



# Financing growth

## Key learning points

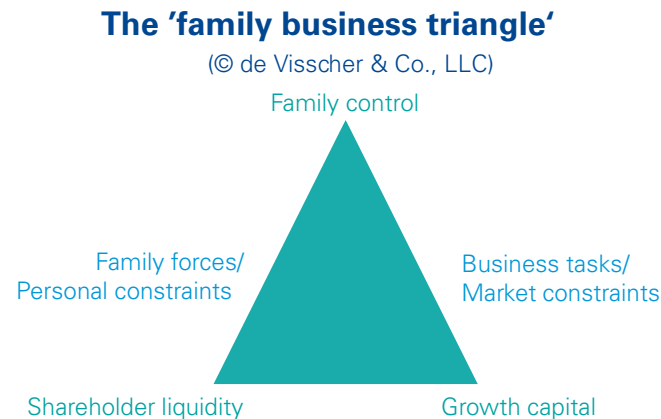
Case study written by Professor Christine Blondel from INSEAD, Senior Advisor to KPMG Enterprise on family business intelligence

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# Financing growth

- Financing growth can be achieved in many different ways
  - Debt
  - Joint ventures, franchises
  - Real estate
  - Self-financing
  - Financial investors
  - Family offices
  - State subsidies
- The search for financing solutions is an opportunity for long-term planning
  - The use of real estate
  - The arrival of an external investor, through equity or convertible bonds
- Financing decisions have consequences on the ownership and family



Source: The 'family business triangle', de Visscher & Co., LLC

## Family business dynamics



Source: KPMG Enterprise Family business dynamics, 2017

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