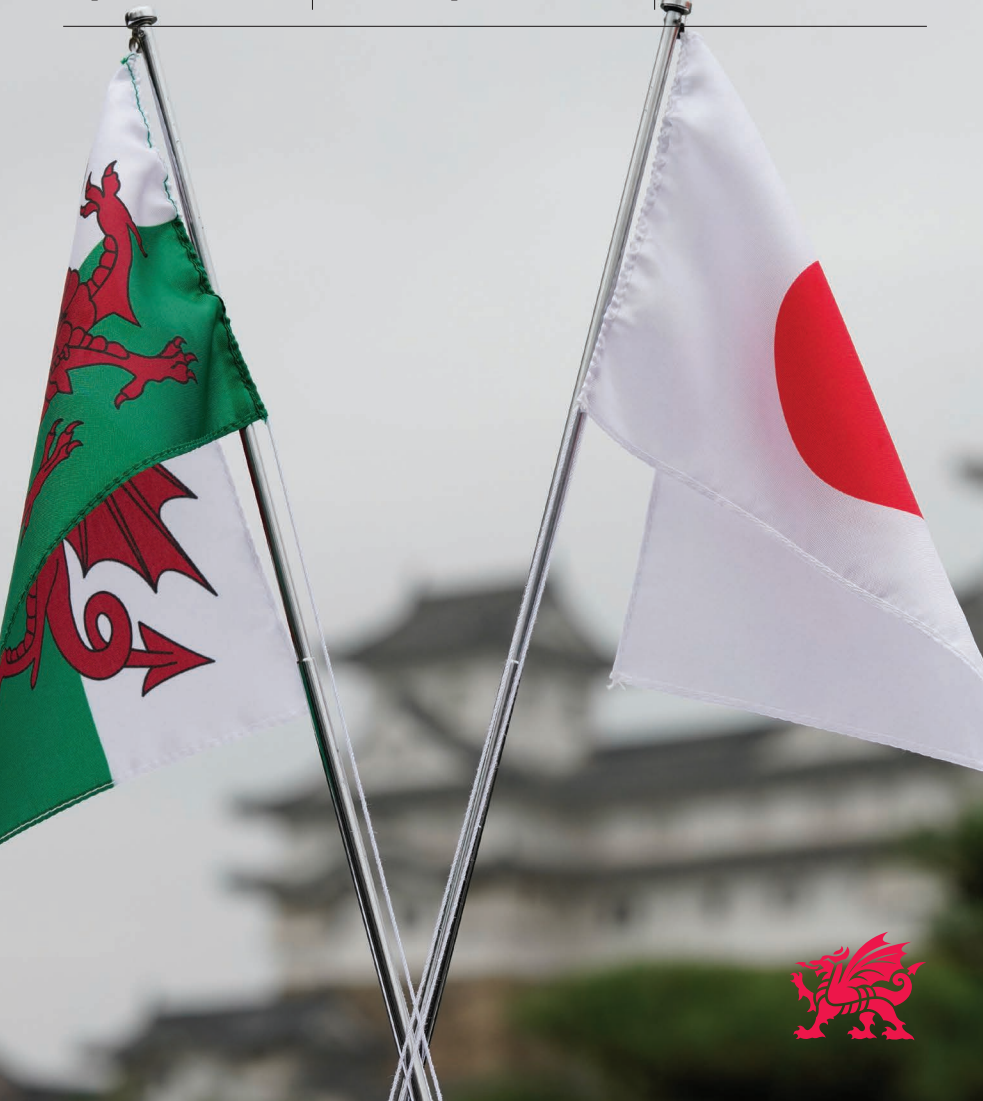
THIS IS EXPORT. THIS IS WALES.

JAPAN

Export Market Visit | 12–19 September 2026 | tradeandinvest.wales



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Rydym yn croesawu gohebiaeth a galwadau ffôn yn Gymraeg / We welcome correspondence and telephone calls in Welsh

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, so you won't find a more pro-business Government anywhere.

