

Reempresa

Centre de Reempresa de Catalunya

www.reempresa.org

April 2019



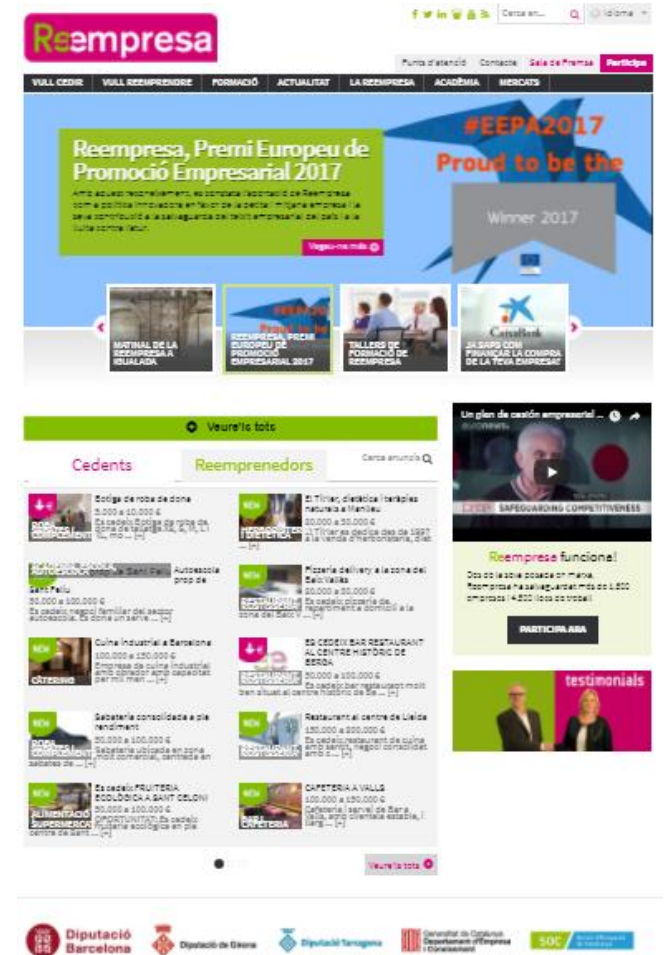
Reempresa



- ❖ **Centre de Reempresa de Catalunya**
 - ❖ Cecot & Autoocupació Foundation
 - ❖ Scope of action =Catalonia
 - ❖ Launched in 2010

- ❖ **Public-Private Partnership**
 - ❖ ERDF Fund & Generalitat de Catalunya (Regional Gov.)
 - ❖ Network of collaborators
 - Public authorities / Policy Makers (>80)
 - Business Organizations & Associations (>20)
 - Socioeconomic entities (>20)

- ❖ **One Stop Shop**



CENTRE DE REEMPRESA DE CATALUNYA

For:

- ❖ SMEs and VSEs that wish to be transferred to a potential buyer/successor.
- ❖ Entrepreneurs who want to run a business but without starting from scratch. (Entrepreneurs, unemployed people, other firms, etc.)

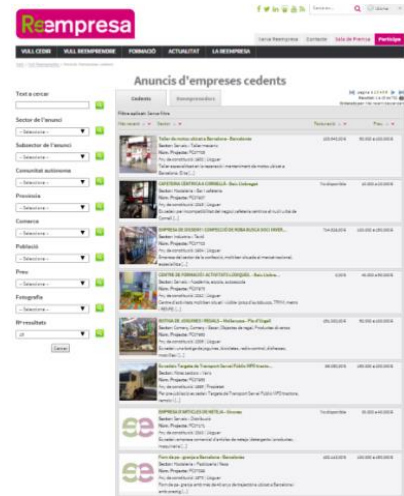
Services:

- ❖ Market Place.
- ❖ Selection of companies and potential buyers.
- ❖ Ensure veracity of information.
- ❖ Advice (own methodology).
- ❖ Support services.
- ❖ Valuation and Pricing.
- ❖ Training workshops.
- ❖ Networking activities.

