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

B I O I N T E R N A T I O N A L
C O N V E N T I O N

Export Market Visit

3 – 9 June 2023

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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.

AWMGS provides genomics services for the population of Wales, made up of clinical genetics and laboratory genetics. Which together provide medical genetics services to patients across all Welsh health Boards.



AWMGS is a partner in the Genomics Partnership Wales programme aimed to demonstrate a commitment to work in an open and transparent manner with patients and the public in Wales, using their collective experiences to shape and add value to the work of the Genomics Partnership and future genomics services in Wales.

Product/Service

Genomics Testing including clinical diagnostics, Specialist Genomics expertise in patient care and delivery.

Objectives

Establish an internationally competitive genomics research environment through investment in genomic research technologies and Precision Medicine platforms, collaborative infrastructures and ambitious training portfolios.

Nurture an enthused and highly skilled workforce that can serve as ambassadors for genomics within the NHS, ensuring that our services evolve at pace and remain progressive, equitable and reliable.

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**[https://
medicalgenomicswales.co.uk/](https://medicalgenomicswales.co.uk/)**

GPW represents the programme and stakeholders involved in delivering the strategic genomics plans in Wales. The key partners include All Wales Medical Genomics Service, Public Health Wales' Pathogen Genomics Unit, Wales Gene Park – who deliver clinical and research services across Wales – in addition to Welsh Government, all NHS Wales organisations, Welsh universities and, most importantly, our patients and the public.

Product/Service

GPW is delivering the *Genomics Delivery Plan for Wales: 2022-25*, a local implementation of the wider UK strategy for genomics.

This Plan details how the Partnership will harness advances in the understanding and application of genomics to transform public health strategy and delivery of care through a person-centred, joined-up approach.

Objectives

Established Partnership model with clinical and research expertise, policy and decision-makers, and patients and the public, that provides an effective basis for collaboration with external parties to deliver healthcare and economic benefits in genomics.

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Public Health Wales is the national Public Health Agency of Wales with a mission to protect and improve health and well-being and reduce health inequalities for the people of Wales.

The Public Health Genomics team utilise information extracted from genomes, the blueprints of life, to deliver diagnostic and public health services across Wales and the wider UK. The Public Health Genomics team played a major role in the COVID-19 pandemic response, building systems, generating data and undertaking analysis that informed action at every level; from patient management through to national policy.

Product/Service

The Public Health Genomics team has developed and currently offers a set of world-leading ISO 15189 accredited clinical pathogen genomics services. The team also undertakes research in collaboration with both academia and industry, drawing on its operational expertise and assets including network of microbiology laboratories across Wales, extensive sample collections, and national data infrastructure.

Objectives

Development of capabilities to employ genomics in public health practice to benefit and improve the health of the people of Wales. This work includes the improvement of existing services, the development of new services, and collaboration, co-creation and co-production with stakeholders from Healthcare, Academia, Government and Industry.

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Growth.

The vibrant capital city of Wales – Cardiff is one of the fastest growing cities in the UK. It is also just two hours on the train from London.

Spun out of AstraZeneca in 2010, **CatSci** is an award-winning innovation partner, dedicated to breaking down silos in drug development to accelerate the delivery of life-changing medicines. They proudly serve customers across the globe, delivering perfect-for-purpose solutions that balance timelines and resources with maximum flexibility.



Product/Service

CatSci's tailored services include route scouting and selection, initial scale-up and risk management for early development. For later development, they provide process design, assessment and optimisation, scale-up for clinical and commercial manufacture, tech transfer and post-approval improvements. They have specialist facilities in Process R&D, catalysis, high pressure reactions, crystallisation, preformulation, analytical development, HPAPI development and non-GMP material supply, and recently launched their oligonucleotides capability. Through their partnership with AGC Pharma Chemicals, they offer scalable small molecule API manufacturing, from grams to tonnes, with complete accountability of tech transfer.

Objectives

CatSci's overall mission is to enable customers to create innovative therapeutics that will improve patient quality of life. They aim to become a 'digital first, intelligent automation next' business, freeing up the hands and minds of scientists through digital

tools, enabling them to create perfect-for-purpose solutions that solve customers' problems. Their purpose is and always will be to get medicines into the hands of patients in need.



