

# BUSINESS TRANSFER PROGRAM SPAIN



Víctor Audera

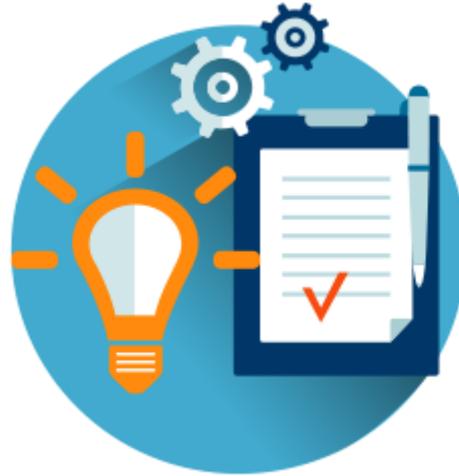
SUMMIT OF SMALL BUSINESS

GENERAL DIRECTOR OF INDUSTRY AND SME

Ljubljana, 15th June 2016



MINISTERIO  
DE INDUSTRIA, ENERGÍA  
Y TURISMO



## SPANISH **SMEs** OVERVIEW



# SPANISH SMEs OVERVIEW



NUMBER OF COMPANIES

94.3%



EMPLOYMENT

32,1%

19%

14,9%

34%



ADDED VALUE

25,4%

18,4%

17,5%

38,7%



EXPORTS

10,4%

14,6%

22,8%

52,1%



R&D

24,5%

40,9%

25,2%

9,4%

0 10 20 30 40 50 60 70 80 90 100



MICRO



SMALL



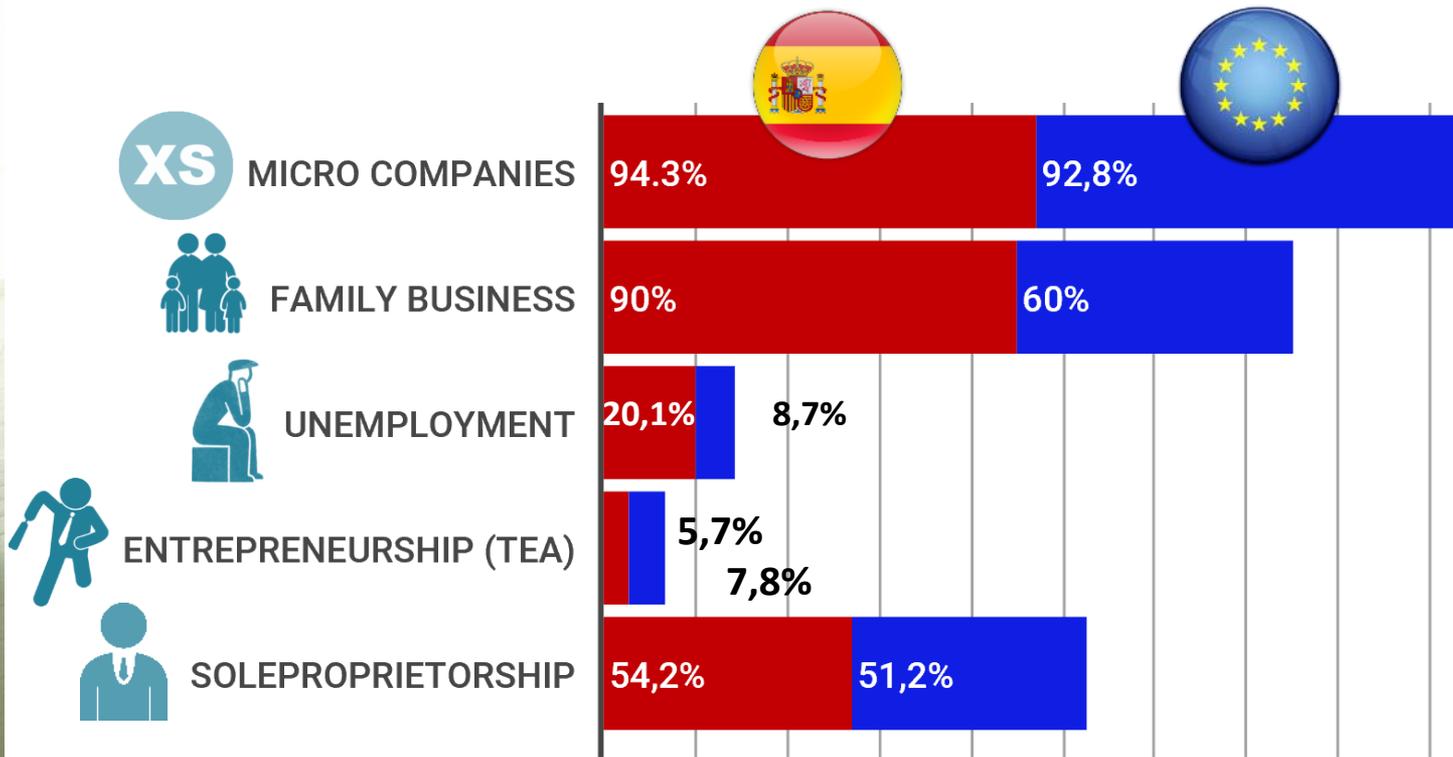
MEDIUM



LARGE



# WHY BUSINESS TRANSFER MATTERS IN SPAIN?

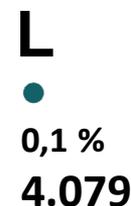
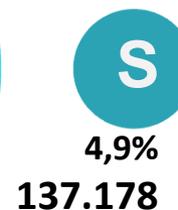
