

Translation of

Law No. 120 of 1982 Regulating
Commercial Agency Activities
and Certain Commercial
Mediation or Real Estate
Brokerage Activities

ترجمة القانون رقم ١٢٠ لسنة
١٩٨٢ بشأن تنظيم أعمال الوكالة
التجارية وبعض أعمال الوساطة
التجارية والسمسرة العقارية

20 September 2026

Law No. 120 of 1982, Concerning the Issuance of the Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities

In the name of the people: President of the republic

The House of Representatives has enacted the following law, which we hereby promulgate:

Preamble

The People's Assembly has decided the following law, and we have promulgated it:

Promulgation Provisions

Article (1) – Issuance:

The provisions of the accompanying Law shall apply concerning the regulation of commercial agency activities and certain commercial mediation or real estate brokerage activities.

Article (2) – Issuance:

Laws No. 107 of 1961 concerning certain provisions regulating commercial agency activities, Law No. 93 of 1974 concerning the right of citizens to represent foreign companies, and Law No. 117 of 1975 concerning registration fees in commercial agency activity registers are hereby repealed.

Any provision contradicting the provisions of the accompanying Law shall also be repealed.



Article (3) – Issuance:

This Law shall be published in the Official Gazette and shall enter into force after nine months from the date of its publication.

This Law shall bear the Seal of the State and shall be enforced as one of its laws.

Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities

Chapter One

General Provisions

Article (1):

For the application of the provisions of this Law, the following words and expressions shall have the meanings assigned to them:

Commercial Agent: Any natural or legal person who, on a regular basis, and without being connected by an employment contract or a service lease contract, submits tenders or concludes purchase, sale, lease, or service provision transactions in the name and on behalf of producers, traders, or distributors, or in his own name and on behalf of any of them.

Commercial Mediator: Any natural or legal person whose activity, even in relation to a single transaction, is limited to searching for a contracting party or negotiating with such party to persuade him to enter into a contract. This term shall also include any person who performs any commercial agency activity, even without regularity and for one time only, or who is connected with the producer, trader, or distributor through an employment contract.

Real Estate Broker: Any person registered in the register established for this purpose who carries out brokerage activities or seeks to conclude contracts related to real estate and built or vacant lands, whether concerning their purchase, sale, lease, or mediation in any of the foregoing.



Negative Lists: The lists of terrorist entities and terrorists established pursuant to Law No. 8 of 2015 concerning the regulation of lists of terrorist entities and terrorists, as well as the names and entities included in the database maintained by the Anti-Money Laundering Unit established pursuant to the Anti-Money Laundering Law promulgated by Law No. 80 of 2002.

Competent Ministry: The ministry concerned with foreign trade affairs.

Competent Minister: The minister concerned with foreign trade affairs.

Article (2):

Without prejudice to the provisions of Law No. 34 of 1976 concerning the Commercial Register, it shall be prohibited to engage in any commercial agency activity, commercial mediation activity, or real estate brokerage activity unless the relevant person's name is registered in the Register of Commercial Agents and Commercial Mediators or Real Estate Brokers, as applicable, established for this purpose at the competent ministry.

Article (2 Bis):

An electronic register for the registration of real estate brokers shall be established at the competent ministry, under the name **"Real Estate Brokerage Register"**, in which the data and information of persons registered in the register for practicing the profession of real estate brokerage shall be recorded, including their basic personal data, details of their place of practicing the profession, the code obtained by them, the category to which they belong, and other data, information, and statistics necessary for regulating real estate brokerage activities.

The competent ministry shall continuously and regularly update the register referred to in the first paragraph of this Article in accordance with developments in this activity, and shall publish the updated list of real estate brokers throughout the Republic on its website to enable the public to access it.

Interested parties may obtain a certified copy of the information recorded in the register referred to in the first paragraph of this Article or a negative certificate confirming that a specific matter is not recorded therein.



The competent Minister shall issue the necessary decisions for implementing the provisions of this Article and determining the categories and types of real estate brokers to be registered in the Real Estate Brokerage Register.

Article (3):

A person applying for registration or renewal of registration in the Register of Commercial Agents and Commercial Mediators referred to in Article (2) of this Law shall satisfy the following conditions:

First: Registration of Natural Persons:

The applicant must be an Egyptian national. In the case of persons who acquired Egyptian nationality by naturalization, at least ten years must have elapsed from the date of acquiring such nationality.

The applicant must have full legal capacity.

The applicant must have a good reputation and must not have previously been sentenced to a felony punishment or a custodial punishment for a crime involving dishonor or dishonesty, or for any of the crimes stipulated in this Law or the laws relating to import, export, foreign exchange, customs, taxes, supply, companies, or commerce, unless he has been rehabilitated.

The applicant must not have been declared bankrupt unless he has been rehabilitated.

The applicant must not be an employee of the government, local government units, public authorities, or public sector companies and units. Former employees of such entities must have completed at least two years from the date of leaving service by resignation or for disciplinary reasons.

The applicant must not be a member of the House of Representatives, the Senate, or local popular councils, or dedicated to political work, throughout the period of membership or dedication, unless he was originally engaged in such work before his membership or dedication.

The applicant must not be a first-degree relative of any holder of political office or any of the categories referred to in the preceding paragraph.

The applicant must not be a first-degree relative of any employee holding the position of General Manager or above, or equivalent positions, who is a member of procurement, sale, or award committees in any of the entities referred to in paragraph (e).



The applicant must not be listed on any of the Negative Lists.

Second: Registration of Companies:

The company's principal headquarters must be located in Egypt.

The company's purposes, according to its articles of association or incorporation contract, must include carrying out commercial agency or commercial mediation activities.

The company's capital must be wholly owned by Egyptian partners, provided that at least ten years have elapsed where Egyptian nationality was acquired through naturalization.

If the partner is a legal person, it must be of Egyptian nationality and the majority of its capital must be owned by original Egyptians or persons who have held Egyptian nationality by naturalization for at least ten years.

All joint partners, all managers, or members of the board of directors of joint-stock companies, as applicable, must satisfy the conditions stipulated in **First: Registration of Natural Persons** of this Article.

