

MARKET WATCH

CONTRIBUTOR **YASSEN MAHMOUD & REEM SELIM**

JANUARY
2022



REAL ESTATE

MARKET
UPDATES

REAL ESTATE MARKET UPDATES

POTABLE WATER & SANITATION PROJECTS



2014-2021



Cairo, Giza, Alexandria & Qalyubia

Executed Projects



256



EGP 17.5 bn

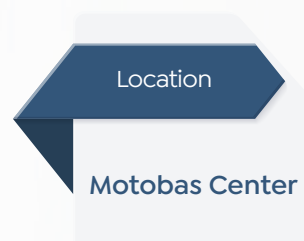
Distribution of Executed Projects



Projects Underway



HAYAH KAREEMA INITIATIVE IN KAFR EL SHEIKH



No. of Projects

Investments



Source: NUCA & Cabinet

HAYAH KAREEMA INITIATIVE IN ASWAN



HAYAH KAREEMA INITIATIVE IN DAMIETTA



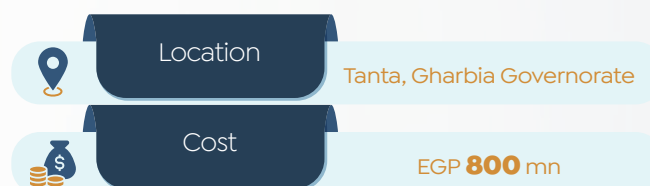
THE INVESTMENTS OF NEW URBAN COMMUNITIES AUTHORITY



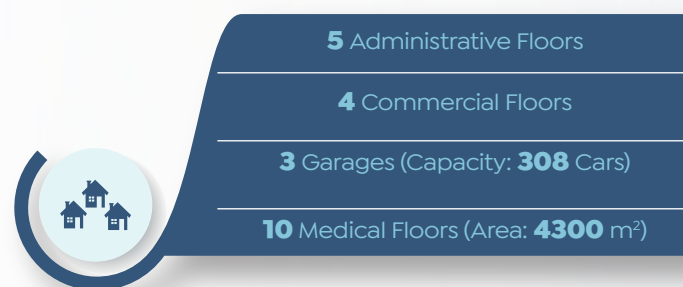
Distribution of Investments



MEDICAL & ADMINISTRATIVE COMPLEX



Supply Volume



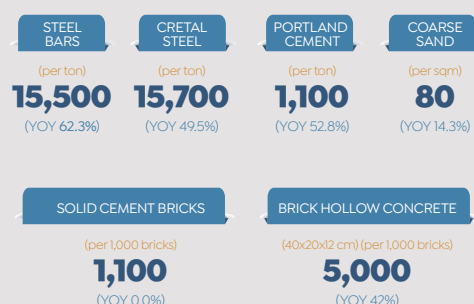
THE DEVELOPMENT OF SAINT CATHERINE (THE GREATEST TRANSFIGURATION)



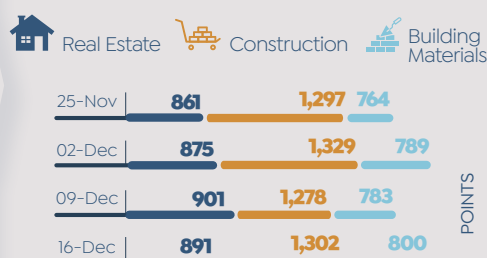
Supply Volume



PRICES OF CONSTRUCTION MATERIALS (NOVEMBER 2021) (EGP)



REAL ESTATE & CONSTRUCTION STOCK MARKETS INDEXES PERFORMANCE IN EGYPT (2021)



ONLINE MONTHLY SURVEY (%)

DUE TO THE EXPECTED PRICE HIKE IN THE REAL ESTATE MARKET DURING 2022, DO YOU PREFER TO:



93%
Purchase The Units

7%
Rent The Units



NEW CITIES UPDATE

NEW CITIES UPDATE

PLOTS ALLOCATION


24

NO. OF ALLOCATED LANDS


10 New Cities
LOCATION


SUPPLY VOLUME

University

Factories

Food Security

School

Nursery

Industrial Services

 Commercial &
Administrative Services

 Residential Services
& Others

PLOTS BREAKDOWN (CITIES & NO.OF PLOTS)



New Cairo (2)

 10th of Ramadan (4)

 6th of October (5)

Sadat City (3)

Badr City (4)

Shorouk City (1)

New October (1)

New Obour (2)

October Gardens (1)

Faiyum (1)

UPDATES ON NEW ADMINISTRATIVE CAPITAL (NAC)

TRANSPORTATION PROJECTS

LIGHT ELECTRIC TRAIN (LRT)


 Greater Cairo To NAC
DESTINATION

103 km
TOTAL LENGTH

19
NO. OF STATIONS

 USD **2.2** bn
INVESTMENTS

 End -**2021**
COMPLETION DATE

MONORAIL


57 km
TOTAL LENGTH

22
NO. OF STATIONS

 USD **1.55** bn
INVESTMENTS

 End -**2022**
COMPLETION DATE

HIGH-SPEED TRAIN (HSR)



