



# Trade Delegation to Abu Dhabi and Qatar

13th-16th October 2008



# New business opportunities and introductions for members



ATSCo strives to help members identify the best new business opportunities both nationally and internationally. As part of our 2008 business development programme we are organising an ATSCo Trade Delegation to Abu Dhabi and Qatar.

This exciting trip will be hosted by Ann Swain, Chief Executive of ATSCo and Gail Williams, International Trade Advisor at UK Trade & Investment. The delegation is fully supported by the British Embassies in Abu Dhabi and Qatar.

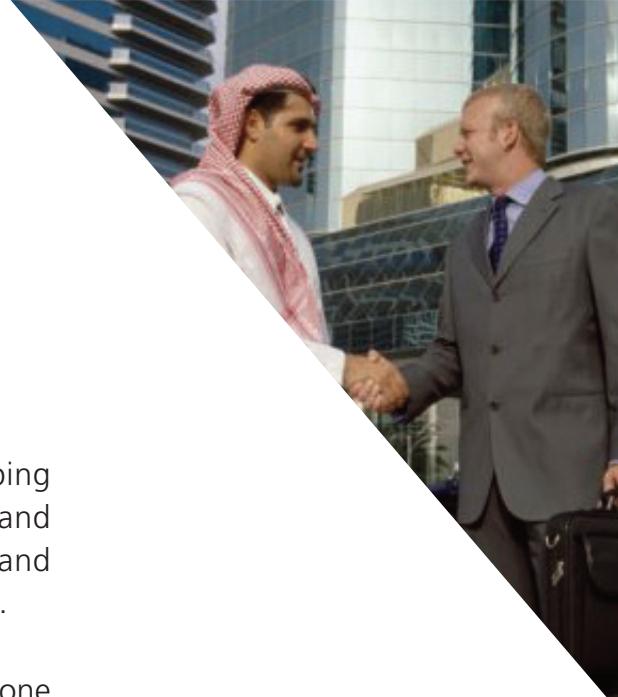
The United Arab Emirates (UAE) is the UK's largest trading partner in the Middle East. Abu Dhabi is the capital of the UAE and has one of the highest GNPs per head in the world. It has a booming economy and its programme of investment and privatisation makes Abu Dhabi an excellent expansion destination for the recruitment sector.

Qatar is a small rapidly developing country with one of the highest per capita incomes in the world. The economy grew by 12% in 2007 and the IMF forecasts the same growth per annum over the next decade. The Government is currently diversifying investment away from oil and gas into other areas, notably: major infrastructure projects, financial services, education, tourism and healthcare.

Both countries provide potentially rewarding markets in which to do business and both actively welcome British firms.



# Trade Delegation Programme for ATSCo members



During your four-day trip you will have access to key people within this rapidly developing economy and hear first hand about the potential business opportunities in Abu Dhabi and Qatar. The visit will consist of a well-researched and relevant programme of meetings and networking opportunities with spare time for you to develop and meet your own contacts.

Both our 'Meet the Client' events will give you an opportunity to participate in pre-arranged one to one meetings with potential business partners, so you can find out more about how business really operates in these marketplaces.

## **The ATSCo Trade Delegation programme will include:**

- **Pre-visit briefing in London in September**
- **Business briefing by the British Embassy in Abu Dhabi**
- **Client reception at the British Embassy in Abu Dhabi**
- **Meet the Client event**
- **Tour of the local business area**
- **Return flight from Abu Dhabi to Qatar**
- **Business briefing by the British Embassy in Qatar**
- **A client reception at the British Embassy in Qatar**
- **Meet the Client event**
- **Tour of the local business area**



# Who will benefit and what is the cost to attend?

Any ATSCo member considering establishing or developing partnerships in Abu Dhabi or Qatar would definitely benefit from attending this Trade Delegation. Supported by ATSCo, UK Trade & Investment and the British Embassies, you will gain a first-hand insight into how the region operates and meet some of the key decision makers in favourable circumstances.

If you are already doing business in the region, it will give you an excellent opportunity to strengthen your existing client relationships and establish some new ones.

If you would like to develop your business overseas, or simply want to "dip your toe in the water", this trip will enable you to make a cost effective assessment of the opportunities available to your company in this region.

**The cost of attending the ATSCo Trade Delegation will be £1,200 which covers the following:**

- Two OMIS research reports (Overseas Market Introduction Service) to identify key decision makers in Abu Dhabi and Qatar
- British Embassy presentations and receptions
- Return flights between Abu Dhabi and Qatar plus associated transport
- All business briefings and tours



# How to book your place on the ATSCo Trade Delegation



You will be responsible for arranging and paying for your own:

- Return flights from UK to Abu Dhabi
- Accommodation of your choice (2 nights in Abu Dhabi 2 nights in Qatar)
- Travel Insurance

You may be eligible for a grant to assist with these costs. For more information on grants please contact the ATSCo office on 020 8676 9888.

Places on the ATSCo Trade Delegation are limited and will be allocated on a first come first served basis, so please let us know as soon as you can if you are interested in participating.

**For further information and to book your place, please call the ATSCo office on 020 8676 9888 or email [glenda.burgess@atSCO.org](mailto:glenda.burgess@atSCO.org). All confirmed delegates will receive a comprehensive pack of information including a detailed itinerary.**

With thanks to our partner UK Trade & Investment – the Government organisation that helps UK companies succeed in international markets.