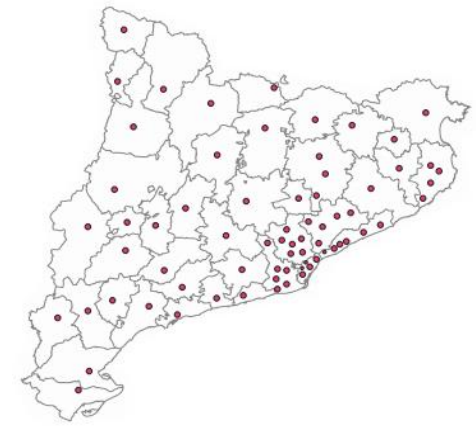
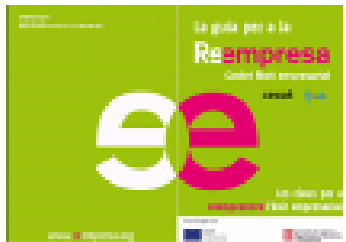


TOOLS & RESOURCES

Advice / Support	Market Place / CRM	Training	Network
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-  **+ 80 support points** across CATALONIA
-  **+ 100 COLLABORATING** entities
-  **+ 150 consultants**




DEALS

Successful Business transfers by **sectors**

35 %
Commerce 

31 %
Hotel Industry 

27,5 %
Services 

5,2 %
Industry 

1,1 %
Construction 

0,10 %
Agricultural 

0,10 %
other 

>102 M
of investment

Per sectors:

