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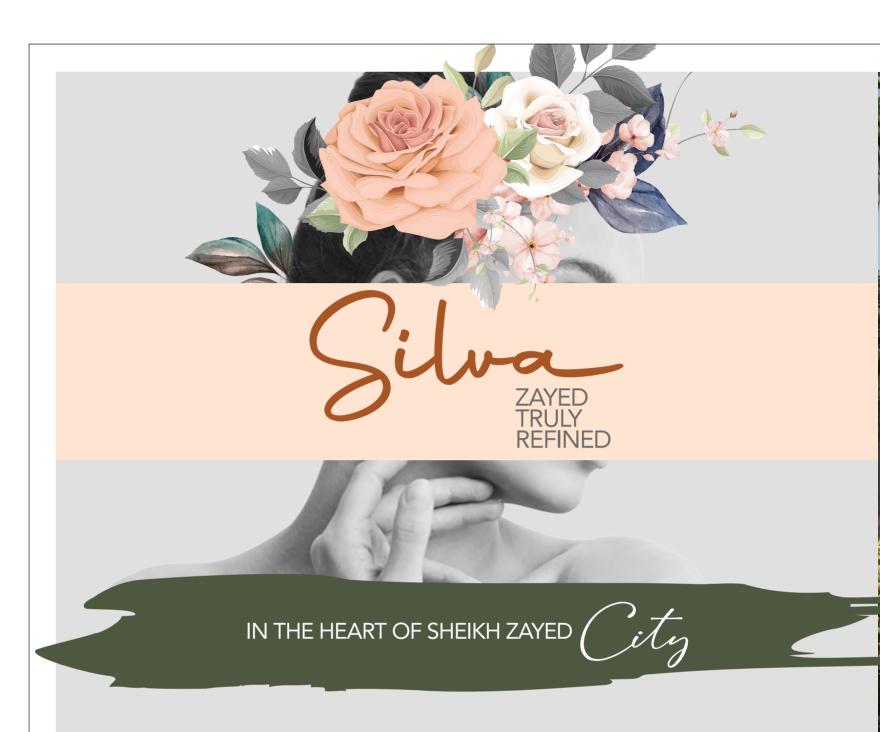
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EDITOR'S LETTER

Egypt's economy is significantly growing and investment especially in the real estate sector dominates the scene; not to mention the government's achievements in urban development all over the nation and the soon-to-be inaugurated New Administrative Capital. Therefore, as our usual. Invest-Gate opens more doors for potential market trends that are coming in demand in Egypt.

In this issue, we introduce industrial and logistic real estate in commercial real estate and how it is believed to become a necessity soon especially among new cities that feature trade and ports.

We also investigate the changes in the market post-pandemic. With 2021 coming to an end, our November issue also highlights the major developments and recent updates of the industry's public and private

Stay tuned for more to come from Invest-Gate in December as we end the year with yet another roundtable to discuss the latest in commercial, adding a spotlight on industrial and logistic real estate and their effect on taking our real estate market to a global level.

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CONTENTS —



SPOTLIGHT ON EGYPT'S REAL ESTATE MARKET POST-PANDEMIC

P 28



EGYPT'S FUTURE IS INDUSTRIAL REAL ESTATE

P 30



P 18

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HYDEOUT'S DOORS IN NEW CAIRO ARE **OFFICIALLY OPEN**

Hyde Park Development has launched "Hydeout," an exciting, fun and entertainment hub in New Cairo. The giant real estate hosted Amr Diab, the superstar singer in Egypt and the Arab World and the top Lebanese singer Caroline Karam in a joyful and outstanding night for its VIP launch ceremony.

In Hydeout, all foodies and diners can now enjoy the unique and original taste with a variety of delectable culinary experiences from the best food destinations in the world where many renowned restaurants (with artistic interiors and exteriors created by world-class designers), like M. by El Khaldy, Steak de Paris, Greek Club, and Bellucci, serve a never-ending feast of marvelous variety of drinks and dishes. Hydeout features casual dining and food trucks where you can enjoy your food in beautiful landscape areas, as well as enjoy mastery and passion for freshness.

Hydeout is home to fantastic outdoor activities and art venues, allowing you to enjoy diverse set of activities all in one convenient spot. For sports enthusiasts, there is a variety of sports to choose from, such as archery, dancing, and paddle tennis; you and your children can participate and enjoy thrilling adventures to have the most fun possible.

If you are looking for tranquility and stillness that you never experienced before, Hydeout is the best place to relax and rest in its idyllic green spaces away from the noise of the city. With the arrival of the breezing weather, it became a glamorous experience to enjoy outdoor activities surrounded by green spaces or outdoor restaurants. Hydeout is now open to anyone, to do everything or nothing.







رقم التسجيل الضريبي: ۲۵۷–۳۷۳

ATRIC DEVELOPMENTS

LAUNCHES PHASE II OF

BOHO EL SOKHNA



ntroducing the essence of bohemian lifestyle, ATRIC Developments announces launching the second phase of its third project in Ain Al Sokhna, Boho El Sokhna, Invest-Gate reports.

Located in Al Ain Al Sokhna on the Zafarana Road, 3.5 km away from El Galala Road's second exit, Boho El Sokhna is around 80km away from the capital. Boho El Sokhna offers beachfront luxury units, viewing and embracing the Red Sea lines.

The project spans over an area of 20 acres, featuring a total of 301 units: 22 villas, 36 Townhouses, and the rest are chalets.

The project is built on terraces every one height is 6m to facilitate sea view for majority of units.

Muhammad Khattab, chief commercial officer (CCO) at ATRIC Developments, says that the second phase of the project, Reverie, combines villas and Townhouses.

Khattab adds that the first phase of Boho El Sokhna is expected to be delivered by the end of 2022, with total investments valued at EGP 1.5 billion. The company has completed around 62% of the project. Khattab further notes that the resort has a 100-key hotel with total investments EGP 250 million. The real estate developer agreed with a British company to manage and operate the resort.

Khattab reveals that the company plans to launch two new projects with total investments worth EGP 6-7bn during 2022. The first one spans over 200 acres in North Coast, while the second one covers 70 acres in New Cairo. Later on, the company will contract one of the consulting companies to develop a different and unique design from the existing projects.

With regards to the details of the Boho project in terms of the available spaces and the exclusive sales offers, Monia Ghareeb, Head of Sales at ARTIC Developments, explains that the company a different policy in its sales plans that depend on the strength of its projects and outstanding project services, which makes the opportunity to purchase units in various projects an opportunity and a real investment that must be seized, especially on the occasion launching the second phase of Boho El Sokhna.

Ghareeb points out that Boho El Sokhna offers multiple services, including swimming pools, Club House Aquapark, and artificial waterfalls that give a wonderful aesthetic view of the resort, in addition to entertainment areas for children and adults. The project also features a commercial shopping area with many shops selling all supplies, a track to practice Running and calf sports, a gym equipped with the latest sports equipment, a spa, restaurants and cafes, in addition to equipped medical clinics, pharmacies, and 24-hour security and guard.

Ghareeb further adds that Boho El Sokhna offers areas starting from 63 sam to 310 sam, affirming that the current phase that was launched is for villas overlooks the beach, with special offers and discounts due to launching the the second phase.

She concluded that the company is currently working on two integrated projects. The first one is Boardwalk in the New Administrative Capital (NAC) with total investments of EGP 4 billion. Located in the B7 area and over 45 acres, the project assures ultimate services with efficient benefits, ensuring maximum comfort and quality of life. The project features 1,500 units and the last phase is scheduled to be opened before the end of 2021. The company has completed 53% of the project's construction works and sold around 75% of the units.

The second project is a commercial one that is implemented with a unique design. The project spans over 30,000 and expected to be launched by Q1 2022.





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NOVEMBER **HEADLINES**

Egypt Ranks 69th Among The Best Countries In Quality Of Life In 2021

Assem El Gazzar, Minister of Housing, Utilities and Urban Communities, states that Egypt ranks eighth in the Arab world and 69th globally in the index of the best countries in quality of life for the year 2021, Invest-Gate reports.

This index evaluates frameworks and the efforts exerted to improve the social and economic conditions of citizens in 167 countries, according to the ministerial statements.

Additionally, the New Urban Communities Authority (NUCA) has won the United Nations Prize for Human Settlements 2021, in the field of sustainable urban development, by consensus, among more than 170 nominations from many countries.

Aiming at providing adequate housing for all citizens, the Ministry of Housing has been working since President Abdel Fattah El-Sisi took office in 2014, to carry out various development projects, including the Social Housing Initiative in 2014, "Housing for all Egyptians" initiative, and "Haya Karima" initiative, El Gazzar confirms.

Furthermore, he explains that the Ministry of housing has worked to provide housing units for different segments of society, through three main axes:

· Supporting low-income groups, through the establishment of affordable housing units as well



as the elimination of imminent danger areas and the development of slums.

- · Helping middle-income groups to purchase units of various sizes.
- · Providing housing units for high-income groups according to their requirements.

For her part, Nafisa Hashem, first undersecretary of the Ministry and head of the Housing and Utilities Sector, adds that the Ministry, in cooperation with the United Nations for Human Settlements (UN-Habitat), had launched the housing strategy in Egypt in October 2020. She further indicates that the national report of the Arab Republic of Egypt was launched in March 2021, as the report includes what has been achieved in terms of the effective implementation of the new urban plan.