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.

Established in 1984, **Airflo Fishing Product** is the world's only PVC fly line manufacturer. From their factory in Brecon, the company exports fly fishing lines and polyleaders to over 30 countries around the world.

Product/Service

High-end innovative fly-fishing lines and polyleaders, all designed and manufactured in Wales by a team of highly qualified anglers and manufacturing staff.

Objectives

Spending time visiting key accounts with Airflo's Japanese distributor. With a number of new product launches for 2027, educating the shops and spending time casting lines with key employees is critical to getting Airflo's message over the line.

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Art on Scarves was founded by North Wales based artist, Lucy Hay. Lucy set up the company to showcase her own designs, inspired by the Welsh Countryside, by hand printing them on the luxury scarves.

As the Company has grown both in the UK and Internationally, it now employs immensely talented British Artists.

Product/Service

Art on Scarves is an award-winning British accessories brand creating wearable art inspired by the landscapes, wildlife and cultural heritage of the United Kingdom. Designed in North Wales, the collections combine British creativity, craftsmanship and sustainability through luxury silk scarves, recycled bottle scarves, neck buffs and travel accessories.

Objectives

Japan has become an increasingly important export market for the company. Following successful participation at Japanese trade exhibitions and ongoing engagement with buyers, distributors and retailers, Art on Scarves continues to invest in building long term relationships throughout the country. Special collections inspired by Japanese themes, including Cherry Blossom designs, reflect the brand's commitment to creating products that resonate with Japanese customers while celebrating British design.

The company is actively expanding its presence within department stores, museums, galleries, lifestyle retailers and travel retail channels, supported by a growing programme of export activity and market development. With a strong focus on quality, storytelling and sustainability, Art on Scarves is committed to strengthening trade links between Wales and Japan and developing lasting partnerships for future growth.

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Comtek Group is a family-owned, engineering-led provider of sustainable network engineering and supply chain solutions.

Founded in 1989 by engineer Askar Sheibani in Deeside, North Wales, the company helps telecoms and datacentre operators keep critical hardware active, available and valuable for longer. Operating from six wholly owned facilities across the UK, Europe and USA, Comtek supports network operators, datacentre providers and infrastructure partners worldwide. The company is certified to ISO 9001, ISO 14001 and TL 9000 standards, holds an EcoVadis Bronze Medal, and has been named Welsh Exporter of the Year and Company of the Year.

Product/Service

Comtek keeps critical networks productive long after OEMs such as Ciena, Cisco, Fujitsu and Nokia have declared platforms end-of-life. Its engineers combine component-level repair, root-cause analysis, reverse engineering and R&D with tested, deployment-ready spares with a comprehensive three-year warranty. This helps customers stabilise high-value legacy platforms, avoid premature upgrades and turn difficult failures into practical lifecycle solutions. Comtek provides rapid global access to scarce new and certified refurbished telecom and datacentre hardware, from optical transport and routing to GPUs, memory, optics, NICs, DPUs, switching and servers. Certified asset recovery and buy-back unlock value from decommissioned equipment.

Objectives

In Japan, Comtek is looking to collaborate with network operators, system integrators, and datacentre and AI-cloud builders. It aims to turn difficult hardware challenges, OEM backlogs and end-of-life risk into engineering, supply and recovery solutions – keeping networks active, protecting delivery timelines and helping AI capacity go live faster. Comtek also seeks trusted Japanese relationships that connect local technical expertise and inventory with its repair, sourcing and resale capabilities across the UK, Europe and USA, creating two-way circular economy routes for surplus hardware and hard-to-find components.

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Founded in November 2018, **Drone Evolution** is an innovative drone products and services company.

The company has become a leading manufacturer of sovereign FPV (First Person View) drones, similar to those widely used in Ukraine but with a minimal amount of parts from covered countries. Drone Evolution is working with defence units in the UK and elsewhere, including India and the Middle East.

