

Global Business Succession and Transfer Planning Market Growth (Status and Outlook) 2026-2032

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Abstracts

The global Business Succession and Transfer Planning market size is predicted to grow from US\$ 17833 million in 2025 to US\$ 28904 million in 2032; it is expected to grow at a CAGR of 7.2% from 2026 to 2032.

Business Succession and Transfer Planning refers to the systematic and forward-looking planning and execution services provided by professional institutions to business owners and their families or shareholders, focusing on the critical event of the transfer of ownership, control, and management rights in the future. Its core objective is to ensure business continuity, control risks, optimize tax and legal structures, and achieve the long-term stable transfer of business value and family wealth during generational changes or exits from the business.

Gross Profit Margin Levels

The profit structure of business succession and transfer planning is essentially still 'human capital-intensive professional services.' In large conglomerates (accounting firms/consulting companies/private banks), project gross profit margins are primarily influenced by the proportion of expert working hours, the degree of standardization in delivery, the complexity of cross-border compliance, and whether long-term trusteeship (family office, trust management, investment management) is involved. Highly standardized projects in small and medium-sized enterprises can often push gross profit margins to a higher range through templated tools and process management; while highly customized cross-border structural design, family governance, and succession planning projects, although priced higher, rely more on senior partners and multi-disciplinary teams, resulting in a lower gross profit margin. Overall, the industry's common project gross profit margins are roughly between 35% and 60%; projects

focused on 'consulting/tax/legal documentation' typically have higher margins, while projects focused on 'transaction execution/M&A matchmaking/multi-jurisdictional compliance coordination' fluctuate more, but if they can be converted into long-term trustees and annual retainers, the overall profit quality will significantly improve.

Industry Drivers

The core driving force behind this industry's growth is the intensive period of intergenerational succession of businesses and wealth globally. The aging of founders, increasing pressure on intergenerational continuity in family businesses, and stricter tax and regulatory systems across multiple jurisdictions mean that relying solely on wills or verbal arrangements is increasingly insufficient to cover real risks. Public materials from J.P. Morgan indicate that many business owners still tend to delay succession, missing the optimal window for transition. Institutions such as UBS and HSBC also emphasize the need for systematic planning and execution several years in advance to mitigate family conflicts, tax risks, and business continuity risks. On the other hand, corporate value increasingly stems from brand, data, equity incentives, and cross-border asset allocation. A single 'equity transfer' is no longer sufficient for succession. Industry demands are expanding to governance systems (family charters/family committees), successor capacity building, funding and insurance arrangements, trust/foundation structures, and multi-path exit strategies such as sales/mergers/ESOPs, thereby driving a simultaneous increase in average order value and penetration rate of ongoing services.

LPI (LP Information)' newest research report, the "Business Succession and Transfer Planning Industry Forecast" looks at past sales and reviews total world Business Succession and Transfer Planning sales in 2025, providing a comprehensive analysis by region and market sector of projected Business Succession and Transfer Planning sales for 2026 through 2032. With Business Succession and Transfer Planning sales broken down by region, market sector and sub-sector, this report provides a detailed analysis in US\$ millions of the world Business Succession and Transfer Planning industry.

This Insight Report provides a comprehensive analysis of the global Business Succession and Transfer Planning landscape and highlights key trends related to product segmentation, company formation, revenue, and market share, latest development, and M&A activity. This report also analyses the strategies of leading global companies with a focus on Business Succession and Transfer Planning portfolios and capabilities, market entry strategies, market positions, and geographic footprints, to

better understand these firms' unique position in an accelerating global Business Succession and Transfer Planning market.

This Insight Report evaluates the key market trends, drivers, and affecting factors shaping the global outlook for Business Succession and Transfer Planning and breaks down the forecast by Type, by Application, geography, and market size to highlight emerging pockets of opportunity. With a transparent methodology based on hundreds of bottom-up qualitative and quantitative market inputs, this study forecast offers a highly nuanced view of the current state and future trajectory in the global Business Succession and Transfer Planning.

This report presents a comprehensive overview, market shares, and growth opportunities of Business Succession and Transfer Planning market by product type, application, key players and key regions and countries.

