



# Transeo 2023 General Assembly

Online



# Agenda

- Approval of the change of date of the Assembly
- Approval of the list of participants
- Approval of the agenda
- Approval of the 2022 accounts
- Approval of 2023 budget
- State of the art Transeo activities



# Approval change of date

- Date in articles of association of Transeo aisbl : 4<sup>th</sup> Wednesday of May
- Change of date : 31<sup>st</sup> May 2023



# Approval agenda

- Members are invited to approve the agenda of the 2023 General Assembly :
- Approval of the change of date of the Assembly*
- Approval of the list of participants*
- Approval of the agenda*
- Approval of the 2022 accounts*
- Approval of 2023 budget*
- State of the art Transeo activities*

# Approval 2022 accounts

TRANSEO Balance Sheet - 31/12/2022					
	31-12-22	31-12-21		31-12-22	31-12-21
<b>Fixed Asset</b>	<b>3.360,34</b>	<b>9.074,95</b>	<b>Equity</b>	<b>369,95</b>	<b>7.649,41</b>
Intangible fixed assets	3.360,34	9.074,95	Accumulated profits (losses) ..	369,95	7.649,41
<b>Current Assets</b>	<b>95.222,42</b>	<b>49.136,61</b>	<b>Amounts payable</b>	<b>98.212,81</b>	<b>50.562,15</b>
Trade debtors	27.203,78	4.812,50	Trade debts	88.462,81	46.062,15
Other amounts receivable	11.086,75	20.776,07	Other amounts payable	0,00	0,00
Cash at bank and in hand	56.931,89	23.548,04	Accruals and deferred income	9.750,00	4.500,00
<b>Assets</b>	<b>98.582,76</b>	<b>58.211,56</b>	<b>Liabilities</b>	<b>98.582,76</b>	<b>58.211,56</b>

TRANSEO Income Statement - 31/12/2022					
	31-12-22	31-12-21		31-12-22	31-12-21
<b>Operating charges</b>	<b>78.558,47</b>	<b>49.986,92</b>	<b>Operating Income</b>	<b>71.405,68</b>	<b>57.133,41</b>
Consultancy fees	14.365,68	750,00	Membership fees	49.862,50	57.133,41
Web site consultancy	8.932,30	10.015,80	Other incomes	21.543,18	0,00
SOWACCESS fees (secretariat general)	35.714,00	33.783,00			
Legal publications	75,40	207,55			
BOD - Travel expenses	4.295,00	0,00			
Speakers - Travel expenses (working group leader)	0,00	0,00			
Organisation of events - Renting & services	3.475,00	0,00			
Small equipment and supplies	411,87	0,00			
Organisation of events - Catering	5.503,80	0,00			
Representation expenses	0,00	50,00			
Depreciation on intangible assets (website developments)	5.714,61	5.115,30			
Tax	70,81	65,27			
<b>Financial charges</b>	<b>126,67</b>	<b>128,94</b>	<b>Financial income</b>	<b>0,00</b>	<b>0,00</b>
<b>Charges</b>	<b>78.685,14</b>	<b>50.115,86</b>	<b>Income</b>	<b>71.405,68</b>	<b>57.133,41</b>
			<b>Profit (Loss) of the period</b>		<b>-7.279,46</b>

▪Members are invited to approve the 2022 accounts

▪Comments are available on the specific 2022 Accounts document

# Approval 2023 budget

- Members are invited to approve the 2023 budget
- Comments are available on the specific 2023 Budget document

	Budget 2023 TRANSEO AISBL
<b>OPERATING INCOME</b>	<b>65.104,38</b>
<b>FEES</b>	<b>65.104,38</b>
<b>OPERATING CHARGES</b>	<b>65.098,28</b>
SOWACCESS staff (secretariat general)	36.428,28
Management bodies	5.200,00
BOD - Travel expenses - 2 physical meetings of the Board	4.200,00
BOD - Catering	1.000,00
General Assembly	0,00
<b>Other expenses</b>	<b>23.470,00</b>
Organisation of events	0,00
Depreciation new developments Web site	2.750,00
Subcontracting (digital consultant - Braconnier Agency)	15.000,00

Transeo Deal Club	1.500,00
Partenariat IBBA	1.500,00
Recruitment	1.500,00
Consultancy fees	750,00
Legal Publications	250,00
Taxes	70,00
Banking expenses	150,00
<b>NET OPERATING RESULT</b>	<b>6,10</b>



# Our vision / Our DNA

**Transeo strives for the continuity, sustainability and growth of businesses in Europe and beyond...**

As the **only** international association representing the business transfer industry and gathering private, public and academic experts, Transeo aims at supporting transfers and acquisitions of SMEs in Europe and beyond.

