



Trade delegation to Dubai

24th - 26th March 2014





New business opportunities and introductions for members

APSCo strives to help members identify the best new opportunities both nationally and internationally. As part of our 2014 business development programme we are organising a Trade Delegation to Dubai.

In 2012 the United Arab Emirates (UAE) was the largest export market in the Middle east and North Africa. It is the UK's 13th largest export of goods market at around £5.1 billion and is one of the UK Trade & Investment High Growth Markets.

Dubai / UAE offer major business opportunities in the Middle East with the following priority sectors identified by the federal government: Energy, financial services, professional services, transport and logistic services, construction, education and healthcare. Main opportunities moving forward will be in oil and gas, energy, construction, mass transport, security, health and education.

Dubai is considered the regional hub for business in the Middle East and beyond.

* Source: UK Trade & Investment





Trade delegation programme to Dubai

During your trip you will have access to key people and hear first hand about the potential business opportunities within the recruitment sector in Dubai. The visit will consist of a well-researched and relevant programme of meetings and networking opportunities with spare time for you to develop and meeting our own contacts.

Our “Meet the Client” event will give you an opportunity to arrange one to one meetings with potential business partners, so you can find out more about how business really operates in this vibrant marketplace.

The APSCo Trade Delegation programme will include:

- Pre-visit briefing in London
- Business briefing by the British Consulate-General in Dubai
- Client reception at the British Consul’s residence
- Opportunities for client meetings during the Trade Delegation
- Social events
- Post visit debriefing and support

This exciting trip is based on a formula that has worked very well for our previous Trade Delegations, including those to Singapore, China, Brazil and Abu Dhabi & Qatar. It will be hosted by Ann Swain, Chief Executive, APSCo. The delegation is fully supported by the British Consulate General in Dubai.





Who will benefit and what is the cost to attend?

Any APSCo member considering establishing or developing partnerships in Dubai would definitely benefit from attending this Trade Delegation. Supported by APSCo UK Trade & Investment and the British Consulate General, 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 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. For those already doing business in the region it will give you an excellent opportunity to strengthen your existing relationships and establish some new ones.

The cost of attending the APSCo Trade Delegation will be:

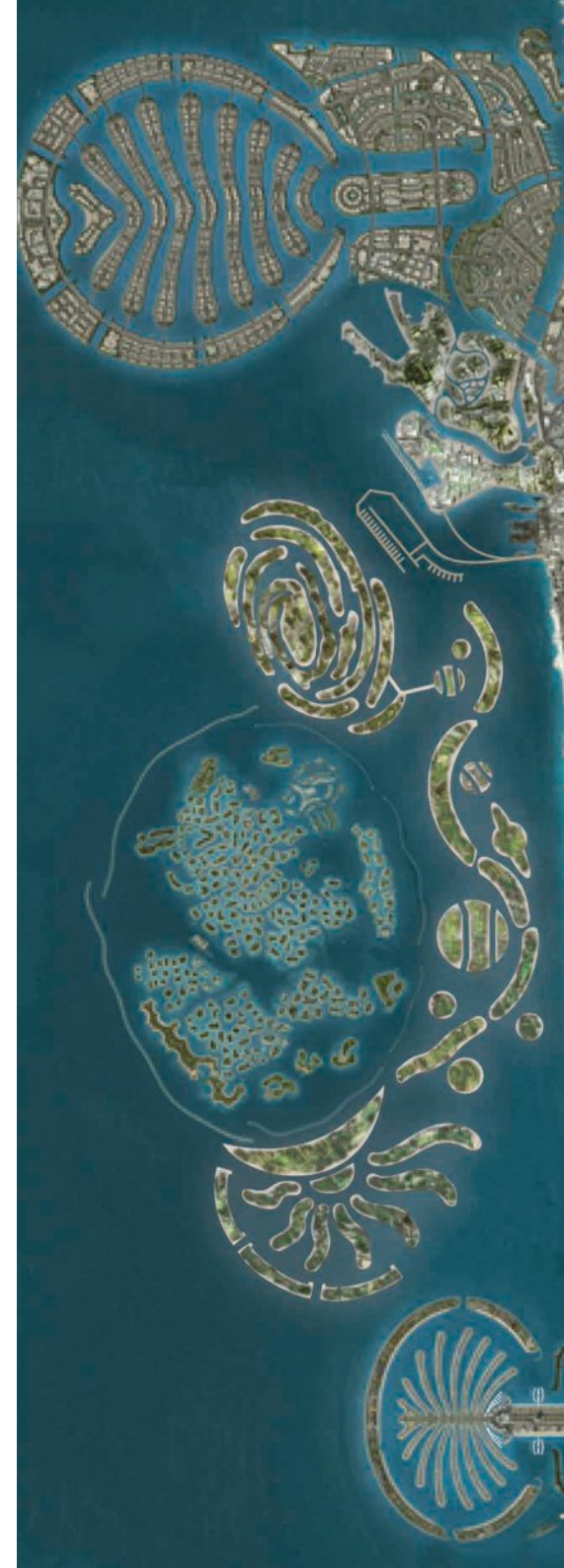
APSCo members - £1450 (+ VAT)

Non-APSCo members - £1750 (+ VAT)

This covers the following:

- Pre-visit briefing in London
- British Consulate General presentation and reception at British Consul's residence
- All business briefings
- Seminars and events

Places on the APSCo Trade Delegation are limited so please let us know as soon as you can if you are interested in participating.





How to book your place on the APSCo Trade delegation

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

- return flights from UK to Dubai
- accommodation of your choice
- travel insurance.

You may be eligible for a grant to assist with these costs. For more information on grants please contact Josie at the APSCo office.

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

For further information and to book your place, please call APSCo on 08458 997388, or e-mail josie.holroyd@apsco.org.