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THIS IS OUR EXPORT MARKET VISIT TO SINGAPORE

*8-14 July 2017*

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W A L E S  
I N  
S I N G A P O R E



Cymru  
Wales



# THIS IS OUR EXPORT MARKET VISIT

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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*

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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*

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Al-Met has been operating from Pontyclun in South Wales for over thirty years and is a precision machining business employing full time City and Guilds trained Craftsmen who manufacture items from exotic materials such as Inconel, Super Duplex and Tungsten Carbide. Al-Met is committed to the development of skilled people of the future by fully supporting an Apprenticeship scheme.

Al-Met is part of the Pressure Technologies Group based in Sheffield.

## *Product/Service*

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Al-Met is an approved vendors to a number of global valve manufacturing companies providing flow control parts to the Oil and Gas industry and achieved the F4N (Fit for Nuclear) certification in April 2016.

Al-Met's facility has full NDT capabilities supported by PCN Level 2 Inspectors which complements its full range of conventional and CNC machine tools.

## *Objectives*

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After gaining F4N in 2016 Al-Met is looking to build relationships within appropriate markets, seeking opportunities to promote its capabilities, products and services.

## *Contact*

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



## *Company Background*

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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. Atticus is progressive in its approach to digital content, virtual reality, apps, video, animation and websites.

Through its pioneering work and progressive approach to making complicated information easy to understand ('complex made simple') Atticus 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.

## *Product/Service*

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

## *Objectives*

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Atticus 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.

## *Contact*

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# CCW - TRAINING ACADEMY LTD .



## *Company Background*

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CCW – Training Academy is an innovative training provider in Cardiff, South Wales, providing specialised training in management, ICT and specialist programme including your 'Retraining and Upskilling'.

## *Product/Service*

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CCW – Training Academy delivers Leadership and Management (ilm) training programmes for individuals and cohorts within organisations. Training modules, which have been specifically designed for new businesses first line management candidates, supervisors, team leaders, managers and others, include:

- Leadership & Management Level 2 Award and Extended Award (Team Leading)
- Leadership & Management Level 3 Award, Certificate and Diploma
- Leadership & Management Level 5 Award

- Management Training for Managers: Endorsed and Development
- Train the Trainer/Master Class
- Team Delegation
- Team Management
- Business Financials

## *Objectives*

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To seek business opportunities in the Far East (i.e. Singapore, Malaysia, Thailand, Vietnam, Cambodia, and Laos) with potential partners seeking to collaborate with CCW.

To seek suitable partners to collaborate for future student exchange opportunities in Wales.

## *Contact*

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D E L I O



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### *Company Background*

Headquartered in Cardiff, and with offices in London and Brussels, Delio is using technology and private investing to enable financial institutions to appeal to the next generation of high net wealth investors, launching new offerings that make private banks, wealth managers, professional services firms, angel networks and family offices relevant to their clients again.

Launched in February 2015, it has customers across the UK, Belgium, Holland, Luxembourg and Australia.

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### *Product/Service*

Delio creates and delivers private asset platforms for some of the world's leading financial institutions. It was born out of the changing needs of today's wealth creators who are increasingly looking to invest directly in opportunities across private equity and debt, social impact and real estate; both direct and via funds.

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### *Objectives*

As part of continued growth, Delio is seeing demand for its offering across the Asia and the Middle East and is looking to meet flagship customers across financial services with a view to establishing a full time presence in Singapore in Q4.

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### *Contact*

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# G E O L A N G



## *Company Background*

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GeoLang is a software development company specialising in cyber and information access security. The entire ethos behind the development of GeoLang's Ascema information access security and data loss prevention (DLP) platform has been centred on the provision of a highly automated, easy to deploy system for classification and real-time protection of enterprise intellectual property (IP) and sensitive data at a distinct level of granularity.

GeoLang was awarded the title of UK's Most Innovative Small Cyber Security Company 2015 at Infosecurity Europe 2015 for its technology platform – Ascema.