CBE Issues New Amendments to its Real Estate Financing Initiative



The Central Bank of Egypt (CBE) decides to amend some of its conditions to the real estate finance initiative for middle-income issued in December 2019, Invest- Gate reports.

According to this initiative, EGP 50 bn are assigned to provide real estate finance for citizens, whose monthly income reaches EGP 40,000 (single) and EGP 50,000 (family), at an interest rate of 8%.

The amendments include:

- Increasing the financing term to 25 years instead of 20 years, with the possibility of applying this to existing clients benefiting from the initiative.
- Eliminating the requirement of maximum net unit area.
- Increasing the maximum unit price to EGP 2.5 mn, facilitating the terms of guarantees, and allowing banks to accept alternative guarantees in case the unit cannot be registered

In an official statement, CBE asserts that the goal of these amendments is to increase the number of bankable units in the initiative, so that, the largest number of citizens can benefit to obtain adequate housing at a low return price.

NUCA Receives The Appreciation Award in Sustainable Urban Development



Ministry of Housing organizes a celebration, on the occasion of the New Urban Communities Authority (NUCA) receiving the appreciation award in sustainable urban development, which is granted by the United Nations Human Settlements Program 2021 (UN-Habitat), Invest-Gate reports.

The celebration is held in the presence of Erfan Ali, UN-Habitat's regional representative of Arab States, and Rania Hedaya, Egypt program manager, the ministerial statement reveals.

Assem El Gazzar, Minister of Housing, Utilities and Urban Communities asserts that President El-Sisi had provided unlimited support to NUCA, which led to its success in establishing 25 new cities since 2014, noting that its budget amounts to EGP140 bn.

For his part, Ali explains that NUCA's winning of the award is due to its distinguished role in the social housing program. This program provided 660,000 units to ensure the provision of adequate housing in terms of location, connectivity, affordability, and services, in 21 new cities serving millions of citizens. Furthermore, the program meets the needs of different income segments and provides services to ensure inclusion and integration. including flexible payment plans.

In the same context, Hedaya confirms that NUCA deserves the award, given its role in providing adequate housing and creating integrated urban communities with services and connectivity with roads.

It is worth noting that the original award was handed over to Khaled Abbas, Deputy Minister of Housing, representing the New Urban Communities Authority. in Yaounde, Cameroon, during the celebrations of World Habitat Day.

MINOR HOTELS PARTNERS WITH MARGINS GROUP IN OAKS **EGYPT AT NAC**



Margins Group for real estate development and project management is preparing launches its latest projects at the New Administrative Capital, early next year 2022, in partnership with the global giant Minor Hotels, Invest-Gate reports.

According CEO of Minor Hotels Group Mr. Dillip Rajakarier, Minor Hotels presence in Egypt marks a strategic and important move for the group, as it continues to develop its expansion in the Middle East and North Africa; and "adds a new country to our portfolio," he says, considering Egypt as a tourist destination for its amazing history and heritage; in addition to being an important commercial hub, the company is looking forward to launching the OAKS brand in the country's new capital, and comments. "We are confident that it will provide a great advantage to this growing masterplan."

According to the statements by Ashraf Shaheen, vice chairman and managing director of Margins Real Estate Development Company, the project, scheduled to open during 2025. Oaks Egypt New Capital Apartments & Suites, has an investment cost exceeding EGP 1bn and is located in the heart of the New Administrative Capital, explaining that the project is the first for Minor Hotels in Egypt.

Shaheen adds that the project is designed by Creative Kingdom, which was established in 1997, and is one of the leading international companies in the field of architectural design and urban planning, especially major tourism projects and hotels, noting that the company has expanded its operations over the past fifteen years in several different countries.

"Creative Kingdom has a rich and wonderful history in Egypt," says Thanu Boonyawatana, CEO of Creative Kingdom Inc. "We are particularly excited to announce the completion of the design of the Oaks Egypt New Capital Apartments & Suites project, which is scheduled to open in 2025 in the new capital of Egypt." The design of the project is very unique and distinctive and it is sure that "it will be one of the distinguished administrative capital destinations that should not be missed," he comments.

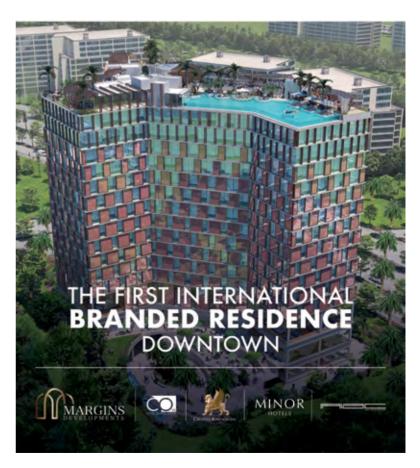
Eng. Ashraf Shaheen also confirms that MMAC Design International will participate in the interior designs and detailed drawings for all parts of the project, explaining that it is one of the largest leading companies in the field of interior design and hotel design, and it is also the main designer of major international hotel companies and has designed more than 60 hotels in the whole world

According to CEO of MMAC Christian Merieau, "The MMAC Design team is proud to put its extensive hospitality expertise at the service of Margins Real Estate Development and the Minor Hotels Group by providing the complete interior design for the project of 400 apartments and hotel suites in the new capital of Egypt."

Oaks Egypt New Capital consists of fifteen floors, in addition to the floors of the garages and the roof, and on the ground and first floors, a commercial mall, restaurants and cafes area will be established. The second floor is dedicated to hotel services such as reception, waiting halls, gymnasium, spa, meeting rooms and restaurants for guests and owners, and services extend to the roof where there is a swimming pool, restaurant cafe and recreational games area.

Ramine Behnam, executive vice president of Minor Hotels Development Sector in Europe, Middle East and Africa, praises the partnership with Margins and its business venture in the Egyptian market, explaining that the company currently has a portfolio of 527 hotels and resorts in 55 countries around the world with a total of more than 80,000 rooms from Asia to the East Middle, Europe, South America, Africa among other countries. He continues, "It is a great honor to participate in the new administrative capital project, which is the first national project in Egypt."

He adds, "We are pleased to seize the opportunity to provide worldclass services with the experience we have gained from managing giant projects in the world in the field of operating hotel products."



رقم التسجيل الضريبي: ٤٧٠–٣٧٣–٤٧

Egyptian Economy Exceeds Expectation in Seven Years

The cabinet's media center publishes a report, which includes infographics highlighting the success of the Egyptian economy in changing the vision of international institutions with a performance that exceeded expectations after seven years of reforms, Invest-Gate reports.

The report monitors the discrepancy in the International Monetary Fund (IMF)'s vision for the performance of the Egyptian economy since 2013/2014 compared to 2021/2022, where IMF expects economic growth to rebound during 2021/2022 to reach 5.2%. contrary to expectations in 2014, as IMF expected that the economic growth rate would be slow to 2.2%.

Moreover, the cabinet's report indicates that the IMF has praised the proactive policies taken by the Fayotian government, which formed a protective shield for the Egyptian economy against the burdens of the Corona crisis.

The report goes to the World Bank (WB), explaining that the WB expects the growth rate of the Egyptian economy to recover to 5% in 2021/2022, outpacing the global average growth of 4.3%, compared to its expectations in 2013/2014 that indicated that economic growth would slow to reach to 2.4%.

As for The Economist, the cabinet report points out that it expects the Egyptian economy to grow strongly during the fiscal year 2021/2022. Besides, it remarks that the Egyptian economy is characterized by diversification, with the return of recovery to the various main sectors.

Speaking of Fitch, the agency expects the Egyptian economy to grow by 5% in 2021/2022 and affirms that Egypt is one of the few countries in the world that has witnessed positive economic growth throughout the Corona crisis, cabinet's report reveals.



Moreover, Fitch expects the housing sector in Fayot to continue to receive support through government policies that aim at providing social housing, in contrast to its vision in 2014, when it announced that the housing sector in Egypt would continue to stagnate.

Additionally, the cabinet's report elaborates that the Standard & Poor's Agency has announced in 2021 that it would maintain Egypt's credit rating at a level B with a stable outlook for the Egyptian economy, compared to CCC + in 2013.

The cabinet's report adds that Moody's agency has affirmed Egypt's credit rating at B2 with a stable outlook, reflecting the resilience of the Egyptian economy in facing the challenges caused by the Corona pandemic, compared to the agency's affirmation of Egypt's credit rating in 2013 at Caal with a negative outlook.

Regarding Oxford Business Group, it states that the Egyptian economy was among the fastest-growing economies in Africa and the Middle East during 2020. It also expects Egypt's economic growth to reach 2.8% during 2021 despite the effects of the Coronavirus on growth rates, cabinet's report discloses.

In a parallel context, the cabinet's report indicates that BNP Paribas has expected Egypt's GDP to record 5.3% in 2021/2022, compared to 2.9% in 2013/2014. Meanwhile, the report highlights that the European Bank for Reconstruction and Development has expected that Egypt would top the growth rates among the member states in the Middle East in 2022. at a rate of 5.2%.

In addition to the above, the cabinet's report deals with the international media's view of the performance of the Egyptian economy. In this regard the report mentions that Bloomberg declared in 2020 that the Egyptian economy is the fastest growing in the Middle East, adding that Bloomberg considered the Egyptian pound one of the world's best-performing currencies in 2019.