The capital of partnerships shall not be less than EGP 20,000 (twenty thousand Egyptian pounds), evidenced by the latest balance sheet submitted by the company to the Tax Authority for the preceding financial year, or by submitting a certificate proving the deposit of such amount in an approved bank in the case of commencing the company's activity.

Public sector companies shall be exempted from the conditions stipulated in paragraphs (c) and (d) where the import activity is related to their activities.

Limited liability companies shall be treated as partnerships for the purposes of applying the provisions of this Law.



Article (3 Bis):

A person applying for registration or renewal of registration in the Real Estate Brokers Register referred to in Article (2) of this Law shall satisfy the following conditions:

First: Registration of Natural Persons:

The applicant shall satisfy the conditions required under **First** of Article (3) of this Law.

The applicant shall successfully complete a specialized training course in the field of real estate brokerage before registration in the register, including the rules for reading maps and plans, in accordance with the rules issued by a decision of the competent Minister.

The applicant shall satisfy any other conditions required for certain categories of persons practicing the real estate brokerage profession, as determined by a decision issued by the competent Minister.

Second: Registration of Legal Persons:

The company's principal headquarters shall be located in Egypt. As an exception, and by a decision of the competent Minister and according to the controls determined thereby, companies having a branch or office in the Arab Republic of Egypt may be registered.

The company's purposes shall include carrying out real estate brokerage activities according to its articles of association or incorporation contract.

The company's paid-up capital on the date of submitting the registration application shall not be less than EGP 20,000.

All joint partners, managers, members of the board of directors of joint-stock companies, or persons responsible for actual management, as applicable, shall satisfy the conditions stipulated in **First** of this Article. Companies having foreign founders shall be exempted from the nationality requirement by a decision of the competent Minister.

Any other conditions required for registering certain categories of persons practicing the real estate brokerage profession shall be satisfied, as determined by a decision issued by the competent Minister.



Article (4):

The following conditions shall be required for accepting an application for registration in the Register of Commercial Agents and Commercial Mediators or Real Estate Brokers:

- Submission of the commercial agency, commercial mediation, or real estate brokerage contract, as applicable, provided that such contract includes the nature of the work of the commercial agent, commercial mediator, or real estate broker, the responsibilities of the parties to the contract, the agreed commission rates, the conditions for payment thereof, and in particular the currency in which such commission shall be paid.
 - With respect to foreign companies or entities issuing the agency, in addition to the foregoing conditions, the contract must be authenticated by the competent chamber of commerce or the official entity acting in its capacity and legalized by the competent Egyptian consulate. The contract must also include the foreign company's or entity's obligation to notify such consulate of any agreement containing an amendment to any of the contract's particulars.
 - The foreign company or entity shall not have a commercial agent from public sector companies unless such agency has expired.
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Article (5):

The Executive Regulations shall determine the following:

The procedures and documents relating to registration, renewal, and amendment of the data recorded in the Register of Commercial Agents and Commercial Mediators or Real Estate Brokers.

The amounts payable for registration, renewal, amendment, and obtaining copies from the registers, provided that such amounts shall not exceed the following:

- EGP 1,000 as a security deposit submitted with the registration application.
- EGP 500 as the first-time registration fee.
- EGP 200 as the registration renewal fee.
- EGP 20 as the fee for amending registration data.



- EGP 10 for each issued copy.

No fee shall be payable upon notification that the commercial agent, commercial mediator, or real estate broker has obtained another agency in addition to the one registered in the register, except for the fee prescribed for amending registration data.

Only one fee shall be payable upon renewal of registration, even if the registration includes more than one agency.

A commercial mediator or real estate broker shall pay only half of the amounts prescribed pursuant to this Article if he is connected with the producer, trader, or distributor through an employment contract.

Article (6):

Registration shall be renewed every five years from the date of registration or the date of the last renewal, provided that the application shall be submitted during the ninety days preceding the expiry of the period.

Nevertheless, the application shall be accepted if submitted within the ninety days following the expiry of the period, provided that the applicant pays double the applicable fee in such case.

The registration of the commercial agent, commercial mediator, or real estate broker shall be cancelled if no renewal application is submitted within the aforementioned ninety-day period.

Article (7):

Foreign companies or establishments shall not establish scientific, technical, consultancy, or other service offices unless such companies or establishments have a commercial agent in Egypt in accordance with the provisions of this Law.

Such companies, establishments, or their offices referred to in the preceding paragraph shall not engage in any commercial agency, commercial mediation, or real estate brokerage activity except through a commercial agent, commercial mediator, or real estate broker registered in the register referred to in Article (2).



Article (8):

Establishment of the offices referred to in the preceding Article shall require obtaining the approval of the competent ministry, which shall maintain a special register in which such offices shall be recorded.

The Executive Regulations of this Law shall determine the amounts payable for registration, renewal, and amendment of data in such register, as well as the currency in which such amounts shall be paid, provided that they shall not exceed the following:

- EGP 1,000 as a security deposit submitted with the registration application.
 - EGP 500 as the registration fee.
 - EGP 200 as the registration renewal fee.
 - EGP 20 as the fee for amending registration data.
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Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities

Chapter Two: Obligations of Principals, Commercial Agents, Commercial Mediators, and Others

Article (9):

All natural persons, legal persons, and establishments, including producers, traders, or distributors, in their dealings with commercial agents, commercial mediators, or real estate brokers, shall be subject to the provisions regulating tax withholding and remittance procedures, as well as the penalties arising from violation of such provisions, as stipulated under the Income Tax Law promulgated by Law No. 157 of 1981, with respect to all amounts paid by them to commercial agents, commercial mediators, or real estate brokers, whether by way of commission, brokerage fees, remuneration, or under any other name.

The Executive Regulations of the Law shall regulate the procedures and deadlines for notification and remittance of the amounts withheld on account of tax.

If the percentage referred to in the first paragraph of this Article is not withheld, the entity that failed to do so shall be obligated to pay such amount to the Tax Authority, without prejudice to the right of such entity to recourse against the person liable for the tax.

If the notification referred to in the first paragraph of this Article is not made, the person who paid such amounts shall be jointly liable with the commercial agent, commercial mediator, or real estate broker for payment of the due taxes, fines, and compensations related thereto.

