INFORMATION & COMMUNICATIONS TECHNOLOGY SECTOR IN HUNGARY
OPENING DOORS
FOR YOUR INVESTMENT
ABOUT HUNGARY

MAIN FIGURES

- **FORM OF GOVERNMENT**: PARLIAMENTARY REPUBLIC
- **AREA**: 93,022 km²
- **TIME ZONE**: GMT + 1 HOUR
- **POPULATION**: 9,830,485 (2016, HCSO)
- **CAPITAL**: BUDAPEST 1,759,407 (as of January 2016)
- **OTHER MAJOR CITIES**:
  - Debrecen (203,059)
  - Szeged (162,621)
  - Miskolc (158,101)
  - Pécs (145,347)
  - Győr (129,568)
- **CURRENCY**: FORINT (HUF)
- **GDP (PPS)**: € 194,248 MILLION (2015, HCSO)
- **INFLATION**: 0.4% (2016, HCSO)
- **UNEMPLOYMENT RATE**: 5.1% (2016, HCSO)
- **CLIMATE**: TEMPERATE (similar to the rest of the continental zone)
- **RISK OF NATURAL DISASTERS**: VERY LOW
- **MEMBERSHIP IN INTERNATIONAL ORGANISATIONS**:
  - EU, UN, OECD, WTO, NATO, IMF, EC
  - EU member: since 2004

Source: HCSO = Hungarian Central Statistical Office
Hungary is an open economy where particular emphasis is placed on encouraging foreign investment. Partnership with potential investors is a national priority; special attention is paid to the needs of companies already settled in Hungary, and to the further improvement of the business climate.

Inward FDI stock in 2015 (percentage of GDP)

- **Hungary**: 70%
- **Czech Republic**: 62%
- **Slovakia**: 51%
- **Romania**: 40%
- **Poland**: 39%
- **Slovenia**: 30%

Source: wiiw FDI Database
ABOUT HUNGARY
BUSINESS ENVIRONMENT

INVESTMENTS IN FOCUS

IN ORDER TO IMPROVE THE BUSINESS CLIMATE THE HUNGARIAN GOVERNMENT...

- has modified its taxation and incentive system related to R&D activities to make Hungary the innovation hub of CEE.
- has introduced its unique economic development plan based on Industry 4.0 requirements.
- was the first to implement a Digital Nation Development Program in the CEE region.
- has created the most competitive CIT in the EU with 9% flat rate.
- has introduced a new incentive scheme supporting tech-intensive investments.
- is committed to further reduce taxes on employment.
- has signed more than 70 strategic partnership agreements giving companies fast access to the Government.
EXPLORE THE COUNTRYSIDE

Hungary’s diverse countryside offers a wide range of outdoor activities: 11,000 kilometres of hiking routes; more than 2,500 kilometres of cycle paths; 22 golf courses; ten national parks; and many protected nature reserves for those in love with fresh air. The protected Puszta-region, the Great Plain, the romantic Danube Bend with its historic sites, and pretty baroque towns, such as Eger, attract visitors all over the year. Lake Balaton, the largest fresh water lake in Central Europe, is a perfect holiday resort.

INTERNATIONAL SCHOOLS

Expatriates looking to stick with the curricula of their home countries can choose from a range of private international schools for their children. There are also many English, German or French public and private pre-schools for children aged from three to six. The school year starts in September and ends in June, and school buses are usually available at private schools. There are many opportunities to study in a foreign language at universities too.
For a number of years, Hungary has ranked among the top performers in the CEE region in the area of IT spending per capita, reaching €260.2 in 2016.