Additionally, the report addresses what Al-Monitor mentioned in 2021 that the Egyptian economy is a model for economic reform for many Middle Eastern economies. While, American FNR magazine sees that Fayot is going through a major architectural and construction boom, on top of which is the New Administrative Capital, cabinet's report adds.

Furthermore, Reuters reported that the electricity deficit has turned into a surplus thanks to the construction of giant Siemens plants, and the Benban complex represents a leap for renewable energy in Egypt. While CNN announces that Egypt is among the top 21 safest tourist destinations to travel to in 2021, cabinet's report remarks.

In a related context, the report refers to what Business Insider indicated in 2019 that Egypt is among the 20 countries that will lead the global economy in the next five years. Moreover, the report states that Forbes has reported that the Egyptian economy will become one of the top ten global economies within the next ten years.

Prime Minister Discusses Real Estate Market Regulation Mechanisms

Prime Minister Mostafa Madbouly holds a meeting to complete the discussions on the real estate market regulation mechanisms and controls in Egypt, Invest-Gate reports.

The official meeting is held in the presence of Minister of Housing, Utilities and Urban Communities Assem El-Gazzar, Deputy Minister of Housing For National Projects Khaled Abbas. Vice Chairman of the Arab African Bank Sherif Elwy, Deputy Chairman of the National Bank Deputy Chairman of the Board of Directors of the National Bank Yahya Aboul Fotouh, Sub Governor of the Central Bank Mohamed Aboumoussa, and a number of real estate developers.



This meeting is to set controls to regulate the real estate market. Madbouly asserts that the real estate market regulation mechanisms aim to support the serious real estate developers. in parallel with preserving the clients' rights, the ministerial statement reveals.

For his part, Minister of Housing Assem El Gazzar indicates that a series of meetings were held to discuss a number of proposed controls and mechanisms with several real estate developers, the ministerial statement adds.

Furthermore, he declares that the proposed controls relate to the implementation of the project's phase, the mechanism for selling housing units, the controls for disposing of maintenance amounts collected from buyers, and the mechanism for disposing of cases of breach of conditions. In the same context, Madbouly directs to readjust some of the points raised during the meeting and finalize their declaration.

El Gazzar Directs to Replace The Underachieving Companies in NAC



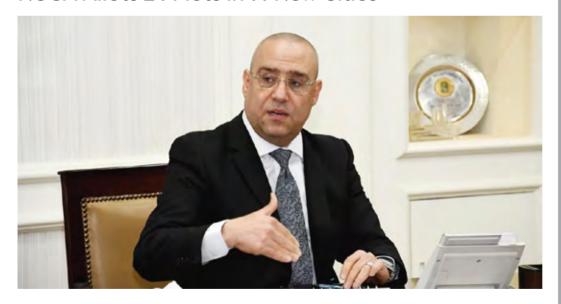
Assem El Gazzar, Minister of Housing, Utilities and Urban Communities, directs the necessity of accelerating the implementation rates of the ongoing projects at the New Administrative Capital (NAC), stressing the replacement of companies that do not achieve the required achievement, Invest-Gate reports.

According to the ministerial statement, this comes during the minister's tour of the various ongoing projects in the NAC. Moreover, El Gazzar holds a meeting at the NAC's Authority headquarters to follow up on the projects' timetables.

Furthermore, he directs all contracting companies to work in shifts, saying, "We don't have the luxury of time. There is no acceptable delay in the completion dates of projects."

Additionally, El Gazzar remarks that the ministry is implementing unique projects in NAC in order to achieve a qualitative leap in the nature of urbanization and provide a quality of life for the Egyptian citizen, including the Central Business District (CBD) and the Capital Park.

NUCA Allots 24 Plots in 14 New Cities



The Board of Directors of the New Urban Communities Authority (NUCA), in its meeting headed by Assem El Gazzar, Minister of Housing, Utilities and Urban Communities approves to allocate 24 plots in 14 new cities for mixed-use activities, Invest- Gate reports.

The ministerial statement indicates that the allocation of the plots serves a variety of activities, including integrated urban, factories, schools, residential, commercial, administrative. car maintenance centers, passenger stations, and car service stations

Furthermore, the allotted plots are located in New Cairo City, Tenth of Ramadan City, 6th of October City, Sheikh Zayed City, Sadat City, New Damietta City, Obour City, Shorouk City, New Borg Al Arab City, New Beni Suef City, New Alamein City, New Obour City, New October City, and October Gardens City.

Additionally, El Gazzar elaborates that NUCA has allocated two plots in the New Alamein City for Telecom Egypt to establish two telephone stations. Besides, it has allocated a plot in the New Borg El Arab City and a plot in the New Assiut City for Vodafone Egypt to establish two telephone stations.

El Gazzar Reveals the **Latest Updates on New Alamein Towers**



Assem El Gazzar, Minister of Housing, Utilities and Urban Communities, tours the coastal towers and other ongoing housing projects in New Alamein City to inspect their implementation status. accompanied by officials of the Ministry and the New Urban Communities Authority (NUCA), Invest-Gate reports.

FI Gazzar asserts the need to accelerate implementation rates, adhere to schedules, intensify employment and work around the clock to finish the projects on the scheduled dates, the ministerial statement reveals.

Furthermore El Gazzar states that the concrete structure of 15 residential towers, with heights of up to 44 floors, has been completed. Besides, the towers' exterior facades are underway.

Additionally, he points out that the Ministry of Housing is currently implementing concrete structure works for three towers with heights ranging from 100 m to 170 m. Moreover, subtraction and awarding procedures for five towers in the beach area. Marina El Alamein Towers, are underway.

The ministerial statement remarks that the downtown area includes 40 buildings with 1,320 units, with above-middle housing finishing specifications, with areas ranging from 90 sam, not including the garden, to 300 sqm for twin house units with the roof.

In a related context, El Gazzar discloses that a residential and commercial compound in the beach area is being implemented, with an area of 700 acres; in which five major contracting companies are working to implement about 10.000 housing units between buildings, villas and chalets

Makadi Heights Launches Raya Villas, A New Real **Estate Product**



Makadi Heights, one of the cities of Orascom Development Egypt (ODE) in the Red Sea. announces the launch of Raya villas with magnificent panoramic views of the city's lakes, Invest- Gate reports.

The launch aims to meet the high demand, especially after the sales increase in Makadi Heights by 402.1% to reach EGP 583.9 mn in H1 of 2021.

Additionally, Raya villas include 100 units, ranging from junior villas, family villas, singlestorey villas, twin villas, and townhouses, in addition to artificial lakes and vast green spaces. Raya Villas are designed to go along with the master plan of Makadi Heights, giving privacy to its residents.

The villas are located near the downtown area, which provides easy access to basic amenities and services, and ensures enjoying the recreational activities organized throughout the year.

Tamer Dewidar, Makadi Heights CEO, confirms that ODF adopts a development strategy based. on accelerating implementation rates and timely delivery of the current phases of Makadi Heights, adding that 50% of the target area has been completed according to the deadlines for receiving clients.

As for the Raya villas, they will be delivered to customers in 2025. Besides, the construction and infrastructure work are carried out according to the highest and best international specifications.

Moreover, Dewidar comments, "Makadi Heights hosts many sporting and artistic events that activate recreational tourism in the Red Sea governorate. In addition, we prepare to host the first international music festival in May 2022, which contributes to shedding global and regional lights on this unique destination."

It is worth mentioning that Makadi Heights includes 9,000 housing units, nearly 2,750 housing units have been sold so far to more than 63% from outside Fayot, which indicates confidence in Orascom Development projects.

AGEC Developments Launches the First Phase Of **IVY Residence Project In Shorouk City**

AGEC Developments announces the launch of the first phase of the IVY Residence project located directly on Suez Road from the entrance to Shorouk City 2, Invest Gate reports.

IVY Residence is distinguished by its privileged location overlooking the iconic tower in New Administrative Capital, with easy access to the most vital areas. Besides, it is two minutes far from Suez Road, ten minutes from New Capital, and 15 minutes from Cairo Airport, Heliopolis, and Nasr City.

Chairman of AGEC Ayman Rafla states that the construction work of the project has reached 30%, which is in line with President Sisi's directives to ensure the seriousness of real estate developers and preserve customers' rights.

Additionally, Rafla notes that AGEC company has established many residential, administrative, and commercial units, indicating that the company is currently marketing the Paramount Business Complex project in Sheraton Heliopolis after completing 100% of the project constructions.



Paramount Business Complex is a commercial and administrative building, covering 20,000 sqm. It is designed according to the specifications of the U.S. Green Buildings Council (USGBC). Thus, it will be the only Class A administrative building in the Sheraton area, he discloses.

Moreover, Rafla reveals the company's plan in the coming period to open new projects in different areas, including an administrative and commercial building in Fifth Settlement, New Cairo, in addition to completing the construction. phase to reach the prescribed percentage before offering it to customers.

Beta Egypt To Deliver **Beta Greens In** Mostakbal City In Six **Months**



Beta Egypt for Urban Development announces the completion of the first phase of its project Beta Greens, New Cairo Compound, located in Mostakbal City, Invest-Gate reports.

Additionally, the real estate company remarks that it will deliver the first and second phases of Beta Greens New Cairo in six months.

The Company Chairperson Alaa Fekry says, "The company is currently working on completing the first and second phases and has contracted with companies for water and electricity connection." Moreover, he adds that the company has also contracted with WE Telecom Egypt and will sign a contract for natural gas connection to the compound units in the coming days, indicating that the company is racing time to finish installing services by the scheduled delivery time.

