



NETHERLANDS-HUNGARIAN CHAMBER OF COMMERCE
HOLLAND-MAGYAR KERESKEDELMI KAMARA

Annual Report 2022

Netherlands-Hungarian Commercial Association
(Dutcham)

Building genuine connections for a more successful business



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EXECUTIVE SUMMARY

2022 was again a very active year with various networking and business events, the attendance rate catching up with the pre-pandemic numbers. In total more than 600 guests attended our 24 activities throughout the year in the frame of the **Take it Easy!**, **Let's Connect!** and **Grow Together!** concepts.

Our annual gala dinner, marking the 20th anniversary of the establishment of Dutcham hosted over 200 guests, which has been the highest attendance rate so far.

During the past years we ensured a stable base of corporate and personal members. In 2022 we welcomed 11 new members (6 corporate, 5 personal).

In total we had 79 members in 2022:

Strategic Partners: 9
Patron Members: 9
Corporate Members: 51
Personal Members: 10

Hereby we thank Philips for supporting Dutcham as Key Annual Partner in 2022!

Financials:

Operational result 2022: HUF - 2,541,253 (estimation on 9 January 2023)

1. Activities 2022

Take it Easy!

Concept: Organize casual events in cosy atmospheres to provide the opportunity for the Dutcham members to network in an informal way. Also to learn more about our members' business via company visits.

We continued our popular Business Lunch series, organized Breakfast@my company events at Philips and Hydro and tested our cocktail making and cooking skills.



Cocktail Making Workshop



Indonesian Cooking Class



Plant visit to Hydro



Business Lunch series



Visit to Philips

Let's Connect!

Main goal: To provide opportunities for Dutcham members to build valuable networks, business relationships in genuine settings, create tighter bonds among the managers.

We continued with the successful Brain Chain series (which is an invitation based free discussion with 6-8 representatives of different industries) and continued the Summer Sail Away program on Lake Balaton that we introduced last year. The Biking Tour as a new concept also provided a unique opportunity to spend some quality time together.



Grow together!

Main goal: To provide valuable content for the Dutcham members in various business areas that they feel timely, relevant, high-class and engaging. Strengthen partnership with other chambers and business associations.

Throughout the year we (co-)organized 8 events in various business topics. We put an emphasis on finding synergies with other chambers&business organizations and started organizing events also in Hungarian.



Dutcham20 Gala Dinner



Our annual Gala Dinner on 26 May 2022 marked the 20th anniversary of Dutcham. More than 200 guests joined the joyful evening that included a music performance of the Wonderland duo and entertaining stand-up magician show by Soma Hajnóczy. The dinner offered typical Dutch, Indonesian and Caribbean culinary adventures.

Hereby we wish to thank the sponsors who made it possible to organize the celebration:

Platinum sponsor



Gold sponsors



Silver sponsors



Contributing partners



Overview of Dutcham Activities in 2022

	Activity	Concept	Partnership
20 January	Annual Members' Meeting		
22 February	Business Lunch	Take it easy!	
4 March	Brain Chain	Let's Connect!	hosted by LeasePlan
March-Sept.	EQ Workshop Series	Grow together!	
31 March	Cocktail Making Workshop	Take it easy!	
6 April	Green Transition	Grow together!	hosted by KPMG
8 April	Brain Chain	Let's Connect!	hosted by Colling
12 April	Breakfast@my company	Take it easy!	hosted by Philips
26 April	A profi LinkedIn profil titkai	Grow together!	hosted by Randstad, in partnership with Swisscham
13 May	Brain Chain	Let's Connect!	hosted by ALLWIN
19 May	Breakfast@my company	Take it easy!	hosted by Hydro
26 May	Dutcham20 Gala Dinner		
16 June	Augmented Leadership	Grow together!	
3 June	Brain Chain		hosted by Randstad
23 June	Employee Motivation – CEO&HR Meetup	Grow together!	in partnership with the Swedish Chamber
5 July	BOSCH Exhibition – guided tour		
27 July	Business Lunch	Take it easy!	
10 August	Brain Chain	Let's Connect!	hosted by DLL
16 August	Business Lunch	Take it easy!	
25 August	Sail Away	Let's Connect!	
16 September	Brain Chain	Let's Connect!	hosted by ALLWIN
23 September	Sustainable Office Space	Grow together!	hosted by DVM group
11 October	D&I panel discussion	Grow together!	in partnership with the Netherlands Embassy

12 October	Business Outlook panel discussion	Grow together!	hosted by ING
14 October	BIKE.WINE.DINE	Let's Connect!	in partnership with ACCELL
18 October	Business Lunch	Take it easy!	
19 October	Movie Night 'Going Circular Documentary'		in partnership with the Netherlands Embassy & Philips
17 November	Indonesian Cooking Class	Take it easy!	
13 December	Christmas Drinks	Take it easy!	