Article (10):

The commercial agent shall notify the competent administration responsible for the Register of Commercial Agents and Commercial Mediators or Real Estate Brokers of any amendment to the data relating to the commercial agency or agencies assigned to him, particularly any amendment or separate agreement concerning the commission percentage or amount, within a maximum period of thirty days from the date on which such amendment occurs.



If the commercial agent obtains another agency other than the one registered, the new agency must be registered in the register referred to in Article (2) before commencing any activity based on such agency.

Article (10 Bis):

The real estate broker shall notify the competent administration responsible for the Real Estate Brokerage Register of any amendment or change occurring to the data referred to in Article (2 Bis) of this Law, within a maximum period of thirty days from the date on which such amendment or change occurs.

Article (11):

The commercial agent shall maintain regular books containing accurate data, and shall record therein the commissions due to him and the banks in which such commissions are deposited.

The commercial agent shall also notify the competent administration responsible for the Register of Commercial Agents and Commercial Mediators or Real Estate Brokers upon ceasing to practice the commercial agency activity, within thirty days from the date of cessation.

In such case, the security deposit shall be refunded to him.

Article (11 Bis):

The real estate broker shall maintain a register in which the real estate brokerage transactions carried out by him shall be recorded, including the commissions and amounts received by him, the transaction price, the date of execution, the personal data of the contracting parties, the down payment paid for completing the transaction, and any other information or data determined by a decision of the competent Minister.

The real estate broker shall provide the competent ministry with the register referred to in the first paragraph of this Article, as well as copies of the documents, information, and contracts retained by him, or any amendment or change occurring thereto.



The real estate broker shall also provide copies of the documents, information, and contracts to the contracting parties whenever such documents, information, or contracts relate to their transactions.

Article (12 Bis):

The real estate brokerage contract shall be in writing and shall include the necessary data, particularly the date of its execution, the name of the real estate broker, the client, their national identification numbers, the real estate broker's data according to the Commercial Register, his tax registration number, the specifications of the real estate, unit, or land, and any other data determined by a decision of the competent Minister.

The contract shall specify the scope of work of the real estate broker and the necessary powers required to verify the data of the real estate, unit, or land subject to the real estate brokerage with governmental and non-governmental entities, within the limits of the official power of attorney issued to him by both parties to the real estate brokerage contract or either of them.

The real estate broker shall also record in the real estate brokerage contract the payment method in full, including its type, method, date, and amount.

Article (12 Bis A):

The real estate broker shall verify the data of the real estate, unit, or land and shall confirm the information provided by the concerned parties and match it with the actual information registered with the administrative authorities, whether regarding the area or the accurate description.

The real estate broker shall also maintain the confidentiality of the information of which he becomes aware pursuant to the first paragraph of this Article and shall not disclose such information except in cases permitted by law.



Article (12 Bis B):

The commission agreed upon in the real estate brokerage contract, or any amounts received by the real estate broker, shall be collected through non-cash payment methods stipulated under the Law Regulating the Use of Non-Cash Payment Methods promulgated by Law No. 18 of 2019.

As an exception to the Law Regulating the Use of Non-Cash Payment Methods referred to above, payment of any of the aforementioned amounts in cash exceeding EGP 10,000 shall be prohibited.

Article (12):

Any person carrying out any commercial mediation activity or real estate brokerage activity shall notify the Tax Authority of all amounts paid in consideration thereof within thirty days from the date of payment.

Article (13):

Government ministries, authorities, local government units, public authorities, and public sector companies and units shall, if during the exercise of their powers or activities they discover the existence of a commercial agency or the performance of any commercial mediation or real estate brokerage activity, notify the Tax Authority thereof within thirty days.

Such notification shall include the identity of the commercial agent, commercial mediator, or real estate broker, the activity performed by him, the amounts received by him, and, generally, all available data relating thereto.



**Law Regulating Commercial Agency Activities and Certain Commercial
Mediation or Real Estate Brokerage Activities**

**Chapter Three: Special Provisions Concerning Contracts Concluded
by the Government and Public Sector**

Article (14):

Government ministries, authorities, local government units, public authorities, and public sector companies and units shall, when establishing the conditions for their contracts, ensure that the tender documents include the amount of the commission or brokerage fee payable to the commercial agent, commercial mediator, or real estate broker in the event that the tender is awarded, as well as the identity of the person or persons entitled to receive such amounts.

Such amounts shall be deposited for the account of the entitled persons in one of the banks operating in the Arab Republic of Egypt and subject to the supervision of the Central Bank, in the currency agreed upon between the parties.

The entities referred to in the first paragraph of this Article may provide for reducing or increasing the tender price, as applicable, by the amount of the commission or mediation fee, provided that such entities pay the commercial agent, commercial mediator, or real estate broker the commission or mediation fee in the amount and according to the conditions agreed upon.

Article (15):

Contracts concluded between any of the entities referred to in the first paragraph of the preceding Article and any foreign entity shall include a provision requiring such foreign entity to notify the contracting entity of all amounts payable by it in connection with such contract, regardless of the designation of such amounts, to a commercial agent, commercial mediator, real estate broker, or any other person, regardless of his capacity.

This obligation shall apply whether such entitlement arose before the conclusion of the contract, was connected thereto, or arose thereafter.



If the foreign entity fails to provide such notification, it shall be jointly liable with the person who received such amounts for payment of the taxes, fines, and compensations due in respect thereof.

Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities

Chapter Four: Regulation of Accountability

Article (16):

Without prejudice to any more severe penalty provided for under any other law, any person who practices the profession of commercial agency, carries out any commercial mediation or real estate brokerage activity, or establishes or manages an establishment for any of the aforementioned purposes, without being registered in either of the two registers referred to in Article (2) of this Law, shall be punished by imprisonment for a period not exceeding two years and a fine of not less than EGP 50,000 and not exceeding EGP 1,000,000, or by either of these two penalties.

In addition, the judgment shall deprive the offender of practicing the activity for a period not exceeding two years and shall order the closure of the establishment for a period equal to the period of deprivation from practicing the activity.

Any person violating the provision of the second paragraph of Article (10) of this Law shall also be punished by a fine of not less than EGP 30,000 and not exceeding EGP 50,000.

