

THIS IS OUR EXPORT MARKET VISIT

24-25 September 2018

MALAYSIA



Cymru
Wales



THIS
IS OUR
EXPORT
MARKET
VISIT

- 1 AI-Met
- 2 AMPLYFI
- 3 Atticus Digital
- 4 BCB International
- 5 Concrete Canvas
- 6 CSCM Group
- 7 Ecoprocess Engineering
- 8 Elmac Technologies
- 9 Flamgard Engineering
- 10 Geo Smart Decisions
- 11 Hijinx
- 12 Manutech Europe
- 13 Rachel's Dairy
- 14 Safehouse Technology
- 15 Unimaq
- 16 Vortex IoT





T H I S I S W A L E S

Taking Wales to the World

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

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.

Wales has a strong industrial heritage that has shaped our confident, creative and ambitious economy of today. We have strength in depth in advanced manufacturing, creative industries, energy and environment, financial and professional services, food and drink, life sciences, and technology.

Our commitment to sell Wales to the world has never been more focussed and this mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.

A L - M E T



Company Background

Al-Met provides a quality driven and customer focused sub-contract manufacturing service for clients requiring everything from niche market development parts through to scheduled volume batches, including complete supply chain management.

Al-Met has over 30 years of experience supplying high quality flow control products across the global Oil and Gas Industry. It specialises in sourcing and machining difficult to machine materials such as Nickel and Cobalt based Super Alloys, Duplex, Super Duplex, High Grade Stainless, Tungsten Carbide and Ceramics.

Product/Service

Al-Met's machining capabilities cover 5 axis Milling and Turning, EDM erosion and houses one of the largest precision grinding shops in the UK. It further enhances its service by offering full NDT capabilities on site by PCN Level 2 Inspectors.

Objectives

Al-Met's mission on this visit will be to develop the local region's awareness of its engineering services and skills in subcontract machining of exotic materials, as well as attracting potential collaboration opportunities with similar businesses based locally.

Al-Met is also looking to research other industry sectors that are actively seeking its specialist machining skills within the region.

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A M P L Y F I



Company Background

Incorporated in 2015, AMPLYFI enables organisations to significantly enhance their business intelligence and research capability by enabling them to unlock the entire internet for themselves using artificial intelligence. Organisations then make smarter, faster decisions whilst reducing the time and cost of acquiring intelligence, conducting research and generating insights.

Product/Service

DataVoyant™ is an artificial intelligence-based platform that takes a user's query, automatically trawls across the entire internet to find relevant content, downloads and then reads all of that content, and then delivers analysis of what it has discovered. Cloud-hosted and accessible from anywhere in the world, the entire process from search to final analysis happens within a single, seamless, integrated self-service platform.

Objectives

AMPLIFYFI is seeking to build its overseas network and is particularly keen to identify potential partners for R&D collaboration (public, private and academic); to understand innovation ecosystems and potential hubs to locate its overseas office facilities; to scout for leading talent to feed its current recruitment drive, and to interact with business enterprises that have a deep interest in strengthening their business intelligence and research capabilities in order for them to remain relevant and competitive.

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A T T I C U S D I G I T A L



Company Background

Atticus Digital is an award winning creative agency, working with companies to optimise their marketing strategies. Atticus has been producing high quality creative content for 20 years and is progressive in its approach to digital content, virtual reality, apps, video, animation and websites. It has been endorsed by many international clients such as the Australian Government, BBC, BP, CNN, EDF Energy, IBM, Samsung, Shell, Visit Wales and the Welsh Government, due to its pioneering work and progressive approach to making complicated information easy to understand, or as Atticus likes to call it 'complex made simple'.

Product/Service

Atticus Digital is an expert in virtual reality (VR, AR and MR), 360° video production, 3D animation, website and app development. Atticus offers immersive learning experiences for advertising, entertainment, education and industrial sectors.

Objectives

Atticus Digital is looking for potential clients and partners in the ASEAN region to develop virtual and augmented reality experiences, specifically for marketing but also for learning and development.

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B C B
I N T E R N A T I O N A L



Company Background

For over 160 years, Cardiff-based BCB International has manufactured and developed pioneering equipment that has helped generations of soldiers, seafarers and aid workers operate and survive in some of the world's harshest environments.

