

# Self-Reliance 2020 program

## Registration

### Section 1: Savings in Hungary during the coronavirus pandemic

The coronavirus has shaken even the retail government securities market, which had previously appeared immovable, while investment funds lost a lot of money and retirement savings also had to work off substantial losses. Banks and the finance sector are focusing on the digital transition, and this new world requires a new sales model and a new approach. In this section, we will find out how Hungarian top executives see the current situation of the savings market.

**Moderator: Zoltán Bán**, CEO, Net Média (Portfolio Group)

#### 08:35 - 08:40 Welcome speech

Speaker:

**Zoltán Bán**, CEO, Net Média (Portfolio Group)

#### 08:40 - 09:00 Household wealth planning during the coronavirus crisis

Speaker:

**Dr. Csaba Kandrács**, Vice President, MNB

#### 09:00 - 09:30 Customer acquisition techniques and selling savings products in the shadow of the coronavirus

Speaker:

**Dr. László Újszászi Bogár**, Owner, Meggyozes.hu

## **09:30 - 10:20 The savings market as seen by Hungarian top executives -**

### **Panel discussion**

Conversation participants:

**Balázs Benczédi**, vezérigazgató, MKB-Pannónia Alapkezelő

**Gergely Biró**, elnök-vezérigazgató, Diófa Alapkezelő

**Zoltán Kurali**, CEO, Government Debt Management Agency

**Dr. Anett Pandurics**, Posta Biztosító (Chairman-CEO), MABISZ (Chairman)

**Bernadett Tátrai**, President - CEO, President of the Board, Fundamenta-Lakáskassza Zrt.

**Norbert Vasas**, Head Of Wealth Management and Head of Pricing, CIB Bank

## **10:20 - 10:40 Coffee break**

## **Section 2: The Hungarian self-reliance market - What will the next 10 years bring?**

The digital transition and online customer service are redrawing not just the present but also the future of the Hungarian savings market. Where will the investment and savings industries will be 10 years from now? Does the new world need bank branches and physical presence, or will customers be able to take care of everything while sitting on a couch at home? But what will happen to agents and private bankers? Where will all this lead in the Hungarian savings market, and who will emerge as winners?

**Moderator: Zsolt Raveczky**, igazgatósági tag, UNION Biztosító

## **10:40 - 11:00 What new trends are shaping the world of investments?**

Speakers:

**Dr. Tamás Darvas**, Lawyer, Sárhegyi és Társai Ügyvédi iroda

**Viktor Kiss**, CEO, Synerinsoft Kft.

## **11:00 - 11:20 Sustainability and ESG - A transient fad or a new direction in investments?**

Speaker:

**Sándor Vízkeleti**, vezérigazgató, Amundi Alapkezelő Zrt., BAMOSZ elnök

## **11:20 - 11:35 Digital customer service and online insurance - Is this the future of insurance?**

Speaker:

**Dávid Baranyai**, Board Member, Sales and Distribution Director, NN Biztosító

## **11:35 - 11:50 Retirement savings - Is mandatory membership the answer?**

Speaker:

**Dr. Ferenc Szebelédi**, Head of Department, Magyar Nemzeti Bank

## **11:50 - 12:40 Digital v. personal customer service - What will the next 10 years bring with regard to household savings? - Panel discussion**

Conversation participants:

**Botond Bilibók**, CEO, Hold Alapkezelő

**Norbert Kerek**, Head Of Retail Banking, MKB Bank

**László Morafcsik**, vezérigazgató-helyettes, az Igazgatóság tagja, Fundamenta-Lakáskassza

**Győző Nyitrai**, Director, OTP Bank

**Tamás Parádi-Varga**, CEO, SPB Befektetési Zrt.

**Viktor Póth**, Business Development Director, OVB Hungary

## **12:40 - 14:00 Lunch break**

### **Self-Reliance Online Club**

Participate in the Self-Reliance online club, register here.\*

*\*Please note that the club is only available in Hungarian language. The registration is mandatory and separate from this event.*