



HIVENTURES

MEMBER OF THE MFB GROUP

A reliable equity financing partner
for the domestic
entrepreneurship sector even in a
crisis



As one of the largest and most active venture capital fund partners in Central and Eastern Europe our mission:

To create new ways of equity funding for innovative small and medium-sized enterprises with high growth potential as well as more traditional businesses for the purpose of establishing a sustainable and competitive SME and enterprise ecosystem both in Hungary and in the region.



HIVENTURES

MEMBER OF THE MFB GROUP



STARTUP

POWERED BY HIVENTURES

Investment ticket size

€ 40 000 – 170 000 € 170 000 – 680 000 € 680 000 – 3 million € 170 000 – 400 000

PRE-SEED
INVESTMENT
PROGRAMME



SEED
INVESTMENT
PROGRAMME



GROWTH
INVESTMENT
PROGRAMME



STARTUP
RESCUE
PROGRAMME



KKVPRO

POWERED BY HIVENTURES

Investment ticket size

€ 130 000 – 8 million € 130 000 – 680 000

MARKET
CONSOLIDATION



FOREIGN
INVESTMENT
PROMOTION



GENERATIONAL
SHIFT EQUITY
PROGRAMME



SME RESCUE
PROGRAMME



INVESTPRO

POWERED BY HIVENTURES

Investment ticket size

€ 1.5 million – 40 million

RESTRUCTURING



ECONOMY
DEVELOPMENT



TRANSACTION





STARTUP
POWERED BY HIVENTURES

Results since our start in 2017:

Incoming startup projects **2762**

Signed investment agreements **482**

to a total amount of **EUR 99,6 million**

Of which co-investment **53** cases

to a total amount of **EUR 12,7 million**

Total number of already
contracted
portfolio startups **:29**



KKVPRO
POWERED BY HIVENTURES

Results since our start in 2019:

Incoming SME projects **167**

to a total amount of **EUR 94 million**

Beyond the first-round acquisition
decision **23**

to a total amount of **EUR 33 million**

Beyond the positive investment
decision **10**

to a total amount of **EUR 14 million**

Total number of already
contracted portfolio SME's **:6**



INVESTPRO

POWERED BY HIVENTURES

GOAL OF THE PROGRAMME

Provision of equity funding for strategic businesses hit by the crisis to support the acquisition of domestic and foreign companies and properties and their developments.

As our key goal we support

businesses worth being saved both financially and based on their economic importance, thus maintaining the continuity of economic activities and the performance of the Hungarian economy both during and after the crisis.

Results since our start in 2020:

Incoming projects 85

to a total amount of **EUR 59 million**

APPLICATION CONDITIONS, TARGETED BUSINESSES, INVESTMENT FOCUS

Restructuring focus:

Provision of equity funding for non-financial enterprises – SMEs and large companies – which have got into a difficult situation this year, for the purpose of getting them back on a growth path.

Transaction focus:

Financing domestic or foreign merger or acquisition (M&A) transactions where either the acquiring company is in Hungarian majority ownership (SME or large company), or the company being established through the merger (SME or large company) remains in Hungarian majority ownership.

Economic development focus:

Provision of equity funding for investments which cannot be funded solely from own funds or a loan (e.g. insufficient own funds, return takes too long, the given investment/development is too risky, it includes innovative solutions), but are important for the good of the national economy.

NEW CRISIS PACKAGES



OUR EXTENDED AMBITION

- To help rescue struggling domestic businesses which were successful before the crisis.
- To maintain the competitiveness of the startup and SME ecosystem, the continuity of the Hungarian economy, and to protect innovation.
- To be a reliable and patient equity financing partner for the domestic startup and SME sector even in a crisis.



