

What's the right route to accelerate your growth journey?



The better the question. The better the answer. The better the world works.



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Marnix is a trusted advisor to family-owned businesses around the globe.

With over 25 years of experience at EY, his previous roles have included EY Global Private Client Services Leader, EY EMEIA Private Client Services Leader, Chairman of the EY BeNe Regional Partner Forum, EY EMEIA Advisory Council member and EY Global Governance Council member.

He regularly lectures on corporate and family governance as well as taxation, focused on wealthy entrepreneurial families, non-profit organizations and tax policy.

Marnix holds master's degrees in Dutch Tax Law and Dutch Company Law from the University of Leiden.

## Growth strategies of high-growth companies

- ▶ With a long legacy of working with the world's fastest-growing companies, we've gained insights into how the most successful businesses grow quickly and sustainably.
- ▶ We've built these insights into a framework to help leaders to accelerate and sustain business growth: **EY 7 Drivers of Growth**.
- ▶ By assessing their company's maturity across each of these interconnected 7 Drivers, leaders can make detailed plans for future growth.



The EY 7 Drivers of Growth

## Helping leaders at every stage of their growth journey

For over 30 years, we have led the way **guiding, connecting and inspiring entrepreneurs** through the EY Entrepreneur Of The Year™ program.

We help **start-ups and scale-ups to achieve transformative growth** and work with 40% of new unicorns each year.

We help established **companies enter new markets, explore new sectors and expand across borders**, powered by EY professionals across more than 150 countries.

We enable **family businesses to drive growth and manage family interests** and are trusted advisors to **90% of the world's top 500 family businesses**.

Every year we **support the personal development of hundreds of future business leaders** through our NextGen Academy.

We are a **leading advisor to companies pursuing IPOs and strategic transactions** and are the **No. 1 auditor** of IPO-bound companies globally.

Visit [ey.com/growth](https://ey.com/growth) for the latest insights on accelerating and sustaining business growth.

# Why family businesses are growing faster than their peers



## Insights from the market

Family-owned businesses are growing faster, creating more jobs and have more women at the helm than their peers, according to EY Growth Barometer, our annual global survey of over 2,766 middle-market companies (US\$1m–US\$3b).

### Growth expectations

**34%**

plan revenue growth of more than 10% in the next 12 months

**1 in 4**

say expansion into a new overseas market is their primary growth strategy

### Enablers of growth

**27%**

highlight regulation as the overriding driver of innovation

**62%**

plan to adopt AI in the next two years — a massive 56% upward swing on 2017

### Challenges to growth

**1 in 3**

highlight slow global growth as the top challenge

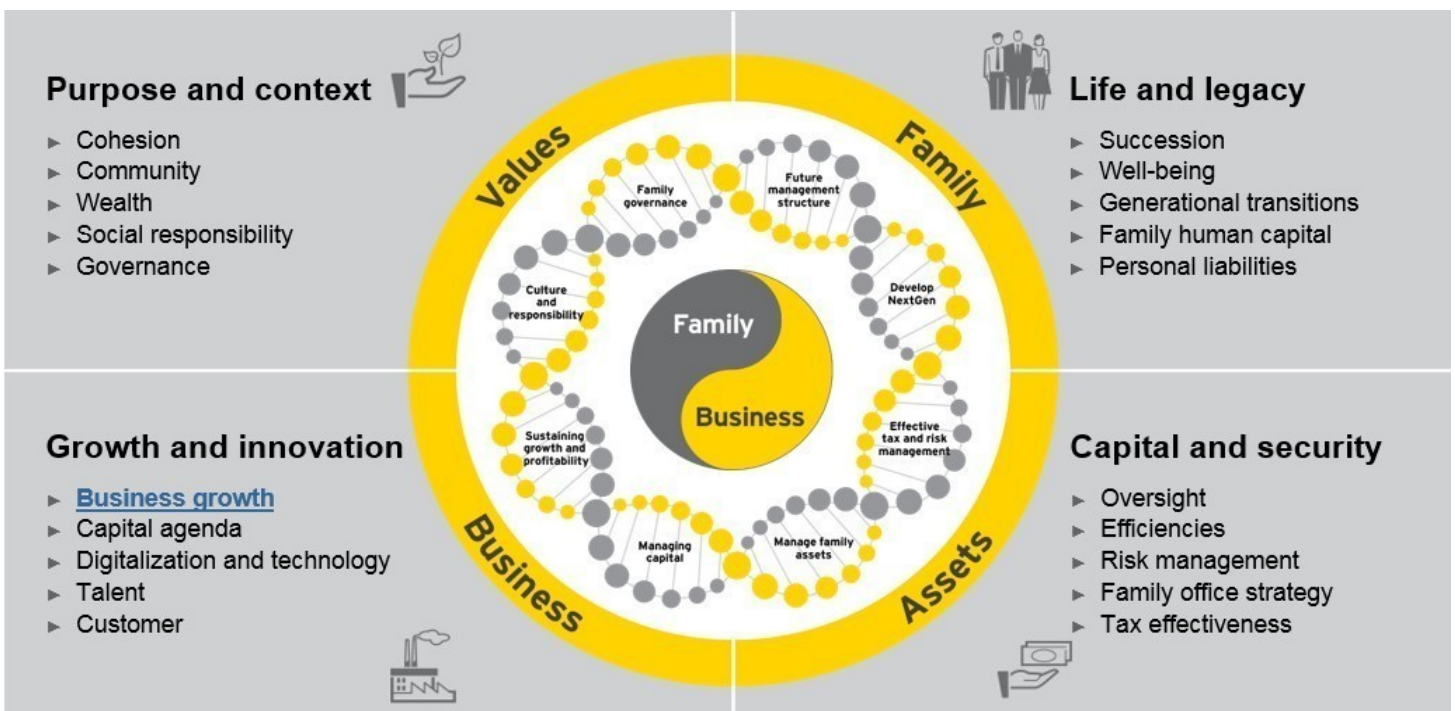
**49%**

plan to hire more full-time staff in the current year

## Growth DNA Model for family business

Drawing on the knowledge we've gained by working with family businesses over the decades, we have identified the success factors for family business growth — what we call the **Growth DNA Model for family business**.

Our model, which includes the EY 7 Drivers of Growth, supports both the personal and company performance agenda of family businesses. We use the framework as a discussion guide to pinpoint the issues and areas of focus that will help family business leaders grow and build a long-term, intergenerational legacy.



To delve deeper with an issues-based discussion using the Growth DNA Model for family business, contact Marnix van Rij. For more information, visit [ey.com/familybusiness](http://ey.com/familybusiness).