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FROM COMMUNITIES TO AN ECOSYSTEM:

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CO-CEO of Mountain View

ENG. WAEL LOTFY
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THE LEADERSHIP DRIVING MOUNTAIN VIEW'S EVOLUTION

InvestGate speaks with Eng. Wael Ezz and Eng. Wael Lotfy, Co-CEOs of Mountain View, about the leadership model driving the company's evolution from residential communities to a fully integrated ecosystem. Similar to the dual leadership structures adopted by leading organizations such as Oracle, Netflix, and EFG Hermes, Mountain View's model combines complementary expertise and a shared vision to drive growth, innovation, and long term value creation across Egypt and the region.

Pillar 1: The Power of Dual Leadership

Featuring Eng. Wael Ezz

1. What have been the key drivers behind Mountain View's growth over the past two decades?

The key driver has been our ability to continuously evolve while staying committed to a clear long term vision. Over the past 20 years, Mountain View has grown from a residential developer into an integrated ecosystem serving more than 50,000 families across over 25 destinations. This growth has been supported by innovation, a deep understanding of evolving market needs, and a commitment to creating long term value. Our vision has always extended beyond buildings to creating integrated living experiences that deliver lasting value.

2. How has dual leadership supported Mountain View's growth and long term vision?

As Mountain View expanded in scale and scope, the dual leadership model became a significant strength. It enables us to combine different

perspectives and areas of expertise while remaining fully aligned around one vision. This balance allows us to move quickly, make informed decisions, and maintain equal focus on growth, innovation, and execution.

At Mountain View, this approach has supported a period of significant expansion, with sales growing from EGP 9.48 billion in 2020 to EGP 104 billion in 2025. More importantly, it has enabled us to scale while remaining aligned around a shared vision, supporting our evolution from a company measured by projects delivered to one defined by the strength of its ecosystem.

Pillar 2: From Communities to an Ecosystem

Featuring Eng. Wael Lotfy

3. What does Mountain View's evolution into an ecosystem mean in practice?

Mountain View's evolution beyond traditional real estate reflects our belief that destinations should continue creating value long after the handover of a unit. This vision is reflected through Mountain View



Eng. Wael Ezz
CO-CEO of Mountain View

Hospitality, which extends our role beyond development into curating experiences and redefining the everyday living experience for our customers, The Lighthouse, which strengthens community engagement, Mountain View Foundation, our social impact arm focused on education and community development, and Mountain View Club Management Company, which enriches community life through integrated sports, social, and lifestyle experiences. These elements reflect our commitment to creating lasting value.

4. How has Mountain View's product philosophy evolved to meet changing customer expectations?

Innovation has always been a key part of our DNA, while our belief that beauty creates value continues to shape every product we develop. This philosophy has guided the evolution of our portfolio over the years. iVilla is one example, having introduced a new residential model that challenged traditional housing formats. Since then, we have continued to evolve our products to reflect changing customer needs and emerging lifestyle trends.

Pillar 3: Scaling Growth and Creating Value

Featuring Eng. Wael Ezz

5. How has Mountain View adapted its growth strategy to meet evolving market demands?

Our growth strategy has evolved alongside the market itself. We continue to expand our presence across East and West Cairo, North Coast, and regional markets, while broadening our ecosystem through new living experiences and offerings. A key pillar of our growth strategy is maintaining strong investments in construction and delivery. In 2026, we allocated EGP 25 billion in construction investments to accelerate execution across our growing portfolio.

6. What role does real estate play in preserving and creating long term value today?

Real estate has long maintained its position as a preferred safe haven investment, offering both tangible ownership and long term value appreciation. While market conditions may fluctuate, well planned and integrated destinations continue to demonstrate resilience and generate strong ROI over time. This approach has enabled our communities to deliver some of the strongest ROI performance in the market while creating lasting value for families and investors.

7. How do new concepts support the company's vision for the future?

Innovation remains central to our growth strategy and evolution. It enables us to anticipate change, capture new opportunities, and continuously enhance the value we create. Our focus is on shaping experiences and

lifestyles that respond to evolving customer needs and aspirations, ensuring our communities remain dynamic and future ready.

Pillar 4: Building Excellence at Scale

Featuring Eng. Wael Lotfy

8. How do you maintain operational excellence and construction safety across a large portfolio of projects?

Maintaining excellence at scale requires strong systems and clear governance. The safety of residents and workers remains a top priority, and we adhere to international safety standards across all stages of development. We work closely with contractors and consultants to ensure the highest standards of safety and quality.

9. How have partnerships contributed to Mountain View's ability to deliver at scale?

Partnerships create greater impact and support Egypt's broader urban development objectives. This is reflected in our collaboration with leading industry players such as CCC, Arabtec, El Hazek Construction, DMC, and DMA, whose expertise contributes to the delivery of integrated destinations that meet the highest standards of quality and execution.



Eng. Wael Lotfy
CO-CEO of Mountain View

Pillar 5: The Next Chapter

Featuring Eng. Wael Ezz & Eng. Wael Lotfy

10. What opportunities will shape Mountain View's next phase of growth?

We see significant opportunities driven by urban expansion, demographic growth, and increasing demand for integrated destinations. Regionally, Saudi Arabia continues to be an important market for us through projects such as One Mountain View and Hayat Mountain View, which represent investments of approximately SAR 3.4 billion and have achieved sales exceeding SAR 2 billion. These projects demonstrate the strength of Mountain View's model beyond Egypt and support our regional expansion strategy.

11. What will remain constant as Mountain View continues to grow?

While the company continues to grow, our core philosophy remains unchanged. We will continue to prioritize quality, innovation, architectural and landscape design excellence, and customer experience in everything we do. We will remain committed to creating destinations that redefine the everyday living experience for our customers and generate lasting value for future generations.



RED SEA, REIMAGINED

HOW TATWEER MISR IS SHAPING INTEGRATED DESTINATIONS AND UNLOCKING NEW OPPORTUNITIES FOR TOURISM, INVESTMENT, AND SUSTAINABLE GROWTH

Since its inception in 2014, Tatweer Misr has pursued a vision that extends beyond traditional real estate development, focusing instead on creating integrated destinations capable of generating long-term economic, social, and environmental value. Through innovation, sustainability, and destination activation, the company has helped redefine how communities are planned, developed, and operated in Egypt.

IL Monte Galala Marina Towers represents the latest and most ambitious expression of that vision. More importantly, it reflects a broader transformation taking place across Egypt's development landscape, where the focus is shifting from standalone real estate projects toward integrated economic destinations capable of generating long-term value, supporting business activity, and driving sustainable growth.

Representing investments of approximately EGP 50 billion (more than USD 1 billion), IL Monte Galala Marina Towers marks a structural evolution within the broader IL Monte Galala master development and demonstrates how destination-led development can become a catalyst for long-term economic growth rather than seasonal tourism activity.

Conceived and master-planned by Tatweer Misr as a strategic maritime gateway, the project advances Ain Sokhna's transformation into a fully operational, year-round destination interconnected with Galala City, the New Capital, and the Suez Canal Corridor. The development spans approximately 470,000 square meters of built-up area and comprises

10 mixed-use towers featuring around 2,600 residential and hotel units, an international marina with a capacity of more than 150 yachts, and a 28,000-square-meter exhibition and conference center, in addition to integrated commercial and entertainment offerings. Together, these components create a fully integrated operational ecosystem designed to support residential living, tourism, hospitality, business events, and marina activity throughout the year. Construction is scheduled to commence during the second half of 2026, with implementation extending over seven years.

More importantly, IL Monte Galala Marina Towers reflects a broader transformation taking place across Egypt's development landscape, where the focus is shifting from standalone real estate projects toward integrated economic destinations capable of supporting tourism, investment, business activity, and long-term urban growth. At its core, this transformation reflects a broader national shift: Egypt is increasingly building integrated economic destinations rather than standalone real estate projects.

For Tatweer Misr, the project is not an isolated development, but rather the latest chapter in a destination-building strategy that has guided the company since inception. The development demonstrates the company's approach to creating operationally active destinations where residential, hospitality, commercial, tourism, and lifestyle components work together within a unified ecosystem designed to generate sustainable economic value.

The market response has reinforced Tatweer Misr's long-standing belief that the future of real estate lies in integrated destinations rather than standalone developments. During the first quarter of the year, Tatweer Misr achieved contractual sales exceeding EGP 43 billion, effectively reaching the company's full annual sales target within the first three months alone. More notably, IL Monte Galala Marina Towers recorded sales exceeding EGP 38 billion within just five days of launch, underscoring growing market confidence in developments capable of delivering long-term operational and investment value.

This exceptional market response signals a broader evolution in customer priorities. Buyers are increasingly gravitating toward projects that combine residential, hospitality, leisure, business, and operational components within a single ecosystem, reinforcing the growing appeal of destination-led development models across Egypt's coastal markets.

Beyond its physical scale, the development is expected to generate significant direct and indirect employment opportunities while activating diversified revenue streams across hospitality, marina operations, conference and exhibition activities, and business tourism. By embedding year-round functionality and integrated operational planning, Tatweer Misr is reinforcing the Red Sea's positioning as a high-value tourism, logistics, and investment corridor aligned with Egypt's long-term growth objectives.

For Tatweer Misr, the launch represents the continuation of a strategy initiated in 2014 to reposition Ain Sokhna from a weekend-focused destination into a dynamic coastal city operating throughout the year. The company's vision has consistently focused on creating places designed for long-term livability, operational continuity, and sustainable growth rather than simply delivering residential developments.

As Dr. Ahmed Shalaby, President and CEO of Tatweer Misr, has consistently emphasized, the future competitiveness of destinations will not be determined solely by what they build, but by how they operate. Successful destinations are no longer measured by residential sales alone, but by their ability to generate economic activity, attract investment, create employment opportunities, and sustain demand throughout the year.

In this context, IL Monte Galala Marina Towers represents a practical model for how integrated destinations can create lasting value for investors, residents, businesses, and surrounding communities. It reflects a fundamental shift in how destinations create value: future competitiveness will increasingly depend not on the volume of development delivered, but on the ability to create integrated ecosystems that remain active throughout the year.

Tatweer Misr has long viewed infrastructure not as a supporting component of development, but as a strategic driver of destination value. A critical example of this transformation is the relocation of the Ain Sokhna coastal road behind Galala Mountain, creating direct waterfront positioning while enhancing accessibility, safety, and destination value. This intervention illustrates how infrastructure can unlock new economic and tourism opportunities while strengthening long-term investment appeal.

This philosophy is also reflected in the project's architectural identity. Inspired by the geological layers of Galala Mountain and designed to create harmony between the mountain, the sea, and the built environment, the development represents an approach in which architecture becomes an extension of the surrounding landscape. The masterplan, developed by renowned Italian architect Gianluca Peluffo & Partners, incorporates



the world's first mountain-top Crystal Lagoons®, reinforcing Tatweer Misr's commitment to creating distinctive destination experiences while preserving a strong relationship with the natural environment.

Supporting this vision is a network of leading international partners. Marriott International will operate the hotels and serviced apartments according to global hospitality standards. BCI Realty will manage and operate the Exhibition and Conference Center, while Schneider Electric will support smart infrastructure, energy efficiency, and long-term environmental performance. Together, these partnerships strengthen the project's operational ecosystem and support its long-term competitiveness.

