

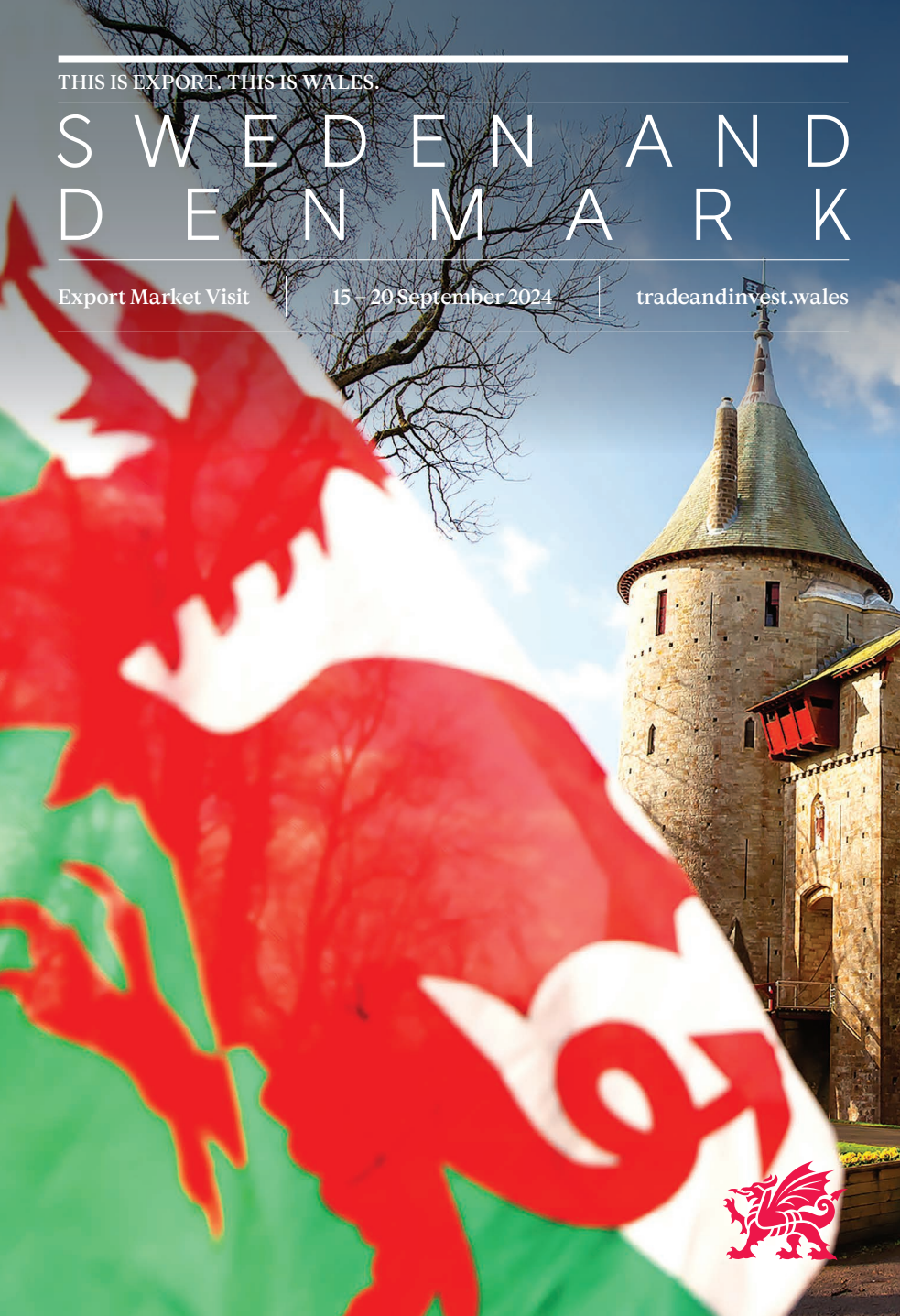
THIS IS EXPORT. THIS IS WALES.

SWEDEN AND DENMARK

Export Market Visit

15 – 20 September 2024

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This is Export. This is Wales.

Frontier Therapeutics	06
Robertson GEO	07
Tyre Glider	08
Woodtek Engineering	09



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.

