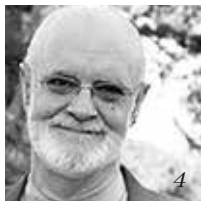

THIS IS OUR TRADE MISSION

9 – 15 October 2016

OSAKA
TOKYO
JAPAN





THIS IS OUR TRADE MISSION

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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.

A D A M A S S T U D I O L T D



Company Background

Neil Rayment trained as a gold and silversmith from school leaving age. Through college and university Neil studied the noble art of metal and fabrication and precious metal design. Graduating with honours in 1991 he became the first graduate goldsmith to exhibit at the Islington Design Centre.

Apprenticed in London, Neil went on to win major Goldsmiths awards and established himself as an eminent figure in jewellery design and craftsmanship.

Moving back to Wales in 2004 he established the bespoke design company Advanced Jewel Craft and the trade master makers Adamas Studio Ltd. Both companies have flourished and are now under the single banner of Adamas Studio Ltd. The highbred is a combination of future technology and age old hand making skills.

Product/Service

Adamas Studio Ltd designs and manufactures unique jewellery and bespoke one off designs as Objet D'art.

Objectives

Adamas Ltd would like to establish a firm representation in Japan through a sole agent or a representative from a major store.

Contact

Neil Rayment
Director

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www.adamasstudio.com

AMBER ENERGY CONSULTANTS LTD



Company Background

amber energy™ was founded in 2009 by Nick Proctor with the focus of driving industry standards and improvements. Our vision and mission is to become a world class energy organisation, providing solutions to the complex world of energy. In simple terms we make it possible for businesses to achieve optimal energy efficiency, make energy accessible to all and pave the way to a sustainable future. amber energy™ now works in partnership with over 300 businesses in the UK managing energy across over 3,000 sites.

- Demand Response Services (DSR)
- Installing renewables
- Fully managed energy

Objectives

amber energy™ has a primary objective to explore new and existing opportunities in Japan. amber energy™ would like to engage with technology partners and manufacturers of battery technology, with a view to establishing supply channels to support continued growth. The view is that these supply channels will develop into partnerships to deliver technical solutions.

Product/Service

- Procuring Energy
- Bill Validation
- New site design and installation
- Data management and reporting
- Energy reduction strategy
- Retrofitting and new technology installation

Contact

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Managing Director
+44 (0)7545 854097
nick@amberenergy.net
www.amberenergy.net

APPLE COUNTY CIDER CO



Company Background

Apple County Cider Co is a multi-award winning family business run by Ben and Steph Culpin.

They make real cider and perry from Whitehouse Farm near Skenfrith in Monmouthshire.

Ben Culpin has been making cider for approximately 7 years on the family farm as is putting Monmouthshire on the world cider map after winning the prestigious Great Taste Awards 'Golden Fork' as overall best food and drink product from Wales.

Product/Service

A range of real Cider and perry.

Objectives

Apple County Cider Co has been invited to take part in the Hankyu British Fair. Apple County Cider Co would like to meet with potential new clients and customers in Japan with a view to secure more business.

Contact

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BANGOR UNIVERSITY



Company Background

Established in 1884, Bangor University offers a broad range of programmes at undergraduate and postgraduate levels. Bangor University has a number of centres of excellence and has long history of international collaborations.

Product/Service

Higher Education, Teaching, Training, Research and Consultancies.

Objectives

Bangor University would like to visit existing partners and engage with new potential partners in Japan. The University would like to explore possibilities for new research collaborations and appoint new agents in the market.

Contact

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BLUE MOUNTAIN GROUP



Company Background

Blue mountain group (BMG), an ISO 9001 accredited company, was established in 1999 and delivers high standards of security solutions for a diverse range of clients worldwide; often working on challenging environments that are both hostile and unstable.

Product/Service

Blue mountain group provides a wide range of security solutions and professional training, including, but not limited to: Close protection services; Risk mitigation and penetration testing; Surveillance and investigations; professional training.