Product/Service

Drone Evolution's flagship product is SCIMITAR – a 10" FPV drone, capable of carrying payloads up to 3kg and distances of up to 42km (with no payload). SCIMITAR is also available in 5", 7" and 15" configurations for various use cases.

The company is about to release SEARCHER, an interceptor drone designed stop the kind of drone attacks that are taking place in the Middle East. SEARCHER is capable of 250km/h+.

Objectives

Drone Evolution already has a relationship with a Japanese partner and two JSDF user units. The company would like to visit these organisations to develop relationships and physically demonstrate products.

While there, Drone Evolution would also like to visit other prospective Japanese partners and trade organisations.

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Fortium Technologies is a UK-based leader in media asset protection, trusted by top global brands in the media, broadcast, and entertainment industries.

FORTIUM

Specialising in securing high-value content, Fortium safeguards blockbuster films, premier TV productions, and sensitive digital assets. With cutting-edge solutions tailored to industry needs, Fortium enhances workflows while ensuring unparalleled security. Their mission is to empower media professionals with innovative tools that protect creativity in a fast-paced digital world.

Product/Service

MediaSeal provides seamless encryption during workflows, safeguarding sensitive content such as pre-release media, subtitling, sound editing, visual effects, and secure screenings. Designed by industry experts, MediaSeal integrates effortlessly into workflows. Features include multi-factor authentication, complete audit trails, and a user-friendly admin control panel.

FortiumOne delivers secure, efficient file protection across every workflow. With 256-bit encryption, forensic watermarking, detailed audit reports, and built-in identity controls, it ensures complete control over sensitive content. Designed for SMEs and enterprise teams, it offers secure collaboration, policy-driven access controls, seamless integration across all file types and workflows by design.

For physical media protection, **Patronus** and **Blu-Lock** are the global standard in anti-rip copy protection, safeguarding revenue by preventing unauthorised copying of disc-based media.

Objectives

Fortium is committed to expanding into Southeast Asia, a thriving hub for film, TV, gaming, and animation. By collaborating with innovative organisations, Fortium aims to showcase its technology, trusted by Hollywood studios, to secure and optimise the creative output of Asia's dynamic industries. Through innovation and collaboration, Fortium is shaping the future of media security worldwide.

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Majestic Corporation Plc (AQSE: MCJ | OTCQB: MCJCF) is a publicly listed critical materials recovery company headquartered in North Wales.

Majestic Corporation

The Group specialises in recovering, processing and upgrading precious and non-ferrous metals from end-of-life products, industrial waste streams and other secondary resources. As part of its long-term growth strategy, Majestic is commissioning a new 50,000 sq ft processing facility in Wrexham, reinforcing its investment in Wales and strengthening the UK and region's critical minerals infrastructure.

The Company plays an important role in returning valuable metals back into global manufacturing supply chains through urban mining and advanced resource recovery.

Product/Service

Majestic recovers, processes and upgrades critical materials through urban mining, supplying secondary raw materials into global refining and manufacturing supply chains. The Company has developed long-standing commercial relationships across the Japanese resource recovery and refining ecosystem and supports secure, resilient and sustainable critical minerals supply chains through advanced recycling, material upgrading and resource recovery capabilities.

Objectives

Majestic aims to continue strengthening its presence in Japan and deepen collaboration across the critical minerals value chain. The visit will focus on building long-term commercial relationships, advancing resource recovery and processing capabilities, supporting supply chain resilience, encouraging innovation and knowledge exchange, and identifying opportunities that contribute to secure and sustainable critical minerals supply chains. The Company also seeks to strengthen relationships with Japanese industry, government and research organisations to support future collaboration and shared innovation.

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Mark Water Pumps operates in Colwyn Bay, North Wales, manufacturing water pumps with a strong presence in Jaguar, Land Rover, Mini range but also supporting a diverse range, in both scope and age of European vehicles.

Pro FLOW
Where Quality Flows

The company has been operating on the same site since original inception as Quinton Hazell in the 1940's with both the quality and technical expertise of its OE manufacturing systems.