Segmentation by Type:

Ownership Succession

Control Succession

Management Succession

Segmentation by Service Model:

Customized Consulting

Technology-Enabled

Full-Process Managed Services

Segmentation by Inheritance Path:

Internal Inheritance

External Transfer

Segmentation by Application:

Manufacturing

Finance and Wealth Management

Technology and Internet

Others

This report also splits the market by region:

Americas

United States

Canada

Mexico

Brazil

APAC

China

Japan

Korea

Southeast Asia

India

Australia

Europe

Germany

France

UK

Italy

Russia

Middle East & Africa

Egypt

South Africa

Israel

Turkey

GCC Countries

The below companies that are profiled have been selected based on inputs gathered from primary experts and analyzing the company's coverage, product portfolio, its market penetration.

Deloitte

PwC

EY

KPMG

BDO

RSM

Grant Thornton

Baker Tilly

Crowe

Forvis Mazars

J.P. Morgan

HSBC Global Private Banking

Morgan Stanley

Goldman Sachs

Citi Private Bank

Julius Baer

Pictet

Lombard Odier

Contents

1 SCOPE OF THE REPORT

- 1.1 Market Introduction
- 1.2 Years Considered
- 1.3 Research Objectives
- 1.4 Market Research Methodology
- 1.5 Research Process and Data Source
- 1.6 Economic Indicators
- 1.7 Currency Considered
- 1.8 Market Estimation Caveats

2 EXECUTIVE SUMMARY

- 2.1 World Market Overview
 - 2.1.1 Global Business Succession and Transfer Planning Market Size (2021-2032)
 - 2.1.2 Business Succession and Transfer Planning Market Size CAGR by Region (2021 VS 2025 VS 2032)
 - 2.1.3 World Current & Future Analysis for Business Succession and Transfer Planning by Country/Region (2021, 2025 & 2032)
- 2.2 Business Succession and Transfer Planning Segment by Type
 - 2.2.1 Ownership Succession
 - 2.2.2 Control Succession
 - 2.2.3 Management Succession
 - 2.2.4 Business Succession and Transfer Planning Market Size by Type
 - 2.2.4.1 Business Succession and Transfer Planning Market Size CAGR by Type (2021 VS 2025 VS 2032)
 - 2.2.4.2 Global Business Succession and Transfer Planning Market Size Market Share by Type (2021-2026)
- 2.3 Business Succession and Transfer Planning Segment by Service Model
 - 2.3.1 Customized Consulting
 - 2.3.2 Technology-Enabled
 - 2.3.3 Full-Process Managed Services
 - 2.3.4 Business Succession and Transfer Planning Market Size by Service Model
 - 2.3.4.1 Business Succession and Transfer Planning Market Size CAGR by Service Model (2021 VS 2025 VS 2032)
 - 2.3.4.2 Global Business Succession and Transfer Planning Market Size Market Share by Service Model (2021-2026)

2.4 Business Succession and Transfer Planning Segment by Inheritance Path

2.4.1 Internal Inheritance

2.4.2 External Transfer

2.4.3 Business Succession and Transfer Planning Market Size by Inheritance Path

2.4.3.1 Business Succession and Transfer Planning Market Size CAGR by Inheritance Path (2021 VS 2025 VS 2032)

2.4.3.2 Global Business Succession and Transfer Planning Market Size Market Share by Inheritance Path (2021-2026)

2.5 Business Succession and Transfer Planning Segment by Application

2.5.1 Manufacturing

2.5.2 Finance and Wealth Management

2.5.3 Technology and Internet

2.5.4 Others

2.5.5 Business Succession and Transfer Planning Market Size by Application

2.5.5.1 Business Succession and Transfer Planning Market Size CAGR by Application (2021 VS 2025 VS 2032)

2.5.5.2 Global Business Succession and Transfer Planning Market Size Market Share by Application (2021-2026)

3 BUSINESS SUCCESSION AND TRANSFER PLANNING MARKET SIZE BY PLAYER

3.1 Business Succession and Transfer Planning Market Size Market Share by Player

3.1.1 Global Business Succession and Transfer Planning Revenue by Player (2021-2026)

3.1.2 Global Business Succession and Transfer Planning Revenue Market Share by Player (2021-2026)

3.2 Global Business Succession and Transfer Planning Key Players Head office and Products Offered

3.3 Market Concentration Rate Analysis

3.3.1 Competition Landscape Analysis

3.3.2 Concentration Ratio (CR3, CR5 and CR10) & (2024-2026)

3.4 New Products and Potential Entrants

3.5 Mergers & Acquisitions, Expansion

4 BUSINESS SUCCESSION AND TRANSFER PLANNING BY REGION

4.1 Business Succession and Transfer Planning Market Size by Region (2021-2026)

4.2 Global Business Succession and Transfer Planning Annual Revenue by

Country/Region (2021-2026)

