

THE FUTURE IS NOW

Global Perspective | Four Seasons Nile Plaza

#cityscapeegypt

11:00 Registration and Morning Refreshments

CONFERENCE INAUGURAL REMARKS

12:00 **Chris Speller**, Cityscape Group Director, **Informa Markets**
Fathallah Fawzy, Co-Founder, MENA Group, **Chairman, Cityscape Egypt Conference**

USHERING THE NEXT DECADE OF EGYPT'S PROGRESS

12:10 **Dr. Assem el Gazar**, Minister of Housing, Utilities and Urban Development (invited)
Dr. Hala el Saeed, Minister of Planning and Economic Development (invited)

THE ECONOMY OF CITIES: GEOPOLITICS, MACROECONOMICS AND INVESTMENT STRATEGIES

12:30 • Economic impact: How has the real estate market changed around the world the last decade? How has it evolved in the region and what does the future hold?
 • What are investors and community 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

Craig Hughes, Global Real Estate Leader, Partner, **Corporate Finance, PwC UK**
Lama Kanazeh, Senior Managing Director and the Head of Real Estate Business Development, **Blackstone**

THE SKY IS NOT THE LIMIT: WINNING STRATEGIES AND THE SUCCESS STORIES FROM DUBAI, LONDON AND SINGAPORE REAL ESTATE

13:00 • 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 Singapore's market booming and are there opportunities of collaboration?

Senior Representative, Dubai Land Department
Lama Kanazeh, Senior Managing Director and the Head of Real Estate Business Development, **Blackstone**
Senior Representative, Singapore Center for Livable Cities (invited)

LIVING AN AI FUTURE: WHAT WILL THE METROPOLITAN EXPERIENCE LOOK LIKE IN 2030?

13:30 • 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?

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**

14:00 Lunch

Topic To Be Announced

15:00 **Ian Albert**, Regional Director, **Colliers International**

CHALLENGES & OPPORTUNITIES: MOVING TO THE NEW CAPITAL

15:20 • 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**
Samir Abdel Shafi, Economic Advisor, **Suez Canal Authority (invited)**

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

16:00 • What are some strategies and alternative land governance, land tenure modules and business models?
 • 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
Dr. Hossam El Din Mostafa Riz, Chairman, **General Authority for Construction and Housing Cooperatives**
Eman Zakaria Hussain, Head of Central Department, **Egyptian Financial Supervisory Authority (invited)**

BREAKOUT ROUND TABLE DISCUSSIONS

Ballroom A:

How Technology is Disrupting the Real Estate Future

15:00 • Discover how to increase your sales funnel and inbound marketing for real estate
 • Mapping the property journey using Artificial Intelligence, Smart Contracts & Machine Learning
 • Future impact of technology on the real estate sector

Dr. Ahmed Mourady, Managing Director, **Scitecs**
Ayman Ismail, CEO, **DMG | Mountain View**

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

Ballroom B:

Why Land Valuation Methodologies and Accuracy are Critical

• The economic impact of inaccurate land valuation and in turn of property registration
 • Unification of registration methods and reforming current records
 • Proposed solutions to maintain accuracy and ease of transactions

Senior Representatives, RICS (invited)
Senior Representative, The Land Developers

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 No simultaneous translation available for this session.

18:00 End of Conference Day 1

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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**
 Government speaker to be announced

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 + Partner**

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 fueled 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**
 Kourosh Salehi, Design Director, **LWK + Partners**
 Senior Representative, Palm Hills

11.45 Networking Break - Ready, Set and Grow!

12:10 **IN CONVERSATION WITH...**
 Speaker to be announced

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, **Kout Capital**
 Gaby Tayoun, CEO, **Europtima**
 Baher al Sharaawy, Housing Finance Consultant, **World Bank Group (invited)**
 Dana Salbak, Head of Research - MENA, **JLL**

13:10 **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

Karim Helal, Country Director, **Colliers International**
 Senior Representative, **Majid Al Futtaim**

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

BREAKOUT ROUND TABLE DISCUSSIONS

15:00 **Ballroom 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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Ballroom 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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16.30 **End of Conference**

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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.