

The Future is Now

Global Perspective | Four Seasons Nile Plaza

#cityscapeegypt

Day one | Monday, 16 MARCH 2020

11:00 Registration and Morning Refreshments

12:00 CONFERENCE INAUGURAL REMARKS

Chris Speller, Cityscape Group Director, Informa Markets
Fathallah Fawzy, Co-Founder, MENA Group, Chairman, Cityscape Egypt Conference

12:10 USHERING THE NEXT DECADE OF EGYPT'S PROGRESS

Dr. Assem el Gazar, Minister of Housing, Utilities and Urban Development (invited)
Dr. Hala el Saeed, Minister of Planning and Economic Development (invited)

12:30 THE ECONOMY OF CITIES: GEOPOLITICS, MACROECONOMICS AND INVESTMENT STRATEGIES

- Economic impact: How has the real estate market changed around the world the last decade? How has it evolved in the region?
- What are investors looking for in the current economic backdrop?
- What is the summary of market conditions and how does Egypt compare to the world globally?

Bonus: Assess the impact of the Trump administration and the 'America first' policies on the global economy in this no holds barred session

Kjell Nordstrom, Author and Swedish Economist, featured on CNN's Global Office, and former advisor to the British government

13:00 THE SKY IS NOT THE LIMIT: WINNING STRATEGIES AND THE SUCCESS STORIES FROM SWEDISH, SPANISH AND FRENCH REAL ESTATE

- How is Dubai's real estate performing and what has propelled the city as a first-class investment destination?
- What has the journey of the real estate transformation in London been and how can we learn from its challenges?
- Why is the French real estate market booming and are there opportunities of collaboration?

Kjell Nordstrom, Author and Swedish Economist, featured on CNN's Global Office, and former advisor to the British government
Eng. Amr Sultan, Managing Director, Landmark Sabbour

Dr. Emad Abdel Wahab, Chairman- Lotus Construction, Board Member- Egyptian Federation of Chambers of Commerce

13:30 LIVING THE FUTURE: WHAT WILL THE METROPOLITAN EXPERIENCE LOOK LIKE IN THE 21ST CENTURY?

- Which cities are already embracing this digital urban mindset, and what can we learn from what they've done?
- What policies do governments need to craft to enable experimentation of the future smart city?
- How are these new technologies influencing the ways properties are constructed, managed and sold?

Dr. Georges Kachaamy, Director of the Center for Research, Innovation, and Design (CRID), American University in Dubai

Dr. Bassem Fahmy, Principal Adviser - Programme Manager Strategic Planning and Urban Development Program, United Nations Human Settlements Program

Amr El Kady, Deputy Chief Executive and Managing Director, Talaat Moustafa Group

Amad Almsaodi, CEO, Aqarmap

14:00 LUNCH

15:00 CAIRO, BETWEEN THE LINES: NET STOCK ABSORPTION FOR TOMORROW'S CAIRO

Ian Albert, Regional Director, Colliers International

15:20 CHALLENGES & OPPORTUNITIES: MOVING TO THE NEW CAPITAL

- What roadmap is the government following to overcome challenges and what measures have they taken to achieve a smooth transition?
- What is the future of the units that will be left vacant as a result of this move and how can investors gain?
- What is the economic impact of launching mega projects such as the New Capital to a Suez Canal expansion?

Eng. Khaled Abbas, Deputy Minister, Ministry of Housing, Utilities and Communities (invited)

David Sims, Urban Planning Consultant and Author, Egypt's Desert Dreams

Prof. Amr Abdel Kawi, Department of Architecture, American University in Cairo

Hany El Assal, Chairman, Misr Italia

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16:00 ARE WE GOING TO SEE 'REAL' CHANGE IN REAL ESTATE? THE LINK BETWEEN LAND, MONEY AND HOUSING

- What are some strategies and alternative modules to acquiring land? How can regulations and government reforms help overcome the land registration crisis?
- How is the new mortgage law going to bridge the mismatch between supply, demand and price? Are there any opportunities of collaboration between the public and private sector to keep up with the growing demand?
- How do successful affordable housing projects elsewhere in the world balance the importance of societies' wellbeing with the business requirement to achieve worthwhile profit margins?

Bonus: New rules of the game! All the hottest and most controversial issues will get discussed and pulled apart our panel of experts and leading industry figures

Kerem Cengiz, Managing Director – MENA, **LWK + PARTNERS**

Eng. Ahmed Sabbour, CEO, **Al Ahly Sabbour**

Ali Shorbany, CEO, **Tabarak Developments**

Haitham Abdelazin, CEO, **Ora Developers**

16:30 Networking Break – Ready, Set and Grow!

17:00 BREAKOUT ROUND TABLE DISCUSSIONS

Session A:

How Technology is Disrupting the Real Estate Future

How can we map the property journey using Artificial Intelligence, Smart Contracts and Machine Learning?

Future impact of technology on the real estate sector, who wins and who loses?

Can the use of innovative construction tools enhance real estate sector?

Dr. Ahmed Mourady, Managing Director, **Scitecs**

Ali Said, Planning Engineer, **Quantum Global Solutions**

Eng. Waleed Mokhtar, CEO, **IWAN Developments**

Karim Akram, CEO, **Lyve**

**This session will be conducted in Arabic. No simultaneous translation available for this session.*

Session B:

Why Land Valuation Methodologies and Accuracy are Critical

What is the economic impact of inaccurate land valuation? How does this effect property registration?

How can we unify registration methods and reform current records?