The significance of IL Monte Galala Marina Towers extends beyond Ain Sokhna itself. Across the Red Sea region, growing opportunities are emerging in tourism and hospitality, health and wellness infrastructure, technology and innovation ecosystems, renewable energy, and future-focused industries. Leveraging its strategic location and untapped potential, the Red Sea is increasingly evolving from a collection of destinations into a broader regional economy with expanding investment opportunities.

This evolution aligns closely with global investment trends focused on sustainability, wellness, clean energy, and technology-enabled economic ecosystems. As capital increasingly seeks future-ready opportunities, the Red Sea's combination of strategic geography, infrastructure investment, and integrated development positions it as a compelling platform for long-term growth.

Through IL Monte Galala Marina Towers, Tatweer Misr is demonstrating how destination-led development can serve as a catalyst for tourism diversification, investment attraction, job creation, and sustainable urban expansion. The project's exceptional sales performance reflects growing confidence in the company's vision and reinforces a broader shift toward developments that offer long-term operational and investment value rather than standalone real estate products.

As Egypt continues to unlock the potential of its Red Sea coast, the opportunity extends far beyond developing new projects. The real opportunity lies in creating integrated economic destinations capable of attracting investment, supporting business activity, enhancing quality of life, and generating sustainable growth throughout the year.

IL Monte Galala Marina Towers demonstrates how this vision can be translated into reality. More importantly, it reflects a broader shift in how destinations are conceived, developed, and operated—one where long-term value is created not only through what is built, but through the economic ecosystems that emerge around it.

Ultimately, the future of development will not be defined by standalone projects, but by destinations that create enduring economic, social, and environmental value. In this respect, Egypt is not simply developing new communities; it is building the foundations of a new generation of integrated economic destinations.

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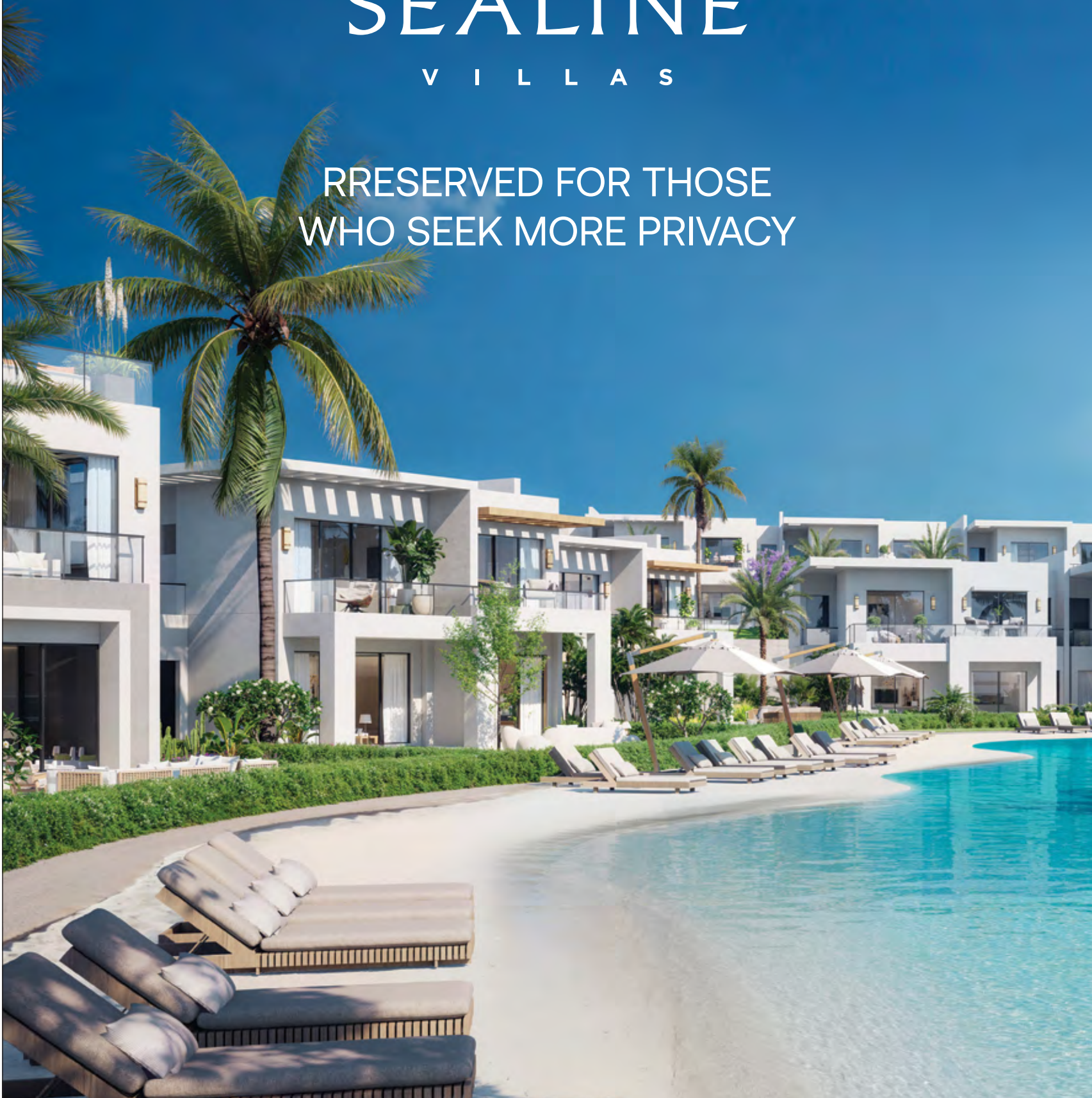
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As we reach the midpoint of 2026, Egypt's real estate sector continues to demonstrate a remarkable ability to adapt to an increasingly complex economic environment. While the first half of the year has been shaped by persistent macroeconomic pressures, rising construction costs, and evolving consumer priorities, the market has also revealed new opportunities and trends that are reshaping its future trajectory.

In this issue, we take a closer look at the realities defining Egypt's property market today. Our cover story, " is the ongoing geographical transformation of Egypt's real estate market. In "Redrawing Egypt's Real Estate Map: New Cities and Gated Communities Lead Demand in 2026," we examine how demand is increasingly shifting toward new urban centers and integrated communities. Supported by large-scale infrastructure investments and ambitious urban expansion plans, cities such as the New Administrative Capital, New Cairo, and the North Coast continue to attract both end-users and investors seeking modern lifestyles, improved services, and long-term capital appreciation.

As always, our goal is to provide readers with valuable insights, expert analysis, and a comprehensive understanding of the trends shaping one of Egypt's most important economic sectors. We hope this issue offers a meaningful perspective on the opportunities and challenges that lie ahead during the second half of the year.

MANAGING EDITOR

Email: mwilliam@invest-gate.me

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Managing Editor
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English Writers

English Writer/Translator
Editor and Arabic writer
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PUBLISHER MOHAMED FOUAD

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marketing@invest-gate.me
(+20) 1005186813

Tower No. 12 – Bavaria
Compound, Ring Road in
front of Sama Tower – 1st Floor

☎ (+202) 27498191 – 27498192

☎ (+20) 27498190

✉ info@invest-gate.me

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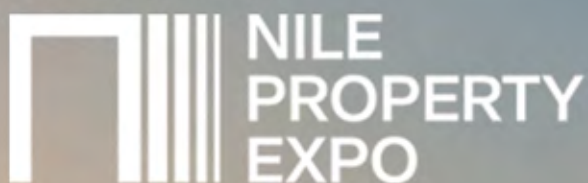
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DR. BASSEM KALILA IN AN EXCLUSIVE INTERVIEW: SHAPING A NEW REALITY FOR EGYPTIAN REAL ESTATE INVESTMENT ON THE INTERNATIONAL MAP

In a strategic move reflecting the deep integration between real estate decision-makers and the international business community, the "Nile Property Expo" has emerged as the official sponsor of the "Future of Egypt: Investment Opportunities and Sustainable Economic Reform" conference, held in the British capital, London. This step comes to strengthen joint communication channels between the local and international business communities and to reaffirm the vital role in promoting promising investment opportunities across the nation.

In this context, Invest-Gate met with Dr. Bassem Kalila, Chairman of Expo Republic and Founder of the "Nile Property Expo," in a comprehensive strategic dialogue to review the outcomes of this international conference, analyze the shifts in British investor appetite, and anticipate the future of foreign direct investment (FDI) into Egypt's urban development sector. Below is the full text of the interview:

1. How do you evaluate the outcomes of the "Future of Egypt" conference in London after its conclusion, in terms of its actual impact on the appetite of British and international investors toward the Egyptian market?

The conference witnessed outstanding success and achieved a widespread positive resonance. The high-level attendance of the Ministers of Housing, Investment, and Finance, alongside the Deputy Governor of the Central Bank, significantly enhanced confidence levels among a broad spectrum of British businessmen and investors.

The panel discussion—in which Her Excellency Minister Randa El Menshawy participated alongside a group of Egyptian investors—delivered a package of reassuring messages directed at the British side. These messages focused on showcasing the following:

The Volume of Available Investments: Highlighting the promising investment opportunities within the Egyptian market.

Economic Resilience: Reaffirming the strength and capability of the Egyptian economy to grow and recover.

Infrastructure Readiness: Showcasing the efficiency of Egypt's advanced infrastructure and its capacity to absorb, manage, and operate the mega national projects implemented over the past years.

2. What were the most prominent strategic messages you were keen to convey during the conference, and how were they received within the British market?

Discussions in the second pillar focused on highlighting the unprecedented leap accomplished by the Arab Republic of Egypt in the field of infrastructure. The dialogue reviewed the scale and nature of the giant national projects that have been executed, most notably:

Vital and Tangible Sectors: Modern transportation projects, road and bridge networks, and the development of the electricity sector, as well as water treatment and desalination plants.

Fourth-Generation Cities: The transition toward sustainable smart cities, led by the New Administrative Capital and New Mansoura City.

The British side demonstrated profound interest in exploring the dimensions of these projects and their direct positive impact on the growth and evolution of the real estate sector. Furthermore, British investors expressed their deep admiration for the volume of achievements realized by the Egyptian state over the past ten years. The conference served as an ideal platform to introduce them to these realistic achievements and major projects that Egypt has successfully transformed into a tangible reality.

3. What is the fundamental advantage that makes Egypt a distinct investment market today, one that competing markets find difficult to replicate?

Egypt possesses numerous unique competitive advantages that render it an attractive destination for British investors and expatriates alike. These

were the core pillars we were keen to highlight and review during our bilateral meetings. These advantages are manifest in the following points:

Affordable Cost of Living: Egypt stands as an ideal and preferred choice for the foreign retiree segment, offering them an exceptional quality of life with an upscale standard of living at a highly competitive cost, starting from £800 to £1,000 per month.

Flexible Real Estate Facilitations: The Egyptian real estate market is characterized by offering residential units at attractive prices, coupled with extended payment plans and payment facilities reaching up to 8 and 10 years.

Temperate Climate and a Safe Environment: The weather and safety factors constitute a primary pillar in attracting the British side. The sessions witnessed sustained interest and repeated inquiries regarding the remarkable security and stability prevailing in the country.

Luxury Lifestyle: Egypt is witnessing growing demand from residing foreign communities due to the exceptional quality of life and luxury lifestyle provided by the state, particularly in world-class coastal destinations such as the Red Sea cities and the North Coast.

4. Where do the greatest investment opportunities lie currently: the North Coast, the Red Sea, smart cities, or long-term residential projects within new cities?