2. Marketing & Communication 2022

We are continuously developing our online presence, our followers on LinkedIn reached 949 this year. Our **website** and **social media** channels plus our monthly **newsletters** offer a good opportunity for our members to get updates regarding activities organized by Dutcham and its partner organizations, share member news, reports and special offers. These platforms proved to be very effective communication channels for several members, so based on this positive feedback we encourage all members to proactively send us press releases and reports that help us create colourful and interesting content to share.

3. Charity 2022



This year we supported the Charity Fund of Szt. Miklos School and Children's Home with HUF 250,000.

Dutcham has been supporting St. Miklós Primary School, EGYMI, College and Children's Home in Budapest for more than 17 years now. The institution educates children with special educational needs (learning disabilities and integrated trainable mentally handicapped and autistic) in school grades 1-8, the children above this age attend 3rd party institutions for secondary studies. They put a special emphasis on music and performing arts as part of the education program. For more information about their activities please visit their website: <http://szent-miklos-iskola.webnode.hu/>

4. Board of Directors, Supervisory Board, Office Staff

Board of Directors 2022

The Board of Directors, as elected at the AGMM on 20 January 2022 comprised of:



Lóránt Kibédi Varga
Chairman
Managing Director
CBRE



Tamás Sellyey
Vice-Chairman
S-Team Consulting/Personal Member



Balázs Erényi
Treasurer
CEO
WSI-Go Digital



Andrea Bujdosó
Andition/Personal Member



Tibor Bodor
Country Manager
ING Bank



Frido Diepeveen
Managing Director
Diepeveen&Partners



Tímea Pesti
CEO
LeasePlan



Paul Stolk
Owner
Shine Management



Katinka Zinnemers
Managing Director
Abacus Medicine

General Responsibilities of the Board Members

- Representation: represent the general interest of Dutch businesses in Hungary within the Board
- Participation: active participation at Dutcham events, representation of Dutcham at external events
- Relationship Management: maintain contact with current members and partners, actively recruit new members
- Support: financially or otherwise support the Dutcham

Candidates for the Board of Directors in the Membership Year 2023

New applicant:

Dr. Róbert Wágner, Business Marketing & Sales Leader IGT
Philips Central Eastern Europe (CEE), Country Head Philips Hungary

Running for re-election:

Tibor Bodor, Country Manager, ING Bank
Katinka Clara Zinnemers, Managing Director, Abacus Medicine

Members of the Board of Directors who remain in term in 2023:

Andrea Bujdosó, personal member
Balázs Erényi, CEO, WSI-Go Digital
Lóránt Kibédi Varga, Managing Director, CBRE
Tímea Pesti, CEO, LeasePlan Hungary
Tamás Sellyey, personal member
Paul Stolk, Owner, Shine Management

Resigning from the Board of Directors position as of 2023

Frido Diepeveen, Managing Director, Diepeveen & Partners

After the election the newly appointed Board Members will allocate the available positions within the Board during the first Board Meeting.

Supervisory Board 2022

The Supervisory Board in 2022 comprised of:



Andrea Cseresznye
Head of Risk
Management
ING Bank



Gábor Matuss
Partner
Andersen



András Török
Finance Manager
Business Lease

The Supervisory Board has the following responsibilities:

„The body of the Association supervising the activities of the Association and the bodies of the Association, in particular those of the Board, shall be the Supervisory Board. Furthermore, the Supervisory Board shall be responsible for supervising the implementation in compliance with the law of the Charter and the resolutions of the Members’ Meeting. The Supervisory Board shall check the annual accounts of the Association prepared by the Treasurer, prior to the annual Members’ Meeting at which the accounts are presented by the Treasurer. The Supervisory Board shall consist of three members.” (Charter, Article 9.1)

