

Foyer area

In the foyer area, there will be information stands dealing with the transfer of businesses

Conference organiser

Federal Ministry for Economic Affairs and Energy

Venue

Federal Ministry for Economic Affairs and Energy (Bundesministerium für Wirtschaft und Energie), please use the entrance at Invalidenstr. 48, 10115 Berlin, Tel.: +49 30 18 615-0



Transport links

Bus: 120, 123, 142, 245 (Invalidenpark)
Underground: U6 (Naturkundemuseum), U55 (Hauptbahnhof)
S-Bahn: S3, S5, S7, S75 (Berlin Hauptbahnhof)
Tram: M5 (Invalidenpark)
By rail: trains bound for Berlin Hauptbahnhof or Ostbahnhof
Transport link from Tegel Airport: ExpressBus TXL to Hauptbahnhof



The deadline for registration is 19 June 2015

Please register your attendance at this event on the following email address: KMU-KONFERENZ@bmwi.bund.de

For any questions regarding registration, please email at the same address or call
Tel.: +49 30 18615-7684

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Placing one's life's work in good hands

Paths to a successful company handover

Wednesday, 1 July 2015, 11.00 – 15.30
Federal Ministry for Economic Affairs and Energy,
Berlin



Invitation



Some 135,000 companies, including many well-established small and medium-sized businesses, will be looking for someone to take over their management by 2018. This handover to the next generation is something that the current owners and managers always experience as a far-reaching step – and frequently as a painful one. I can understand this very well. After all, what is up for disposal is not just any old asset.

Rather, it is the person's own company, often with staff who have worked there for many years, i.e. it is the person's own life's work, and they will want to place it in safe hands.

Every handover that fails not only has direct repercussions for the company itself, but also for our commercial life in general. An average of 400,000 jobs depend on the success of these handovers each year.

This makes it all the more important to raise awareness of the issue of handing on responsibility for the business at an early stage and to show owners and managers how to organise a successful handover which meets the needs of the respective company.

When is the right time for a handover, and what steps need to be taken to prepare it? Where can I find a suitable successor and the appropriate financing? These are some of the issues we look forward to discussing with you, entrepreneurs, partners and experts from the business and academic communities. The focus will be on practical experience, financing services, matchmaking and your own specific questions. I hereby extend a cordial invitation to the event and look forward to an intensive discussion.

Sincerely yours,

Iris Gleicke
Parliamentary State Secretary and Federal Government Commissioner for the New Federal States, Small and Medium-sized Enterprises and Tourism

Programme

from 10.00 hrs Registration and admission, coffee

11.00 hrs

Opening und keynote address
“Handing businesses on to the next generation – a changing environment”

Iris Gleicke
Parliamentary State Secretary and Federal Government Commissioner for the New Federal States, Small and Medium-sized Enterprises and Tourism

11.15 hrs

Welcome address by the European Commission
Kristin Schreiber, GD GROW

11.25 hrs

“Raising awareness – between emotions and a systematic handover”

Interview with:
Claudia Gläser, Gläser GmbH, Horb am Neckar
Robby Reschke, saXcare GmbH, Chemnitz

11.45 hrs

“Handing on the fire, not the ashes” – new approaches to a successful handover

Panel discussion
Dr Rosemarie Kay, IfM Bonn
Prof Dr Birgit Felden, HWR Berlin School of Economics and Law
Jürgen Becker, handover facilitator, Heilbronn Chamber of Commerce
Kristin Schreiber, European Commission, GD GROW
Andreas Euen, H. Euen GmbH
Sebastian Lehnert, YOURKON

12.45 hrs

Lunch break and informal discussions

13.45 hrs

Well informed – frequently asked questions – experts respond:

How can a realistic selling price be determined for a business, and how can the handover be financed?

14.35 hrs

Presentation of evaluation systems, different approaches to financing and possible assistance

Prof Dr Manfred Pollanz, HTWG Konstanz

Klaus Müller, KfW

Dr Christian Segal, Berliner Sparkasse, start-up centre

Katrin Sturm, AECM (European Association of Mutual Guarantee Societies)

Guido Wegner, GründerCenter Berlin, Berliner Volksbank

“Company seeks successor, successor seeks company”

Panel discussion on matchmaking forums
Dr Marc Evers, Association of German Chambers of Commerce and Industry
Rolf Papenfuß, Central Association of German Crafts
Nicolas Pirotte, SOWACCESS/Transeo
Iris Kirsch, gta, Investor Support Services

15.25 hrs

Summary and award presentation to the 2015 German EEPA (European Enterprise Promotion Award) finalists

Manfred Radermacher, Social Impact GmbH, Integrationsfachdienst Selbstständigkeit – enterability, Berlin

Stephanie Lindner, Hans Lindner Foundation, Arnstorf

Dr Sabine Hepperle, Director-General for SME policy, Federal Ministry for Economic Affairs and Energy

15.30 hrs

End of conference

Moderator: Gerald Meyer, rbb

Note: Simultaneous interpretation will be provided in German and English.