

DETAILED PROGRAM

9th December

Plenary Session: "Introducing Transeo association"

One in 3 SME owner is expected to retire in the next decade. About 600.000 SMEs change ownership annually, affecting 2.400.000 jobs. Business transfer is an issue high on the agenda of EU countries's governments. With this in mind, the founding members of Transeo will explain why they are setting up the first association dedicated to SME transfer at European scale : background of the association, its founders, the setting-up process, the member benefits, etc..

Speakers:

Jean-Pierre Di Bartolomeo, *Chairman of the Executive Committee of SOWALFIN , Chairman of the Board of Directors of SOWACCESS and Chairman of the Board of Directors of Transeo association;*

Julie Lebeque, *Platform Manager at SOWACCESS. Julie Lebeque is in charge of the daily management of Transeo association;*

Rosalie van Rijk, *Manager at MK Base and member of the Board of Directors of Transeo association.*

Plenary Session: "First international association of SME transfer : lessons from experts"

Setting up an international association entails thinking about several key aspects, such as its working, management, lobbying, strategy, services to members, guarantees, duties, its members' interests and expectations... Two experts in the management of international associations will explain how to address such key concerns.

Speakers:

Georges Noël, *Director of the Venture Capital Platform and Secretary of the Investor Relations Committee of the European Private Equity and Venture Capital Association;*

André Douette, *Member of the Board of the Federation of European and International Associations established in Belgium & Former General Secretary of the European Mutual Guarantee Association.*

Plenary Session: "The European Strategy for SME Transfer"

During this session, Mr Baldinato, member of the Cabinet of EU Commissioner Antonio Tajani, who is in charge of business transfer at European level will explain the European Commission's position, vision and strategy for SME transfer in the EU countries. Jean-Marie Catabelle will conclude on the role Transeo association could play in this context.

Speakers:

Massimo Baldinato, *Member of the Cabinet of European Commissioner Antonio Tajani;*

Jean-Marie Catabelle, *Chairman of CRA (Cédants et Repreneurs d'Affaires), the French association for SME transfer & member of the Board of Directors of Transeo association.*

Working groups: "European Café"

The European Café is a networking and conversational session that enables all participants to get to know each other and discuss several questions that matter. Participants will be seated at tables, discussing two key issues : the expectations of confirmed and potential Transeo members towards the association and the launching of working groups within the association. Each table will be led by a moderator, taking notes in broad lines. In a nutshell, the European Café is a good way to discuss key questions and to expand one's network.

Plenary Session: "Conclusions of European Café"

During the European Café, moderators of tables will have taken notes. Then, they will gather all conclusions of tables discussions. These conclusions will be outlined during this session and used as a basis for the workplan of Transeo association.

Speakers:

Jean-Pierre Di Bartolomeo, *Chairman of the Executive Committee of SOWALFIN, Chairman of the Board of Directors of SOWACCESS and Chairman of the Board of Directors of Transeo association;*

Rosalie van Rijk, *Manager at MK Base and member of the Board of Directors of Transeo.*

Plenary Session: "Maintaining and boosting businesses competitiveness through business transfer"

Minister Marcourt will close the day by a speech on the role of SME transfer to maintain and expand the added value and the competitiveness of businesses, in particular SMEs, in Wallonia and in the EU countries, and will explain the importance of an association such as Transeo to strenghten cooperation between countries.

Speaker:

Jean-Claude Marcourt, *Vice-Minister-President, Minister of Economy, SMEs, Foreign Trade and New Technologies of the Walloon Government and Vice-Minister-President and Minister of Higher Education of the Government of the French Community and Chairman of the Council of European Industry Ministers.*