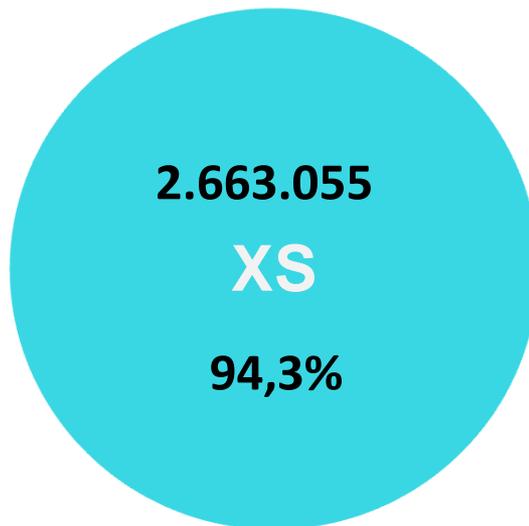


# SPANISH SMEs OVERVIEW – NUMBER OF COMPANIES



NUMBER OF COMPANIES

94.3%



**1.100.000** ENTERPRISES ARE FAMILY OWNED\*



# SPANISH SMEs OVERVIEW – EMPLOYMENT BY SIZE



EMPLOYMENT

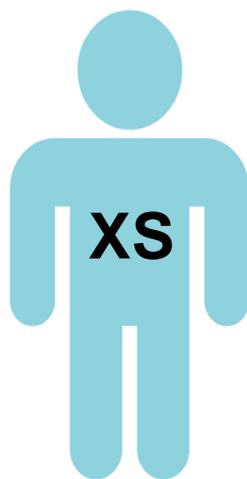
32,1%

19%

14.9%

34%

SME **66 %** BUSINESS JOBS



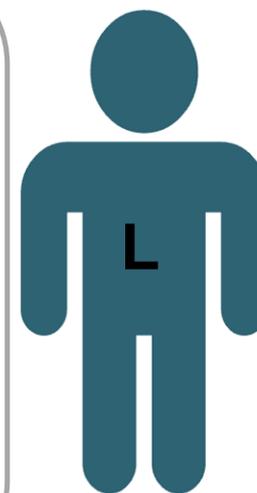
32%



19%



15%



34%





MORE SUCCESSFUL  
BUSINESS TRANSFERS



LESS UNEMPLOYMENT



CERTAIN UNEMPLOYED PERSONS ARE IDEAL CANDIDATES TO PROFIT FROM THE PROGRAM (AS BUYERS).



NOT NECESSARILY IN  
THE SAME SECTOR

UNEMPLOYMENT  
**BENEFITS**

TO A SUBSTANTIAL PART OF THE  
**AVERAGE BUSINESS TRANSFER PRICE**

(**<50.000 €** IN NON-INDUSTRIAL SECTORS).