660 km (1st Stage)
TOTAL LENGTH



USD 9.35 bn
INVESTMENTS

WORLD-CLASS HOSPITAL



Near CBD
LOCATION



7 Acres
LAND AREA



300 Beds & 10 Operating Rooms
CAPACITY

UPDATES ON CAPITAL GARDENS

2,350 ACRES AREA

EXCUTED UNITS



29,496
NO. OF UNITS



1,124
NO. OF BUILDINGS



EGP 7.3 bn
INVESTMENTS

PLANNED UNITS



32,244
NO. OF UNITS



600 Acres
AREA

UNITS UNDERWAY



32,088
NO. OF UNITS



1,337
NO. OF BUILDINGS



530 Acres
AREA



EGP 8.2 bn
INVESTMENTS

SERVICES



EXCUTED SERVICE BUILDINGS

2 Playgrounds

Youth Center

2 Commercial Markets

Mosque

Nursery



SERVICE BUILDINGS UNDERWAY

Medical Units

Schools

Police Complex

Playground

Youth Center

Commercial Markets

Church

Nurseries

Bakeries

UPDATES ON AL WADI AL GADED

COOPERATION PROTOCOL WITH SOCIAL HOUSING & MORTGAGE FINANCE FUND

RURAL HOMES

**300**
NO. OF UNITSFarafra, Balat & Baris
LOCATION**90 m²**
UNIT AREA

HOUSING UNITS

**48**
NO. OF UNITS IN DAKHLA**120**
NO. OF UNITS IN KHARGA

DORA AL WADI PROJECT

Kharga
LOCATION**507**
NO. OF UNITSAround **110 m²**
UNIT AREA

UPDATES ON SHOROUK CITY

JANNA

**49**
NO. OF BUILDINGS**1,176**
NO. OF UNITS

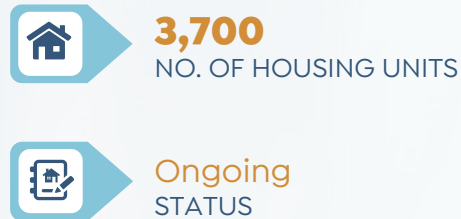
NEW ISMAILIA CITY

**2,828 Acres**
AREA

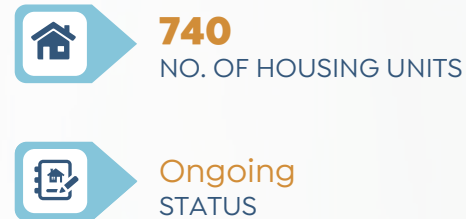
UPDATES ON 10TH OF RAMADAN CITY

HOUSING FOR ALL EGYPTIANS

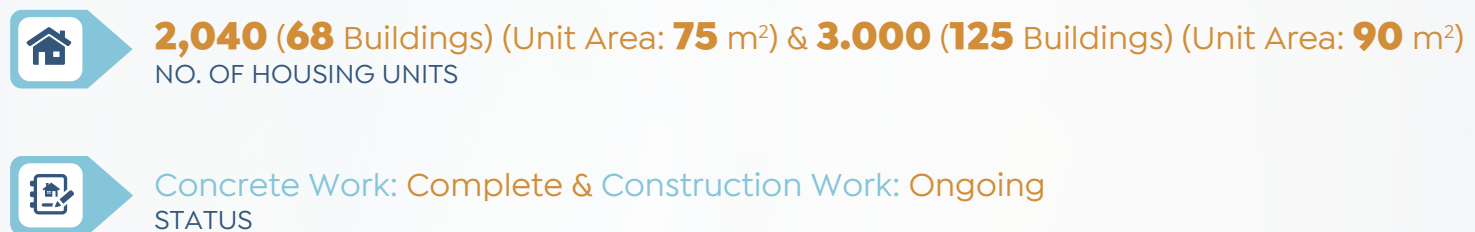
NEIGHBORHOOD 33



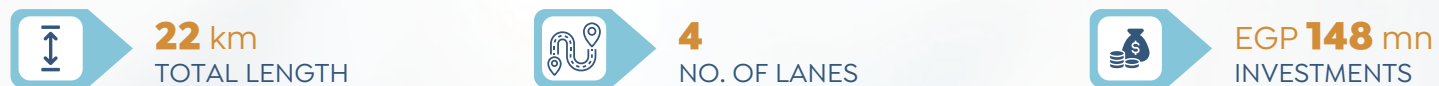
WEST NEIGHBORHOOD 14



EAST ANDALUSIA AREA



UPGRADING "BELBIS - 10TH OF RAMADAN" ROAD



OCTOBER GARDENS

HOUSING FOR ALL EGYPTIANS





PRIVATE REAL ESTATE PROJECTS

UPDATE

Private Real Estate Projects Update

NEW RESIDENTIAL PROJECTS

MARINA RESIDENCE ZONE

Developer: Tatweer Misr



LOCATION
Ain Sokhna



BUA
50,000 m²
(Phase I: **15,000 m²**)



INVESTMENTS
EGP **1.2 bn**



NO. OF PHASES
4



DELIVERY DATE
December **2025**

SUPPLY VOLUME

No. of Units: **367** (Phase I: **130**)