Supervisory Board 2023

Candidate for the Supervisory Board in the Membership Year 2023

Running for re-election:

András Török, Finance Manager, Business Lease Hungary

Members of the Supervisory Board who remain in term in 2023:

Andrea Cseresznye, Head of Risk Management, ING Bank
Gábor Matuss, Partner, Andersen

Office Staff 2022

The Dutcham office operated with the following employees in 2022:



Beáta Rakos-Szegleti
executive



Kármén Krasznai
part-time assistant

5. Objectives 2023

The main focus in 2023 will remain establishing and strengthening business partnerships among our members, sharing knowledge and expertise along the three conceptual pillars of **Take it Easy!**, **Let's Connect!** and **Grow Together!**

Our planned business events will be organized around topics that are relevant for our members regardless of their size or line of business, like sustainability, economic outlook, labour market trends, Diversity & Inclusion.

We encourage all our members to actively contribute to the planned activities either with professional content, sponsorship or active participation.

Since our partnership with other bilateral chambers and business organizations proved over the years that together we can create great synergies, we plan building on these collaborations even more.

6. Financials

Financial Year 2022

The below table shows the latest Profit&Loss estimation as of 19 December 2022.

INCOME (HUF)	Budget 2022	Latest Estimation
	33,158,268	32,381,983
Membership Fees	16,810,000	17,057,499
Event Participation & Sponsorship	15,340,000	14,340,469
Other income	1,008,268	900,394

EXPENSES (HUF)	Budget 2022	Latest Estimation
	33,022,001	34,923,236
Salaries & Related Costs	11,530,700	12,579,525
Office (Financial&Legal, IT&Telco,Courier costs)	3,760,301	3,509,679
Events & Representation & Marketing	14,681,000	16,016,774
Charity	250,000	400,000
Other	400,000	577,348
Non-refundable VAT	2,400,000	1,862,470
Balance	136,267	-2,541,253

Opening Balance on Bank Account on 1 January 2022: HUF 8,335,516

Closing Balance on Bank Account on 31 December 2022: HUF 5,036,706

We are grateful to our members for having paid the membership fees which secured the financing of the operational costs.

Organizing events makes up our biggest expenditure and this year we took risks with new events that had an effect on our balance.

As to the non-refundable VAT: Dutcham operates with proportionate VAT recovery. The result shows the proportion between the VAT-able and non-VAT-able income.

Statement from the Supervisory Board for the Financial Year 2022

The Supervisory Board reviewed the financial administration of the Dutcham related to the 2022 financial year. During this review the Supervisory Board did not identify material errors and therefore suggests that the members approve Dutcham's financial administration for the year 2022.

Membership categories and benefits for 2023

Key Annual Partner:

- logo incorporated in the Dutcham logo and displayed in all communication
- main visibility on the Dutcham website
- invited to annual meeting with the board of directors
- 20% discount from the event participation fees

Strategic partner:

- logo indicated in all newsletters
- invited to annual meeting with the board of directors
- 15% discount from the event participation fees

Patron member:

- 10% discount from the event participation fees

Corporate member:

- eligible for the member rate of event participation fees

Proposed Membership Fee 2023

Membership type	Annual fee 2022	Proposed fee 2023
Key Annual Partner	1,000,000 HUF	1,250,000 HUF
Strategic Partner	550,000 HUF	640,000 HUF
Patron Member	295,000 HUF	350,000 HUF
Corporate Member	190,000 HUF	220,000 HUF
Non-profit	80,000 HUF	89,000 HUF
Start-up 1st year	80,000 HUF	89,000 HUF
Personal Member	50,000 HUF	59,000 HUF

Proposed Budget 2023

The Board of Directors proposes the below budget for the 2023 Membership Year (in HUF).

	Budget 2023
Income	38,226,494
Membership Fees	21,149,000
Event Participation & Sponsorship	16,177,100
Other income	900,394
Expenses	37,577,680
Salaries & Related Costs	16,189,633
Office (Financial&Legal, IT&Telco,Courier costs)	4,928,047
Events & Representation & Marketing	13,810,000
Charity	250,000
Other	400,00
Non-refundable VAT	2,000,000
Balance	648,813