## BACKGROUND



# BACKGROUND (I)



**450.000** companies

ARE TRANSFERRED ANNUALLY IN EUROPE \*



**-150.000** COMPANIES/YEAR



**-600.000** JOBS/YEAR

LOSS DUE TO INEFFICIENCIES IN  
BUSINESS TRANSFER PROCESSES



**-12.000** COMPANIES/YEAR



**-48.000** JOBS/YEAR



IMPOSSIBILITY TO FIND A  
SUCCESSOR



LEGAL, FISCAL DIFFICULTIES



LACK OF FORESIGHT IN  
BUSINESS



PSYCHOLOGICAL  
DIFFICULTIES

*BUSINESS DYNAMICS: START-UPS, BUSINESS TRANSFERS AND BANKRUPTCY 2011.*

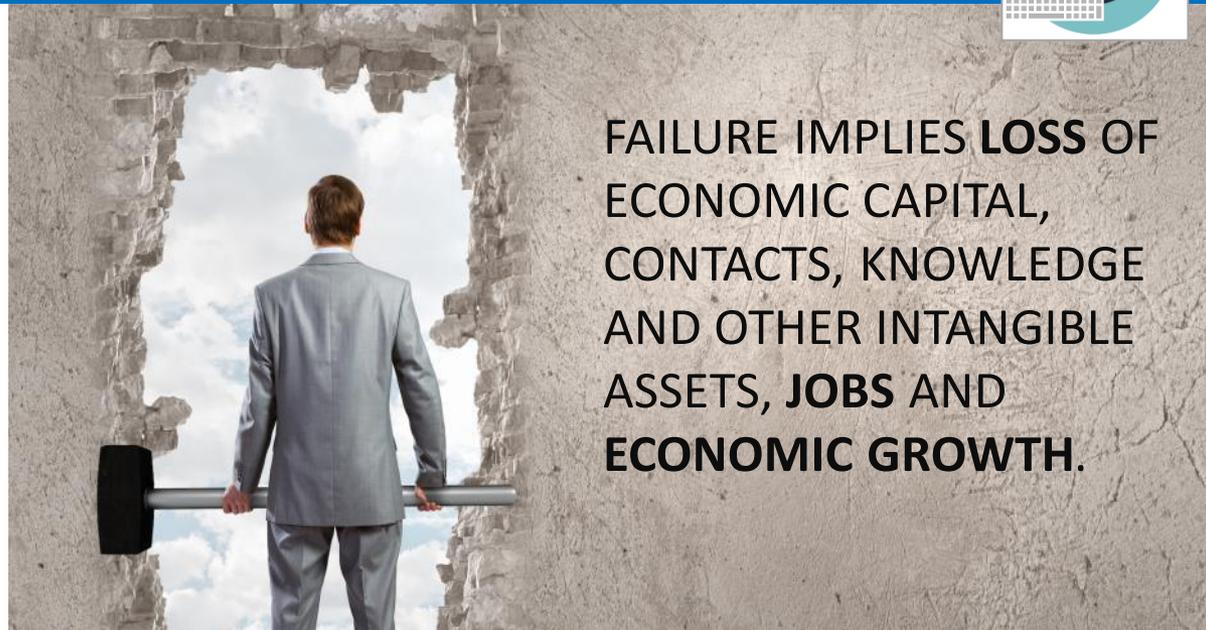
*\* ACCORDING TO THE EU'S FORECAST*



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DE INDUSTRIA, ENERGÍA  
Y TURISMO



