

# General Presentation of OSEO



[www.oseo.fr](http://www.oseo.fr)



# Le OSEO Group

Result of the merging of 2 structures

## L'Anvar

- Dedicated to the growth of SMEs through innovation
- Support public Research centers for the transfer of their research results to the industry

## La BDPME

- Facilitates the access of SMEs to credit
  - By sharing the risk with the banks
  - Or by co-financing the credit



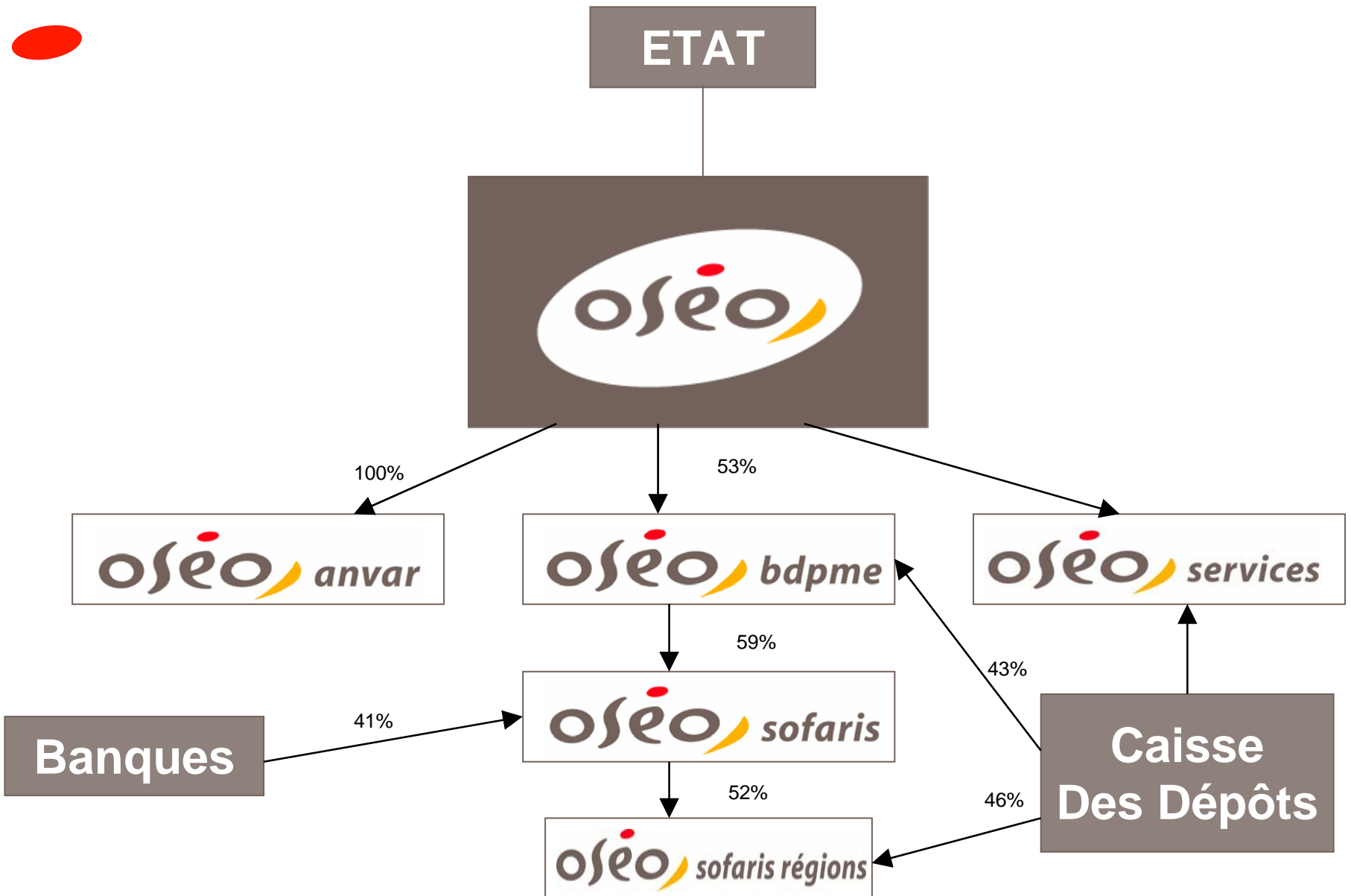


# OSEO :Organisation

## 4 types of services

- Support for innovation
- Financing, in partnership with private banks
- Loan guarantee scheme, or direct financing
- Online services