Companies and public institutions in Hungary are closing the gap on their counterparts in most developed EU markets in terms of IT development, with the share of ICT spending as part of GDP increasing to 4.3% in 2016 – among the highest in CEE. The Hungarian IT market represents 7.4% of the total CEE IT market and is the fourth largest in Central Europe. According to IDC, the Hungarian IT market has proven to be quite resilient to the recent global and local economic downturn. Between 2009 and 2016, it increased by 38%, reaching €2.83 billion in 2016. Infrastructure accounted for 50.2% of the total market, while the software segment gained 21.8% share, and services made up the remaining 28.0%. The Hungarian IT market is expected to expand at a compound annual growth rate (CAGR) of 3.1% between 2017 and 2021, with a peaking growth in the beginning of the forecast period.

Gabriella Szentkuti
CEO
Microsoft Hungary

“I think these are the times for investors and entrepreneurs to discover Hungary for digitalization has reached an important milestone in our economy. In Hungary we are experiencing a rare constellation of intentions among the various key players: the “critical mass” of SMBs and big corporations have started to show a growing demand for smart digital and cloud solutions that can empower them in their businesses, while the Hungarian government also has embraced the idea of digitalization and even dedicated a strategic program to this matter. And last but not least: both disruptive, innovative ideas and the ICT world’s most productive and secure solutions are available for entrepreneurs on this market – partly due to companies like my company, one of the leading driving forces of digital transformation in Hungary.”
ICT IN HUNGARY

GENERATING HIGH VALUE FOR CUSTOMERS

BROADBAND PENETRATION GROWTH IN CEE, JUNE 2015 - JUNE 2016 (%)

<table>
<thead>
<tr>
<th>Country</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hungary</td>
<td>7.35%</td>
</tr>
<tr>
<td>Slovakia</td>
<td>6.93%</td>
</tr>
<tr>
<td>Poland</td>
<td>5.25%</td>
</tr>
<tr>
<td>Slovenia</td>
<td>2.86%</td>
</tr>
<tr>
<td>Czech Republic</td>
<td>2.82%</td>
</tr>
</tbody>
</table>

SOURCES: OECD, 2016

VALUE ADDED OF ICT SECTOR AND SUB-SECTORS, 2013 (%)

<table>
<thead>
<tr>
<th>Sub-sector</th>
<th>Hungary</th>
<th>Czech Republic</th>
<th>Slovakia</th>
<th>Slovenia</th>
<th>Poland</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT and other information services</td>
<td>2.3</td>
<td>1.7</td>
<td>1.5</td>
<td>2.3</td>
<td>1.8</td>
</tr>
<tr>
<td>Software publishing</td>
<td>0.1</td>
<td>0.2</td>
<td>0.1</td>
<td>0.9</td>
<td>0.8</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>2.0</td>
<td>1.6</td>
<td>1.6</td>
<td>0.1</td>
<td>0.8</td>
</tr>
<tr>
<td>Computer, electronic and optical products</td>
<td>1.6</td>
<td>0.9</td>
<td>0.8</td>
<td>0.1</td>
<td>0.4</td>
</tr>
</tbody>
</table>

SOURCES: OECD, 2015

ICT Sector in Hungary
The Hungarian IT outsourcing market is by far the most advanced in the Central European region. In 2016, the outsourcing services primary market in Hungary totaled €213.20 million, making it the second largest primary market in the country, with a 29.8% share. The share of IT outsourcing spending within the overall IT services spending is significantly higher in Hungary than in other countries of the CEE region.
Hungary is an ideal location for R&D centres, with a large pool of local professionals available at reasonable cost and exceptional knowledge of the industry. Hungary hosts several R&D centres, which focus on the development of applications and systems, whether for their parent companies or for external clients.