## PLANNING & MANAGEMENT BARRIERS TO SUCCESSFUL BUSINESS TRANSFERS



FAILURE IMPLIES **LOSS OF ECONOMIC CAPITAL, CONTACTS, KNOWLEDGE AND OTHER INTANGIBLE ASSETS, JOBS AND ECONOMIC GROWTH.**

~~UNPREPARED~~

AWARENESS-RAISING FOR BETTER PLANNING AND PREPARATION



QUALITY OF SUPPORT AND ADVISORY SERVICES

WWW

QUALITY STANDARDS – ONLINE MARKETS AND CONNECTIVITY



TAXATION\*



LACK OF EVIDENCE AND THE NEED TO HARMONIZE DATA COLLECTION FOR BETTER POLICY



# BACKGROUND: VULNERABILITY TO BUSINESS TRANSFERS FAILURE



**FAILURE**

**SUCCESS**

## MORE VULNERABLE

- 3 YEARS - FIRM'S AGE



MICRO - SIZE

**XS**

SOLE PROPRIETORSHIP - LEGAL FORM



CONSTRUCTION - SECTOR



INDEBTNESS - FINANCIAL INDICATORS



## LESS VULNERABLE

FIRM'S AGE + 10 YEARS



**M**

SIZE OF THE FIRM - MEDIUM

**LLC**

LEGAL FORM

• LIMITED LIABILITY COMPANIES

BUYER

• TRANSFERS TO OTHER BUSINESS

BUYER

• TRANSFERS TO A MEMBER OF THE FAMILY





## EU BACKGROUND





## COM(2006) 117 FINAL



### POLITICAL ATTENTION

TO  
BUSINESS  
TRANSFERS &  
START-UPS



### ADEQUATE FINANCIAL CONDITIONS



### AWARENESS

CONSIDER SOFT  
FACTORS AND  
SUPPORT  
MENTORING.



### TRANSPARENT MARKETS

FOR  
BUSINESS  
TRANSFERS



ENSURE THAT  
TAX SYSTEMS  
ARE TRANSFER-  
FRIENDLY



### APPROPRIATE STRUCTURES

TO  
IMPLEMENT THE  
RECOMMENDATIONS

**RECOMMENDATIONS FOR FUTURE WORK**

# LEGAL BACKGROUND II



**MEMBER STATES ARE**



**INVITED TO:**



## SMALL BUSINESS ACT 2008

PUT IN PLACE SCHEMES FOR MATCHING TRANSFERABLE BUSINESSES WITH POTENTIAL NEW OWNERS

PROVIDE TRAINING AND SUPPORT TO RAISE AWARENESS OF THE NEED FOR EARLY PREPARATION OF BUSINESS TRANSFERS

## SMALL BUSINESS ACT REVIEW

DEVELOP USER-FRIENDLY AND WIDELY SUPPORTED MARKETPLACES AND DATABASES FOR TRANSFERABLE BUSINESSES

## ENTREPRENEURSHIP 2020 ACTION PLAN

IMPROVE THE REGULATORY FRAMEWORK AND TO USE EU FUNDS TO SUPPORT TRANSFERS OF SMES

PUBLICISE BUSINESS TRANSFER PLATFORMS AND MARKETPLACES

## COSME

FUNDS FOR THOSE WHO WANT TO ACQUIRE A BUSINESS



AIMED TO DEFINE STANDARDS FOR EFFICIENT MATCHING PLATFORMS IN EUROPE AND TO CREATE THE BEST CONDITIONS TO ENSURE THEIR GOOD IMPLEMENTATION





## SITUATION IN SPAIN



# PREVIOUS SITUATION



**BUSINESS TRANSFER'S  
MARKET WAS  
FRAGMENTED**

(HAMPERS MOBILITY AND  
COMPETITIVENESS)

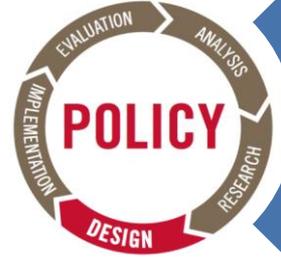
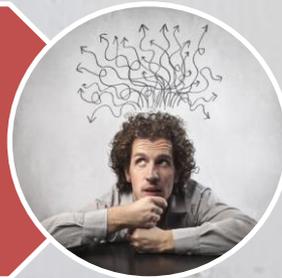


**SEVERAL LOCAL AND  
REGIONAL INITIATIVES**

REEMPRESA (TRANSEO)



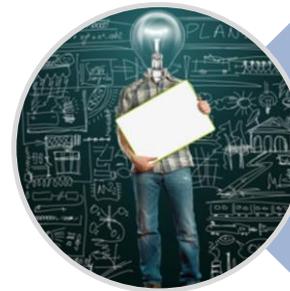
**LACK OF INFORMATION  
AND MARKET PLACES.**



