

# Hiventures - Portfolio Strategic Corporate Finance 2021 program

**Registration 8:30-9:00**

## **SECTION I: LOOK BEYOND THE CRISIS**

The crisis caused by the coronavirus pandemic has highlighted the liquidity reserve problems and survivability of Hungarian businesses, which is fundamentally influenced by how they finance their operations. In our introductory presentations, we will review the lessons learned from the crisis from the financing side and will give general advice on the importance of an optimal capital structure. We will also offer business owners insights into relevant topics, which will help them in day to day decisions.

### **09:00 - 09:05 Welcome speech**

Speaker:

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

### **09:05 - 09:20 Opening speech**

Speaker:

**Bence Katona**, elnök-vezérigazgató, Nemzeti Tőkeholding

### **09:20 - 09:35 Thoughts on trends in Private Equity debt financing from a non-bank perspective**

Speaker:

**Nicholas J. Kabcenell**, Co-founder, Structured Capital Partners

### **09:35 - 10:05 Executive panel**

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

Conversation participants:

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

**László Wolf**, Member of the Board, Deputy Chief Executive Officer, OTP Bank Plc., Commercial Banking Division

## **10:05 - 10:25 Domestic and international corporate loan and bond market**

Speaker:

**Gábor Pető**, finanszírozási és tranzakciós igazgató, Forestay Group

## **10:25 - 11:00 Coffee break**

### **Section II: THE TRICKS OF GENERATIONAL CHANGE**

Transferring, selling or buying a business – these are easy to say but can be painful to execute, as the sellers say goodbye and the buyers make a long-term commitment. Through case studies we have collected, we will demonstrate the challenges and obstacles that require prior preparation, as well as how to manage these during the long process and what roles and responsibilities each actor in the deal has. We can also not ignore the psychological aspects: who can help in this process of separation, and in what ways?

## **11:00 - 11:15 Beyond the numbers - The difficulties of generational change with the eye of the psychologist**

Speaker:

**Annamária Tari**, Psychoanalytics, Psychotherapist

## **11:15 - 12:10 Panel discussion: Case study - Creating the optimal capital structure through generational change**

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

Conversation participants:

**dr. Balázs Hegedüs**, Co-Owner, CEO, Stanc-Pack Ltd.

**Béla Majer**, Founder, former majority owner, STANC-PACK Kft.

**Kálmán Nagy**, Managing Director, Concorde MB Partners

**Zsolt Szendrei-Hernádi**, CEO, Vág-Tech Kft.

**Gergely Szoboszlai**, Managing Director, Stanc-Pack Ltd.

**József Tóth**, vállalati befektetési igazgató, Hiventures Zrt.

## **12:10 - 13:00 Panel discussion: Case study - Reorganisation**

**The reorganisation of canned food makers Szatmári Konzervgyár Kft. and EKO Konzervipari Kft. as part of a change in ownership and operative management led to a new management approach and stronger capital structure in both cases.**

### ***The key factors of the process as seen by those involved***

Moderator: **Gábor Pető**, finanszírozási és tranzakciós igazgató, Forestay Group

Conversation participants:

**Dr. Márton Kovács**, Attorney at Law, partner, HBK Partners Ügyvédi Társulás

**Gusztáv Láving**, KKV befektetési igazgató, Hiventures

**Péter Medveczky**, Owner, Szatmári Konzervgyár Kft.

**Richárd Posch**, Director, MagNet Magyar Községi Bank Zrt.

## **13:00 - 14:00 Lunch break**

# **Section III: DESTINED TO GROW - FINANCING INVESTMENTS**

One potential reaction to crisis situations is grabbing opportunities, believing in growth, and therefore expediting developments and investments. Those who do so in time can gain a lasting competitive advantage. However, not all options for financing growth and investments are equal. Bond issue, central bank programmes, bank loans, EU or government funding, capital financing? We will outline each option and also show which one a domestic business picked and why.

After that, it is time for tangible and custom-tailored information. Participants at our conference may choose among 6 thematic workshops to gain practical knowledge from experts in an interactive form.

## **14:00 - 14:10 Growth financing through the capital market - case studies**

Speaker:

**Péter Gábor Nagy**, Director of Sales, Marketing and Issuers Acquisitions Division, Budapest Stock Exchange

**14:10 - 14:25 Investment purposes and sources - competitiveness and financing**

Speaker:

**Áron Kovaloczy**, Managing Director, DLA Piper Business Advisory Kft.

**14:25 - 15:10 Panel discussion: Case study - Business development through capital financing**

Moderator: **Áron Kovaloczy**, Managing Director, DLA Piper Business Advisory Kft.

Conversation participants:

**Ákos Csobádi**, Managing Director, Financial Advisory, BDO Hungary

**István Herdon**, elnök-vezérigazgató, XANGA csoport

**Dr. Julianna Kozmáné Dr. Kiss**, Finance Director, Vajda-Papír Kft.

**Gergely Stanka**, Attorney at Law, BPSS

**Zoltán Zsámboki**, Investment Director, Hiventures

**15:10 - 16:10 Thematic roundtable workshop**

**Participants who register for the tables below will receive first-hand experiences in the following topics:**

**15:10 - 16:10 Table 1: Generational change**

Speaker:

**Gusztáv Láving**, KKV befektetési igazgató, Hiventures

**15:10 - 16:10 Table 2: Investments, resources in the service of corporate development - and more details**

Speaker:

**Zoltán Zsámboki**, Investment Director, Hiventures

**15:10 - 16:10 Table 3: The emotional success and failure factors of generational change**

Speaker:

**György Sági**, Co-founder & CEO, product architect, network analyst, Bondweaver SA.

**15:10 - 16:10 Table 4: How can an E-learning interface help with digital transformation and generational change?**

**EKKV.HU - Hungary's first free online training to improve the operational and management practices of Hungarian SMEs**

Speakers:

**Kata Pál**, Head of International Business Development & Innovation, BIB Zrt.,  
EKKV.HU Project Lead

**László Személyi**, Executive Partner, Future-Now, EKKV.HU Project Owner

**15:10 - 16:10 Table 5: How to prepare for a successful fundraising?**

**Success criteria and pitfalls of the fundraising process**

Speakers:

**Áron Kovaloczy**, Managing Director, DLA Piper Business Advisory Kft.

**Péter Tóth**, Senior Manager, DLA Piper Business Advisory

**15:10 - 16:10 Table 6: One step ahead with digitalisation**

Speaker:

**Péter Koleszár**, Senior ICT advisor, Hungarian Chamber of Industry and Commerce