The Egyptian real estate market today is brimming with countless investment opportunities, which is a natural byproduct of the comprehensive urban expansion movement the country has recently witnessed. Accordingly, one cannot favor one geographical region over another; the New Capital, the North Coast, and the Red Sea each possess unique and diverse competitive advantages:

The North Coast is considered one of Egypt's leading tourism and real estate destinations, having successfully established its position over recent years as an attractive destination for investment, leisure, and seasonal residence.

The Red Sea region is also witnessing growing appeal, supported by its unique natural assets and the development of infrastructure and services, reinforcing its position as a key destination for tourism and investment. At the same time, integrated destinations there, such as El Gouna, Soma Bay, Hurghada, and Sharm El Sheikh, continue to strengthen their presence in the market, benefiting from their ability to offer integrated lifestyles and diverse tourism experiences that attract visitors and investors throughout the year.

In the same context, the new cities, such as the New Capital, New Cairo, and Sheikh Zayed, represent a different investment dimension, as they offer a modern, integrated lifestyle that fulfills the aspirations for permanent residency and long-term investment.

This exceptional diversity in the Egyptian real estate product is the secret behind the market's strength and its capacity to attract various segments of investors.

5. What is the most influential factor in a British investor's decision: investment yield, lifestyle, or long-term market stability?

Several pivotal factors intertwine to collectively form a major catalyst in directing the British investor's decision toward the Egyptian real estate market. These factors stand as core pillars supporting investment attractiveness in Egypt, the most important of which are:

High Investment Yield: The return on investment (ROI) in Egypt remains one of the vital and powerful attractions for foreign investors seeking robust and sustainable returns.


Distinguished Lifestyle (Luxury Lifestyle): Egypt offers a luxurious and modern lifestyle that surpasses, in many of its aspects, the options available in Europe, making it a decisive element in attracting investors and expatriates.

Comprehensive Stability (Economically, Politically, and Security-wise): Stability represents the most critical baseline for any investment decision. The Egyptian state has successfully proven its high efficiency and capacity to entrench this stability economically, politically, and security-wise with absolute merit—particularly during the recent period and the regional challenges and variables the area has witnessed. This has reinforced Egypt's position as a "safe haven" for foreign investments.

6. What were the most prominent concerns or inquiries raised by British and international investors during the meetings and gatherings?

The most prominent concerns raised recently revolve around the geopolitical tensions that the Arab region has witnessed over the past few months. In response to these apprehensions, reality confirms that the Arab Republic of Egypt has successfully presented an exceptional model of remarkable political and security stability, which has powerfully bolstered the competitive stance of the Egyptian market and forged an immense investment opportunity out of it.

This witnessed stability was not only attractive to the foreign investor but also encouraged many Arab counterparts and investors of various Arab nationalities to adopt Egypt as a strategic alternative choice or a "Plan B" for residency and investment. The Egyptian state has demonstrated a resilient and superior capacity to absorb and transcend all surrounding tensions and potential difficulties, thereby transforming these regional challenges into an added competitive advantage in favor of the Egyptian market rather than a burden upon it.

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INVEST-GATE DISCUSSES ‘ENERGY AND REAL ESTATE SECTOR: THE NEW VALUE EQUATION’

Invest-Gate held its 28th roundtable titled “Powering Real Estate: The New Value Equation,” which took place on Wednesday, June 10, 2026, at the Nile Ritz-Carlton Hotel, ‘Alf Leila We Leila’ Ballroom.

The roundtable brought together senior government officials and executives, real estate developers, alongside experts in energy management and efficiency, renewable energy, and technology providers. They discussed practical approaches to enhancing energy efficiency and management across projects and urban communities in ways that support sustainability, resilience, and long-term competitiveness.

Amid ongoing global economic challenges and fluctuations in energy prices, alongside accelerating governmental efforts toward green transformation and enhancing resource efficiency, energy management has become a strategic priority for the real estate sector not only from the perspective of reducing operational costs, but also as a key factor influencing asset valuation, competitiveness, and investment attractiveness. In parallel, the expansion of smart cities and sustainable developments, coupled with rising investor and end-user expectations regarding sustainability and operational efficiency standards, has compelled developers and operators to adopt more advanced and flexible energy management solutions, including modern technologies, renewable energy, and smart systems, to ensure asset sustainability and future readiness.

The roundtable shed light on how the balance between energy cost and efficiency is becoming increasingly critical, both in terms of capital expenditure (CAPEX) and operational expenditure (OPEX), amid mounting pressure to reduce costs and improve operational performance. At the same time, reliability is emerging as a core operational factor, essential for ensuring business continuity and minimizing operational risks. This shift is also driving greater interest in ownership and energy management models, including “Energy as a Service” (EaaS), which offers developers more flexibility in managing costs while reducing upfront investment burdens. In parallel, the growing adoption of smart systems and AI-driven technologies is enabling more advanced data analysis, better resource utilization, and enhanced operational efficiency.

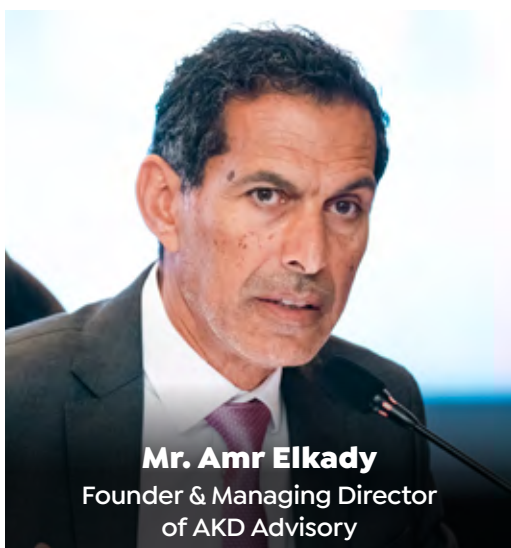
The discussions further examined, the increasing focus on energy efficiency is directly influencing energy and asset valuation, particularly through the growing distinction between the “Green premium” associated with high-performing sustainable assets and the “Brown discount” linked to less efficient properties. ESG standards are also becoming a major driver of attractive investment, especially as they increasingly influence access to

financing under more competitive conditions. This includes the expansion of preferential financing for green buildings, which are generally associated with lower operational risks and reduced long-term costs, ultimately strengthening the economic and investment viability of projects.

The roundtable was held as one interactive session chaired and moderated by Mr. Amr Elkady, Founder and Managing Director of AKD Advisory, that explored the key trends and challenges related to energy management and efficiency. The session provided a platform for sharing practical experiences, exchanging insights, and highlighting best practice and innovative solutions that support asset sustainability and enhance operational performance over the long term.

The roundtable also witnessed the presence of an elite group of senior government officials and executives, real estate developers, alongside experts in energy management and efficiency, renewable energy, and technology providers, including: Eng. Khaled Sedeik, Chairman of the Board of Urban Development Fund & Deputy Minister of Housing, Utilities and Urban Communities and Head of the Minister’s Office; Dr. Eng. Abdelkhalek Ibrahim, Member of the House of Representatives; Prof. Hend Farouh, Director of Architecture and Housing Research Institute, Housing & Building National Research Center, Head of the Central Unit for Sustainable Cities & Climate Change.; Eng. Waleed Mokhtar, CEO of Iwan Developments & General Secretary of the Egyptian Real Estate Council; Eng. Tamer Nasser, CEO of City Edge Developments; Eng. Ahmed Amin Massoud, Chairman of Menassat Developments; Eng. Samy Abdel Kader, Managing Director of TAQA Power; and Ms. Mai Ismail, Associate Director, Manufacturing and Services, SEMED, at the European Bank for Reconstruction and Development (EBRD).

The roundtable was inaugurated by Ms. Safaa Abdel Bary, General Manager and Business Development Director of Invest-Gate, who extended her gratitude and warmly welcomed the distinguished attendees. She expressed her great pleasure at the presence of an elite group of decision-makers and experts at this gathering, emphasizing that the event comes at a highly important time, as energy management is no longer viewed solely as a means of reducing operating costs, but has become closely linked to enhancing the value of real estate assets, achieving sustainability, and improving their long-term efficiency.



She emphasized that energy is no longer merely an operational cost item aimed at reducing expenses, but has become a strategic factor influencing real estate asset value and investment attractiveness, given its pivotal role in optimizing operating costs, enhancing project competitiveness, and increasing appeal to investors and end-users, as well as supporting the ability to generate sustainable long-term returns.

At the conclusion of her remarks, she extended her gratitude and appreciation to all attendees and participants, expressing her hope that the discussions would result in practical insights and recommendations that support development and sustainability efforts and strengthen the competitiveness of Egypt's real estate sector.

The round table started with remarks by Mr. Amr Elkady, Founder & Managing Director of AKD Advisory, who began his remarks by extending his appreciation to Invest-Gate for organizing this distinguished event, praising the roundtable's theme and highlighting its continued role in addressing key issues shaping the real estate market, particularly those that anticipate future trends and foster effective dialogue among various stakeholders.

He explained that the real estate sector is undergoing a significant shift in the concept of value, noting that location and design alone are no longer sufficient. Instead, operational efficiency, energy management, and sustainability have become critical factors in attracting investment and maximizing asset value. With the expansion of smart cities, advanced technologies, and artificial intelligence, the adoption of sustainable energy solutions and Environmental, Social, and Governance (ESG) practices have become increasingly important for enhancing asset performance, strengthening competitiveness, and generating stronger long-term returns.

In conclusion, he emphasized that integration between the energy and real estate sectors is no longer an option but a necessity. He noted that such integration creates significant opportunities to improve operational performance, reduce risks, and maximize investment returns. He also expressed his anticipation for the practical recommendations that would emerge from the discussions, which he believes will support the development of Egypt's real estate market and strengthen its ability to meet the requirements of sustainable development.

Eng. Khaled Sedeik, Chairman of the Board of Urban Development Fund & Deputy Minister of Housing, Utilities and Urban Communities and head of the Minister's Office, stated that energy efficiency requirements are no longer a voluntary commitment or an incentive-driven approach, but rather a necessity imposed by global changes and sustainable development requirements. He noted that energy has become a fundamental component across all stages of planning and development.

He explained that efficient energy management is no longer limited to reducing operational costs; it has become a key pillar for achieving sustainability, improving quality of life, and enhancing the economic value of real estate assets. He added that considering wind direction, sunlight, and natural ventilation in architectural design significantly helps reduce

energy consumption, particularly cooling and air-conditioning loads. However, these considerations have in some projects been overshadowed by commercial priorities.

He further noted that relevant authorities are working to integrate energy efficiency and sustainability standards into the comprehensive urban development vision, as a core element of the future of cities and urban communities.

He also pointed out that the operation of water and wastewater treatment plants is no longer limited to delivering services efficiently but also includes improving energy consumption efficiency and reducing environmental impact, through expanding the use of energy-saving technologies, upgrading operational systems, and relying on smart solutions and clean, renewable energy sources.

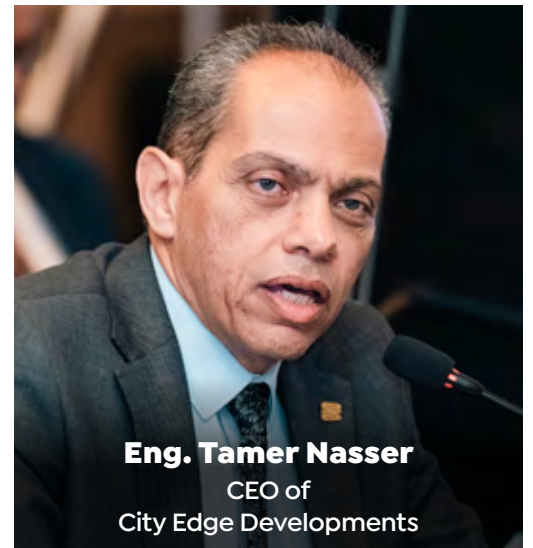
He concluded by noting that the relocation of around 246,000 households to organized residential areas has been targeted, pointing out that about 90% of these households did not have electricity meters, which led to unregulated and high energy consumption. He also highlighted that around 160,000 feddans within urban areas are consuming electricity informally, representing a major challenge to efficient energy management.