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>SERVICES PROVIDED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accenture</td>
<td>Industrial software solutions development</td>
</tr>
<tr>
<td>Albacomp</td>
<td>IoT engineering</td>
</tr>
<tr>
<td>BlackRock</td>
<td>Methodology development center</td>
</tr>
<tr>
<td>Bluebird</td>
<td>International Custom Application Development</td>
</tr>
<tr>
<td>Cognizant</td>
<td>Custom Application Development Application support</td>
</tr>
<tr>
<td>EPAM</td>
<td>Software development</td>
</tr>
<tr>
<td>Ericsson</td>
<td>Development of network management software, R&amp;D center</td>
</tr>
<tr>
<td>Evosoft</td>
<td>CAD</td>
</tr>
<tr>
<td>GE</td>
<td>Digital solutions development</td>
</tr>
<tr>
<td>Huawei Technologies</td>
<td>Software development, network related R&amp;D</td>
</tr>
<tr>
<td>IBM Budapest Lab</td>
<td>Cloud Video solutions development</td>
</tr>
<tr>
<td>Lufthansa Systems</td>
<td>Development of applications for the air transport industry</td>
</tr>
<tr>
<td>Morgan Stanley</td>
<td>Application development</td>
</tr>
<tr>
<td>MSCI</td>
<td>Application development</td>
</tr>
<tr>
<td>National Instruments</td>
<td>Systems development</td>
</tr>
<tr>
<td>NING</td>
<td>Application development</td>
</tr>
<tr>
<td>Nokia Solutions and Networks</td>
<td>Application development, R&amp;D</td>
</tr>
<tr>
<td>Oracle</td>
<td>CAD, IT consulting, IT Support</td>
</tr>
<tr>
<td>Pactera</td>
<td>CAD, testing, IT support</td>
</tr>
<tr>
<td>Prezi</td>
<td>Cloud application development</td>
</tr>
<tr>
<td>SAP</td>
<td>Development of SAP SCM and cloud</td>
</tr>
<tr>
<td>Sysdata PSE</td>
<td>HCM applications</td>
</tr>
<tr>
<td>Tata Consultancy Services</td>
<td>Applications for Siemens solutions for the mobile and fixed telecom operators</td>
</tr>
<tr>
<td>T-Systems Software development</td>
<td>CAD, Support</td>
</tr>
<tr>
<td></td>
<td>Remote support services</td>
</tr>
</tbody>
</table>
### Data Centres in Hungary

<table>
<thead>
<tr>
<th>Company</th>
<th>Type</th>
<th>Sites</th>
<th>Local/International</th>
<th>Local/International Sites</th>
<th>Open/Telecom</th>
<th>Captive/Professional Services/Utilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACE Telecom</td>
<td>Local/International</td>
<td>2</td>
<td>180 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Drávánet</td>
<td>Local/International</td>
<td>3</td>
<td>220 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ATW Internet</td>
<td>Local/International</td>
<td>3</td>
<td>350 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>KBC</td>
<td>Local/International</td>
<td>2</td>
<td>470 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>T-Systems/GTS</td>
<td>International</td>
<td>3</td>
<td>600 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Invitel</td>
<td>Local/International</td>
<td>4</td>
<td>1000 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nisz</td>
<td>Local</td>
<td>3</td>
<td>1600 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>T-Systems</td>
<td>International</td>
<td>4</td>
<td>2000 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rackforest</td>
<td>Local/International</td>
<td>2</td>
<td>2200 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Doderinet Hosting</td>
<td>Local/International</td>
<td>2</td>
<td>3000 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telenor</td>
<td>Local/International</td>
<td>2</td>
<td>15600 m²</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MOL</td>
<td>Local/International</td>
<td>2</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>OTP</td>
<td>Local/International</td>
<td>2</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Citibank</td>
<td>Local/International</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alcoa</td>
<td>Local/International</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MVM</td>
<td>Local</td>
<td>2</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CERN</td>
<td>Local</td>
<td>2</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Citibank</td>
<td>Local/International</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alcoa</td>
<td>Local/International</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
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<tr>
<td>OTP</td>
<td>Local/International</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Citibank</td>
<td>Local/International</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alcoa</td>
<td>Local/International</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**ICT Sector in Hungary**
The strategic directions and development priorities for the domestic infocommunications and telecommunications sector in the 2014–2020 period are set out in the National Infocommunications Strategy harmonized with the Digital Agenda of the European Union. The framework of the strategic action plan is determined in the Digital Nation Development Program (DNDP).

