



# ELITE

Connecting companies with capital

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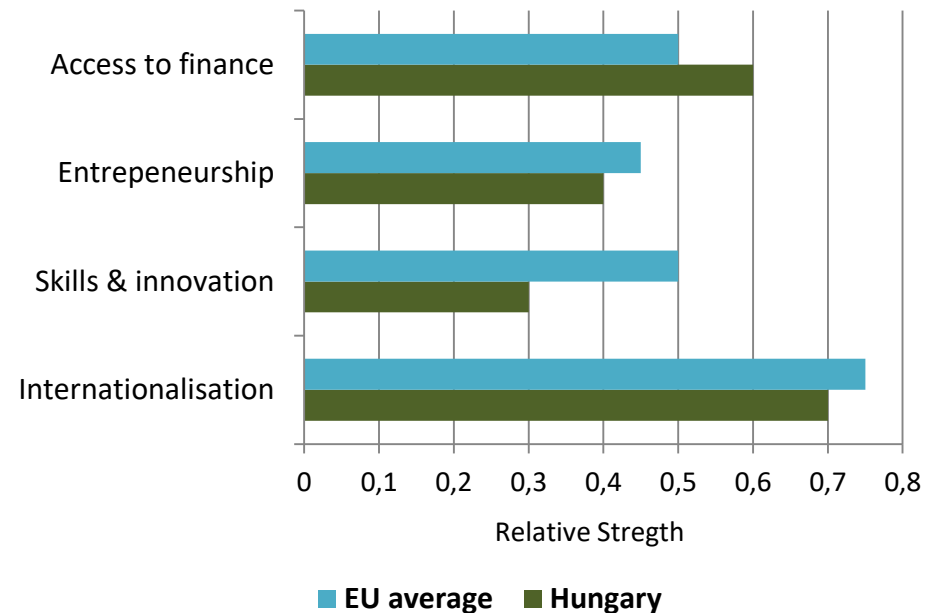
Budapest

20 September 2017

# Hungary business environment



- 99.8% companies are SMEs
- 69.7% people employed by SMEs
- Key development areas
  - **Entrepreneurship**
  - **Skills and innovation**
  - Environment
  - **Access to finance**



Source: 2016 SBA Fact Sheet - Hungary

# ELITE Overview



**ELITE accelerates long-term growth by offering access to a diverse network, a range of funding options, and a dedicated training programme.**

## International Network

The ELITE network already expands across 25 different countries including over 600 companies, 150 advisors and broad array of investors.

## Access to Capital

ELITE's connections to the international capital raising ecosystem enable companies on the programme to benefit from this wealth of experience.

