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THE DAFZ TIMES

DUBAI AIRPORT FREEZONE

30YEARS
DUBAI
AIRPORT
FREEZONE
Dubai
Airport
Freezone
المنطقة الحرة بمطار دبي



TABLE OF CONTENTS

DAFZ Management 03

Ahmed Al Mulla

Senior Vice President

Sales & Business Accounts Management

DAFZ Spotlight 05

Building on our Strategic Partnerships, Networks & Communities 09

Events 11



DUBAI AIRPORT FREEZONE

MANAGEMENT

Ahmed Al Mulla**Senior Vice President**
Sales & Business Accounts
Management

Ahmed Al Mulla is the Senior Vice President of Sales & Business Accounts Management at Dubai Airport Freezone (DAFZ). In this role, he oversees all aspects of sales strategy, including budgeting, forecasting, and performance analysis, which he reports directly to senior management. His leadership has been instrumental in driving

DAFZ's sales success, where he has consistently closed significant deals and secured key contractual lease agreements with prospective clients.

Al Mulla excels in developing and nurturing sales leads, delivering compelling sales presentations, negotiating terms, and spearheading regional expansion initiatives. His deep involvement in customer engagement, coupled with his effective relationship management strategies, has been critical in securing a competitive advantage

for DAFZ. Under his leadership, sales revenue has increased by over 30 million AED annually, and the number of registered companies has grown by 66 percent, reflecting his significant impact on the free zone's growth.

As Senior Vice President, Al Mulla not only drives external synergies

but also enhances internal processes, ensuring that DAFZ's sales operations are both efficient and effective in meeting the organisation's strategic goals. His expertise in the field has solidified his reputation as a key player in DAFZ's continued expansion and success.



FAKEEH CLINIC

Q1: How is Fakeeh Clinic leveraging technology to enhance the patient experience?

At Fakeeh Smart Clinic, technology is designed around one simple goal: making healthcare easier and more convenient for patients. Visitors can receive primary care services directly at the clinic, while advanced digital technologies enable instant access to a wide network of specialists and subspecialists



Awais Masood
Director of Business Transformation & Strategy



across the Fakeeh Health ecosystem. If a patient requires expert consultation, there is no need to travel to another facility. They can connect with the appropriate specialist through a seamless virtual consultation right from the Smart Clinic. This hybrid model combines the personal touch of an in-person clinic visit with the convenience of digital healthcare, reducing waiting times and helping patients get the care they need, when they need it.

Q2: What sets Fakeeh Clinic apart from other healthcare providers in Dubai?

What makes Fakeeh Smart Clinic unique is its ability to bring comprehensive healthcare closer to patients. Located within DAFZ, the clinic allows employees and residents to access quality healthcare without the inconvenience of travelling across the city. Patients can walk in for primary care services and, if required, be digitally connected to highly specialised consultants across multiple medical disciplines during the same visit. Combined with diagnostic services, coordinated care pathways, and home delivery of prescribed medications, the experience is designed to be simple, connected, and patient-centric. It is healthcare that fits around people's lives rather than requiring people to fit around healthcare.

Q3: How is digital transformation, including telemedicine and AI, reshaping patient care and improving healthcare accessibility?

Digital transformation is removing many of the traditional barriers to healthcare access. Through telemedicine and smart healthcare technologies, patients can



now consult specialists more quickly and conveniently, often without the need for multiple appointments or travel between locations. At Fakeeh Smart Clinic, digital tools help connect patients to the right expertise at the right time, creating a smoother and more efficient care journey. For busy professionals, this means less time away from work and faster access to expert medical advice. For patients in general, it means healthcare becomes more accessible, responsive, and personalised.

Q4: How is Fakeeh Clinic preparing to meet the changing healthcare needs of businesses and professionals in Dubai?

Today's professionals expect healthcare to be as accessible and efficient as the other services they use every day. Fakeeh Smart Clinic has been developed with this expectation in mind. By placing healthcare directly within business communities such as DAFZ, we enable employees to access consultations, preventive care, chronic disease management, specialist opinions, and follow-up services close to their workplace. Our hybrid care model combines physical and virtual healthcare to minimise disruption to busy schedules while ensuring access to high-quality medical expertise. From convenient appointments to seamless medication delivery at patients' doorsteps, we are creating a healthcare experience that supports healthier individuals, more productive workplaces, and better long-term wellbeing.



