

Conference  
« Business transfer in Europe »  
The TRANSREGIO PROJECT

## The TRANSREGIO PROJECT

- The aim is to have a
  - better understanding of the difficulties and expectations of the buyers and sellers,
  - To identify the main support services developed in the participating countries
- ....in order to improve these services through the exchange and transfer of experience

## THE TRANSREGIO PARTNERS

- Austria
- France
- Germany
- Italy
- Lithuania
- Poland
- Slovenia
- Telepark Barnbach/ Wirtschaftskammer Steiermark
- Chambre Régionale de Commerce et d'Industrie Rhône-Alpes, Lyon
- Wirtschaftskammer Sudlicher Oberrhein – Freiburg, Baden Wurtemberg
- Chamber of Commerce / EIC Milano, Lombardy
- Lithuanian development Agency, Vilnius
- Fundacja Inkubator/ EIC Lodz
- JAPTI – Public Agency for entrepreneurship and foreign investment - Ljublana,

## PARTNERS



Industrie und Handelskammer  
Südtirol



les **Chambres de Commerce  
et d'Industrie** Rhône-Alpes



FUNDACJA INKUBATOR



Javna agencija Republike Slovenije  
za podjetništvo in sivo ekonomijo



LITHUANIAN DEVELOPMENT AGENCY



## Business transfer in Europe : what is at stake

- According to the European Commission, 1/3 of EU entrepreneurs will withdraw within the next 10 years, which represents
- 690 000 transfers per year
- 2,8 million jobs per year

## Estimated number of businesses to be transferred within 10 years

- Austria
  - Finland
  - France
  - Germany
  - Italy
  - Netherlands
  - UK
  - Sweden
- 23% of total
  - 60 000
  - 700 000
  - 700 000
  - 500 000
  - 80 000
  - 33% of total
  - 50 000

## The European survey about business transfer

406 « former buyers »

478 « future buyers »

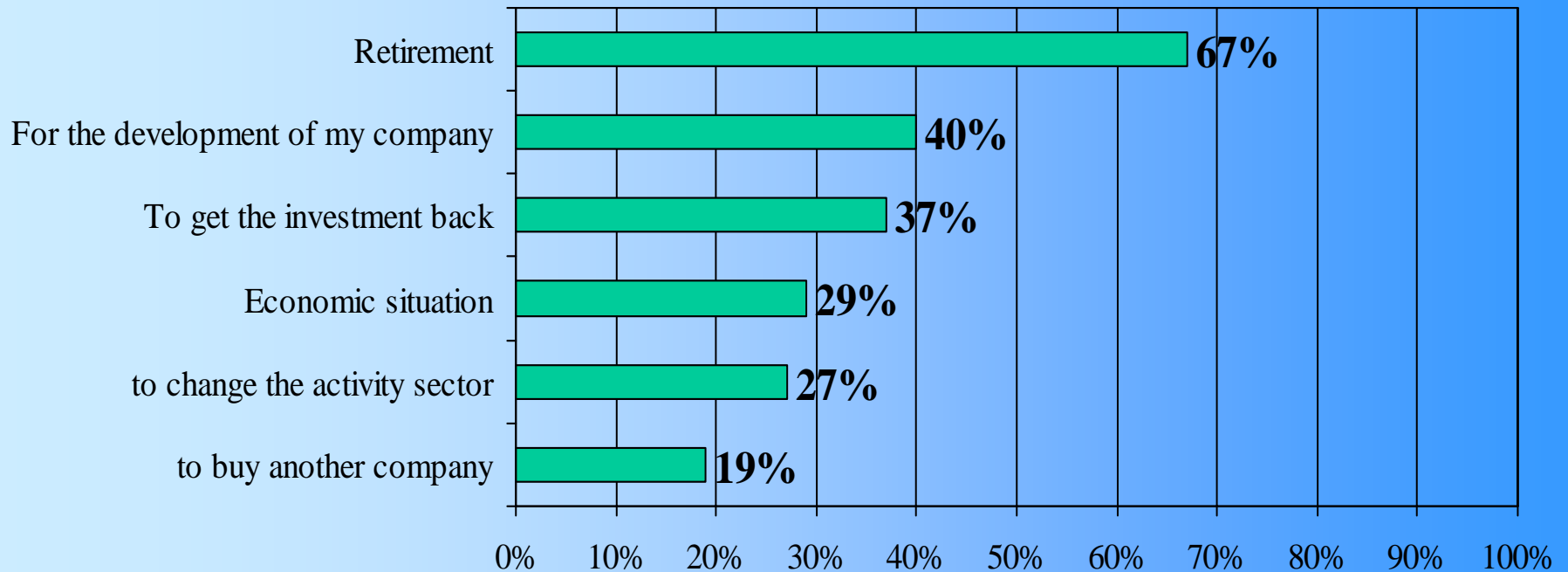
413 « future sellers »

- Main results for the « future sellers »