25 Villas, **30** Townhouses & **312** Chalets

Unit Area: **55-210 m²**

80-Room Hotel

Clubhouse

Marina Retail

AZAD VIEWS

Developer: Tameer



LOCATION
5th Settlement,
New Cairo



AREA
40 Acres



COMPLETION DATE
2025

SUPPLY VOLUME

No. of Housing Units: **830**

Unit Types: Apartments & Penthouses

Private Underground Garages

Source: Developers' Official Statements

MEDIAN RESIDENCE

Developer: Ezan Real Estate

LOCATION
New CairoAREA
22 AcresTARGET SALES
EGP **4 bn**DELIVERY DATE
in **4 Yrs**

SUPPLY VOLUME

1,400 Residential Units**100** Commercial Units

NEW COMPLEX PROJECTS

MAPLE BUSINESS COMPLEX

Developer: Ontario Developments

LOCATION
Downtown, NACAREA
2,680 m²INVESTMENTS
EGP **500 mn+**

SUPPLY VOLUME

No. of Units: **300****14** Floors, **3** Basements & Garage**SKY BRIDGE SIGNATURE HUB**

Developer: Al-Fath Group (AFG)

LOCATION
Downtown, NACAREA
4 Acres

SUPPLY VOLUME

4 Basements, **2** Commercial Floors, **12** Administrative Floors & HotelUnit Area: Starting From **35** m² For Commercial & Administrative Units & Starting From **56** m² For Serviced Apartments

Source: Developers' Official Statements



Projects Underway

LAKE WEST

Developer: Cairo Capital Developments



LOCATION

New Sheikh Zayed City



AREA

43 Acres



INVESTMENTS

EGP **1.2** bn

SUPPLY VOLUME

Unit Area: **256-385** m²

12 Commercial Units



NEWS

Construction Work of Phase I: **60%** Complete

Completion Date of Phase I: Q1 **2022**

The Company Will Launch Lake West **2** on **15** Acres

IL MONTE GALALA

Developer: Tatweer Misr



LOCATION

Ain Sokhna



AREA

525 Acres



INVESTMENTS

Around EGP **18** bn

SUPPLY VOLUME

No. of Units: **10,000** (Phase I: **4,000** & Phase II: **6,000**)

Unit Area: **73-500** m²

9 Hotels

5000 Residential Units, **4000** Serviced Units & **1000** Hotel Room



NEWS

Total Work of Phase I: **51%** Complete

Total Investments Spent: EGP **6** bn

No. of Units Ready For Delivery: **2,200** units+

Delivery Date: End-**2021** (Around **700** Units) & End-**2022** (Around **1,500** Units)

MASTRO

Developer: Marota Developments



LOCATION
Downtown, NAC



AREA
5,250 m²



NEWS

Obtaining 3 New ISO Certificates For Mastro Project

The Company Has Contracted With Sabbour Consulting Office To Supervise The Construction of The Project, Raef Fahmy As General Consultant, Bena Consulting Group As Construction Designer & Hany Tawfik Consulting Office (HTCO) As Electromechanics Designer

MOSTAKBAL CITY

Developer: El Mostakbal for Urban Development



LOCATION
New Cairo



AREA
11,000 Acres



NEWS

New Contract With Al-Rabwa Developments & Al-Rabwa For Project Management Company To Develop Integrated Project In Phase I.

SUPPLY VOLUME

300 Room Hotel & **600** Hotel Apartments | Administrative & Medical Complex | Commercial Mall | **4** International Schools

SIXTY ICONIC TOWER

Developer: Al-Borouj Mizr



LOCATION
NAC



AREA
13,000 m²



INVESTMENTS
EGP **3 bn**



NEWS

75% of Project Units Sold Out
The Company Signs Contract With Accor Group To Manage The Mövenpick Hotel In The Sixty Iconic Tower

SUPPLY VOLUME

45 Floors

5 Underground Parking Floors

Source: Developers' Official Statements

ÉCLAT

Developer: New Plan Developments



LOCATION
Port Said



COMPLETION DATE
May **2022**



NEWS
Phase I Is Completed & Phase II Will Be Launched
Completion Rate: **75%**

PAGODA MALL

Developer: Akadia Developments



LOCATION
Downtown, NAC



NEWS
Cooperation Agreement With NAMAA PFM To Manage
Pagoda Mall & Other Project in CBD

LA VERDE NEW CAPITAL

Developer: La Verde Developments



LOCATION
R8, NAC



AREA
35 Acres



NEWS
The Company Contracts With Pillars Constructions To Build Phase II
80% of Villas Construction Had Been Completed As 1st Phase
Completion of The Project Constructions
& Starting Delivering The Units Will Be In The Beginning of **2023**

RESIDENCE EIGHT

Developer: Sky Abu Dhabi Developments



LOCATION
R8, NAC



AREA
23 Acres



NEWS
The Company Has Achieved Contractual Sales of EGP **1.7** bn
The Delivery of Units Will Start In Q2 **2024**

OWAGIK TOWERS

Developer: Owagik Developments



LOCATION

Downtown, NAC



AREA

8,035 m²



NEWS

Partnership With Operator For Medical Services
On Its Latest **614** m² Integrated Medical Center At The Project

ICONIC TRINITY COMPLEX (ITC)

