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

EXPORT MARKET VISIT TO THE NETHERLANDS

New Exporter
Programme

28 – 30 November 2023

tradeandinvest.wales





This is Export.
This is Wales.

Bearhug Sports	6
Butterfly Data	7
Cedar Tree Pods	8
Copner Biotech	9
EV-Tower	10
EYM Naturals	11
Flawless	12
Garan Instruments	13
Grafmarine	14
Green Rock Group	15
PhytoQuest	16
Residential Sprinkler Protection (RSP)	17
Stashed Products	18
Tilon CG	19
TOTM	20
WWScenics	21



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.

Bearhug is the brand behind bamboo joint supports and muscle sleeves. Created from a unique bamboo yarn, offering unrivalled comfort and superior warmth from a renewable resource.



1 in 4 people are not active enough for good health. Bearhug's mission is to create an inclusive, supportive community connected through activity. Bearhug provides the support you need whether through recovery, active product use, or community.

Product/Service

The range consists of wrist, elbow, knee & ankle joint supports along with calf & thigh muscle sleeves.

Objectives

Bearhug is currently on the hunt to take its business global, having sold in over 30 countries around the world via its DTC channels and is looking to find partners to support their international growth.



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Butterfly Data is a team of experienced technology consultants based in South Wales, UK who specialise in data science and data management, helping organisations harness the power of their data for decision-making.



The company services include identifying hidden insights in data, improving transparency and accountability in decision-making, implementing information management and security best practices, and supporting digital transformation and cloud-migration initiatives.

Product/Service

Butterfly Data offers data management, data science and visualisation expertise. It has recently launched Collide, a cloud-hosted platform that enables users to centralise their existing data into a central repository, merge it seamlessly with open-source data, and transform and present it for analysis using industry-standard tools.

This platform features rapid deployability across a range of cloud platforms and is constructed using top-tier open-source applications. It is scalable, accommodating user counts ranging from 5 to over 100, whilst incurring zero licensing fees and maintaining low infrastructure costs.

Objectives

Butterfly is looking for a partner to work alongside with on a project. Butterfly is also excited to offer Collide to a wider market and keen to work with potential partners to offer this service.



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Cedar Tree Pods' expertise shines through every detail due to its craftsmanship and ensuring the utmost quality and innovation. The company's timber buildings stand unrivalled in the market, offering endless possibilities for interior design and a touch of sophistication to any glamping site.



Cedar Tree Pods

Whether you're starting a new venture or seeking to enhance an existing campsite, pods are the sound acquisition for adding luxury, charm and return on investment.

Product/Service

Glamping Pods and Bespoke Structures tailored to every client's requirement.

- Full Drawing Pack (Existing site plan, proposed site plans etc)
- Site Visits
- Feasibility Study
- Planning Statement
- Liaising with third party surveyors/contractors
- Liaising with Local Planning Authorities

Objectives

Following the success in the home-grown UK markets, Cedar Tree Pods is looking for potential sales and export opportunities within the Netherlands. The company is also interested in meeting potential stockists for its product.



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Copner Biotech specialises in next generation 3D computer modelling and biofabrication. The company's 3D PETG cell culture scaffolds allow researchers to better model human disease in the lab using its own cells, and its 3D bioprinters are able to manufacture living human tissue constructs.



These are particularly important for drug modelling and remove the need for animal testing. The company is also poised to utilise its technology in regenerative medicine, by commercialising its next generation 3D bioprinters to hospitals and pharmaceutical companies in the near future.

Product/Service

- Graphical Rectangular Actual Positional Encoding (GRAPE) 3D modelling software.
- Custom and off-the-shelf 3D cell culture scaffolds.
- Microextrusion bioprinter – the GRAPE-SI

Objectives

Following on from the success of its first bioprinter prototype in the UK, Copner Biotech has designed and built the next generation of its extrusion bioprinters, the GRAPE-SI Version 1.

This bioprinter comes with superior accuracy in head movement, multimaterial microfluidic control, clean room sealed environment and upgraded software modelling features. The company is looking to build awareness and increase sales in the EU.



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EV Tower was founded in 2020 and specialises in EV Charging infrastructure solutions designed and built by installers, for installers. The designs are innovative, giving consideration to speed and ease of install and offering accessories that aren't available from competitors.

Product/Service

EV Tower provide:

- The UK's market leading universally compatible EV Charging Pedestals with accessories including payment terminal housings, charger cable management
- Customisable crash protection barriers
- Design consultancy and development for OEM pedestals
- Value-added services including pre-populated electrical enclosures

Objectives

EV-Tower aims to be the leading solution provider for EV charge point infrastructure.



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Eym stands for Elevate Your Mood and is a well-established British home fragrance brand, which has been trading for over 6 years. The company specialises in creating 100% natural fragrance products including candles and reed diffusers. It supplies customers directly through its website and also via wholesale partners across the retail, interior, and hotel industries.

eym.

Being 100% natural and toxic-free in all elements of their products is its USP – most brands use boosters and synthetics in their fragrances. Eym's ranges are also refillable meaning they are kinder to the planet.