The conviction judgment shall result in cancellation of the registration and forfeiture of the right to recover the security deposit.



Article (16 Bis):

Any person violating the provisions of Article (12 Bis B) of this Law shall be punished by a fine of not less than **2% of the value of the amount paid in cash** and not exceeding **10% of the value of such amount**, with a maximum limit of EGP 1,000,000.

Article (16 Bis A):

Any person violating the provisions of Articles (10 Bis), (11 Bis), (12 Bis), and (12 Bis A) of this Law shall be punished by a fine of not less than EGP 10,000 and not exceeding EGP 50,000.

Article (17):

Without prejudice to any more severe penalty provided for under any other law, any person whose registration or renewal of registration in either of the two registers referred to in Article (2) of this Law was made based on intentionally provided false information, or based on intentionally withholding data, information, registers, or documents that were required to be submitted or disclosed, shall be punished by the same penalty stipulated in the first paragraph of Article (16) of this Law.

This shall apply where such false information or withholding relates to the fulfillment of the registration requirements in either of the two aforementioned registers.

The issuance of a conviction judgment pursuant to the first paragraph of this Article shall result in:

- Depriving the convicted person of practicing the activity for a period not exceeding two years;
 - Cancellation of the registration;
 - Forfeiture of the right to recover the security deposit;
 - Closure of the establishment for a period equal to the period of deprivation from practicing the activity.
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Article (18):

Any commercial agent, commercial mediator, or real estate broker who continues to practice the activity after one of the registration conditions stipulated in either Article (3) or Article (3 Bis) of this Law has ceased to exist, while knowing such fact, shall be punished by imprisonment for a period not exceeding six months and a fine not exceeding EGP 50,000, or by either of these two penalties.

In addition, the judgment shall result in cancellation of the registration and forfeiture of the right to recover the security deposit.

Article (19):

Where the crime is committed by a legal person, the person responsible for the actual management of such legal person shall be punished by the same penalties prescribed for acts committed in violation of the provisions of this Law, if it is proven that he was aware thereof and that the crime occurred as a result of his breach of his duties.

The legal person shall be punished by a fine of not less than EGP 50,000 and not exceeding EGP 1,000,000.

The legal person shall be jointly liable for payment of the financial penalties imposed if the crime committed in violation of the provisions of this Law was committed by one of its employees in its name and for its benefit.

Article (20):

The final judgments issued in crimes stipulated in Articles (16), (17), (18), and (19) of this Law shall be published in two widely circulated daily newspapers designated by the judgment, and in the bulletin prepared by the competent ministry concerning the Registers of Commercial Agents and Commercial Mediators or Real Estate Brokers.

Such publication shall be made at the expense of the convicted person.



Article (20 Bis):

The competent Minister may settle any of the crimes stipulated in this Law before filing the criminal action, in return for payment of an amount not less than twice the minimum fine and not exceeding the maximum fine prescribed.

Settlement may also be made after filing the criminal action and before issuance of a judgment therein, in return for payment of an amount not less than four times the minimum fine and not exceeding the maximum fine prescribed.

Settlement may also be made after issuance of the criminal judgment, in return for payment of an amount not less than the maximum fine prescribed and not exceeding twice such amount.

Settlement shall result in the extinguishment of the criminal action with respect to the crime subject to settlement.

The Public Prosecution shall order suspension of the execution of the penalty if settlement occurs during execution of the penalty, even if such execution takes place after the judgment has become final and conclusive.

Article (21):

If the commercial agent violates the provisions of the first paragraph of Article (10) of this Law, his right to the security deposit shall be forfeited, and he shall be required to pay a double security deposit within thirty days from the date on which he is notified of the forfeiture of his right to the security deposit by registered letter with acknowledgment of receipt sent to his latest address notified by him to the competent administration of the register referred to in Article (2) of this Law.

In the event of repetition of the violation of the first paragraph of Article (10) of this Law, the registration shall be cancelled by a decision of the competent Minister, and the right to recover the double security deposit shall be forfeited.



Article (22):

The registration of the commercial agent, commercial mediator, or real estate broker shall be cancelled by a reasoned decision issued by the competent Minister in the following cases:

- Violation of the provisions of the first paragraph of Article (10), the first paragraph of Article (11), or Article (12) of this Law.
- Cancellation of registration in this case shall result in forfeiture of the right to recover the security deposit.
- If the commercial agent, commercial mediator, or real estate broker loses any of the registration conditions required for registration in the Register of Commercial Agents.
- In the event of the death of the natural person or the dissolution of the legal person.
- Violation of the provisions of Articles (11 Bis), (12 Bis), and (12 Bis A) of this Law.

Article (23):

Any person against whom a judgment has been issued for any of the crimes stipulated in this Law shall not be permitted to work in any capacity whatsoever for an establishment or company engaged in commercial agency, commercial mediation, or real estate brokerage activities.

Furthermore, any person whose registration has been cancelled from the Register of Commercial Agents and Commercial Mediators or Real Estate Brokers pursuant to the provisions of Articles (21) and (22) of this Law shall not be eligible for re-registration until at least five years have elapsed from the date of cancellation of the registration.

During such period, such person shall not be permitted to work in any capacity whatsoever for an establishment or company engaged in commercial agency, commercial mediation, or real estate brokerage activities, nor shall he participate in the incorporation or management of any company engaged in commercial agency, commercial mediation, or real estate brokerage activities.



Article (24):

The employee responsible for violating the provisions of Article (13) of this Law shall be subject to disciplinary punishment.

If it is established that the violation was intentional and committed in collusion with the commercial agent, commercial mediator, or real estate broker, the employee shall be jointly liable with the commercial agent, commercial mediator, or real estate broker for the payment of the due tax amounts, compensations, and fines.

All of the foregoing shall be without prejudice to any more severe penalty provided for under any other law.

Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities

Chapter Five: Final Provisions

Article (25):

Commercial agents and the offices referred to in Article (7) of this Law that are operating at the time this Law enters into force shall take the procedures stipulated herein for registration in the registers prepared for this purpose within the period determined by the Executive Regulations.