Developer: Dahab Development



LOCATION

MU23, NAC



AREA

25,000 m² (BUA: **8000** m²)



SUPPLY VOLUME

Unit Area (Phase I): **50-1,300** m²



NEWS

Construction Work: **40%+** Complete
Delivery Date: End-**2022**

CATALAN

Developer: Gates Developments



LOCATION

R7, NAC



AREA

40 Acres



INVESTMENTS

EGP **1.8** bn



NEWS

Construction Work: **70%** Complete

AUDAZ

Developer: Gates Developments



LOCATION

CBD, NAC



NEWS

Construction Work: **60%** Complete

WEST GATE

Developer: Gates Developments



LOCATION

6th of October City



NEWS

Construction Work: **40%** Complete

MASTRO

Developer: Marota Developments



LOCATION

Downtown, NAC



DELIVERY DATE

Within **3** Yrs



NEWS

The Company Will Launch New Phase

SUPPLY VOLUME

Food Court (Area: **3,000** m²)

Recreational Activities

Advanced Fire Extinguishing Systems

Kids Area

Garage

Central Air Conditioning

Lighting Control Systems

Green Spaces

JEFAIRA

Developer: Inertia



LOCATION

North Coast



AREA

5.8 mn m²



INVESTMENTS

EGP **75** bn



NEWS

The Company Has Launched 4 Phases of The Project
The Company Won The African Property Real Estate
Award **2021-2022** (APA) For The Project

SUPPLY VOLUME

12,000 To **14,000** Housing Units

Conference Halls

Sports Clubs

3000 To **4000** Hotel Rooms

Education & Healthcare Facilities

Source: Developers' Official Statements

IVORY PLAZA

Developer: Tamayoz Developments



LOCATION
MU23, NAC



AREA
6,200 m²



NEWS
The Company Contracts With Infra Group For Electromechanical Works In The Project

GARDENIA CITY

Developer: Al-Ahly Sabbour Developments



LOCATION
On Suez Road & The Ring Road



AREA
680 Acres



NEWS
The Company Achieved EGP **7** bn of Sales In Phase I Founders & Al-Ahly Sabbour Open Reservations For Gardenia City Phase II

PARK YARD

Developer: Capital Hills Developments



LOCATION
6th of October City



NO. OF PHASES
2



DELIVERY DATE
Within **2023** (Phase I: Within **12** Months)



NEWS
Construction Work: **50%** Complete

SUPPLY VOLUME

Entertainment Activities

Franchise

Universities

Retail Units

Administrative Units (Starting From **24** m²)

Medical Units (Starting From **58** m²)

Duplexes

SCENE 7

Developer: Akam Developments



LOCATION
R7, NAC



AREA
40 Acres



NEWS
The Company Reveals The Launch of Phase IV (Final Phase)
Sales Target of Phase IV: EGP **890** mn
The Company Secured EGP **2.54** bn For The First 3 Phases After **5** Months Only of Launch Phase III
Completion Rate: **45%+**
Delivery of Phase I: Beginning of **2023**

Source: Developers' Official Statements

LEGACY

Developer: Just Development



LOCATION

Downtown, NAC



AREA

3,000 m²



NEWS

Cooperation With The American Richmond To Review The Designs of Electromechanical Work & Provide Consultancy For Operation, Management, Leasing & Maintenance of Project

E TOWER

Developer: Unite Development Group (UDG)



LOCATION

CBD, NAC



NEWS

Achieved Contractual Sales: EGP **200** mn
Two Weeks After The Project's Launch

BADYA

Developer: Palm Hills Development (PHD)



LOCATION

New October



AREA

3,000 Acres



INVESTMENTS

EGP **100** bn



NEWS

Cooperation With Telecom Egypt (WE) To
Provide Integrated Telecommunication Services

YARU COMPOUND

Developer: CMD Development



LOCATION

R8, NAC



AREA

37 Acres



NEWS

The Company Has Signed Strategic Alliances With
Qontrac At Target Investments Exceeding EGP **4** bn

Source: Developers' Official Statements



ECONOMIC SNAPSHOT

ECONOMIC SNAPSHOT

INTEREST RATES

Overnight Deposit Rate	8.25%
Overnight Lending Rate	9.25%
Rate of Main Operation	8.75%
Discount Rate	8.75%

* MPC Meeting was Held on December 16

MONEY SUPPLY (EGP MN)

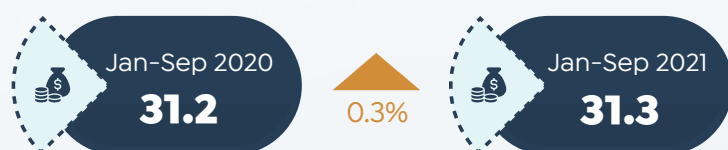
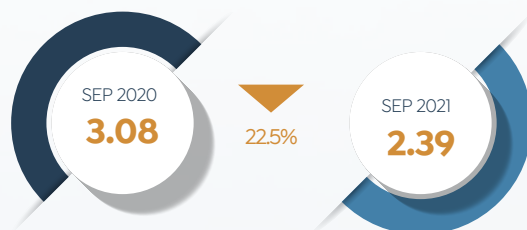


DOMESTIC LIQUIDITY (EGP MN)



