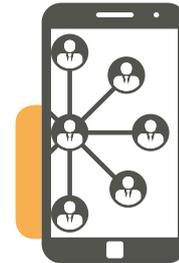




EUROPEAN SME TRANSFER SUMMIT 5TH EDITION



MORE THAN **20** SPEAKERS
Experts in SME
transfer from
all over the world



TOP Meeting
place &
networking
opportunities



EU And national
policy-makers
will take the floor



17-18 MAY 2018

CHAMBER OF COMMERCE **LUXEMBOURG**

THE PLACE TO BE IN EUROPE TO NETWORK, LISTEN TO HIGH-QUALITY SPEAKERS AND TO EXCHANGE EXPERIENCES

Top 5 reasons to attend the Transeo European SME Transfer Summit

1

Learn from the best experts in Europe on growth/scale up, family business succession, management buy-ins, management buy-outs, strategic acquisitions, SME/entrepreneurship, cross-border transactions, financing schemes...

2

Gain **new skills & ideas** by exchanging good practices

3

Share your ideas & **join the debate**

4

Network with professionals, policymakers, institutions & academics

5

Open **new business opportunities, discover the new European Business Transfer Marketplace powered by Transeo** & connect with the Transeo team and Transeo Members



THE SPEAKERS

EXPERTS FROM ALL OVER THE WORLD

 Tom BAUMERT	CEO House of Entrepreneurship	
 Timothy BOVARD	Founder & CEO of Boston based Search Fund Accelerator (SFA), Adjunct Professor of Entrepreneurship at INSEAD	
 Francine CLOSENER	Luxembourg Secretary of State for the Economy	
 Albert COLOMER I ESPINET	Director Reempresa, Transeo Board Member and Eban Board Member	
 Michèle DETAILLE	CEO, Alipa Group	
 Jean-Pierre DI BARTOLOMEO	Chairman Transeo	
 Pierre GRATTON	Researcher, University of Québec Trois-Rivières, Québec	
 Pegman HAGSHENAS	CEO Arcanum Holding Sarl	
 Jacques HIRTT	Director, Muller & Associés	
 Vincent LECORNE	CEO, Centre de Transfert d'Entreprise du Québec	
 Jeroen NECKEBROEK	Doctoral Researcher, Vlerick Business School	
 Alberto ONETTI	CEO, Mind the Bridge/StartupEurope Partnership	
 Edelfried SCHNEIDER	President, Accountancy Europe	
 Carlo THELEN	Director Luxembourg Chamber of Commerce	
 Pr. Lex VAN TEEFFELEN	Professor of Finance and Firm Acquisitions, HU Business School Utrecht, Transeo Academic Chairman	
 Edwin WEESIE	Senior Researcher, HU Business School Utrecht	

Check out the full list of speakers on www.smetransfersummit.eu !

ABOUT TRANSEO, THE EUROPEAN ASSOCIATION FOR SME TRANSFER

Transeo is an international non-profit association (aisbl), set up in December 2010. Transeo gathers experts (private, institutional and academic) active on transfer (sale/acquisition) of businesses (SMEs).

Our association stimulates the exchange of good practices between its Members and the identification of solutions to business transfer problems. Transeo also facilitates cross-border transfers of SMEs. Besides, Transeo works with the European institutions, in particular the EU Commission and is in line with the policy statements of the EU Commission relating to business transfer.

Interested to become a Member? Attending the 2018 Transeo Summit is a good opportunity to learn more about our work, to meet the Transeo team, Board Members and network with Transeo Members! If you wish to receive more information on Transeo membership before the Summit, please contact Marie.



CONTACTS

TRANSEO GENERAL SECRETARIAT

Marie DEPELSSEMAKER

marie.depelssemaker@transeo-association.eu

ORGANIZATION & LOGISTICS TRANSEO SUMMIT

contact@transeo-association.eu

REGISTRATION FEES

TRANSEO MEMBER

€ 129 VAT incl.

+1 FREE ENTRANCE offered to each Transeo Member – check out your mail or contact the Transeo team for more info!

NON MEMBER – EARLY BIRD (early bird till April 20th)

€ 249 VAT incl.