DNDP adjusted to the National Infocommunications Strategy frames the following main goals:

- Making superfast internet available throughout the country
- Improving the quality of life in all lifecycles by supporting the spread of digital applications and services
- Increasing the country’s competitiveness by fostering the spread of digital services and digital competences
- Developing governmental services
- Strengthening (via digital technology) togetherness of local communities and the entire Hungarian society

Digital Nation Development Program
Development of the Hungarian ICT Sector in 2014-2020

"The Government’s role played in the support of digital values and skills as well as the advanced state of the Hungarian infocommunication industry have created such a unique eco-system in Europe that provides a firm basis for Hungary to be an international flagship country in the fields of digital infrastructure and the incorporated smart services. This is a significant achievement because every industry, service provider and production company needs info communication, and thus the development of infocommunication pulls along the entire economy almost automatically."

Zoltán Kaszás
CEO
T-Systems Hungary

ICT IN HUNGARY

Superfast internet
- By 2018 at least 30 Mbps internet network throughout the country
- Network connection of local public institutions

Digital community and economy development
- Providing digital devices (laptop, tablet)
- Smart city services
- Regional economic development programs
- Local SMEs IT developments (equipment, software, service)

E-government services
- Creating integrated customer points: contact with citizens and enterprises through 260-280 one stop government
- By 2020 all public services should be electronic and the use of them should be mandatory for enterprises

Digital competence
- Adult education, e-inclusion, mentoring those without digital competence
- Introduction of new educational program, that includes use of digital devices and extra IT lessons apart from the lessons in public educational institutions
HUMAN RESOURCES

Over 55,000 ICT companies in Hungary (HCSO).

App. 400,000 jobs related to digital economy in Hungary (IVSZ).

Produces 20% of the Hungarian GVA (IVSZ).

Higher ICT employment ratio than in other CEE countries.

Hungarian ICT labor is considered cost effective by international standards. In 2015, average gross monthly earnings in this sector were EUR 1,488 in Hungary — the lowest in the region (IDC CEE Comparative Country Analysis, IDC, 2016).

The Hungarian Association of IT Companies estimates that every new job added in the ICT sector creates 2.25 new jobs in other sectors, indicating the high significance of ICT professionals in the Hungarian economy.
YOU CAN
RELY ON GLOBALLY
ACKNOWLEDGED
HUMAN CAPITAL AT
A REASONABLE COST

“EPAM Hungary is the main pillar of EPAM’s
global operations, as it is the biggest and oldest
EU Delivery Center. We have been operating in the
region for more than a decade now (17 years). We
developed our business here because of the high
quality of education and talent in the country.”

Source: HCSO
In 2015 the total number of IT students was 20,945. Hungary’s system of higher education produces top-quality ICT professionals. A large number of multinational and local IT companies actively cooperate with universities to ensure that new generations of Hungarian IT engineers enter the labour market with the latest knowledge and the relevant practical skills to immediately start work in the private sector.

In 2015, in cooperation with IBM, CEU Business School and the CEU Department of Economics launched a new one-year MSc programme in business analytics. The programme focuses on data scientist competencies, the first of its kind in the region.

SOME OF THE ALTERNATIVE IT EDUCATION PROGRAMS

- **CodeCool** – a private school offering 18-month courses for software developers.
- **Blend Your Solution/IT Career Programme** – a three-to-four-month course for individuals with professional backgrounds other than informatics.
- **Green Fox Academy** – offers a similar fast course in informatics with personal mentors.
- **Ruander Education Centre** – offers various programming and IT courses.
- **PentaSchool** – offers a very comprehensive IT and application development educational portfolio.
- **Masterfield Training Centre** – offers basic IT and programming courses + specialized training programmes, such as banking informatics.
- **Training360** – offers various IT, programming and IT management courses.
- **IT factory** – offers online courses primarily in the field of programming.
Hungary has adopted the well-working GERMAN MODEL in medium & higher education.

The curriculum is customized to company needs.

Long term market-ready workforce.