TRADE BALANCE

TRADE DEFICIT (USD BN)



EXPORTS (USD BN)

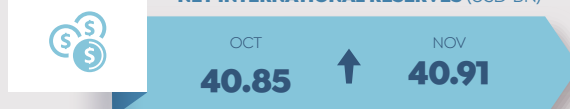


Source: CBE, CAPMAS, IHS Markit, EGX & FEDCOC

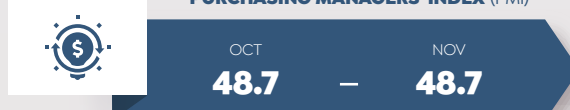
ANNUAL HEADLINE INFLATION



NET INTERNATIONAL RESERVES (USD BN)



PURCHASING MANAGERS' INDEX (PMI)



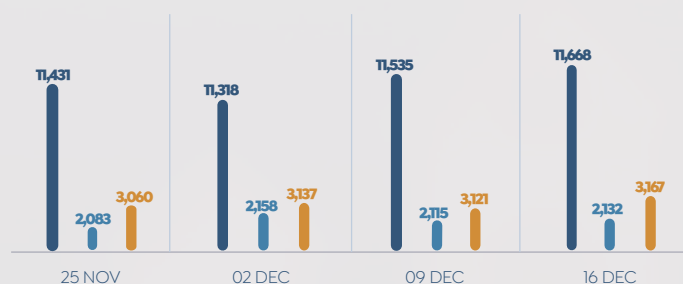
EXCHANGE RATES



CAPITAL MARKET INDICATORS

MARKET INDICES

EGX 30 EGX 70 EWI EGX 100 EWI

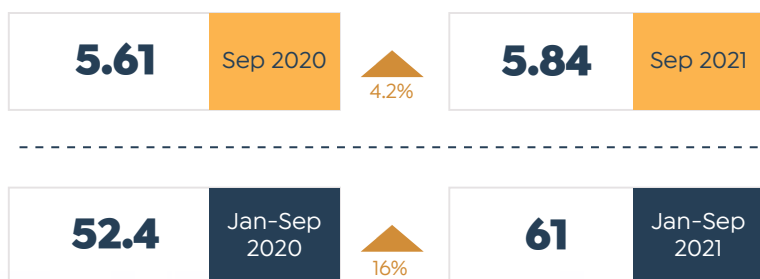


INVESTOR TYPER

Egyptians Arab Non-Arab Foreigners



IMPORTS (USD BN)