Product/Service

BCB International's core products include:

- Camp equipment
- Camouflage face paint and nets
- Cooking stoves and rations heating fuel
- Ballistic Protective Clothing
- Customised first aid and survival kits
- Boat stopping systems

Objectives

BCB International is looking to identify and meet with potential in-country distributors/wholesalers or agents for its range of products. The company is also keen to learn more about South East Asian markets: major players, competition, market structure, leading events and other marketing channels.

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CONCRETE CANVAS



Company Background

Concrete Canvas is a material technology company incorporated in 2005 to manufacture and commercialise a revolutionary construction product called Concrete Canvas (CC) essentially it is concrete on a roll. CC doesn't require plant or mixing equipment, simply position the CC and just add water.

Developed by Co-Founders Peter Brewin and Will Crawford whilst at University in London, Concrete Canvas now exports to 80+ Countries from its South Wales manufacturing facility.

Product/Service

CC is a flexible cement filled fabric that hardens on hydration to form a thin, durable, water proof and fire proof concrete layer, allowing concrete to be used in a completely new way. In many applications it enables a completely new method of construction allowing projects to be completed in hours instead of days.

There is no need for mixing or measuring; the concrete is premixed, cannot be over hydrated, and will set underwater and in sea water.

CC is a low mass, low carbon geotextile technology which uses up to 95% less material than conventional concrete for many applications.

Objectives

To stimulate sales and growth with existing sales partners in the region, while ensuring to maximise the potential of the current important markets.

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C S C M G R O U P



Company Background

CSCM has been set up as a Special Purpose Vehicle (SPV) by a group of individuals to deliver smart city programmes. CSCM recognises the need for authorities to be able to deliver improved services to their citizens and businesses in an effective and sustainable manner.

Product/Service

The challenges that authorities face globally are housing, transport, security and safety, an ageing population, energy, water and waste all at a time when finance and the economy are constrained.

All of these areas tend to operate in silos, however through the use of a low-cost network and the advances in technology and sensor development, data can be analysed to promote effective and innovative solutions in real time and produce smart cities.

Through its key partners, associates and third party suppliers, CSCM provides unique project management and delivery of services to country, city or urban missions.

Objectives

CSCM Group provides an independent project management consultancy and is looking to address the 36 Smart City projects that it has identified in the region.

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E C O P R O C E S S E N G I N E E R I N G



Company Background

Ecoprocess Engineering was founded by Mark Thomas in 2015 to address wastewater issues in areas of water shortage. The company has since expanded to cover all aspects of energy efficiency in the built environment in the UK and now has operations in the Caribbean and Asia Pacific.

Product/Service

With a total population forecast to increase to over nine billion by 2050, world resources are coming under increasing stress. It is clear that energy and water are of paramount importance to a sustainable future.

Ecoprocess Engineering offers customised solutions to your energy and wastewater needs, providing full system analysis, design, manufacture, installation monitoring and ongoing support.

Ecoprocess Engineering aims to enhance both environmental and economic benefits to you through:

- Detailed investigation and analysis
- Excellence in design and manufacture
- Practicability in installation and maintenance
- Reduced capital and operational costs

Objectives

To ascertain the market potential for export of wastewater goods to specified countries and meet existing local distributor in Singapore.

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ELMAC TECHNOLOGIES



Company Background

Elmac Technologies® is a UK manufacturer of flame arresters and tank protection equipment, based in the North Wales. Elmac has established an enviable, global reputation for the design, manufacture and supply of process critical safety products. Its comprehensive range of flame arresters and low-pressure venting equipment is utilised by discerning OEMs and Operators in a wide range of industry sectors including: oil and gas, petrochemicals, bio-fuels, mining, pharmaceuticals, power generation, agrochemicals and distilleries.

Elmac's ethos is centred on a vision and corporate values with one core purpose: Protecting People, Property and our Planet. This guiding principle has defined its innovative R&D, efficient operations and unparalleled customer service throughout the company's 70 years' history.

Elmac is dedicated to continually introducing new products and technology to the industry for the benefit of its customer.

