



# Trade Delegation Singapore 2016

10<sup>th</sup>, 11<sup>th</sup> & 12<sup>th</sup> May



# Exciting business opportunities for recruiters in Singapore

Singapore is one of the easiest countries in the world to do business and has a strong economy that is forecast to grow at 3-4% annually. It has a vibrant and growing recruitment sector that has recently made it an attractive destination for leading staffing firms as well as smaller niche players.

Whilst historically Singapore has provided a solid permanent market for professional recruitment, the growth of the contract market provides a superb opportunity for those looking to make the move.

## The strengths of the Singaporean market include:

- **Stable Government**
- **Effective regulatory system**
- **Growing economy**



## New business opportunities and introductions for members

APSCo and ITCRA strive to help members identify the best new opportunities both nationally and internationally. As part of our 2016 business development programme we are organising a Trade Delegation to Singapore.

Singapore has a stable government, strong rule of law and an effective regulatory system. The legal system is based on English Common Law and English is widely spoken as the main language for business communication.

Singapore's GDP was the 36th largest globally in 2013. Its GDP per head of over USD 55,000 is higher than many Organisation for Economic Co-operation and Development (<http://www.oecd.org/>) (OECD) countries.

As one of the world's most open economies Singapore is a barometer for global trade. Singapore's GDP grew by 2.9% in 2014. As global demand improves, the economy is expected to grow by 3 to 4% annually over the medium term. Infrastructure investment is expected to grow by 50% to about S\$30 billion by the end of 2020.

Major industries include: electronics, engineering, biomedical sciences, chemicals, financial and business services, and commerce.

Ranked number one globally by the World Bank in its "Ease of Doing Business" report, Singapore constitutes an ideal springboard to South-East Asia.

## Trade delegation programme in Singapore

During your trip you will have access to key people and hear first hand about the potential business opportunities within the recruitment sector in Singapore. 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.

The APSCo/ITCRA Trade Delegation programme will include:

- **Pre-visit briefings**
- **Research to identify key decision makers in Singapore**
- **High Commission presentation and reception at High Commissioners residence**
- **All business briefings and tours**
- **Seminars and events**
- **Social evening sponsored by Entity Solutions**
- **Social evening sponsored by ATMC**

This exciting trip is based on a formula that has worked very well for our previous Trade Delegations to Hong Kong, China, Brazil, Abu Dhabi & Qatar, and Dubai. The Trade Delegation will be hosted by Ann Swain, CEO, APSCo and Julie Mills, CEO, ITCRA.

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

Any APSCo / ITCRA member or professional recruitment company considering establishing or developing partnerships in Singapore or South East Asia is able to attend, and would definitely benefit from attending this trade delegation. Supported by APSCo, ITCRA, UK Trade & Investment and the British High Commission, you will gain a first-hand insight into how the region operates, how to set up your business 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 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 APSCo / ITCRA Trade Delegation will be:

<b>APSCo / ITCRA members:</b>	£1750	AUS \$3500	€2250
<b>Non APSCo / ITCRA members:</b>	£2000	AUS \$4000	€2650

All costs are subject to VAT / GST

Your participation fees cover all the seminars, hosted meetings, networking events and support for the duration of this exciting programme. Additionally you will be responsible for arranging and paying for your own:

- **Return flights to/from Singapore**
- **Accommodation (hotel recommendations will be given)**
- **Travel Insurance**

The Singapore Trade Delegation has been kindly sponsored by Entity Solutions.





## Singapore Trade Delegation Partners

The Singapore Trade Delegation has been arranged by APSCo and ITCRA with the support of UKTI and the generous sponsorship of Entity Solutions.



The Association of Professional Staffing Companies (APSCo) is an independent and authoritative trade body dedicated to recruitment firms operation in the professional recruitment sectors. APSCo is run by recruitment experts and has been providing market leading support for staffing business involved in the acquisition of professional talent for over 15 years. APSCo has offices in London, Manchester, Singapore and Frankfurt.



ITCRA (Information Technology Contract & Recruitment Association Ltd) is the professional body for the ICT and white collar professional contracting and recruitment sector in Australia and New Zealand. ITCRA Members supply and/or manage white collar professional talent (primarily ICT) on behalf of their clients for permanent and flexible roles, including contracting, across Australia and New Zealand as well as multiple international markets.



UKTI is a non-ministerial department that works with UK based businesses to ensure their success in international markets through exports.



Entity Solutions is a contingent workforce specialist, pioneered in Australia and operating globally. They provide compliant workforce solutions including contractor engagement and management, outsourced payroll and mobility solutions and they have serviced and partnered with recruitment agencies in Australia, New Zealand, Asia and the UK since 1999



The Australian Technical and Management College (ATMC) is an affiliate institution of Federation University Australia and Charles Darwin University. The ATMC has four campuses in Victoria and one in New South Wales, with a Master of Business Administration College situated in Sri Lanka, a teaching location in Malaysia and is also associated with the Australia IT Skills Centre Colleges in Gujarat, India. ATMC aims to produce students who have the highest levels of education ability and who will be able to find excellent positions in the workforce when they graduate.

### How to book your place

Places on the APSCo / ITCRA 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.

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:

**UK / Germany** [josie.holroyd@apsco.org](mailto:josie.holroyd@apsco.org)

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