Article (26):

The employees responsible for implementing the provisions of this Law, who shall be designated by a decision of the Minister of Justice after agreement with the competent Minister, shall have the capacity of judicial officers for the purpose of detecting violations of the provisions of this Law or its Executive Regulations.



Article (27):

The confidentiality of the data contained in the Register of Commercial Agents and Commercial Mediators or Real Estate Brokers shall be maintained, and no person other than those responsible for implementing the provisions of this Law shall be permitted to access such data.

Any person who, by virtue of his position, has access to the register, the data related thereto, or the correspondence exchanged between applicants for registration, amendment of data, or renewal and the competent administration of the register referred to in Article (2) of this Law, or between such administration and commercial agents, commercial mediators, or real estate brokers, shall maintain the confidentiality applicable to such data and information.

Any person violating this obligation shall be subject to the penalty stipulated in Article (310) of the Penal Code.

Article (28):

The Executive Regulations of this Law shall be issued by a decision of the competent Minister within four months from the date of its publication in the Official Gazette.

The Executive Regulations shall particularly include determining the validity period of registration, provided that such period shall not be less than one year and shall not exceed five years.

The Executive Regulations shall also include the penalties resulting from violation of their provisions, provided that such penalties shall not exceed a fine with a maximum amount of EGP 100.

The Executive Regulations shall further determine the cases in which the competent Minister may, by decision, cancel registration in the register referred to in Article (2) for a period not exceeding three years.



Translation of

the Executive Regulations
of Law No. 120 of 1982

Regulating Commercial Agency
Activities and Certain Commercial
Mediation or Real Estate
Brokerage Activities

ترجمة اللائحة التنفيذية للقانون
رقم ١٢٠ لسنة ١٩٨٢ بشأن تنظيم
أعمال الوكالة التجارية وبعض أعمال
الوساطة التجارية والسمسرة العقارية

20 Septemeber 2026



ANDERSEN

Minister of Economy Decision No. 342 of 1982

Concerning the Executive Regulations of Law No. 120 of 1982 Promulgating the Law
Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate
Brokerage Activities

Preamble

Having reviewed:

Law No. 137 of 1974 concerning certain provisions related to import, export, and foreign exchange;

Law No. 118 of 1975 concerning import and export;

Law No. 34 of 1976 concerning the Commercial Register;

Law No. 157 of 1981 promulgating the Income Tax Law;

Law No. 159 of 1981 promulgating the Law on Joint Stock Companies, Partnerships Limited by Shares, and Limited Liability Companies;

Law No. 120 of 1982 promulgating the Law Regulating Commercial Agency Activities and Certain Commercial Mediation Activities;

Presidential Decision No. 1770 of 1971 establishing the General Organization for Export and Import Control;

Minister of Economy Decision No. 1083 of 1961 issuing the Executive Regulations of Law No. 107 of 1961 regulating commercial agency activities;

Minister of Trade Decision No. 1036 of 1978 concerning the unified decision for the Executive Regulations of the Import and Export Law;

And upon the opinion of the State Council;



Chapter One

General Provisions

Article (1):

The General Organization for Export and Import Control shall maintain the following registers:

- The Register of Commercial Agents and Commercial Mediators.
 - The Register of Scientific, Technical, and Consultancy Services Offices of Foreign Companies and Establishments.
 - The Register of Real Estate Brokers.
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Article (2):

The following categories shall be registered in the register referred to in paragraph (1) of the preceding Article:

- Persons who, on a regular basis, submit tenders or conclude purchase, sale, lease, or service provision transactions in the name and on behalf of producers, traders, or distributors, or in their own name and on behalf of any of them, provided that they are not connected by an employment contract or a service lease contract.
- Persons whose activity as commercial mediators or real estate brokers, even in relation to a single transaction, is limited to searching for a contracting party or negotiating with such party to persuade him to enter into a contract, including contracts for the sale or purchase of real estate.

This shall also include any person who performs any commercial agency activity, even once only, or who is connected with the producer, trader, or distributor through an employment contract.



Article (3):

Scientific, technical, consultancy, or other service offices of foreign companies or establishments shall be registered in the register referred to in paragraph (b) of Article (1) of these Regulations.

Article (3 Bis):

The register referred to in paragraph (c) of Article (1) of these Regulations shall include every person who carries out brokerage activities or seeks to conclude contracts related to real estate and built or vacant lands, whether concerning their purchase, sale, lease, or mediation in any of the foregoing.

The register shall include the data and information relating to persons registered therein based on their registration files, including their basic personal data, details of their place of practicing the profession, the code granted to them, the category to which they belong, and other data, information, and statistics necessary for regulating real estate brokerage activities.

The General Organization for Export and Import Control shall continuously and regularly update the register in accordance with developments in this activity and shall publish the updated list containing the names of real estate brokers throughout the Republic on the Organization's website (www.GOEIC.GOV.EG) to enable everyone to access it.

Article (4):

The term **"concerned person"** shall mean the individual trader and any person having the right of signature and management in partnerships and limited liability companies, whether such person is a partner, appointed manager, chairman of the board of directors or deputy thereof, or the responsible manager in capital companies, in accordance with what is recorded in the commercial register entry.



Article (5):

The representative of the concerned person (the commercial agent, commercial mediator, or real estate broker) shall be required to be of Egyptian nationality and shall act pursuant to an official power of attorney.

If such representative is an employee of the government, local government units, public authorities, or public sector companies and units, his employer shall be notified.

Article (6):

Registration in the registers referred to in Article (1) of these Regulations shall be carried out using the forms prepared for this purpose by the General Organization for Export and Import Control.

Article (7):

A person registered in any of the registers referred to in Article (1) of these Regulations shall be provided with evidence of his registration using the form prepared for this purpose by the General Organization for Export and Import Control, including his name, registration number, and commercial data.

Interested parties may obtain a certified copy of the information recorded in such registers or a negative certificate confirming that a specific matter is not recorded therein.

Article (8):

The registered commercial agent, commercial mediator, or real estate broker shall indicate his registration number on all his documents and correspondence.



Article (9):

Repealed.