# **OSEO : mission**

**To develop entrepreneurship**

**By supporting and financing**

**By signposting the SMEs to a network of experts**





# **OSEO : main results in 2005**

## **Services provided to 60 000 companies**

- 35 000 start ups and 4 000 transfers
- 1,5 milliards euros of medium and long term financing
- 5 milliards euros of short term financing
- Support of 3 700 innovation projects
- Guarantee of 2 billion euros bank loans and risk capital



# Business transfer of SMEs

The expérience of  
OSEO bdpme



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# **OSEO : a major player in the field of SMEs transfer since 20 years**

**Support for more than 34 000 transfers**

1993 /1997/ 2004  
3 studies of the transfers supported  
by OSEO





## Focus on traditional sectors ...

Industry, Construction, Transport, wholesale and BtoB services represent

- Half of the transfers supported
- 2/3 of the financing

Average Staff of 23





**... and a strong concentration on  
Very Small Enterprises in the field of  
commerce and tourism**

**Retail trade and B to C :: 35% of the transfers  
supported by OSEO**

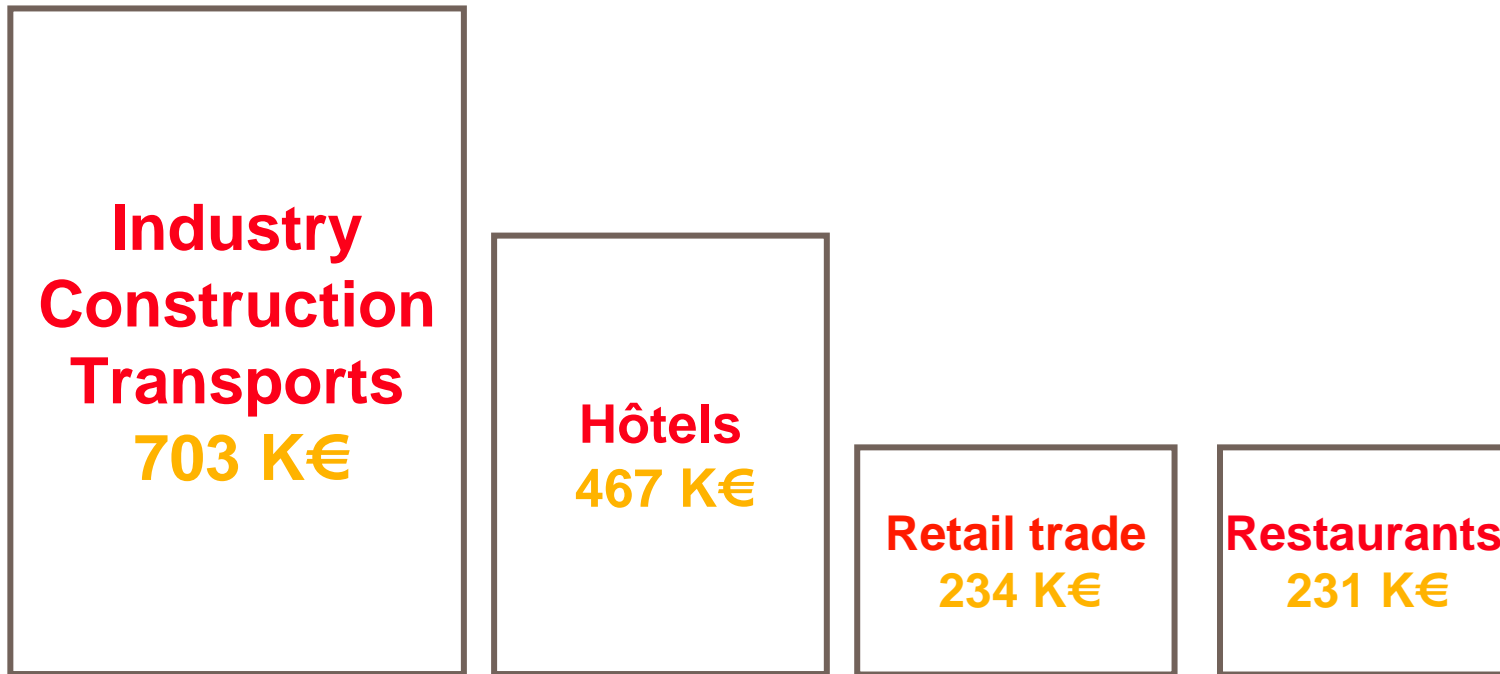
**Tourism : 17%**



Average staff of 5



# Average sales costs by sector





# **Main cause for transfer: retirement**

## **Low % of family transfers**

**Increase of the share of retirement in the transfer : 60 %**

**Family transfer: 9 %**

**Take over by an employee of the company : 32 %**



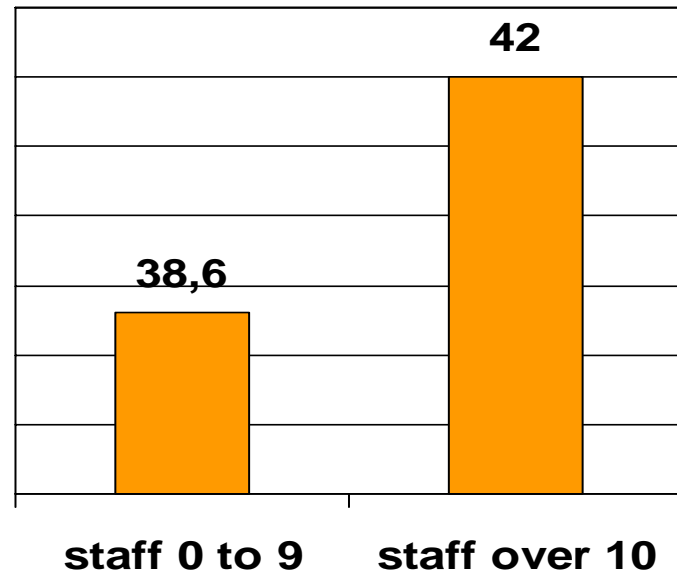
# Younger buyers for smaller companies

The buyers get younger

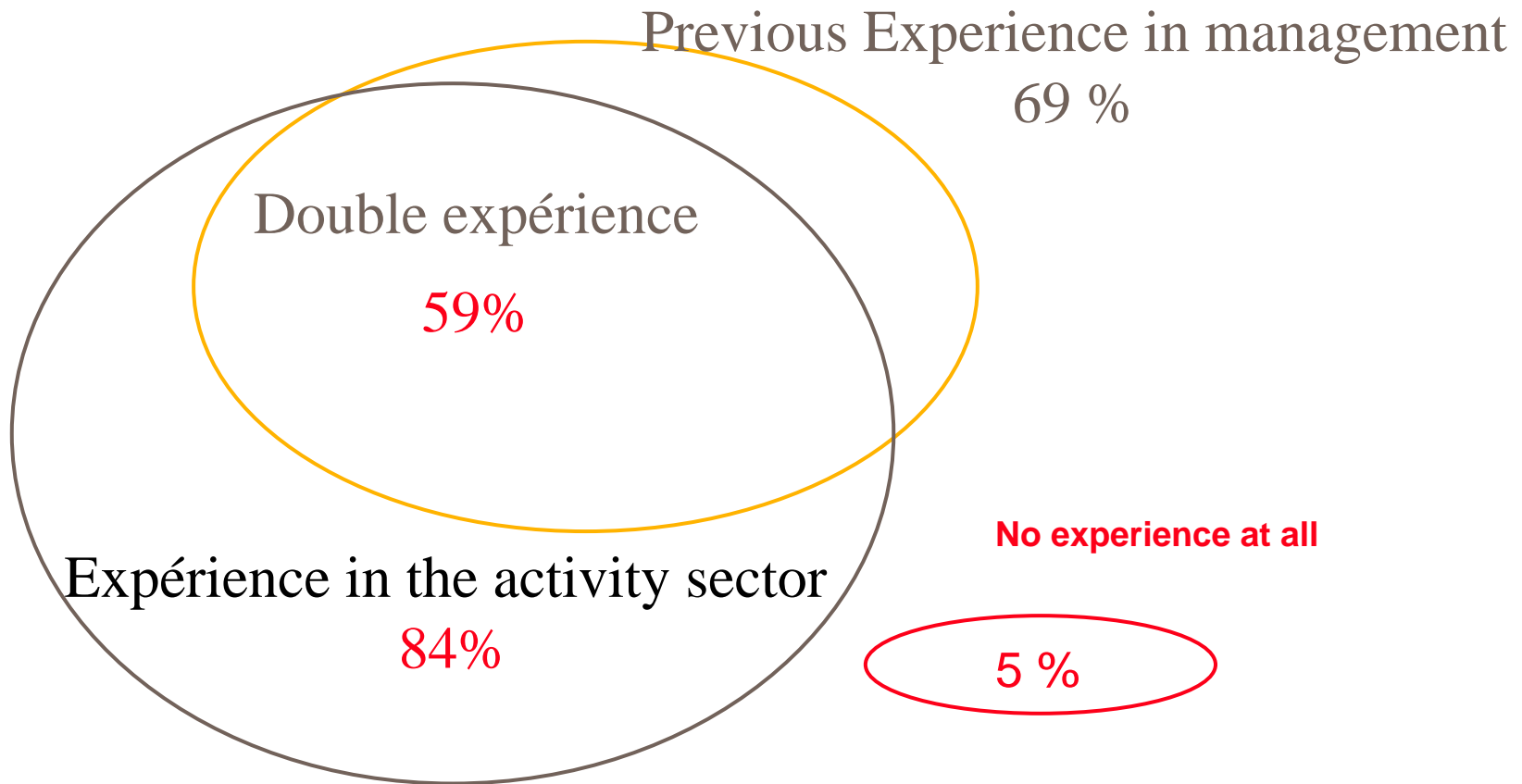
1997 survey: age of 42,6

2004 survey : age of 41

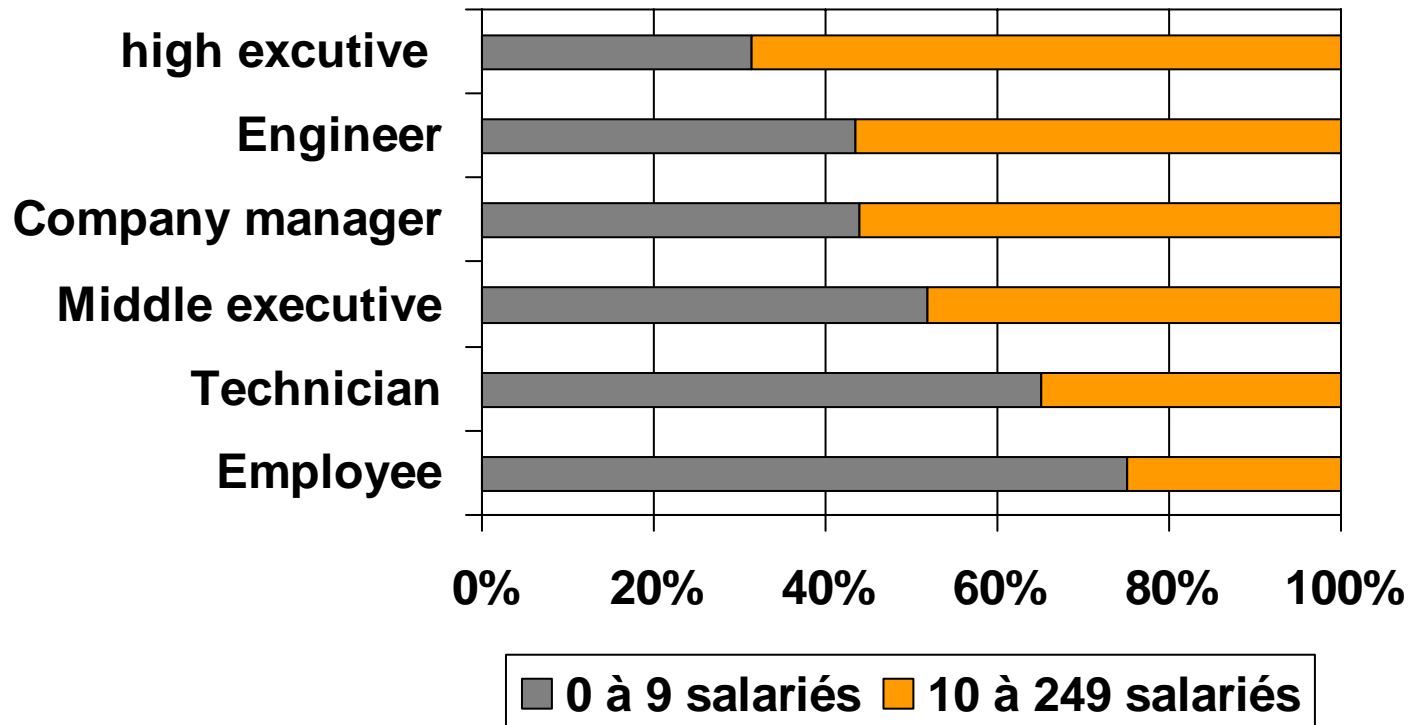
Average age of the buyers by company



# Buyers with experience



# The link between the previous experience of the buyers and the company size





# Financing the takeovers become more difficult than before

The number of buyers with a financing capacity > 40% was divided by 2 between the two surveys





# Various types of financing according to the size of the projects

Less than 6% of small projects < 1.5 M € obtained a  
« seller credit »

26% of projects > 1,5M € obtained such a credit

Capital risk concentrates on project > 1,5 million  
euros

12 % of the project < 1,5 million euros obtained other  
types of financing (mainly subsidised financing)





**The death rate after the take over is strongly linked to the economic climate**

**One transfer out of 6 is failing after 6 years**

**A death rate correlated to the economic climate**





# Factors for success and failures

The type of financing is a key factor

The knowledge of the activity sector

Take over by 2 associates ( or by a couple)

The support of the seller

The age of the buyer

Experience of company management by the buyer