TOP 5 EXPORTERS TO EGYPT



TOP 5 IMPORTERS FROM EGYPT



SUEZ CANAL REVENUES



LABOUR MARKET

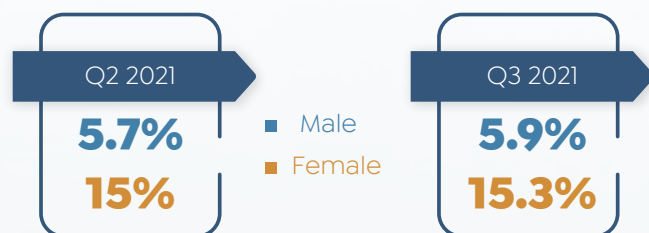
LABOUR FORCE



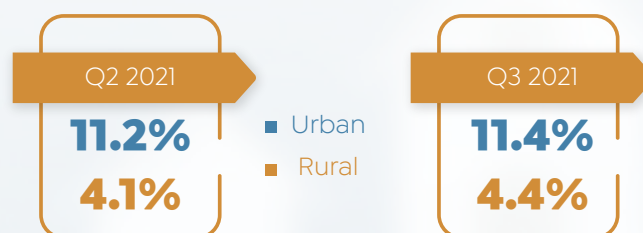
UNEMPLOYMENT RATE



BY GENDER

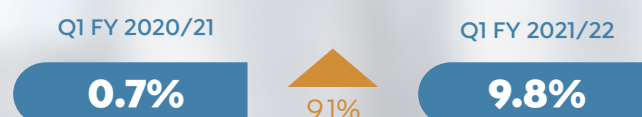


BY GEOGRAPHIC AREAS

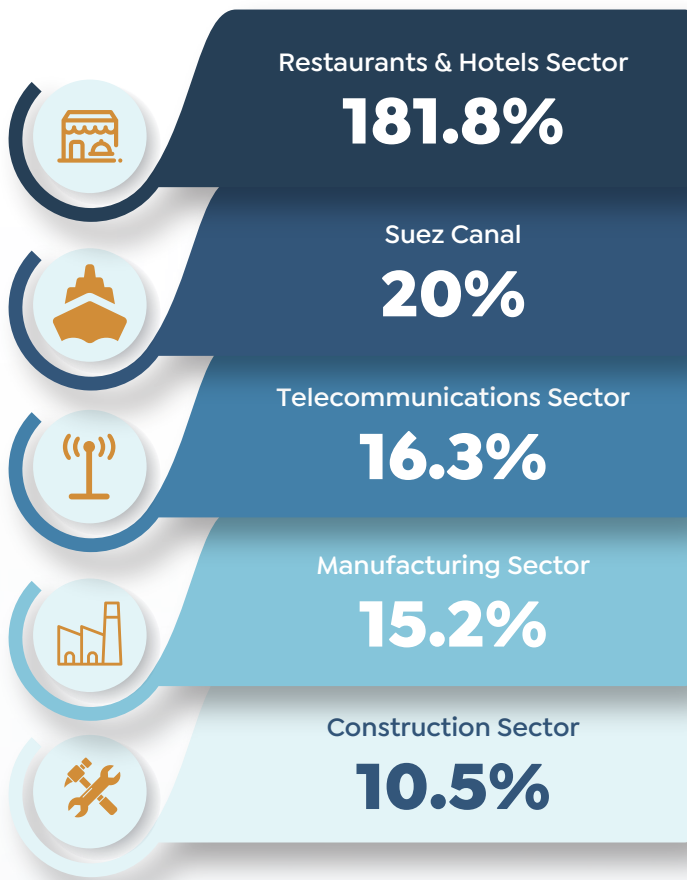


PERFORMANCE OF EGYPTIAN ECONOMY

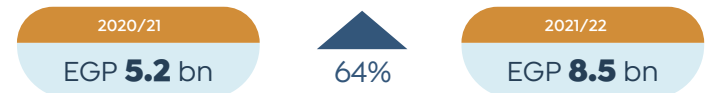
REAL GDP GROWTH RATE



Source: CBE, Cabinet, Suez Canal Authority & MPED

GROWTH RATE OF ECONOMIC ACTIVITIES
(Q1 FY 2021/22)INDIVIDUALS' PARTICIPATION IN ECONOMIC
ACTIVITYLOCAL INVESTMENTS IN EGYPT
(FY 2021/22)

Source: MPED & CABINET

TARGETS OF THE TOURISM SECTOR IN THE
FY 21/2022 PLANINVESTMENTS IN THE TOURISM & ANTIQUITIES
SECTOR

PRODUCTION LEVEL OF TOURISM SECTOR



GDP OF THE TOURISM SECTOR



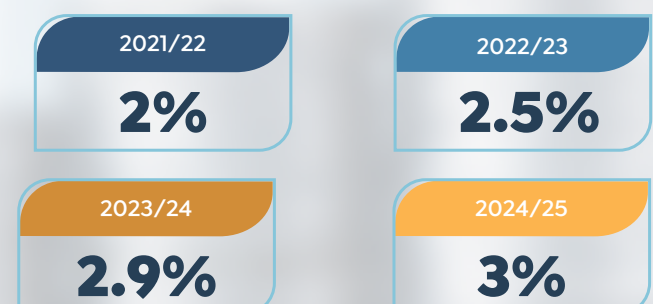
NET FOREIGN DIRECT INVESTMENT

INTERNATION INSTITUTIONS' EXPECTATION
FOR NET FDI

WORLD BANK (WB)



INTERNATIONAL MONETARY FUND (IMF)



THE ACHIEVEMENTS OF DIGITAL TRANSFORMATION PROJECTS UNTIL SEPTEMBER 2021

No. of Developed Technology Centers	282 (Provide 222 Services)
No. of Developed Centers In The New Cities	21 (Provide 144 Services)
No. of Mobile Technology Centers	63
No. of Developed Health Offices	4,666
No. of Developed Vaccination Offices	2,354

INTERNATION INSTITUTIONS' EXPECTATION FOR EGYPTIAN ECONOMY

THE ECONOMIST



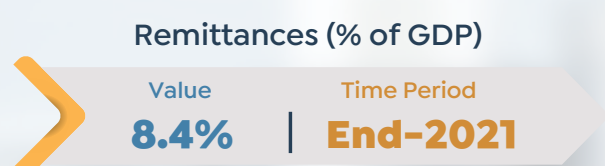
STANDARD CHARTERED



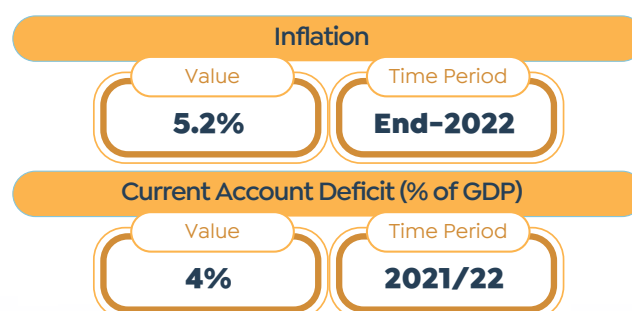
FITCH SOLUTIONS

Indicator	Value (%) / Time Period
Real GDP Growth Rate	6 2021/22
Inflation	5 2021/22
Debt (% of GDP)	86 2021/22
Primary Surplus (% of GDP)	1.5 2021/22

WORLD BANK (WB)



RENAISSANCE CAPITAL



EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT



INTERNATIONAL MONETARY FUND (IMF)

2021/22	2022/23	2023/24	2024/25	
18.6%	18.7%	18.9%	19.1%	Total Revenue (% of GDP)
7%	6.2%	5.7%	5.3%	Overall Deficit (% of GDP)
1.5%	2%	2%	2%	Primary Surplus (% of GDP)
3.6%	2.6%	2.4%	2.4%	Current Account Deficit (% of GDP)
89.8%	87%	83.4%	79.9%	Debt (% of GDP)
50.5	60.5	68.9	75.4	Exports (USD BN)
8.6	11.7	14.9	16.5	Net Foreign Direct Investment (USD BN)
44.1	47.6	51.8	55.1	Net International Reserves (USD BN)
8	15	20.8	25.1	Tourism Revenues (USD BN)

