



Llywodraeth Cymru  
Welsh Government

# Trade Mission to Mumbai, India

17 – 24 September 2016



ERDF



Llywodraeth Cymru  
Welsh Government

**Ewrop & Chymru: Buddsoddi yn eich dyfodol**  
Cronfa Datblygu Rhanbarthol Ewrop

**Europe & Wales: Investing in your future**  
European Regional Development Fund

Taking Wales to the World

# Delegate Company Profiles

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## Principality Stadium (cover image)

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The Principality Stadium formerly known as the Millennium Stadium is the national stadium of Wales, located in the capital city, Cardiff. It is the home of the Welsh national rugby union team and the Welsh national football team.

With the first retractable roof in the UK and a seating capacity of 74,500, the Stadium is a multi-purpose, all round venue which hosts many major events and sports, such as Wales Rally Great Britain stage of the World Rally Championship, Speedway Grand Prix of Great Britain, boxing, the football group games in the London 2012 Olympics, and hosted six pool matches, and two quarter-final matches during the 2015 Rugby World Cup. The Stadium will host the UEFA Champions League final in 2017.

The stadium has also hosted many music concerts, including Madonna, The Rolling Stones, U2 and One Direction.

Since opening in June 1999, to host the rugby world cup, the Millennium Stadium has welcomed over 1.3 Million visitors per year.



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## Wales

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Wales is a self-governing constituent country of the UK and the Welsh Government is the devolved Government for Wales.

We know Wales can deliver what businesses need, from skills to space to lifestyle. It's our job to make sure we deliver speed and support.

Devolved since 1999, the Welsh Government's decision-making powers within a small and joined-up country mean we can cut red-tape and act fast.

They also mean we are responsible for our own economic development, so you won't find a more pro-business Government anywhere. And we have the best financial packages in the UK on offer to businesses locating here.

But it's not just about funding. Welsh Government is here as your long-term partner and we want to help you grow in any way we can. Our business development team will help with all your location challenges – and, once you're settled, they'll still be there to listen and tailor our support to your business needs.

No-one delivers like Wales.

## **Bionema Limited**

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### **Company Background**

Bionema is a leading independent bio-product testing and development company founded on science, which delivers a unique combination of knowledge, products and services to the agrifood industry.

Its work provides a significant contribution to global food safety and security. The company has more than 20 years experience in developing and testing natural, beneficial microbial control agents (bio-pesticides) for crop pest control, reducing toxic chemical pesticide residues in food.

### **Service**

- A complete set of pre-commercialisation services in accredited experimental (GEP) facilities
- Efficacy trials for agrochemical and biopesticide products.
- Early stage analytical and R&D solutions
- Glasshouse and field trials, increasing the efficiency of biopesticide application and guaranteeing product quality
- Quality assessment of biopesticide products
- Training in the most cost effective use of biopesticide in agriculture, horticulture and forestry sectors.

## **Products**

New bioinsecticide products of crop pest control in agriculture, horticulture and forestry sectors.

## **Objectives**

Bionema wants to establish worldwide links across the agriculture, horticulture and agro-forestry sectors to provide scientific support and cutting edge training. It is also looking to identify areas of future collaboration for new biopesticide product development and potential new local distributors in India for Bionema's future biopesticide product range.



# Compact Orbital Gears

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**Stephen Hunton** – Managing Director

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## Company Background

Compact Orbital Gears is a company of highly skilled design and manufacturing engineers with over 40 years of experience in the design, development and manufacture of bespoke solutions for aerospace and automotive gearboxes for test rig applications.

## Product/Service

Compact Orbital Gears manufacture High Speed gearboxes and Test rigs used in the aerospace and automotive sector.

## Objectives

Compact Orbital Gears primary objective is to explore new and existing opportunities in India, and engage with key customers with a view to making sales.



# Daioni Organic

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**Helen Blackburn** – Export Manager (India)

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## Company Background

Daioni Organic is an independent family run dairy business based in Pembrokeshire. Established in 2000, Daioni Organic is a leading provider of premium quality organic milk and dairy products including award winning UHT flavoured milk. Meaning “goodness” in Welsh, Daioni is proud to call the lush, green mountains of Wales its home.

## Product/Service

Daioni Organic offer a range of premium quality organic dairy products; Their export products include UHT/long life milk, and award winning long life flavoured milk drinks in Strawberry Chocolate and Banana.

## Objectives

Daioni are launching their products in Mumbai this September. They are looking to expand their reach beyond Mumbai and further develop their connections with key retailers, as well as increasing their links to target consumers to grow their brand awareness.