Article (10):

Natural persons, legal persons, and establishments including producers, traders, or distributors dealing with commercial agents, commercial mediators, or real estate brokers shall notify the Tax Authority of the amounts paid by them to such commercial agents, commercial mediators, or real estate brokers, whether by way of commission, brokerage fees, remuneration, or under any other name.

They shall also, when paying such amounts to commercial agents, commercial mediators, or real estate brokers, comply with the provisions of the Income Tax Law promulgated by Law No. 91 of 2005 and its Executive Regulations regulating tax withholding procedures and the deadlines and procedures for remitting the amounts withheld on account of tax.

Article (11):

Foreign documents required to be submitted with the registration application shall be accompanied by an approved Arabic translation.

Article (12):

The commercial agency contract, commercial mediation contract, or real estate brokerage contract, as well as the assignment letter for scientific, consultancy, and technical services offices, shall include a provision specifying the geographical and commodity scope of activity of the commercial agent, commercial mediator, real estate broker, or office.



Article (13):

The agency shall not be issued by a foreign company that has a commercial agent from public sector companies unless the agency granted to such public sector company has expired.

Article (13 Bis 1):

Either party to a commercial agency contract may terminate the contract at any time in accordance with the procedure agreed upon in the contract.

However, compensation shall only be due if the contract is terminated without prior notice or at an inappropriate time.

If the contract is for a definite term, compensation shall be due unless its termination is based on a serious and acceptable reason.

The Supreme Constitutional Court ruled, in its judgment issued on 2 August 2025 in Constitutional Case No. 35 of Judicial Year 29, that the first Article of Minister of Foreign Trade and Industry Decision No. 362 of 2005 concerning the amendment of certain provisions of the Executive Regulations of the Law Regulating Commercial Agency Activities and Certain Commercial Mediation Activities promulgated by Law No. 120 of 1982 is unconstitutional.

Article (13 Bis 2):

The principal shall not terminate an indefinite-term agency contract without fault or negligence on the part of the agent in performing the contract; otherwise, the principal shall be obligated to compensate the agent for the damage suffered as a result of his dismissal and termination of the agency contract.

Any agreement contrary to the foregoing shall be deemed null and void.

The agent shall also be obligated to compensate the principal for the damage suffered if the agent relinquishes the agency at an inappropriate time and without an acceptable justification.



Article (13 Bis 3):

If the principal refuses to renew a fixed-term agency contract without any fault or negligence on the part of the agent during the performance of the agency contract, the principal shall be obligated to compensate the agent for the damage suffered as a result thereof, if the agent's activity has resulted in apparent success in promoting the commodity or increasing the number of customers.

Article (14):

The Industrial Control Authority shall approve service or maintenance centers for the purpose of proving agencies relating to goods for which importation requires the existence of an Egyptian commercial agent and a service center in Egypt.

Chapter Two

Registration in the Registers of Commercial Agents and Commercial Mediators and Real Estate Brokers

Article (15):

An application for registration of natural persons in the Register of Commercial Agents and Commercial Mediators or the Register of Real Estate Brokers shall be submitted to the General Organization for Export and Import Control using the form prepared for this purpose, accompanied by the following documents:

- An extract from the registration entry in the Commercial Register proving that commercial agency, commercial mediation, or real estate brokerage activities fall within the scope of the original activity of the commercial agent, commercial mediator, or real estate broker, as stipulated in Article (1) of the referred Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities.



- If the commercial agency, commercial mediation, or real estate brokerage contract is concluded with a foreign company or entity, the contract shall be authenticated by the competent chamber of commerce or the official entity acting in its capacity in the foreign country and legalized by the competent Egyptian consulate.
- The contract shall include the foreign company's or entity's obligation to notify such consulate of every agreement containing an amendment to the contract data after such amendment occurs.
- A declaration from the applicant confirming that he has not previously been sentenced to a felony punishment, or a custodial punishment for a crime involving dishonor or dishonesty, or for any of the crimes stipulated in the Import and Export Law, foreign exchange crimes stipulated in the Central Bank of Egypt Law, customs, taxes, supply, companies, or commerce laws, unless he has previously been sentenced for any of these crimes and has been rehabilitated.
- A photocopy of the personal identification document and a photocopy of the tax card containing complete data, while presenting the originals for inspection.
- An official extract of the birth certificate or the certificate of acquisition of Egyptian nationality if the applicant is of foreign origin.
- A declaration from the applicant confirming that he is not an employee of the government, local government units, public authorities, or public sector companies and units.
- If he is a former employee of such entities whose service was terminated by resignation or for disciplinary reasons, he shall submit evidence that two years have elapsed from the date of termination of service.
- A declaration from the applicant confirming that he is not a member of the House of Representatives, the Senate, or local popular councils, and that he is not dedicated to political work.
- If the applicant is a member of any of these councils or dedicated to political work, he shall submit evidence proving that the date of commencement of his membership or dedication to political work occurred after the date on which he started practicing commercial agency, commercial mediation, or real estate brokerage activities.



- A declaration from the applicant confirming that he has no first-degree relatives holding political positions, or who are members of the House of Representatives, the Senate, or local popular councils, or employees holding the rank of General Manager or above, or equivalent positions, who are members of procurement or sales committees in the government, local government units, public authorities, or public sector companies and units.
- Evidence of payment of the prescribed security deposit and fees.

The General Organization for Export and Import Control shall, when reviewing an application for registration or renewal thereof, verify that the applicant for registration or renewal is not included in the lists of terrorist entities and terrorists organized pursuant to Law No. 8 of 2015 concerning the regulation of lists of terrorist entities and terrorists, or in the list of names and entities included in the database maintained by the Anti-Money Laundering Unit established pursuant to the Anti-Money Laundering Law promulgated by Law No. 80 of 2002.

