
THIS IS OUR EXPORT MARKET VISIT
11-14 March 2018

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G H A I




Cymru
Wales






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UNDEB EWROPEAIDD
EUROPEAN UNION



Llywodraeth Cymru
Welsh Government

**Cronfa Datblygu
Rhanbarthol Ewrop
European Regional
Development Fund**



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.

4 P I P R O D U C T I O N S



Company Background

4Pi Productions is an experiential art, marketing and events agency based in Cardiff. It offers creative solutions utilising 360° content, develops its own creative projects, platforms for audience engagement and also collaborates with like-minded organisations to enhance and expand their potential and reach.

Product/Service

The Dance Dome, a partnership with the Creative Producer for Dance in Wales programme was formed in 2012 to take the best of Welsh contemporary dance and to present it to audiences in 360°. The portable immersive cinema blurs the boundaries between movement, digital technology and cinema, wrapping dance around the viewer to create a truly unique immersive experience.

As a self-contained venue, the Dance Dome, provides visitors with a visual experience normally only accessible from within a planetarium.

Objectives

4Pi Productions aims to develop links with cultural promoters in Hong Kong to develop innovative collaborations which supports dance in the fulldome media.

4Pi Productions is open and excited about finding new partnerships and nurturing cultural exchange and has a number of projects within the Dance Dome programme to build on and develop long-term relationships.

Contact

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Creative Producer

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A B A R T E C H



Company Background

Abartech designs, builds and exports equipment for manufacturing retaining rings, also known as circlips. It also provides development support for this industry assisting manufacturers to develop the most efficient systems for high volume production of the highest quality components. Abartech is owned and operated by Mark Cragg who was a senior design engineer at Ellison Circlips (now Cirteq).

Product/Service

Abartech designs, builds and supplies specialist equipment for retaining ring manufacture as well as providing support services for management and the development of advanced manufacturing techniques for these products.

Objectives

Abartech is looking for retaining ring manufacturers who want technical expertise and the latest developments in automated manufacturing techniques, processes and tooling design with an offer to provide long term support.

Contact

Mark Cragg
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A I R C O V E R S



Company Background

Air Covers is a 3D modelling, design and manufacturing company specialising in environmental protection for helicopters, fixed wing aircraft, marine and land equipment.

Air Covers' products are the most effective, immediate and easily implemented solution to reducing the maintenance burden in aircraft operations. Air Covers is now the protection of choice across the UK.

Product/Service

Air Covers is Europe's #1 designer and manufacturer of helicopter environmental protection. It supplies superyacht, VIP, private, military and utility operators around the world. Air Covers keeps aircraft flying, reduces maintenance costs and increases aircraft availability.

Objectives

Air Covers is looking to meet with civil helicopter, private jet operators and distributors.

Contact

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B A L L E T
C Y M R U



Company Background

Ballet Cymru is a professional dance organisation. Established in Newport, South Wales in 1986, Ballet Cymru presents original and award-winning dance performances to over 50 venues across the UK each year.

The Company holds auditions annually to attract the best ballet dancers from around the world, including Australia and Europe.

Product/Service

Ballet Cymru is passionate about ballet and dance: engaging with audiences through a wide range of educational programmes to encourage people to access, participate, and enjoy dance.

—Winners: Wales Theatre Award for Best Large Scale Dance Production 2016

—2 Nominations: Theatre Critics of Wales Awards Best Dance Production 2013 Nomination: Critics' Circle National Dance Awards Best Independent Company 2016.
—Winners: Critics' Circle National Dance Award 2006.

Objectives

Ballet Cymru tours overseas and is currently developing links with other countries as part of its international development strategy.

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B O M B A S T I C



Company Background

Bombastic is committed to the creation, presentation and dissemination of live arts and inter-active digital media experiences for young people.

Increasing access to quality dance theatre and new media performance, participatory events and engaging young people in the creative use of technology is at the heart of the company's philosophy.

Product/Service

Bombastic offers inter-disciplinary live arts for families, young people and in educational contexts, digital and inter-active arts for young people including gaming and arts and education specialists.

Objectives

Bombastic would like to

- Develop skills exchange and collaborations with a focus on arts for families, young people, and educational contexts.
- Collaborate with arts organisations and companies to develop the 'Family Dance Festival' programme of work.
- Develop interactive digital initiatives within gaming and arts/educational platforms.

