



Llywodraeth Cymru  
Welsh Government

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# Summary of Trade Support Services

for Welsh companies  
across the 6 key sectors

There are a number of pan-Wales support services which

“ Which companies in the sectors wi

### New Exporters:

Already trading in UK and looking to export for the first time, and have the capacity to meet extra demand from overseas.

The trade support schemes that are available are divided into

#### International Trade Development (ITD)

- Export Business Diagnostics
- Market Selection
- Export Strategy
- Finance
- Route to market
- Practical 1-1 advice

#### International Trade C

- Local Market Rese
- Finding new custo
- Market Entry assist
- Local Regulatory a
- Identify agents & c
- Programme of me

#### Recommended for:

- new exporters
- reactive exporters
- established exporters seeking expansion

#### Recommended for:

- export ready
- businesses targeting
- businesses seeking in existing market.

Free of charge to business

Businesses pay 25%

h can be accessed by companies across the 6 key sectors.

ll these support services appeal to? ”

### Established Exporters:

Looking to expand their sales in an established international market, or look at expanding into new international markets.

o 3 main programmes, managed by the trade support team.

### Opportunities (ITO)

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distributors  
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### Trade Missions

- Organised support for exhibitor stands within a Wales group area at selected overseas trade exhibitions
- Support on Wales group organised trade mission/market visit

ng new markets  
g new customers  
s

### Recommended for:

- both early stage, and established exporters as part of a market entry or expansion programme

of the project costs

Business pay 50% of the project costs

For further information on International Trade,  
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