Dr. Eng. Abdelkhalek Ibrahim, Member of the House of Representatives, noted that the launch of national initiative for smart green projects clearly reflects the importance the state places on energy efficiency and sustainability within the construction sector, alongside the Prime Minister's decisions issued in 2026 aimed at supporting and promoting the green building ecosystem.

He explained that buildings in Egypt can be categorized into new buildings, existing buildings, and planned future developments, noting that future buildings can be more easily required to comply with energy sustainability standards. He added that these standards can also be applied to new buildings with suitable infrastructure, while existing buildings require more flexible and gradual implementation approaches.

He emphasized the need for clear legislation governing the application of energy efficiency standards, along with the designation of the responsible authority for monitoring and enforcement, stressing the importance of raising awareness among real estate developers regarding the significance of energy sustainability and the mechanisms for its implementation.

He further explained that developing the financing framework requires integration among the government, the industrial sector, and developers, noting that buildings expected to be developed over the next four to five years are divided into residential and non-residential categories. He pointed out that the residential sector requires incentives to help absorb the relatively higher costs associated with sustainability, while mandatory requirements can be applied more clearly to commercial and administrative buildings.



He added that existing buildings can be classified into occupied and unoccupied units. Occupied buildings can be addressed through legislative tools such as property tax incentives, including tax reductions in exchange for compliance with energy efficiency standards, while unoccupied units can be encouraged to return to operation through targeted incentives.

He stressed the importance of designating a responsible entity to oversee this file, tasked with monitoring the implementation of the roadmap and coordinating among the relevant stakeholders. The entity responsible for regulating the real estate sector could play a leading role in this regard.

He concluded his remarks by emphasizing that legislation represents a fundamental pillar in supporting the transition toward energy efficiency and sustainability, if it is implemented gradually and in phases to avoid any market disruptions. He explained that an effective legislative framework should combine both mandatory requirements and incentives, considering the different characteristics of residential, commercial, and administrative buildings, while providing clear mechanisms to encourage compliance with sustainability standards in both new and existing buildings.

In this context, Prof. Hend Farouh, Director of Architecture and Housing Research Institute, Housing & Building National Research Center, Head of the Central Unit for Sustainable Cities & Climate Change, stated that discussions on energy efficiency and sustainability are not new, as serious work on this file began in 2000. However, the real challenge today lies in moving from the stage of recommendations to mandatory implementation and practical enforcement.

She emphasized that energy efficiency and sustainability standards have become a global trend and must be integrated into urban project requirements and licensing regulations. She noted that assessment systems, despite their importance, will not achieve the desired impact unless they are made binding. At the same time, she stressed that spreading a culture of energy efficiency should not rely solely on enforcement, but also on offering clients the freedom to choose between conventional units and those designed according to energy efficiency standards, allowing them to understand the economic return of such solutions through comparison and practical experience.

She highlighted the need for clear implementation mechanisms, along with incentives and legislation that ensure actual on-the-ground application. According to data from the Ministry of Electricity and renewable energy, around 46% of total energy consumption in Egypt is attributed to residential buildings, while nearly 59% of natural gas consumption is used in power plants, reflecting the significant pressure on the energy system and underscoring the importance of improving efficiency in the building sector.

She also pointed out that a package of incentive measures has been approved by the New Urban Communities Authority to support the shift toward green building. These include increasing the floor area ratio by

10–15%, raising the percentage of land allocated for services from 1% to 2%, granting additional construction time extensions of 6 to 12 months, extending land payment periods by 6 to 12 months, and applying a discount on instalment interest rates ranging from 1% to 3%.

She added that studies show increasing glass surface areas in building facades beyond 30% leads to higher electricity consumption, which necessitates the establishment of design regulations and energy efficiency controls without affecting building quality or user comfort.

From this perspective, the Green Pyramid rating system based on international best practices while considering the environmental, social, and economic characteristics of Egyptian society, making it a practical and locally applicable model. To further support this approach, the Housing and Building National Research Center updated the Egyptian Green Pyramid Rating System and prepared the Green Buildings Guide, with the aim of supporting and facilitating the dissemination of green building concepts in the Egyptian market and promoting the implementation of energy efficiency and sustainability standards, particularly within the real estate development sector.

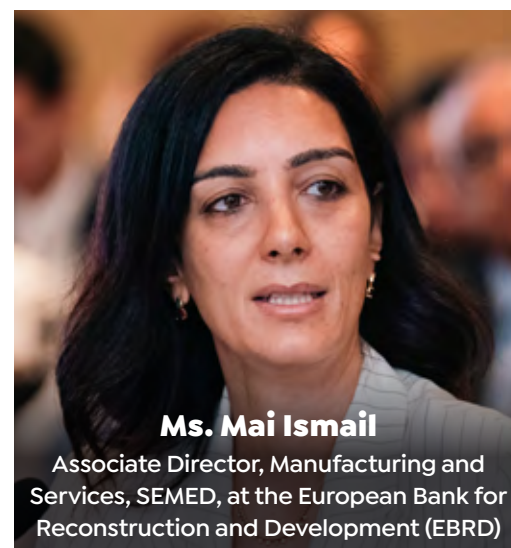
She noted that market experience has proven that green buildings and units achieve tangible added value, as they can be sold at prices up to 30% higher than conventional buildings, due to lower operating costs and higher levels of efficiency and sustainability.

She further explained that the Egyptian system is distinguished by its focus on management as a core pillar of sustainability—an approach adopted by only a few global models, including Egypt and Dubai—where effective building management from the design stage through to operation plays a key role in reducing resource consumption and long-term operational costs.

She confirmed that the solar energy project funded by the United Nations Development Programme (UNDP) since 2018 has, over approximately six years, resulted in the installation of 241 solar power stations across 19 governorates, covering green social housing projects and the “Janna” project. In compound developments in particular, financing was provided to cover around 30% of the cost of a solar energy unit with a capacity of approximately 5 kW per villa, contributing to the expansion of this system.

In the same context, she noted that from a design perspective, care is taken not to affect architectural facades, with solutions enabling the integration of solar panels in a non-visible or aesthetically harmonious way. They are no longer treated as separate conventional elements, but rather as part of modern architectural design that combines efficiency and sustainability without compromising aesthetic value.

She concluded by noting that the sudden removal of energy subsidies does not represent the optimal solution, emphasizing that the transition toward more efficient energy pricing should be implemented gradually and in parallel with clear incentives that support a balanced shift toward sustainability. She added that this is the approach currently being pursued



through the measures announced by the Prime Minister's Office and the Ministry of Finance, ensuring a balance between economic considerations and the advancement of the sustainable transition agenda.

Eng. Waleed Mokhtar, CEO of Iwan Developments & General Secretary of the Egyptian Real Estate Council, explained that the topic under discussion is one of the important and distinctive issues that Invest-Gate consistently addresses. He added that when examining the structure of Egypt's real estate market, it becomes clear that the starting point lies in the extent to which developers are committed to energy consumption rationalization, particularly in light of the noticeable rise in electricity and water prices, which have increased by around five to six times over the past ten years.

He emphasized that the evolution of user awareness has led buyers to pay greater attention to energy consumption costs in new buildings, as this has become a key factor influencing purchasing decisions. He questioned whether developers have sufficient time during the design phase to study and integrate energy efficiency solutions as a competitive advantage for their projects.

He added that the real estate development ecosystem is based on three main stakeholders: the developer, the operator, and the client. The developer seeks to secure financing at the lowest possible cost, the operator aims to reduce operational expenses and improve efficiency, while the client can benefit from additional advantages if sustainability standards are applied, including the use of solar energy solutions such as rooftop photovoltaic panels.

He pointed out that the pre-launch period for projects is often limited to between three and six months, which may not allow sufficient time for developers to conduct in-depth energy efficiency studies, especially given the increasing competition in the real estate market.

He suggested that instead of allocating land first and introducing incentives at later stages, a more effective approach would be to offer land from the outset with clear conditions requiring compliance with energy efficiency and sustainability standards. This would ensure that developers are bound by these requirements from the moment of allocation, rather than treating them as optional or incentive-driven measures introduced later, thereby improving implementation efficiency and achieving sustainability goals more clearly and effectively.

He concluded by stressing that incentives directed at end users should be clear and transparent, like European practices, and should be directly linked to the building's level of efficiency or sustainability—whether through operating costs, financing benefits, or other incentive mechanisms. This, he noted, would help create a more aware market and strengthen demand for sustainable buildings from the outset.

Eng. Tamer Nasser, CEO of City Edge Developments, began his remarks by thanking Invest-Gate for selecting this important topic, emphasizing

that discussions around energy and sustainability are no longer a luxury but have become an integral part of the modern real estate development ecosystem.

He explained that the Egyptian market possesses the expertise and capabilities necessary to design and implement more efficient and sustainable projects. However, the main challenge lies in achieving a balance between complying with energy efficiency and sustainability standards while maintaining the economic viability of projects.

He highlighted the importance of having clear legislation and implementation mechanisms that encourage the market to adopt energy efficiency standards, particularly in light of the significant increase in energy consumption rates in recent years. He added that developers naturally seek to control costs, while many clients still require greater awareness of the benefits provided by energy-efficient solutions in terms of reducing operating expenses and increasing property value over the long term.

He also pointed out that the limited availability of incentives and the lack of clarity regarding procedures associated with implementing sustainability standards are among the most significant challenges facing the sector. He stressed the importance of providing a clear vision of the expected returns and incentives to support developers' willingness to invest in sustainable solutions.

He concluded by emphasizing that intense competition within the residential sector, coupled with the limited awareness among some clients regarding the importance of sustainability standards and the long-term value they generate, represents a challenge to the wider adoption of energy-efficiency solutions. He added that this requires the provision of appropriate incentives to ease the burden on developers, particularly given their reliance on supply chains and raw materials linked to foreign currencies.

Continuing the discussion Eng. Ahmed Amin Massoud, Chairman of Menassat Developments, emphasized that energy has now become a core component in the equation of any successful real estate product, whether from the perspective of operational cost, sustainability, or long-term investment value.

He explained that the nature of the Egyptian market does not rely solely on enforcement and pressure on developers to implement sustainability and energy efficiency standards. He stressed that enforcement alone will not be the decisive factor in encouraging developers to adopt these practices; rather, the presence of clear and attractive incentives is what truly makes the difference.

He pointed out that the incentive model applied in the New Capital was a positive example, where incentives were clearly defined and announced from the outset, without directly imposing sustainability requirements on developers, which encouraged them to adopt these standards in recognition of the returns they could generate.

He added that when nearly 50% of energy consumption is directed toward residential, commercial, and administrative buildings, this highlights the importance of expanding energy efficiency solutions across the entire sector. He also praised the steps taken by the Ministry of Housing and the New Urban Communities Authority in offering incentives that helped developers overcome many challenges and supported the shift toward sustainable construction.