Future sellers  
European average



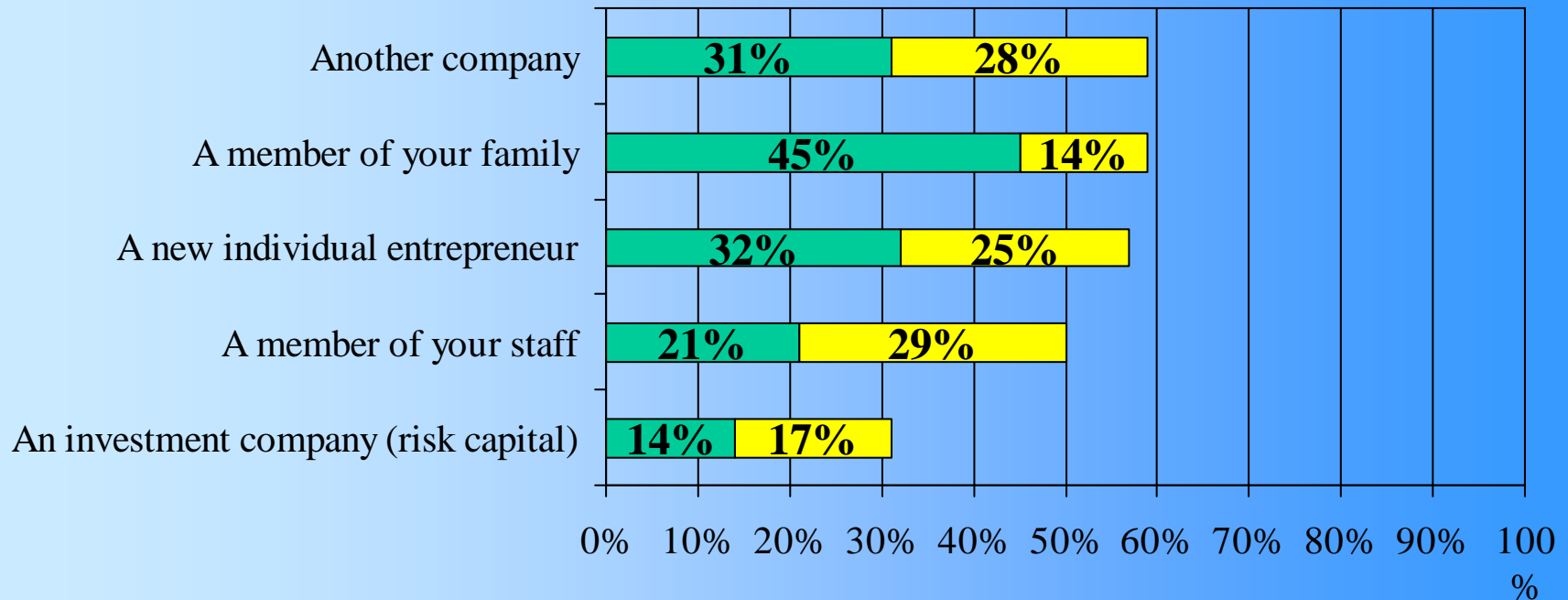
What are the reasons for  
planning a sale/transfer



Future sellers  
European average



Who would you prefer to take over your business ?