As Mark Water Pumps (MWPL) it has been operating since 2013. It has worked with major brands like JLR (Jaguar/ Land Rover), Nissan, Volvo and Aston Martin in OE manufacturing and still works with JLR providing OES (OE Spares) pumps regularly.

All products in the Proflow brand are OE equivalent quality with all pumps undergoing end of line testing, also have ISO9001 and 14001 accreditations.

The team on site is very experienced in all aspects of the business with many having over 20 years' experience across various roles. MWPL is an experienced global exporter at present.

Product/Service

Water pumps for Internal Combustion engine (ICE) for aftermarket and OES.

Objectives

Objectives are to meet people MWPL has been working with through ITSG and to meet the transport agents working for MWPL based in Tokyo. These face-to-face meetings will ensure trust is built between partners for future business.

Very importantly to experience first-hand the culture of business in Japan to ensure our trading journey starts correctly and we have all the tools to ensure continuity in our business.

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MDF Recovery has developed an innovative and patent protected method for recovering high quality, high value wood fibres from end-of-life medium density fibreboard (MDF).

MDF Recovery
RECOVERING WOOD FIBRE FROM WASTE MDF

Over 80 million tonnes of MDF are produced globally each year and there is a strong demand to adopt this technology in the wood-based panel, furniture and construction sectors. Through the incorporation of recycled fibres into new products, raw material savings along with an improved environmental performance can be achieved.

Product/Service

MDF Recovery licenses its technology to recycle waste MDF and other panel board products. Target markets are the construction, furniture and waste management sectors. Globally, it is the first continuous fibre recovery process. It is modular, scalable and supplied through an exclusive manufacturing agreement.

Objectives

MDF Recovery's main aim is to raise awareness of its process technology within the wood-based panel board sector of Japan. Of specific interest are companies that manufacture MDF and softboard products used in construction, furniture and insulation applications. There is a growing global interest in adopting circular economy approaches that can help reduce costs and save virgin wood – a particular challenge for Japan. MDF Recovery hopes to develop new partnerships with manufacturers and investors to deliver these benefits. Of specific interest are 1) MDF and softboard producers seeking to recycle their waste MDF and 2) furniture companies generating >6,000T of waste per year and looking to add value to their offcuts.

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NPTC Group of Colleges is one of Wales's largest further and higher education providers.

Across nine sites covering 30% of Wales's landmass, it delivers academic education and technical and vocational education and training (TVET), and works internationally with governments, employers, universities and colleges to strengthen skills systems, workforce capability and teaching quality.

NPTC Group's portfolio includes LSI/IH Portsmouth, a world-renowned specialist English language school established in 1985. This distinctive combination brings together the scale and expertise of a major Welsh college group with excellence in language teaching, teacher training and professional education.

Product/Service

Their portfolio includes academic and vocational programmes, apprenticeships, curriculum development and quality assurance, teacher and faculty development, executive leadership and workforce training and bespoke study and cultural programmes. LSI Portsmouth provides General English, 30+, Business and Professional English, IELTS, Cambridge and OET preparation, CELTA and teacher training, university preparation and tailored group programmes.

Objectives

The mission aims to build long-term partnerships with Japanese schools, colleges, universities, employers and public bodies. Priorities include student and staff mobility, Welsh and English language and cultural programmes, joint vocational and technical education, teacher development, curriculum and quality collaboration, and tailored leadership and workforce training. It will showcase Wales as an innovative study and skills partner, create new routes for Japanese learners and professionals, and develop practical, sustainable programmes shaped around priorities.

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Platts Agriculture is a third-generation family business based in Wrexham, North Wales, with over 50 years of heritage.

Through its core operating company, Platts Agriculture Ltd, the business manufactures and supplies innovative animal bedding products to customers across the UK and Ireland, serving dairy, beef, equine, poultry and specialist agricultural markets.