4.3 Americas Business Succession and Transfer Planning Market Size Growth (2021-2026)

4.4 APAC Business Succession and Transfer Planning Market Size Growth (2021-2026)

4.5 Europe Business Succession and Transfer Planning Market Size Growth (2021-2026)

4.6 Middle East & Africa Business Succession and Transfer Planning Market Size Growth (2021-2026)

5 AMERICAS

5.1 Americas Business Succession and Transfer Planning Market Size by Country (2021-2026)

5.2 Americas Business Succession and Transfer Planning Market Size by Type (2021-2026)

5.3 Americas Business Succession and Transfer Planning Market Size by Application (2021-2026)

5.4 United States

5.5 Canada

5.6 Mexico

5.7 Brazil

6 APAC

6.1 APAC Business Succession and Transfer Planning Market Size by Region (2021-2026)

6.2 APAC Business Succession and Transfer Planning Market Size by Type (2021-2026)

6.3 APAC Business Succession and Transfer Planning Market Size by Application (2021-2026)

6.4 China

6.5 Japan

6.6 South Korea

6.7 Southeast Asia

6.8 India

6.9 Australia

7 EUROPE

7.1 Europe Business Succession and Transfer Planning Market Size by Country (2021-2026)

7.2 Europe Business Succession and Transfer Planning Market Size by Type (2021-2026)

7.3 Europe Business Succession and Transfer Planning Market Size by Application (2021-2026)

7.4 Germany

7.5 France

7.6 UK

7.7 Italy

7.8 Russia

8 MIDDLE EAST & AFRICA

8.1 Middle East & Africa Business Succession and Transfer Planning by Region (2021-2026)

8.2 Middle East & Africa Business Succession and Transfer Planning Market Size by Type (2021-2026)

8.3 Middle East & Africa Business Succession and Transfer Planning Market Size by Application (2021-2026)

8.4 Egypt

8.5 South Africa

8.6 Israel

8.7 Turkey

8.8 GCC Countries

9 MARKET DRIVERS, CHALLENGES AND TRENDS

9.1 Market Drivers & Growth Opportunities

9.2 Market Challenges & Risks

9.3 Industry Trends

10 GLOBAL BUSINESS SUCCESSION AND TRANSFER PLANNING MARKET FORECAST

10.1 Global Business Succession and Transfer Planning Forecast by Region (2027-2032)

10.1.1 Global Business Succession and Transfer Planning Forecast by Region

(2027-2032)

- 10.1.2 Americas Business Succession and Transfer Planning Forecast
- 10.1.3 APAC Business Succession and Transfer Planning Forecast
- 10.1.4 Europe Business Succession and Transfer Planning Forecast
- 10.1.5 Middle East & Africa Business Succession and Transfer Planning Forecast

10.2 Americas Business Succession and Transfer Planning Forecast by Country

(2027-2032)

- 10.2.1 United States Market Business Succession and Transfer Planning Forecast
- 10.2.2 Canada Market Business Succession and Transfer Planning Forecast
- 10.2.3 Mexico Market Business Succession and Transfer Planning Forecast
- 10.2.4 Brazil Market Business Succession and Transfer Planning Forecast

10.3 APAC Business Succession and Transfer Planning Forecast by Region

(2027-2032)

- 10.3.1 China Business Succession and Transfer Planning Market Forecast
- 10.3.2 Japan Market Business Succession and Transfer Planning Forecast
- 10.3.3 Korea Market Business Succession and Transfer Planning Forecast
- 10.3.4 Southeast Asia Market Business Succession and Transfer Planning Forecast
- 10.3.5 India Market Business Succession and Transfer Planning Forecast
- 10.3.6 Australia Market Business Succession and Transfer Planning Forecast

10.4 Europe Business Succession and Transfer Planning Forecast by Country

(2027-2032)

- 10.4.1 Germany Market Business Succession and Transfer Planning Forecast
- 10.4.2 France Market Business Succession and Transfer Planning Forecast
- 10.4.3 UK Market Business Succession and Transfer Planning Forecast
- 10.4.4 Italy Market Business Succession and Transfer Planning Forecast
- 10.4.5 Russia Market Business Succession and Transfer Planning Forecast