**POLICIES TO PROMOTE  
ENTREPRENEURSHIP**



**ONLINE BUSINESS  
CREATION IN 24-48 HOURS**  
WIDE ONE STOP-SHOPS NETWORK



**NEED TO SEE BUSINESS  
TRANSFER AS A PART OF  
BUSINESS CREATION.**





# TARGETS





# TARGETS OF THE PROGRAM (I)



THE EMPLOYER MAY FORESEE IN ADVANCE THE TRANSFER OF HIS BUSINESS



PROMOTE THE CONTINUITY OF ECONOMICALLY VIABLE ENTERPRISES

## MAKING THE ACTORS AWARE OF THE PROCESS

ENDANGERED AS LACK OF GENERATIONAL CHANGE

THE ENTREPRENEUR MAY UNDERSTAND THE ADVANTAGES OF ACQUIRING AN EXISTING COMPANY AS ALTERNATIVE TO CREATING IT "FROM SCRATCH".



**5** JOBS  
EXISTING COMPANIES  
**66%** SUCCESS

**2** JOBS  
NEW COMPANIES  
**50%** SUCCESS





CREATE A

## NATIONAL MARKET OF BUSINESS TRANSFERS

TO INTEGRATE THE LARGEST NUMBER OF EXISTING TERRITORIAL INITIATIVES AND TO WHICH GOVERNMENT AND BUSINESS ORGANIZATIONS MAY ADHERE

## TOOLS

TO FACILITATE SEARCH AND MATCHING OF SUPPLY AND DEMAND.



BUSINESS INTERRUPTION



## SMES ORIENTED

SMES CAN NOT ACCESS THOSE TRANSMISSION SERVICES THAT LARGE COMPANIES USE.

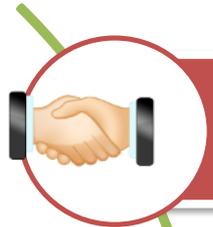




## PROGRAM DEVELOPMENT



Program



**COLLABORATION: MINISTRY OF INDUSTRY AND CEPYME\***



**TRAINING (FOR FUTURE ADVISORS), TECHNICAL SUPPORT AND TOOLS (CRM)**



**BUSINESS TRANSFER CENTERS (BTC) CREATED BY PARTNERS TO SUPPORT SELLERS & BUYERS**



**WEBSITE**



**SUPPORT**

\* SME BUSINESS ASSOCIATION, WHICH GATHERS 59 PROVINCIAL AND REGIONAL BRANCHES AND 51 SECTORAL BUSINESS ORGANISATIONS



<http://www.transmisionempresas.es>

Mapa web Contacto

GOBIERNO DE ESPAÑA MINISTERIO DE INDUSTRIA, ENERGÍA Y TURISMO SECRETARÍA GENERAL DE INDUSTRIA Y DE LA PEQUEÑA Y MEDIANA EMPRESA DIRECCIÓN GENERAL DE INDUSTRIAS Y DE LA INDUSTRIA Y MEDIANA EMPRESA

**TRANSMISIÓN DE EMPRESAS**

Emprendedores y PYME

Inicio Buscador Vendedor Comprador Puntos de atención Documentación Formación

### Plan de Apoyo a la Transmisión de Empresas

Ver todos los anuncios »

**CESIÓN DE LOCAL MUSICAL EN UNA ZONA DE OCIO DE BADALONA**

Supermercado en Torre de la Horadada

El local está situado en un polígono industrial en Badalona...

Supermercado, revistas, prensa, charcutería y carnicería. Zo...

**Centro veterinario ubicado en el Alt Urgell**

Almacén Logístico de Venta Online por Internet de Artículos del Hogar

Centro veterinario ubicado en l'Alt Urgell especializado en...

- Experiencia durante 40 años (2ª generación), con un know h...

**Tienda de arreglo de ropa**

CESIÓN DE LOCAL MUSICAL EN UNA ZONA DE OCIO DE BADALONA

Se cede tienda de arreglos de ropa por jubilación en pleno r...

El local está situado en un polígono industrial en Badalona...

**Peluquería cerca del centro de Reus**

Se cede negocio dedicado a la venta de cigarrillos electrónicos y accesorios en Reus.