## *Product/Service*

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GeoLang's patented Ascema solution – an intelligent fingerprinting and classification engine to detect, protect and remediate on the movement of sensitive data within an enterprise's

network and cloud collaboration environment(s) – offers an unrivalled level of granular protection; as well as boasting the unique ability to protect high value and sensitive content in any language – including Malay, Tamil and Mandarin.

## *Objectives*

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GeoLang's objective is to continue engagements with current contacts and to review and identify key technology synergies and partnerships within Singapore's leading tech-ready economy.

## *Contact*

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# P A T E N T S E E K E R S



## *Company Background*

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Patent Seekers was founded in January 2005 and has grown to become one of the global leaders in IP search and analysis, employing multiple in-house search teams, covering a range of technologies.

During this time Patent Seekers has established itself as a trusted provider to UCB, Kraft, Unilever, S&N, Rolls Royce, Airbus, ARM and many Private Practice Patent Attorneys in the UK and Singapore with Patent Research for R&D and Competitive intelligence.

## *Product/Service*

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Patent Seekers undertakes Patent and prepares Design Research and Competitive Intelligence Reports.

## *Objectives*

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To become a leading provider of Patent Research in Singapore.

## *Contact*

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# P I N A C L G D A



## *Company Background*

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Pinacl GDA takes the complexity out of global delivery of IT projects by offering a single route to market allowing the customer to leverage a network of international accredited, pre-approved partners across all regions.

## *Product/Service*

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Pinacl GDA focusses on its core deliverables which allow it to offer specialised solutions to meet its customer's needs.

The core deliverables which are corroborated by industry achieved accreditations and vast experience and differentiate Pinacl-GDA from the competition include Structured Cabling, Premium Wi-Fi, Software Solutions, Resource Provision. IoT (Internet of Things) and Smart City enablement.

Pinacl has developed an application called "PinVentory" which provides a centralised secure web portal for its customers to access real time records of their inventory and stock.

## *Objectives*

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- To complete a feasibility study including meeting with a number of vendors, partners and suppliers.
- To present the solution to a number of existing and new customers
- To strengthen existing relationships with customers / potential customers through workshops and meetings

## *Contact*

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# RACHEL'S DAIRY



## *Company Background*

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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.

## *Product/Service*

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Rachel's Dairy produce bio-live organic yoghurts, desserts, milk and butter that is 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*

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

Rachel's Dairy would like to achieve this by both direct deliveries and also by appointing a local distributor.

## *Contact*

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# R U S S E L L I P M L T D .



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## *Company Background*

Russell IPM is one of Europe's largest manufacturers and suppliers of insect pheromone based monitoring and control products with markets in over 35 countries worldwide. The company specialises in innovative products in three sectors: agriculture, home & garden and public health.

In addition, Russell IPM manufacture a large range of attractants and glue based products for the agriculture and pest control markets and has recently launched the iPest electronic rodent monitoring system and iPest Plus a versatile electronic reporting system for pest controllers. For the smaller premises iMouse will be launched in the coming months.

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## *Product/Service*

- Pheromone based monitoring and control
- Attractants for rodent and insects
- Electronic systems

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## *Objectives*

To support existing local partners and develop new market sectors with existing and new customers. To introduce new products and to identify new opportunities.

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## *Contact*

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# S O F T C A R E T R A I N I N G & D E V E L O P M E N T



## *Company Background*

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SOFT Care Training & Development was set up in 2012 and provides support and guidance to the social care workforce across Wales and England. With dementia becoming a critical care crisis, SOFT decided to focus its attention on improving the way in which dementia care was delivered.

SOFT offers a range of services, but its core business predominantly focuses around workforce development.

## *Product/Service*

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- Dementia Care Training
- Dignity and Mental Capacity Training
- TLC Dementia Environments
- All of Me – Dementia Care Pathway

## *Objectives*

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To share knowledge and best practice with health care professionals in Singapore about the workforce

development studies that SOFT has completed.

To network with care services and work with them to develop a version of all SOFT workshops and courses that complements Singapore's own care standards for dementia.

To work in partnership with care providers in Singapore with the aim of enhancing the lives of vulnerable people who are living with dementia.

To roll out a new and exciting dementia care model that will equip the right people, with the right skills and knowledge to enhance the lives of the people they provide care to.

