



Interview with
Marie
Depelssemaker

Secretary
General of
Transeo AISBL

Who is Transeo?

Transeo, the European Association for SME Transfer, was jointly set up on 9th December 2010 by SOWACCESS (Belgium), MKBase (the Netherlands) and CRA (France) as the first international non-profit association specialized in the transfer and the buyout of SMEs. Transeo gathers 54 Members from 16 countries.

Our Members are:

Professionals (M&A advisors, marketplaces, lawyers, auditors, accountants, chartered accountants, tax consultants, brokers, banks, private equity firms, ...)

Semi-public/public institutions (Economic development agencies, business support organisations, chambers of commerce, business transfer agencies, ...)

Academic researchers (Universities, business schools, research centres, ...)



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What is your company aim?

Transeo is working every day to improve the framework conditions of transfers and acquisitions of SMEs in Europe, collaborating with the European institutions as reference expert on the topic, as well as with Member States, either at regional or national level.

Transeo offers a unique opportunity to exchange good practices and experiences. We also create dealmaking opportunities by stimulating cross-border/international acquisitions of SMEs, thanks to Transeo Marketplace (European marketplace with sell-side and buy-side profiles). We also increase the visibility & network of our Members across Europe.

What further partners & cooperation's are you looking for?

Transeo is seeking to develop its network in Europe and beyond. We consider that “we are stronger together” and we make our best so that business transfer experts, business support organisations and government agencies “do not to reinvent the wheel” and get inspired from good practices abroad. So we are always looking for new Members, either from the private, the public or the academic sectors, to create even more opportunities to exchange good practices and to encourage successful deals.



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Can you name one success story?

I could name many success stories actually. That is why Transeo is so useful and precious. Every day, my work is to make sure that my Members have the right information at the right time, that they meet other Members who could collaborate with them, in a win-win relationship. A recent success was the 5th edition of the Transeo Summit in Luxembourg, with 200 attendees from almost 20 countries and a satisfaction rate of participants of almost 95%. This event was co-organized by the Transeo team and the team of our Member Chamber of Commerce Luxembourg. Also the EU4BT project Transeo and 3 of its Members conducted on behalf of the EU Commission was a real success, making it possible for both public and private business transfer marketplaces to agree on quality standards. Our project received a very positive rating from the EU Commission and we are really proud of that, because it was hard work but we managed to be efficient and result-oriented.



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How did you hear about STOB regions?

I think one of my Members told me about this nice project. Actually, we welcome all initiatives aiming at increasing the expertise on transfer of business and we always seek to create open, win-win partnerships with Transeo and its Members, again, not to reinvent the wheel, to enable experiences and good practices to be shared, with the objective of reaching more successful transfers and acquisitions of SMEs in Europe, to the benefit of entrepreneurs all over Europe.

Marie Depelssemaker, Secretary General of Transeo, European Association for SME Transfer

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17-18.5.2018

Chambre de Commerce, Luxembourg



European SME Transfer summit

5th edition

The two day event gathered experts from across Europe and beyond to discuss and learn about growth/scale up, family business succession, management buy-ins and buy-outs, acquisitions, entrepreneurship, matchmaking platforms, financing and valuation. The event was organized by Transeo European association for SME transfer as well as co-organized by Ministry of the Economy Luxembourg, Luxembourg Chamber of Commerce, House of Entrepreneurship, SNCI, Sow Access and Wallonie Region.

Roundtables for dealbreakers in small business transfers
STOB regions made strong contacts through the event and look to develop our cooperation in the near future.



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Interreg Europe STOB regions project was invited as a guest speaker during the workshop on "Business transfer ecosystems- key ingredients to develop action plans to support small business transfers". Sandy Morgen, Project coordinator from lead partner IHK-Projektgesellschaft mbH, presented the STOB regions project in detail, describing the project's good practice collection and the method of sharing knowledge through interregional learning of which the project implements during phase I. Equally the outcomes of the project during phase II; to improve regional policies for the end-to-end process of business transfer through the implementation and monitoring of regional action plans.

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In addition to the plenary sessions which included high level decision and policy makers from across Europe, keynote speeches from Bob House, President of BizBuySell, and Timothy Bovard, CEO of search fund accelerator (SFA) both from the US, provided good practices examples from North America as food for thought to be applied in a European context.

Another highlight of the event was the official unveiling of the Transeo marketplace, the first European marketplace for cross-border SME transfers. The platform which is now live, allows Transeo members to submit both buy and sell side profiles. The objective is to encourage more cross-border transfers of SMEs in Europe and beyond. Roundtables for networking at the European cafe were arranged to discuss and network on the topic of dealbreakers in small business transfers.