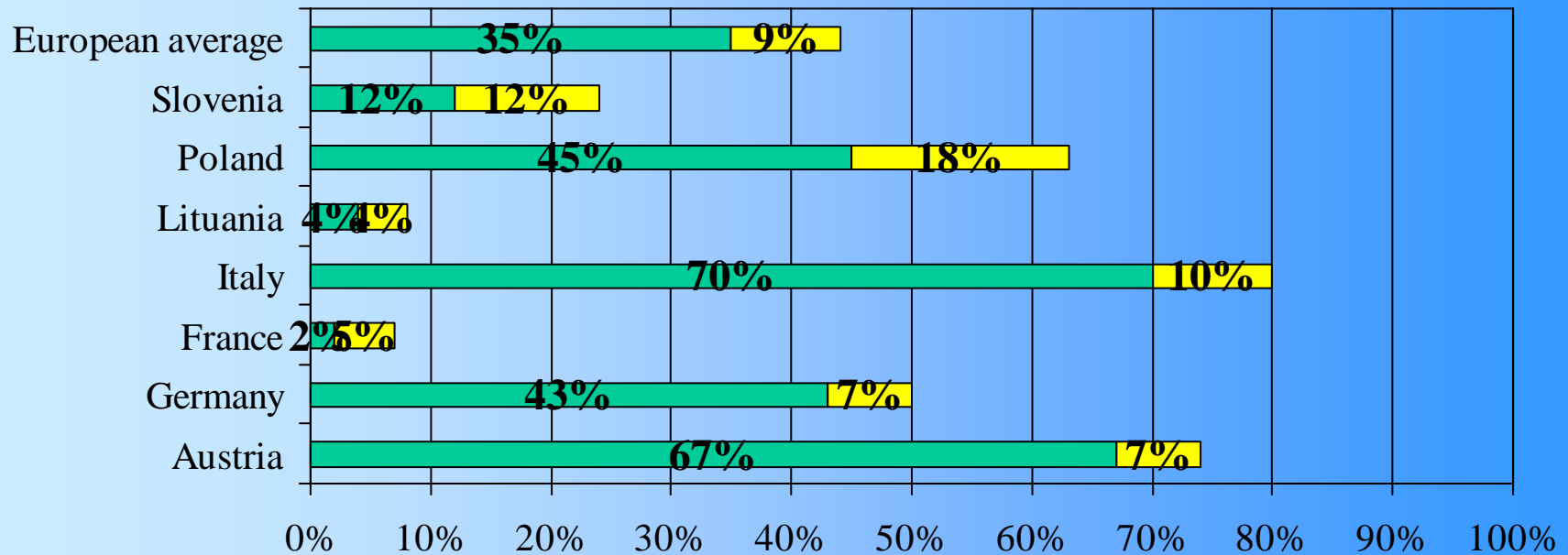


Very welcome    Welcome

Former buyers  
European average



The share of family transfer by country

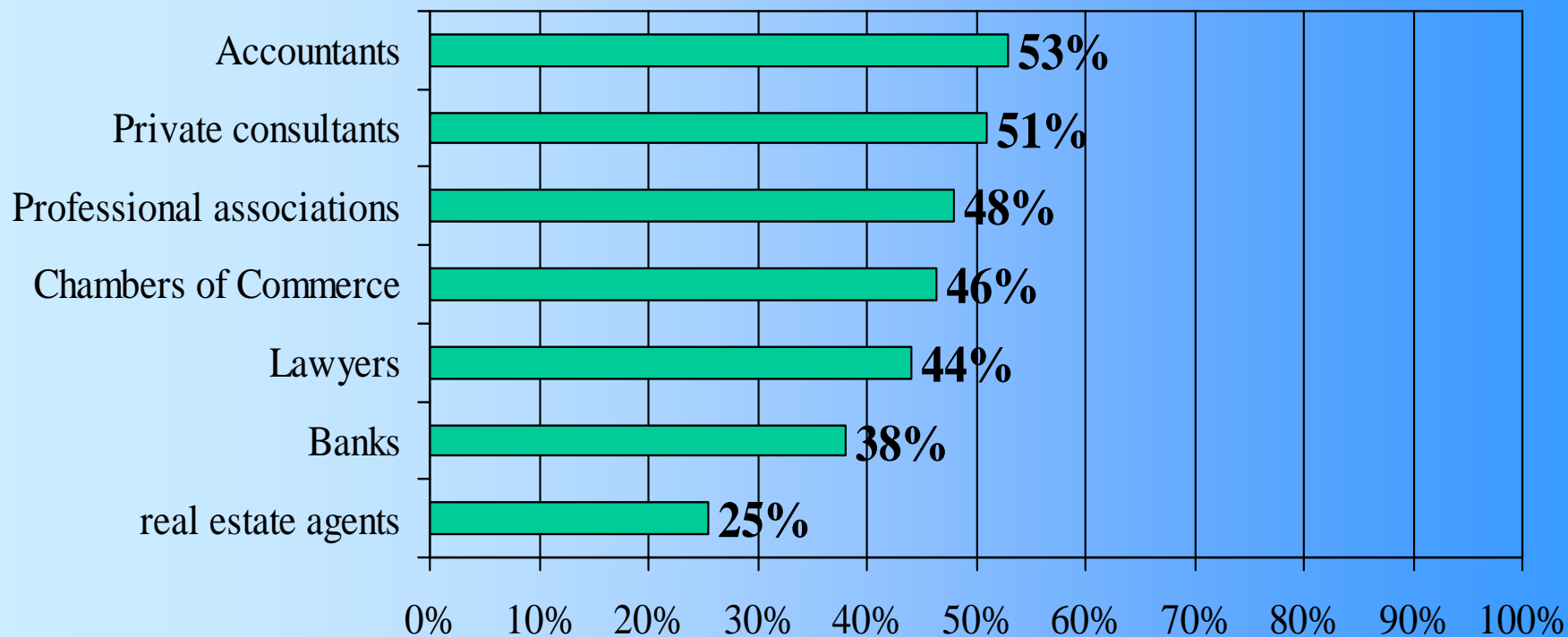


■ Take over to parents
 ■ Take over to another member of the family

Future sellers  
European average



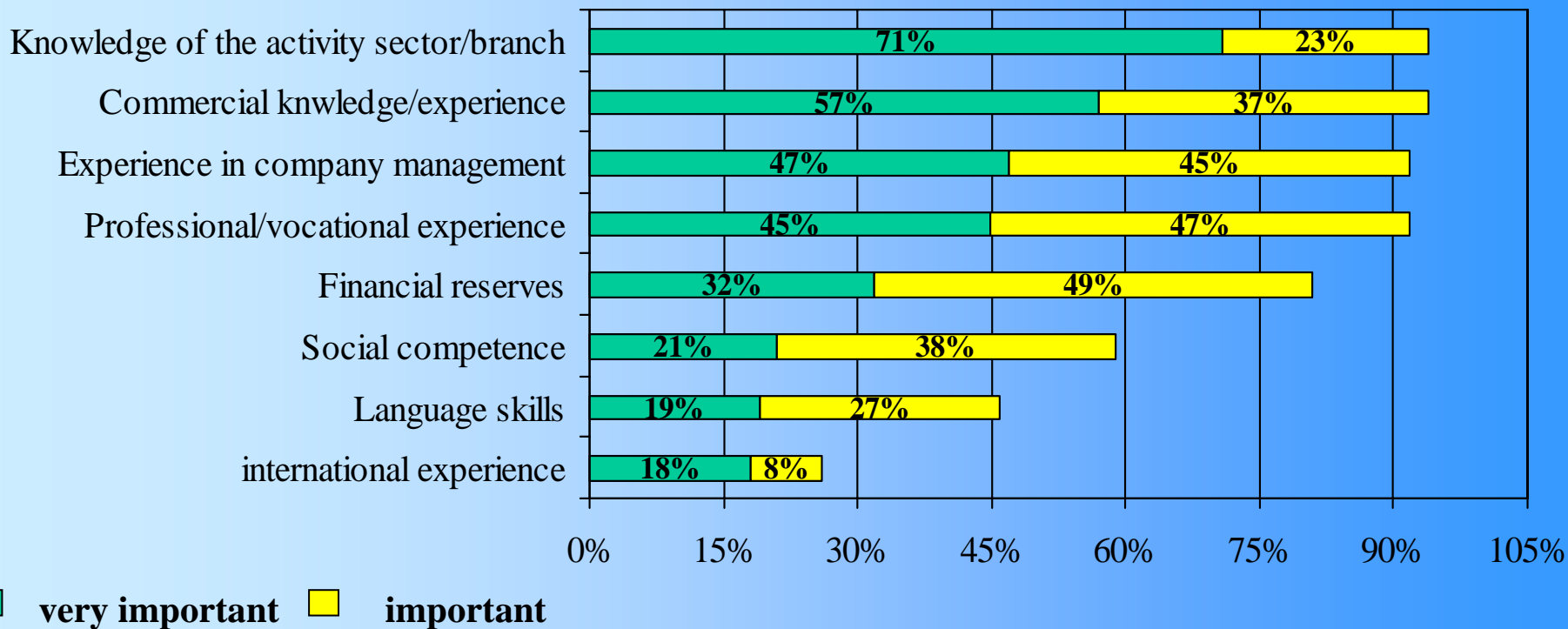
Whom did you or do you intend to contact to search for a successor?