In the same context, Fekry declares that Beta Egypt has completed 75% of the constructions of the project's second phase. Besides, it is expected to finish it in 2023, pointing out to the effort exerted by Mostakbal Urban Development Egypt, the owner and general developer of Mostakbal City, to support and facilitate services to Beta Egypt.

Beta Greens Compound spans over 25,000 acres, with total investment capital of EGP 1 bn. It comprises 730 residential units ranging from apartments, family villas with independent, townhouses, and twin house designs, while the residential unit areas range from 90 to 250 sqm.

Furthermore, Fekry asserts that the company focuses on three criteria, highquality services, maintaining the customers' interests and trust, and delivering units before the scheduled time.

It's worth mentioning that Beta Egypt had implemented a number of urban development projects in the Greater Cairo area and new cities like Obour City and October Gardens District, where Beta Gardens, Beta Greens, and Golf Residence Beta compounds were built.

Misr Italia Pens EGP 750mn Sale & Leaseback Deal with EFG Hermes Corp-Solutions



Misr Italia Properties, the leading real estate development firm, announces signing a sale & leaseback agreement with EFG Hermes Corp-Solutions, among the leading leasing and factoring companies in Egypt for refinancing its state of the art property-Garden 8 Mall, amounting to EGP 750 mn, Invest-Gate reports.

Garden 8 Mall spans over 47,000 sqm in BUA, accommodating premium brands for both retail space and restaurants in New Cairo.

"Partnering with a real estate powerhouse such as Misr Italia Properties is part and parcel of our strategy which is reflected by the team's ongoing

efforts to forge relationships with partners across key industries to help them meet their rapidly increasing financing needs," Talal Elayat, CEO of EFG Hermes Corp-Solutions, comments.

"The commercial real estate sector in Egypt continues to benefit from strong demand driven by solid retail growth and we believe this is a compelling opportunity for us to add high-quality, income-generating assets to our portfolio," Elayat adds.

Mohamed Hany El Assal, CEO & managing director of Misr Italia Properties, says that the new deal with EFG Hermes Corp-Solutions falls in line with the company's plan to generate significant proceeds while essentially maintaining long-term control of value-generating facilities.

Misr Italia Properties is a premier Egyptian real estate developer, specializing in luxury residential, commercial, hospitality and administrative properties. Its developments include II Bosco New Capital, II Bosco City New Cairo, Vinci, La Nuova Vista, Kai Sokhna, Cairo Business Park, Garden 8 Mall, Vinci Street, and The Vertical Forest at II Bosco, the first of its kind in the Middle East and Africa.

Mercon Developments Contracts With EFS MISR



Mercon Developments Company signs a management and operation contract of Pavo Tower and G7 with EFS MISR, Invest- Gate reports.

Ahmed Embaby, vice-chairman of Mercom Developments, states that this contracting comes due to the company's keenness to sign strategic partnerships with prominent brands in all fields to enhance the investment value of the company's projects.

"Pavo Tower" is an administrative commercial project located in Central Business District (CBD). covering 4,000 sqm, and consists of 14 floors. The first and the second floors are allocated for commercial activity, while the remaining floors are allocated for administrative activity. In addition, commercial unit spaces start from 25 m, while administrative unit spaces start from 30 m.

Additionally, the project features some services such as social lounge, meeting rooms. conference rooms, central air conditioning, entertainment hall, fitness centres, places for people with special needs, and a rooftop.

For his part, Mohamed Amer, chief commercial officer, clarifies that the company is currently studying the launch of its third project in the New Administrative Capital (NAC), pointing out that the company aims to contribute to the implementation of the state plans in developing new cities and providing a distinguished real estate product.

Moreover, he remarks that the project will be delivered after four years. Besides, the company also offers a number of different instalment systems of up to 10% down payment and payment periods of up to 15 years.

El Batal Group Offers New Units Under Real Estate Financing **Initiative by CBE**



Under the real estate financing initiative by CBE, El Batal Group for Housing and Development announces offering units in its projects in the Fifth Settlement and Sixth October City for various segments at an interest rate of 3% and 8%. Invest -Gate reports.

El Batal Group CEO Emad Doss confirms that this step comes within the framework of the company's constant keenness to meet the needs of customers and support the directions of the state.

Additionally, Doss points out that the initiatives of the Central Bank of Egypt (CBE) for real estate financing have contributed greatly to meeting the needs of a wide segment of clients in the past years; and that the new presidential initiative will achieve a revival in the real estate sector during the next stage.

Moreover, he clarifies that El Batal Group offers 600 fully finished units under the initiative, located in the "Rock Eden" compound in the Sixth of October and the "Rock Vera" compound in the Fifth Settlement. The units' spaces range from 160 to 175 sqm. Besides, the price per square meter ranges from EGP 8500 to FGP 9500

He further points out that the customer will pay a 20% down payment and will get a real estate financing of up to 30 years.

In a parallel context, Doss elaborates that the company had offered these units for the first time to its clients during the Cityscape exhibition last September, in which El Batal Group participated in a variety of projects with unprecedented facilities and offers.

It is worth noting that El Batal Group has more than 40 years of experience in the real estate industry in the Canadian and Egyptian markets, and its investments in the Egyptian market exceed EGP 11 bn.

SODIC Signs EGP 1.57 bn Long-Term Syndicated Facility with AAI & BM



SODIC signs a long-term syndicated facility of EGP 1.57 bn, with Arab African International Bank (AAIB) and Banque Misr (BM) to finance the SODIC West project in West Cairo, Invest-Gate reports.

The facility will be used to refinance EGP 1.1 bn outstanding on the EGP 1.3 bn medium-term facility signed in back in April 2017, in addition to partially finance the remaining CAPEX on the investment portfolio of leasable assets and real estate development projects in SODIC West.

The facility comes in line with SODIC's goal to prudently increase its leverage to enhance shareholder returns and as a testament to SODIC's solid financial performance, strong cash flows, and liquid balance sheet. On the other hand, SODIC's leverage remains low, with bank debt outstanding recorded at EGP 2.4 bn on June 30, 2021, reflecting a debt-to-equity ratio of 0.4x.

The signing ceremony is attended by SODIC's Managing Director Magued Sherif, Vice Chairman and Managing Director of AAIB Sherif Alwy, Vice Chairman of Banque Misr Akef El Maghraby, and senior members from SODIC and both banks.

Commenting on the transaction, Elhamawy says, "The facility will allow us to develop our investment portfolio of recurring revenue assets while preserving our cash resources and balance sheet's liquidity to support ongoing operations and pursue growth opportunities."

"The leading role of AAIB in financing real estate developers relies on our expertise in offering comprehensive liquidity solutions needed for the execution of real estate projects, while enhancing investments and providing credit facilities that cater to the needs of investors and developers," Alwy adds.

For his part, El Maghraby praises the cooperation between AAIB and Banque Misr, which led to the arrangement of this facility, asserting that Banque Misr's involvement in this facility reflects its leading role in supporting the Egyptian economy, particularly in the real estate sector.

NUCA Mandates The Saudi Egyptian Developers To Market The last Phases Of Marina El Alamein

The New Urban Communities Authority (NUCA) assigns the Saudi Egyptian Developers Company the marketing and development of the latest stages of the Marina El Alamein project in La Plage 1 and 2. This comes within the framework of the Ministry of Housing's directions to develop and raise the efficiency of the Marina Fl Alamein project in the North Coast, Invest-Gate reports.

The Saudi Egyptian Developers CEO Mohamed El Taher states that this assignment complements the series of great successes of the strategic partnership between NUCA and the company in more than one integrated multi-use urban project over the past period.

Moreover, El Tahir asserts that the company's role will be to participate in the development of the project through consulting, while the Urban Communities Authority will be the main developer of the project.

In this regard, El Taher clarifies that the first part of the cooperation with NUCA is the marketing of a group of townhouses and twin villas, which are ready for delivery, with a semi-finished system. He further elaborates that the company has recorded FGP 400 mn of sales of these units



in a record time, pointing out that the unit price ranges between EGP 8 mn to EGP 14 mn.

Meanwhile, El Taher discloses that the second part of the cooperation with the NUCA is providing a set of consultations regarding the most preferred construction to customers, the quality of services needed to be available, and the customers' needs

It's noteworthy that the Saudi Egyptian Developers company has succeeded in marketing the "Sawary" and "IL-Latini" projects, as the sales of the Sawary project have reached FGP 6.7 bn. while the sales of the II-I atini project have reached EGP 1.5 bn, in the first ten days of opening the first phase of the project.

ODE Reveals Its Preliminary Real Estate And Hotels KPIs For The 3Q 2021



Orascom Development Egypt (ODE) announces the key performance indicators (KPIs) for Q3 and the first nine months (9M) in 2021, highlighting an increase of 43.4% y-o-y in real estate sales, Invest-Gate reports.

The new real estate sales volume log logs EGP 2.2 bn in the 3Q 2021, a 50.3% increase from EGP 1.5 bn in 3Q 2020. That brings the sales value of 9M in 2021 to EGP 6.2 bn. a 43.4% increase over the same period in 2020, according to a company press release.

Furthermore, El Gouna records a 72.5% increase in net real estate sales to EGP 3.05 bn in 9M in 2021 vs EGP 1.8 bn in the same period of 2020. While Makadi Heights net sales accelerate by 153.6% to hit EGP 854.7 mn compared to EGP 337.0 mn in 9M in 2020.