He noted that construction costs may increase by around 5–10% when implementing sustainable energy solutions, but the real return becomes evident within a period of 3 to 5 years, as differences in operational costs begin to significantly impact the project’s financial performance. He added that adopting these solutions can also increase sales by approximately 5%, due to the higher attractiveness of energy-efficient and sustainable projects to customers and investors.

He stressed that incentives do not need to be excessively large to have a meaningful impact, as even relatively modest incentives—such as those introduced in the New Capital—proved effective, particularly in large-scale, high-value projects. He emphasized that expanding and refining incentive schemes could yield even greater results, noting that the most important factor is for developers to feel that the state is a supportive partner providing the necessary tools and incentives for success.

He concluded by noting that with the implementation of energy efficiency standards, an increase in sales of around 5% has been observed, reflecting the positive impact of sustainability and its direct role in enhancing the value and market appeal of real estate units.

Continuing the discussion, Eng. Samy Abdel Kader, Managing Director of TAQA Power, emphasized that real estate remains the preferred safe-haven investment for Egyptians, making energy management and sustainability a matter of direct concern for both real estate developers and property owners.

He explained that property valuation should not be based solely on its final purchase price, but rather on its total cost and return throughout its operational lifetime, as energy and operating costs represent a significant factor in determining the true value of a real estate asset.

He highlighted the importance of establishing an integrated framework that clearly defines the roles of all stakeholders, explaining that a developer’s responsibility begins with designing projects that incorporate sustainability and energy-efficiency standards. He added that the availability of clear sustainability codes and standards would help developers integrate these considerations more easily amid the rapid pace of real estate development in Egypt.

He also pointed out that financing institutions have become increasingly interested in sustainable buildings, while specialized operations and facility management companies play an important role in managing energy

performance based on clearly defined and measurable performance indicators.

He stressed that cooperation among all stakeholders will contribute to increasing property value and reducing operating costs, emphasizing that energy is no longer merely a utility service but has become an essential component of the success and sustainability of real estate projects.

Abdel Kader stated that electricity subsidies in the past constitute an obstacle to the wider adoption of clean energy solutions due to their relatively higher cost compared to traditional energy sources. However, this situation has changed in recent years with the significant decline in the cost of solar and wind energy. This development supports the broader deployment of solar panels on the rooftops of buildings and factories as one of the practical solutions for enhancing energy efficiency and reducing reliance on traditional energy sources. He also highlighted the importance of the decision requiring factories to obtain 25% of their energy consumption from renewable sources.

He further noted that the transition to the Energy as a Service (EaaS) model represents an important opportunity to enhance energy management efficiency within the real estate sector, particularly given the presence of approximately 40 companies already operating in this field. This model expands the range of solutions available to developers and operators without requiring them to bear direct capital or operational expenditures, as it transforms capital costs into a comprehensive service provided by a specialized provider.

Continuing his remarks on subsidies, he indicated that energy subsidies will remain in place, but in a more flexible and intelligent manner through a redistributive mechanism based on redirecting subsidies. Under this approach, prices would be increased relatively for commercial consumption segments, while greater support would be provided to low-consumption households, thereby achieving a balance between social equity and energy-efficiency objectives.

The roundtable concluded with a note by Ms. Mai Ismail, Associate Director, Manufacturing and Services, SEMED, at the European Bank for Reconstruction and Development (EBRD), in which she highlighted the importance of supporting the transition toward energy efficiency and sustainability. Adding that financial institutions assess projects in a comprehensive manner, considering energy efficiency performance, future operational costs, environmental impact, as well as economic feasibility, return on investment, and associated risks.

She added that the institution has worked over the years with the government as well as private sector companies on important energy-related and infrastructure development projects, as well as energy intensive sectors such as aluminum, cement, and building materials, which further highlights the importance of energy and resource management as a key factor across various economic activities.

She pointed out that the application of sustainability and energy efficiency standards can also enable projects to access financing under more favorable conditions with potential concessional financing. These opportunities also extend to real estate players, as well as energy-intensive industrial sectors, including building materials, provided they include resource efficiency or decarbonization initiatives.

She emphasized that sustainability is no longer an optional consideration but has become an important requirement for attracting foreign investors and international financial institutions, as well as securing financing on more competitive terms.

She also explained that the role of financial institutions is not limited to providing funding but extends to potential technical assistance at the early stages of projects by supporting design and planning processes and engaging consultants and specialists to integrate sustainability and energy efficiency standards into feasibility studies and project concepts from the outset.



Key Recommendations:

First: Legislative and Regulatory Framework

- Incorporate energy requirements, operational efficiency, and infrastructure considerations into the early stages of urban planning and project design to achieve optimal long-term economic and operational efficiency.
- Enact phased legislation through the House of Representatives mandating the implementation of green building and energy-efficiency codes in new buildings, while designating a regulatory authority responsible for monitoring implementation and ensuring compliance.
- Offer land plots with full compliance to sustainability and energy-efficiency standards established as a requirement from the initial offering stage, rather than relying on incentives provided at later stages.
- Conduct periodic semi-annual assessments to evaluate the level of compliance with incentives and energy-efficiency standards, and further develop these measures based on the results.
- Make green building codes and standards, as well as related incentives, digitally accessible through official platforms, through official platforms, to enhance transparency and promote knowledge dissemination.

Second: Incentives and Financing

- Expand the incentives available for green buildings, in line with the approach adopted by the New Urban Communities Authority, including increasing floor area ratios by 10–15%, raising service allocation percentages, and providing flexible payment and financing terms.
- Enhance cooperation between international financial institutions and the Egyptian real estate sector to broaden the availability of sustainability- and energy-efficiency-linked financing opportunities.
- Provide clear financial and funding incentives for developers to reduce the initial capital expenditure (CAPEX) gap associated with green building projects.

Third: Market and Investment

- Incorporate operating and energy costs into real estate asset valuation frameworks and into purchasing, investment, and financing decisions, ensuring a more accurate assessment of the asset's long-term value.
- Shift from focusing solely on the purchase price of real estate units to adopting the Total Cost of Ownership (TCO) approach, which takes into account energy, operating, and maintenance costs over the entire lifecycle of the asset.
- Support incentives directed toward end users and link them directly to building efficiency, in line with practices adopted in European markets.
- Encourage the wider adoption of green buildings, given their ability to create added value, enhance the attractiveness of real estate assets, and reduce operating costs over the long term.

Fourth: Energy Efficiency and Operations

- Establish clear operational and performance metrics for buildings and urban communities to monitor energy efficiency and resource consumption on a regular basis and drive continuous performance improvement.
- Strengthen and scale successful national and international initiatives aimed at promoting renewable energy and energy efficiency across urban development projects.
- Enhance the adoption of the Energy as a Service (EaaS) model as a flexible solution to reduce capital and operational expenditures.
- Encourage the use of solar energy and other renewable energy sources, particularly given their declining costs, and broaden their application across rooftops, industrial facilities, and urban communities.
- Adopt sustainable design solutions that consider natural ventilation, solar orientation, and wind patterns to reduce operational loads.
- Integrate specialized energy management companies and incorporate energy planning as a core element of project design and development rather than a later-stage consideration.

Fifth: Awareness, Knowledge, and Capacity Building

- Expand the dissemination of the Green Building Guide and promote its adoption among developers and consulting firms to enhance technical expertise.
- Raise awareness among developers and end-users about the importance of sustainability and its long-term economic benefits.
- Establish a clear rating system for end-users to demonstrate the energy efficiency performance of real estate units.
- Encourage media outlets and professional organizations to support the promotion of green building culture.
- Strengthen technical and advisory training programs to effectively integrate sustainability and energy-efficiency standards throughout the project development cycle.

Sixth: Technology and Innovation

- Foster the use of smart systems and artificial intelligence in energy management and operational data analysis.
- Support the integration of architectural design and energy solutions.
- Enhance energy management solutions in water treatment plants, wastewater facilities, and public utilities to reduce consumption and improve efficiency.

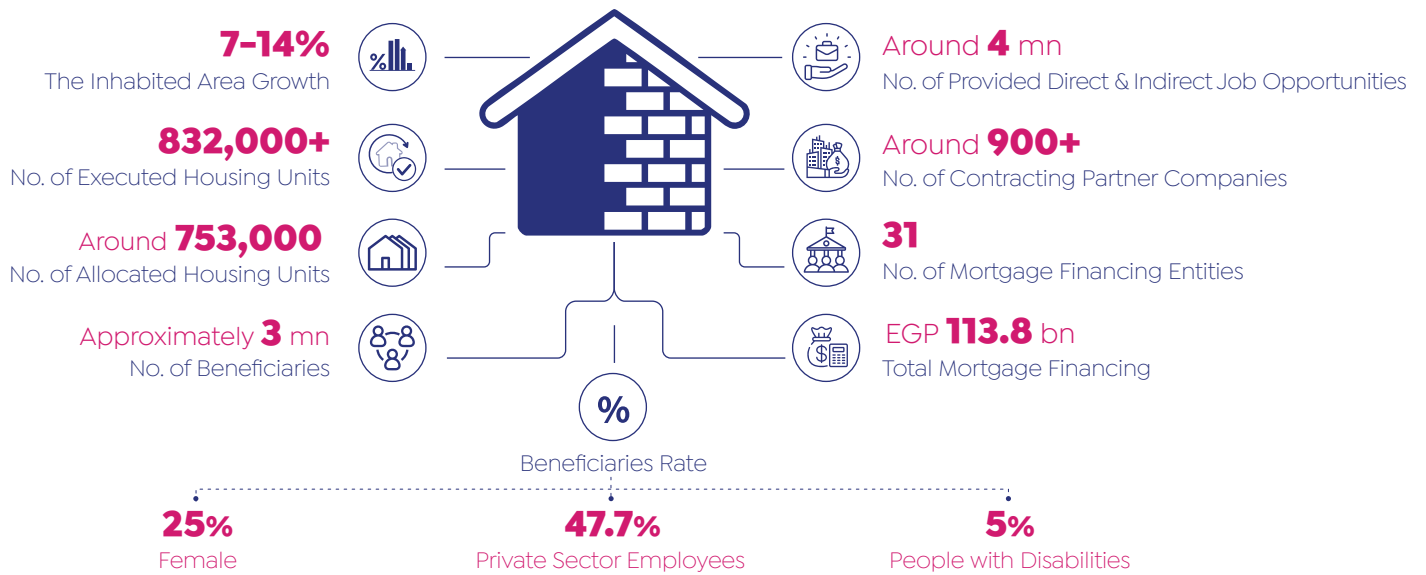
The roundtable was held in collaboration with AKD Advisory and officially sponsored by City Edge Developments, while the gold sponsor was Menassat Developments and Silver sponsor was TAQA Power.

Media Partners included: Aleqaria, Al-Borsa Newspaper, Daily News Egypt, Al-Gedaan Real Estate, Aqarmap, Osoul Misr Magazine, Bloom Gate, Property Plus, Aqargate, and Iskan Misr.