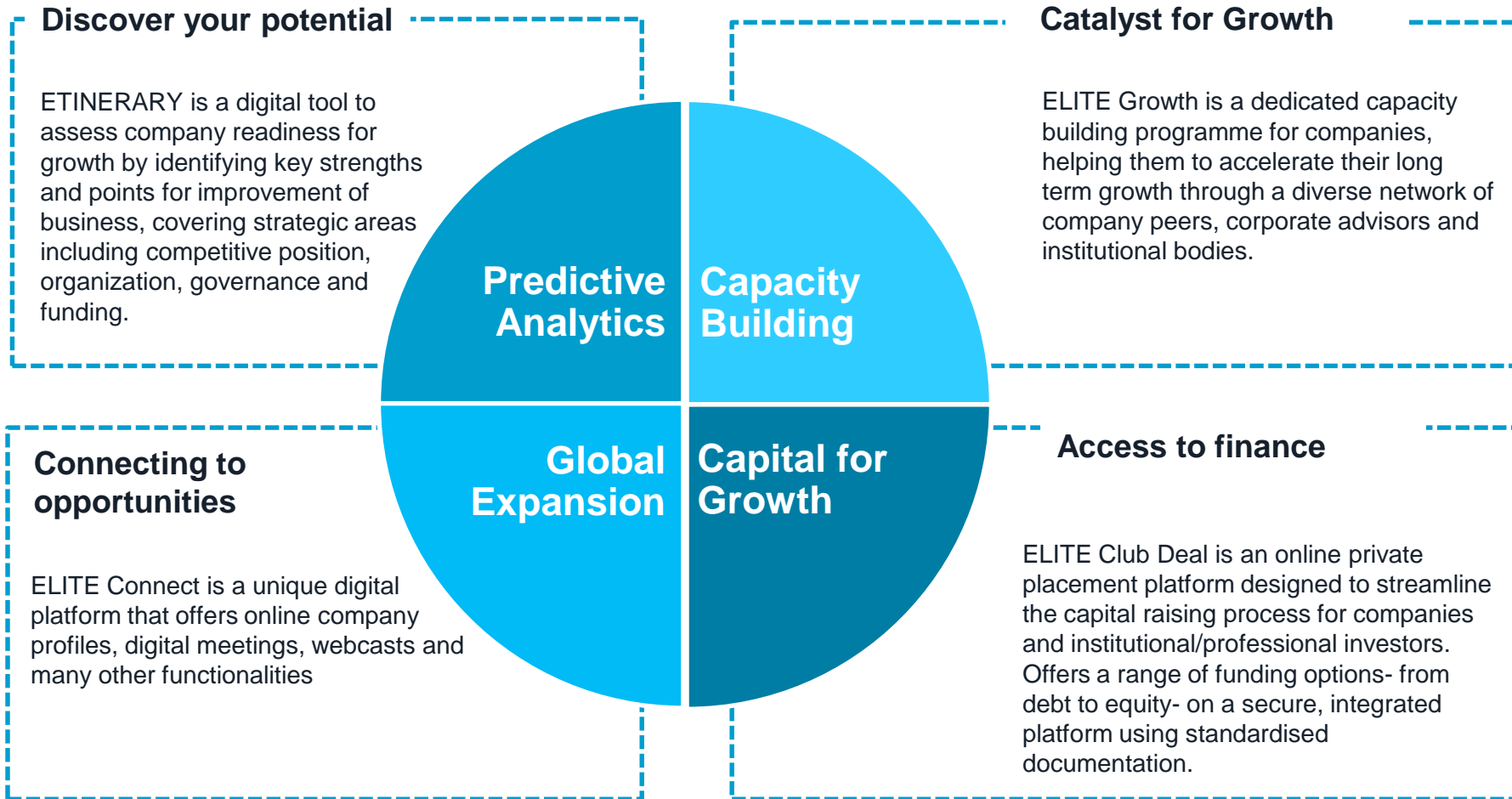
## Brand Awareness

The ELITE programme's strong brand name and reputation brings a constant presence in national and international media.

## Executive Mentoring

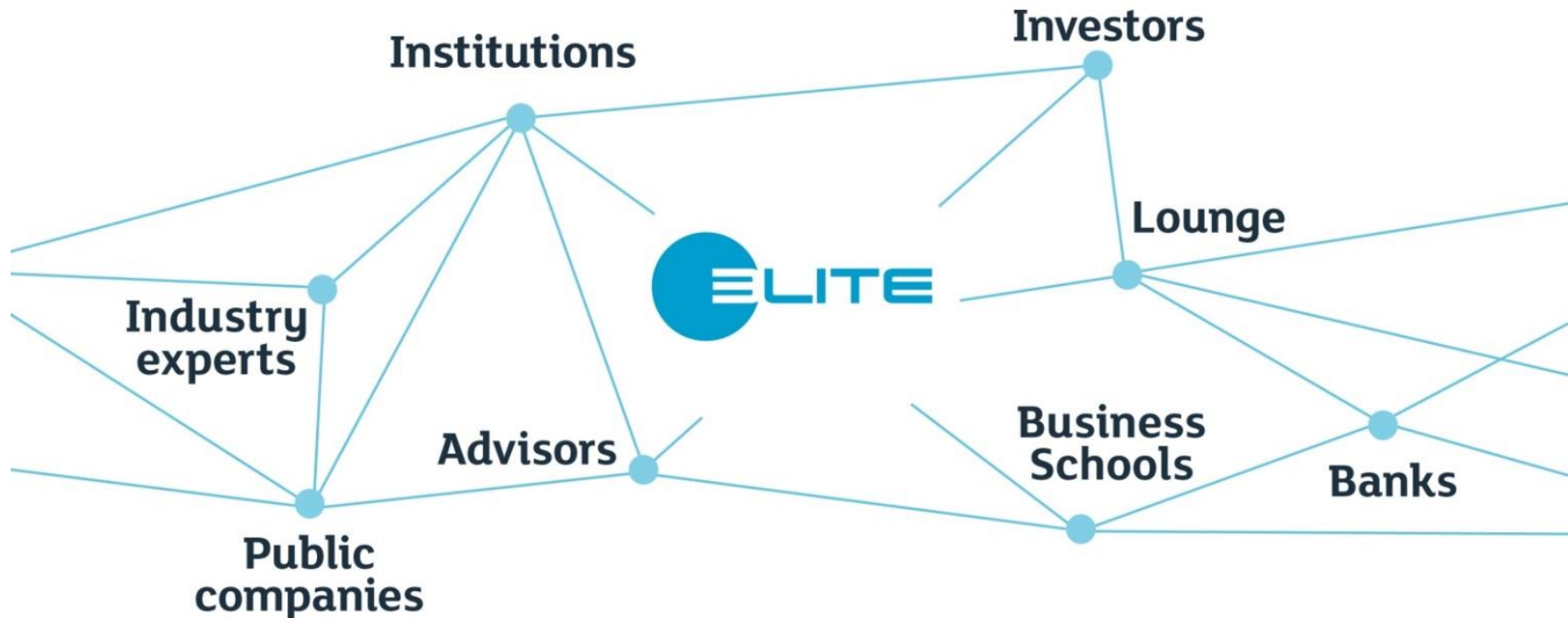
Proven course structures and content that in cooperation with partners can be tailored to the local business environment.

