

## Succession of privately owned Swiss enterprises SMEs (KMU/PME)

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### Seminar of succession planning

#### **Block 1 – Strategic planning to ensure a successful succession**

The participants will get an overview of the current Swiss market conditions relating to the succession of small and medium size Swiss enterprises. The topic will include a description of the key challenges the business owner need to address and the main elements and actions of a successful succession process.

#### **Block 2 – Business valuations, preparation measures and value creation**

This part will include an overview of the main valuation methods used for privately owned Swiss enterprises. A practical case presentation will illustrate the application of different valuation methods. Finally, a presentation of the main preparation actions that may be anticipated by the owner and the most important negotiation issues will be addressed.

#### **Block 3 – Legal and financial structuring of business transmissions**

To conclude the seminar, the main steps of a process and the most important legal documents will be commented. The participants will also get an overview of the most frequently used financial and legal structures that are used in practice. The role of qualified legal, tax and financial advisors will also be emphasized.

### Who should attend?

Financial analysts  
Asset managers  
Portfolio managers  
IT specialists  
Law and compliance experts  
Financial market operators  
Wealth managers  
Client advisors

### Language

English

### Date

21.09.2022

### Time

13:00 – 17:00

### Place

Presence seminar at FER, rue de Saint-Jean 98, 1201 Genève with option to participate online.

### Seminar fees

SFAA members' attendance is free of charge.  
For non SFAA members the fee is CHF 480 including documentation.

### Registration

Online on <https://www.sfaa.ch/en/agenda/event-registration/>

### Information

For more information please contact us at:

[info@sfaa.ch](mailto:info@sfaa.ch)

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## Speakers



### **Claude Romy**

Claude Romy is business economist HES and Swiss certified accountant. For more than thirty years, he has carried out numerous sales transactions and business acquisitions in Switzerland and abroad.

He is the co-founder the Swiss Chamber of Experts in Business Transfers which it chaired between 2019-2022. Claude Romy is now an independent director in several Swiss small and medium sized enterprises.