What are some proposed solutions to maintain accuracy and ease of transactions?

Dr. Tarek Madany, RICS Registered Valuer, and Managing Director, **Global Appraisal Tech (GAT)**

Ahmed El Tayebi, Chairman & Managing Director, **The Land Developers**

Dr. Arch. Mohamed Halim, Real Estate Appraisal Expert, **Appraisal and Consulting Group**

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18:00 End of Conference – Day 1

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Day two | Tuesday, 17 MARCH 2020

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09:00 Registration and Morning Refreshments

10:00 DAY 2 OPENING REMARKS

Fathallah Fawzy, Co-Founder, MENA Group, Chairman, Cityscape Egypt Conference

10:10 FUELLING THE EGYPTIAN GROWTH ENGINE

Dr. Ali Al-Moselhy, Minister of Supply and Internal Trade (invited)

Dr. Mohamed shaker, Minister of Electricity and Energy (invited)

10:30 OBSERVING EGYPT IN MOTION: REINVENTING INFRASTRUCTURE AND DRIVING MOBILITY

- What is a strategic approach in solving the current infrastructure inefficiencies and how will this impact the livability of cities?
- How will new technologies in transportation, mobility, waste, water and energy transform upcoming city projects?
- Infrastructure projects can be both costly and complicated. What is the most effective way to get infrastructure financed?

Chris Williamson, Partner, WestonWilliamson + Partners

11:00 A MANIFESTO: SUSTAINABLE CITIES IN AN UNSUSTAINABLE WORLD

- What are the drivers behind the UN Sustainable Development Goals? What are other countries doing to prepare and respond to it?
- How can we unite urban elements from inception to delivery to accomplish an integrated country-wide vision to improve the wellbeing of citizens?
- How can we identify alternative solutions and responsible business practices that hold the most promise for developing more resilient systems? What are the opportunities and risks fuelled by an increasing consumer and market demand for sustainable real estate?

Dr. Bassem Fahmy, Principal Adviser - Programme Manager Strategic Planning and Urban Development Program, **United Nations Human Settlements Program**

Abdel Nasser Taha, Founder and President, **FIABCI**

Mona Mohamed Salem, Assistant Professor, **Pharos University of Alexandria**

Ayman Sami, Country Head – Egypt, **JLL**

11:45 Networking Break – Ready, Set and Grow!

12:10 IN CONVERSATION WITH..

Hisham Talaat Moustafa, CEO, Talaat Moustafa Group

12:30 INCENTIVISING INVESTORS: SPOTLIGHT ON WHY EGYPT IS OPEN FOR BUSINESS

- What efforts are being undertaken to increase the attractiveness of Egypt as an investment destination?
- How can the authorities enhance investor security through transparency measures and solid regulations?
- What role are foreign ownership and title laws playing on decreasing barriers to entry and what is the impact on foreign investment?

Bonus: Where would you invest \$1m? A brainstorming session to discuss, debate and identify the biggest opportunities in Egyptian real estate in 2020

Antoine El Khoury, CEO, **Tameer**

Gaby Tayoun, President, **Optimum and Europtima Group**

Ayman Sami, Country Head - Egypt, **JLL**

Dr. Mohamed Khamis, President, **6th October Investors Association**

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13:00 PRISM OF POSSIBILITIES: THE AMAZING WORLD OF ASSET CLASSES

- **RESIDENTIAL:** How is the risk and return profile of residential retail being impacted by the advent of growing demand for affordable housing and mixed-use developments?
- **OFFICE:** How will co-working spaces and more flexible working environment impact the office space demand?
- **RETAIL:** How is the demand for consumer-centric experiences increasing in real estate? How can we leverage this to enhance commerce at retail?
- **HOSPITALITY:** What are some development projects and government initiatives to cement Egypt's position as an attractive tourism destination?
- **INDUSTRIAL:** Is it coming of age in Egypt with the demand for logistic hubs?

Bonus: Is it one size fits all? A debate on how lucrative each asset class is for investment, and an examination of risk-return profile when investing through a mixed asset portfolio

Eng. Ashraf Ezz, Managing Director, Al-Futtaim Group Real Estate

Ahmed Elattal, Chairman, Elattal Holding

Mohamed Galal, Chairman, TSM AlSanad

13:50 WHERE DO WE GO FROM HERE?

Join us to reflect on the outcome of the conference programme and get recommendations on how you can overcome your biggest challenges

14:00 Lunch

15:00

BREAKOUT ROUND TABLE DISCUSSIONS!

Session A:

REITs: Industry Trends & Property Selection

Highlight the market appetite for REITs and their advantages over other asset classes

Introduction on the structure of Islamic REITs and how they differ from conventional REITs

Discuss a property selection methodology which includes the different valuation techniques that should be used when selecting properties to add into REITs

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Session B:

Understanding the Industrial and Logistics Market to Seek Opportunities

Assessing the development and investment potential of industrial growth amidst the hype of other real estate sectors
Laws that regulate this sector and how investors can get involved
Summarising the trends, challenges, risks and rewards for industrial development in today's property market

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16:00 End of Cityscape Egypt Conference 2020

Conference Delegate Pass Pricing

Package	Early Bird Rate Deadline: 29 February 2020	Standard Rate Deadline: 15 March 2020	Onsite Rate 16-17 March 2020
Conference Only Pass	4,300 EGP	5,400 EGP	6,500 EGP
Conference & Awards Pass	5,800 EGP	6,800 EGP	7,700 EGP

14% Value Added Tax (VAT) will be added to the Final price on the invoice.

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