NON MEMBER (after April 20th)

€ 349 VAT incl.

PRESS / GOVERNMENT REPRESENTATIVES

FREE OF CHARGE

ACCOMPANYING PERSON FOR GALA DINNER

€ 149 VAT incl.

THURSDAY 17 MAY 2018 ✂

	09:30 > 10:00	Badging & welcome coffee		
	10:00 > 10:20	Plenary session: Welcome speeches		
	10:20 > 12:00	Plenary session : Entrepreneurship through acquisition as a key driver for European economy		
	12:00 > 12:30	Networking lunch		
		European Café (roundtables for discussion and networking between participants)		
	12:30 > 13:15	1 st round - Dealbreakers in small business transfers		
	13:15 > 14:00	2 nd round - (changing tables) : Good practices to stimulate buyout entrepreneurship and external growth by acquisition in Europe		
	14:00 > 15:30	Workshops		
		WORKSHOP A1 “Family business succession – remaining challenges”	WORKSHOP B1 “Obstacles in cross-border acquisitions : testimonies from entrepreneurs & panel discussion with experts”	WORKSHOP C1 “How to best match SME sellers and buyers? Good practices from matching platforms in Europe”
	15:30 > 16:00	Networking coffee break		
	16:00 > 17:15	Plenary session: Stimulating cross-border acquisitions : insights from experts & official launch of the new “Transeo Marketplace”		
	17:30	End day 1 - Back to hotels		
	19:00 > 22:30	Gala Dinner at the prestigious «Schengener Haff» (shuttle service provided from and back to hotels)		

PLENARY SESSIONS, WORKSHOPS & NETWORKING ACTIVITIES

FRIDAY 18 MAY 2018 ✂		
🕒 08:30 > 09:15	Transeo aisbl General Assembly (Transeo Members only)	
☕ 09:15 > 09:30	Badging & welcome coffee	
🌸 09:30 > 11:00	Workshops	
	WORKSHOP A2 "Finance for SME acquisitions in Europe made easy & good practices to finance cross-border acquisitions"	WORKSHOP B2 "Tips for environmental audits in cross-border acquisitions"
		WORKSHOP C2 "Business transfer ecosystems – key ingredients to develop action plans to support small business transfers"
☕ 11:00 > 11:30	Networking coffee break	Transeo coffee break : good reasons to join Transeo!
🕒 11:30 > 12:30	Plenary session : "Transeo Academic Awards contest: discover 3 top academic research on transfer of business and vote for the best one!"	
🕒 12:30 > 13:15	Plenary session: "Closing speeches & debate: "Successful transfers of SMEs in Europe: taking up the challenge"	
🍽️ 13:15 > 14:30	Final word / Networking lunch	
🚗 14:30 > 16:30	Cultural activities / sightseeing in Luxembourg city centre	



PRACTICAL INFORMATION

VENUE	Chambre de Commerce Luxembourg , Rue Alcide de Gasperi, 7 - L-2981 Luxembourg-Kirchberg
DATE	17 & 18 May 2018
LANGUAGE	The working language of the Summit will be English
ACCESS	AIRPORT → Luxembourg Airport (LUX) TRAIN → Luxembourg gare centrale (CFL Société Nationale des Chemins de Fer Luxembourgeois)
REGISTRATION FORM	On www.smetransfersummit.eu
PAYMENT	By bank transfer (see on website)
HOTEL	Attractive rates : in the Luxembourg Novotel and others (see on www.smetransfersummit.eu)
GALA DINNER	Schengener Haff , Rue Robert Goebbels,2 – L- 5444 Schengen - Luxembourg

Transeo Summit has partnered with **Blendology** to provide all of you with oneTap interactive badges.
This technology makes it easy for you to exchange your contact information with others – by simply “tapping”.

EARLY BIRD : SPECIAL PRICE,

**BOOK
NOW**
SMETRANSFERSUMMIT.EU

TILL APRIL 20TH



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SME TRANSFER
SUMMIT
5TH EDITION



CO-ORGANIZED BY



THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG
Ministry of the Economy



CHAMBRE DE
COMMERCE
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