O West records EGP 2.3 bn in sales in 9M 2021, a growth of 43.9% compared to EGP 1.6 bn in the comparing period of 2020, the company's press release adds.

It's noteworthy that this increase in sales is due to both ODE's ability to increase the average selling prices and the number of units sold.

Concerning the hotels KPIs, the company's press release discloses that the demand for the hospitality segment started to improve during the second half of 2021, as vaccine deployment accelerated and lockdowns eased across the country.

In this regard, the ODE's hotels in El Gouna and Taba Heights record 37% and 10% respectively of occupancies rates in 9M 2021, and 52% and 22% for Q3 2021.

Additionally, ODE starts receiving some charter flights from Germany and some Eastern European countries in El Gouna. Besides, foreigners have represented 35% of the total occupancy in Gouna during Q3 2021. In the same context, ODE foresees a continued positive trend for Q4 2021.

Nakheel Developments Showcases its Double Two Tower at Hazi Misr



Nakheel Developments to take part in the Hazi Misr Exhibition in Dubai, taking place fromOctober 28-30, showcasing its latest project Double Two Tower, Invest-Gate reports.

Head of Commercial at Nakheel Developments Sherif El Domyati states that the company has recently launched the Double Two Tower Project in the New Administrative Capital (NAC). The project encompasses hotel, administrative and commercial and units, covering 9000 sqm. Furthermore, the commercial part covers 45% of the total area of the project.

Moreover, El-Domyati expects that the total project investments are worth approximately EGP 3 bn and it is planned to deliver the project within three and a half years.

He further adds that the company has contracted last month with a number of successful companies in different specializations in the project, including Mimar Egypt Architecture & Engineering, FES for Facilities Services, and Time Hotel Management.

Furthermore, he remarks that Time Hotels was established in the UAE in 2012 and manages five prestigious brands, each of which offers a range of outstanding services that meet the different needs of its guests. He also adds that Nakheel Developments is keen on choosing administrative operators for all its hotel apartments based on distinguished experience, ability to make decisions, ability to lead, speed, effectiveness, and flexibility in decision-making.

On the other hand, he explains that the participation at the Hazi Misr Exhibition is in

sign with the state strategy to export properties, in addition to the company plan to market its projects to customers abroad, either Egyptian expatriates or non-Egyptian clients.

Nakheel Developments presents a special offer on its project during the exhibition period, as the company offers discounts up to 20% for the "Double Two Tower" and 40% discount on cash, FI-Domyati adds.

He further points out that the exhibition offers a unique opportunity for customers outside Egypt to learn about various projects and choose one of them in one place, specifically with the high purchasing power of customers

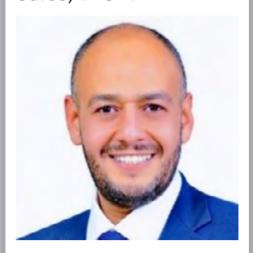
"With the continued existence of COVID-19 crisis, the exhibition is the best opportunity for customers after a long break from outdoor exhibitions", he elaborates.

Moreover, he highlights that the company offers units in the project that include fully furnished serviced apartments with an area starting from 57 sqm and fully-finished units such as commercial and administrative with areas starting from 40 sqm.

Additionally, he elaborates that the company aims to complete selling about 70% of the project in 2021, indicating that the price competition is not the main element that companies rely on to reach their customers but also the quality, credibility and commitment.

Hazi Misr Exhibition will be held at the Le Meridien Airport Hotel in Dubai.

Mountain View Hits 220% Increase In Sales, Y-O-Y



Mountain View achieves EGP 14 bn of contractual sales within nine months in 2021, compared to EGP 6.4 bn during the same period last year, with a growth rate of 220%, Invest-Gate reports.

iCity, in the Fifth Settlement, has topped the sales with EGP 7 bn in its multiple stages, Lagoon Park, Mountain Park and its exclusive and innovative product iVilla. After this comes the Ras Fl Hekma project, which has achieved EGP 4 bn of sales in the Skala phase.

In west Cairo, iCity October has achieved contractual sales of EGP 2 bn in the Mountain View Park phase of the second region "The Lake". In addition to; the administrative project "Heartwork" in iCity Fifth Settlement, which has achieved EGP 1 bn of sales in the HQ500 phase.

The Mountain View CCO Wael Ezz says, "We are proud of the success we have achieved this year, and we aspire to achieve EGP15 bn by the end of 2021, thanks to the innovative projects launched by the company, which won the approval and trust of customers."

For his part, Chief Innovation and Marketing Officer Wael Lotfy asserts, "Mountain View strategy is based on achieving added value for the client, through creativity in design and quality in implementation with the use of global partnerships and expertise to provide integrated and distinguished services with the application of the concept of happiness science in its projects."

It is worth noting that Mountain View has invested EGP 5.8 bn with contracting companies to develop an area of 1.870.000 sqm of buildings. Moreover, it is planned to complete 780,000 sqm of residential buildings during the current year, which vary between fully-finished and semi-finished units, in addition to service, recreational and business areas, infrastructure and landscape.

Qatari Diar Implements Phase I of CityGate in New Cairo



Qatari Diar Real Estate Investment Company announces the start of implementation of the first phase of the CityGate project in New Cairo at a value of EGP 1 bn, Invest-Gate reports.

CityGate spans over 8.5 mn sgm, and will feature 24.500 residential units: villas and apartments of various sizes, which will overlook an 18-hole golf course, green spaces, and parks.

It will also provide various luxury amenities including community centers in all neighborhoods, schools, international hotels, a sports club, a 720,000 sqm business park. a medical complex and 300,000 sqm of entertainment and retail space.

Abbas says that Oatari Diar is in the process of announcing its development and investment plans and strategic partnerships on all of the land lots it owns in Egypt before the end of the year, noting, that the company's investments in the Egyptian market have exceeded USD 3bn. distributed over a number of projects that cover an area of 40mn sam.

He adds that CityGate project represents one of the great additions to the company's investments in Egypt, as its value will reach about USD 12bn in addition to the rest of the development plans.

Bawabat Al-Sharq New Cairo Real Estate Investment, one of the Qatari Diar companies in Egypt, and the Consolidated Contractors Company (CCC) signed an agreement to implement the first phase of the project. The announcement took place in the presence of Ambassador of the State of Qatar to Egypt Salem Mubarak al-Shafi, Egypt's Deputy Minister of Housing for National Projects Eng. Khaled Abbas, CEO of Qatari Diar Eng Abdullah bin Hamad al-Attiyah, director of Development and Projects Department for Egypt, Sudan and Eritrea at Oatari Diar Sheikh Hamad bin Talal al-Thani. and a number of dignitaries.

Empire State Partners CBRE to Manage El Centro project at NAC

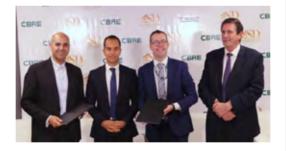
Empire State Developments announces contracting the global company CBRE to provide consultancy for property and management in El Centro project in the New Administrative Capital (NAC), Invest-Gate reports.

Mahmoud Elsarrag, chairman and CEO of Empire State Developments, says that partnering with the international company CBRE is a strong addition to El Centro project, and comes within the company's strategy to choose success partners to develop its project. He adds that the CBRF will be responsible for providing consultancy services for property management and facility management to El Centro Business complex over and beyond.

El Centro is a 15-storey mall and is located on 24,000 sgm, with total investments worth FGP 750mn. The mall comprises three floors for commercial units, in addition to, medical and administrative units besides hotel units managed by Safir International Hotel Management Company. The project also includes a multi-level garage with smart parking system.

Empire State started construction on the project at the beginning of October, and the entire project is set to be delivered in Q4 2024, with targeted sales amount to EGP 1.2bn.

ACE Moharram-Bakhoum will assume role of engineering consultant for the project,



meanwhile, Empire Construction, Al Hamad Contracting Company and Nile Contracting company will build the project. Price per square meter in administrative units of the project starts from EGP 23,000 with space starts from 30 sqm. Additionally, the company will offer payment plan up to 20 years.

However, Empire State intends to record EGP 600m in sales by the end of 2021. The real estate developer succeeded in achieving sales of EGP 250m since the beginning of the year until the end of September.

Elsarrag points out that the company plans to direct EGP 150m into El Centro constructions in O4 2021. The company is still studying investing in a residential project, specifically in R8 area at the NAC.

The contract was signed by Chairman and CEO of Empire State Developments Mahmoud Flsarrag and Director of Property Management at CBRE Ciaran Lynch.

Business Loop Intl, Al Khaleej Development to Provide Projects **Management Solutions**



Business Loop Intl signed an agreement with Al Khaleej Development to provide management and development solutions for the company's projects, Invest-Gate reports.

The step falls in line with the company's plan to contract with leading companies in field of managing and developing real estate projects.

Mostafa Saeed, CFO of Business Loop Intl, says that this contract is part of the company's plan to expand in real estate market and cooperate with more serious and distinguished real estate developers in Egyptian market. Saeed adds that the company has a diversified portfolio of projects that it manages, and includes commercial, administrative and recreational projects, besides, a residential compound.

He further notes that the cooperation aims to maintain Al Khaleej's projects quality and their investment value, clients' investments. The company's project portfolio includes about 11 projects, most notably Zad Mall in Sadat city, Sentrada project in Sheikh Zayed city, and Green Golf compound.