TOP 5 REMITTANCE RECIPIENTS IN THE MIDDLE EAST AND NORTH AFRICA*

Time Period: 2021	
Value (USD BN)	Country
33.3 (8% of GDP)	Egypt 
9.3 (7.4% of GDP)	Morocco
6.6 (34.8% of GDP)	Lebanon
3.6 (8.4% of GDP)	Jordan
2.9 (16.7% of GDP)	West Bank & Gaza

* According To World Bank (WB)



THE REAL ESTATE MARKET

2021

THE REAL-ESTATE MARKET 2021

"THIS SECTION COVERS DATA UNTIL DECEMBER 16, 2021"

SOME FACTS

Real Estate, Constructions & Building GDP	EGP 675.8 bn
Real Estate, Construction & Building Investment	EGP 452.4 bn
The Sector Share of Total GDP	17.10%
Real Estate Sector Growth Rate %	2.80%
Contraction & Building Sector Growth Rate	2.30%

SUPPLY & DEMAND

Real Estate Supply (Delivered Units)	150,000 Units
Real Estate Demand	250,000 Units
Real Estate Market Gap	100,000 Units

EXPECTED RISE HIKE 2022

Scale	Resons Behind The Hike
15%- 25%	Price Increase of Raw Materials & Costs
Prices in NAC	Rapid Growth of New Cities
30% Increase during Q12022	Current Global Inflation Wave

NEW AMENDMENTS OF LAWS

The Real Estate Registration Law	Egypt's Old Rent Law
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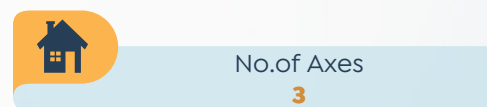
SOCIAL HOUSING PROGRAM

Time Period	2014-2021
No.of Units	660,000
No.of New Cities	21

ALTERNATIVE HOUSING ACHIEVEMENTS



HOUSING IMPLEMENTED STRATEGY



1ST AXE
Support Low-Income Segment Via Housing for All Egyptians, Low Income
2ND AXE
Help Middle-Income Segment Via Sakan Misr Project & Dar Misr Project
3RD AXE
Provide Housing Units for High-Income Via Luxury Housing Units & JANNA

REAL ESTATE FINANCE INITIATIVE PERFORMANCE

Beneficiaries' Rates (Monthly)	6,000 - 7,000
Initiative's Value	EGP 250 bn
No. of Customers Received Cash Support from SHMFF	384,000
Support For Low Income	EGP 40 bn

