

# 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 Group)

**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

## **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 Dymisch**, társ-vezérigazgató, Duna House

**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**, ügyvezető igazgató, Via Credit

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

Moderator: **Miklós Andorka**, stratégiai igazgató, MAPI Magyar Fejlesztési Iroda Zrt.

### **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