Investment, Wealth and Savings (IWS) 2021 program

The conference will be held online, delivering the best user experience possible

Section 1: Post-COVID sales and product development challenges in the Hungarian market

The coronavirus has completely upset the Hungarian savings and investment market as previously successful sales processes and product development directions have undergone a major transformation to meet the requirements of this new, home-based, digital world. But what will remain of all this after the COVID-19 pandemic? What have top executives in the savings market learned in the past 12 months? Will automated service and online investing continue to gain ground? Or will nothing replace a good private banker? Are Hungarians really taking more risks these days?

14:00 - 14:05 Welcome speech

14:05 - 14:20 The wealth map of Hungarian households – What has the coronavirus done to savings?

Speaker:
Zsolt Kuti, monetáris politikáért, pénzügyi piaci és makrofinanszírozási elemzésekért felelős ügyvezető igazgató, Magyar Nemzeti Bank

14:20 - 14:35 The COVID effect: higher risk for higher returns?

Speaker:
László Somlai, Head of Sales Department, Erste Private Banking

14:35 - 14:50 Did Covid really accelerate digital transformation in the wealth management sector?

Speaker:
Bálint Fischer, Chief Business Development Officer, Dorsum

14:50 - 15:35 Panel discussion: What have market leaders learned in 2020?

Moderator: **Zsolt Raveczky**, Board Member, Union
Conversation participants:
Balázs Benczédi, vezérigazgató, MKB-Pannónia Alapkezelő
Gyula Márk Pleschinger, Head of Private Banking, MKB Private Banking
Zoltán Polányi, CEO, CIG Pannónia Életbiztosító Nyrt.
Mónika Tabányi, Head of Private Banking, Concorde Értékpapír Zrt.
Sándor Vízkeleti, vezérigazgató, Amundi Alapkezelő Zrt., BAMOSZ elnök

15:35 - 15:50 Networking

Section 2: Sustainable vs traditional investments – A new level reached

The EU's new sustainability directive, the SFDR, entered into force on 10 March, affecting a large number of service providers active in the savings and investment market. Some foresee ESG investments flooding the market, while other believe investors will continue to focus on returns only. But could the two go hand in hand? Or is a traditional stock portfolio still a better choice? What should those who seek protection against inflation invest into?

15:50 - 16:05 Presentation

Speaker:
András Loncsák, befektetési igazgató, igazgatósági tag, Aegon Alapkezelő Zrt.

16:05 - 16:20 Sustainable investments – How long will they continue to overperform?

Speaker:
Sándor Vízkeleti, vezérigazgató, Amundi Alapkezelő Zrt., BAMOSZ elnök

16:20 - 16:35 Presentation

Speaker:
Attila Mogyorósi, Co-founder, CEO, CoinCash.eu

16:35 - 17:20 **Panel discussion: Sustainable vs traditional investments and products in Hungary – What do customers want?**

Moderator: **Balázs Faluvégi**, senior elemző, Portfolio

Conversation participants:

Gábor Czachesz, Investment Director, OTP Alapkezelő

Dániel Móricz, Investment Director, Hold Alapkezelő

Iván Pap, Business Development Manager, Diófa Alapkezelő

Dávid Pekár, Portfolio Manager, Raiffeisen Alapkezelő

Dr. Rita Szalay, tőkepiac-szabályozási tanácsadó, Budapesti Értéktőzsde