

Trade Delegation Berlin & Zurich

Berlin



Venue: TAYLOR WESSING, EBERTSTRASSE 15, 10117 BERLIN

Date: MONDAY 20TH JUNE 2022

Time: 16.00 – 18.00

Chair: ANN SWAIN, CHIEF EXECUTIVE, APSCo

AGENDA

- 16.00** **Welcome & introductions – delegation itinerary**
Ann Swain, Chief Executive, APSCo
- 16.20** **Welcome to Berlin**
**David Johnstone, Business Development & Export Growth
Office, DIT, British Embassy**
- 17.15** **A political & economic overview of Germany**
Hans-Joachim Reck, Salary Partner, Taylor Wessing
- 17.50** **Close**
Ann Swain
- 18.30** **Welcome drinks & nibbles**
Kindly sponsored by Ebner Stolz

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Venue: TAYLOR WESSING, EBERTSTRASSE 15, 10117 BERLIN

Date: TUESDAY 21ST JUNE 2022

Time: 09.30 – 16.30

Chair: ANN SWAIN, CHIEF EXECUTIVE, APSCo

AGENDA

- 09.30** **Welcome & Overview of the day ahead**
Ann Swain, Chief Executive, APSCo
- 09.45** **An overview of the recruitment industry in Germany**
Adam Pode, Head of Research, EMEA & Asia Pac, Staffing Industry Analysts
- 10.30** **Setting up your business in Germany**
Sebastian Buder, Partner & Lisa Seidel, Professional Support Lawyer, Taylor Wessing
- 11.15** **Coffee Break**
- 11.45** **Contracting in Germany**
Jon Clarke, Managing Director, 6CATSPro
- 12.30** **The 10 most important pitfalls to avoid when entering the German market**
Sebastian Buder, Partner, Taylor Wessing
- 13.00** **Lunch**
- 14.00** **Understanding the role of MSPs in Germany**
Oliver Koempf, CEO, HeyScout GmbH
- 14.45** **Tea break**
- 15.15** **Recruitment trends in Germany**
Andy Ingham, Senior Vice President, Sales EMEA & APAC, Bullhorn
- 16.00** **Summary and close**
- 18.30** **Leave hotel for supper & drinks – Sponsored by Bullhorn**
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Venue: TAYLOR WESSING, EBERTSTRASSE 15, 10117 BERLIN

Date: WEDNESDAY 22ND JUNE

Time: 09.00 – 13.15

Chair: ANN SWAIN, CHIEF EXECUTIVE, APSCo

AGENDA

09.00 **Open – the day ahead – Ann Swain**

09.15 **An overview of employment law – Germany**
Sebastian Buder, Partner, Taylor Wessing

10.00 **Tax issues / Case studies**
Markus Patzek, Lawyer, Ebner Stolz

10.45 **Coffee Break**

11.00 **Recruitment company panel discussion**
Chaired by Ann Swain – panel members to include:

- **Richard Emanuel-Goldhahn, MD Germany, Cobalt Recruitment**
- **Marko Glassner, MD Dach, Frank Recruitment Group**
- **Peter Schroeter, Country Lead Germany, Harnham**
- **Andre Sola, MD, APSCo Germany**

12.20 **Summary & close**
Ann Swain

12.30 **Light lunch**