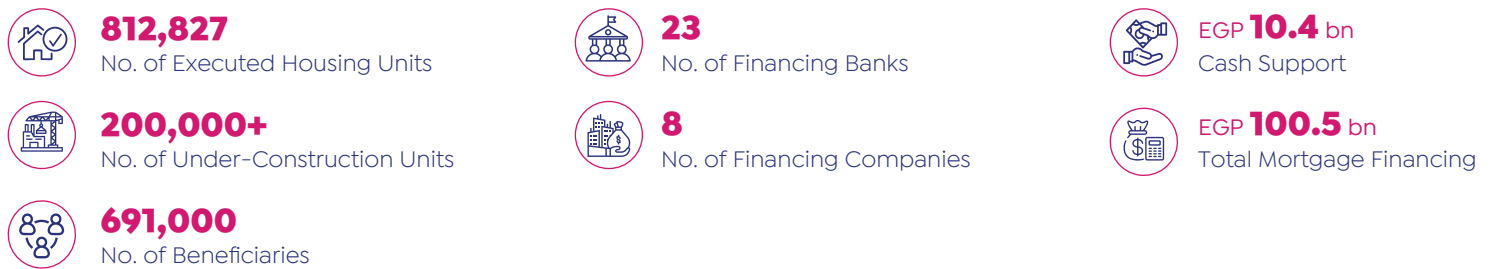
01 Government Achievements in REAL ESTATE SECTOR



HOUSING FOR ALL EGYPTIANS INITIATIVE



FOR LOW-INCOME



FOR MIDDLE-INCOME



Source: Cabinet & SHMFF

02

PROGRESS IN EGYPT'S NEW CITIES



NEW CAPITAL (NC)

DIPLOMATIC DISTRICT

▶ APARTMENTS AREA

 **72** acres
AREA

 **48**
NO. OF BUILDINGS

 **1,120**
NO. OF HOUSING UNITS

▶ VILLAS AREA

 **212**
NO. OF VILLAS
Standalone Villas: **54**
Attached Villas: **64**
Semi-Attached Villas: **94**

 **VILLAS AREA**
Standalone Villas: **550** sqm
Attached Villas: **300** sqm
Semi-Attached Villas: **400** sqm

▶ 5-STAR HOTEL

 **15** acres
AREA

 Basement, Ground
& **7** Floors
NO. OF FLOORS

 **NO. OF UNITS**
Hotel Rooms: **286**
Hotel Apartments: **234**

▶ THE INTERNATIONAL SCHOOL

 **10** acres
AREA

 **70**
NO. OF CLASSROOMS

 Kindergarten, Primary,
Preparatory & Secondary
EDUCATIONAL STAGES

NEW ALAMEIN

 **49,000** acres
AREA

 **28**
NO. OF RESIDENTIAL TOWERS

 **46,189**
NO. OF HOUSING UNITS

 **2,000**
NO. OF HOTEL UNITS



REAL ESTATE DEVELOPER PROJECTS



NEW RESIDENTIAL PROJECTS / 5 PROJECTS

LAYAL RESIDENCE

Developer: New Event Developments



R8, New Capital (NC)
LOCATION



38 acres
AREA



Apartments, Duplexes,
Townhouses & Twin
Houses
UNIT TYPES



Within 4 Yrs
DELIVERY DATE



Green Areas, Lagoons, Clubhouse, Swimming Pools, Sports
Areas, Walking & Jogging Tracks & Others
FACILITIES

AUREVIA COMMUNITY

Developer: Winvestor Developments



6th Settlement, New Cairo
LOCATION



19 acres
AREA



EGP 5 bn
TOTAL INVESTMENTS



EGP 8 bn
TARGET SALES



14
NO. OF RESIDENTIAL
BUILDINGS



Ground & 8 Floors
NO. OF FLOORS



One, Two & Three Bedroom Apartments,
Duplexes & Penthouses
UNIT TYPES



Mosque, Clubhouse, 3 Swimming Pools, Football Courts,
Padel Courts, Commercial & Administrative Strip Mall
FACILITIES

PLATÓ

Developer: Artal Developments



R8, New Capital (NC)
LOCATION



Apartments, Duplexes &
Townhouses
RESIDENTIAL UNIT TYPES

LUNARA

Developer: Zaytoun Real Estate
Developments



6th October City
LOCATION



Villas
UNIT TYPES

CREEK VIEW

Developer: Mountain View



New Cairo
LOCATION



120 acres
AREA



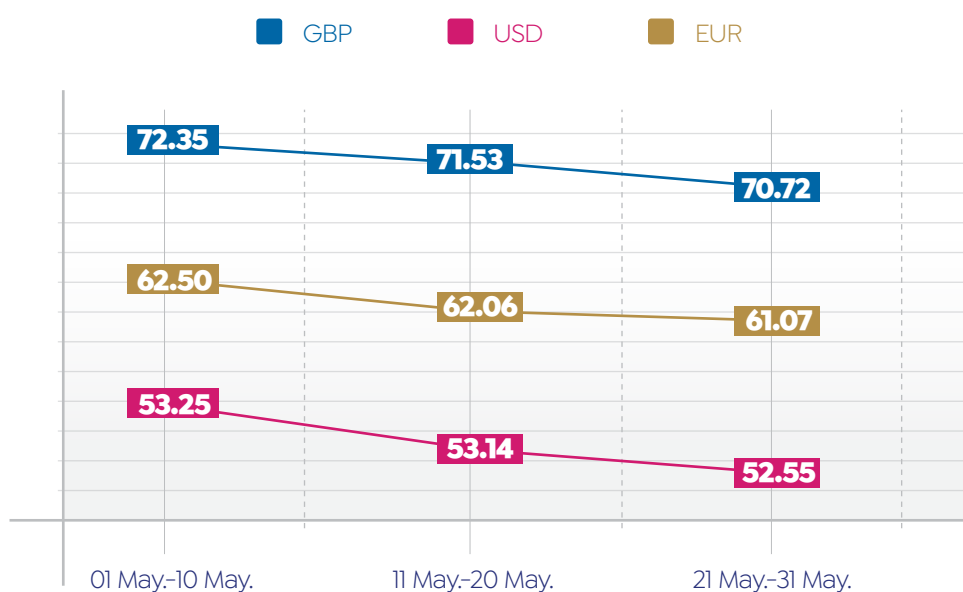
Waterways, Waterfalls,
Green Landscapes, Open
Pathways, Panoramic
Views & Others
FACILITIES

Source: Developers' Official Statements

Q4 ECONOMIC SNAPSHOT

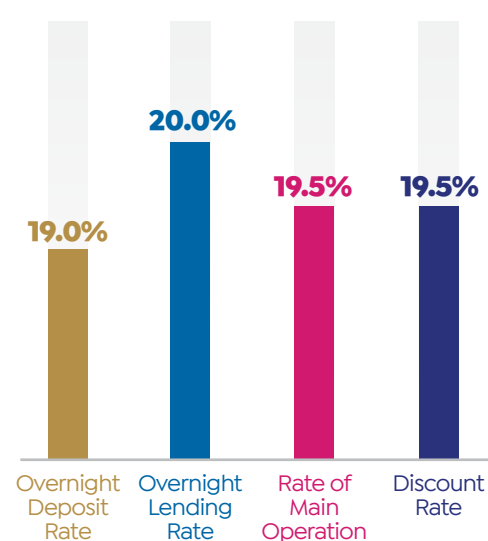


EXCHANGE RATES

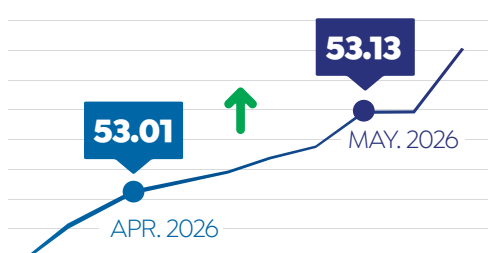


INTEREST RATES

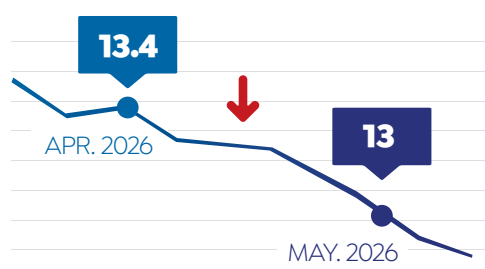
* MPC Meeting was Held on May. 21, 2026



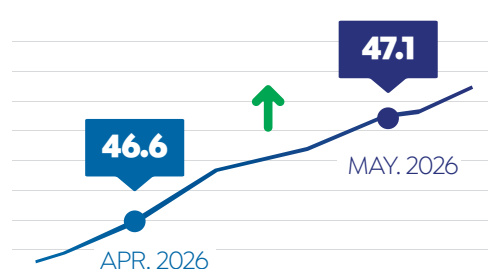
NET INTERNATIONAL RESERVES (USD BN)



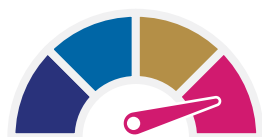
ANNUAL HEADLINE INFLATION RATE (%)



PURCHASING MANAGERS' INDEX (PMI)



EGYPT CREDIT RATING



RATING

OUTLOOK

Caal

MOODY'S

Positive

B

S&P GLOBAL

Stable

B

FITCH

Stable

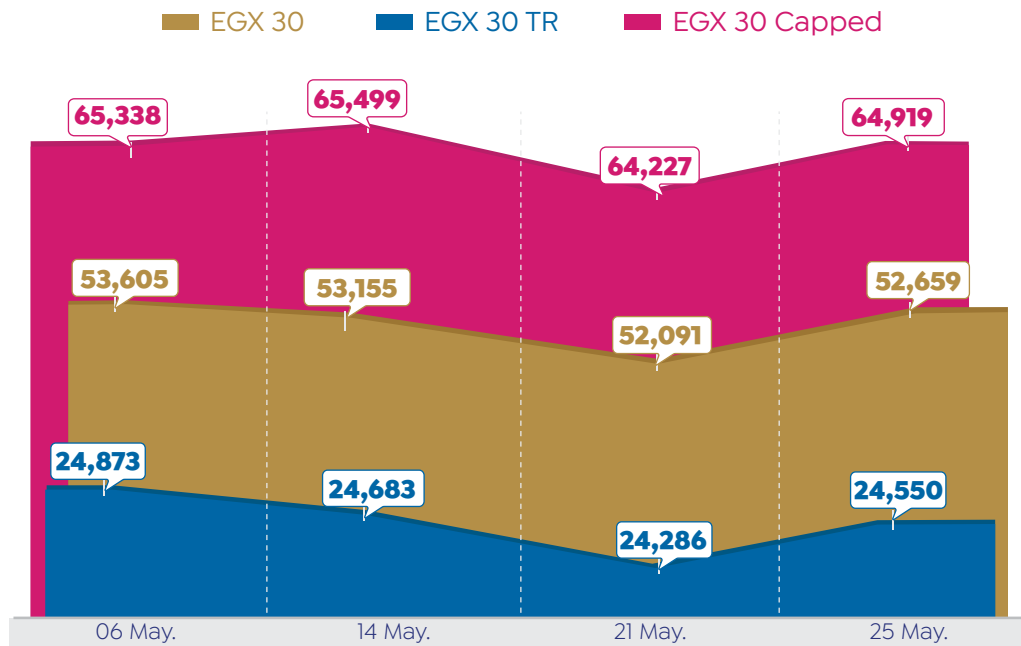
* According to Last Review Date on Apr. 03,2026

* According to Last Review Date on Apr.10,2026

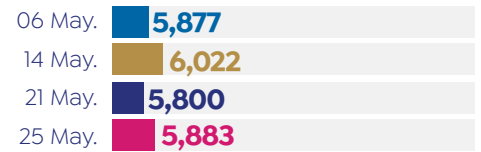
* According to Last Review Date on Oct.10,2025