Objectives

Blue mountain group would like to further develop the business with both existing and new customers in the security sector in Japan.

Contact

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CEO

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CELTIC ENGLISH ACADEMY



Company Background

Celtic English Academy is an English language centre for both adult and young learners based in the heart of Cardiff. Following the latest British Council inspection report, Celtic is now Wales' leading English language school.

Product/Service

Celtic English Academy offer a variety of English language courses including General English, IELTS Exam Preparation, BULATS Business English, Cambridge FCE/CAE Exam Preparation, Teacher Development course for adult students as well as tailor-made programmes for young learners and any specialised type of groups. Celtic English Academy also arranges homestay or residence accommodation for students and offers a varied social and cultural activity programme.

Objectives

Celtic English Academy has strong relationships with major study abroad agencies in Japan, and are focussing on 3 business opportunities.

Identifying partners to promote Welsh Rugby coach/referee development programme; Promoting English language lessons for the volunteers of the Tokyo Olympics and Rugby World Cup; and meeting the requirements of improved English teaching in Japan and promoting an English language programme for Teacher Development.

Contact

Shoko Doherty
CEO

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DR ZIGS



Company Background

Dr Zigs is an award winning company who specialise in Giant Soap Bubbles and fun.

Product/Service

Dr Zigs manufactures eco-friendly and ethically driven giant bubble toys.

Objectives

Dr Zigs would like to find local retailers and distributors interested in stocking their bubble toys.

Contact

Paola Dyboski-Bryant

Owner

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F U L C R U M D I R E C T L T D



Company Background

Fulcrum Direct are a life science marketing services company targeting companies with emerging technology in the life sciences sector within Wales and internationally. They target international companies with innovative technology that need to access the European market or want to launch new products in Europe.

Product/Service

Market feasibility studies, commercialisation services, marketing implementation and business development services.

Objectives

Fulcrum Direct aim to target life science companies in Japan with new technology who want to get into the UK and European markets through a touchdown point in Wales. They would like to find new technology to bring into Wales to commercialise within the sector and market test a new approach to business development with a new service offered by the company. This is a development of their 'touchdown' approach which has been used successfully in both the USA and Europe in the past.

Contact

Jeremy Jones

Director

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www.fulcrumdirect.co.uk

i 2 L R E S E A R C H L T D



Company Background

i2LResearch, with over 30 year's experience, is one of the leading product testing and development centres for the agrochemical, household pesticide and animal health industries.

Product/Service

Contract research testing for agrochemical and household pesticide industry.

Objectives

i2LResearch aim to explore new and existing opportunities in Japan with a view to gaining new contracts with companies.

Contact

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www.i2LResearch.com

MANUTECH EUROPE LTD



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 would like to meet with potential new customers in Japan to increase export sales in the market and find local suppliers for its product range.

Contact

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florin.mosneanu@manutecheurope.com
www.manutecheurope.com

M E L I N T R E G W Y N T L T D

MELIN TREGWYNT

Company Background

Melin Tregwynt Mill is a family business which has been weaving woollen fabrics in the same factory since 1912.

Based on the beautiful Pembrokeshire coast, the company employs 30 staff and makes about 18-20,000 kilometres of cloth each year. The company specialises in wide with doublecloth fabrics for both home and contract markets. New developments include ranges of contract quality upholstery fabrics in the company signature designs.

Alongside their own stock ranges the company has also collaborated to create bespoke and custom ranges for clients as diverse as Rocco Forte Hotels, Muji, Margaret Howell.

Product/Service

Woollen items including; blankets, throws, cushions, purses, bags and scarves.

Objectives

Melin Tregwynt's objective is to explore new and existing client opportunities in Japan and engage with their agent with a view to introducing their latest range for short orders and collaboration.

Contact

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Director

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Eifion Griffiths

Director

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NUTRA STEWARD LTD .



Company Background

NutraSteward provides scientific and regulatory consulting services to clients wishing to understand the requirements for placing food and feed ingredients on the market. We help clients gain pre-market authorisation for new food and feed ingredients, especially in Europe, the United States and Canada. Our clients range from start-up food/feed companies to multi-national enterprises.