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Cotton Mouton Diagnostics Ltd (CMD)

is a one-stop shop for all your endotoxin testing needs. Based in Cardiff, UK, CMD are an ISO 9001 and ISO/IEC 17025 accredited company that have developed the α BET® endotoxin testing system to provide end-users with a more rapid and sustainable solution to endotoxin testing without compromising on sensitivity or performance.



Product/Service

The CMD α BET® system is a fully integrated endotoxin testing system that delivers best-in-class sensitivity using a fraction of FDA-licensed turbidimetric reagent. Quantitative results are provided in under half the time of traditional tests, with minimal user input needed beyond introduction of sample. The on-board FDA part II ready software package ensures data integrity, allowing users to perform pharmacopoeial compliant tests. The α BET® system is suited to both in-process and final product testing across pharmaceutical manufacturing sites, quality control laboratories as well as in research and development facilities.

CMD also offer an ISO/IEC 17025 accredited endotoxin testing service, covering routine testing of all liquid pharmaceutical products including biopharmaceuticals. Certification covers method development and optimisation as well the provision of low endotoxin recovery studies.



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Health and Care Research Wales is a networked organisation, supported by Welsh Government, which brings together a wide range of partners across the NHS in Wales, local authorities, universities, research institutions, third sector and others, to fund, promote and carry out excellent health and social care research within Wales.



Health and Care Research Wales works in close partnership with other government agencies and research funders; industry partners; patients; service users; public and other stakeholders to promote research into diseases, treatments, services and outcomes that can lead to discoveries and innovations which can improve and even save people's lives.

Product/Service

We offer a One Wales approach to research delivery, which enables:

- Nationally coordinated site identification
- Rapid feedback from clinical specialty leads and delivery experts
- Enhanced study set-up – coordinated across all sites in Wales
- National oversight of set-up and delivery led by dedicated research manager
- One Wales costing and contracting – a single price for Wales and a single review of contracts
- Agile research delivery – to achieve all-Wales target recruitment
- Dedicated research booking team – support for clinical visits and follow-ups
- Collaborative working to overcome challenges and share learning
- Proactive performance management of studies driven by research delivery oversight group



Ymchwil Iechyd
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Established in 2016, **The Science Behind Limited** provides specialist neuroscience technologies and capabilities to pharmaceutical companies and clinical contract research organizations (CROs) in early-phase clinical trials for neurodegenerative and central nervous system disorders. The company aims to become the preferred partner for those requiring specialist neuroscience expertise and technology for early-phase clinical trials.

Product/Service

Clinical trials for central nervous system diseases carry a high level of risk, and pharmaceutical companies face significant challenges in developing treatments. The Science Behind's team of neuroscience experts, combined with state-of-the-art technology and techniques, can provide objective and cost-effective methods for measuring drug effects. The company can help pharmaceutical companies answer key questions, such as whether the drug is crossing the blood-brain barrier, engaging with the right target in the brain, and what the best dose response is in terms of size and timing of efficacy. This additional insight can help pharmaceutical companies make more informed decisions and increase their chances of success in future clinical trials.

Objectives

The Science Behind seeks to meet with sponsors, ideally late-stage preclinical drug development or considering their first-in-human trials, and contract research organizations seeking to build capability to support central nervous system phase I clinical trials. By working with The Science Behind,

pharmaceutical companies can tap into their expertise in neuroscience to overcome the challenges associated with clinical trials for central nervous system diseases, ultimately leading to the development of effective treatments while reducing the risk and costs associated with failed trials.



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Biocatalysts are a global biotechnology company producing speciality enzymes at commercial scales for a variety of industries, such as food, flavour & fragrance, pharmaceutical, life sciences, fine chemicals and many more. Our state-of-the-art facility has a vertically integrated manufacturing process that optimises the large-scale production of novel enzymes, fermented proteins, and pharmaceutical biocatalysts.



Product/Service

Biocatalysts offer off-the-shelf enzyme products and a customised enzyme development and manufacturing service. Biocatalysts have the tools and flexibility to provide tailored solutions specific to customers' needs and can deliver rapid enzyme scale up from discovery through to full commercialisation.

Biocatalysts develop and manufacture speciality enzymes for both food and non-food applications. More specifically this can include enzymes for flavour enhancement, the production of 'enzyme modified cheese', the hydrolysis of whey protein for the sports nutrition and infant formula markets, reprocessing of meat and fish to produce value-added ingredients, and for the hydrolysis of plant protein substrates to produce vegetable protein hydrolysates for increasing protein in a wide variety of food applications.