Product/Service

Home fragrance products including candles & reed diffusers. 2024 should see an expansion into incense, electrical diffusers, and selected lifestyle products.

Objectives

Eym would like the opportunity to meet new wholesale accounts to drive sales. Ultimately, the company is looking to drive increased revenue for its business, allowing them to invest in new products for 2024 and grow the brand.



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Flawless has been an innovator of plastic free cosmetic solutions since 2016. It is an ethical cosmetics brand which redefined the beauty industry with its commitment to sustainability and affordability, creating and developing beauty products that empower individuals to feel confident while making responsible choices for the planet.

Flawless®

Leveraging the power of nature and backed up with science, Flawless formulates, develops and manufactures its products in-house, using eco-conscious materials and processes. This business model gives Flawless the competitive edge to swiftly respond to market demands and adapt to emerging consumer preferences.

Product/Service

Flawless creates cosmetics that resonate with consumers seeking ethical beauty choices. The brand's ethos extends from responsible ingredient sourcing to plastic-free packaging. Since launching the world's first micellar water without plastic packaging, the Flawless product range has grown to include; facial cleansers, balms, moisturisers, shower gels, bath salts, scrubs and creams.

Packaged without plastic, the products come in stylish glass and aluminium containers. Flawless cosmetics not only align with the values of the environmentally conscious but also stand out on retail shelves.

Flawless cosmetics are cruelty-free and vegan approved by PETA. The

company's mission is to make sustainable cosmetics affordable to everyone, without compromising on performance.

Objectives

Flawless aims to establish export contracts with new clients, finalise trade agreements, and build new connections and expertise in preparation for exports.



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Founded in Cardiff, **Garan** has supplied bespoke load weighing equipment for the elevator industry since 2000. The company has now designed the EWS series of elevator load weighing control instrumentation and sensors, providing a versatile cost-effective solution for a comprehensive range of elevator types.

Product/Service

Garan's EWS control instrumentation provide a simple yet powerful range of options for cabin, rope, beam, and proximity sensor applications. The instruments, together with the sensors, can be easily configured using its simple step-by-step set up and calibration procedure.

Garan's products will satisfy most elevator applications and can be customised to meet a client's needs. However, the company recognises that sometimes a bespoke solution is necessary. Where its standard systems do not fit a client's requirements, Garan can work with them to design and manufacture a system to meet their exact specification.

Objectives

Garan would like to network with potential customers and familiarise itself with the Dutch marketplace to generate sales.



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Grafmarine is developing innovative renewable energy for the marine industry with its energy tile product: NanoDeck. NanoDeck creates and stores energy in a single tile and can be used in large or small arrays, to supply direct and integrated ship electrical power. NanoDeck is designed to retrofit or new build fit onto any flat surface such as vessel superstructures, within ports and marinas to create continuous energy.

NanoDeck is also developing A.I. energy management software to further improve energy management on vessels. NanoDeck can be used in ports and harbours as well as on ships and in harsh environments. There is no other known system like NanoDeck and its unique application make it an essential part of decarbonisation.

Product/Service

Grafmarine is a provider of renewable energy generation and storage solutions, specialising in intelligent power management for the maritime industry.

NanoDeck is its future-proof solar energy deck that reduces fuel consumption, carbon emissions and operating costs, contributing to the decarbonisation of shipping.

Objectives

Grafmarine is looking for further opportunities to find new partners to help deliver into the Netherlands.



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Established in 2021 **Green Rock** is already the largest producer of paper cups and lids in the UK. Its senior team has over 50 years' experience in producing packaging for the takeaway and food-on-the-go markets.



Green Rock has grown by focussing on Next Gen, plastic-free materials and today supplies many major European and Global brands with products that meet all the conditions of the EU Single Use Plastic Directive. Its uniqueness comes from its eco-focus, vision, flexibility, adaptability and customer service.

Product/Service

Green Rock produces a range of eco-friendly packaging for the To-Go sector. They lead the way in producing cups and lids from the eco-friendly Delipac paperboard which carries all the EU certifications for being plastic-free, PFAS free, recyclability and home compostability.

The company can not only supply pallets of bespoke design cups in very short timeframes, but also do small production runs for trade fairs or marketing projects.

In 2023 Green Rock launched GR Catering Supplies where the range was extended to include every type of

take-away packaging used in the To-Go sector.

Objectives

To introduce Green Rock as a European based producer of the latest eco-friendly, plastic free cups, lids and other packaging items.



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PhytoQuest owns science to innovate natural ingredients and compounds in the high-margin healthy-living products emerging from the convergence of food, pharmaceuticals, and cosmetics.



PhytoQuest uses state of the art analytical and purification technology to identify new bioactive molecules in healthy fruits/vegetables and herbal products with the aim of obtaining IP for structure and activity for development of pharmaceutical/ veterinary products and standardised food and cosmetic products.

The company specialises in iminosugars which are natural sugar analogues of plants that have wide ranging health benefits (Nash et al, 2011, Future Med Chem, see future-science.com).

