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THIS IS EXPORT. **THIS IS WALES.**

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# DUBLIN, IRELAND

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Export Market Visit

27 February –  
3 March 2023

[tradeandinvest.wales](https://tradeandinvest.wales)

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Night view of the Convention Center Dublin  
and Samuel Beckett Bridge, Ireland

**This is Export.  
This is Wales.**

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Pierhead, Senedd and  
Wales Millennium Centre, Cardiff Bay

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, working with business to create a prosperous, green and equal economy.

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.

**Axium Process** has a well-established reputation for expertise and excellence in the fields of Precision Hygienic Engineering and Liquid Separation Technologies.



Able to offer a breadth of products and services to both End-user and Original Manufacturer, Axium provides a comprehensive engineering service from their 30,000sqft facility in Swansea. Working across a wide spectrum of industries, including pharmaceutical and process manufacturing, to leading food and beverage producers, Axium has the expertise to deliver bespoke industry-leading solutions.

### Product/Service

Axium Process specialises in the design, fabrication, installation and commissioning of crossflow membrane separation systems, CIP plant, pressure vessels and hygienic process equipment. With an impressive track record, backed up by our highly experienced and knowledgeable project engineering team, we provide bespoke engineering solutions.

Axium is able to provide customised:

- Crossflow Membrane Filtration Systems
- Process & Pilot Scale Skids, Frames & Plants
- CIP & SIP Systems
- Process & Pressure Vessels & Tanks
- Heating Skids & Ion Exchange Units
- Small-Batch Precision Components

### Objectives

Our aims are to:

- Promote Axium's services and expertise in the Hygienic Sector.
- Meet end-users seeking new hygienic engineering resources.
- Develop new business opportunities for bespoke equipment and process systems.



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X-ray Mineral Services was founded in 1997 to provide specialised mineralogical and element data for the oil industry.



The company has since diversified and serves the geo-technical, mineral extraction, construction and geoscience research sectors. In 2019, X-ray Mineral Services joined the Hafren Group broadening its analytical services, capacity and consultancy capability and is a comprehensive geological, materials and recycling assessment centre. We have a fully equipped laboratory in the UK and offer clients research quality data, bespoke analytical workflows, laboratory, and onsite capability at cost effective rates and in commercial timeframes. We have a dedicated team in Finland (X-ray Mineral Services Finland OY) to focus on Critical Raw Materials (CRMs), battery mineral science and the entire battery ecosystem and value chain (from exploration to recycling). We have developed an innovative analytical workflow (META) that represents an optimised methodology for the multidisciplinary characterisation of rocks, minerals, metals, materials. META assesses the suitability of range of analytical technologies for specific applications and culminates in the establishment optimised

multidisciplinary cross validational data for innovative characterisation applications across all industrial and research sectors. META workflows can be high resolution lab-based analysis (META1) or used for onsite / exploration applications (META2) utilising portable equipment.

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### Product/Service

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X-ray Mineral Services have developed a new two-tier workflow for the comprehensive characterisation of geo-materials. The concept at the heart of this approach is the quantitative characterisation of the Mineralogy, Elemental concentrations, Texture and context of the mineral phases and finally the integration and Analysis of data in a new visualisation dashboard (META). X-ray Mineral Services believe in acquiring cross validational data from different instruments for each stage of the META workflows to remove any technology bias. As a result, mineralogical, elemental or textural data can be cross checked to provide clients with accurate data and an insight into the capability of each technology.

The META1 workflow involves the characterisation of geo-materials based on acquisition of data by 'gold standard' high-tech analytical techniques. The META2 workflow provides practical and bespoke characterisation capability based on a suite of portable or hand-held instruments that can be deployed in the field, at mine site or wellsite, in corestores or at recycling plants. X-ray Mineral Services have developed a range of specific inhouse standards to assess the performance and determination limits of the META2 instrumentation. In addition, we benchmark these portable instruments against the META1 techniques to provide clients with reliable data based on an assessment of data QC and QA for a range of applications. The ability to provide reliable characterisation both in the laboratory and in the field provides clients high quality laboratory data along with 'fit for purpose' deployable analytical solutions to address any analytical challenge.

### Objectives

The aim of X-ray Mineral Services Finland is to develop a more effective way of characterising battery materials, including Li, Ni, Co, Cu, Mn, C, REE and other critical raw materials (CRM), in the context of exploration and mineral processing response, which leads to a more efficient use of natural resources. The project involves a geometallurgical experimental and analytical procedure for related battery minerals that allows for process characterization on drill core-scale samples to be validated with case studies. In addition, X-ray Mineral Services Finland is involved in research into refined metals, materials

and e-waste. We are developing new laboratory (META1) and portable (META2) analytical capabilities and contributing to the establishment of a new suite of battery mineral value chain reference materials.

