

Germany/Switzerland Trade Delegation

20 – 24 June 2022

Berlin 20-22 June

Zurich 22-24 June



- Germany – largest economy in Europe
- Switzerland – one of highest levels of per capita GDP in the world
- Both markets showing strong growth



The Opportunity

Both the German and Swiss recruitment markets have enjoyed indexed revenue growth of over 30% since 2013 according to Staffing Industry Analysts and that growth is set to continue. Zurich is seen as Switzerland's economic powerhouse and is one of the world's most important financial centres while Berlin is one of Germany's most important locations for industry and the service sector.

This growth makes Germany and Switzerland ideal target destinations 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, The Netherlands, the US and Canada, we are delighted to confirm our next trade delegation to Germany and Switzerland. The delegation, kindly sponsored by 6CATS International and Taylor Wessing will travel to Berlin and Zurich.

Whatever sectors you are operating in, the business opportunities in Germany and Switzerland are immense and our fully supported programme of seminars and hosted meetings will provide you with all the expert information you need to inform your business planning and drive future growth.

- **Pre-visit briefings**
- **Business briefings**
- **Seminars and events**
- **Social evenings**

The Programme

APSCo has used its experience of running successful Trade Delegations for over 18 years to design an itinerary and programme that will offer delegates great business opportunities and introductions with maximum flexibility.

The Delegation will be led by Ann Swain (APSCo Global Chief Executive). During the trip, you 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 Berlin and Zurich, and practical advice from experienced recruitment executives. As well as including a full programme of unique events and meetings, you will have time to build your own network of contacts - and see the local sights!

The programme will give you first-hand insight into how the regions operate, important advice on how to establish and build a successful recruitment business in the region and a rare opportunity to meet important decision makers in a positive and open environment. If you would like to develop your business in Germany or Switzerland 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 these regions.



The Investment

Thanks to the generosity of our sponsors, APSCo is able to offer places at significantly reduced rates and the itinerary is designed to be flexible so that delegates can include Berlin or Zurich or both.

APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)	Australia (\$)	New Zealand (\$)
Berlin & Zurich	£2200	€2618	\$3918	\$3958	\$4223
Berlin OR Zurich	£1600	€1904	\$2849	\$2878	\$3072

Non APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)	Australia (\$)	New Zealand (\$)
Berlin & Zurich	£2500	€2975	\$4452	\$4497	\$4799
Berlin OR Zurich	£1900	€2261	\$3383	\$3418	\$3647

All costs are subject to VAT

These fees cover all the seminars, hosted meetings, networking events and support for the duration of the delegation. Standard flights between Berlin and Zurich are also covered for delegates attending both legs of the programme.

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

Booking

Places on the APSCo Trade Delegation to Germany and Switzerland 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



Our Sponsors

APSCo would like to thank 6CATS International and Taylor Wessing for their generous sponsorship of this Trade Delegation



6CATS International is the expert supplier of contractor, tax and compliance management services to the world's leading recruitment agencies. Together with its consulting arm, 6CATSPRO, the team can provide a full range of international contractor compliance solutions for staffing firms, no matter where in the world they operate. 6CATS is proud to have recently become part of Workwell.



Taylor Wessing is a global full service law firm that serves the world's most innovative people and businesses. Our practice area Employment, Pensions & Mobility is a major area within the firm, with excellent market reputation and visibility. We hereby follow a full-service approach, advising clients from various sectors and industries on all employment law related issues. Among our clients there are national employers as well as international companies.

We advise on all fields of individual and collective employment law, as well as social security law and represent our clients in all instances of employment and social courts.



APSCo Global comprises APSCo Asia, APSCo Australia, APSCo Deutschland and APSCo United Kingdom as well as APSCo OutSource, the trade body for the RPO and MSP sectors. Through our member services we help differentiate the professional recruitment market by raising standards and delivering expert support and market intelligence to members of APSCo around the world. From international helpdesks and trade delegations through to specific forums, meetings and market intelligence, APSCo is the ideal partner to help recruitment firms with their overseas expansion plans.

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