

# Welsh Government support drives increased exports

Laser Wise Solutions in Treforest, OsteoPlus and Energist in Swansea and Airbond in Pontypool have all seen significant increases in their export business after receiving support from the Welsh Government's EU supported Export Assist programme.

Speaking about their success the Economy Secretary said:

"Exporting really does have the potential to transform a business and take it to the next level. Companies such as Laser Wise Solutions, Osteoplus, Airbond and Energist are all great examples of just what can be achieved when companies looking to increase their exports have access to the right advice, guidance and support.

"And increasing the value of exports and the number of exporters in Wales is even more important than ever as the UK prepares to leave the EU.

"The Welsh Government is keen to work with companies looking to build up the exports arm of their operations and offer them the right support for wherever they may be in their business development.

"I want to help them replicate the sort of increase in exports already experienced by companies like Laser Wise Solutions and would urge companies interested in growing their exports to get in touch for more information on the programme of tailored support on offer."

Laser Wise Solutions design and manufacture laser stripping systems from their base in Treforest. Following support from the Export Assist programme, including participating in Welsh Government led trade missions to the US, they have seen their businesses grow from a £1.5m turnover in 2016 to 2.2m in 2017.

Since accessing Welsh Government support the company has won £791.5k worth of business in the USA, £31.2k in Mexico, £71k in China and £84k in the Philippines.

In Swansea OsteoPlus, a company that designs and develops surgical instruments, has secured an additional £130k of business from the USA, while Energist, the UK's leading developer and manufacturer of advanced light and laser technology systems for use in medical and cosmetic procedures, has picked up £725,000 of business from the Far East.

In Pontypool, Airbond, a manufacture of composite materials for the aerospace and automotive industries has won £11,000 worth of additional business from the Far East.

OsteoPlus, Energist and Airbond all received support from the Welsh Government and EU funded Export Assist programme which ran between 2009 and 2015.

The programme supported companies looking to export through a mixture of mentoring and training, advice on trade and choosing the right market, trade missions, exhibitions and overseas business development visits.