Product/Service

The first licensed product is a standardised cucumber extract Q-actin (see www.iminotech.com). IminoHoney is the result of several years of research on a natural iminosugar present only in a special honey. The molecule safely primes the immune system to respond to cancers, viruses/bacteria and parasites.

PhytoQuest is developing the molecule and/or derivatives as an improved cancer treatment but in the meantime is producing a standardised

IminoHoney for healthy ageing as it also aids wound healing and energy in older dogs and cats.

Objectives

PhytoQuest sells IminoHoney in the UK via Amazon and via veterinarian surgeries and now want to increase awareness and sales in the EU.



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Residential Sprinkler Protection (RSP) was formed by brothers John & Anthony Newman in 2013, specialising in the design, installation and maintenance of automatic fire suppression systems in residential and domestic properties.



From January 2016 Welsh Government legislation mandated that all new build and converted residential and domestic properties had to have fire suppression systems installed. RSP, by this time, already had several years' experience in this particular sector and have remained a market leader ever since.

In particular, John Newman is widely recognised for his expert knowledge and is frequently approached to speak at leading seminars both in the UK and Europe. Coincidentally, John was approached earlier this year by a lobbying group based in the Netherlands who are campaigning to have similar legislation introduced in the Netherlands and have a working group attending the UK in November to view various RSP projects.

Product/Service

Design, installation, maintenance, and servicing sprinkler systems for residential and domestic occupancies.

Objectives

Launch the expertise of RSP internationally, assisted by the world leading (and recognised) Welsh Government legislation.



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Stashed Products designs and builds premium, space saving storage systems, so everyone can enjoy their life, stored better. The innovative SpaceRail Bike Storage System, is tough enough for business, trusted by athletes and is saving space for riders, in homes across the world.



Based in Wales, Stashed Products was formed in 2021, by engineer and designer Elliot Tanner. His mission was clear – to design a product that would allow more bikes to be stored in less space, without losing access to them.

Product/Service

The SpaceRail from Stashed, sets a new standard in bike storage design. The concept is simple – sliding and rotating hooks allow alternate bikes to be spun 180°, so they can be stored closer together without compromising access.

Easy to fit and beautifully designed to hold every bike, SpaceRail can be mounted to walls, ceilings or angled ceilings. SpaceRail's modular and extendable design makes it easy to add more storage when it's needed.

Objectives

Stashed Products is keen to meet new consumer and commercial contacts to

collaborate with in the Netherlands. It's an exciting opportunity to showcase the SpaceRail Bike Storage System to a nation of cycling enthusiasts!



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Established in 2008 **Tilon** specialises in manufacturing high-performance products using recycled polymer composite materials. Tilon products are the first of their kind in the market and the company has a passion for putting the environment at the heart of everything they do.



Product/Service

Tilon products are manufactured using 95% recycled materials and have a positive effect on the circular economy being 100% recyclable at end of life.

Supadek – these scaffold boards are revolutionising the scaffold and access markets. Supadek possesses many features and benefits offering distinct advantages over more traditional timber and steel alternatives. Extensively used in challenging market sectors.

SupabARRIER – noise barrier fencing available in reflective or absorptive options. SupabARRIER ensures consistent high acoustic performance and stability throughout the length of the barrier. SupabARRIER is exceptionally durable, providing many years of no-maintenance protection.

Objectives

Tilon is a carbon neutral company, aimed at having a positive impact on

the planet and the people who live on it. The mission is to provide environmentally friendly products that create the opportunity to drive change in the market and transform the way construction and industry currently use natural materials. Tilon continues to innovate new products, saving waste material from oceans & landfill.



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TOTM is the UK market-leading, ethical period care brand on a mission to inspire better, sustainable ways to manage periods. Its range includes 100% organic cotton and zero-waste period care products designed to offer ultimate comfort and protection whilst caring for the planet. Known for its taboo-breaking, colourful packaging and high-quality range, TOTM is winning customers in-store and online.

TOTM

As a certified B Corp, TOTM is committed to normalising conversations around menstruation and driving period positive change in the UK and overseas. This includes championing period dignity and wellbeing in workplaces with a pioneering 'Period Positive Workplace Scheme.'

Product/Service

Ethical and sustainable period care.

Objectives

TOTM is looking to extend their UK market leading position into the EU.



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WWScenics is an award-winning specialist and manufacturer for miniature scenery modelling. The directors, Martyn Rees and Mark Jutsum, built the business from their garage in South Wales twelve years ago and have since become the leading company in static grass production and sale.



WWScenics is proud to have produced one of the best-selling 'Pro Grass' Micro Applicators and continue to innovate new products alongside a worldwide community of passionate like-minded hobbyists.

Product/Service

WWScenics manufactures 'Pro Grass' Static Grass Applicators, Static Grass Tufts, Basing Materials, hand-crafted MDF and hand-poured Resin products all designed and curated in-house with passionate modelling hobbyists in mind.

Objectives

WWScenics is a research and development business that continuously innovates and designs new products to meet the demand of the modelling world. WWScenics aims to make modelling accessible for all and have refined their quality products

and systems with both beginners and experts in mind. Additionally, WWScenics provides tools and materials to the crafts, architecture and flocking industries.



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