Contact

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CARDIFF METROPOLITAN UNIVERSITY & ANALYSIS PRO LTD



Cardiff
Metropolitan
University

Company Background

Analysis Pro and Cardiff Met University have a long-standing partnership focused on developing processes to enhance the field of video analysis.

Analysis Pro is focused on performance analysis consultancy to help clients get the most out of their coaching, teaching and performance. Cardiff Met University is the host showcase partner for Analysis Pro.

Product/Service

Cardiff Metropolitan University offers

- Centre for Performance Analysis in conjunction with Analysis Pro Ltd
- Cardiff Met Global Sports Academy
 - Academic Study & Professional Coach Education & Development (CPD) courses
- Sports Leadership & Management “Leading Teams” sport leadership consultancy programme

- Centre for Outdoor Activity and Leisure research (COAL)

Objectives

Cardiff Metropolitan’s long-term plan for sport focused enterprise activity will involve investing in:

- Partnerships and collaborations for high performance sport whom the University has an existing relationship.
- School/Youth Sport Training Organisations for student recruitment, shared mobility opportunities and summer schools.

Contact

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aspx

C H R I S
B I R D - J O N E S

Chris
Bird-Jones

Company Background

Chris Bird-Jones MA (Royal College of Art) has over 40 years experience as an Artist Designer Educator specialising in glass. The 2015 Creative Wales Ambassadorship, awarded by Arts Council Wales, recognised her extensive contribution to Welsh art and culture. Exhibiting internationally, working to commission and giving workshops, she is currently developing a new body of artwork for a global market.

Product/Service

Chris works in a variety of glass techniques, on scales ranging from domestic hand-held size to the public and monumental. Having exhibited in over 20 different countries over the last 40 years, her artwork is held in private and public collections worldwide. Chris welcomes commissions and collaboration with architects, designers and educators.

Objectives

Chris is looking to find a platform for introducing her work to the market, making connections with galleries, museums, the glass industry and the higher education sector and researching the possibilities for vocational and academic opportunities for glassing making and manufacture.

Contact

Chris Bird-Jones

Artist Designer

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C O L E G Y
C Y M O E D D



Company Background

Coleg y Cymoedd is a medium sized further education college with a turnover of £40m based in the South Wales valleys in the UK. The college has four campuses at Aberdare, Nantgarw, Rhondda and Ystrad Mynach and provides vocational/ academic courses to over 5,200 full time and 4,415 part time learners. The college has an excellent relationship with local employers across the region to meet their training needs. The college engages with 800+ employers, including General Electric and British Airways, providing bespoke training/ apprenticeships.

Product/Service

Coleg y Cymoedd offers a range of courses from entry to level 6 in:

Catering & Hospitality; Business & Professional Studies; and Hairdressing & Beauty; and A levels in; Engineering; Construction; Science; Information

Technology; Art & Design; Performing Arts; Fashion; Health & Social Care;

The College has been involved in several Welsh Government and British Council International projects.

Objectives

Coleg y Cymoedd is looking to promote opportunities for student/ staff exchanges, explore training opportunities with employers/ educational institutions and strengthen international partnerships including sharing of good practice.

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C R A D O C ' S
S A V O U R Y
B I S C U I T S



Company Background

Cradoc's is a well-established and efficient bakery with surprising capacity, in it's 10th year. Allie and her team have created a range of biscuits, crackers and snacks for retail and Food Service.

Product/Service

Cradoc's Savoury Biscuits produce unique crackers, not to be compared with volume factory baked crackers. Crisp and fine Cradocs taste delicious, naturally. Packed with fresh vegetables, fruits, flowers, herbs and seeds with clean recipes, we don't add chemicals or enhancers, enzymes or additives – as the brand suggests, baked by hand from natural ingredients, Good enough to give your children!

Objectives

Cradoc's Savoury Biscuits want to promote healthy eating and explore opportunities for a British Gourmet product.

Contact

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FOOTBALL ASSOCIATION OF WALES (FAW)



Company Background

An integral part of the national governing organisation, the Football Association of Wales, the FAW Trust is the body responsible for football development in Wales. The Football Association of Wales Trust is responsible for the growth of the grassroots game, player development, coach education and the development of Dragon Park, the National Football Development Centre in Newport.

Product/Service

The FAW Introduction to Football Coaching Certificate.

- This online eLearning award provides a basic and engaging introduction to the organisation of football (soccer) practices in a fun, safe environment with an emphasis on engaging with the young players of today.
- It is aimed at people who want to take their first steps into football coaching

in a safe theoretical environment.

