESTMENT FAQs

**Dinesh Ramchand**

Managing Director, Riveria Global Real Estate Broker



## Is the Dubai real estate market stable enough? When is the right time to buy property?

Now is the right time to buy property in Dubai. If you recall, Dubai won the rights to host the Expo 2020 and it was indeed a very euphoric moment. You may also have noticed that since then, the government of Dubai has planned and delivered a lot of infrastructure and environmental projects, and more are scheduled to be ready within the next couple of years. Professional investors have been observing and waiting to grab the right options. Recently, the emirate has witnessed an increased interest from real estate investors across the world. It takes approximately around three years to initiate and complete any major developments. With the Expo scheduled in 2020, we have enough time for the same. Expectations that real estate prices will rise up anytime were a miscalculation, but by not investing now, it will be another miscalculation.

## What factors need to be considered by a first-time investor when buying property?

First-time investors can have many ifs and buts in mind, but they normally approach friends and relatives for advice. However, everyone has different experiences and objectives which may not necessarily match up with yours, thereby you tend to be more confused. The most important factor when buying property is to understand that investing in real estate is a long-term proposition. Real estate investments have always been profitable. You need to identify if the property is being bought for self-use or for capital appreciation. You should also have an understanding that there will be additional costs involved (having the property registered, real estate brokerage charges), which will add up to the final cost of acquiring the property. Thus, you need to have a clear plan with regard to the amount and timeline of funds to be invested. Once you have a clear understanding of the above, begin your search for your ideal property.

## How can a first-time property buyer identify the ideal location to buy property?

All locations in Dubai have a unique advantage of being a short drive away from the centre. With the opening of the Al Maktoum International Airport, locations such as Dubai Sports City, Jumeirah Village and Mudon, which are considered far from the city, are now offering investors an opportunity to own a property with very good prospects in the near future. The planned Dubailand park, which will almost be equal to the size of London's Hyde Park and three times bigger than Zabeel Park, will act as a new destination for residents and tourists once complete. It will provide a vibrant, natural environment, encouraging individuals to lead a healthy and active lifestyle. As mentioned above, once you have a clear view about your requirement and budget, you will be able to narrow down your search for property. Remember that in Dubai, investors are spoilt for choice.

## Since some projects are directly being sold by the developers, is it advisable to deal with real estate brokers?

Reputed real estate brokerage companies have very good customer relationship management in place. When you get in touch with them, they will mark down your requirement specifics, and accordingly analyse and propose the right options. A reputed real estate company does not get impressed by glossy advertisements released by developers and their marketing agencies. They know the ins and outs of the industry, the various investment options available, the facts and figures and unique selling points of each project, the documents and their terms and conditions, and the final negotiation points of the developer. They assist you in getting the deal done with proper documentation without the unnecessary legwork from your part. After having assisted you in buying the property, the same company will assist you in finding an ideal client to lease it and will also manage your property. In the long run, you get more value for your money.

## Question of the Week

### Will the real estate investor get enough capital appreciation to bank upon?

Dubai is one of the most cosmopolitan cities in the world. Since the government has a very clear view of making the emirate the number one city globally with respect to its cultural and business environment, infrastructure development, tourism, education, hospitality, safety, lifestyle and much more, all of the above induces people to set up life here.

The government has made sure to make life as enjoyable as possible for the general public. The city's planning division has the sole focus of keeping the city mobile and beautiful to promote a smooth movement of traffic. It also ensures that the city is safe and attractive from all aspects. Furthermore, the education department sees to it that the quality of education being imparted is at par with global requirements. With reference to tourism, with over 200 countries in the world and just about 10 countries having tourism as their main criteria makes Dubai the most sought-after place.

All of the above factors provide the city a regular flow of visitors. And as long as these are maintained, nothing can stop the city from prospering. Thus, these factors add value to any individual's real estate investments. The investor still needs to reach out to a knowledgeable advisor though to be advised of the right options.

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# REAL ESTATE INVESTMENT FAQs

**Dinesh Ramchand**

Managing Director, Riveria Global Real Estate Broker



## Is buying property a better option over renting one?

Buying property is definitely a much better option over renting. The current property prices and the exponential growth expected in the coming years will give a very good capital appreciation. The home loan rates offered are very conducive too, so the actual outgoing for the property EMI is almost equivalent to the average monthly rent being paid by the individual. All of the above is clearly understood by the investors; however, the fear of uncertainty has held back many of them. In that case, they need to look back in time and they will clearly see that the current market is dominated by end-users and investors. Earlier, it was speculators who did not have the means to pay the entire amount of the value of the property. Also, the value of any property being bought now is very good and sustainable, so I would advise people to leave the fear factor aside and buy as this is the right move ahead.