Objectives

BIO Convention provides the opportunity to meet new technology partners to understand the latest industry challenges and how biotechnology and Biocatalysts' experience and knowledge can improve process efficiencies and innovation for new and existing customers.



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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, SITUFF and CeramicGuard 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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Founded in 1992, **MediWales** is the independent life science network for Wales, a not-for-profit limited company that creates opportunities and partnerships for our business, healthcare and research members.



We support 200 member organisations from medical technology, diagnostics, digital health and pharmaceutical industries, healthcare, research, government and professional services, and suppliers. We create collaboration opportunities through events and publications that focus on strategic issues including regulation, market access, finance and funding, clinical unmet needs and international trade.

Highlights in our calendar include the MediWales Connects collaboration conference, bringing together Welsh healthcare, research and industry to connect and collaborate. We also host the prestigious MediWales Innovation Awards, an opportunity to celebrate the achievements of life science in Wales.

The MediWales Annual Review & Directory is an invaluable source of information for those in the healthcare and life science community, providing a snapshot of the sector as well as descriptions and contact details for all of our members. We also publish Life Stories magazine which focusses on innovation and collaboration success stories from the past year from across the sector.

Between delivering events and publications our team busy providing one-to-one support to our

members and representation of our sector's needs to government.

Product/Service

Life Science network, membership organisation, sector support

Objectives

To engage with organisations who wish to work with Welsh companies, healthcare, and research centres. To develop opportunities for collaborative commercial activity, and research and development.



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Onya Therapeutics (est. 2020) is a cutting edge wound therapeutics company re-defining the standard of care with best-in-class technologies that deliver superior clinical outcomes for patients with delayed wound healing.



Product/Service

A pipeline of wound therapies for distinct and un-met clinical needs advancing their development through clinical trials and regulatory approval to commercially viable products.

Developing multiple dermal products that treat acute and chronic wounds by delivering novel, active substances to the wound. Infected wounds can be treated without the risk of antimicrobial resistance.

Objectives

An opportunity to introduce Onya's portfolio to a global market and to explore market access and the reimbursement landscape for a pioneering new medicinal product for wound care that will disrupt the market.



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For over two decades, **PDR** has been creating distinct, successful and award-winning products for innovative companies ranging from start-ups to blue chips across the world.

pdr.

Ranked as the No 1 Design Agency in the UK and in the top 5 in the US and Europe by the two leading global design ranking organisations PDR has made hundreds of products covering everything from consumer goods to complex, life-critical medical devices from discovery and pipeline mapping through conception to successful market launch and beyond.

Trusted by many of the world's leading brands, PDR prides itself on repeatedly developing solutions that truly connect to users and challenge markets. Solutions which are consistently completed to budget, to target and on time.

Product/Service

Product Design Industrial Design, Service Design, Consumer Insight Research, New Opportunity Identification and Execution.

Objectives

To grow business and presence in Boston and the surrounding area, seeking collaboration with innovative organisations seeking support and assistance in developing new products and services for both domestic and international markets.



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For over 160 years, Cardiff-based **BCB International Ltd** has manufactured and developed pioneering equipment that has helped generations of soldiers, seafarers and aid workers operate and survive in some of the world's harshest environments.



Product/Service

BCB International's core products include:

- Camp equipment including field furniture
- Camouflage face paint
- Camouflage nets
- Combat rations
- Soldier combat rations heating kits
- Environmentally friendly fuel for heating kits
- Ballistic Protective Clothing
- Customised first aid and survival kits
- Boat stopping systems

Objectives

BCB International Ltd would like to identify and meet with potential in-country distributors/wholesalers and agents for their range of products.



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A scaling technology business, located in Newport and a recent winner of the Tech Nation Rising Stars cohort. **Talent Intuition Ltd** first started trading in 2018 as a consultancy business and have spent the last four years building Stratigens (software) and have now transitioned such that 80% of our revenues are software derived. Clients are global in nature and include companies such as bp, EY, Netflix, Paramount and IBM.



Product/Service

Stratigens software enables radically smarter and faster workforce planning. Stratigens is helping some of the world's best companies make better decisions about where to grow (or consolidate), who to hire from and the diversity of their workforce.

Objectives

- To achieve a five new Stratigens software clients.
- To meet potential partners in the Boston market and as a starting point to delivering a pilot project with them.
- To build Stratigens profile in the US market.
- To meet existing clients and contacts of Stratigens face to face to further deepen client relationships.



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