

## The year of company succession has started: Walther Management enables succession through company sales

**Munich, on 31 January 2018 – Walther Management enables company succession through company sales - namely in all cases where an external solution has to be found as there is no suitable candidate within the family.**

Of the approx. 580,000 family businesses active in the Free State of Bavaria, some 29,400 economically viable and thereby attractive companies comprising roughly 505,000 jobs, are pending take-over for the period 2017-2021; this is according to current figures from the Bavarian Ministry of Economic Affairs. In the future, there is expected to be an even greater number of companies transferred in Bavaria as well as throughout Germany. Yet, according to the succession report by the German Association of Chambers of Industry and Commerce (DIHK), four out of ten companies fail to find suitable interested parties. Thus for the year 2018, the Bavarian Ministry of Economic Affairs has launched the **offensive „Unternehmensnachfolge.Bayern“** with the Association of Bavarian Chamber of Commerce and Industry and the Association of Bavarian Chambers of Trades and Crafts. This is intended to strengthen awareness about company succession among affected parties and the general public.

Mark Walther, Managing Partner of Walther Management, explains: „The topic of succession is of critical importance for small and medium-sized enterprises (SME). The number of companies offered is on the rise, and the number of possible successors both within and outside the family is decreasing. According to figures from the Institute for SME Research, it is already the case that half of the companies are not continued within the family following the departure of the managing owner. As specialists in company sales, we can play a major role in significantly increasing the probability of a sale, as well as reconciling the interests of all those involved.“

Based on the experience of over 100 successful company sales, Walther Management achieves a closure rate of more than 80%, while on market average, more than half of companies are not successfully sold. The most important prerequisites for successfully transferring the lifework are the personal readiness for handover and a realistic idea of the sales price. In the event the valuation is too low, it is important to get the company „in shape for the sale“ during a preparatory phase. This includes streamlining processes, increases margins and breaking ties with unprofitable areas. The majority of buyers are strategic investors who, for the most part, retain the location and employees of the acquired company.

### About Walther Management:

Walther Management GmbH is an internationally active management consultancy which provides long-term solution to the challenges faced by small to medium-sized entrepreneurs and enterprises. To date, the partner team has successfully closed 102 company sales, 19 company acquisitions as well as over 140 projects in business development.

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