Platts has built a reputation for quality, sustainability and customer service and is recognised as a market leader within the animal bedding sector.

Product/Service

- Premium wood-based animal bedding products
- Dairy cow bedding solutions
- Premium Equine bedding for professional and recreational markets
- Poultry and livestock bedding products

Objectives

Participation in the Japan Trade Mission would provide Platts Group with a unique opportunity to accelerate international growth, access one of the world's most prestigious equine markets and identify future innovation partnerships that support manufacturing, sustainability and economic growth in North Wales.

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SaySomethingin exists to prepare people for their most important linguistic moments – when the conversation truly matters, so they can enter new important communities with confidence.

SaySomethingin

SaySomethingin's language learning methodology was born from a simple insight: most language learning prepares you for "someday." But real life demands you speak NOW – in moments where failure is public and success is transformative.

SaySomethingin trains everyone to speak with automatic confidence under pressure.

Founded to reverse the language shift in Wales, the company's spoken language courses extend well beyond the Welsh language, with French, Spanish, German, Italian and Arabic proving very popular.

Last year, SaySometihngin successfully launched spoken English for Japanese speakers and has added spoken French, German, Italian and Spanish for Japanese speakers this year.

Product/Service

Everyone can access the SSi spoken language learning process through an app that currently supports multiple languages, via Google Play Store for Android and Apple Store for iPhone.

All languages are also available from the company's website https://www.saysomethingin.com/

Objectives

SaySomethingin wishes to collaborate with Japanese language businesses keen to market and distribute the company's spoken language learning methodology in Japan.

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SGS CDMO Solutions is a pharmaceutical contract development and manufacturing organisation (CDMO) providing end to end services spanning pre clinical development through clinical and commercial manufacturing.

When you need to be sure

Operating from a state of the art facility, the organisation specialises in formulation development, GMP manufacture, and global supply of small molecule drug products and live biotherapeutic products (LBPs) across oral, topical, and parenteral dosage forms. Supported by a multidisciplinary team of over 100 specialists, SGS CDMO Solutions delivers formulation development, GMP manufacturing, analytical testing, clinical packaging and labelling, and worldwide distribution.

Product/Service

Core Capabilities:

—**CMC Technical Support:** In house technical and regulatory consultancy supporting development, scale up, and regulatory submissions.

—**Pre Clinical Formulation Screening:** Optimisation of drug delivery for compounds with poor solubility, limited bioavailability, or controlled release requirements, including small molecule modalities.

—**Formulation Development:** Development across a wide range of dosage forms and therapeutic areas, including conventional pharmaceuticals and LBPs.

—**Analytical Services:** Comprehensive analytical support including validated methods, stability studies, and ICH compliant clinical release reporting.

—**GMP Manufacturing:** Phase I–III GMP manufacture of non sterile drug products, with capability to support niche scale commercial production for small molecules and LBPs.

—**Clinical Trial Supply:** Primary and secondary packaging, kit design, and assembly aligned to clinical protocols and patient needs.

Objectives

To establish strategic partnerships with pharmaceutical and biotechnology innovators to accelerate the progression of medicines from concept to clinic and beyond. Leveraging global SGS expertise, SGS CDMO Solutions supports the efficient development and supply of high quality small molecule and live biotherapeutic medicines into clinical trial and commercial markets, while expanding international collaboration and fostering long term partnerships.

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Viamab Therapeutics is a biotechnology company developing a first-on-target antibody–drug conjugate (ADC) platform targeting the Receptor for Advanced Glycation End Products (RAGE).

Viamab Therapeutics

The lead programme is focused on oncology, with a primary indication in advanced colorectal cancer and additional data supporting ovarian, prostate, triple-negative breast cancer and broader pan-cancer potential. The company's goal is to create a targeted treatment option for patients who have few or no remaining treatment options available to them.