The cooperation of academia and the corporate players resulted in a customized education at the Universities / Colleges of Győr, Veszprém, Miskolc, Kecskemét, Debrecen.

What do we do to make the required labour force available for you?

DUAL EDUCATION SYSTEM

- Training of young engineers on internationally approved standards
- Close cooperation between corporate partners & universities
- Customized curriculums & departments strongly linked to the actual needs of the industry
- Participation on real industrial projects during studies
- Participation in student competitions

ICT Sector in Hungary
There will be large numbers of students leaving the higher education who can immediately enter the world of work, without years of education and additional financial investment. It will be important to reduce the drop-out rates, to encourage practice-oriented training and to ensure real labour market-oriented diplomas.

In the 2015/2016 academic year, higher education in the dual form in Hungary is provided in the agricultural, economic, engineering and information technology areas, thus highly qualified young graduates will continue to be available for companies.

Throughout the country, with student contracts and in the framework of cooperation agreement more than 400 educational institutions are engaged in extracurricular vocational and secondary school (or both) "dual" training at various faculties.

The number of students in the 2013/2014 academic year who were engaged in extracurricular vocational "dual" training in the 9th–16th grades of secondary vocational schools and vocational schools was 75,578.

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High level language skills are indispensable for successful ICTs. Young Hungarians understand that, in order to be successful in today’s Europe, linguistic skills are essential. In 2015/2016, more than 559,000 Hungarian primary school students, nearly 78,000 vocational and 496,000 secondary school students, out of them more than 177,000 secondary vocational school students were learning foreign languages, mostly English and German. Hungary has approximately 200 bilingual primary and secondary educational institutions where 40,000 young Hungarians study among others in English, German, French, Italian, Spanish, Russian, Chinese, Hebrew.

Since Hungary’s EU accession, there has been a growing number of native language speakers at our universities, and an increasing number of Hungarians study abroad. Since 1997, Hungary has been part of Erasmus, EU’s largest and most successful mobility programme. Hungary is also an active participant in the Life Long Learning programme which helps to provide international internships for students.

“Hungary has earned a good reputation in the global software market. This reputation is based on the performance of talented and well educated people, who are filled with a spirit of innovation and perseverance.”

Balázs Ablonczy
Managing Director
SAP Hungary Ltd.
Zoltán Györkő
CEO
Balabit

“Balabit was established in Budapest, Hungary, in 2000. The company focuses on delivering technology-leading security software solutions to the global market. Our research and development centres are based in Budapest and Veszprém, and we work closely with the biggest technology universities in Hungary. We have 23 clients from the Fortune 100 List and offices all over Europe — in the U.K., France, Germany, Benelux, Poland, and Hungary — and we recently opened a representative office in the U.S. But our R&D centres remain in Hungary.

I think the strengths that make Hungary a good choice for local and global organizations as a target of their investments are the traditionally high levels of scientific education; EU membership and its unified administrative environment; the hot startup culture and community in Budapest, of which Balabit is a member; excellent communication and transportation infrastructure; and beautiful capital city, Budapest, which is a great place to live and has a rich cultural life and thus attracts foreign experts.”
The innovative capabilities of the Hungarian ICT sector are best illustrated by the high number of local innovative companies that have emerged in recent years. Many of them operate on international markets and are regarded as leading innovators in their respective fields worldwide. Some of the most innovative companies are listed above.
COOPERATION BETWEEN HIGHER EDUCATION INSTITUTIONS AND PRIVATE ENTERPRISES

UNIVERSITIES IN BUDAPEST

BUDAPEST UNIVERSITY OF TECHNOLOGY AND ECONOMICS
- Cisco, Ericsson Hungary, Evosoft
- HP, IBM, Intel, Microsoft, Nokia
- SAP, Siemens, Vodafone, Knorr-Bremse, Morgan Stanley, UPC