- The award provides learners with an opportunity to discover and consider the technical and social support that coaches, can provide to players.

Objectives

FAW wants discover and meet partners in educational or coach education in the wholesale or retail the two FAW eLearning products through their channels to this expanding market.

Contact

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Neil Ward

Chief Executive

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G T W
D E V E L O P M E N T S
G R O U P



Company Background

GTW Developments – Airbond – manufactures and sells yarn splicers. Splicers use a blast of compressed air to make joints between yarns in textile processes, connecting bobbins or repairing breakages. Splices are smoother and stronger than knots, improving quality and production efficiency.

Originally serving the traditional textile industry, the company decided to commit to new R&D, developing new products for the growing composites business – splicing fibres such as carbon and glass.

Product/Service

GTW Development Group has created the range of Airbond splicers. These splicers are of unique form and function, specially developed for use in the manufacture of composite materials for the aerospace and automotive industries, and other applications such as wind turbine blades.

Objectives

GTW Development Group's aim is to support its new in-market agent, visit existing customers and meet potential new contacts with expertise in the composites market.

Contact

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Director

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J U L I A
B R O O K E R
P A I N T I N G S



Company Background

Julia Brooker is a British fine artist and her international clients include: Harvey Nichols, Barclays Bank, UBS, Johnson & Johnson, GlaxoSmithKline & BP. Julia's paintings are beautiful and contemporary and are custom made on large scale aluminium panels.

Julia has a 1st class degree in Fine Art Painting, University of Gloucester in UK. Since 2000 she has exhibited in London, Hong Kong, New York, Moscow and Buenos Aires.

Product/Service

Each painting is unique and made by hand by Julia in her UK studio in Cardiff.

Aluminium is used because it has a light reflective surface which enhances the colour of the paint. The aluminium panels are custom made to any size.

Julia offers a personal service making paintings to order for each project and works closely with architects, interior designers, property developers to discuss and agree the paintings' character, colour and scale.

Studio production time is usually 3-8 weeks. Door to door worldwide and fully insured delivery. If urgent – paintings ready to ship can be chosen from www.juliabrooker.com

Objectives

Julia is looking forward to meeting new and existing clients and working with potential contacts in luxury hotels, offices, apartments, banks, show homes, yachts, shipping and aircraft.

Contact

Julia Brooker

Artist, Designer & Company Director

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L L A N L L Y R
W A T E R
C O M P A N Y



Company Background

Patrick Gee founded Llanllyr Water in 1999. The company sells its premium bottled water and natural mixers to many of the world's top hotels and restaurants and to some of the Michelin guide's most acclaimed chefs. Over the last 20 years the company has been the recipient of a variety of top international awards, including the Queens Award for its International Trade. The company is based in Wales on the Llanllyr Estate. The land from where the water is drawn is certified Organic by the Soil Association. Llanllyr Water is a Carbon Neutral Company.

Product/Service

Llanllyr Water Company produces a range of spring water and natural mixers, these are:

Spring Water

—750ml/330ml glass still and sparkling spring water

Natural Mixer

—Tonic water, tonic light, bitter lemon, fiery ginger beer, mild ginger beer, ginger ale, club soda and lemonade.

Objectives

Llanllyr Water is looking to further develop sales in the market.

Contact

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Director

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M A N U T E C H E U R O P E



Company Background

Manutech Europe, founded in 1986 as a coils and transformer manufacturer became this day a major player in the energy monitoring and current sensors industry in 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. Our 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. 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 and find local suppliers for its product range.

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N A T I O N A L
L I B R A R Y
O F W A L E S



Company Background

The National Library of Wales was established by Royal Charter on 19 March 1907 and functions as a Royal Charter foundation, a Registered Charity and a Welsh Government Sponsored Body. The Library holds over 60 million items of books, archives, manuscripts, photographs, paintings, sculpture and moving film and sound, and is one of the major cultural institutions in Wales.

Product/Service

The Library functions as a legal deposit library, and collects, preserves and gives access to published, electronic, archival, photographic and digital material. The Library also hosts events, and exhibitions showcasing its collections, and is heavily involved in outreach work with schools to enrich the lives of future generations.

Digitising its collections to ensure their preservation and to give access to audiences worldwide is one of the Library's main strategic priorities.

Objectives

To continue to build links in the market with a focus on exchanging digital knowledge management skills, and facilitate student and research projects.