10.5 Middle East & Africa Business Succession and Transfer Planning Forecast by Region (2027-2032)

- 10.5.1 Egypt Market Business Succession and Transfer Planning Forecast
- 10.5.2 South Africa Market Business Succession and Transfer Planning Forecast
- 10.5.3 Israel Market Business Succession and Transfer Planning Forecast
- 10.5.4 Turkey Market Business Succession and Transfer Planning Forecast

10.6 Global Business Succession and Transfer Planning Forecast by Type (2027-2032)

10.7 Global Business Succession and Transfer Planning Forecast by Application

(2027-2032)

- 10.7.1 GCC Countries Market Business Succession and Transfer Planning Forecast

11 KEY PLAYERS ANALYSIS

11.1 Deloitte

11.1.1 Deloitte Company Information

11.1.2 Deloitte Business Succession and Transfer Planning Product Offered

11.1.3 Deloitte Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)

11.1.4 Deloitte Main Business Overview

11.1.5 Deloitte Latest Developments

11.2 PwC

11.2.1 PwC Company Information

11.2.2 PwC Business Succession and Transfer Planning Product Offered

11.2.3 PwC Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)

11.2.4 PwC Main Business Overview

11.2.5 PwC Latest Developments

11.3 EY

11.3.1 EY Company Information

11.3.2 EY Business Succession and Transfer Planning Product Offered

11.3.3 EY Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)

11.3.4 EY Main Business Overview

11.3.5 EY Latest Developments

11.4 KPMG

11.4.1 KPMG Company Information

11.4.2 KPMG Business Succession and Transfer Planning Product Offered

11.4.3 KPMG Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)

11.4.4 KPMG Main Business Overview

11.4.5 KPMG Latest Developments

11.5 BDO

11.5.1 BDO Company Information

11.5.2 BDO Business Succession and Transfer Planning Product Offered

11.5.3 BDO Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)

11.5.4 BDO Main Business Overview

11.5.5 BDO Latest Developments

11.6 RSM

11.6.1 RSM Company Information

11.6.2 RSM Business Succession and Transfer Planning Product Offered

11.6.3 RSM Business Succession and Transfer Planning Revenue, Gross Margin and

Market Share (2021-2026)

11.6.4 RSM Main Business Overview

11.6.5 RSM Latest Developments

11.7 Grant Thornton

11.7.1 Grant Thornton Company Information

11.7.2 Grant Thornton Business Succession and Transfer Planning Product Offered

11.7.3 Grant Thornton Business Succession and Transfer Planning Revenue, Gross

Margin and Market Share (2021-2026)

11.7.4 Grant Thornton Main Business Overview

11.7.5 Grant Thornton Latest Developments

11.8 Baker Tilly

11.8.1 Baker Tilly Company Information

11.8.2 Baker Tilly Business Succession and Transfer Planning Product Offered

11.8.3 Baker Tilly Business Succession and Transfer Planning Revenue, Gross Margin

and Market Share (2021-2026)

11.8.4 Baker Tilly Main Business Overview

11.8.5 Baker Tilly Latest Developments

11.9 Crowe

11.9.1 Crowe Company Information

11.9.2 Crowe Business Succession and Transfer Planning Product Offered

11.9.3 Crowe Business Succession and Transfer Planning Revenue, Gross Margin

and Market Share (2021-2026)

11.9.4 Crowe Main Business Overview

11.9.5 Crowe Latest Developments

11.10 Forvis Mazars

11.10.1 Forvis Mazars Company Information

11.10.2 Forvis Mazars Business Succession and Transfer Planning Product Offered

11.10.3 Forvis Mazars Business Succession and Transfer Planning Revenue, Gross

Margin and Market Share (2021-2026)

11.10.4 Forvis Mazars Main Business Overview

11.10.5 Forvis Mazars Latest Developments

11.11 J.P. Morgan

11.11.1 J.P. Morgan Company Information

11.11.2 J.P. Morgan Business Succession and Transfer Planning Product Offered

11.11.3 J.P. Morgan Business Succession and Transfer Planning Revenue, Gross

Margin and Market Share (2021-2026)