Future sellers  
European average



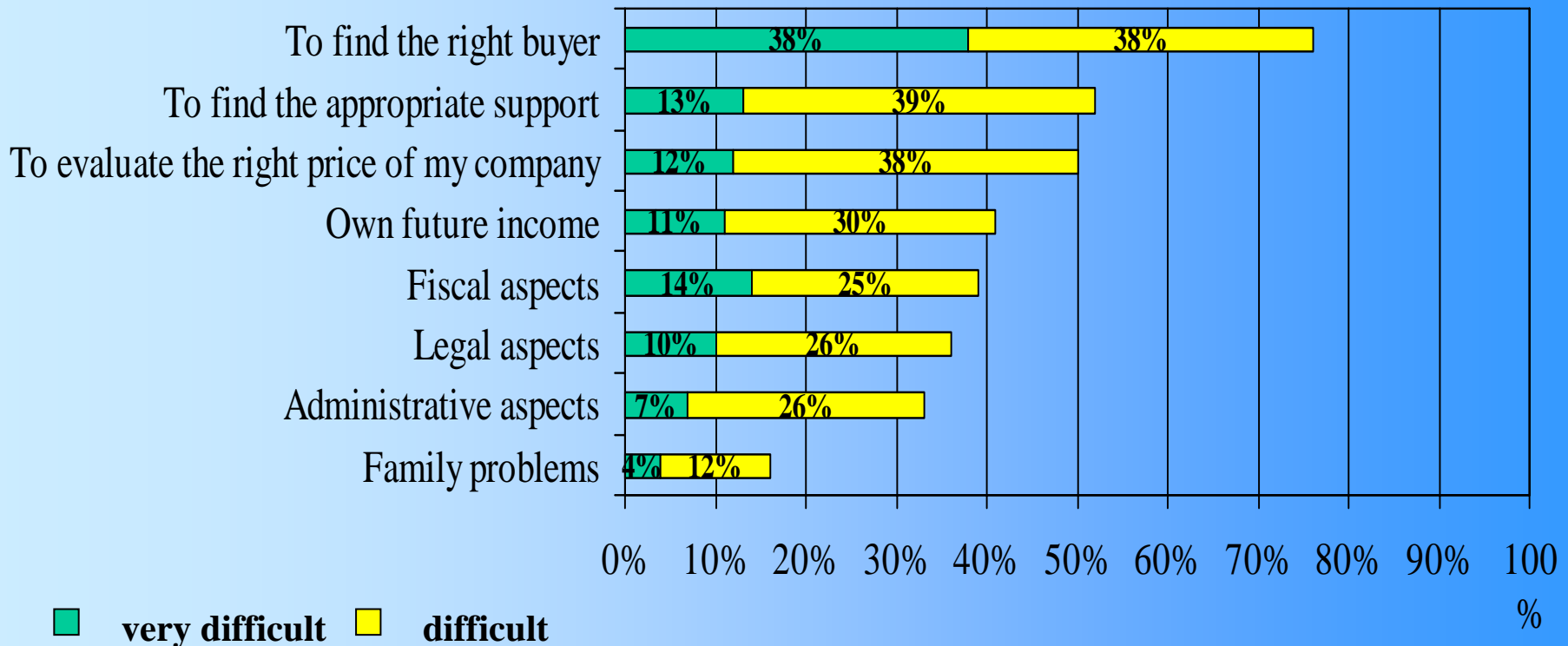
Which qualification do you find to be important for the success of your successor?



Future sellers  
European average



What are the crucial points and difficulties for the project of selling your company?

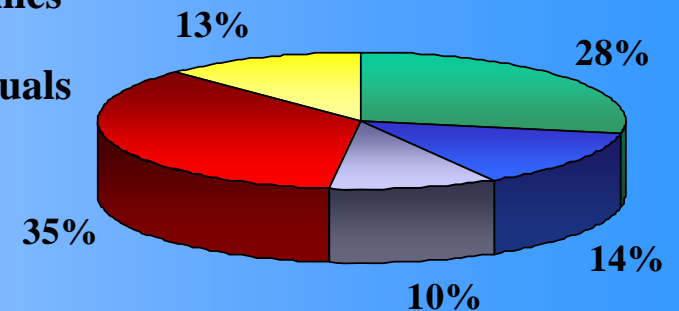


- Main results for the « former buyers »

Former buyers  
European average

Activity sectors of the companies  
taken over

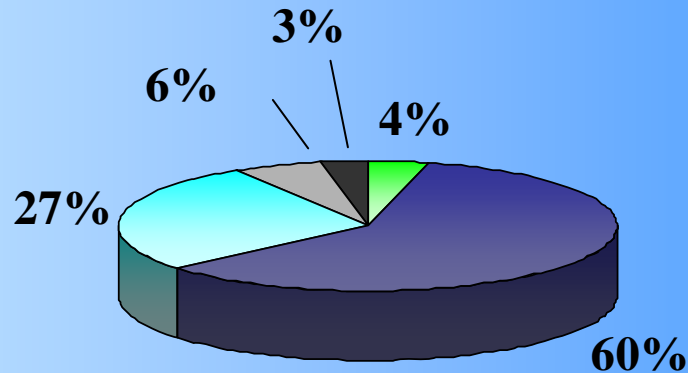
- production
- Services to companies
- Services to individuals
- Retail shops
- construction
- tourism