RESULTS SINCE APRIL 2020



STARTUP
RESCUE

**Beyond the
positive
investment
decision:**

18

to a total amount of **EUR 5 million**

**Signed investment
agreements:**

14

to a total amount of **EUR 4 million**

**Total realized
investment:**

13

to a total amount of **EUR 4 million**



SME
RESCUE

**Beyond the
positive
investment
decision:**

5

to a total amount of **EUR 2 million**

**Signed investment
agreements:**

4

to a total amount of **EUR 2 million**

**Total realized
investment:**

4

to a total amount of **EUR 2 million**

STARTUP RESCUE PROGRAMME



GOAL OF THE PROGRAMME

To provide a rapid investment scheme temporarily (e.g. 6–12 months) which enables startup businesses facing liquidity challenges due to the crisis to access rapid financing, thereby preventing the failure of innovative, knowledge-intensive, high-added-value businesses.

AVAILABLE FINANCING

MINI – max EUR 197 k / transaction

MIDI – max EUR 300 k / transaction

MAXI – max EUR 455 k / transaction

TIME-TO-GRANT PERIOD

30 business days

INVESTMENT CONDITIONS

Standard product to shorten the time-to-grant period:

- valuation based on the post-money valuation of the last round
- 1% entry ownership
- we provide both capital and convertible loans
- the convertible loan can primarily be repurchased by the founders, or can secondarily be repaid by the target company
- convertible loan repayment: one-time prepayment is possible at the expense of the sales revenue
- interest: annual 5.1%
- Hiventures acts as a passive investor

APPLICATION CONDITIONS, TARGETED BUSINESSES, INVESTMENT FOCUS

STARTUPS ALREADY PROVIDED WITH VENTURE CAPITAL INVESTMENT,
AND THUS QUALIFYING AS MORE MATURE BUSINESSES IN THIS
REGARD:

MINI

was granted an investment of at least
EUR 151 k

MIDI

was granted an investment of at least
EUR 303 k; has a validated business
model; and one or more of the
following holds true for it:

- has at least 3,000 active users in B2C
- has at least 100 customers or users in B2B
- for startups supplying large company customers, the business has an ordered pilot
- had generated a minimum sales revenue of EUR 30 k in the last year from the product/service for which it requested funding

MAXI

was granted an investment of at least
EUR 455 k; and:

- had generated a minimum sales revenue of EUR 151 k in the last year from the product/service for which it requested funding
- has full-scale management, validated sales and marketing channels

SME RESCUE PROGRAMME



GOAL OF THE PROGRAMME

The programme is designed to support through equity funding businesses which are basically profitable and viable but currently face financial challenges in the present economic situation that have emerged due to the coronavirus, and either have no or only insufficient access to loans or other funding sources.

AVAILABLE FINANCING

- available financing: EUR 151 k -758 k / transaction (max. half of the 2019 sales revenue)

TIME-TO-GRANT PERIOD
30 business days

INVESTMENT CONDITIONS

- form of financing: capital + convertible loan
- for a fixed 1% ownership that can be repurchased
- expected return: annual 5.1%
- maturity: max. 10 years
- closed scheme – repurchase right can be exercised at any time, while the right to sell can be exercised from the 7th year on

APPLICATION CONDITIONS, TARGETED BUSINESSES, INVESTMENT FOCUS

- minimum sales revenue of EUR 303 k

- Hungarian SMEs operating profitably based on the preceding two business years' figures

- significantly reduced activity, moderated revenue and lossmaking operation due to the crisis

- we suppose that the market will remain in place and normal operation will be restored after the crisis, so the capital investment aims to address insufficient cash-flow for a couple of months

- not subject to final bankruptcy or liquidity proceedings before 1 March 2020

- requested the loan repayment moratorium (if eligible)



HIVENTURES

MEMBER OF THE MFB GROUP

www.hiventures.hu

 [/hiventures](https://www.facebook.com/hiventures)

 [/company/hiventures](https://www.linkedin.com/company/hiventures)

 [Hiventures](https://www.youtube.com/Hiventures)

 [@hiventures_official](https://www.instagram.com/hiventures_official)