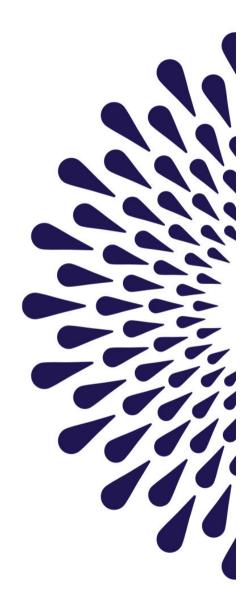


Business Transfer Promotion in European Countries

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Hanse Parlament, Inbet+ 16.12.2021











Objectives

- Collect data about best practices on business transfer promotion
- Collect preliminary data about business transfer ecosystems
- Build and publish case stories of the best practices on business transfer promotion







Data

- Online questionnaire was sent to 65 experts in 27 EU countries
 - EU Commission (Expert group –Improving Evidence Base on BTs)
 - SMEunited 10
 - SME Envoy Network 19
 - Seinäjoki University of Applied Sciences Network
 12
- Survey resulted in 28 responses representing 17 countries with 29 proposals
- Research team chose 15 cases to represent best practices in promoting SME business transfers







Results

- 1. Overview of business transfer ecosystems
- 2. Best practices case stories on business transfer promotion
 - National events and general measures
 - One-stop-shops & online platforms
 - Family business succession and guidebooks
- 3. Conclusions







National Business Transfer Ecosystems 2021

					1	Yes (Hindering Legi	slation = no)						
					0,5	Some	•						
						No (Hindering Legis	slation = yes)						
	Nationa	1	Leading		National								
	Advisory		National	National	Economic	Special	Advisory	Business	Online	Hindering	Promoting		
Country		-	Organizatio 🔻	Agenda 🔻	Policy 🔻	Funding 🔻	Services 🔻	Brokers 🔻	Platforms 🔻	Legislation =	Legislation =	Summar-T	Country
Austria	1		1	1	1	0,5	1	0,5	1	1	1	9	Austria
Belgium	0		0,5	0	0	0,5	1	0	1	1	1	5	Belgium
BE-Flanders	1		1	0,5	1	1	1	1	1	1	1	9,5	BE-Flanders
Bulgaria	0		1	1	0	0	0	0,5	0	0	0	2,5	Bulgaria
Croatia	0		1	0	0	0	0,5	0,5	0,5	1	0	3,5	Croatia
Cyprus	0		0	0	0	0,5	0	0	0	1	1	2,5	Cyprus
Denmark	0		1	1	1	0,5	1	0,5	0,5	1	0	6,5	Denmark
Estonia	0		1	1	1	0,5	1	1	0	1	1	7,5	Estonia
Finland	1		1	1	1	1	1	1	1	1	1	10	Finland
Germany	1		1	1	1	1	0,5	0,5	1	1	1	9	Germany
Italy	0		1	0	0	0	0,5	0	0	1	0	2,5	Italy
Lithuania	0		0	0	0	0	1	1	0	1	0	3	Lithuania
Luxembourg	0		1	0	1	0	1	1	1	1	0	6	Luxembourg
Malta	0		1	1	1	1	1	0,5	0	1	1	7,5	Malta
Netherlands	0		0	0	0	0,5	0,5	1	1	1	0	4	Netherlands
Romania	0		0	0	0	0	0,5	0,5	0,5	1	0	2,5	Romania
Slovenia	0,5		1	1	1	1	1	1	1	0	0	7,5	Slovenia
Spain	0		0	0	0	0,5	0,5	0,5	0,5	1	0	3	Spain
ES-Catalonia	0		1	0	0	0,5	0,5	0,5	1	1	0	4,5	ES-Catalonia
Summary	4,5		13,5	8,5	9	9	13,5	11,5	11	17	8		Summary







Ecosystem analyzes

- Good examples of the well-developed national business transfer ecosystems
 - Finland Austria Germany
 - Estonia Malta Slovenia
- National advisory boards are relatively rare
- Leading national organization and advisory services exist in most countries
- Significant variation in online platforms, but it is easy to benchmark and build
- Great potential in improving business transfer ecosystems in EU countries







Cases - National Events and General Measures

Title	Theme	Country	Key Takeaways
Business Transfer Week	National event	Belgium	Key stakeholder cooperationAwareness raising
Business Transfer Forum	National advisory board on business transfers	Finland	Key stakeholder cooperation
Family Business & Business Transfer Forum	National event	Croatia	Awareness raisingAnnual eventSystematic approach
Business Transfer Barometer	National survey	Finland	 Evidence based policy development
Center for Mergers, Acquisitions and Buyouts	Coaching program	Belgium	Research, education and networking







Cases - One-Stop-Shops & Online Platforms

Title	Theme	Country	Key Takeaways
Business Start-up Service	One-Stop-Shop	Austria	Leading organization
Follow me – Business Transfer Initiative	One-Stop-Shop	Austria	 Regional improvement of the national business transfer ecosystem
Reempresa	One-Stop-Shop	Spain – Catalonia	 Long term cooperation with key stakeholders
Sowalfin Business Transfer Ecosystem	One-Stop-Shop	Belgium - Wallonia	Systematic approach
Borzaposla.si - National Business Transfer Marketplace	Online platform	Slovenia	Cross border acquisitions







Cases – Family Business Succession & Guidebooks

Title	Theme	Country	Key Takeaways
Initiative on Business Transfer	Family business succession	Estonia	Leading organization
Family Firm Succession and Sale Support Program	Promotion program	Netherland - Utrecht	 Government and University cooperation
Family Business Act & Family Business Office	Family business succession	Malta	Goverment involvement
Awareness Raising Actions – Short Kit	Guide books	Italy	Systematic awareness raising
Business Transfer Handbooks	Guide books	Slovenia	Highlighting the basics







Conclusions

- Need to continue and strengthen the international dialogue between experts on SME business transfers
- Business transfer promotion gets attention in EU countries, but variation in
 - current overall functionality of the business transfer ecosystem
 - extent of business transfer promotion measures
- Ongoing need for research-based policy development
- Need for country level systematic cooperation between the key stakeholders
- Many countries could benefit from launching national advisory boards on business transfers







Thank You

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urn.fi/URN:NBN:fi-fe2021062339725

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