Article (15 Bis):

In addition to the documents specified in the preceding Article, a natural person applying for registration in the Register of Commercial Agents and Commercial Mediators shall submit the following documents:

- An officially certified copy of the commercial agency contract or commercial mediation contract, including the nature of the work of the commercial agent or commercial mediator, the responsibilities of the parties to the contract, the agreed commission percentage, the conditions for payment thereof, and the currency in which such commission shall be paid.
 - An experience certificate in the field of agency issued by the competent chamber of commerce and approved by the General Federation of Chambers of Commerce.
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Article (15 Bis 1):

In addition to the documents specified in Article (15) of these Regulations, a natural person applying for registration in the Register of Real Estate Brokers shall submit the following documents:

- An officially certified copy of the real estate brokerage contract including the date of execution, the name of the real estate broker, the client, the national identification number or passport number, as applicable, the real estate broker's data according to the Commercial Register, his tax registration number, the specifications of the real estate, unit, or land, the scope of work of the real estate broker, and the powers necessary to verify the data of the real estate, unit, or land subject to real estate brokerage with governmental and non-governmental entities within the limits of the official power of attorney issued to him by both parties to the real estate brokerage contract or either of them.

The contract shall also include the method of payment of the commission in full, including its type, method, date, and amount.

- A certificate proving completion of the specialized training course in the field of real estate brokerage provided by training centers designated by a decision of the Minister concerned with foreign trade affairs, organized in accordance with the provisions of the annex attached to these Regulations.

Article (16):

An application for registration of legal persons in the Register of Commercial Agents and Commercial Mediators or the Register of Real Estate Brokers shall be submitted to the General Organization for Export and Import Control using the form prepared for this purpose, accompanied by the following documents:

- An extract from the company's Commercial Register indicating its principal headquarters and confirming that commercial agency, mediation, or real estate brokerage activities fall within its scope of activity, as stipulated in Article (1) of the referred Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities.
- An official copy of the company's incorporation contract and the amendments introduced thereto.



With respect to joint-stock companies, partnerships limited by shares, limited liability companies, and one-person companies, a copy of the Investment Gazette in which the company's incorporation contract or articles of association was published shall also be submitted.

- The latest balance sheet of the company submitted to the Tax Authority for the preceding financial year, in order to prove that its capital is not less than EGP 20,000.

In case the company has commenced its activity, a certificate proving the deposit of this amount in one of the approved banks shall be submitted.

- The remaining documents relating to natural persons required for all joint partners, chairmen of boards of directors, managers, members of boards of directors, founders, or persons responsible for actual management.
- Evidence of payment of the prescribed security deposit and fees.

Article (16 Bis):

In addition to the documents referred to in the preceding Article, the legal person applying for registration in the Register of Commercial Agents and Commercial Mediators shall submit the following documents:

- A declaration from the responsible manager having the right of management and signature, or from the chairman of the board of directors or the managing director, as applicable, confirming that the company's capital is wholly owned by Egyptians.

If any partner is of foreign origin, ten full years must have elapsed from the date of acquisition of Egyptian nationality.

- If the partner is a legal person, evidence shall be submitted proving that it holds Egyptian nationality and that the majority of its capital is owned by Egyptians.

The lapse of ten years from the date of acquisition of Egyptian nationality shall be taken into consideration with respect to each partner or shareholder of foreign origin.



Article (16 Bis 1):

In addition to the documents referred to in Article (16) of these Regulations, the legal person applying for registration in the Register of Real Estate Brokers shall submit a declaration from the responsible manager having the right of management and signature, or from the chairman of the board of directors or the managing director, as applicable, confirming that all joint partners, managers, members of the boards of directors of joint-stock companies, or persons responsible for actual management hold Egyptian nationality.

This shall be without prejudice to the status of companies among whose shareholders there are foreigners and which have obtained an exemption decision issued by the Minister concerned with foreign trade affairs upon the recommendation of the General Organization for Export and Import Control, pursuant to Article (3 Bis) of the referred Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities.

The registration of branches of foreign companies whose principal headquarters are located outside the Arab Republic of Egypt shall be approved by a decision of the Minister concerned with foreign trade affairs upon the recommendation of the General Organization for Export and Import Control.

Article (16 Bis 2):

The real estate broker shall maintain an electronic register through the website of the General Organization for Export and Import Control, in which the brokerage contracts concluded by him and the real estate brokerage transactions carried out by him shall be recorded, including:

- The transaction price;
- The date of execution;
- The commissions and amounts received by him;
- The personal data of the contracting parties;
- The data relating to the subject matter of the contract.

Until the establishment and preparation of the aforementioned electronic register, the real estate broker shall maintain a paper register and submit it to the General Organization for Export and Import Control upon request.



This shall be without prejudice to the Organization's right of supervision and inspection pursuant to Article (26) of the referred Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities.

The real estate broker shall also provide the Organization, upon request, with copies of the documents, information, and contracts retained by him, or any amendment or change occurring thereto.

Article (16 Bis 3):

The real estate brokerage contract shall include the necessary data, particularly the following:

- The date of execution of the contract.
 - The name of the real estate broker, the name of the client, and their national identification numbers.
 - The real estate broker's data according to the Commercial Register, his tax registration number, and his registration number in the Real Estate Brokers Register.
 - The specifications of the real estate subject to real estate brokerage.
 - The scope of work of the real estate broker and the powers necessary to verify the data of the real estate, unit, or land subject to real estate brokerage with governmental and non-governmental entities, within the limits of the official power of attorney issued to him by both parties to the real estate brokerage contract or either of them.
 - The amount or percentage of the agreed commission, the method and type of payment, and its date, in accordance with the provisions of Article (12 Bis B) of the referred Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities.
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Article (17):

Public sector companies shall be exempted from submitting the documents stipulated in:

- Item (4) of Article (16);
- Items (1) and (2) of Article (16 Bis) of these Regulations,

provided that the import activities or commercial agencies are related to their activities.

Article (18):

An application for renewal of registration shall be submitted using the form prepared for this purpose to the General Organization for Export and Import Control by the concerned person or his official representative within the period stipulated in Article (6) of Law No. 120 of 1982 referred to above.

The renewal application shall be accompanied by documents proving the validity and continuation of the registration.

Article (18 Bis):

The concerned person or his representative shall submit an application for amendment of the registration data in the Register of Commercial Agents and Commercial Mediators or the Register of Real Estate Brokers to the General Organization for Export and Import Control using the form prepared for this purpose within thirty days from the date of occurrence of the amendment or change in the data.

The application shall be accompanied by an official document proving that the amendment has been made.

The previous registration form shall be withdrawn from the commercial agent, commercial mediator, or real estate broker, and a new form reflecting the amendment shall be issued with the same registration number.

