

Recommendations of the CCI organisation

Improve the compatibility of family and career.

- Create better care options by means of day-care centres and more all-day schools.
- Promote as a model for entrepreneurship. Use CCI platforms and the initiative "FRAUEN unternehmen" (women starting business) of the federal government.

Make financing easier.

- Improve the loss carried forward in tax system. Create legal security with regard to taxes for foreign investors – an important measure for reducing the risk of double taxation. Maintain long-term financing.

Implement the "one-stop shop" principle.

- Create one-stop shops – to do this, create seamless networking, nationwide good internet service as well as appropriate IT equipment for all participating economy-supporting institutions and agencies.

Further reduce bureaucracy for those founding companies.

- Take of pressure from company-founders with a second Bureaucracy Relief Act. Make it possible for company-founders to file turnover tax advance returns quarterly (instead of monthly). Eliminate the form "net income method". Increase the limit for the depreciation of low-value assets to 1,000 Euros.

Bring entrepreneurship to all schools and universities.

- This is the biggest driver for the founding of companies with potential.

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Photos: Thinkstock by Getty Images | Responsible: Dr Marc Evers | June 2016

The interest in founding new businesses has fallen to a new all-time low

DIHK Founders Report 2016

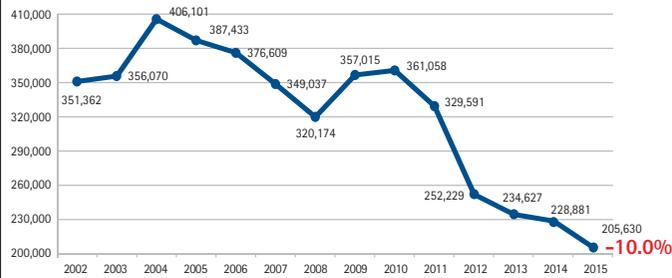
- Experiences and policy recommendations of the 79 Chambers of Commerce and Industry (CCIs) from 200,000 interviews with founders of new businesses



The interest in founding new businesses has fallen to a new all-time low – DIHK Founders Report 2016

CCI interviews with company-founders

Start-up interviews and start-up consultations



■ The interest in founding new businesses at a new all-time low.

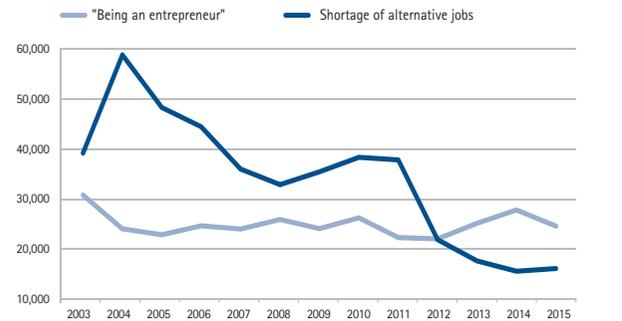
In the year 2015, the number of interviews with persons interested in founding a company has clearly sunk by 10 percent to 205,630. This is another negative record.

■ Good economic situation and shortage of skilled workers – sluggishness in company-funding activity.

The dwindling interest in founding a new company reflects the good development in the job market. In Germany, unemployment is more often an impetus for the founding of a company than it is in other countries. At the same time, many well-qualified people choose a good-paying employee relationship over entrepreneurial independence. This caution is apparent in numerous consultation meetings between the CCIs and company founders.

Motivations for founding a new company

Participants in CCI start-up consultations

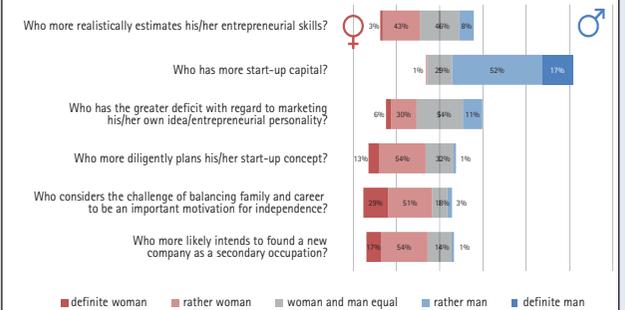


■ Almost no new potential developed.

The decreasing unemployment rate causes the reduction in persons interested in founding a company. As a result, the number of companies founded melts from the core of the entrepreneurial motivated. Their numbers, however, have not increased since 2003. It is troubling that the trend toward better preparation has not continued. In the year 2015, not even two thirds of the company founders had considered enough the customer benefit of their ideas – less than in the previous two years (70 percent and 72 percent, respectively).

Men and women in CCI start-up consultations

Assessment of the entrepreneur consultants of the 79 CCIs in percent



■ Many women are interested in founding a company, but many do not found a company.

In 2015, the CCIs counted around 85,000 start-up interviews with women. This is 42 percent of all start-up interviews and start-up consultations. But many women do not take the step of becoming independent. Most of them consider the challenge of balancing family and career to be an important motivation for an entrepreneur and want to start a secondary occupation. These questionnaire results indicate that the potential for founding new companies by women can be increased with the improved balancing of family and career.