## *Contact*

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# S Y M L T E C H L T D



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## *Company Background*

Symttech is a specialist remote worker and transport software solution provider. Part of the RNA Group, its customers are drawn from local authorities and private sector.

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## *Product/Service*

Symttech has a very unique offering, providing a an integrated, intelligent and highly intuitive web application to manage in real time assets, devices, vehicles and human resources. Its offerings are purely cloud based and provide the foundations and ecosystem for its customers to securely scale, build and mature their Internet of Things requirements and offerings.

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## *Objectives*

Symttech has invested heavily in its new product Glimpse+ but recognise that the continual evolution of both product and business offering would benefit from external collaboration and accelerated access to new markets. Symttech is very focussed on building presence and business in the ASEAN region with Singapore being its base.

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# T H E R M A L C O M P A C T I O N



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## *Company Background*

Thermal Compaction Group is a green business, offering unique patented products to offer cost effective solutions to waste management problems globally.

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## *Product/Service*

Thermal Compaction commercialised the World's first healthcare recycling machine, Sterimelt.

Sterimelt will take clinical sterilisation 'wrap' from hospital operating theatre's and densify it by 85% by using heat to sterilise it while it forms into a compact solid block of single plastic polymer known as Polypropylene.

The processed block has a good commercial commodity value and can be sold to re-processors to be turned into new products. For the hospitals using this technology, it turns a disposal cost into a revenue stream.

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## *Objectives*

Thermal Compaction is looking to secure the services of a distributor.

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## *Contact*

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T R A K C E L  
L I M I T E D

**TrakCel**

### *Company Background*

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TrakCel was established in 2012 combining pharma cold chain and information technology experts.

TrakCel's vision is to create a software-driven Cell Orchestration Platform (COP) for the efficient management of advanced cell therapies assisting companies scale up manufacturing from clinical trials to commercialisation.

### *Product/Service*

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TrakCel's software harmonises all aspects of a cell therapy supply cycle ensuring every patient's safety.

The software can be used to manage chain of identity and chain of custody and also generate a compliant, auditable record to support regulatory inspections.

The technology is being used to ensure that the correct patient receives the correct therapy at the

correct time whilst recording who handled the product at which point during the cell therapy supply cycle.

### *Objectives*

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To develop a robust understanding of the cell therapy industry in Singapore and meet with companies who may benefit from using TrakCel's technology.

### *Contact*

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V E S S E L  
P R O T E C T I O N  
S O L U T I O N S L T D



*Company Background*

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Vessel Protection Solutions (VPS) supplies passive defence products and services to the global shipping and oil and gas industries.

*Product/Service*

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VPS supplies products for a wide range of passive security applications. Its main product is the proprietary anti-intrusion barrier system (AIBS) which is manufactured in Bridgend.

*Objectives*

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VPS would like to establish contact with shipping lines and oil and gas companies and to identify agents / distributors for the anti-intrusion barrier system.

*Contact*

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# WE BRIDGE ACADEMY



## *Company Background*

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WE Bridge Academy was established in 2009 and has since become one of the leading providers of International Foundation Programme and English Language training in Wales. WE Bridge is accredited by NCC Education, British Council, Independent Schools Inspectorate and Trinity College London. In addition WE Bridge has membership of English UK, which has given it access to international markets allowing WE Bridge to become a recognised brand worldwide. WE Bridge Academy is also a recognised Cambridge Exam Preparation Centre.

The International Foundation Programme offers 3 pathways, Engineering, Business and Computing.

The pathways offer entry into many undergraduate courses such as Engineering, Law, Accounting, Business, Computing, Marketing, Media, Politics and many more.

NCC accreditation gives it an OFQUAL regulated qualification and partnership with local Cardiff Universities enables WE Bridge to offer guaranteed undergraduate entry routes to 6 universities, with standard entry to 50 additional universities, including universities in UK, USA, Australia and Canada.

## *Product/Service*

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International Foundation Programme, English Language Training, Teacher Training.

## *Objectives*

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To become the leading university pathway provider to universities in Wales.

## *Contact*

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



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Llywodraeth Cymru  
Welsh Government

*Contact*

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