SHAPING BOUNDLESS OPPORTUNITIES SINCE 1996

30 years of shaping possibilities, powering growth, and building a legacy that continues to rise. From vision to global impact, DAFZ stands as a symbol of innovation, ambition, and progress. As we celebrate this milestone, we reflect on

the partnerships that have shaped our journey. Read what some of our long-standing customers have to say about their experience with DAFZ, and how our commitment to excellence has supported their growth over the years.

GROWING STRONGER TOGETHER



For 25 years, Richemont has built and expanded its presence across the UAE and the wider region, supported by a longstanding partnership with DAFZ. Pierre Fayard, CEO - Middle East, India, Africa & Türkiye, reflects on this enduring relationship and how a trusted business environment has supported the company's continued growth and regional success.



EXPANDING HORIZONS

From its early beginnings to an expanding regional presence, Habras International has continued to grow and strengthen its footprint. Vikas Gupta, Business Head at Habras International Limited, reflects on the company's journey and the role a supportive business environment has played in enabling its continued growth and expansion.



BUILDING ON OUR STRATEGIC PARTNERSHIPS, NETWORKS & COMMUNITIES



BUILDING SMARTER, MORE RESILIENT BUSINESSES

A successful session held in collaboration with the National Bank of Fujairah (NBF) brought together industry experts to share insights on the latest economic trends, the Central Bank's E-Invoicing mandate, and strategies to safeguard businesses against emerging cybersecurity threats.



BUILDING BUSINESS READINESS THROUGH KNOWLEDGE

A knowledge-sharing session held in collaboration with Kreston Menon brought the business community together to explore key developments in Corporate Tax, transfer pricing, and cybersecurity. The session provided timely insights and practical perspectives to strengthen business readiness and support informed decision-making.



EVENTS

A CELEBRATION OF SUMMER & COMMUNITY



From unique discoveries to inspiring local businesses, the Summer Market at DAFZ brought together creativity, entrepreneurship, and a vibrant community spirit. Here's a look back at the moments, connections, and experiences that made the event truly special.



BACK TO SCHOOL, MADE A LITTLE MORE FUN

DAFZ brought the new school season to life with a vibrant pop-up featuring school essentials, colourful finds, and a few surprises along the way, making the back-to-school experience a little more fun for the community.



BRINGING THE WORLD CUP SPIRIT TO DAFZ

DAFZ brought the excitement of the World Cup closer to the community with engaging games, interactive activities, and memorable moments shared throughout the tournament. A celebration of football, connection, and community spirit.





A WORLD OF FLAVOURS, FUN & REWARDS

Bringing together a curated selection of food, beverages, and confectionery brands, DAFZ Summer Hub 2026 was a celebration of flavours, favourites, and exciting discoveries. The activation brought the community together, creating new connections and memorable moments throughout the summer.



INTRODUCING CLASSIFIEDS ON THE DAFZ COMMUNITY APP!



We're excited to announce the launch of Classifieds, a new feature on the DAFZ Community App that makes it easier for members to buy and sell within the community.

Scan the QR code to download the App and start exploring Classifieds today.



**Explore It!
Download the App Now**





SIMPLIFY THE WAY YOU DO BUSINESS WITH POWER HUB

Power Hub by DAFZ is your one-stop digital platform, connecting businesses with trusted, verified service providers. Discover a wide range of professional services, streamline your operations, and access the solutions you need—all in one convenient place. Simplify the way you do business with Power Hub.



Join the Hub Today!
Visit powerhub.dafz.ae





A WORLD OF REWARDS TAILORED JUST FOR YOU

Discover a world of exclusive rewards with HAYAK by DAFZ! Enjoy exciting shopping deals, special discounts, and lifestyle benefits tailored just for you. Download the app today and unlock amazing offers, rewarding experiences, and more—all at your fingertips.



Download the app to unlock exclusive offers and enjoy a world of benefits.



HAYAK
REWARDS PROGRAM
— POWERED BY DAFZ —

REACH OUT FOR ANY ASSISTANCE

-  Call Centre 600-5-**DAFZA (32392)** (8AM to 6PM)
-  WhatsApp Service **056-9922290** (8AM to 6PM)
-  Live-Chat Service, on the **Client portal** (8AM to 6PM)
-  DAFZ Head Office (**9W – Ground Floor**) (7:30AM - 3:30PM)
-  Raise an 'Inquiry' under the '**Customer Care**' Tab on the Client portal
-  Review the **FAQ's Tab** under the '**Customer Care**' Tab on the Client portal
-  Raise your feedbacks or suggestions through the **DAFZ Community App**.

