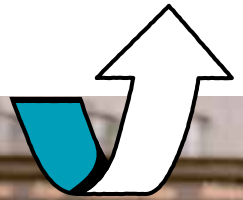


Business Transfers

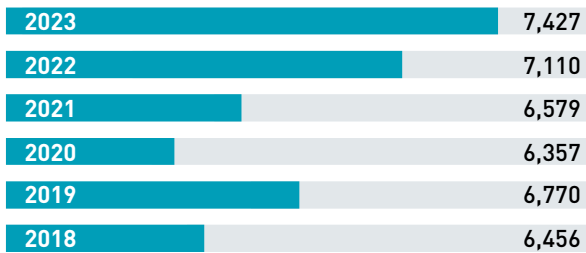
Figures.Data.Facts. 2024



Business transfers in Austria gain momentum

The demographic trend is evident in the increasing number of business transfers: The number of companies with a proven business model including an existing and experienced labour force ready for transfer to a new owner is increasing. So too is the opportunity to enter the world of entrepreneurship as a successor!

7,427 Business transfers in 2023



...more than 40,000 business successions in total since 2018

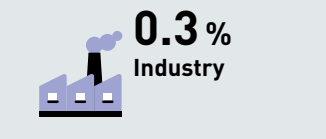
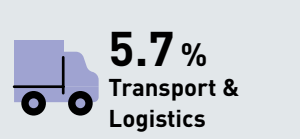
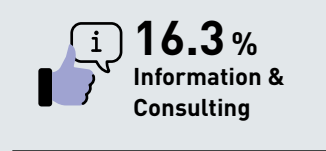
 **41.3%**
of successors are women (sole proprietorships)

~**50%** of all successions within the family, with a downward trend*

Top 10 trade groups

| | | |
|----|---|-------|
| 1 | Restaurant business | 1,513 |
| 2 | Management Consultancy, Accounting and Information Technology | 623 |
| 3 | General Trade | 417 |
| 4 | Hotel Industry | 316 |
| 5 | Chiropractors, Beauticians and Masseurs | 299 |
| 6 | Advertising & Market Communications | 291 |
| 7 | Commercial Service Providers | 238 |
| 8 | Food Trade | 200 |
| 9 | Goods Transport | 200 |
| 10 | Hairdressers | 191 |

Company takeovers by sector



Why do business transfers matter?*



692,000

jobs will be safeguarded in the next 10 years through successful company takeovers. (excl. one-person businesses/incl. entrepreneurs)
This accounts for around 22% of all employees in private companies.

51,500

SMEs face the challenge of finding a successor between 2020 and 2029.
(excl. one-person businesses)

Successions bring success



More sales

An impressive 61% of successors were able to increase turnover. This clearly shows the great future potential of company successions.

More investments

60% of successors invest more than their predecessors. Investments make companies and locations fit for the future.



More jobs

The employment situation remained stable in around half of the companies remained stable, while 36% of the successors even hired additional staff. Successful successions secure and create good jobs.

Succession needs a strategy

Our "Succession strategy for Austria" shows how important successful succession is for Austria as a business location, which framework conditions need to be improved and which international examples of success exist.



*Source: Austrian Institute for SME Research, as of: 08/2021

Our services for business transfers

1,900 succession consultations by the Austrian Economic Chambers Organisation throughout Austria in 2023



Guide to business succession

This practical guide deals with key issues relating to business succession – from having a company valued through questions of tenancy law, the fiscal position, liability to the validity of contracts. Practical check lists to help you keep track of the essentials.



It's a match - Succession Marketplace nachfolgeboerse.at

The free Succession Marketplace run by the Startup Service is Austria's largest online platform for business succession. The first choice for presenting and finding successor companies.

> 1.000 advertisements on nachfolgeboerse.at



Service. Voice. Spirit. For an entrepreneurial Austria.

The Startup Service of the Austrian Economic Chambers is the door opener to the world of entrepreneurship. Regardless of whether it is a start-up, succession or franchising - with over 90 offices throughout Austria, 190,000 contacts and 49,000 consultations per year, the Startup Service offers what is important for the best start in entrepreneurship: Comprehensive services in all start-up and business issues, a strong political voice for the concerns of founders and the positive entrepreneurial spirit that helps the whole of Austria move forward.



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