11.11.4 J.P. Morgan Main Business Overview

11.11.5 J.P. Morgan Latest Developments

11.12 HSBC Global Private Banking

- 11.12.1 HSBC Global Private Banking Company Information
- 11.12.2 HSBC Global Private Banking Business Succession and Transfer Planning Product Offered
- 11.12.3 HSBC Global Private Banking Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)
- 11.12.4 HSBC Global Private Banking Main Business Overview
- 11.12.5 HSBC Global Private Banking Latest Developments
- 11.13 Morgan Stanley
 - 11.13.1 Morgan Stanley Company Information
 - 11.13.2 Morgan Stanley Business Succession and Transfer Planning Product Offered
 - 11.13.3 Morgan Stanley Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)
 - 11.13.4 Morgan Stanley Main Business Overview
 - 11.13.5 Morgan Stanley Latest Developments
- 11.14 Goldman Sachs
 - 11.14.1 Goldman Sachs Company Information
 - 11.14.2 Goldman Sachs Business Succession and Transfer Planning Product Offered
 - 11.14.3 Goldman Sachs Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)
 - 11.14.4 Goldman Sachs Main Business Overview
 - 11.14.5 Goldman Sachs Latest Developments
- 11.15 Citi Private Bank
 - 11.15.1 Citi Private Bank Company Information
 - 11.15.2 Citi Private Bank Business Succession and Transfer Planning Product Offered
 - 11.15.3 Citi Private Bank Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)
 - 11.15.4 Citi Private Bank Main Business Overview
 - 11.15.5 Citi Private Bank Latest Developments
- 11.16 Julius Baer
 - 11.16.1 Julius Baer Company Information
 - 11.16.2 Julius Baer Business Succession and Transfer Planning Product Offered
 - 11.16.3 Julius Baer Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)
 - 11.16.4 Julius Baer Main Business Overview
 - 11.16.5 Julius Baer Latest Developments
- 11.17 Pictet
 - 11.17.1 Pictet Company Information
 - 11.17.2 Pictet Business Succession and Transfer Planning Product Offered
 - 11.17.3 Pictet Business Succession and Transfer Planning Revenue, Gross Margin

and Market Share (2021-2026)

11.17.4 Pictet Main Business Overview

11.17.5 Pictet Latest Developments

11.18 Lombard Odier

11.18.1 Lombard Odier Company Information

11.18.2 Lombard Odier Business Succession and Transfer Planning Product Offered

11.18.3 Lombard Odier Business Succession and Transfer Planning Revenue, Gross Margin and Market Share (2021-2026)

11.18.4 Lombard Odier Main Business Overview

11.18.5 Lombard Odier Latest Developments

12 RESEARCH FINDINGS AND CONCLUSION

List Of Tables

LIST OF TABLES

Table 1. Business Succession and Transfer Planning Market Size CAGR by Region (2021 VS 2025 VS 2032) & (\$ millions)

Table 2. Business Succession and Transfer Planning Annual Sales CAGR by Country/Region (2021, 2025 & 2032) & (\$ millions)

Table 3. Major Players of Ownership Succession

Table 4. Major Players of Control Succession

Table 5. Major Players of Management Succession

Table 6. Business Succession and Transfer Planning Market Size CAGR by Type (2021 VS 2025 VS 2032) & (\$ millions)

Table 7. Global Business Succession and Transfer Planning Market Size by Type (2021-2026) & (\$ millions)

Table 8. Global Business Succession and Transfer Planning Market Size Market Share by Type (2021-2026)

Table 9. Major Players of Customized Consulting

Table 10. Major Players of Technology-Enabled

Table 11. Major Players of Full-Process Managed Services

Table 12. Business Succession and Transfer Planning Market Size CAGR by Service Model (2021 VS 2025 VS 2032) & (\$ millions)

Table 13. Global Business Succession and Transfer Planning Market Size by Service Model (2021-2026) & (\$ millions)

Table 14. Global Business Succession and Transfer Planning Market Size Market Share by Service Model (2021-2026)

Table 15. Major Players of Internal Inheritance

Table 16. Major Players of External Transfer

Table 17. Business Succession and Transfer Planning Market Size CAGR by Inheritance Path (2021 VS 2025 VS 2032) & (\$ millions)

Table 18. Global Business Succession and Transfer Planning Market Size by Inheritance Path (2021-2026) & (\$ millions)