Product/Service

End of line Flame arresters, Inline Deflagration Flame Arresters, Inline Detonation Arresters, Pressure Vacuum Relief Valves, Emergency Vents and Gauge Hatches.

Objectives

To increase Elmac's rapidly growing presence in Singapore and Malaysia in the Oil and Gas Industry and EPC contractors' market; and to strengthen relationships with local representatives.

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FLAMGARD ENGINEERING



Company Background

Flamgard has been designing and manufacturing high integrity HVAC Fire and General Dampers since 1981. Over this time the company has exported to numerous countries around the world and has gained an excellent reputation for its quality and customer service.

In recent times Flamgard has designed, developed and introduced new Dampers to its product range.

Flamgard is active in wide ranging and diverse market sectors such as Oil and Gas, Nuclear, Marine, Defence, Tunnel and Metro, Pharmaceutical and Industrial.

Product/Service

Design and manufacture of an extensive range of HVAC equipment to include:

- Fire Dampers
- Shut Off Dampers
- Pressure Relief and Non Return Dampers
- Volume Control Dampers

- Moisture Eliminators
- Blast Dampers
- Total Isolation Dampers
- High Temperature Dampers
- Weather Louvres and Weather Doors
- Intelligent Pressure Control Dampers
- Inert Gas Retention Dampers

Objectives

Flamgard is looking to introduce to the market its established and new products.

Flamgard is looking to meet with key customers and develop its business across the region.

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G E O S M A R T D E C I S I O N S



Geo Smart Decisions

Company Background

Geo Smart Decisions (GSD) is a GIS and remote sensing consultancy providing expertise in the area of satellite Earth Observation services and GIS mapping and analyses for every aspect of environment consultancy and management. GSD is involved in projects in Europe, Middle East and Africa and clients range from large environmental consultancies, niche ecological consultants, landscape architects and archaeologists through to renewable energy developers and multinational businesses working on environmental and social impact assessments for the oil and gas sector amongst others.

Product/Service

GSD will map, manage and analyse your spatial data for a range of environmental applications; it will advise on the most appropriate satellite Earth Observation data to source and works closely with its clients to process, train and analyse that data. GSD contributes valuable insight on a range of environmental

applications; these have included major infrastructure schemes; coastal developments, pipelines, railway lines and ports. It provides services to the marine planning sector as well as for upstream and downstream applications within the oil and gas sector.

Objectives

GSD seeks to establish new relationships in the region with companies seeking to use satellite Earth Observation for environmental mapping, managing and monitoring.

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H I J I N X T H E A T R E



Company Background

HiJinx makes fearless, provocative, contemporary theatre performed by professional actors, some of whom happen to have a learning disability.

HiJinx uses theatre to tackle the complex social problem of integrating learning disabled adults into the workplaces and into society.

HiJinx is winner of the Welsh Charity of the Year for Outstanding Impact and the Arts and Business Arts Organisation of the Year.

Product/Service

- An innovative training Academy model to enable learning disabled people to become professional actors
- Training for businesses to improve their communication with vulnerable adults

- Inclusive Theatre productions for festivals and tours (these include MEET FRED (in association with Blind Summit), THE FLOP (in association with Spymonkey), INTO THE LIGHT (in association with Frantic Assembly)

Objectives

To identify international theatre and dance productions that include disabled artists who could be invited to perform at HiJinx Unity Festival in summer 2019 .

To meet theatre companies, festivals and organisations interested in inclusive theatre.

Contact

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MANUTECH EUROPE



Company Background

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

Product/Service

Manutech Europe offers an extensive selection of current sensors, current transformers, Rogowski coils, flexible core, split-core current transformers and more. Its Magnelab high precision Split-Core current transformers and 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. It also serves many industries such as medical, computer, aerospace, and energy monitoring.

Objectives

Manutech Europe is looking to meet with potential new customers to increase export sales in the market.

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R A C H E L ' S
D A I R Y

Rachel's

Company Background

Rachel's farm and manufacturing operations are based in Aberystwyth Wales and have been in the family since 1942.

The farm has been organically farmed for generations. Rachel's mother, Dinah, was one of the first people to sign up to the Soil Association in 1952, becoming Britain's first ever certified organic dairy farm.