Business Loop Intl aims to expand its customer base in local market, especially with the scale of the comprehensive urban development that Egypt is currently witnessing and includes promising investment opportunities in different fields for all companies and investors, including real estate sector

"With Egypt's urban development and the need to preserve it, the role of project management and facility management companies became very important to reserve real estate wealth," Saeed highlights.

Avman Abu 7aid, board member of Al Khaleej Development, expresses that the company seeks to provide high-quality real estate products, which prompted it to choose companies that have long and distinguished experiences in all development phases of these projects.

Vantage Developments Leads Consortium to Launch Morganti - Annex



Vantage Developments announces concluding a consortium with Morganti GCC, Annex Investments, and Seattle Project Management Services, to launch Morganti - Annex for Projects and Assets Management, the company said in a press release.

This alliance comprises Morganti, an American based company, which has more than 100 years of experience in managing major assets all around the globe.

Being the first of its kind, this cooperation is constituted between Egyptian, Arab and American companies to introduce a new service to the Egyptian market using the latest

methods and practices in Project and Asset Management to enrich the Real Estate sector and achieve the highest returns on investments. Morganti - Annex aims to inject between AED 10-20 mn into the Egyptian market in the upcoming three years.

The newly formed "Morganti - Annex" will reflect the expertise of its founders' through providing high-level total facility and project management services to residential, commercial & hotel buildings using the latest technologies.

Mohamed Abdel Gawad, chairman of Vantage Development, states that this cooperation reflects the powerful and strong demand on the Egyptian market, resulting from the unprecedented development and construction activities growth in the country, political and economic stability, as well as the Egyptian government commitment to support investments.

Morganti - Annex will mark its first milestone in the Egyptian market through managing "Century City" Compound, owned by Vantage Developments in New Cairo, prior to expanding the services to cover major private projects, mainly in the fourthgeneration cities.

Morganti carried out many projects in the United Arab Emirates, including Etihad Towers, Sheikh Zayed Grand Mosque, Private Palaces, Saadiyat Villas, and Mohammed Bin Rashid City. As for the Kingdom of Saudi Arabia, Morganti runs big projects, including Riyadh Airports and NFOM Projects.

Vantage Developments gained its reputation in the Egyptian market by delivering innovative projects with added value. Whereas Annex Investments, managed by Ahmed Nasser Al Nowais, is proven to have a distinguished experience in the investment sector.

New City Developments Teams up With El Hazek Construction To Provide Highend Affordable Housing Solution in Eco West

During a press conference, New City Developments (NCD) announces its partnership with El Hazek Construction to provide highquality construction work for the Eco West project, Invest-Gate reports.

The NCD's CEO Ramy Yousef and the Managing Director of El Hazek Construction Mahmoud El Hazek have signed the partnership.

The Eco West project is located in 6th October City, within proximity of a large number of different services in the area. The project is five minutes away from the MSA University and Cairo's largest malls, 15 minutes from 6th October City Airport, and 15 minutes from the biggest archaeological and tourist area in Great Cairo (Giza Pyramids - Grand Egyptian Museum - New Tourist Walk).

Speaking of the reasoning behind the signing, Yousef says, "This cooperation allows us to deliver a unique service characterized by outstanding experience and value to our clients. With the mixed-use project Eco West. we believe that the project would be a proper alternative for the middle-class housing gap challenge in 2024."

For his part, El Hazek comments, "NCD has a clear vision that will help address the rising supply and



demand challenges in the real estate market. A vision that offers alternative real estate products with high-quality standards with affordability that meets targeted clients with Eco West."

In this regard, the Eco West project comprises modern design units with Euro-Japanese Architecture that are smart with space, which is designed by the Lebanese architecture firm, Rachid Karam Architects to make the best use of its 80 sam units areas.

Moreover, the first phase features 14 diverse buildings, with 1290 units and a starting price of EGP 850,000, in addition to flexible payment plans that fit their clients' needs. Eco West expects delivery in 2024, while the first phase will be ready in 20 months.

Additionally, the Eco West project comprises four phases with a total of 3804 units for only 20% of its build-up area, where 80% of the project is devoted to green spaces and numerous facilities. and services. The project provides international schools, playgrounds, a shopping mall for daily needs, places of worship (mosque/church), and children's areas around the buildings.

In regards to the importance of Eco West, Youssef states, "As the middle class represents 35% of the population, the NCD's extensive research asses. a high need for projects is present. Besides, the sector is far from reaching its peak."

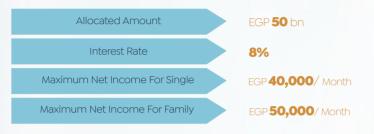
It's noteworthy that NCD was founded in 2007 to provide affordable and high-quality projects in the Egyptian real estate market.

MARKET WATCH

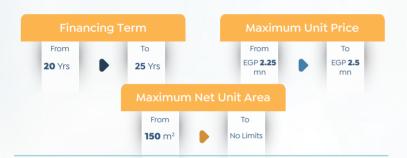


REAL ESTATE MARKET UPDATES

MORTGAGE INITIATIVE FOR MIDDLE-INCOME



The Amendments



HAYAH KAREEMA INITIATIVE IN QALUOBIYA GOVERNORATE



Supply Volume



HAYAH KAREEMA INITIATIVE IN ASWAN GOVERNORATE



Supply Volume



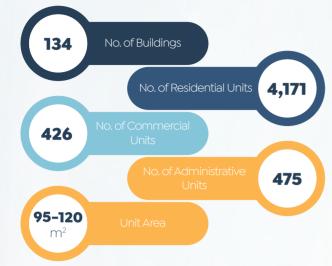
AL-SALAM BUILDINGS PROJECT





Source: CBE, NUCA & Cabinet

Residential Buildings



Services

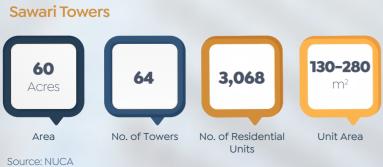


PROJECTS OF THE URBAN SETTLEMENT IN WEST CARREFOUR AREA



Phase I





Villas Project



Phase II



SINAI DEVELOPMENT



The Greatest Transfiguration Development Project



Supply Volume



NEW CITIES UPDATE

UPDATES ON NEW ALAMEIN CITY

HOUSING PROJECTS



30,887 NO. OF UNITS

INCLUDING:

Distinguished Housing

Downtown Towers

Sakan Misr

The 700-Acre Area

The Latin District



Under Construction STATUS

TOWERS AREA



NO. OF TOWERS



Up to 44 Floors HEIGHTS



Concrete Work: Complete **STATUS**



NO. OF TOWERS UNDERWAY



100-170 m **HEIGHTS**



Concrete Work: Ongoing **STATUS**

LATIN DISTRICT



404 Acres AREA



11,655 NO. OF RESIDENTIAL UNITS



Concrete & Finishing Work: Ongoing STATUS



SUPPLY VOLUME

Distinct Service Areas

Parking

Gardens

THE 700-ACRE AREA



12,500 NO. OF UNITS



Chalets, Apartments & Villas **UNIT TYPES**



Concrete & Finishing Work: Ongoing STATUS

ENTERTAINMENT AREA



COMPLETION RATE



10 Buildings Have Been Operated & 19 Buildings Are Available For Marketing **STATUS**

Source: Cabinet

INFRASTRUCTURE PROJECTS

ROAD NETWORK

195-km Road Networks

STATUS: Underway

48-km Coastal Road

STATUS: Complete

BRIDGES

No. of Executed Bridges

12

No. of Bridges Underway

3

SEAWATER DESALINATION PLANT



150,000 m³\Day CAPACITY



Complete STATUS

SEWAGE TREATMENT PLANT



90,000 m³\Day CAPACITY



Underway STATUS

NEW MINYA CITY



31,106 Acres AREA

HOUSING FOR ALL EGYPTIANS



10,848 NO. OF UNITS



75 & 90 m² UNIT AREA

SAKAN MISR



816 NO. OF UNITS

JANNA



528 NO. OF UNITS

WATER PURIFICATION PLANT



95,000 m3\Day TOTAL CAPACITY

PHASE II



50,000 m³\Day CAPACITY



Underway STATUS

Private Real Estate Projects Update



SILVA

Developer: First Group Developments



LOCATION Sheikh Zayed



AREA 20 Acres



INVESTMENTS EGP **750** mn



DELIVERY DATE End-2023

SUPPLY VOLUME

138 Units

Green Spaces

Entertainment Area

Security Services

IVY RESIDENCE

Developer: AGEC Developments



LOCATION Suez Road From The Entrance to Shorouk City 2



SUPPLY VOLUME Residential, Administrative & Commercial Units



COMPLETION RATE Construction Work: 30%



NEW COMMERCIAL PROJECTS

DESTINO TOWER

Developer: El Ezz Group



LOCATION Downtown, NAC



3000 m²

SUPPLY VOLUME

Commercial Unit Area: Start From **35** m²

Administrative & Medical Unit Area: Start From **25** m²

Source: Developers' Official Statements

AMAZ BUSINESS COMPLEX

Developer: Al Fath Group for Real Estate Development



LOCATION Downtown, NAC



5,831 m²



INVESTMENTS Around EGP 800 mn



IMPLEMENTATION DATE Early **2022**



EAST TOWER CAPITAL

Developer: UC Developments



LOCATION CDB, NAC



ARFA **12,000** m²



INVESTMENTS EGP **6.5** bn

SUPPLY VOLUME

Ground & 40 Floors

Commercial & Administrative Unit Area: Start From **35** m²

Hotel Unit Area: Start From **40** m²

CAPITAL DUBAI MALL

Developer: Dubai Developments



LOCATION R7, NAC



3.5 Acres



SUPPLY VOLUME 2 Basement & 3 Floors



NEWS Hafez Consulting Responsible for the Engineering & Construction Designs

NEW PROJECT (NAME N/A)