It is essential that multi-disciplinary cross validation characterisation involving Mineralogical, Elemental and Textural data are collected and modelled using data Analytics (META) to underpin a characterisation atlas that can be applied along the battery value chain. X-ray Mineral Services Finland has the ability to provide this analytical tool box and modelling in Spotfire.



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**Concentric** is the market-leading digital consent-to-treatment application, which has rapidly been adopted by many of the world's most innovative healthcare organisations. Get rid of paper consent forms. Say hello to Concentric – easy, reassuring, digital consent.



### Product/Service

Digital consent: more efficient, better for patients and clinicians, and cost-saving. Traditional consent processes are associated with significant errors, medico-legal risk, don't support shared decision making, and don't support remote care pathways.

Concentric has been demonstrated to significantly improve shared decision making quality, reduce day-of-surgery delays by 5-10%, and release clinician time. It's also well-liked by both clinicians and patients, with over 90% of clinicians saying they significantly prefer Concentric compared to their previous paper consent process, and 15,000 patients giving an average 4.6/5 star rating.

Concentric is the market-leading solution, trusted by over 25 large UK healthcare organisations including Imperial College Healthcare NHS Trust, Oxford University Hospitals NHS Foundation Trust, and Circle Health Group. Could Concentric improve your life? Watch our demo and decide for yourself: <https://concentric.health/#demo>

### Objectives

Who will be the first hospital to introduce Concentric in Ireland? Yours? We're looking to identify our first partner in Ireland, to join the innovative organisations that have already made the move to digital consent in the UK. For our first site in Ireland, we are offering up to 2 years of unlimited use on an unpaid basis, including all integration work required to ensure a seamless clinical process.



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**Haydale** brings together innovative technology and engineering expertise to unlock graphene using patented functionalisation technology.



As a global technology solutions company, we are enthusiastic about creating the next generation of advanced materials to improve mechanical strength and increase electrical and thermal conductivity for our customers' products.

There are a wide range of opportunities for functionalised graphene and our technology unlocks the real potential of this 'wonder' material.

#### Product/Service

- Functionalisation  
HDPlas reactors offer a bespoke functionalisation service
- Graphene Inks  
Graphene-enhanced inks for biomedical and heater applications
- Consultancy  
Enable customers to create materials with the properties they require
- Composites  
Graphene-enhanced carbon-fibre preregs
- Elastomers  
Functionalised nanomaterial additives for elastomer manufacturing
- Silicon Carbide Whiskers  
Silar, Si-TUFF and CeramycGuard products

#### Objectives

Haydale is using its patented plasma functionalisation technology to unlock the wonders of graphene. We have created a suite of graphene enhanced inks for monitoring chronic conditions such as diabetes and detecting other medical conditions. They present a cost effective, non-invasive and environmentally friendlier solution than currently available products by reducing the use of metallics. The objectives are to understand the directions and advancement of this technology and to meet some of the leading companies in medical technology to look at adopting our graphene-based sensor technology.



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**InSite** is a rapidly expanding engineering company based in Pembrokeshire, Wales. Providing design, project management, consultancy and operational services to numerous clients in energy industries. Their goal is to be your partner in all aspects of your energy transition journey.



The directors are all experienced ex-refinery technical management/ senior engineers having a track record for safely operating a Seveso site. They understand the needs and pressures of operating facilities. Our management team members also have EPC experience of project delivery.

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### Product/Service

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InSite operate in three business areas:

- Project Design & Engineering; with experienced engineers who have an extensive operational, integrity, reliability and control knowledge.
- Operational Services; providing numerous value-added services including training; turnaround assistance; competence assessment; procedure development and review; maintenance support services; risk assessment; and project commissioning support.
- Technical Consultancy Services; provided utilising their experience and expertise in process operations, process safety, functional safety, integrity management, process technology, instrumentation and control.

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### Objectives

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InSite have a proven track record of project delivery in the energy sector. They hope to expand their client portfolio in Ireland, and diversify their service offering to areas including renewable energy and renewable fuels.



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Managing Director

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**Knew Productions** is a national award-winning corporate video production company based in Wrexham. They have delivered broadcast quality video and animation content to companies and organisations in the UK and overseas for twenty five years. Clients include Sharp, AstraZeneca, Tetra Pak, Kronospan and The Royal Engineers.

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### Product/Service

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Knew Productions use the power of video to help clients promote their products and services, communicate with prospective customers and train teams.

