

Hiventures - Portfolio SME Capital Financing 2019 program

08:20 - 08:55 Registration

Introduction: Domestic SMEs, the time has come!

08:45 - 08:50 Welcome speech

Speaker:

Zoltán Bán, CEO, Net Média (Portfolio Csoport)

08:50 - 09:00 Foreword

Speakers:

Dr. László György, State Secretariat for Economic Planning and Regulation,
Ministry for Innovation and Technology

Dr. Edit Juhász, nemzeti pénzügyi szolgáltatásokért és közműszolgáltatásokért
felelős államtitkár, Miniszterelnöki Kormányiroda

09:00 - 09:15 MFB presentation

Speaker:

Dr. Levente Sipos-Tompa, Chairman & Chief Executive Officer, MFB

09:15 - 09:30 Keynote speech

Speaker:

Bence Katona, elnök-vezérigazgató, Nemzeti Tőkeholding, Hiventures

Section I: Hungarian businesses reach critical point - Change of generation in practice

Family businesses represent 60% of the Hungarian SME sector, and the change of generation is becoming an increasingly urgent issue for these companies.

Succession is critical not just for the individual businesses but also for the national economy, as these strong and durable enterprises founded around the time of Hungary's democratic transition form the backbone of the country's

economy. We are seeing the beginning of the first change of generation in Hungary, but we can already learn a lot from the experiences: what practical challenges the process entails, how these can be overcome, and what new opportunities arise during the process.

09:30 - 09:45 The challenges of moving on

Speaker:

Dr. László Radácsi, Director, BGE Budapest LAB

09:45 - 10:00 Presentation

Speaker:

dr. Péter Göndöcz, Partner, Deloitte Legal

10:00 - 11:00 Panel discussion

Moderator: **László Krisán**, vezérigazgató, KAVOSZ Zrt.

Conversation participants:

Levente Balogh, President, Owner, Szentkirályi Ásványvíz Kft.

András Csoma MRICS, CEO, Founder, Vestin Equity Ltd.

Dr. Gábor Kóka, Partner, Deloitte Private

Zoltán Kovács, Managing Director, Rekontir BPM

Gábor Szendrői, partner, európai alelnök, Concorde MB Partners, IMAP

Róbert Szerdahelyi, Head of SME Business / SME Directorate, Erste Bank

11:00 - 11:30 Coffee break

Section II: Merger, acquisition, company sale - Market consolidation from up close

The Hungarian SME sector is highly fragmented, with the ratio of small businesses significantly higher than in developed countries. As a result of the current structure, SMEs do not benefit from economies of scale, which adversely affects their competitiveness. Therefore, we will look at the issue of unlocking the potential in economies of scale and increasing competitiveness by supporting mergers and acquisitions - not just for SMEs but also from the viewpoint of big corporations.

11:30 - 11:45 From local to global - Opportunities for the domestic supplier base

Speaker:

Endre Ascsillán, Vice President, GE in Hungary

11:45 - 12:00 Mindful growth - How to switch up a gear

Speaker:

Viktor Szekeres, tulajdonos, alapító, Gloster Infokommunikációs Nyrt.

12:00 - 12:55 Panel discussion

Moderator: **Attila Weinhardt**, Analyst, Portfolio

Conversation participants:

László Krisán, vezérigazgató, KAVOSZ Zrt.

István Máté-Tóth, Deputy CEO of Business Development, Budapest Stock Exchange

Zoltán Siklósi, ügyvezető igazgató, Invescom

Viktor Szekeres, tulajdonos, alapító, Gloster Infokommunikációs Nyrt.

Dr. János Tamás Varga, Managing Partner, VJT & Partners Ügyvédi Iroda

12:55 - 13:55 Lunch break

Section III: SMEs, go abroad! - Export, expansion, capital export

Domestic SMEs account for just 20% of Hungary's exports. Conquering foreign markets or expanding through acquisitions are not typical activities in this sector. What synergies can come into play when investing capital abroad, and how could the domestic SME sector and the entire Hungarian economy profit from this? We will demonstrate the microeconomic and macroeconomic benefits of foreign expansion using genuine Hungarian success stories, while also showing how new opportunities by Hiventures could support this trend.

13:55 - 14:10 Boosting Exports through Private Equity Investments

Speaker:

Gergely Jákli, elnök-vezérigazgató, EXIM

14:10 - 14:25 Direction rest of the world! But how?

Speaker:

dr. András Lovretity, Partner, VJT & Partners Ügyvédi Iroda

14:25 - 14:40 Foreign expansion with success

Speaker:

Gábor Oláh, Founder and CEO, Capture Group

14:40 - 15:30 Panel discussion: Export opportunities and supporting foreign expansion

Moderator: **Gergely Csiki**, Chief editor, Portfolio

Conversation participants:

Guy Dymshiz, Co-Founder and Co-CEO, Duna House Group

József Farkas, Managing Director, Sanatmetal Kft.

Álmos Mikesy, elnök-vezérigazgató, Diófa Alapkezelő

Zoltán Nyemecz, CEO, Mobilbox

Gábor Oláh, Founder and CEO, Capture Group

15:30 - 15:50 Coffee break

Section IV: Roundtable workshop

Entrepreneurs registering for the various tables will be offered first-hand knowledge in the following topics: Beyond loans: the SME financing constructs of Hiventures; The company sale process, tips and tricks; Trust wealth management; Grants and funding, innovation tenders; The latest tax trends; Inheritance advice

15:50 - 16:50 Roundtable I: Aspects of Hiventures' SME capital financing

Introducing capital investment for SMEs

Financing constructs and types of transactions

Raising capital in practice - maturities, industries, barriers to entry

Moderator: **Álmos Mikesy**, elnök-vezérigazgató, Diófa Alapkezelő

15:50 - 16:50 Roundtable II: Wealth management and transfer in family businesses

Wealth management services in Hungary and abroad

Reorganising a company group, transferring wealth within the family

Operation by founder vs. cooperation between siblings

Moderator: **Dr. Márton Erdei**, Operatív vezető, Deloitte Private

15:50 - 16:50 Roundtable III: Change of generations

Moderator: **Róbert Szerdahelyi**, Head of SME Business / SME Directorate, Erste Bank

15:50 - 16:50 Roundtable IV: Improving efficiency at SMEs through innovation grants and tax benefits

Moderator: **Alex Papadimitropulosz**, Managing Director, Via Credit

15:50 - 16:50 Roundtable V: EU funding for domestic SMEs

Moderator: **Miklós Andorka**, Strategic Director, MAPI Hungarian Development Agency

15:50 - 16:50 Roundtable VI: Aspects of Hiventures' SME capital financing

Introducing capital investment for SMEs

Financing constructs and types of transactions

Raising capital in practice - maturities, industries, barriers to entry

Moderator: **György Dráfi**, Investment Director, Hiventures