If the application for amendment of registration data is not submitted within the aforementioned period, the concerned person may not invoke such amendment against third parties.



However, third parties may rely on such amendment against the concerned person.

Article (19):

The amounts payable for registration, renewal, amendment, and obtaining copies shall be determined as follows:

No.	Reason for Fee	Fee (EGP)
1	Security deposit submitted with registration	1,000
2	First-time registration fee	500
3	Registration renewal fee if the application is submitted within the prescribed period	200
4	Registration renewal fee if the application is submitted after the deadline and within the ninety days following the expiry of five years from registration or renewal	400
5	Fee for amendment of registration data	20
6	Fee for issuing a copy	10

Article (20):

The commercial mediator or real estate broker shall pay half of the amounts stated in the table referred to in the preceding Article if he is connected with the producer, trader, or distributor through an employment contract.

Such contract shall be evidenced by submitting an official copy thereof accompanied by the social insurance card.



Chapter Three

Registration in the Register of Scientific, Technical, Consultancy, and Other Service Offices

Article (21):

The responsible manager of a scientific, technical, consultancy, or other service office of foreign companies shall submit to the General Organization for Export and Import Control an application for approval of its establishment using the form prepared for this purpose, after payment of the prescribed amounts and fees.

Article (22):

The registration application shall be accompanied by the following documents:

- The approval of the General Organization for Export and Import Control for establishing the office.
 - An extract from the Register of Commercial Agents maintained by the aforementioned Organization, proving that the foreign company or entity establishing the office has an Egyptian commercial agent.
-

Article (23):

The registered service offices referred to above shall have the right to obtain evidence of their registration in the register and their registration number.

Article (24):

Registration in the register shall be renewed every five years from the date of registration or from the date of its last renewal.



Article (25):

An application for renewal of registration shall be submitted within the ninety days preceding the expiry of the aforementioned five-year period.

However, the applicant for renewal of registration may submit his application within the ninety days following the expiry of the five-year period, in which case he shall be required to pay double the applicable fee.

Article (26):

Repealed.

Article (27):

Repealed.

Article (28):

The responsible manager of the office shall be punished by a fine of EGP 100 if he fails to notify the General Organization for Export and Import Control of the expiry or termination of the agency within sixty days from the date of expiry or termination of such agency.



Article (29):

The amounts payable for registration, renewal, and amendment of data in the register shall be determined according to the following amounts and fees.

Such amounts shall be paid in freely convertible US dollars according to the announced exchange rates applicable at the time of submitting the application, with any fractions rounded in favor of the aforementioned Organization:

No.	Reason for Fee	Fee (EGP Equivalent)
1	Security deposit submitted with the application	—
2	First-time registration fee	50
3	Registration renewal fee where the application is submitted within the prescribed period	200
4	Registration renewal fee where the application is submitted after the deadline and within the ninety days following the expiry of five years from registration or renewal	400
5	Fee for amendment of registration data	30
6	Fee for issuing a copy	10



Article (30):

The General Organization for Export and Import Control shall issue a periodic bulletin for publishing the judgments issued in the crimes stipulated in Articles (16), (17), (18), and (19) of the referred Law Regulating Commercial Agency Activities and Certain Commercial Mediation or Real Estate Brokerage Activities.

The bulletin shall also include the names of persons registered in the registers referred to in Article (1) of these Regulations and the entities they represent.

Article (30 Bis):

By a decision of the Minister concerned with foreign trade affairs, registration in the Register of Commercial Agents and Commercial Mediators or the Register of Real Estate Brokers may be cancelled for a period not exceeding three years in case of violation of the provisions of Articles (8), (12), (16 Bis 2), (16 Bis 3), and (18 Bis).

Article (31):

Commercial agents, commercial mediators, real estate brokers, and scientific, technical, consultancy, and other service offices operating at the time of issuance of Law No. 120 of 1982 shall submit applications for registration in the two registers referred to therein within a maximum period of five months from the date of publication of these Regulations.



Article (32):

This Decision shall be published in the Egyptian Gazette and shall enter into force from the date on which Law No. 120 of 1982 enters into force, namely 5 May 1983.

Any provisions contradicting this Decision shall be repealed, and Minister of Economy Decision No. 1083 of 1961 shall also be repealed from the date of entry into force of this Decision.

Annex:

The training course shall include, in particular, the following:

- The provisions of legislation related to real estate and the field of real estate brokerage.
- Types of real estate and their uses (residential, commercial, administrative, medical, industrial, and hotel properties).
- Rules for reading maps, plans, and engineering drawings of real estate.
- The advantages of new cities and the importance of urban expansion in Egypt from the economic and strategic perspectives.
- Principles and ethics of practicing real estate brokerage activities and its role in combating money laundering and terrorist financing.
- Developing the concept of real estate brokerage in Egypt and using modern methods in real estate marketing.
- Methods of dealing with customer databases according to the concept and system of Customer Relationship Management (CRM), and utilizing such databases in identifying customer categories.
- Skills for dealing with different customer profiles, communication, presentation, negotiation, and persuasion.
- Methods of calculating rates of return on investment in real estate based on the type of property and comparing them with alternative investment opportunities.
- Methods of calculating customers' income and determining suitable installment systems and financing programs for purchasing real estate.



The training course shall be held for applicants seeking registration in the Register of Real Estate Brokers at accredited training centers designated by a decision of the Minister concerned with foreign trade affairs.

The training centers, dates, and curricula of the training courses shall be periodically announced on the website of the General Organization for Export and Import Control (www.GOEIC.GOV.EG) to enable everyone to access such information.

Passing the training course shall require:

- Attendance by the trainee of at least **80% of the training hours**;
- Passing the evaluation test conducted after completion of the course.

The training center shall grant the trainee a certificate confirming completion of the training course, which shall be accepted as a document required for registration in the Register of Real Estate Brokers.

Any insured employee registered with the National Social Insurance Authority working for any natural or legal person registered in the Register of Real Estate Brokers may join the training course, provided that the employee's enrollment request is submitted through an official letter bearing the seal of the registered person, endorsed as to the validity of the signature, and accompanied by evidence of the employee's insurance coverage with such person.