Source: CBE, CAPMAS, Moody's, S&P Global & Fitch

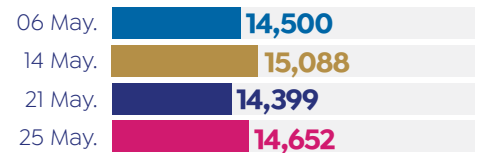
EGX INDICATORS



EGX 35 LV



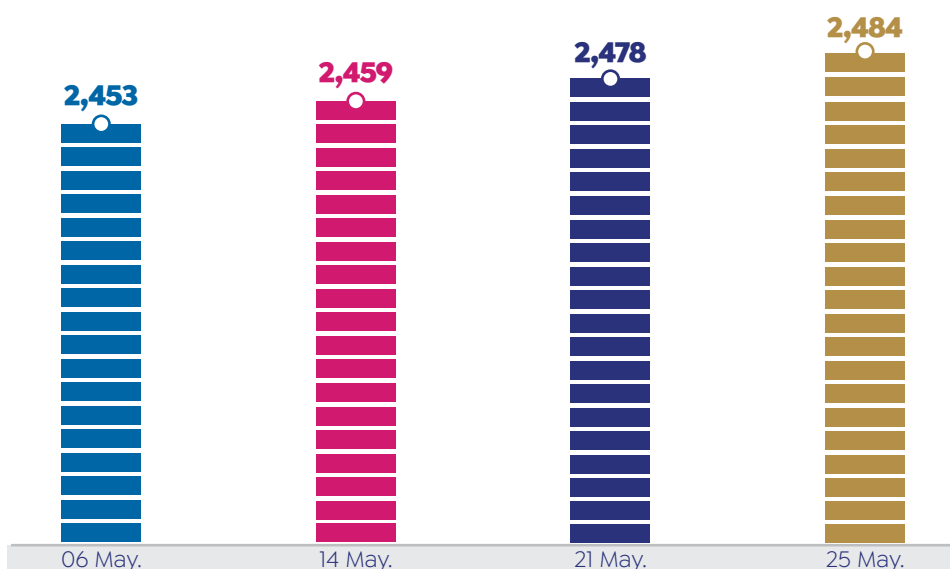
EGX 70 EWI



EGX 100 EWI



T-BOND



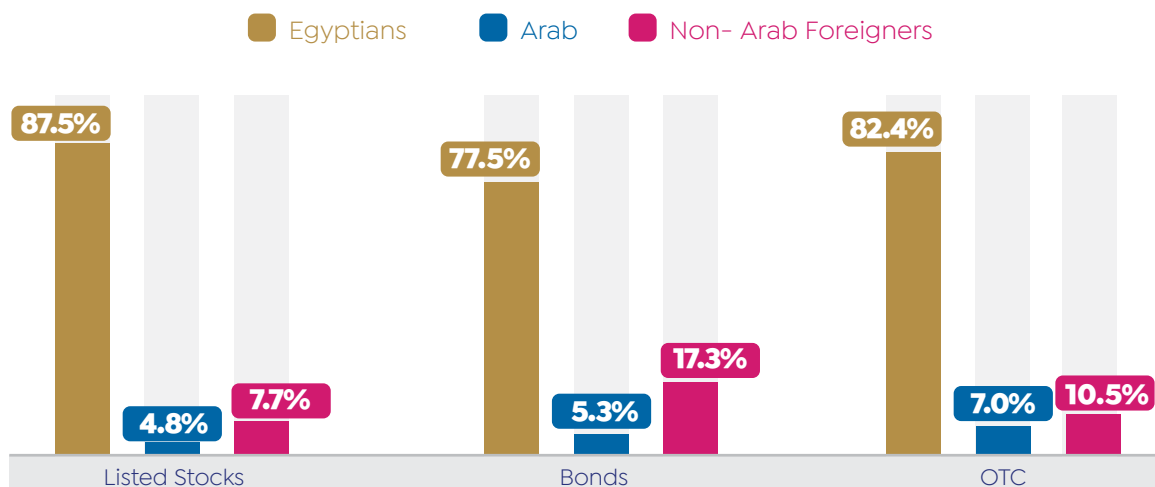
EGX 33 SHARIAH



TAMAYUZ



TOTAL INVESTORS' TRADING ACTIVITIES BY MARKETS DURING MAY. 2026 (INC. DEALS)*



* Total Buy + Sell

FOR ACCESS TO FURTHER
IN-DEPTH ANALYSIS
PLEASE SCAN



كايرو فستيفال سيتي
Cairo Festival City

A CITY ALIVE WITH YOU

HOMES OFFICES MALL SCHOOL AMENITIES

READY TO MOVE UNITS

FESTIVAL LIVING APARTMENTS | AURA APARTMENTS
ORIANA VILLAS



A HOME THAT LASTS





REDRAWING EGYPT'S REAL ESTATE MAP: NEW CITIES AND GATED COMMUNITIES LEAD DEMAND IN 2026

BY Heba Gamal

Egypt's real estate market witnessed a clear geographical transformation in demand patterns during the first half of 2026, with the relative appeal of traditional urban districts gradually declining in favor of new cities and planned gated communities, particularly across East and West Cairo as well as emerging coastal destinations. This shift is no longer viewed as a temporary investment trend, but rather as a direct reflection of changing buyer priorities, evolving housing standards, and the broader urban development philosophy led by the state in partnership with the private sector.

While legacy districts such as Nasr City, Mohandessin, and Heliopolis continue to retain their historical weight, both real and investment-driven demand are increasingly moving toward communities that offer integrated lifestyles built around urban planning, modern infrastructure, professional service management, and higher levels of privacy and security.

New Cities Become the Main Driver of Real Estate Demand

According to data from Egypt's Ministry of Housing and the New Urban Communities Authority (NUCA), the government continues expanding its portfolio of new cities under the "Fourth Generation Cities" strategy, while maintaining the implementation of hundreds of housing and infrastructure projects within the 2025/2026 development plan.

Over recent months, the Ministry of Housing announced the launch of tens of thousands of residential units and land plots across new cities as part of a broader strategy aimed at accommodating rising demand for modern urban communities. The state alone introduced tens of thousands of new housing units through multiple phases of integrated housing programs, alongside the expansion of land offerings for individuals across 20 governorates.

The scale of ongoing projects reflects the magnitude of the transformation taking place within Egypt's urban map. The Ministry of Housing revealed that the total number of completed and under-construction housing projects within new cities and tourist communities reached approximately 1.48 million residential units, representing one of the largest urban expansion waves in the history of Egypt's real estate sector.

Housing projects affiliated with NUCA alone accounted for around 1.48 million residential units in new cities and tourism-based developments. More than 803,000 units had already been completed by June 2025, while approximately 365,000 additional units are currently under construction, reflecting the continuous expansion of supply within Egypt's modern urban communities.

This expansion was not merely an increase in supply; it actively redirected demand itself toward areas such as New Cairo, the New Capital, New Sheikh Zayed, 6th of October City, New Alamein, and Ras El Hekma, all of which are increasingly viewed as integrated urban hubs rather than simple residential extensions.

From “Housing” to an “Integrated Urban System”

The most significant shift in 2026 was not only geographical but also conceptual. Egyptian buyers are no longer searching merely for residential units; they are seeking integrated urban systems that provide higher living standards, daily services, green spaces, professional facility management, and smart infrastructure.

This transformation is closely linked to the substantial increase in government spending on infrastructure and utilities. Egypt's Ministry of Housing targets investments worth EGP 714 billion between 2026 and 2030, including approximately EGP 244 billion during the 2026/2027 fiscal year alone, as part of efforts to accelerate urban development and improve quality of life in new cities.

Market reports indicate that demand is increasingly concentrated around mixed-use projects and gated communities capable of delivering fully integrated living environments. Real estate sector reports also suggest that the market has entered a phase of repositioning, reflected in rising demand for integrated and mid-market projects, particularly across East and West Cairo's emerging urban communities.

Estimates further show that the sales of major developers reached nearly EGP 290 billion during the first quarter of 2025, marking an annual increase of 23%, driven largely by demand for modern, master-planned developments. Residential prices in some new urban areas also increased between 20% and 30% compared to the end of 2024, particularly in New Cairo, the New Capital, and the North Coast.

Most notably during the first half of 2026, the market ceased to move solely according to traditional location value. Instead, it became increasingly tied to a broader concept centered around the efficiency of the city itself – including urban planning quality, mobility, integrated services, and community management – all of which now influence purchasing decisions more than geographic address alone.

East Cairo Continues to Dominate the Market

During the first half of 2026, East Cairo further strengthened its position as Egypt's leading real estate demand hub, driven by the New Capital, New Cairo, Fifth Settlement, and surrounding urban extensions.

The New Capital stands as a clear example of this transformation. The city aims to accommodate approximately 6.5 million residents upon full completion, in addition to hundreds of thousands of employees and workers, reflecting the government's broader strategy of creating new economic and administrative centers outside Greater Cairo's traditional urban mass.

This momentum is supported by several factors, most notably the proximity to emerging business and governmental districts, the concentration of large-scale investments and modern infrastructure, higher project execution rates compared to some competing locations, and developers' growing focus on fully serviced integrated projects.

Market reports further indicate that demand in these areas has become increasingly linked to operational quality and ready services rather than location alone, reflecting a gradual maturation in buyer behavior.

West Cairo Enters a New Repositioning Phase

Meanwhile, West Cairo is witnessing its own transformation through the rise of areas such as New Sheikh Zayed, New October, and New Sphinx City, particularly amid the expansion of low-density developments and gated communities.

The government is also accelerating land legalization and status reconciliation procedures across several new cities, including Sheikh Zayed and New October, with the aim of enhancing investment stability and boosting development rates.

West Cairo benefits from several competitive advantages, including proximity to newly developed regional corridors, lower population density compared to East Cairo, expansion in villa compounds and low-congestion communities, as well as stronger connections to tourism and logistics development corridors.

North Coast: From Seasonal Investment to Urban Stability

One of the most notable transformations during 2026 has been the changing nature of demand on Egypt's North Coast, where the region is gradually shifting from a seasonal investment market into a year-round urban and investment destination.

Mega projects such as Ras El Hekma and New Alamein have significantly reinforced this trend, alongside growing interest in mixed-use developments and professionally managed residential and hospitality projects.

The continued growth of Egypt's tourism sector and the opening of the Grand Egyptian Museum have also contributed to rising demand for tourism- and hospitality-linked real estate assets.

Demand Has Become More Selective

Despite the continued strength of Egypt's real estate market, 2026 revealed a major shift in buyer behavior, with demand becoming increasingly selective and less dependent on rapid speculative activity.

Factors such as a developer's execution capabilities, operational quality, service readiness, actual occupancy rates, and resale liquidity now play a decisive role in purchasing decisions.

Analysts believe the market is undergoing what can best be described as a “natural filtration process” for developers and projects, where liquidity increasingly flows toward entities capable of delivering sustainable execution, management, and operational performance.

Toward a New Urban Map

What is happening in Egypt's real estate market during 2026 cannot simply be described as a geographical shift in demand; it represents a comprehensive restructuring of Egypt's urban landscape and residential investment patterns.

New cities are no longer merely alternatives to traditional districts, they have become the preferred model for broad segments of buyers and investors amid the transformation of the very concept of “real estate value” from location alone to quality of life and community sustainability.

As the government continues injecting investments into infrastructure while the private sector expands its role in developing integrated communities, the second half of 2026 is expected to witness an even stronger shift toward planned and gated urban systems as the primary engine of real estate demand in Egypt.