Types of videos produced include:-

- Promotional
- Induction
- Internal Comms
- Validation
- Product Launch
- Manufacturing Process

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### Objectives

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Knew Productions have several multi-national clients in the advanced manufacturing sector. With specialist experience in Pharmaceutical, Cleanroom and Biotech industries, they want to build on work already undertaken in the Republic of Ireland for companies like Ipsen in Dublin and Abbott in Donegal.



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Managing Director

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**Knox Commercial & Insolvency Solicitors** is a niche business law firm headed by ex-City lawyer Andrea Knox, a former Pinsent Masons Partner and Allen & Overy Senior Associate who is a dual-qualified Solicitor and Licensed Insolvency Practitioner.

Based in North Wales (Colwyn Bay and M-Spar Anglesey) and trading since 2010, they provide bespoke commercial law advice to domestic and global clients across a broad range of sectors.

### Product/Service

Knox Commercial & Insolvency Solicitors assist with contract drafting, shareholder/investment/partnership/joint venture agreements, business/share acquisitions and sales, internal business disputes and exit and inheritance planning. They also provide restructuring solutions to assist businesses in difficulty due to their insolvency expertise. They work closely with their clients' accountants and other professional advisers due to their expertise in accounting and financial matters.

### Objectives

Their goals are to:  
—assist businesses in the region achieve their full potential in a sustainable manner and also encourage investment to the region from domestic and international clients, strengthening corporate ties

between North Wales and the wider world.

- position their clients so they are in a more robust and focussed commercial state than when they initially engaged with them
- save their clients far more than they charge them! Being based in North Wales, they are far cheaper than a city firm yet maintain the same quality.



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Celebrating their 50th year, **Platts Agriculture Limited** are a leading supplier of animal bedding and cubicle conditioner products throughout the UK and Ireland. Recently named as UK Family Business of the Year (FSB) and have received multiple accolades for Excellence in Sustainability, the company continues to expand to service the agricultural industry.



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### Product/Service

Platts manufacture specialist bedding and cubicle conditioner for dairy cows, to be used on cow mats/mattresses to keep livestock clean and dry.

Their best-selling cubicle conditioner products are a 'kinder' to cow alternative to lime, as an absorbent material to soak up bacteria-causing moisture, encouraging increased milk yields, and ultimately raised profits. Their environmentally sustainable products are designed to be used sparingly for best results.

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### Objectives

Platts wish to grow their long-standing, award-winning brand throughout Ireland, by developing strategic partnerships within the agricultural industry to reach dairy farmers.

With an existing presence in Co Cork and growing across Ireland, Platts are now looking for opportunities to increase market share Nationwide.



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**SaySomethingin** is a proudly Welsh company. It was founded to reverse the language shift in Wales, through the development of a totally original language learning methodology.

To make our “natural way to learn Welsh” as easily available and affordable to as many as possible we combined the most appropriate internet and digital technology with personal tutor involvement.

This has meant that in 13 years, SaySomethingin Welsh has built a strong and active community of Welsh speakers numbering in the tens of thousands.

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### Product/Service

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SaySomethingin is an e-learning language application that is based on building long-term memories for a language for every learner.

It is an intensive methodology that can be used alone, or in conjunction with other language systems, to build confidence in the learned spoken language.

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### Objectives

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Whilst Welsh is core to our being, the SSi methodology is suited to all languages.

We have a long-term goal of creating courses for every language, especially those that are indigenous or endangered.

Irish Gaelic is a language we know we can have affect as positively as we have the Welsh language and we seek to explore interest in this capability with appropriate contacts in Ireland.



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Non Executive Director

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**Sharp** is a global leader in pharmaceutical packaging and clinical supply trial services. For 70 years, Sharp has provided solutions to pharma, biotech and medtech clients from phase I trials through to commercial launch and lifecycle management.



The UK site in Rhymney, South Wales is a multi-phase clinical services and commercial packaging facility for solid oral dose drug products in cold and thermoform blisters and bottles as well as medical device kitting.

Built on a heritage of delivering clinical trial supply packaging, labelling and distribution services since 1988, Sharp UK offers comprehensive supply chain services for both clinical and commercial clients from phase I trials through to commercialization. The UK team have extensive experience in handling small volume solid oral drug formats for small to medium-sized pharma organizations.

With facilities in the United States, United Kingdom, Belgium and the Netherlands and 30+ clinical depots globally, covering every region of the world, our experience is your strength. Connect with Deb Williams, Business Development Manager for the UK facility or visit [sharpservices.com/clinical](http://sharpservices.com/clinical) to learn more about Sharp's broad capabilities and expertise in services across the lifecycle of your drug.

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### Product/Service

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Kitting and assembly of medical devices. Distribution, release for sale and storage.

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### Objectives

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Sharp's main objective is to be the partner of choice for global medical device manufacturers when it comes to packaging services.



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**Deborah Williams**  
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