Product/Service

Scientific and regulatory consulting service.

Objectives

NutraSteward would like to establish contacts with Japanese food and feed ingredient companies in order to promote the consulting services it offers.

Contact

Dr Elizabeth Lewis

Director

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elizabeth.lewis@nutrasteward.com

www.nutrasteward.com

REID LIFTING LIMITED



Company Background

Formed in 1996, Reid Lifting is a pioneering designer and manufacturer of lightweight, portable lifting equipment for both goods and personnel applications located in South Wales. The company has won the Queen's Award for Innovation in 2006 and 2013 and has customers across all sectors.

Their products have become industry-standards in hire sector, water and wastewater, oil and gas, food processing, museum and other industries.

Product/Service

Lightweight and portable lifting equipment for both goods and personnel applications with capacities up to 5,000kg.

Objectives

REID Lifting Limited would like to explore Japan as a new export market. The company aims to meet with key players in the hire sector for lifting equipment and height safety/ confined space equipment and meet with potential distributors.

Contact

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nbattersby@reidlifting.com
www.reidlifting.com

THE GLAM CAMPING CO.



Company Background

The Glam Camping Company, founded in Cardiff in 2011, is an established on-line, e commerce Business specialising in high quality, stylish and unusual Camping and Outdoor accessories.

Product/Service

High quality, Stylish and unusual Camping and Outdoor accessories that fit the "Glamping Model" as well as stylish outdoor living accessories.

Objectives

The Glam Camping Company would like to explore Japan as a new export market and find local retailers and distributors interested in stocking their products.

Contact

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Company Director

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Katie Dobson

Marketing coordinator

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T H E
P E M B R O K E S H I R E
B E A C H F O O D
C O M P A N Y



Company Background

The Pembrokeshire Beach Food Company take inspiration from the history of eating laver seaweed in Wales and have developed a range of seaweed condiments and savoury biscuits as an extension of their thriving multi-award winning street food business.

Product/Service

High end savoury crackers, dried seaweed products and a herb, spice and seaweed seasoning.

Objectives

The Pembrokeshire Beach Food Company has been invited to take part in the Hankyu British Fair. They are keen to research and explore the long established culture of eating seaweed in Japan and look at the likeness's and differences to eating laver seaweed in Wales, with a view to inspire new products. They would like to meet with potential new stockists in Japan and create relationships with new customers.

Contact

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T W I
T E C H N O L O G Y
C E N T R E (W A L E S)



Company Background

TWI Technology Centre (Wales), established in South Wales in 2003, specialises in the development and application of non-destructive testing methods, and in leading research for companies across the world. A regional facility of TWI Ltd (The Welding Institute) – world expert in engineering, materials and joining technologies – TWI Technology Centre (Wales) is currently the leading Research and Technology Organisation in Wales.

Product/Service

TWI Technology Centre (Wales) specialises in providing expertise, and development know how in non-destructive testing and asset reliability. The company also provides independent assessment and verification of both established and new non-destructive testing and inspection techniques.

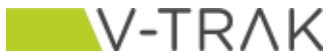
Objectives

TWI Technology Centre Wales primary objective is to engage with new and existing customers to strengthen their relationship within Japan and promote their latest research and development in NDT.

Contact

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[www.twi-global.com/contact/
find-us/twi-technology-centre-
wales/](http://www.twi-global.com/contact/find-us/twi-technology-centre-wales/)

V - T R A K



Company Background

Established in 1996 V-Trak (previously Performance Health products) has established itself in many countries as a leader in complex clinical seating for wheelchair users. Driven by a core principle of Productive Empathy, its collective and holistic approach to research, design and manufacture results in products which maximise comfort, function and long term health.

Product/Service

V-Trak design and manufacture medical equipment for the disabled, the elderly and infirm with a special emphasis on wheelchair users.

Objectives

V-Trak would like to meet potential new distributors in Japan.

Contact

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Director

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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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