11:00  Registration and Morning Refreshments

12:00  CONFERENCE INAUGURAL REMARKS
Chris Speller, Cityscape Group Director, Informa Markets
Fatnalah 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 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

13:00  THE SKY IS NOT THE LIMIT: WINNING STRATEGIES AND THE SUCCESS STORIES FROM DUBAI, LONDON AND SINGAPORE REAL ESTATE
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)

13:30  LIVING AN AI FUTURE: WHAT WILL THE METROPOLITAN EXPERIENCE LOOK LIKE IN 2030?
• How is Dubai’s real estate performing and what has propelled the city as a first-class investment destination?
• What is 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?
Dr. Bassem Fahmy, Principal Adviser - Programme Manager Strategic Planning and Urban Development Program, United Nations Human Settlements Program

14:00  Lunch

15:00  Topic To Be Announced
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?
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)

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 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 Fiscal Supervisory Authority (invited)

18:00  End of Conference Day 1

Ballroom A: How Technology is Disrupting the Real Estate Future
• 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 Mournady, Managing Director, Scitecs
Ayman Ismail, CEO, DMG | Mountain View

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

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

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Informa Middle East (Dubai Office) reserves the right to alter the venue, sessions and/or speakers.
FUELLING THE EGYPTIAN GROWTH ENGINE
Government speaker to be announced

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

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?

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

WHERE DO WE GO FROM HERE?

IN CONVERSATION WITH...

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

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?
- ASSET CLASSES: What are some development projects and government initiatives to cement Egypt’s position as an attractive tourism destination?

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

WHERE DO WE GO FROM HERE?

BREAKOUT ROUND TABLE DISCUSSIONS

Ballroom A: 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

Ballroom B: 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

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

End of Conference
## Conference Delegate Pass Pricing

<table>
<thead>
<tr>
<th>Package</th>
<th>Early Bird Rate (Deadline: 29 February 2020)</th>
<th>Standard Rate (Deadline: 15 March 2020)</th>
<th>Onsite Rate (16-17 March 2020)</th>
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<tr>
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<td>5,400 EGP</td>
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<td>Conference &amp; Awards Pass</td>
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<td>7,700 EGP</td>
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14% Value Added Tax (VAT) will be added to the final price on the invoice.