Former buyers  
European average

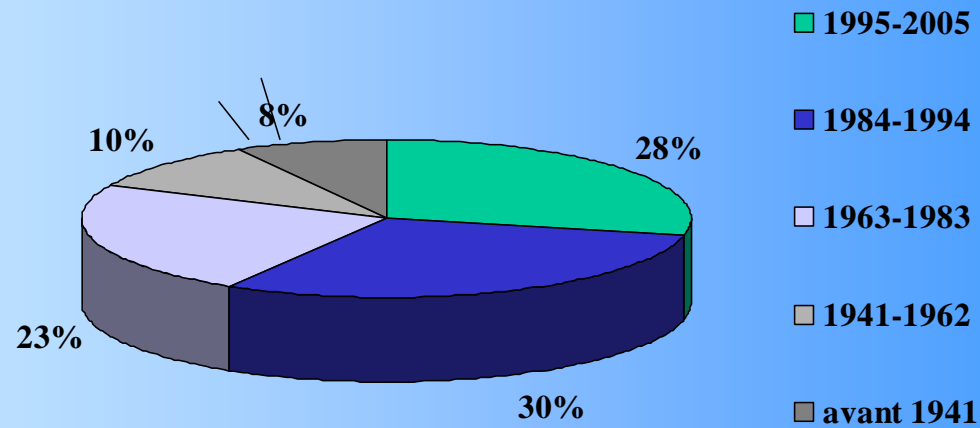
Staff of the companies taken over

- 0
- 1 - 9
- 10 - 49
- 50 - 250
- plus de 250



Former buyers  
European average

## Date of creation of the companies taken over



Former buyers  
European average



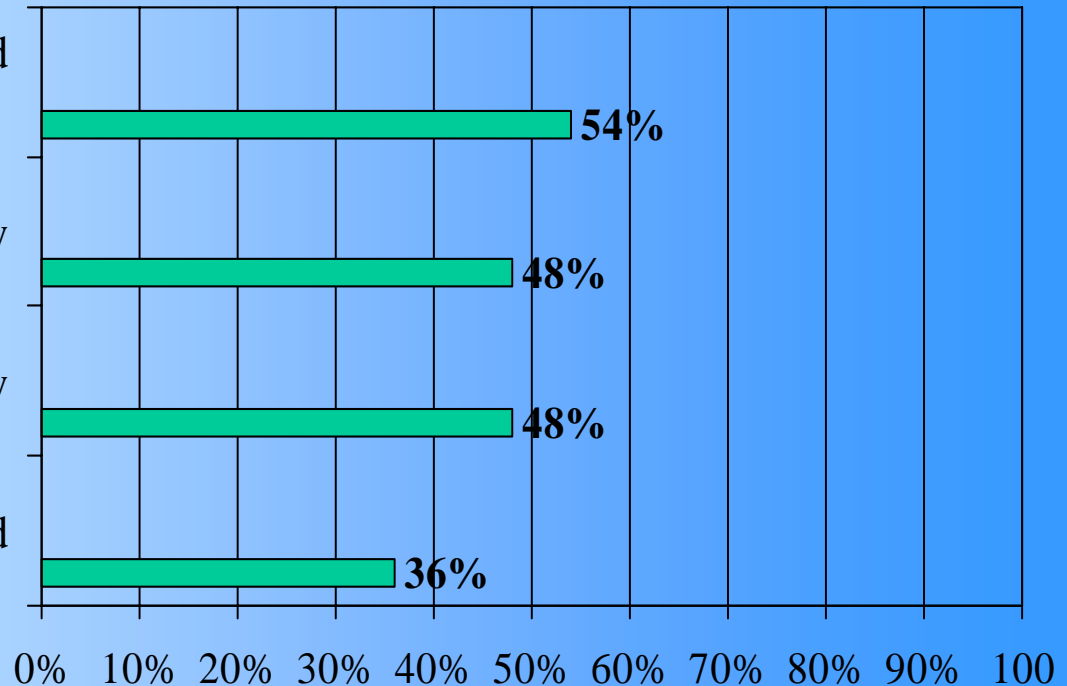
What are the reasons to take over instead of creating your own business?