Developer: Akadia Developments



LOCATION CDB, NAC



AREA 3,000 m²



SUPPLY VOLUME Commercial & Administrative Units

Source: Developers' Official Statements



PARKLANE

Developer: El-Attal Holding



LOCATION R7, NAC



27 Acres



INVESTMENTS EGP 8 bn



NO. OF BUILDINGS 60



DELIVERY DATE Q1 2024



NO. OF PHASES



SUPPLY VOLUME

No. of Units: 1,100

Unit Area: 115-355 m²

Unit Types: Duplexes, Penthouses, Studios, Administrative & Commercial Units



90% of Phase I Sold Out

95% of Phase II Sold Out

90% of Phase III Sold Out

NEWS

Construction Work of Phase I: up to 50% Complete Construction Work of Phase II: 15% Complete

ROVE MALL

Developer: Valda Developments



LOCATION New Cairo



AREA **20,000** m²



INVESTMENTS EGP 1 bn



DELIVERY DATE Q1 2024

SUPPLY VOLUME

No. of Units: 70 (Phase I) & 40 (Phase II)

Unit Area: **80-100** m²



NEWS 60% of The Project Sold Out

Source: Developers' Official Statements

N-MALL

Developer: AVA MINA Group



LOCATION NAC



AREA 2,300 m²



INVESTMENTS EGP **220** mn



COMPLETION DATE 2023

SUPPLY VOLUME

Ground & **3** Floors For Commercial Units

One Floor For Medical Units 4 Floors For Administrative Units

Partnership with Unitech Facilities Management (Unitech FM) to Manage & Operate The Mall



NEWS

Partnership with Unitech Facilities Management (Unitech FM) to Manage & Operate The Mall

RAYA VILLAS (MAKADI HEIGHTS' NEW PHASE)

Developer: Orascom Development Egypt (ODE)



LOCATION Red Sea



DELIVERY DATE 2025

SUPPLY VOLUME

No. of Units: 100

Unit Types: Junior Villas, Family Villas, Single-Storey Villas, Twin Villas & Townhouses

K MALAGA COMPOUND

Developer: El-Khalifa Group



LOCATION Hadayek October



The **2**nd Phase of The Compound is launched

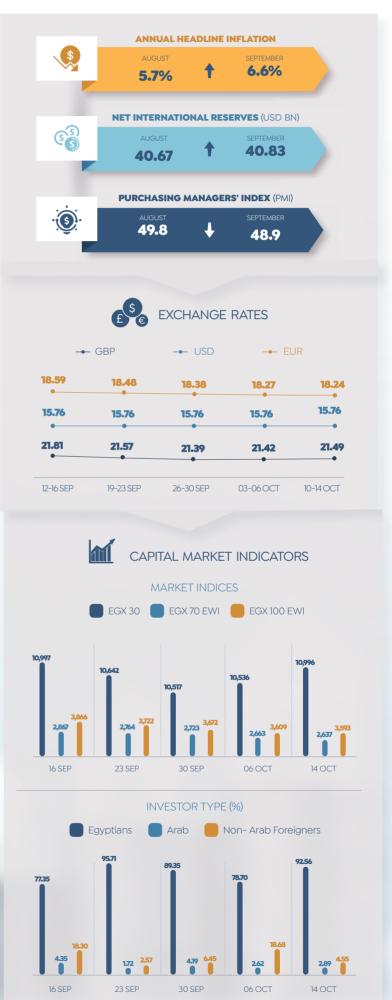
SUPPLY VOLUME

Penthouses & Apartments

Ground & 3 Floors For Each Building

ECONOMIC SNAPSHOT





TOP 10 IMPORTERS FROM EGYPT



Country	Value (USD BN)
USA	1.290
Saudi Arabia	1.116
Turkey	1.081
Italy	0.999
UAE	0.726
Malta	0.715
Britain & Northern Ireland	0.597
Libya	0.509
Spain	0.609
Sudan	0.459

TOP 10 EXPORTERS TO EGYPT



China 7.582 USA 3.336 Germany 2.441 Turkey 2.010 Russia 1.875	Value (USD BN)		
Germany 2.441 Turkey 2.010		China	
Turkey 2.010		USA	
		Germany	
Pussia 1.875		Turkey	
Nussia		Russia	
India 1.623		India	
UAE 1.359		UAE	
Saudi Arabia 1.216		audi Arabia	
France 1.017		France	
Ukraine 1.014		Ukraine	

Source: Cabinet, MPED, CAPMAS, FEDCOC & MTI

PUBLIC DEBT (% OF GDP)

FY 2018/19 FY 2019/20 FY 2020/21 87.5% 90% 89.8%

INTERNATIONAL REVIEWS OF EGYPTIAN ECONOMY

INTERNATIONAL MONETARY FUND (IMF)

2013/14		2020/21		2021/22	
	Net Internation	onal Reserves (US	SD BN)		
16.7		40.6		44.1	
	Overa	all Deficit (% of G	DP)		
12%		7.4%		7%	
Net Foreign Direct Investments (USD BN)					
4.2		5.4		8.6	
	Suez Ca	nal Revenues (US	SD BN)		
5.3		5.8		6.6	
	Trad	e Deficit (% of GE	OP)		
11.2%		9.8%		8.3%	

FITCH SOLUTIONS

	Economic Growth Rate	
2013/14	2020/21	2021/22
2.9%	3.3%	5%
	Unemployment Rate	
2013/14	2020/21	2021/22
13%	7.5%	7 %

STANDARD & POORS





SPOTLIGHT ON EGYPT'S REAL ESTATE MARKET POST-PANDEMIC

BY KHOLOUD MOHAMED

mid many economic and political shocks that Egypt has witnessed in the last decade, the real estate sector has proven to be one of the most resilient sectors.

The Real Estate sector has been on the rise in terms of investments and contribution to gross domestic product (GDP) as it is a relatively safe investment and the demand is always increasing. This is until the COVID-19 crisis hits our world, it has affected the savings of many middleclass families and led others to lose their jobs, which in turn had a negative impact on their savings and their properties.

Has the sector been affected by the pandemic?

As the Egyptian economy experiences a slowdown because of the pandemic, several factors were combined to create a stable outlook for its traditionally resilient real-estate sector.

Real estate experts expected that some real-estate companies might exit the market as they bought land plots with very high prices and sold homes under market prices and with extended payment plans.

They said that the real estate market as a whole would "self-correct" and shift because of the length of the real-estate cycle. Egypt's real-estate sector is "a resilient one", with very strong underlying fundamentals and real drivers for demand, a recent report by JLL said.

Like other regional markets, it is still too soon to tell the exact impact COVID-19 will have on the Egyptian real estate sector. However, we know that few areas of the sector may be affected more than others.

The negative impacts on retail are obvious in the short term, but the longerterm impacts are less obvious. It is conceivable that after the virus runs its course, the retail sector will snap back, and the effect on future retail and entertainment-related development will be minor in the long run.

"Sales have been affected negatively in terms of sales and investments during H1 2020 due to the pandemic. Accordingly, investors resorted to saving their cash rather than risking their money," Ahmed Moaty, executive director at VI Markets Egypt, comments.

In response to COVID-19, many developers are rapidly rethinking their visions for the future of the real estate environment. Projects under construction are being re-designed and floor plans are being redrawn.



Strong fundamentals to support a speedy recovery

Moaty adds that the Egyptian government announced a series of widely welcomed economic measures after the pandemic to help protect the economy against the negative repercussions of the coronavirus.

The Central Bank of Egypt (CBE) launched an economic package worth EGP 100 bn to fund a comprehensive coronavirus strategy, EGP 50 bn to fund real estate development for the middle-class through banks, and EGP 20 bn from the Central Bank to fund the stock market.

CBE's announcements such as a cut in interest rates likely to positively affect the real estate sector in the long run, as the decrease in lending rate and accordingly financing cost will encourage investors to shift to the real estate sector due to the likely increase in real estate valuation and lead to better mortgage terms. Additionally, the decline in the stock exchange coupled with the decrease in interest rate will make the real estate sector a more attractive investment option.

Sector performance post-pandemic

JLL noted that Cairo has the bigger stock of units in Egypt, merely 135 residential units were delivered in the first quarter (Q1) of 2020, keeping the total residential stock almost unchanged at 159,000 units as mentioned above. Around 58,000 units were completed over the remaining 9 months of the year.

A large amount of future supply under construction in East Cairo has put downward pressure on sale prices over the quarter. Meanwhile, the shortage of supply on the 6th of October makes it the better performer in O1 2020

JLL also revealed that Egypt's residential market witnessed the completion of almost 6,000 units during the first half (H1) of 2021, bringing the total stock to 218,000 units. Around 15,000 units are expected to be delivered in H2 of the running year. While the majority of future supply consists of large mixed-use developments, some developers have recently opted to launch small-scale, smaller-unit projects in a bid to manage cash-flows and reduce financial burdens. Other developers are offering extended payment terms that could now go up to 15 years in efforts to increase demand

Cairo's residential market saw the completion of around 4,000 units during the first three months of 2021, bringing the total residential stock to around 212,000 units.