Frontier Therapeutics Limited (trading as Frontier Medical Group, "Frontier"), established in 1990, has become a global provider of medical devices to healthcare professionals.



After selling its Infection Prevention division, Frontier now focuses solely on its core Skin & Wound Care business, featuring strong brands and a growing international presence. Frontier's main product lines, Repose and Toto, meet the increasing demand for cost-effective, high-quality products.

Product/Service

Repose – A range of pressure redistributing and support surfaces with proven clinical efficiency.

Toto – automated lateral patient turning system with Toto Touch control unit.

Objectives

Having successfully established itself in the UK, Frontier is now looking to further grow internationally with both the Repose and Toto brands and is therefore exploring overseas collaboration opportunities.



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Robertson Geo has pioneered the development and manufacture of geophysical logging systems since 1979. As an end user of its own products, the direct field experience fosters a continuous improvement culture driven by own use, leading to mature systems that are truly “industry hardened” innovative products.



The comprehensive range of geophysical logging solutions and software is developed and built at its North Wales manufacturing, testing and calibration centre. The Logging Services Division supplies experienced, fully certified and trained logging engineers, capable of remote onsite working, offshore or onshore, to any international location. The company operates a Quality Management System (QMS) certified to ISO 9001 for tool design, manufacture, calibration and execution of logging services.

Product/Service

The development, manufacture and research of geophysical borehole logging tools, equipment and software for use in these market sectors:

- Geotechnical including Marine Geotechnics®
- Mining & Minerals
- Renewables – including Geothermal and Hydropower
- Water & Environmental
- Oil & Gas
- Onsite Logging Operations

Objectives

The primary objective of the market visit is to engage with new customers, especially in the offshore wind sector, and to develop new export business for services and sales in the Scandinavian

market. Robertson Geo continues to invest significantly in Research & Development to develop innovative new equipment and software. The focus of this R&D is on the offshore wind sector, which has ever-increasing technical demands as it transitions to deeper water, floating turbines and harsher marine environments. The market visit will be used to gain more intelligence about the sector needs and growth plans to ensure the correct products are being developed. To increase sales from its existing customer base, using this as a reference point to establish technical and commercial credibility with new customers.



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Tyre Glider was launched in December 2021. The company consists of one employee. In the first short months of trading Tyre Glider has been the subject of many reviews on social media channels such as YouTube and also had reviews and articles conducted on the product by respected magazines such as Road cc, Bike Radar, Cyclist, Cycling UK and others.



Product/Service

Purpose of the business is to sell, the Tyre Glider, a new and innovative tool to remove and install bicycle tyres using it's Patent Pending design features, in particular it's 'wing clip' that engages onto the wheel rim, allowing the Tyre Glider to be pushed around and re seating the tyre for quick installation.

Objectives

To sell Tyre Glider to as many markets as possible by building up a trusted and reliable network of trusted partners to push the brand in their respective regions allowing for the maximum number of people to benefit from its innovative features, making cycling more enjoyable and stress free.



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Woodtek Engineering is a family owned engineering company base in Mid Wales, who specialise in biomass combustion, woodchip drying and conveying solutions. The latest development is the C1000 pyrolysis biochar combined heat and power plant.

Woodtek is market leader in the UK having produced and marketing CO₂ offsets on the Puro Platform for 3 years. The C1000 is one of the most thermal efficient biochar plants available making it ideal for combined heat and power community heating systems.

Woodtek Engineering already has a presence in Sweden on a small factory based district heating system replacing an existing biomass boiler. The plant has been operational since March 2024. The Biochar produced is being used in Stockholm and is replacing Biochar imported from Germany.

Product/Service

- Woodtek C1000 pyrolysis plant
- Woodtek specialist woodchip driers
- Fuel grading and conveying solutions

Woodtek provides a complete turnkey solution from fuel reception to biochar delivery.

Objectives

To reach out and connect with municipalities wishing to upgrade their current biomass solution to a truly carbon negative nature positive solution.

To reach out to farming and agriculture to promote the benefit of biochar in agriculture and the eco system.

To reach out to the Swedish steel industry as Biochar is part of the push for green steel and will play a pivotal role.



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