

Fax +49 (0)711 123 2556

Online registration and registration documents can also be found at www.next-business-generation.net and www.transregio.org

Attendance is free of charge including coffee, lunch and cocktails.
You will receive confirmation after you have registered.

Wirtschaftsministerium Baden-Württemberg
Susanne Eisenmann
Theodor-Heuss-Straße 4

D - 70174 Stuttgart



TRANSREGIO

The **Transregio** project aims at comparing the situation concerning Business Transfer in seven European countries (Austria, France, Germany, Italy, Lithuania, Poland and Slovenia). For that purpose a transnational survey identifying the difficulties and expectations of buyers and sellers has been conducted. Some good practice in the field of support services to business transfer has also been identified.

www.transregio.org.

NEXT BUSINESS GENERATION

In the EU project **Next Business Generation** the regions of Baden-Württemberg, Lombardy, Lower Austria, Thessaly, West Midlands and the Canton of Zurich have come together to share experience and to collectively develop solutions to safeguard business succession. This is achieved by way of expert meetings, conferences and study tours held in the participating regions. In a benchmarking procedure the six partner regions will determine reliable and effective processes to facilitate business succession and describe them in case studies.

www.next-business-generation.net

Both projects are co-financed by INTERREG IIIC, an EU-funded programme that helps Europe's regions form partnerships to work together on common projects.

ORGANISED BY

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VENUE

European Economic and Social Committee
Conference room BEL 62
99, rue Belliard
B - 1040 Brussels
Phone +32 (0) 2 546 90 11
Fax +32 (0) 2 513 48 93



Baden-Württemberg, Lodzkie, Lombardy, Lithuania, Lower Austria,
Rhône-Alpes, Slovenia, Styria, Thessaly, West Midlands, Zurich



Business Transfer in Europe International Conference

30th March 2006

11:00 to 17:30

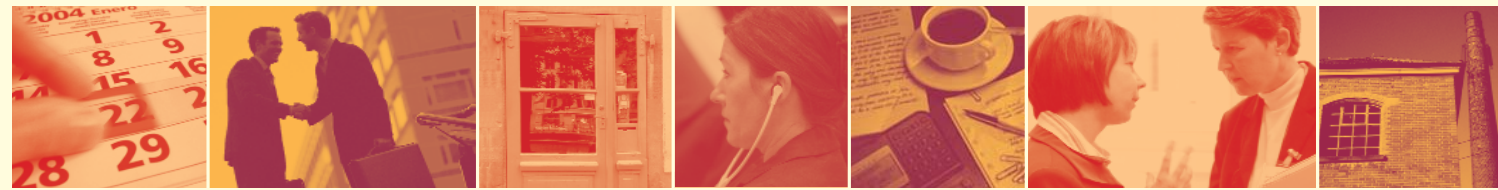
Venue:
**European Economic
and Social Committee**
Brussels



BUSINESS TRANSFER IN EUROPE

According to a study of the European Commission, about one third of all companies located in the EU 15 will be transferred during the next ten years. This situation is due to the fact that the generation who created businesses in the roaring 70s is now approaching the phase of retirement age. In the EU 15, 610 000 companies are affected (86% of which are very small enterprises), with an impact on more than two million jobs. To guarantee the continuity of small and medium-sized businesses in Europe, it will be necessary to take measures to support and facilitate the transfer of business ownership.

This conference is co-organised by the partners of **Transregio** and **Next Business Generation (NBG)**, two EU projects co-financed by Interreg IIIC, and aims at presenting the situation concerning business transfer in various European countries: description of key support services to safeguard business successions, results of a European survey identifying the difficulties and expectations of buyers and sellers and the point of view of European managers who took over a company, presentation of the measures taken by the European Commission in favour of business transfer.



PROGRAMME

10:30 REGISTRATION

Business mediators safeguard business succession

Jürgen Becker, Chamber of Commerce and Industry Heilbronn-Franken, Germany

11:00 INTRODUCTORY SESSION

Henri Malosse, Member of the European Economic and Social Committee

Peter Schäfer, Ministry of Economic Affairs Baden Württemberg, Germany

Lead Partner of the Next Business Generation project

Michel Beyet, Regional Chamber of Commerce and Industry Rhône-Alpes, Lead Partner of the TRANSREGIO project

Track record in generational transfer of the SATURNO programme

Silvia Valentini, Formaper, Milan Chamber of Commerce, Italy

The West-Midland succession project – concept to delivery
Chris Briggs, Black Country Chamber of Commerce and Business Link, UK

11:30 Round table 1: Business transfer – financial and legal aspects, factors for success

Key factors for success and failures of business transfers in France

Marcel Deruy, Director, OSEO BDPME, France

Financing business transfers in the region of Baden-Württemberg

Klaus Thuß, L-Bank, Germany

Limits to the change of ownership deriving from EEC law

Gottfried Schellmann, KPMG, Austria

15:30 COFFEE BREAK

16:00 Expectations of buyers and sellers in Europe and measures taken by the European Commission

Presentation of a transnational survey of buyers and sellers in seven European countries

Michel Beyet, Regional Chamber of Commerce Rhône-Alpes, France, Lead Partner of the TRANSREGIO project

Taking over a company – personal experience

François Régis Barbier, Calpi Color, Rhône, France
Dorothea Dürr, Dürr Gruppe, Weinstadt, Germany

The measures in favour of business transfer at European level
Albrecht Mulfinger, Head of unit „Crafts, small business, cooperatives and mutuals“, DG Enterprise and Industry

12:30 LUNCH

17.30 COCKTAILS

14:00 Round table 2: Support services for business transfer in four European countries

Transcommerce – a support scheme for the transfer of very small enterprises

Michèle Bernard, Regional Chamber of Commerce and Industry Auvergne, France

More information can be found at
www.next-business-generation.net and www.transregio.org.

Deadline for registration 20th March 2006

I hereby register for the Business Transfer in Europe conference on 30th March 2006 in Brussels.

In accordance with German law, we inform you that your details will be stored electronically for automatic processing.

Surname, First Name

Organisation

Address

Post Code, City

Country

Phone

Fax

E-mail

Date, Signature

Please inform me about other events of the NBG and Transregio project.

