Leclair Team Announces New Office in Dubai International Financial Centre

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Leclair Team, a market entry consultancy specialising in Technology, ESG, Real Estate and Green Energy, has announced a new office for operations in the Dubai International Financial Centre (DIFC). The office is the firm's first location outside of Geneva and follows an increase in client mandates relating to market entry and green energy in the Gulf region.

Leclair Team advises organisations on evaluating new markets and preparing expansion strategies, with services spanning market entry strategy, go-to-market development, commercial analysis and implementation support. The firm's Gulf-related mandates have grown across each of its core sectors over recent quarters, with greater growth seen across ESG and green energy projects consistent with wider activity in the region.

The new Dubai office will officially open in January 2027. This comes as the DIFC recorded a 30 per cent year-on-year increase in active registered companies in the first half of 2026, surpassing 10,000 firms. Regional investment in renewable energy has also expanded, with GCC governments directing an estimated USD 15 billion annually toward renewable capacity, while the UAE's ESG investing market is projected to grow at a CAGR of 24.12 per cent from 2026 to 2033.

The new office will form part of Leclair Team's existing practice rather than a separate unit, with consultants working between Geneva and Dubai depending on the mandate. The DIFC was selected for its independent regulatory framework and its position as a base for firms operating across the wider Gulf market.

Peter Sideris, Partner at Leclair Team added: "Nothing about our method changes because of where the office sits. We still start from the same position, which is that a market opportunity has to earn its way into a client's plan through evidence. What changes is our ability to gather that evidence closer to where it originates, and to stay close to the work and the local experts as a Gulf engagement evolves."

The Dubai team will support clients on market selection, entry route assessment, commercial feasibility review and expansion planning across the technology, ESG, real estate and green energy sectors across the Middle East.

About Leclair Team

Leclair Team is a market entry consultancy based in Geneva with a new office opening in Dubai in 2026. The business supports organisations across Technology, ESG, Real Estate and Green Energy as they evaluate new markets and commit to expansion strategy. The firm's services include market entry strategy, go-to-market development, commercial analysis and implementation support.

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