to invest in a company which already proved successful

transfer within the family

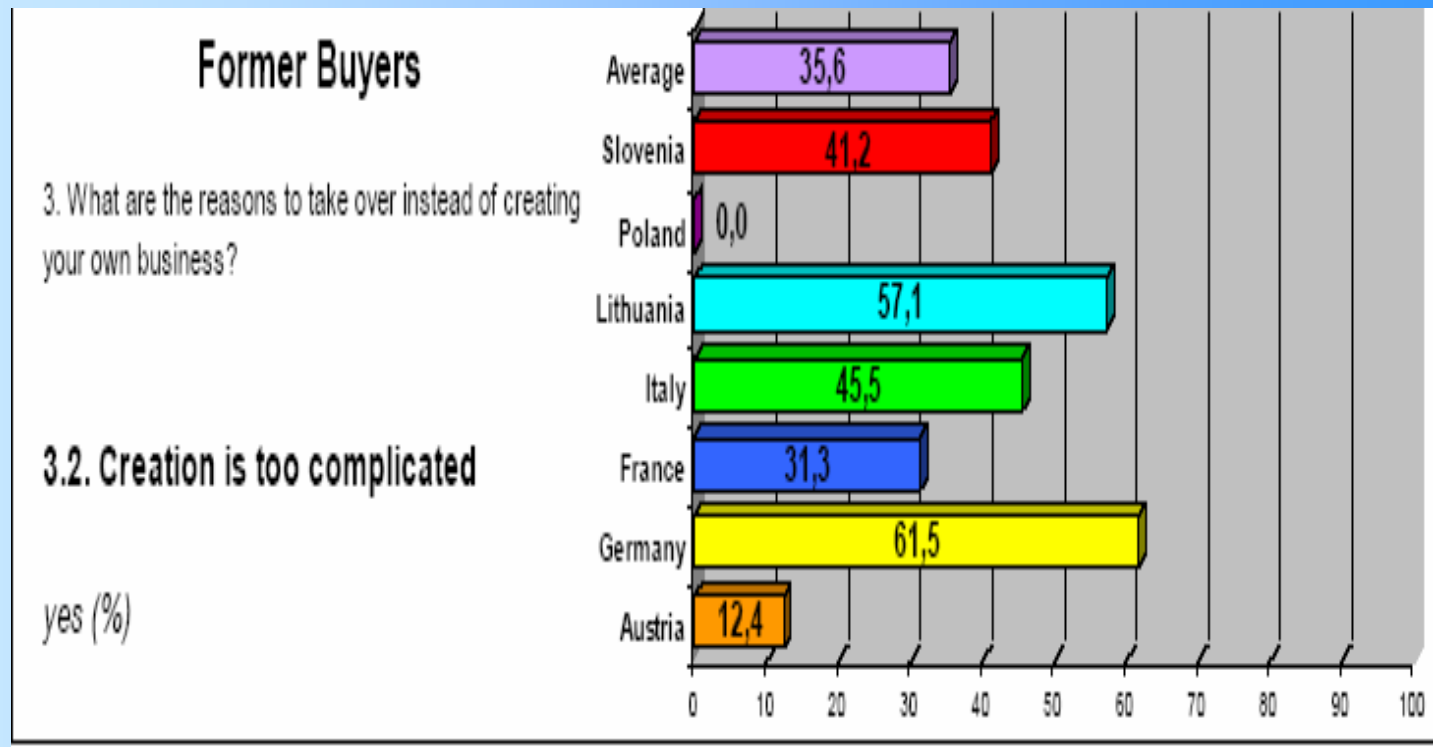
Company take over is less risky

creation is too complicated



Former buyers  
European average

Why take over instead of creating a new business: results by country



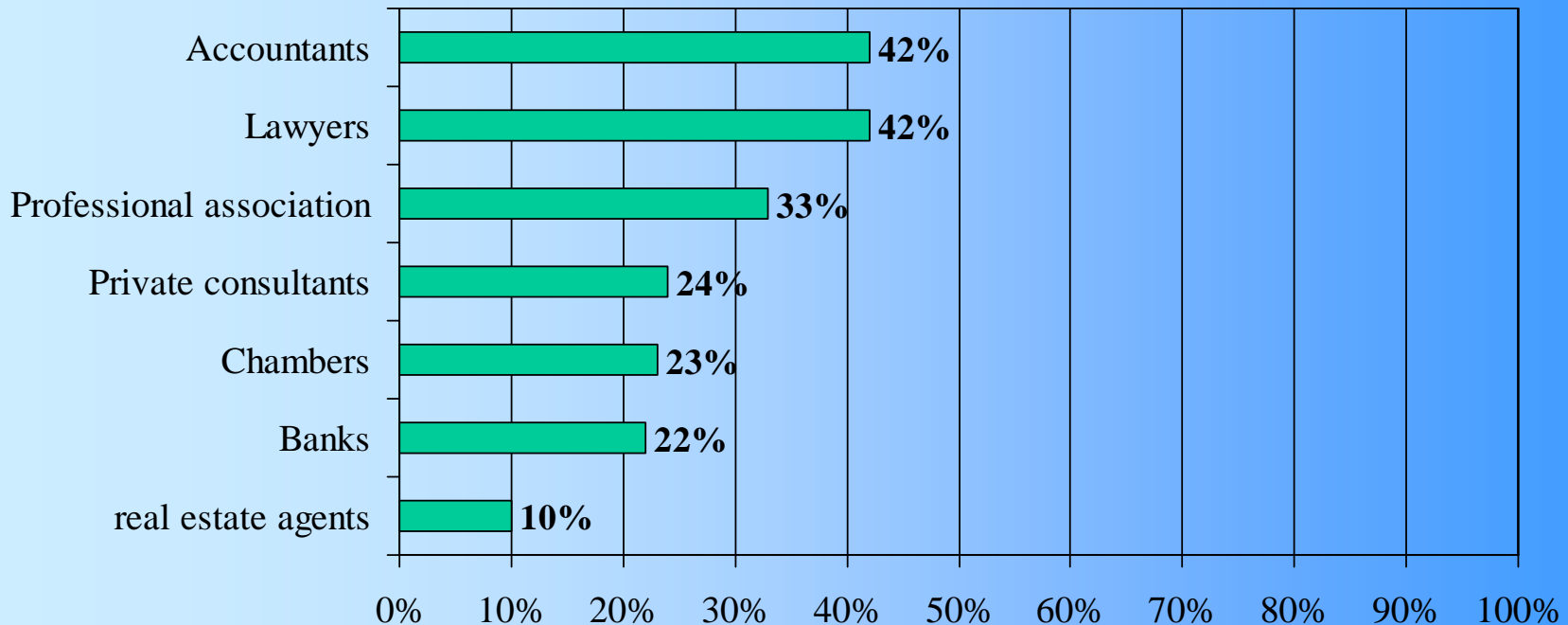
## Start up a new business or take over?

- According to Flash Eurobarometer 2004
  - 53 % of European citizens would prefer set up a new company rather than take over an existing one
  - 29 % would prefer take over a business

