

THIS IS OUR EXPORT MARKET VISIT

13-20 October 2018

T O K Y O
J A P A N



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.

C E L T I C
E N G L I S H
A C A D E M Y



Company Background

Celtic English Academy has a year-round centre for adults and juniors in the heart of Cardiff, the capital city of Wales and a junior summer centre in North Wales. Following the latest British Council inspection report, Celtic is now Wales' leading English language school. In 2016 Cardiff was rated as the 3rd Best Capital City in Europe for Quality of Life, plus Wales came out as the Top UK Youth Destination.

Product/Service

Celtic English Academy offer a variety of English language courses including General English, Ladies-only Classes, IELTS Exam Preparation, BULATS Business English, Cambridge FCE/ CAE Exam Preparation, Teacher Development training for adult students as well as tailor-made programmes for young learners and any specialised type of groups such as English plus School Immersion, Sports and more. Celtic English Academy

also arranges homestay or residence accommodation for students and offers a varied social and cultural activity programme.

Objectives

The company would like to strengthen their relationships in the region to receive scholarship students, especially in specialised courses such as English with HR, Aviation, and Teacher Training.

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HUNTINGDON FUSION TECHNIQUES



Company Background

Huntingdon Fusion Techniques has been in business for over 43 years, inventing, designing, and manufacturing welding purging equipment. Anybody welding stainless steel will have a requirement for purging and the company's inflatable systems and weld purge monitors save the welder valuable time and money in completing each weld with brilliant results.

Product/Service

Purging systems from 1" to 96" and weld purge monitors reading down to 1ppm. The company manufactures its own thorium-free tungsten electrodes and a dry tungsten electrode grinder. It has a wide range of mechanical pipe plugs and stoppers manufactured from aluminium, steel, nylon and solid rubber. It also supplies a range of pipe freezing kits with liquid CO₂ and LN₂ options.

Objectives

Huntingdon Fusion Techniques' products are used extensively in the Far East amongst the major Engineering, Procurement, and Construction (EPC) Contractors. Huntingdon would like to demonstrate its new innovations that assist welders in achieving bright, shiny, oxide-free welds.

Japan is an exciting market for Huntingdon Fusion Techniques with many opportunities particularly amongst nuclear sub-contractors. It is hoping to form a close relationship with an exclusive distributor within the region who can provide local supply and technical support to potential clients.

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M I S A H A R A D A
M I L L I N E R Y L T D

misaharada

Company Background

Misa Harada trained at The Royal College of Art in the mid 1990's after which she spent four years designing for Royal appointed milliner Frederick Fox.

In 1998 Misa Harada launched her own label at Paris Fashion Week and her quirky yet elegant designs quickly became well-known within fashion and millinery circles. Misa's use of traditional millinery and unique style has been championed by former collaborators Katharine Hamnett, Thierry Mugler and Yohji Yamamoto. In November 2015, Misa's retrospective exhibition titled "Hats off" was held at Pola museum in Tokyo.

As well as regularly featuring in international fashion publications, Misa has designed hats and headpieces for celebrities that include The Scissor Sisters, The Rolling Stones, Mickey Rourke and Jennifer Aniston.

Today Misa Harada's women's and men's collections are sold in over 100 retail outlets across fifteen countries.

Product/Service

Ladies' and Men's Hats.

Objectives

For many years, Misa has worked with distributors in Japan who act as intermediaries, conducting sales with end clients. But the fashion market is now changing and she has found that many clients favour buying directly, rather than via a distributor. Misa has therefore decided to seize this opportunity to pursue direct sales opportunities in Japan and other countries from her base in Wales.

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M K E N T E R P R I S E S (U K) L T D



Company Background

MK Enterprises has been trading since October 2010. Mike has over 45 years experience in the design and construction of artificial ski slopes (indoor and outdoor) in the UK, Holland, Greece, Germany, Ireland, Hungary, Taiwan, Ukraine, France, Poland, Israel and China. The company's Playgrass Ski Carpet product can be seen across Europe at many locations. From designing artificial ski slopes since 1970 using many different techniques and surfaces, MK Enterprises has excelled at working with clients to successfully complete projects. The company provides an aftersales service second to none.