TOURISM, AND THE FUTURE OF HOSPITALITY REAL ESTATE IN EGYPT

BY **YOUMNA FEKRY**

Tourism is a cornerstone of Egypt's economy, generating foreign currency, jobs, and investment. Real estate development, particularly hospitality projects, plays a key role in supporting tourism growth.

Coastal and cultural destinations rely on hotels, resorts, and mixed-use developments to attract visitors. The expansion of tourism directly stimulates investment in residential, commercial, and leisure properties.

Despite regional geopolitical tensions, Egypt has maintained steady tourist arrivals. Government efforts to improve security and expand hospitality infrastructure have strengthened both tourism and the real estate market, making the two sectors increasingly interdependent.

Tourism Recovery Amid Regional Geopolitical Challenges

Egypt's tourism sector has demonstrated strong resilience and a notable recovery in recent years, supported by improved security conditions and ongoing government efforts to promote the country as a safe, diverse, and globally competitive destination. In 2025, Egypt welcomed approximately 19 million tourists, marking a 21% increase compared to 2024 and significantly exceeding the global tourism growth average of around 5%, as estimated by the United Nations World Tourism Organization.

Tourism remains a key pillar of Egypt's economy and a major source of foreign currency revenues. In 2025, the sector generated approximately USD 24 billion, representing a strong 57% increase compared to 2024, highlighting its expanding economic contribution.

This recovery has been further supported by enhanced air connectivity, with tourist flights arriving from around 193 cities worldwide, alongside strong growth in charter flights and the rising prominence of emerging destinations such as New Alamein City. In addition, major national projects—most notably the opening of the Grand Egyptian Museum—have played a crucial role in boosting tourist inflows.

Security has remained a cornerstone of this progress, with Egypt continuing to implement comprehensive safety measures across airports, archaeological sites, and tourist destinations. Combined with competitive pricing and diversified tourism offerings, these factors have reinforced Egypt's position as a leading tourism destination both regionally and globally.

Cultural Megaprojects Driving Tourism Growth

In addition to security improvements, Egypt has invested heavily in cultural and heritage projects aimed at revitalizing tourism and attracting new international markets.

One of the most prominent projects is the Grand Egyptian Museum (GEM), located near the Pyramids of Giza. The museum, which cost more than \$1 billion to construct, is expected to become the largest archaeological

museum dedicated to a single civilization and will house more than 100,000 artifacts, including the full collection of Tutankhamun's treasures, totaling approximately 5,340 artifacts.

Egypt is undertaking a comprehensive development of the Giza Pyramids Plateau to enhance the visitor experience and strengthen the site's role as a world-class tourism destination. The development plan includes relocating the main entrance to improve traffic flow, expanding visitor services, upgrading transportation infrastructure within the archaeological zone, and increasing the availability of high-quality facilities for tourists, all while preserving the heritage character of the UNESCO World Heritage site. These efforts aim to support the broader tourism strategy by providing advanced services and making the area more accessible and enjoyable for millions of visitors each year.

Such landmark projects form part of a broader national strategy aimed at enhancing Egypt's tourism competitiveness while showcasing the country's rich cultural heritage to global audiences.

Major Tourism Real Estate Projects in Egypt

One of the most significant tourism-driven real estate investments in Egypt is the Ras El-Hekma megaproject located on the Mediterranean North Coast.

The project is being developed through a partnership between the Egyptian government and an Emirati investment consortium, with an estimated USD 35 billion investment in its first phase. The total projected investments in the project are expected to reach approximately USD 150 billion over its full development cycle.

Ras El-Hekma spans approximately 170 million sqm and around 44 kilometers of coastline, incorporating luxury resorts, residential districts, hotels, marinas, entertainment facilities, and an airport. Once completed, the project is expected to accommodate nearly two million residents and attract up to eight million tourists annually, transforming the North Coast into a global tourism hub.

Another major tourism real estate development is New Alamein City, one of Egypt's flagship fourth-generation cities on the Mediterranean coast.

The city spans nearly 198 square kilometers and is planned to include approximately 20,000 hotel rooms, alongside conference centers, universities, cultural venues, and residential districts. New Alamein is expected to attract approximately EGP 185 billion in investments, reflecting its strategic importance in Egypt's tourism and urban development plans.

In the private sector, the SouthMED project, developed by Talaat Moustafa Group on the North Coast, represents another major tourism-driven real estate development.

The project spans about 23 square kilometers (over 5,600 acres) and includes residential communities, hotels, yacht marinas, sports facilities, and entertainment centers. Total investments in the project are estimated at around EGP 1 trillion, making it one of the largest coastal tourism developments in Egypt.

Beyond the Mediterranean coast, tourism investments are also expanding along the Red Sea. One example is the Marassi Red Sea project near Hurghada, launched with investments estimated at approximately USD 19 billion and designed to include hotels, residential units, retail zones, and convention facilities.

Similarly, the Monte Galala marina and hospitality project near Ain Sokhna represents a major tourism infrastructure investment estimated at roughly USD 1 billion, incorporating hotels, a marina, and luxury residential towers.

These projects demonstrate how Egypt is leveraging real estate development as a strategic tool to expand tourism capacity and attract international investment.

The Rise of Experiential Tourism and Branded Residences

In Egypt, the hospitality real estate sector is increasingly shaped by the rise of experiential tourism and branded residences. Modern travelers now seek more than traditional hotel stays, preferring immersive experiences that combine culture, nature, and lifestyle. Developers are responding by integrating eco-lodges in desert destinations, diving resorts along the Red Sea, Nile cruise offerings, and heritage-focused circuits into their projects.

Branded residences are luxury homes connected to an international hotel or lifestyle brand. Owners have full property rights but enjoy hotel-like services such as concierge, housekeeping, wellness centers, and private beaches. Globally, they appeal to high-net-worth individuals seeking luxury living combined with investment opportunities. In Egypt, examples include Four Seasons Branded Residences in New Cairo and projects in the Red Sea and North Coast, offering apartments or villas with full services and sometimes rental programs managed by the hotel brand.

Simultaneously, Holiday homes are residential units designed for short-term stays. They can be apartments, villas, or chalets used by tourists for vacations. These units usually do not have hotel branding or full hotel services. In Egypt, the government issued a 2025 decree to license holiday homes under Law 8/2022 for Hotels and Tourist Establishments and Law 27/2023 for Tourism Chambers. This regulation ensures safety, quality standards, and encourages investment in tourism accommodation across the country.

Egypt's coastal destinations provide ideal conditions for these types of projects due to their climate, scenic landscapes, and growing tourism demand.

Sustainability Challenges and the Future of Tourism Development

Tourism expansion in Egypt brings economic benefits but also raises environmental and safety concerns. Rapid coastal development, particularly along the Red Sea, threatens sensitive ecosystems such as coral reefs and marine biodiversity, which are key attractions for international visitors – conservation groups have warned about these impacts in major tourism zones.

As a result, sustainable tourism development in Egypt increasingly requires not only environmental stewardship and responsible coastal planning, but also enhanced security measures, risk mitigation strategies, and resilient marketing that address visitor concerns about regional security.

Conclusion

Egypt's tourism and hospitality real estate sectors have shown resilience amid environmental, safety, and regional challenges. Large-scale developments like Ras El-Hekma, New Alamein, and Red Sea resorts demonstrate how tourism drives real estate growth.

Sustainable and eco-friendly designs, along with robust security measures, ensure long-term viability. Hospitality real estate, including branded residences and holiday homes, now integrates luxury living with tourism services, supporting both investment and visitor satisfaction.

By aligning tourism expansion with real estate development and sustainable practices, Egypt is positioning itself as a competitive and diverse destination for tourists and investors, creating long-term economic and urban growth opportunities.

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Meet Eman Hafiz

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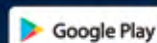
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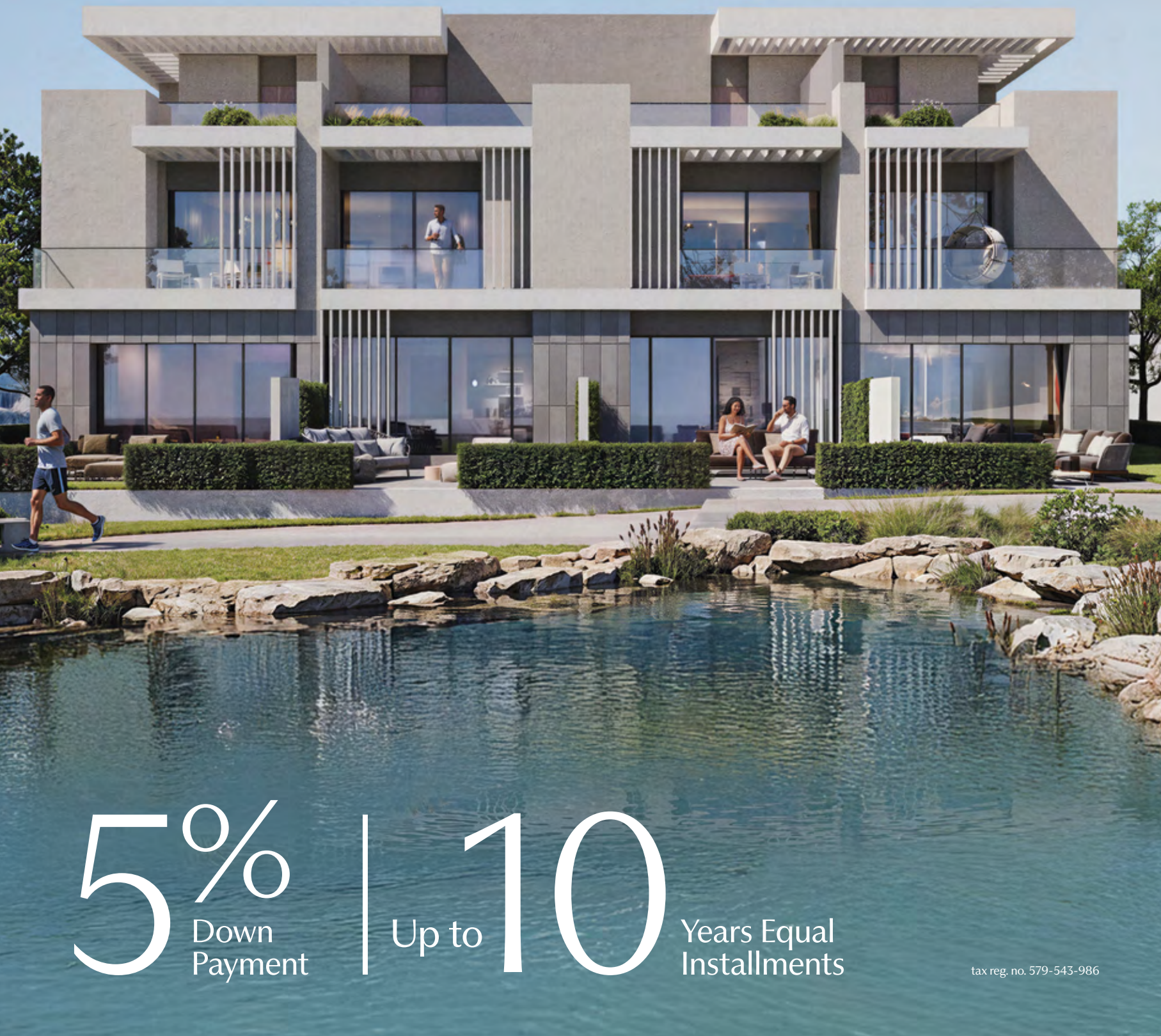
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