Table 19. Global Business Succession and Transfer Planning Market Size Market Share by Inheritance Path (2021-2026)

Table 20. Business Succession and Transfer Planning Market Size CAGR by Application (2021 VS 2025 VS 2032) & (\$ millions)

Table 21. Global Business Succession and Transfer Planning Market Size by Application (2021-2026) & (\$ millions)

Table 22. Global Business Succession and Transfer Planning Market Size Market

Share by Application (2021-2026)

Table 23. Global Business Succession and Transfer Planning Revenue by Player (2021-2026) & (\$ millions)

Table 24. Global Business Succession and Transfer Planning Revenue Market Share by Player (2021-2026)

Table 25. Business Succession and Transfer Planning Key Players Head office and Products Offered

Table 26. Business Succession and Transfer Planning Concentration Ratio (CR3, CR5 and CR10) & (2024-2026)

Table 27. New Products and Potential Entrants

Table 28. Mergers & Acquisitions, Expansion

Table 29. Global Business Succession and Transfer Planning Market Size by Region (2021-2026) & (\$ millions)

Table 30. Global Business Succession and Transfer Planning Market Size Market Share by Region (2021-2026)

Table 31. Global Business Succession and Transfer Planning Revenue by Country/Region (2021-2026) & (\$ millions)

Table 32. Global Business Succession and Transfer Planning Revenue Market Share by Country/Region (2021-2026)

Table 33. Americas Business Succession and Transfer Planning Market Size by Country (2021-2026) & (\$ millions)

Table 34. Americas Business Succession and Transfer Planning Market Size Market Share by Country (2021-2026)

Table 35. Americas Business Succession and Transfer Planning Market Size by Type (2021-2026) & (\$ millions)

Table 36. Americas Business Succession and Transfer Planning Market Size Market Share by Type (2021-2026)

Table 37. Americas Business Succession and Transfer Planning Market Size by Application (2021-2026) & (\$ millions)

Table 38. Americas Business Succession and Transfer Planning Market Size Market Share by Application (2021-2026)

Table 39. APAC Business Succession and Transfer Planning Market Size by Region (2021-2026) & (\$ millions)

Table 40. APAC Business Succession and Transfer Planning Market Size Market Share by Region (2021-2026)

Table 41. APAC Business Succession and Transfer Planning Market Size by Type (2021-2026) & (\$ millions)

Table 42. APAC Business Succession and Transfer Planning Market Size by Application (2021-2026) & (\$ millions)

Table 43. Europe Business Succession and Transfer Planning Market Size by Country (2021-2026) & (\$ millions)

Table 44. Europe Business Succession and Transfer Planning Market Size Market Share by Country (2021-2026)

Table 45. Europe Business Succession and Transfer Planning Market Size by Type (2021-2026) & (\$ millions)

Table 46. Europe Business Succession and Transfer Planning Market Size by Application (2021-2026) & (\$ millions)

Table 47. Middle East & Africa Business Succession and Transfer Planning Market Size by Region (2021-2026) & (\$ millions)

Table 48. Middle East & Africa Business Succession and Transfer Planning Market Size by Type (2021-2026) & (\$ millions)

Table 49. Middle East & Africa Business Succession and Transfer Planning Market Size by Application (2021-2026) & (\$ millions)

Table 50. Key Market Drivers & Growth Opportunities of Business Succession and Transfer Planning

Table 51. Key Market Challenges & Risks of Business Succession and Transfer Planning

Table 52. Key Industry Trends of Business Succession and Transfer Planning

Table 53. Global Business Succession and Transfer Planning Market Size Forecast by Region (2027-2032) & (\$ millions)

Table 54. Global Business Succession and Transfer Planning Market Size Market Share Forecast by Region (2027-2032)

Table 55. Global Business Succession and Transfer Planning Market Size Forecast by Type (2027-2032) & (\$ millions)

Table 56. Global Business Succession and Transfer Planning Market Size Forecast by Application (2027-2032) & (\$ millions)

Table 57. Deloitte Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

Table 58. Deloitte Business Succession and Transfer Planning Product Offered

Table 59. Deloitte Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)

Table 60. Deloitte Main Business

Table 61. Deloitte Latest Developments

Table 62. PwC Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

Table 63. PwC Business Succession and Transfer Planning Product Offered

Table 64. PwC Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)