Product/Service

Playgrass Ski Carpet is a very safe ski surface that is hardwearing and lasts a long time when the system is installed at the location. At one ski centre in the UK, Playgrass has been in use for over 15 years and having been used by

skiers and boarders alike has raised the ability levels of all ages to a high standard. MK Enterprises is happy to supply Playgrass directly, but can also assist with a full installation service if required. In China, MK Enterprises is working in partnership with clients making use of local labour, only supplying advice and consultancy as required.

Objectives

Having recently supplied new clients in China over the past two years, MK Enterprises wishes to expand the sale of Playgrass Ski Carpet and its services within the Far East. It is also seeking new clients and distributors within Japan.

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P C I C L I N I C A L S E R V I C E S



Company Background

PCI Clinical Services is an integrated full service provider, a proven and trusted partner to leading companies in the global clinical trial arena.

The company offers unparalleled expertise and experience in taking compounds from the earliest stages of development delivering speed-to-market and trial success for its customers.

Product/Service

PCI Clinical Services core services support each stage of the product lifecycle, including drug development, manufacturing, clinical trial supply, commercial launch and ongoing commercial supply.

Objectives

PCI Clinical Services partners with clients in providing innovative technologies, flexible solutions, and an integrated supply network supporting lifesaving medicines destined to over 100 countries around the world.

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R Y D A L
P E N R H O S
S C H O O L



Company Background

Established for more than 130 years, Rydal Penrhos School is a co-educational day and boarding school on the coast of North Wales. The school has approximately 350 pupils and offers a traditional British boarding school education with approximately 80 percent of pupils coming from the UK and 20 percent coming from a variety of countries overseas. For those needing assistance with English, the school offers intensive learning in small group lessons and for more advanced students IELTS qualifications are on offer.

As well as offering high standards of academic education the school also specialises in an extensive exciting sports and outdoor education programme including sailing with its own boat park at the sea.

Product/Service

Full time British boarding school education for children aged 11 – 18.

Courses on offer are: GCSEs, A levels, BTECs and IELTS. Short stay boarding school language and activity courses (1-3 weeks) for groups age 9 – 16. Short stay boarding school immersion experiences for individuals from 4 weeks to 1 year.

Objectives

To develop a relationship with Japanese educational agencies and meet families who are interested in referring boarding pupils to Rydal Penrhos. To work with agents who are interested in organising short term language and boarding taster trips. Visit the company at the British Council Fair on the 20th October.

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TEG ENGLISH CARDIFF



Company Background

TEG English Cardiff is part of the Tompkins Educational Group and is one of four English Language colleges in the south of the UK. The company was formed in 2007 with TEG English Cardiff opening in September 2017.

Product/Service

TEG English schools provide high-quality language courses, helping students become more confident, capable and coherent in their use of English. The company's engaging courses provide students with key language skills whilst its lively social programme motivates students to apply these skills in real-life situations. The company offers General English, IELTS as well as Cambridge Preparation courses, all of which ensure students get the results needed for their futures.

Objectives

The objectives of the mission are to attract Japanese students to study English in Cardiff. The courses offered can be long-term or short-term but it is anticipated that the majority of Japanese students would be interested in long-term courses of between four and eleven months (approximately).

TEG English Cardiff aims to meet these objectives by meeting and liaising with Japanese educational agents, British Council representatives, independent agents, schools, language colleges, other businesses, and individuals.

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T H E L O B S T E R P O T



Supplier of the Finest Sustainably Sourced Live Shellfish

Company Background

The Lobster Pot supplies sustainably sourced shellfish and has been operating for over 70 years.

The company is run by brother and sister, Tristan Wood and Julie Hill, the third generation of the Wilson Family on the Island of Anglesey, UK.

99% of the company's products are exported into Europe, Asia and beyond.

Modernised holding tank rooms and packing area are equipped with new technology and equipment to meet ever increasing traceability requirements and food safety standards. The Lobster Pot's innovative factory along with pioneering logistics allows for regular checks, ensuring produce arrives in premium condition.

The Lobster Pot is supplied year round by vivier and day boats, skippered by trusted and experienced crew from around the Welsh coast as well as further afield in the UK.

Product/Service

Live lobsters (homard gammarus) and live brown crab (cancer pagarus).

Objectives

The Lobster Pot wants to continue trading with its traditional customers, some of whom it has been trading with for over 50 years.

The company would also like to demonstrate its innovative nature in meeting the demands of new customers and meet new shellfish wholesalers.

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



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