Rachel's Dairy was founded in 1984 and it was from this year that the company started its rapid ascent to become the household name and iconic global brand it has become today.

More recently, in July last year, HRH Prince Charles attended Rachel's Dairy to officially open a new Dairy facility extension at the existing manufacturing site in Aberystwyth. This was HRH's second visit to the Dairy.

Product/Service

Rachel's Dairy produces bio-live organic yoghurts, desserts, milk and butter that are made using the highest quality organic ingredients which includes locally sourced organic milk from farms within a 50 mile radius of the farm in Wales. All products Rachel's produce are 100% organic.

Objectives

Rachel's Dairy would like to further develop business with both existing and new retailing groups, Independent Retail stores and also the growing Foodservice sector.

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S A F E H O U S E T E C H N O L O G Y



Company Background

Safehouse Technology was formed to exploit IoT technology, offering End-to-End IoT services, consisting of patented-hardware, Infrastructure and Data-Analytics.

Product/Service

Safehouse is currently used by several organisations including Councils, Health-Organisations, Housing-Associations, Domiciliary-Care Providers, Schools, and PLCs.

Product features include hourly reporting of temperature and humidity; Temperature and humidity alarms; audio alarms over 3.2 KHz (smoke/gas alarms); motion count; light levels; CO₂ monitoring; power cut/removal detection; ability to connect to a further 8 bluetooth low energy sensors.

—Health and Wellbeing: Safehouse is used as a Telecare service, enabling Family, Friends and Professional-carers to take control of an individuals' care, enabling individuals to live independently longer.

- Environmental: Safehouse can monitor environmental factors that are vital in identifying issues such as fuel-poverty, light and power usage, risk of damp and mould.
- Maintenance: Safehouse monitors the environmental factors of a property that could affect the deterioration of the buildings fabric. Early intervention and education demonstrated a reduction in costs of remedial works of some 13%.

Objectives

To develop strategies and a realistic plan to deliver IoT solutions to the region.

To build relationships with local partners and/or buying sources in the region.

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U N I M A Q



Company Background

Unimaq was established in 1993, supplying expertise and equipment to the beverage can industry worldwide. From its headquarters in Wrexham, UnimaQ is now recognised as a global leader, focused on driving down cost for its customers, through its highly imaginative equipment designs and innovative process engineering.

Product/Service

UnimaQ specialises in the design, development and manufacture of 6 and 8 colour, high speed beverage can 'Decorators'. Its fully automated high speed machines print beverage cans at speeds above 2000 per minute.

Unimaq's highly knowledgeable, expert and multicultural personnel, have the ability to not only design, build, install, commission and service an increasingly impressive selection of proven can making equipment, but also globally maintain, repair, refurbish upgrade and develop, a wide range of next generation machinery, complete with the appropriate plant

management, engineering and line operator training and accreditation processes 'All From a Single Supplier'.

Objectives

UnimaQ is already exporting to the market, and would like to build on this further by developing relationships with new potential customers.

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V O R T E X I O T



Company Background

Vortex IoT is an innovative and well-funded business that designs and builds sensors for harsh environments where power supply is limited, AI is needed and data security is critical. The business has its HQ in Wales, UK and recently opened an ASEAN market satellite office in Singapore.

Vortex IoT has an enviable list of customers to include Tata Steel and Network Rail, the company also benefits from commercial partnerships with ST Engineering, Hitachi Consulting, IBM and DELL EMC.

Adrian Sutton, the company's Managing Director is the commercial lead of the business and is deservedly short-listed in the prestigious Institute of Directors (IoD UK) annual Director of the Year Awards.

Product/Service

Vortex is a product driven business with an IoT system focussed on solutions for Asset Performance Management and Remote Condition

Monitoring (RCM). Current solutions include:

- RCM solution for detecting obstruction and intrusions for rail infrastructure
- Smart City Air Quality Monitoring
- RCM for heavy industry asset performance management
- Early stage RCM concept product for use in the Water Industry

Objectives

Vortex IoT is looking to develop sales leads and 'in region' commercial partnering relationships.

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W E L S H
G O V E R N M E N T



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