Se cede peluquería cerca del centro de Reus, con más de cinco...

Se cede negocio en funcionamiento dedicado a la venta de cig...

Ver todos los anuncios »



**RESTRICTED AREAS REGISTERED PARTNERS (BTC)**



**PUBLIC ZONE BLIND PROFILE OF THE SELLERS**

**TRANSMISIÓN DE EMPRESAS**

Localización: Murcia - Los Dolores (Los Dolores) Fotografías

Vender: Taller cartagenero  
Núm. Proyecto: PC07746.

Taller en zona visible con buen acceso. 2 Elevadores + 1 opcional. Todo tipo de herramienta para reparaciones y mantenimientos. Maquinaria para cambio, reparación y equilibrado de ruedas. Máquina automática de vacío, recarga y lubricación de Aire Acondicionado. Cerca de multitud de talleres oficiales, pero con mucha ventaja económica.

**Datos financieros**

Forma jurídica:	SL - Sociedad Limitada
Precio de cesión aproximado:	50.000 a 100.000 €
Negocio en funcionamiento:	SI
Motivo de cesión:	Falta de tiempo
Año de constitución:	2012
Número de socios:	2
Número de trabajadores:	1
¿Hay posibilidades de que los trabajadores continúen en la empresa?	SI
Facturación del último año fiscal:	120.000 €
Tiene auditorías realizadas?	No
Local en propiedad?	No
Condiciones del contrato de alquiler:	600