## What is the percentage of return on investment an investor can achieve?

An investor can always get maximum leverage from his investment. There are three calculations to determine a property's return on investment (ROI) depending on the investor's understanding of the various factors. Investments in the residential segment can have an ROI of 5 and 9 per cent per annum depending on the location and type of property. For commercial properties, ROI ranges from 6 to 10 per cent per annum; in the industrial segment, it is 9 to 14 per cent per annum. The major point here is that capital gains are over and above the rental income and have not been taken into consideration. Investors can expect a good appreciation on that front. However, a much higher ROI can also be achieved through systematic planning and expert advice. In short, there is no dearth of investment options in Dubai and other emirates. If the planning is right, then the sky is the limit.

## Question of the Week

### What types of investors are currently looking at investing in Dubai?

Basically, there are three types of investors. The first type are the end-users who buy properties for personal residence or business. Their investment capacity is between Dh350,000 and Dh5 million. They are safe players and prefer to buy ready or under-construction properties which are near completion. The second type are the bulk buyers who buy multiple units. They have an average budget between Dh5 million and Dh50 million. They usually buy off-plan and under-construction properties after price negotiations with developers, and later sell the units at premium prices. The third type are corporate investors who are further divided into three segments: the corporates who have a budget of Dh50 million to Dh100 million, the corporates with a budget of Dh100 million to Dh300 million, and those who have a budget of Dh300 million going all the way up to Dh3 billion per project. Interestingly, all these three never increase or decrease their budgets no matter how lucrative an investment option is. Corporate investors buy properties for rental returns. They wait for a decade for a decent capital appreciation and sell them off. Developers registration data released by the Land Department indicates the entry of 55 new developers into the real estate market, with the launch of 134 new projects worth over Dh100 billion and the completion of 62 projects in 2016. This is just the beginning; there is more to come.

## What is the current scenario of investments in Dubai?

With the major planned infrastructures and zonal developments being undertaken by the government of Dubai, the city is well equipped for the next century.

The Al Maktoum International Airport is now ready for the scale-up in tourism which is expected to come in beyond the year 2030. The Metro is being made ready with a long-term view. All the other developments are planned with the same perspective. Look at the Hyperloop, the solar energy plants and other infrastructure setups. It is clear that the city is geared up for the long term, not just for the Expo 2020.

Looking at all of the above factors, a lot of corporates from across the world have started buying properties in Dubai. There are a number of investments and commitments to invest happening between the Dh100 million and Dh1 billion categories. These corporates are seasoned investors, so it is a clear sign for the small to medium investors to start buying now.

## What is the criteria for selecting the right brokerage firm for the right advice on investment options?

Selecting the right brokerage company is very crucial for every investor. The right brokerage company always looks at the long-term benefits for investors. Its key concern is to carefully understand the investment aspect of the investor and propose the right options, not only from the point of buying a property but also at the point of planning a systematic exit in case the investor wants to liquidate his investments. It should be a complete circle, and a planned entry and exit can only be provided by seasoned real estate companies. The company should also be able to justify the proposed investment to the investor; the selection of location is subjective to the short- and long-term goals of the investor as well. All of the above factors are crucial, but most investors do not look beyond the location and the price per square foot. It is the broker's job to look at the above aspects to ensure that it is always a win-win situation for the investor.

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**Head Office - Al Quoz, Dubai, UAE**

309, Al Rostamani Office Block, Latifa Bint Hamdan Street, Opp Khaleej Times, Nr. Al Khail Mall,  
Al Quoz 3, Dubai - UAE, PO Box No. 232574, Tel: +971 4380 5460

**Showroom - D I P, Dubai, UAE**

2 & 3 RDK Building A, Opp Dubai Investment Park H.O., 3rd Granite Street, D I P Dubai  
PO Box No. 232574, Tel: +971 4227 0409 Mob: +971 55 279 2403

**Branch - India**

3 & 4, Ketan Kunj, 2nd Hasnabad Lane, Nr. Mamujee Chemist, Santacruz West, Mumbai - 400054,  
Maharashtra, Tel: +91 22 6223 1643

E-mail: [sales@riveriaglobal.com](mailto:sales@riveriaglobal.com) | Web: [www.riveriaglobal.com](http://www.riveriaglobal.com)