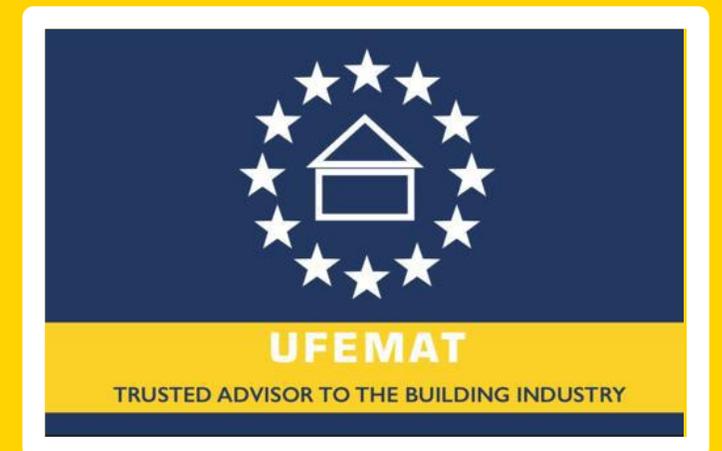




**Friday 12th of
September
2025**

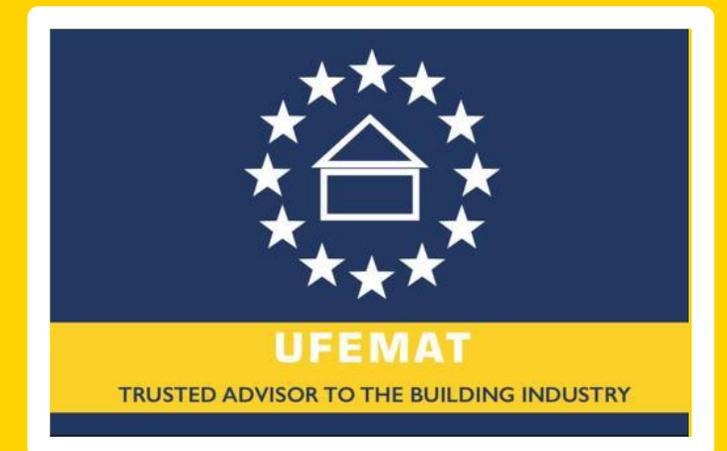
**UFEMAT's 65th Annual
Conference:
Digitalisation, Artificial
Intelligence and Building
Materials in Europe**





**Friday 12th of
September
2025**

MILAN, ITALY



Eldert Jan van Herk – General Manager EURO-MAT



09h00 – 09h05





EURO-MAT

www.euro-mat.com

The background of the entire image is a solid, vibrant orange. Overlaid on this is a complex, multi-level scaffolding structure made of dark metal poles and cross-braces. Several silhouettes of construction workers are visible, positioned at various heights and locations on the scaffolding, engaged in their work. The overall composition is industrial and emphasizes teamwork and structure.

The Power Of Collaboration

A sleeping giant



What is wholesale?

Driving Europe's economy every day, everywhere.

Wholesale connects the dots between production and the economy. From providing raw materials to industries to delivering finished goods to retailers and service providers, wholesalers form the backbone of Europe's supply chain.

With 1.6 million enterprises, wholesale generates €818 billion in value-added and employs over 9.8 million people across the EU.

6.5

trillion EUR
turnover annually

99%

of wholesalers
are SMEs

Every

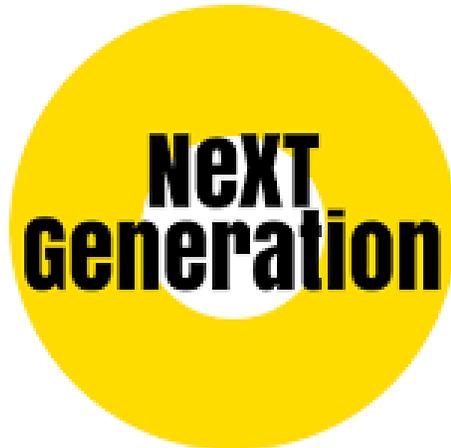
sector from
medicine to agriculture

Succession & the Next Generation



Succession is not only about passing the business on

*It's about ensuring the **next generation** wants to take it on*



Succession & the Next Generation



Key Challenges:

- Current business owners must make their companies future-proof
- Business needs to be attractive for the next generation
- Succession is not only a family matter but a sector wide responsibility



“Merchants On Fire”



Succession & the Next Generation



Role of Local and International Organizations

Local branch organizations

- Offer valuable support, consultancy, training & programs.
- Mainly focused on **regional or national context**.



International trade organizations (Euro-Mat, Ufemat,.....)

- Provide a **broader platform** for learning and development.
- Enable **exchange of best practices** across markets.
- Facilitate **mobility of young talent** (working abroad, internships, exchanges).
- Make wholesale businesses more attractive by adding an **international dimension**.

Succession & the Next Generation



Why International Scope Matters for Young Talent

- Young professionals value **international exposure**
- Working with peers abroad builds **skills, networks, and motivation.**
- Brings **fresh perspectives** back into local businesses.
- Helps make SME wholesale careers more **appealing.**





Thank You!