Contact

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NEATH PORT
TALBOT COLLEGE
(NPTC) GROUP
OF COLLEGES



Company Background

NPTC Group of Colleges provides specialist training and qualifications in a wide range of programmes and courses for individuals, companies and governments in both the UK and overseas.

Product/Service

In addition to academic and vocational programmes delivered in the UK, NPTC can also offer a wide range of programmes to be delivered in-country. These programmes include Vocational Teacher Training, English Language, English Language for Professional Communications, Leadership and Management, Train the Trainer, Health and Safety, Assessment, Supervisory Training, First Aid at Work, Quality Assurance and Information Technology to name a few. NPTC is also able to provide bespoke programmes.

Objectives

NPTC Group of Colleges is looking to work with employers, designing and developing new programmes to meet industry needs in partnership with internationally recognised awarding bodies.

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P P M
T E C H N O L O G Y



Company Background

PPM Technology is a leading manufacturer of portable and fixed gas detection instruments for toxic gases in any indoor environment. Based on a unique electro-chemical sensor, the company's products originally focused on the detection of airborne Formaldehyde. This range has now been supplemented, and the sensitivity of the equipment has continued to be enhanced as government regulations on workplace health and safety around the world become tighter. Supported by a network of experienced distributors, PPM's products are currently exported to over fifty countries in five continents, in turn supplying a wide range of industries and health care establishments.

Product/Service

Develop, manufacture and service a range of hand held, automated and wireless networked instruments for monitoring toxic gases and other

indoor air quality parameters. PPM Technology's latest monitoring system – the *Wireless IAQ Profile PPMonitor* – enables simple, effective and flexible management of Indoor Air Quality. It is designed to monitor in real-time of Temperature, Humidity and up to six other different IAQ parameters, including but not limited to; Formaldehyde, Carbon Dioxide, Carbon Monoxide, TVOC, Dust, Air Speed, Nitrogen Dioxide and Ozone.

Objectives

PPM Technology will be updating distributors on its latest products and features and exploring opportunities to expand the range of products sold in the market.

Contact

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www.ppm-technology.com

R U T H L E E



Company Background

Ruth Lee is an established and successful family business with strong core values, nestled in picturesque North Wales. Over the last 30 years, the company has established itself as the world's leading manufacturer and provider of life-like manikins & training aids, used by rescue training experts in over 40 countries across the globe. Key customers include Fire & Rescue Services, Paramedics, Ministry of Defence, Airports, National Lifeboat Institutions & Coastguards, Offshore operators, Health & Safety Officers, Care Home workers, and a multitude of International Search & Rescue organisations.

Product/Service

Ruth Lee offers a wide range of products to suit different training exercises. Common applications include, Firehouse Rescue, Vehicle Extrication, Man-Overboard, Water Rescue, Working-at-Height &

Confined Space rescue, Patient Handling, Casualty Evacuation, Body Recovery, Urban Search and Rescue and Mass Casualty.

Objectives

Ruth Lee would like to identify and meet with suitable distributors and potential major end users in the market.

Contact

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SILVERLINING FURNITURE



Company Background

Founded in 1985 by Mark Boddington, the furniture company turns over 6.9 million and employs 62 people at its Wrexham, UK, studio and manufacturing facility.

Product/Service

Silverlining designs and makes one-of-a-kind bespoke furniture for pioneering super yachts, residences and palaces owned by royalty, entrepreneurs and celebrities. Silverlining counts 48 of the top 2,000 richest people in the world (Forbes rich list 2017) as clients and exports to 14 countries. The brand is known for combining limitless creativity, innovative craftsmanship with advanced materials and technology. The company designs and makes beds, desks, chairs, cabinets, tables, artworks in a choice of over 100 woods combined with precious metals, glass, stone and leather. The designs reflect the client's personality and lifestyle and

are considered collectible antiques of the future. Each piece of furniture is unique art piece named and dated with the famous Silverlining hallmark for provenance.

Objectives

Silverlining Furniture is looking to establish links with leading:

- Architects and interiors designers who work in super prime residential
- Property group owners who build super prime residential buildings and homes
- Individuals who sell luxury goods to billionaires in the market.
- Luxury consumer and business press.