Table 65. PwC Main Business

Table 66. PwC Latest Developments

Table 67. EY Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

Table 68. EY Business Succession and Transfer Planning Product Offered

Table 69. EY Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)

Table 70. EY Main Business

Table 71. EY Latest Developments

Table 72. KPMG Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

Table 73. KPMG Business Succession and Transfer Planning Product Offered

Table 74. KPMG Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)

Table 75. KPMG Main Business

Table 76. KPMG Latest Developments

Table 77. BDO Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

Table 78. BDO Business Succession and Transfer Planning Product Offered

Table 79. BDO Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)

Table 80. BDO Main Business

Table 81. BDO Latest Developments

Table 82. RSM Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

Table 83. RSM Business Succession and Transfer Planning Product Offered

Table 84. RSM Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)

Table 85. RSM Main Business

Table 86. RSM Latest Developments

Table 87. Grant Thornton Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

Table 88. Grant Thornton Business Succession and Transfer Planning Product Offered

Table 89. Grant Thornton Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)

Table 90. Grant Thornton Main Business

Table 91. Grant Thornton Latest Developments

Table 92. Baker Tilly Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors

- Table 93. Baker Tilly Business Succession and Transfer Planning Product Offered
- Table 94. Baker Tilly Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 95. Baker Tilly Main Business
- Table 96. Baker Tilly Latest Developments
- Table 97. Crowe Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 98. Crowe Business Succession and Transfer Planning Product Offered
- Table 99. Crowe Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 100. Crowe Main Business
- Table 101. Crowe Latest Developments
- Table 102. Forvis Mazars Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 103. Forvis Mazars Business Succession and Transfer Planning Product Offered
- Table 104. Forvis Mazars Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 105. Forvis Mazars Main Business
- Table 106. Forvis Mazars Latest Developments
- Table 107. J.P. Morgan Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 108. J.P. Morgan Business Succession and Transfer Planning Product Offered
- Table 109. J.P. Morgan Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 110. J.P. Morgan Main Business
- Table 111. J.P. Morgan Latest Developments
- Table 112. HSBC Global Private Banking Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 113. HSBC Global Private Banking Business Succession and Transfer Planning Product Offered
- Table 114. HSBC Global Private Banking Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 115. HSBC Global Private Banking Main Business
- Table 116. HSBC Global Private Banking Latest Developments
- Table 117. Morgan Stanley Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 118. Morgan Stanley Business Succession and Transfer Planning Product Offered
- Table 119. Morgan Stanley Business Succession and Transfer Planning Revenue (\$

- million), Gross Margin and Market Share (2021-2026)
- Table 120. Morgan Stanley Main Business
- Table 121. Morgan Stanley Latest Developments
- Table 122. Goldman Sachs Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 123. Goldman Sachs Business Succession and Transfer Planning Product Offered
- Table 124. Goldman Sachs Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 125. Goldman Sachs Main Business
- Table 126. Goldman Sachs Latest Developments
- Table 127. Citi Private Bank Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 128. Citi Private Bank Business Succession and Transfer Planning Product Offered
- Table 129. Citi Private Bank Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 130. Citi Private Bank Main Business
- Table 131. Citi Private Bank Latest Developments
- Table 132. Julius Baer Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 133. Julius Baer Business Succession and Transfer Planning Product Offered
- Table 134. Julius Baer Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 135. Julius Baer Main Business
- Table 136. Julius Baer Latest Developments
- Table 137. Pictet Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 138. Pictet Business Succession and Transfer Planning Product Offered
- Table 139. Pictet Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 140. Pictet Main Business
- Table 141. Pictet Latest Developments
- Table 142. Lombard Odier Details, Company Type, Business Succession and Transfer Planning Area Served and Its Competitors
- Table 143. Lombard Odier Business Succession and Transfer Planning Product Offered
- Table 144. Lombard Odier Business Succession and Transfer Planning Revenue (\$ million), Gross Margin and Market Share (2021-2026)
- Table 145. Lombard Odier Main Business

Table 146. Lombard Odier Latest Developments

List Of Figures

LIST OF FIGURES

Figure 1. Business Succession and Transfer Planning Report Years Considered

Figure 2. Research Objectives

Figure 3. Research Methodology

Figure 4. Research Process and Data Source

Figure 5. Global Business Succession and Transfer Planning Market Size Growth Rate (2021-2032) (\$ millions)

Figure 6. Business Succession and Transfer Planning Sales by Geographic Region (2021, 2025 & 2032) & (\$ millions)

