

# Australia Trade Delegation

## 19-23 March 2018

19-20 March, Melbourne

22-23 March, Sydney



- The seventh largest staffing market with strong growth
- No language barriers and similar business culture
- Skilled talent pool

Saffery Champness

CHARTERED ACCOUNTANTS



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# The Opportunity

The \$19.6bn Australian staffing sector is the seventh largest in the world and represents 3.4% of the total global market. The professional staffing sector represents 48% of this value and is expected to see continued strong growth in 2018 supported by a robust economy that is forecast to increase by 2.7% over the next 12 months.

This growth, together with published Gross Margins rates of up to 37.8% has made Australia an attractive destination for staffing firms looking to expand their global footprint and diversify their growth strategies. Following highly successful Trade Delegations to Hong Kong, Brazil, China, Abu Dhabi & Qatar, Dubai and the US, and in response to recent demand from members, APSCo is delighted to confirm that Australia will be the destination for the next APSCo Trade Delegation.

The event, kindly sponsored by Squire Patton Boggs and Saffery Champness (a member of Nexia International) will travel to Melbourne before continuing with an optional second leg to Sydney.

Whatever sectors you cover - whether it's Finance, Life Sciences, Technology, Creative & Media or Energy and Renewables - Australia offers exciting business opportunities for professional recruitment firms.

The APSCo delegation will provide a fully supported programme of seminars and hosted meetings giving delegates the opportunity to gather and assess the expert information they need to inform their business planning and drive future growth.



## The Programme

- **Pre-visit briefings**
- **All Business briefings**
- **Seminars and events**
- **Client networking**
- **Social evenings**



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APSCo has used its experience of running successful Trade Delegations for over 15 years to design an itinerary and programme that will offer delegates great business opportunities and introductions and maximum flexibility.

The Delegation will be led by Ann Swain (APSCo Chief Executive) and supported by the Department for International Trade.

During the trip, delegates will receive privileged access to key contacts across the sector, briefings from specialists about business opportunities and market trends in the main growth regions of Melbourne and Sydney, practical advice from experienced recruitment executives and the chance to meet with clients.

As well as including a full programme of unique events and meetings, delegates will have time to build their own network of contacts - and see the local sights!

The programme will give delegates first-hand insight into how the region operates, important advice on how to establish and build a successful recruitment business in Australia and a rare opportunity to meet important decision makers in a positive and open environment.

If you would like to develop your business in Australia, 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 Investment

Thanks to the generosity of our sponsors, APSCo is able to offer places at significantly reduced rates.

### APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)
Melbourne and Sydney	<b>£1950</b>	<b>€2262</b>	<b>\$3510</b>

### Non APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)
Melbourne and Sydney	<b>£2250</b>	<b>€2610</b>	<b>\$4050</b>

All costs are subject to VAT

These fees cover all the seminars, hosted meetings, networking events and support for the duration of Delegation. Standard flights between Melbourne and Sydney are also covered.

Please note that return flights to Australia, accommodation and travel insurance are not included in the fee and will need to be met by delegates.

## Booking

Places on the APSCo Trade Delegation to Australia 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.

All confirmed delegates will receive a comprehensive pack of information including a detailed itinerary.

For further information and to book your place, please e-mail:  
**josie.holroyd@apsco.org.**



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**Ann Swain,  
 APSCo Global CEO**

## Our Sponsors

APSCo would like to thank our sponsors for their generous support of this Trade Delegation:



**Squire Patton Boggs** are a leading law firm that have been providing quality legal services for more than a century. They combine sound legal counsel with a deep knowledge of clients' businesses to resolve their legal challenges.

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**Saffery Champness and Nexia International.** Saffery Champness are trusted advisers to the recruitment sector, providing professional services to a wide range of recruitment, executive search and staffing companies of various sizes and from many sectors. They are also a member of the Nexia International network. Nexia is a leading global network of independent accounting and consulting firms that gives clients access to a broad range of accounting and tax specialists in over 100 countries worldwide.



Department for  
International Trade

**Department for International Trade (DIT)** is a Government department that works with UK based businesses to ensure their international success, helping them export and grow into global markets.

## About APSCo

The Association of Professional Staffing Companies (APSCo) was formed to give all firms involved in the recruitment of professional talent that have a commitment to excellence, the specialist support and distinctive voice they need to be successful.

It gives candidates and employers a trusted badge of quality whilst providing member firms with an innovative range of services designed for them by recruitment experts.

These services, combined with its growing international profile, commitment to Corporate Social Responsibility and opportunities for professional networking give APSCo members a unique opportunity to develop their businesses and gain competitive advantage.

APSCo is the only recruitment trade body with an international profile with separate operations in the UK, Germany, Singapore and Australia.



**APSCo**  
[www.apsco.org](http://www.apsco.org)