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
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

<table>
<thead>
<tr>
<th>Advice / Support</th>
<th>Market Place / CRM</th>
<th>Training</th>
<th>Network</th>
</tr>
</thead>
</table>

![Image of tools and resources]

- **Advice / Support**
- **Market Place / CRM**
- **Training**
- **Network**

- + 80 support points across CATALONIA
- + 100 COLLABORATING entities
- + 150 consultants

---

![Map of CATALONIA showing distribution of support points]

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(CeCOT and Autoocupació logos)
### Successful Business transfers by sectors

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commerce</td>
<td>35%</td>
</tr>
<tr>
<td>Hotel Industry</td>
<td>31%</td>
</tr>
<tr>
<td>Services</td>
<td>27.5%</td>
</tr>
<tr>
<td>Industry</td>
<td>5.2%</td>
</tr>
<tr>
<td>Construction</td>
<td>1.1%</td>
</tr>
<tr>
<td>Agricultural</td>
<td>0.1%</td>
</tr>
<tr>
<td>Other</td>
<td>0.1%</td>
</tr>
</tbody>
</table>

#### Average price by sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commerce</td>
<td>€37,066</td>
</tr>
<tr>
<td>Hotel Industry</td>
<td>€36,261</td>
</tr>
<tr>
<td>Services</td>
<td>€49,178</td>
</tr>
<tr>
<td>Industry</td>
<td>€180,923</td>
</tr>
<tr>
<td>Construction</td>
<td>€151,010</td>
</tr>
<tr>
<td>Agricultural</td>
<td>€189,586</td>
</tr>
<tr>
<td>Other</td>
<td>€9,000</td>
</tr>
</tbody>
</table>

#### More details

- **> 80 support points** across CATALONIA
- **> 100 COLLABORATING entities**
- **> 150 consultants**
SELLERS & BUYERS

**Seller**
- Gender of Seller
  - Men: 54%
  - Women: 46%
- Age of Seller
  - Those who transfer their business older than 60: 36%

**Buyer**
- Gender of Buyer
  - Men: 62%
  - Women: 38%
- 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 the companies after the sale:
- 77% still working
- 4.7% sold to another entrepreneur
- 4.3% closed

Turnover has increased:
- Billing increased: 75%

Now use social networks:
- They have created social networks: 62%

Innovation in the company:
- Innovation in products & services: 62%

Evolution of the number of workers:
- Hired new employees: 31%
REEMPRESA AS A GOOD PRACTICE

Top 15 world Innovative Policies
NY University 2016

EEPA Winner
European Commission 2017
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