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

D O H A , Q A T A R

Export Market Visit

13 – 19 May 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.

Air Covers designs, manufactures, and supplies environmental protective covers for helicopters, fixed wing aircraft, marine and land equipment.



We supply Airbus, Leonardo, Bell Textron, General Dynamics and other OEMs. We support operators worldwide with more than \$11bn of assets under protection.

Air Covers' products are the most effective, immediate and easily implemented solution to reduce the maintenance burden in aircraft operations. Air Covers is now the protection of choice across European military and civil operators.

Product/Service

Using Lidar scanning and 3D modelling design, Air Covers is Europe's #1 designer and manufacturer of aircraft and marine environmental protection. The company supplies military and civil operators, private and VIP owners around the world. Air Covers reduces maintenance costs and ensures aircraft/boat/vehicle availability.

Objectives

Air Covers is looking to meet with military and civil helicopter operators and MROs, military marine and land vehicle maintainers.



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The factory produces **Concrete Canvas**. The company's headquarters is in Pontyclun near Cardiff in South Wales from where it exports to over 80 countries around the world.



Concrete Canvas GCM has quickly gained market acceptance in the civil engineering/ Petrochemical sectors as a cost-effective alternative to conventional concrete in a wide range of applications.

Product/Service

Concrete Canvas® is part of a new class of construction materials (GCMs). It is a flexible, concrete-filled Geosynthetic, that hardens on hydration to form a thin, durable, and waterproof concrete layer. Essentially, it's concrete on a roll. CC allows concrete construction without the need for plant or mixing equipment: just add water.

CC applications include channel lining, slope protection and containment. CC is twice as abrasion resistant as standard OPC concrete, has good weathering performance and UV resistance. Moreover, CC hydro™ is an all-in-one impermeable liner for containment applications including bund and lagoon lining.

Objectives

CC signed a sales partner in Qatar in 2019 to broaden the company's reach within the Qatari market. CC hopes to reach a broad range of clients, and consultants to maximise the potential of the market in Qatar. We seek to penetrate the civil and Petrochemical sectors.



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Daioni Organic are expert organic dairy farmers producing premium long life organic milk products from grass-fed, free-range cows, for over 20 years. ‘Dye-on-knee’ means goodness in Welsh and goodness is at the heart of their philosophy. Goodness for you, the environment, and your communities.



Founded by Laurence Harris, an award-winning organic dairy farmer with over 50 years' experience, Daioni has continued to develop innovative organic products which are supplied across the world to leading retailers.

Product/Service

Their award-winning range consists of,
—1ltr Organic Milk Drinks (Whole, Semi Skimmed and Skimmed),
—200ml Flavoured Organic Milk Drinks (Whole, Chocolate, Strawberry and Banana),
—250ml Organic Fairtrade Ready To Drink Coffees (Caffe Latte, Salted Caramel Latte and Macchiato Latte).

Daioni Organic milk contains naturally high levels of vitamins, minerals, and Omega 3's with absolutely no pesticides, herbicides, hormones, flavours or other artificial nasties. All Daioni products come with a 12-9-month shelf life, are ambient stable and use Tetra's recyclable packaging.

Objectives

Daioni Organic are seeking new retail partners and an exclusive distribution partner in Qatar to continue their double-digit growth drive across the Middle East.

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Rachel's farm and manufacturing operations are based in Aberystwyth Wales and have been in the family since 1942. The farm has been organically farmed for generations. Rachel's mother was one of the first people to sign up to the Soil Association in 1952, becoming Britain's first ever certified organic dairy farm.

Rachel's

Rachel's Dairy was founded in 1984 and it was from this year that the company started its rapid ascent to become the household name and iconic global brand it has become today.

HRH Prince Charles recently attended Rachel's Dairy to officially open a new Dairy facility extension at the existing manufacturing site in Aberystwyth. This was HRH's second visit to the Dairy.

Product/Service

Rachel's Dairy produces bio-live organic yoghurts and desserts that are made using the highest quality organic ingredients which includes locally sourced organic milk from farms within a 50 mile radius of the farm in Wales. All products Rachel's produce are 100% organic.

Rachels have implemented a number of actions over the past few years to improve the sustainability of the brand.

- Only use recycled cardboard across our entire range.
- Changed our multipacks to use recyclable PET plastic.

- Reduced the amount of plastic used in our 450g pots.
- Removal of disposable over cap.

Objectives

Rachel's Dairy would like to further develop business with both existing and new retailing groups, and also the growing Foodservice sector.



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Creating secure environments, **Securiclad** provides an effective modular panel system with Government approved protection for high-risk areas.



Securiclad works across a broad spectrum of sectors, specialising in data centres, Government infrastructure, airports, healthcare facilities, universities, banks, cargo facilities and private residential clients, all requiring a security solution for high value assets ranging from currencies, hazardous materials, pharmaceutical products, IT infrastructure and much more.

With over four decades of technical experience, quality assurance and innovation, Securiclad's team of experts advise and guide customers through the purchase from design and project management to the installation process.

Having worked alongside contractors of all sizes on sites around the globe, Securiclad ensures project alignment, quality products and a precise certified installation which is recognised as an industry leading security solution.

Product/Service

Securiclad panels are insulated modular panels designed with an anti-cutting core certified to LPS1175 standards SR2-SR5. Securiclad panels can be tailored in thickness and anti-cutting core depending on the

level of asset protection required. The panel is made up layers of galvanised steel and plywood surrounded by a core of either stone wool for fire-rated applications or PIR for thermally and acoustic efficient applications.

Objectives

- To establish a strong export market in Qatar.
- To make contacts with security experts, contractors and installation companies in the region.



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