EÖTVÖS LÖRÁND UNIVERSITY
- AdNovum Hungary, Balabit IT security, Conet Kft., DCB, Ericsson, Graphisoft SE, Humansoft, IBM, Lufthansa Systems, MOL, Morgan Stanley, Nokia Solutions and Networks, OTP, Richter, SAP, Siemens, TÁTA Consultancy Services, Ulyssys

PÁZMÁNY PÉTER UNIVERSITY
- Bosch Kft., EPAM, Ericsson Hungary, evosoft, Furukawa Electric Institute of Technology, GE Healthcare Magyarország Kft., Intellifactory Kft., LogMeIn, Hungarian Telecom, Microsoft, Morgan Stanley, MorphoLogic, Nokia Solutions and Networks, SAP, Ustream, Yahoo!

UNIVERSITY OF ÓBUDA

GÁBOR DÉNES COLLEGE
- IBM
- Microsoft
- Multisoft

ICT Sector in Hungary
INNOVATION

COOPERATION BETWEEN HIGHER EDUCATION INSTITUTIONS AND PRIVATE ENTERPRISES

PANNONIA UNIVERSITY, VESZPRÉM
- Continental
- Flextronics
- GE
- Honeywell
- IBM
- Nilfisk
- Nokia Siemens Networks
- Valeo Auto-Electric
- Wescast Hungary
- ZIEHL-ABEGG

COLLEGE OF NYÍREGYHÁZA
- IT Services Hungary
- LEGO Manufacturing
- Kit. RowanHill Global

UNIVERSITY OF PECS
- DSS Consulting
- ESRI
- Flextronics
- Hauni
- IT Services Hungary
- LG Electronics
- Novell
- Precognix
- Siemens
- ZIEHL-ABEGG

UNIVERSITY OF SZEGED
- CAS Software
- EPAM
- evosoft
- GriffSoft
- IT Services Hungary
- Leica Geosystems
- Morgan Stanley NNG
- Océ Software Research Hungary

COLLEGE OF DUNAÚJVÁROS
- Budapest Public Transport Co.
- Cisco
- DORSUM
- Evosoft
- Harman Becker
- IntelliFactory
- MAV Hungarian Railways
- National Instruments
- Nokia Solution and Networks
- Siemens
- SwiconGroup
- Sybase
- Texas Instruments
- Wescast Hungary

UNIVERSITY OF MISKOLC
- Dolphio Technologies
- Johnson Electric
- Misys Hungary
- Mobile Engine
- National Instruments
- Robert Bosch
- Saigo Logistics
- SimpleSoft
- SinvaNet
- Takata Safety Systems Hungary
- Vodafone

Szent István University, Gödöllő
- 4iG
- Siemens
- Tata Consultancy Services
- Xerox

UNIVERSITY OF DEBRECEN
- 4iG
- Delta Informatika
- I-QRS
- IT Services Hungary
- Leonar 3Do
- National Instruments Hungary
- Satrax
YOU CAN
MAKE THE MOST OF THE COUNTRY’S STRATEGIC LOCATION: EASY ACCESS TO BOTH WESTERN AND EASTERN EUROPEAN COUNTRIES FROM THE HEART OF THE CONTINENT

Hungary is within two hours by air from most major European capitals, and provides a key link between Europe and the rapidly expanding markets of the East. The 6 hour time difference from New York and the 7 hour time difference from Tokyo enable SSCs to provide services to the East and West simultaneously.

"Economic growth, good telecommunications infrastructure, skilled workforce and an environment supportive of innovation – these are key elements to succeed in today’s fast changing business world. Due to the favorable conditions Oracle Hungary experienced a continuous growth since its establishment in 1993. We have been impressed with the quality of the staff in Hungary and were able to set up new who work in development and other high added-value positions on global scale, contributing to Oracle’s success in Hungary and beyond.”