Contact

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www.silverliningfurniture.com

T E D D I N G T O N
E N G I N E E R E D
S O L U T I O N S



Company Background

Established since 1927, Teddington now operates from Llanelli, Wales. Supplying expansion joints and associated products with a worldwide reputation from the Teddington, Brockington, Vokes Genflex brands, Teddington has been exporting across the world since the 1950s. Most recently, Teddington has won contracts to supply expansion joints to LNG vessels being built in Hudong shipyard. Teddington has also been supplying to Chinese Nuclear Power Stations for more than 20 years.

Product/Service

Teddington designs and manufactures bellows and expansion joints in metallic, rubber, fabric and other materials, as well as associated products such as metallic flexible hose, pressure vessels, non-destructive testing services, fabrication and pipework design. Its joints are designed and built between

10mm and 9000mm diameter and operating at -190 to +1200 degrees centigrade, full vacuum to 200 bar pressure.

Objectives

Teddington will be continuing to build its reputation in the region and discussing new projects.

Teddington will also be supporting its agent and meeting with new customers.

Contact

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T ŷ N A N T
S P R I N G W A T E R



Company Background

Tŷ Nant Spring Water produces award winning ranges of premium Natural Mineral and Spring Water, drawn from certified organic land in Bethania, West Wales.

Tŷ Nant Spring Water produces still and Carbonated Variants of Natural Mineral Water.

Tŷ Nant and TAU product ranges are bottled at source in West Wales and the company is accredited to ISO14001 Environmental and ISO9001 Management standards.

Product/Service

Tŷ Nant Natural Mineral Water, is one of Wales' international iconic brands. The range is available in Blue and Red glass bottles and a unique PET Ripple range designed to evoke the rippling effect of water.

Tŷ Nant's sparkling variant enjoys light, small bubbles to enhance any dining experience.

TAU Spring Water is a contemporary clear glass range with striking, minimalist black and white labelling.

Objectives

Tŷ Nant Spring Water is looking to explore opportunities with new customers and distributors in the market, focussing on HORECA premium outlets, 4*, 5*+ hotels, high end key restaurants and design led outlets.

Contact

Steven Gatto

Sales Director

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V O L C A N O
T H E A T R E
C O M P A N Y



Company Background

Based in South Wales, Volcano Theatre Company has been making theatre work, developing creative programmes for work and education for over 20 years. The company has toured all over the world from Kosovo, to Sri Lanka and Buenos Aires.

Product/Service

Volcano Theatre Company sells theatre performances but also workshops and teaching programmes based around improvisation, creativity and movement. Most recently the company has been heavily involved in developing creative programmes of work to run in conjunction with economic regeneration. Volcano is used to working with numerous organisations to embed cultural and artistic practice within economic and social regeneration.

Objectives

Volcano Theatre Company would like to meet with its cultural counterparts and develop these relationships in the market.

Contact

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Artistic Director

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W A L E S A R T S I N T E R N A T I O N A L



Company Background

Wales Arts International is the international agency for the Arts Council of Wales. We facilitate and support exchange and the development of new work between artists and creative companies in Wales and China through collaborations, projects, networks and communications. The company provides advice and assistance to artists and arts organisations from Wales who have a particular interest in China. It is also a point of contact for Chinese artists and arts organisations who is looking to work with artists and creative companies in Wales.

Wales Arts International is also co-ordinating activity supporting the Memorandum of Cultural Understanding between Welsh Government and the Ministry of Culture of the People's Republic of China.

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W E L S H
N A T I O N A L
O P E R A



Company Background

As a national company with international status, Welsh National Opera (WNO) sits at the heart of music-making in Wales and plays a valuable role in the communities it serves. WNO works with its partners to discover and nurture young operatic talent, and provide the springboard for international careers. Touring is WNO's lifeblood and it strives to present the highest quality work across its artistic programme. Its touring expertise makes WNO a natural international partner. WNO will perform at the Hong Kong Arts Festival from 15-17 March 2018.

Product/Service

Its artistic programme ranges from full scale and small-scale-opera performances, through smaller-scale operas, to concerts, digital art, and engagement and participatory work in communities and schools. Patron: His Royal Highness The Prince of

Wales. Artistic Director: David Pountney CBE. Music Director: Tomas Hanus. Conductor Laureate: Carlo Rizzi.

Objectives

WNO would like to make connections to potential partners in the market in order to explore opportunities for:

- large or small-scale operatic touring and concert activity
- the co-creation of participatory operatic educational programmes for young people
- technical skills exchange and mentoring such as in set-building, props, costume, production and stage management

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



Llywodraeth Cymru
Welsh Government

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N O T E S _____



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