27 %
Commerce 


23 %
Hotel Industry 

27,5 %
Services 

19 %
Industry 

3 %
Construction 

0,49 %
Agricultural 

0,01 %
other 

Average price by **sector**

37.066 €
Commerce 

36.261 €
Hotel Industry 

49.178 €
Services 

180.923 €
Industry 

151.010 €
Construction 


189.586 €
Agricultural 


9.000 €
other 

>2.200

successful business transfers

2011 - 2019 period

 **> 80 support points** across CATALONIA

 **> 100 COLLABORATING** entities

 **> 150 consultants**

SELLERS & BUYERS

Seller

Gender of Seller

Of those who transfer their business



Age of seller

Those who transfer their business older than 60

36%

Buyer

Gender of Buyer

Of those take a business



Age of Buyer

Those who take business over who are aged between 40 and 50

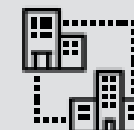
35%



>6.000
jobs saved



40%
of the buyers were unemployed

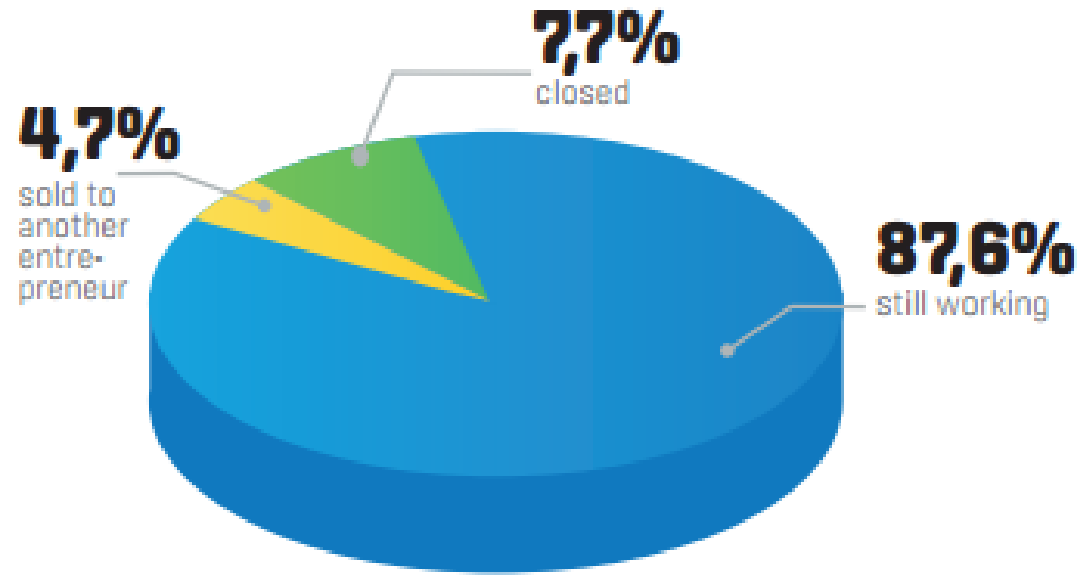


>1.100
companies on sale

AND THEN, WHAT?



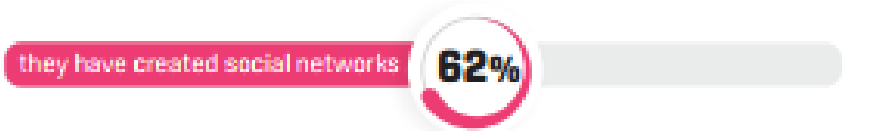
Survival rate of ther companies after the sale



Turnover has increased



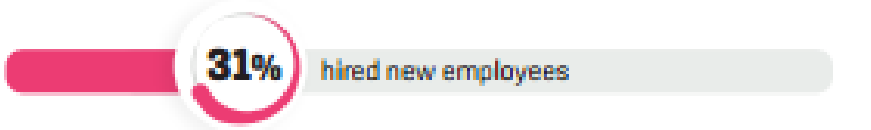
Now use social networks



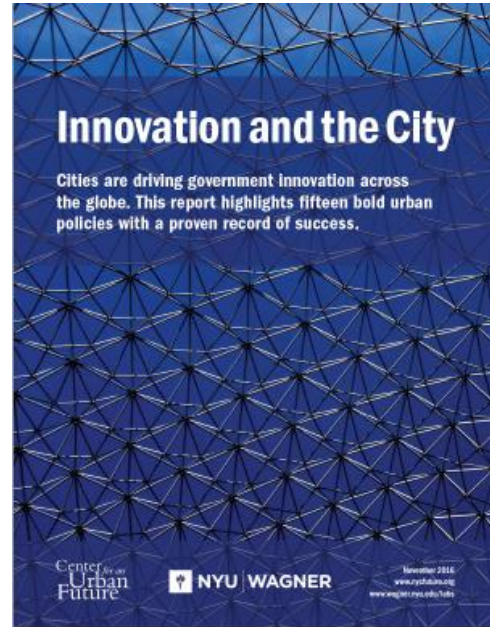
Innovation in the company



Evolution of the number of workers



REEMPRESA AS A GOOD PRACTICE



**Top 15 world Innovative Policies
NY University 2016**



**European
Enterprise Promotion
Awards**



**EEPA Winner
European Commission 2017**

TESTIMONIALS



“Now I get up in the morning and I have a place to go to work and I know I will have an income at the end of the month. Thanks to this program, I have known an alternative to startups and that gave me the opportunity to succeed.”

Daniela Sosa. Buyer- Terrassa

“I had to retire, but I didn’t want to abandon my customers, so I went to Reempresa to find a successor. I found 5 potential buyers interested. At the end, I decided to sell my business to Mr. Cadenas, and now I advise him on sales and technical issues.”

Josep Petit. Seller - Barcelona



“I think Reempresa’s most important contribution has been to promote a neutral environment where both parties have accepted its arbitration and accompaniment. This has facilitated the relationship.”

Anna Llàcer. Buyer – Barcelona

“At first we thought it was only a website, but we were surprised because they have helped us in through all steps of the transfer process.”

Maria Victòria Latorre and Josep Andreu Latorre. Buyers - Tarragona



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