Figure 7. Business Succession and Transfer Planning Sales Market Share by Country/Region (2025)

Figure 8. Business Succession and Transfer Planning Sales Market Share by Country/Region (2021, 2025 & 2032)

Figure 9. Global Business Succession and Transfer Planning Market Size Market Share by Type in 2025

Figure 10. Global Business Succession and Transfer Planning Market Size Market Share by Service Model in 2025

Figure 11. Global Business Succession and Transfer Planning Market Size Market Share by Inheritance Path in 2025

Figure 12. Business Succession and Transfer Planning in Manufacturing

Figure 13. Global Business Succession and Transfer Planning Market: Manufacturing (2021-2026) & (\$ millions)

Figure 14. Business Succession and Transfer Planning in Finance and Wealth Management

Figure 15. Global Business Succession and Transfer Planning Market: Finance and Wealth Management (2021-2026) & (\$ millions)

Figure 16. Business Succession and Transfer Planning in Technology and Internet

Figure 17. Global Business Succession and Transfer Planning Market: Technology and Internet (2021-2026) & (\$ millions)

Figure 18. Business Succession and Transfer Planning in Others

Figure 19. Global Business Succession and Transfer Planning Market: Others (2021-2026) & (\$ millions)

Figure 20. Global Business Succession and Transfer Planning Market Size Market Share by Application in 2025

Figure 21. Global Business Succession and Transfer Planning Revenue Market Share by Player in 2025

Figure 22. Global Business Succession and Transfer Planning Market Size Market Share by Region (2021-2026)

Figure 23. Americas Business Succession and Transfer Planning Market Size 2021-2026 (\$ millions)

Figure 24. APAC Business Succession and Transfer Planning Market Size 2021-2026 (\$ millions)

Figure 25. Europe Business Succession and Transfer Planning Market Size 2021-2026 (\$ millions)

Figure 26. Middle East & Africa Business Succession and Transfer Planning Market Size 2021-2026 (\$ millions)

Figure 27. Americas Business Succession and Transfer Planning Value Market Share by Country in 2025

Figure 28. United States Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 29. Canada Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 30. Mexico Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 31. Brazil Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 32. APAC Business Succession and Transfer Planning Market Size Market Share by Region in 2025

Figure 33. APAC Business Succession and Transfer Planning Market Size Market Share by Type (2021-2026)

Figure 34. APAC Business Succession and Transfer Planning Market Size Market Share by Application (2021-2026)

Figure 35. China Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 36. Japan Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 37. South Korea Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 38. Southeast Asia Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 39. India Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 40. Australia Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 41. Europe Business Succession and Transfer Planning Market Size Market

Share by Country in 2025

Figure 42. Europe Business Succession and Transfer Planning Market Size Market Share by Type (2021-2026)

Figure 43. Europe Business Succession and Transfer Planning Market Size Market Share by Application (2021-2026)

Figure 44. Germany Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 45. France Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 46. UK Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 47. Italy Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 48. Russia Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 49. Middle East & Africa Business Succession and Transfer Planning Market Size Market Share by Region (2021-2026)

Figure 50. Middle East & Africa Business Succession and Transfer Planning Market Size Market Share by Type (2021-2026)

Figure 51. Middle East & Africa Business Succession and Transfer Planning Market Size Market Share by Application (2021-2026)

Figure 52. Egypt Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 53. South Africa Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 54. Israel Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 55. Turkey Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 56. GCC Countries Business Succession and Transfer Planning Market Size Growth 2021-2026 (\$ millions)

Figure 57. Americas Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 58. APAC Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 59. Europe Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 60. Middle East & Africa Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 61. United States Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 62. Canada Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 63. Mexico Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 64. Brazil Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 65. China Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 66. Japan Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 67. Korea Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 68. Southeast Asia Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 69. India Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 70. Australia Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 71. Germany Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 72. France Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 73. UK Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 74. Italy Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 75. Russia Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 76. Egypt Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 77. South Africa Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 78. Israel Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 79. Turkey Business Succession and Transfer Planning Market Size 2027-2032 (\$ millions)

Figure 80. Global Business Succession and Transfer Planning Market Size Market

Share Forecast by Type (2027-2032)

Figure 81. Global Business Succession and Transfer Planning Market Size Market

Share Forecast by Application (2027-2032)

Figure 82. GCC Countries Business Succession and Transfer Planning Market Size

2027-2032 (\$ millions)

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