Gestionado por INFO Murcia

**SOLICITA UN CONTACTO CON EL ANUNCIANTE**

Correo electrónico \*  
Nombre: \*  
Apellidos: \*  
Teléfono de contacto: \*



POTENTIAL BUYERS AND  
SELLERS REGISTER ON  
THE PLATFORM WITH  
BTCS SUPERVISION

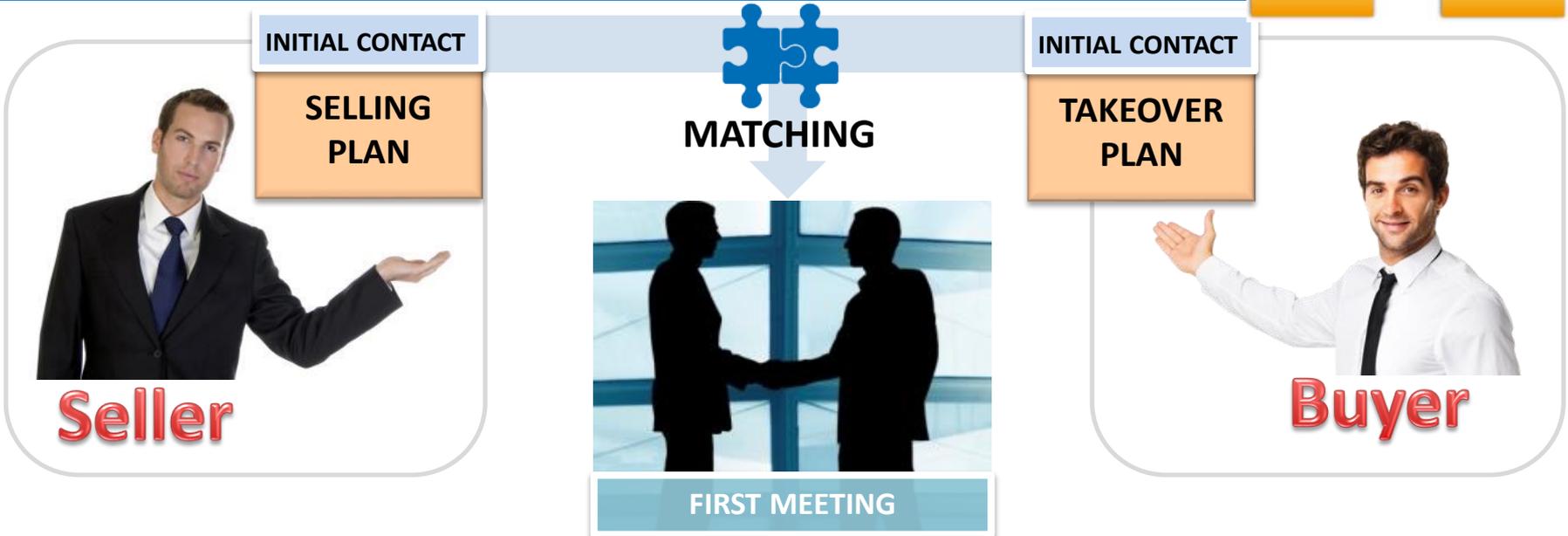


SEARCH TOOL FOR BLIND  
PROFILES BY  
SECTOR/ACTIVITY/REGION/PRICE

ADS POSTED BY BTCS

MATCHING PROCESS BY BTCS  
AND POTENTIAL BUYERS

# HOW DOES IT WORK?



ALL MEETINGS ARE HELD AT THE PREMISES OF THE PARTNER INSTITUTION.



# WHAT DOES THE GOVERNMENT OFFER?



## TO BUYERS AND SELLERS

- A BUSINESS TRANSFER NETWORK TO GIVE INFORMATION AND ADVICE.
- PUBLICITY THROUGH THE WEBSITE
- ANONYMITY.



## TO THE PARTNERS

- 2 DAYS TRAINING TO EXPLAIN METHODOLOGY AND TOOLS. PLUS MEDIA AND GUIDES.
- TECHNICAL SUPPORT
- A SINGLE DATABASE OF BUSINESS TRANSFERS AND TOOLS. A UNIQUE MARKET PLACE.



## WHAT WE DO NOT DO

- PARTICIPATE IN BUSINESS NEGOTIATIONS.
- RECEIVE ANY FEES UPON THE CONCLUSION OF BUSINESS CONTRACTS.



## PAST AND FUTURE OF THE PROGRAM



## PAST

## FUTURE



**2013 - 2015**

CECOT IS A CATALAN  
BUSINESS ASSOCIATION

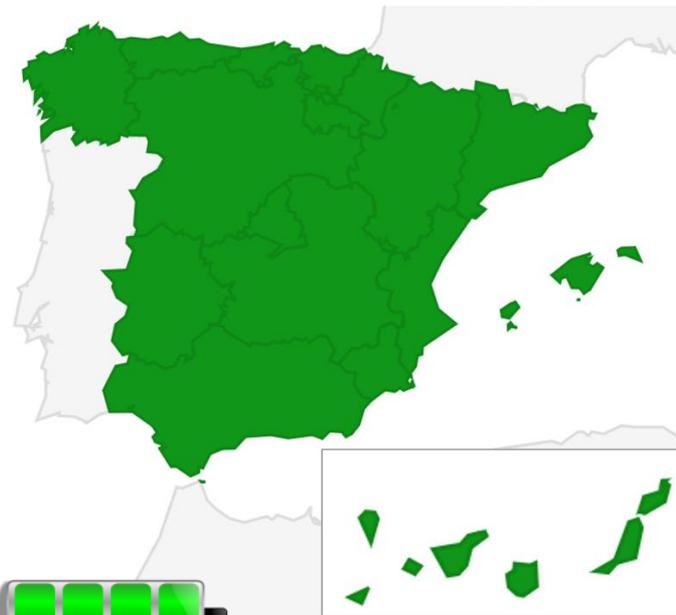
**cecot**



POOR NUMBER OF BUSINESS TRANSFERS  
POOR TERRITORY COVERAGE

**From 2016 on**

CEPYME IS THE SPANISH  
CONFEDERATION OF SMES



FASTER  
MORE EFFICIENT IMPLEMENTATION





**WE AWAIT FOR RESULTS:**  
STANDARDS FOR EFFICIENT MATCHING PLATFORMS  
IN EUROPE AND TO CREATE THE BEST CONDITIONS TO  
ENSURE THEIR GOOD IMPLEMENTATION

**FINAL GOAL:**  
CONNECTIONS BETWEEN PLATFORMS FROM  
DIFFERENT EUROPEAN COUNTRIES



**EU FUNDS FOR:**  
RAISING AWARENESS, TRAINING OF  
ADVISORS, CREATION/ UPGRADING OF  
NETWORKS: COSME?

# Thank You

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