Former buyers  
European average



Whom did you contact in order to find a company to take over

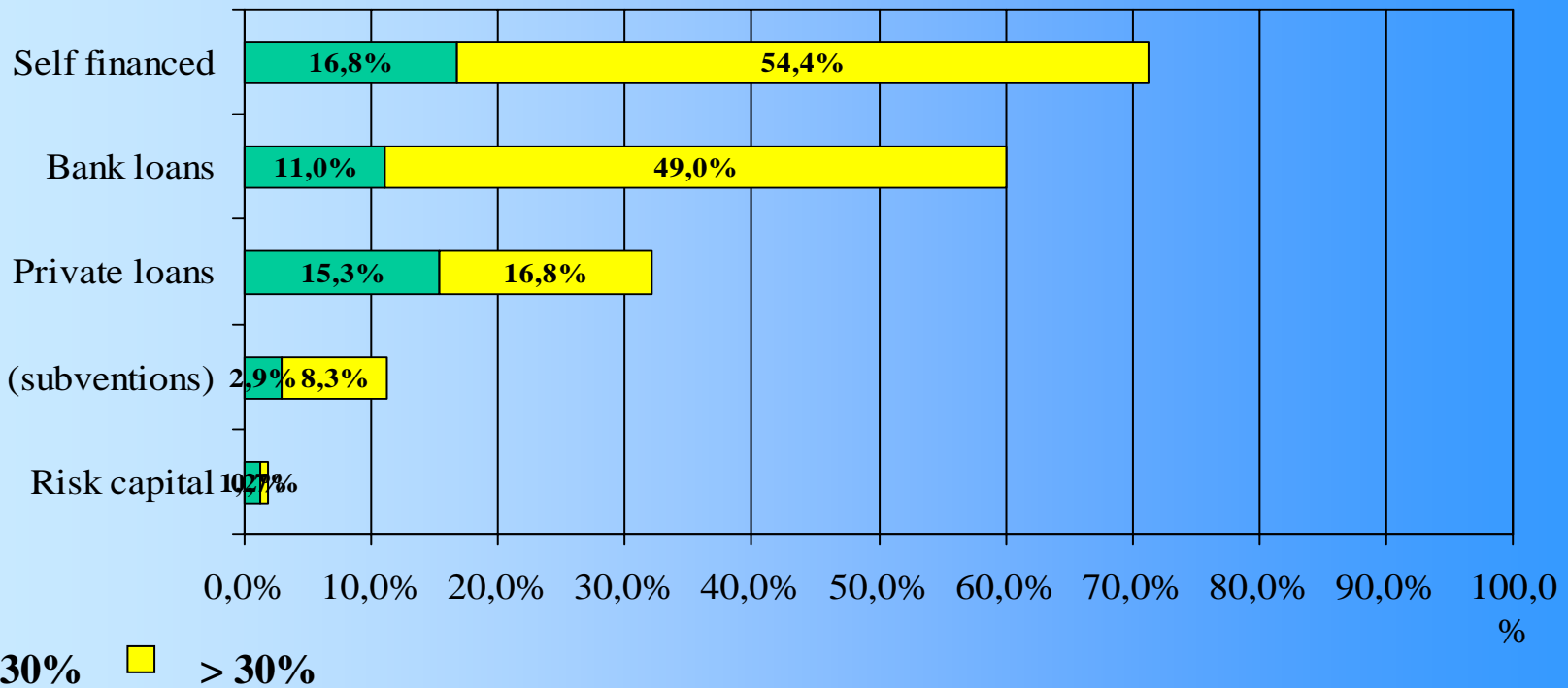


■ utilisation

Former buyers  
European average

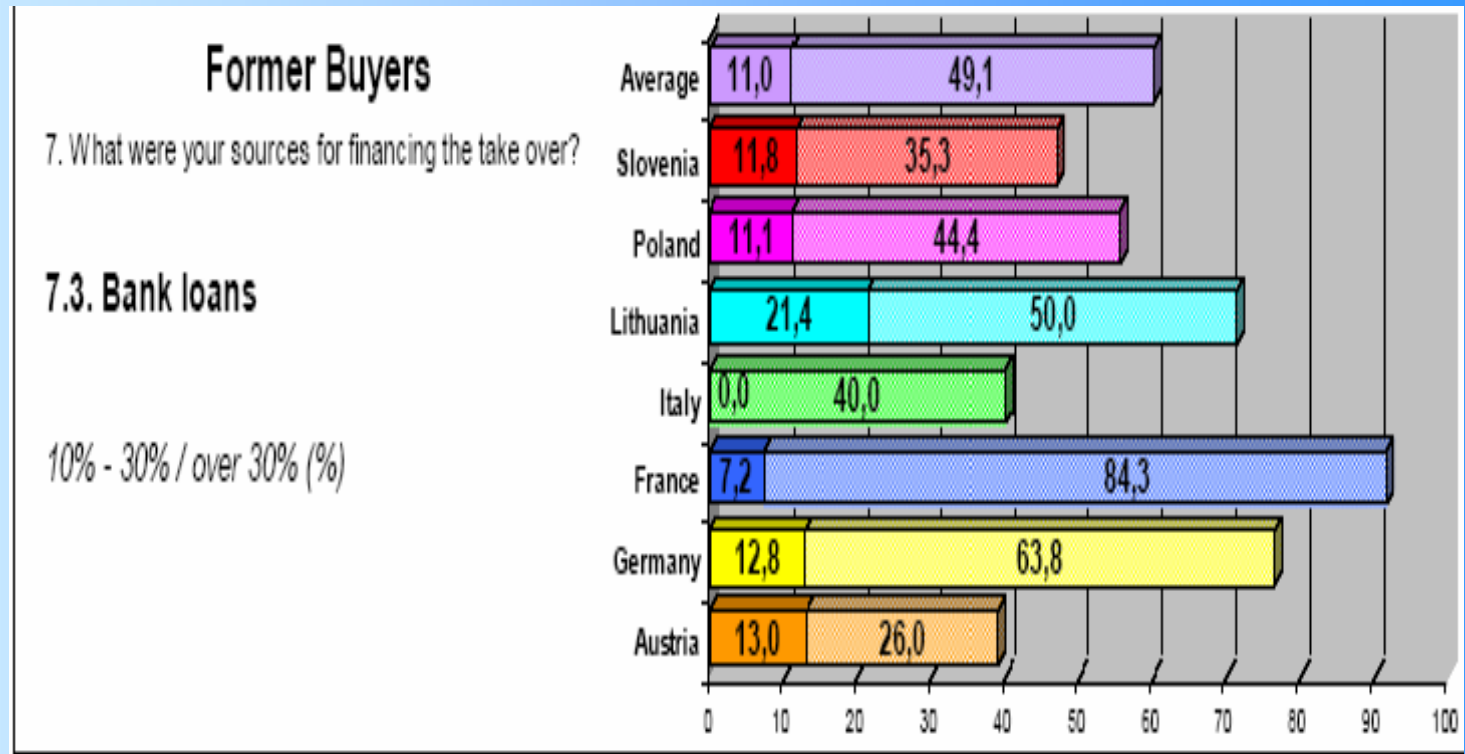


What were your sources for financing the take over?



Former buyers  
European average

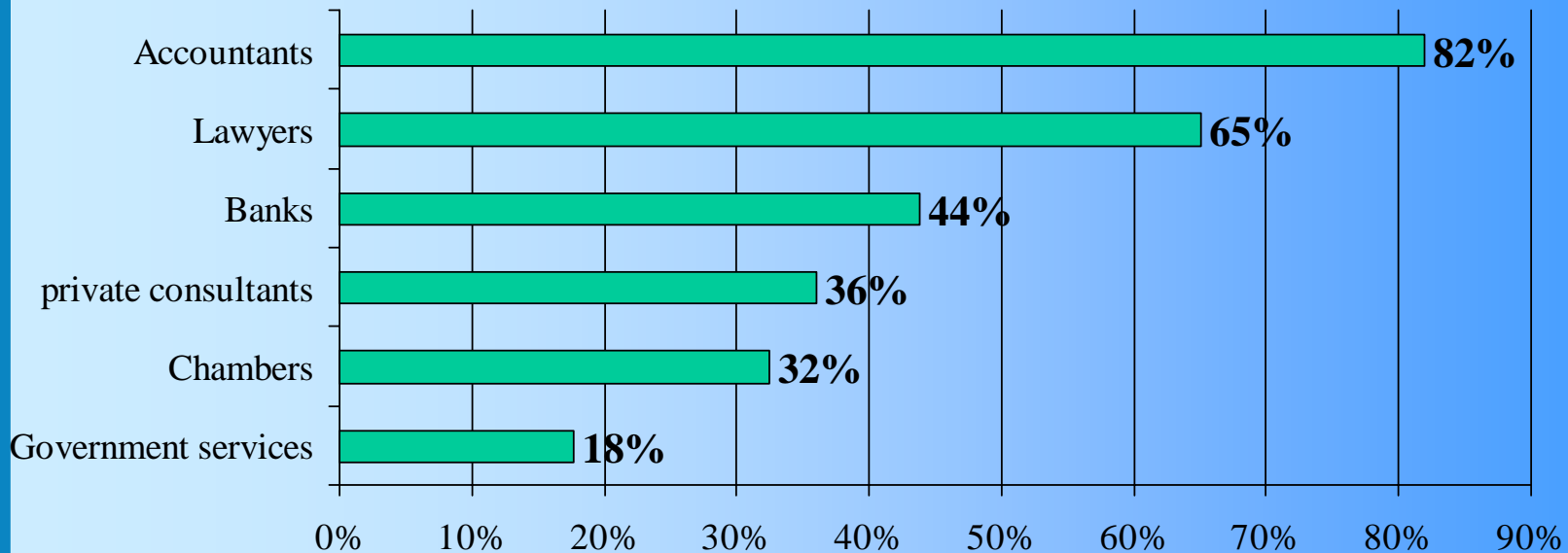
Bank loans : differences between countries



Former buyers  
European average



Which support did you use during the take over process?