# ELITE suite of services



# Broad ELITE community

Throughout their engagement, ELITE companies **access a vibrant community** that facilitates long-term structured engagement with business and financial stakeholders.





# International growth

## ELITE IN NUMBERS

600+  
COMPANIES



COMPANY NETWORK

601 COMPANIES

25 COUNTRIES

€49BN  
AGGREGATE REVENUE

216,000  
EMPLOYEES

34 SECTORS





# Diverse company network



601

COMPANIES



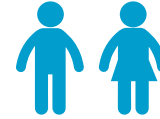
25

COUNTRIES



€49bn

AGGREGATE  
REVENUE



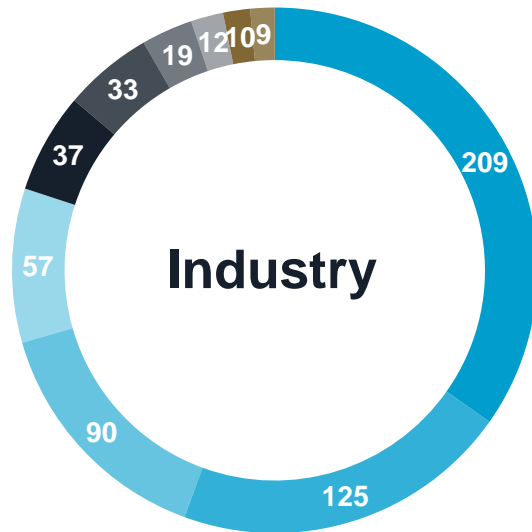
216,000

EMPLOYEES

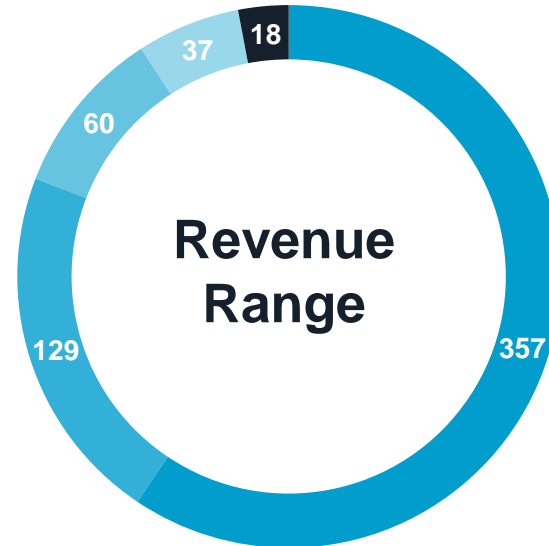


34

SECTORS



- Industrials
- Consumer Goods
- Technology
- Consumer Services
- Health Care
- Basic Materials
- Financials
- Utilities
- Telecommunications
- Oil & Gas



- < €50M
- €50-100M
- €100-200M
- €200-500M
- > €500M



# Companies access capital

**377** corporate transactions involving **182** ELITE companies

**30%** ELITE companies completed a corporate transaction\*

**€4.6bn** transaction value involving ELITE companies\*\*

## M&A, Equity investments and Joint Ventures

- **207** M&A and JV deals involving **119** ELITE companies
- **120** PE/VC transactions involving **80** ELITE companies

## Capital Markets (Equity and Debt)

- **30** ELITE companies issued bonds raising a total **€920m**
- **10** ELITE companies listed on a public market, raising **€150m**



# ELITE-BSE partnership

ELITE and BSE jointly open the market last year 11 April, marking the official ELITE-BSE launch.

- ❑ Bespoke local training
- ❑ Expanded local and international network
- ❑ Enhanced visibility



ELITE-London Stock Exchange Group and Budapest Stock Exchange's partnership is a prime example of Capital Markets Union in action, to support businesses across their full life cycle.



# ELITE-BSE companies



**Goodwill Pharma**  
Pharmaceuticals &  
Biotechnology



**Tranzit Food**  
Food Producers



**UBM Group**  
Food Producers



**CNC Rapid**  
Industrial Engineering



**Diagon**  
Health Care Equipment &  
Services



**Megakran**  
Support Services



**XAPT**  
Software & Computer  
Services

# Tailored workshop content

BSE-ELITE Partnership will provide additional tailored modules for Hungarian companies

## TAILORED WORKSHOP CONTENT



### Organisation and governance

(Local laws, tax regulation, corporate governance rules, reward schemes, international accounting standards and preparing for a capital raise)



### Financing your growth

(Local EU tender opportunities, domestic fund raising options and Hungarian investor insight)



### IPO Simulation

(Analyst presentation of Hungarian SMEs, elevator pitch, Hungarian listed company testimonial, and overview of IPO process)



# Enhance your business

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**Companies**



**Partners**



**Investors**

Exceed your potential with 