Transeo's vision is to **become the single/main international community** for business transfer

- connecting professionals advising well-prepared sellers and buyers to facilitate cross-border/international transactions and break the physical national borders and make the market more transparent;
- connecting experts in transfers/acquisitions of SMEs from different countries, cultures and specializations in a unique centre of expertise to ensure a favorable ecosystem for business transfers;
- acting as the one-stop shop for business transfer for Transeo Members;
- representing the voice of the business transfer industry and be the reference for trends in the market of transfers and acquisitions of SMEs.

By being the single international community for business transfer, Transeo aims at promoting “business transfer” as a way to save jobs and to contribute to a circular economy by re-using the existing parts of a company (staff, machines, clients, ...) and, therefore, by making every company “everlasting”.





## Our DNA

*We are the international  
community of experts  
helping businesses  
change hands & grow*





WHY?

**1** **Unique** international community of experts in transfers & acquisitions of SMEs

**2** **Experts** from different fields & horizons

**3** **Help** you become stronger in your local ecosystem



**4** **Business** opportunities

**5** **Friendly** atmosphere everytime we meet



# We are **growing!**

*The Transeo Community is growing!*

*We are now  
**90** Members from  
**21** countries*

*(2022: 79 Members from  
18 countries)*

# Back to 2022

- 2 Transeo events (Transeo Summit in Paris, Transeo Members Meeting in Munich)
- 8 Transeo Deal Club meetings (6 on Zoom, 2 in-person)
- 1 Transeo Academy in Munich
  - Financial investors and Family businesses: Friendship or Enmity?  
Christopher Khouy, WHU – Otto Beisheim School of Management
- General Assembly in Paris
- Signature of the transatlantic partnership with IBBA and M&A Source
- 13 new members in 2022

# Transeo Deal Club

- 1<sup>st</sup> meeting in November 2019 in Bucharest with 20 opportunities ...
- Now 19 meetings, with 243 active opportunities
  - 184 sell-side
  - 59 buy-side
- The evolution in figures:
  - **370** total opportunities exchanged on the period 2019-2022
  - Total **sell-side** (*evolution new profiles*) : 2019 = 19 (**19**) ; 2020 = 97 (**78**) ; 2021 = 165 (**68**) ; 2022 = **260** (**95**)
  - Total **buy-side** (*evolution new profiles*) : 2019 = 3 (**3**) ; 2020 = 16 (**13**) ; 2021 = 51 (**35**) ; 2022 = **80** (**29**)
- Model of monthly meetings adopted in 2022
- Launch of the new digital platform on 29 September in Munich
- In 2022, we had 8 meetings
- ... In 2023 we will have 8 meetings, among them 2 in-person meetings (Charleroi & Malta)



# Transeo Academy

Our previous Transeo Academies ...:

- International negotiation – How to negotiate like a local
- Valuation of start-ups
- International growth
- Online tools to boost M&A transactions
- Impact of COVID on the international M&A market
- Financial investors and Family businesses: Friendship or Enmity?

Further developments:

- 2 academies per year (Transeo Summer Summit & Winter Summit)
- Model: 1 theoretical session on Zoom + 1 practical case in in-person meetings on the same topic
- Next topic: Family Governance and Family Constitutions





# Transeo Summits

International event open to Members & non-Members:

- May 2009 – Spa, Belgium, 1st European Business Transfer Conference
- May 2012 – Spa, Belgium, Transeo Conference #2
- March 2014 – Brussels, Belgium, European SME Transfer Summit
- May 2016 – Cologne, Germany, 4th European SME Transfer Summit – Closing Event EU4BT
- May 2018 – Luxembourg, Luxembourg, 5<sup>th</sup> Transeo European SME Transfer Summit
- May 2022 – Paris, France, 6<sup>th</sup> Transeo Summit
- 12-13 June 2023 – Charleroi, Belgium → Transeo Summer Summit
- 12-13 October 2023 – Malta → Transeo Winter Summit

The model:

- Summer & Winter edition - 1 day of conferences + ½ day for Transeo Members only (Transeo Deal Club, Transeo Academy, Networking & informal moments)



# Transeo Summit

12-13 June in Charleroi, Belgium

Programme on

<https://www.transeo-summit.eu/agenda/>



# Advocacy, Academic Committee & EU funded projects

As a reminder : key political **messages** from Transeo :

- *Whole company lifecycle needs to be considered*
- *Sustainability & growth*
- *Statistics & data*
- *Cooperation at European level*
- *Consider all kinds of transfers of ownership*
- *Transversal approach*
- *Business transfer ecosystems*

Transeo **advocacy** in 2022:

- Participation in EU Commission events (SME Assembly, ...)
- Collaboration with Enterprise Europe Network for the Transeo DealClub
- Collaboration with EU Associations on the occasion of the 2022 Transeo Summit (Invest Europe, AECM, EFB, SME United) & joint position paper
- Project of Interreg Europe EU funded project with the **Transeo Academic Committee** – 1 meeting per year
- ....

# Thanks!

**Jean-Pierre DI BARTOLOMEO**

*Chairman*

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## Secretariat General

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Transeo – The International  
Community of Experts in Transfers  
and Acquisitions of SMEs