# Dairy Partners Ltd (Cymru)

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## Company Background

Dairy Partners are a long established family owned British dairy company based in Newcastle Emlyn, Wales. The company manufacture a range of dairy products for some of the leading food companies across the globe. The company works in close partnership with British dairy farmers as well as customers delivering healthy cheese and other dairy products.

## Product/Service

Dairy Partners manufacture a range of pasta filata cheese products including mozzarella and pizza cheese in various formats.

## Objectives

Dairy Partners are looking to engage with key partners in the foodservice, wholesale and QSR sectors in India.

## FSG Tool & Die Ltd

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**Robert Williams** – Sales Director

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### Company Background

Founded in 1961, FSG Tool & Die Ltd is the largest privately owned design and build tool making company in Europe. The facility in Llantrisant, South Wales, was opened in 2006 and is a model of excellence in a wide range of technical disciplines.

### Product/Service

FSG manufactures a range of high precision products such as: injection moulding tools, press tools, and transfer tooling. They supply to a range of industries including: automotive, can & end manufacturing, foil packaging, plastic packaging, pharmaceutical & medical, and paper & board.

### Objectives

FSG Tool and Die Ltd are looking to explore new opportunities in India and visit existing customers regarding project requirements.



## Manutech Europe Ltd

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### Company Background

Manutech Europe Ltd, founded in 1986 as a coils and transformer manufacturer is a major player in the energy monitoring and current sensors industry in the UK and Europe.

### Product/Service

Manutech Europe Ltd offers an extensive selection of current sensors, current transformers, Rogowski coils, flexible core, split-core current transformers and more. Manutech Europe's Magnelab high precision Split-Core current transformers & transducers measure AC current from one to 5,000 Amps. The Magnelab flexible-core Rope CT (Rogowski coil) is available from 12 inches to 48 inches at various amperage ratings. Magnelab also designs and manufactures high quality custom magnetics. The company serves many industries such as medical, computer, aerospace, and energy monitoring.

### Objectives

Manutech Europe is looking to meet with potential new customers in India to increase export sales in the market and find local suppliers for its product range.

## **Markes International Ltd**

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### **Company Background**

Founded in 1997, Markes International Ltd has been at the forefront of innovation for enhancing the measurement of trace-level volatile and semi-volatile organic compounds (VOCs and SVOCs) by gas chromatography (GC).

The company, which has been based in Llantrisant, South Wales since its inception, designs, manufactures and sells cutting-edge world-leading instrumentation to a range of customers including Governments, blue-chip companies and research institutes.

In 2015 Markes was awarded the Queen's Award for Enterprise in International trade, reflecting significant export markets, whilst the company continues to achieve double-digit growth.

### **Product/Service**

Markes supply a comprehensive range of instrumentation, sampling equipment and consumables for thermal desorption, as well as an innovative range of time-of-flight mass spectrometers for gas chromatography.

### **Objectives**

Markes would like to improve visibility of its products in India. The company is specifically looking to engage with members of the fragrance and petrochemical industries.

# Menai Science Park

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**Ieuan Wyn Jones** – Director

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## Company Background

Menai Science Park Ltd (M-SParc), a wholly owned subsidiary of Bangor University, is developing a Science Park on Anglesey to drive growth in knowledge based science, with an early focus on low carbon energy, the environment and ICT sectors. The project will align with the Welsh Government's Innovation Strategy, as well as contributing to the growth of the region's economy.

M-SParc's vision is to drive knowledge based science linked to research expertise. This will be achieved by stimulating an entrepreneurial culture linking innovation in key sectors such as low carbon energy and the environment and ICT.

## Product/Service

Menai Science Park will provide bespoke business support and accommodation in an energising work environment for micro-businesses, accelerators, mature companies and anchor tenants.

## Objectives

Menai Science Park's primary objective is to engage with companies in India who are involved in research in the low carbon energy sector including in the field of civil nuclear technologies development.



## Pero Foods Ltd

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**Jonathan Rees** – Director

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### **Company Background**

Pero Foods Ltd founded in 1985 manufacture a range of first class, natural wholesome dog foods from their base at the foothills of the Snowdonia National park. Pero Limited have years of experience in manufacturing all natural recipes and do not use artificial colours, additives or preservatives in their dog foods.

### **Product/Service**

Pero Food Ltd manufactures premium quality dog foods.

### **Objectives**

Pero Food Ltd is looking to explore India as a new export market. The company would like to explore business opportunities in India and engage with key customers to promote their dog food products.





## **Welsh Government Offices in India**

### **Mumbai**

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