Csaba Reményi
Country Leader
Oracle Hungary
Science parks are home to both subsidiaries of international IT vendors and Hungarian companies and play a special role in facilitating cooperative R&D among them. One result of the improving cooperation between IT companies and entities such as universities is a growing pool of available IT human resources. The most important IT-related science parks are as follows:

**BÉLA ZAGYVA**
Country Senior Officer
Nokia

“Nokia operates at the forefront of telecommunication industry with state-of-the-art software, hardware and services for any type of networks. The open-minded and collaborative Hungarian ecosystem supports our research and development centre dealing with future ready technologies like Telco Cloud, Big Data Analytics, VoLTE and 5G.”

**OUTSTANDING LOCATIONS OF KNOWLEDGE/SCIENCE PARKS**

**INFOPARK**
Established as the first innovation and technology park in CEE, it is located closely to the Budapest University of Technology. Park residents include, among others, Hungarian subsidiaries of IBM, Intel and IT Services Hungary.

**VÁCI GREENS**
One of the largest Business Park in the city of Budapest. The company won a prize in the “International Property Award” competition, and has such a reputable clients like GE Healthcare.

**CORVIN SCIENCE PARK**
The largest science park in CEE. The park was established by two universities - the Semmelweis University and the Pázmány Péter University and the Hungarian Academy of Sciences (MTA).

**GRAPHISOFT PARK**
Located close to the University of Óbuda, the park places a lot of emphasis on knowledge transfer. The most notable residents are SAP, Microsoft, Canon and Graphisoft.

**INFOPARK**
The largest science park in CEE. The park was established by two universities - the Semmelweis University and the Pázmány Péter University and the Hungarian Academy of Sciences (MTA).

**ZSÁMBÉK TALENTIS BUSINESS PARK**
The park offers more than 100,000 m² of Class A office space just outside of the city of Budapest's borders.

**PÉCS JÁNOS Szentágothai RESEARCH CENTRE**
It covers all aspects of education, research and innovation in the fields of biomedical, natural and environmental sciences. The centre hosts 25 research groups.

**BUDAPEST**

**DEBRECEN SCIENCE PARK**
The aim of the park is to foster R&D activity in the region through cooperation of the University of Debrecen and businesses.

**SZEGED ELI SCIENCE PARK**
The Extreme Light Infrastructure (ELI) project is the first civilian large-scale high-power laser research facility to be realized with trans-European cooperation and the worldwide scientific community.
HOW DO WE SUPPORT YOUR ICT PROJECT?

BEFORE YOU MAKE A DECISION
WE OFFER YOU…

- meetings with HR & real estate agencies, law firms and other consultants based on your needs.
- tailor-made incentive offers and information packages on the business environment, labour market, tax regulations, etc.
- location search & evaluation + site visits.
- reference visits at companies that are already established in Hungary.
- assistance with your incentive application.

AFTER YOU HAVE CHOSEN HUNGARY

- We are open to your feedback and offer mediation between government and business based on your inputs.
- We support your further expansion and plans.

PLEASE CONTACT US
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REGIONAL GRANTS ARE THE MOST TYPICAL FORMS OF INCENTIVES FOR GREENFIELD / BROWNFIELD INVESTMENTS OR REINVESTMENTS. THE maximum amount of regional aid is shown on the regional aid intensity map. The map above illustrates that regional aid available for investment for a large enterprise may be up to 50% of the eligible costs of the investment, depending on the region. For investments not exceeding €50 million, the maximum intensity ratio can be increased by 10 percent for medium-sized and by 20 percent for small enterprises. In case of R&D activities, the maximum aid intensity is 25% all over the country.

NEW INCENTIVE MEASURES HAVE BEEN INTRODUCED TO SUPPORT THE R&D ACTIVITIES OF LARGE ENTERPRISES THROUGHOUT HUNGARY, INCLUDING BUDAPEST.

The maximum available aid intensity decreases if the investment is a large investment (exceeding €50 million): 50% of the maximum aid intensity determined in the regional aid map is available for investment between €50 and €100 million, with 34% of the maximum aid intensity for investment over €100 million.

For information on up-to-date and individual incentive packages, please contact HIPA directly.