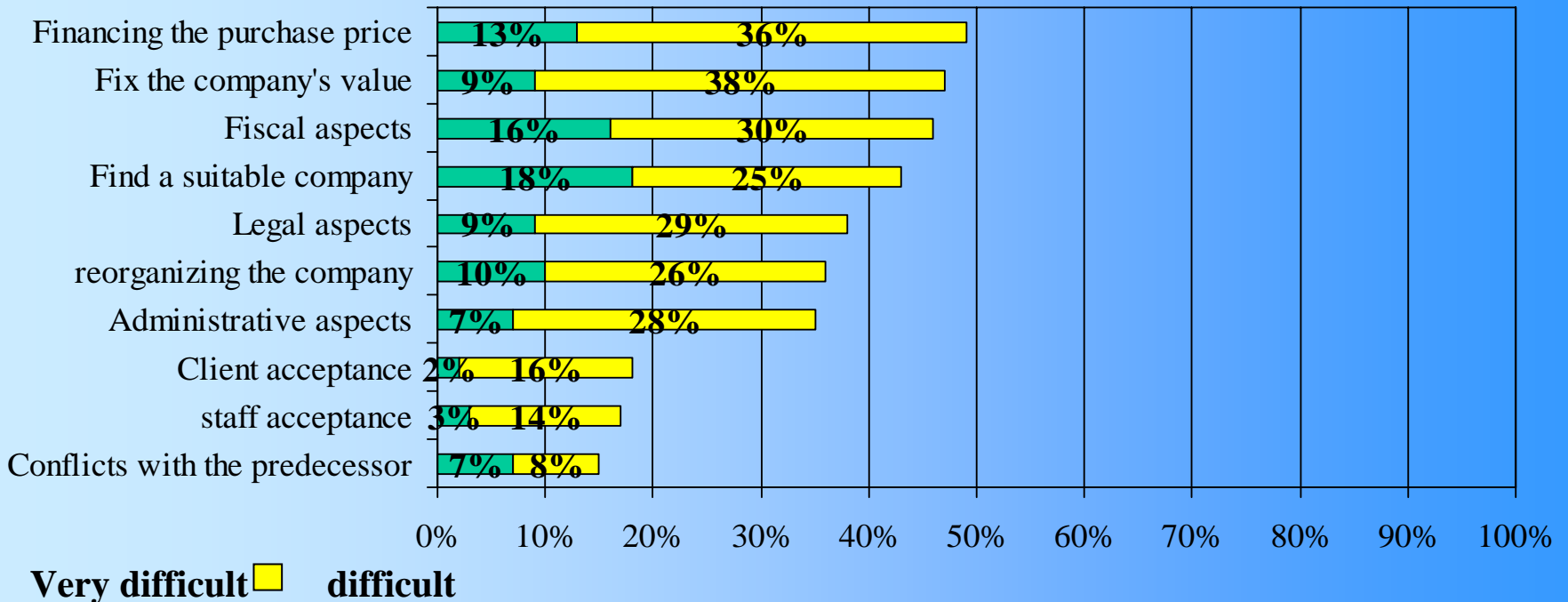


■ utilisation

Former buyers  
European average



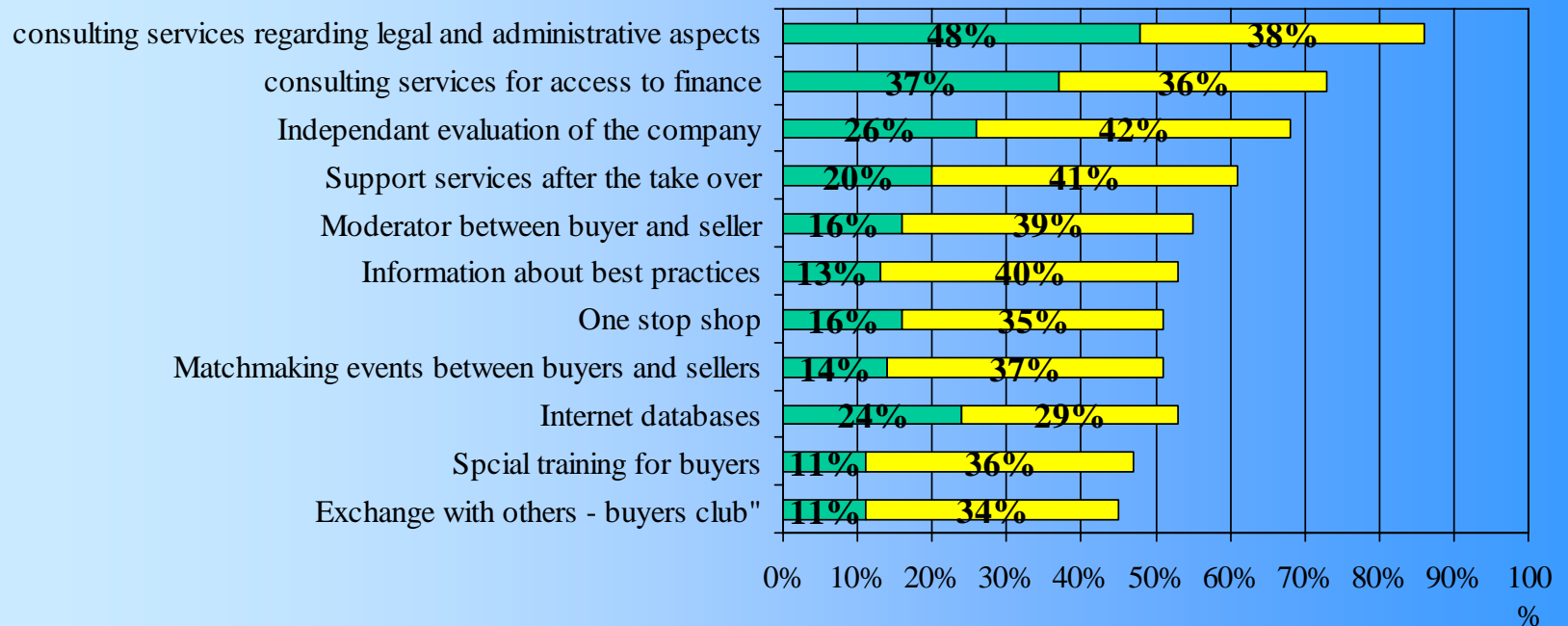
Main difficulties during the take over process



Former buyers  
European average



Which support would be helpful?



Very useful    usefull