Source: CBE, NUCA, Deputy Minister of Housing, Utilities & Urban Communities

SHMFF'S BENEFICIARIES



HAYAH KARIMA INITIATIVE



Phase I

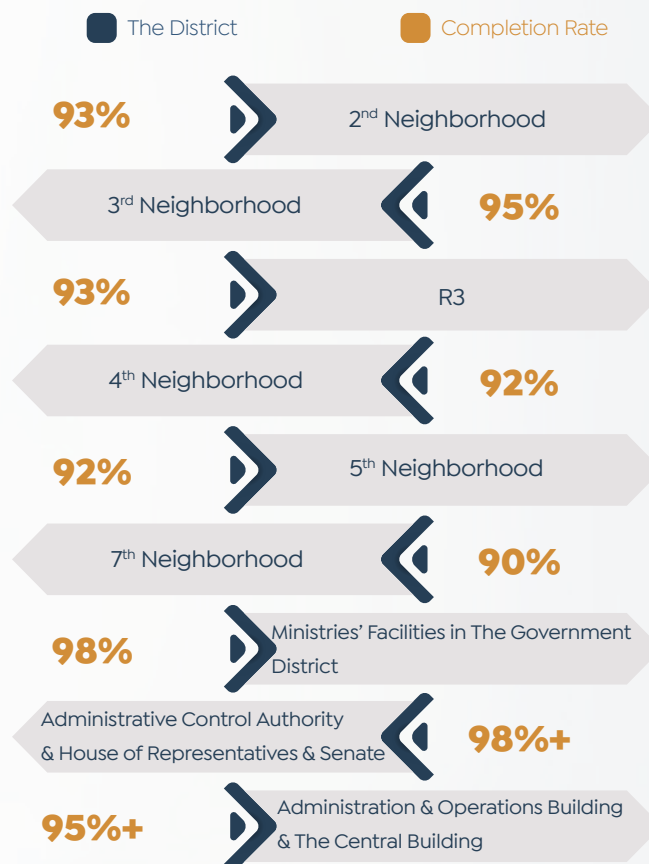


Achievements



THE ACHIEVEMENTS IN SOME NEW CITIES

New Administrative Capital



New Alamein

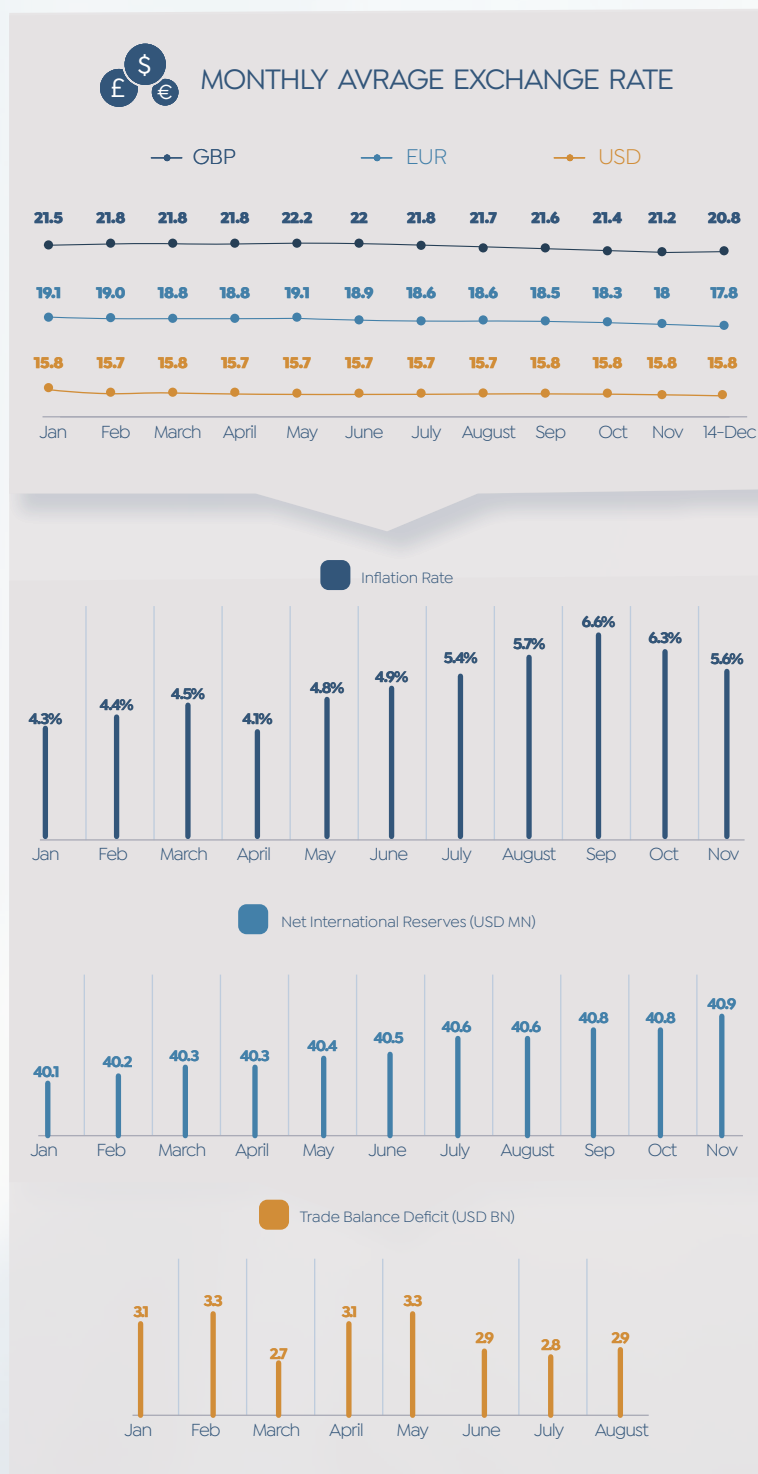


Capital Garden City



Source: Cabinet, Ministry of Housing, Utilities, Urban Communities & NUCA

ECONOMIC INDICATORS



GDP

	2019\20	2020\21
GDP in Constant Prices (EGP MN)	3879424.6	3955517.3
Growth Rate	2.50%	2.00%

Interest Rates (Jan-Dec 2021)

Overnight Deposit Rate	8.25%	Overnight Lending Rate	9.25%
Rate of Main Operation	8.75%	Discount Rate	8.75%

Source: CBE & CAMPAS

REAL ESTATE OPPORTUNITIES

The real estate sector's success in recovering from the Covid-19 repercussions.

Huge investments pumped by the government in urban development, utilities and infrastructure that serve real estate projects. The government has pumped EGP **1.7** trillion of investment to infrastructure during the past seven years.

The multiplicity of real estate exhibitions held in Egypt throughout the year.

The Presidential Real Estate Finance Initiative supports consumer demand for middle-income real estate units, and a number of real estate developers have begun to benefit from it.

The high demand for real estate units of all types.

The state encourages real estate projects with green architecture.

The government decision to grant residency to foreign real estate owners empower the real estate export

The government's tendency to strengthen partnership with the private sector in real estate projects in new cities

REAL ESTATE CHALLENGES

Customers defaulting on payment which could lead to a shortage in developer's cash flows.

The first time developers, with limited experience, may be mistaken by the appropriate price policy, or they may be late in delivering the units, which will give a negative mental image to customers.

The growing uncertainty about the real estate legislative, as it is witnessing the amendments of a number of laws and decisions that require dialogue sessions between the government and real estate developers.

The rising price of building materials and the rising cost of land.