"The market saw the positive performance as some projects were exceeding beyond the market performance during Q1 2021. This positive overview was attributed to the increase in demand for newer gated communities, which are now becoming more mature and livable," Moaty

Moaty points out that Egypt's real estate market witnessed a gradual improvement, especially with launching new projects in new cities including the NAC, New Alamein, and Ain Sokhna.

Experts' overview for 2021

Some analysts may argue that the rebound in real estate sales is expected to be driven by several basic factors, the most important of which is the gradual decline in the third wave of the novel coronavirus pandemic.

Moaty says that the Egyptian real estate market witnessed a boom in sales during Q2 2021 on the back of high demand for units of various types.

He expects that the real estate market would witness higher sales volume in H2 2021, especially for real estate projects in new cities.

On the other hand, Egyptians living abroad started to inject more investments into the real estate sector. Also, Arab and foreign investors tend to pump investments in the Egyptian market, especially in the NAC, North Coast, New Alamein, and Ain Sokhna.

Moaty states that real estate companies, including newly established ones, are expected to achieve higher profits by the end of 2021. The market will also witness the competition between large corporates and the newly established ones, which will help starting companies in attracting more investments.

Furthermore, the real estate sector will witness higher sales over the coming years, not only in 2021 and in 2021, as the government is allocating more incentives for this sector, allowing investors to acquire land plots and offering more facilities for them.

Moaty explains that many factors could catalyst the market to rebound such as mortgage finance programs, long-term mortgage loans, reducing taxes, and easing licensing procedures, among others. This in turn would encourage real estate developers to inject more investments in the sector and rethink the prices to be balanced with the new financing programs.

President Abd El Fattah El Sisi's directive not to promote unfinished projects with less than a 30% completion rate will bolster the real estate sector and will be a boon for all parties, clients, developers, and the state.

Under the presidential directive, the developer will study spending priorities and may decide to withhold some items, such as advertisement costs, so as to reach construction targets, he concludes.



EGYPT'S FUTURE IS

INDUSTRIAL REAL ESTATE

BY KHOLOUD MOHAMED

■ he industrial sector is a major growth driver having strong backward and forward linkages with both the agriculture and services sectors. It is expected to play an instrumental role in reinvigorating economic growth in the Egyptian economy over the medium and long terms. Therefore, Invest-Gate observes an investment door wide open in Egypt's industrial real estate.

Traditionally, the most important industrial sectors in terms of contribution to manufacturing value-added are engineering and electrical machinery, food processing, chemicals and pharmaceuticals, textiles and garments. building materials, furniture, and paper and paperboard. Mediumtechnology industries are the heartland of industrial activity in mature economies, comprising the bulk of skill and scale-intensive technologies in capital goods and intermediates.

"The ministry is keen on attracting new domestic and foreign investments in the manufacturing sector, especially industries with high added value and technological component, which would increase the competitiveness of Egyptian products on local and foreign markets," confirms Minister of Trade and Industry Nevine Gamea.

Egypt's New Cities Go Industrial

Industrial real estate refers to properties used to develop, manufacture, or produce goods and products, as well as logistics real estate that supports the movement and storage of products and goods.

The idea of industrial cities began in the early 1970s, with Al-Sadat, 10 Ramadan and 6 October City being built during the last years of the rule of former president Anwar Al-Sadat. The aim was to build integrated industrial zones that would contribute to the country's overall gross domestic product (GDP). 40 something years later, the futuristic industrial plan sees light!

This strategy has shifted over the past years, however, from establishing industrial cities to complexes that host a single industrial activity. These started with a plastic manufacturing complex in Margham in Alexandria, a furniture city in Damietta, and a textiles complex in Al-Sadat City. The latter hosts 568 textiles plants with investments exceeding \$2.2 bn and annual production worth more than \$9 bn. It is expected to provide all services related to the textiles industry, including a state-of-the-art training faculty, and to generate 160,000 job opportunities.

Former Minister of Trade and Development Amr Adel Bayoumi reveals that Upper Egypt is home to 37% of industrial zones in the country, with investments worth EGP 75bn. With 50 industrial complexes out of a total of 114 nationwide

"Achieving comprehensive sustainable industrial development in the governorates of Upper Egypt is a top priority during the current period," Gamea says, noting that the ministry seeks, in coordination with all state agencies, to develop the industrial zones in Upper Egypt and benefit from the economic and natural potential there.

The minister adds that the infrastructure of four industrial zones in Oena and Sohag is being developed, within the Upper Egypt Local Development Program (UELDP), which targets six industrial areas, four in Sohag and two in Qena with a financing of up to \$500mn by the World Bank.

Future Plans For Industrial Cities

In June 2021, the Egyptian government announced allocating EGP 10bn to establish 3 industrial cities and 17 industrial complexes for small industries across 15 governorates over the coming 7 years.

The new cities will feature a total of 5,046 industrial units and will provide more than 48,000 direct job opportunities.

Additionally, the Public Authority for Industrial Development and the General Authority for Investment and Free Zones announced the launch of the second phase of industrial investment plots in Egypt, in 12 governorates, including 16 industrial zones with a total of 1,705 pieces of land allocated for industrial activity within the framework of the state's directions to support industry and encourage investments.

"Before talking about industrial cities we should talk about industrial development strategy. Egypt built a strong infrastructure base for development and has enough resources to start an industrial development plan. In the last 10 years, we didn't see any realistic structure to build an Egyptian industrial positioning.. it is time to have it now," President and Founder of FIABCI-Egypt Abdel Nasser Taha tells Invest-Gate.

"Industrial development is not limited to cities, it starts with education, incubators, finance, marketing, logistics & ends up by smart human resources," Taha adds.

"Technology will likely be the key to establishing the link between the industry and real estate developers, A published digital map of all this information, coupled with favorable investment laws specific to industrial city investments, will be the building blocks leading to the success of any industrial city," highlights Head of the Egyptian Real Estate Developers Council Adel Lotfy.

Investing In Industrial Real Estate

Investors and real estate developers have multiple ways to add industrial real estate to their portfolios, including purchasing vacant land and developing an industrial facility, buying an industrial property from another real estate investor, or acquiring it in a sale-leaseback transaction, investing in a real estate investment fund focused on industrial properties, and buying shares of an industrial real estate investment trust (REIT) in a brokerage account. These options vary in investment size, risk/reward profile, and holding period.

While industrial properties are not as glamorous as other types of real estate, they are vital to the economy. This means investors usually sign long-term leases that supply them with stable cash flow. Add in the sector's growth potential, and real estate investors won't want to overlook this essential property type.

Ahmed Sobhy, CEO of Four Walls for Real Estate Company, says that the idea of industrial cities will help in supporting and reviving the Egyptian economy, in addition to offering new job opportunities. This in turn will improve the standard of living and reconstruct vacant areas. Sobhy adds that the Egyptian government is focusing on urban expansion, and enhancing the infrastructure through establishing new roads and bridges linking all governorates.

Private developers see that linking industry and investment with real estate development is increasingly beneficial for them in terms of the number of investments and residents, who are in need for residential and commercial properties to serve workers in these locations.

Sobhy points out that the government's recent projects encouraged foreign and local investors to inject more investments in the Egyptian market, including Apple, Honda, and Amazon.

Real estate in Egypt is going through a proverbial fork in the road. For local developers to continue to grow, they need to align their construction progress with industrial development, especially among sectors considered a priority by the state.

Sobhy further notes that Egyptian real estate developers could resort to investing in industrial properties, as such kinds of investments are beneficial for both the country and investors at the same time. Additionally, real estate developers have a significant role in establishing new cities and the remarkable urban expansion. Real estate developers could inject more investments, especially that the Egyptian market is a consumer one. Investing in industrial properties will be a great benefit to the country itself and the developer, as it will reduce the unemployment rate significantly and provide foreign currency.

"Any real development growth in any country should consider the industrial development the core where all the country efforts should help the industrial development plan," Taha states, adding, "the country in divided into regions with different characteristics & resources where each one is capable of carrying different competitiveness edge."

Silo Foods City & Amazon

In August, President Abdel Fattah El-Sisi inaugurated the industrial food city, Silo Foods, in Sadat city, Menufiya governorate, becoming a great edifice and a real addition to the state's ability to achieve self-food sufficiency.

The city is built on 135 acres with a total of 567,000 sqm; it contains 10 different factories and 470 tons of various products annually, about 40

It contains 10 laboratories for various analyzes, research and development, the transportation sector and the health movement of products. administrative buildings, a hotel accommodation, staff services and a medical point. The capacity of silo increased from 1.2mn tons in 2014 to 3.4mn tons in the running year.

By strengthening its focus on industrial zone development, Egypt bets on its potential to expand its manufacturing base and regain its position as an attractive locale for FDI. Easing time and costs constraints to set up new factories will be critical.

Egypt is set to be the leading industrial power in the Middle East and North Africa (MENA) by the year 2050 as well as the main export hub for medium-technology manufactured products.

In September, Amazon, the leading renowned global online shopping platform, has officially inaugurated its warehouse in Egypt. The warehouse is located in the 10th of Ramadan city and has been established over an area of 28,000 sqm.

"A lot of international studies was made to show this competitiveness and it is time to define who will carry the responsibility of such vital file.. in the new Egyptian republic," Taha concludes.



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