Product/Service

Viamab Therapeutics is a biotechnology company developing a first-on-target antibody – drug conjugate (ADC) platform targeting the Receptor for Advanced Glycation End Products (RAGE). The lead programme targets advanced colorectal cancer, with pipeline expansion planned across multiple RAGE-expressing solid tumour indications, including pancreatic, ovarian, triple-negative breast cancer and broader gastrointestinal cancers.

Objectives

Viamab Therapeutics is seeking investment and strategic partnerships – including out-licensing and co-development arrangements – to advance its lead programme through IND-enabling studies and into Phase 1 clinical trials. The company is targeting a $30 million raise: an initial $15 million to fund IND-enabling studies and initiate Phase 1, and a further $15 million to complete Phase 1.

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Vindico is a Cardiff-based software and innovation company, building AI-powered products and digital solutions for clients across the UK and internationally. Through its venture arm, Vindico Labs, the company designs, builds, and launches software that solves real problems — fast.

VINDICO

Product/Service

Vindico specialises in custom software development, applied AI and machine learning, and digital twin technology. From rapid prototyping to full platform builds, the company turns ambitious ideas into working products.

Objectives

Vindico is in Japan to forge new relationships and identify collaborative partners — connecting Welsh innovation with Japanese expertise to build the next generation of digital products together.

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Vindico Labs is a venture studio that turns ideas into market-ready software companies. Its work rests on engineering that already serves more than 100,000 users every day across sport, defence, social care, transport, and construction.

The studio believes computing is entering its most significant shift since the personal computer, and it is built to move at that pace, pairing AI-accelerated development with rigorous engineering discipline. Every venture is designed from day one to stand on its own, scale, and remain acquirable and transition ready.

Product/Service

Vindico Labs moves an idea through three stages. The Prototype Lab turns a concept into an interactive model in weeks; MVP Development builds a production-quality first version ready for real users; and the Venture Studio carries a concept all the way through to a launched, operating company. Alongside the studio, it offers focused services: AI and Tech Discovery Sprints, an AI Digital Twin for modelling a business in parallel, AI-Ready System Reviews, and CTO as a Service. Founders can submit an idea for evaluation, commission a specific project, or explore private venture participation.

Objectives

Vindico Labs is joining the export market visit to Japan to build partnerships with founders, investors, and established businesses navigating AI-era product development. The studio is seeking collaborators and co-founders for new ventures, clients for its discovery, review, and CTO services, and introductions to organisations that want to turn ambitious ideas into shipped, market-ready products.

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Founded in South Wales in 2018, **ZPE Ltd** have developed an advanced waste heat recovery systems that helps industry cut energy costs and carbon emissions.

Its proprietary AxialEnergy® technology converts wasted heat into clean electricity, recovering up to 15% of lost energy without disrupting existing operations. Designed as a flexible retrofit solution, the system improves plant efficiency, strengthens energy resilience, and supports decarbonisation and net-zero objectives across many energy-intensive industries. With rapid payback periods and scalable deployment, ZPE enables industrial operators to unlock value from wasted energy while reducing operating costs and environmental impact.

Product/Service

ZPEs patented AxialEnergy® steam engine technology captures industrial waste heat and converts it into AC or DC electricity through high-efficiency multi-cylinder steam engines coupled to alternators. Built for sectors including steel, cement, oil and gas and many manufacturing, and heavy industries, the technology integrates with existing infrastructure as a non-intrusive retrofit, system minimising downtime and operational disruption. ZPE offers flexible commercial models, including direct purchase, zero-capex structures, and power purchase agreements (PPAs), removing barriers to adoption while accelerating decarbonisation. By transforming wasted heat into usable power, ZPE helps industrial clients improve efficiency, lower emissions, and strengthen long-term sustainability while giving energy security.

Objectives

ZPE's mission is to redefine industrial energy efficiency by turning wasted heat into valuable power. The company aims to help heavy industry reduce operating costs, improve energy performance, and accelerate the transition to lower-carbon operations. ZPE's objective is simple: deliver practical, commercially viable decarbonisation solutions that create measurable economic and environmental value for industry worldwide.

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