



# WESLEY CLOVER QUARTERLY UPDATE

MARCH 2016

## Managing Locally, Expanding Globally

Welcome to **Q, the Wesley Clover Quarterly Update**. Be it in the technology portfolios, commercial real estate or hotels and resorts, there is a constant stream of activity across our global operations, and this Update provides some insight.

From a technology perspective, as an investment management and holding firm, Wesley Clover has interests in a large number of companies. The main areas of development being pursued currently include Cloud, SaaS (Software as a Service), broadband networks and mobile applications. In fact, we are now active in more than 40 such companies around the globe, and that number is growing

rapidly in an expanding ecosystem. Beyond the successful funds we have established in Canada, the UK and Turkey, we are laying the groundwork for technology company investments in France, Mexico, India, Singapore and Indonesia. And that is just the list for 2016.

Our current portfolio includes firms focused on cyber security, hardware and services for fixed/mobile communications, video collaboration, customer engagement, analytics, IoT (Internet of Things) and more. Many of the companies are growing rapidly, as you will see.

One of the key business mantras I consistently reinforce with each management team is to 'Go Global



Fast'. Global barriers to trade and competition are down. Failure to grab international market share as soon as you can means someone else will do it to you, and then you are dead!

So read on, and you will learn about some of the successes from the latest Quarter. From technology to real estate to philanthropy, there is a lot to share and I trust you will enjoy the update.

Kind Regards,  
**Terry Matthews, Chairman**



***Q is a quarterly publication of Wesley Clover, highlighting some of the latest accomplishments from the wide range of businesses in our portfolio. Visit [wesleyclover.com](http://wesleyclover.com) for more information.***



# Starting with our roots

**I**n terms of 'where it all started', Mitel continues to grow and lead the way in their industry sectors, 40 years on. Having made more than \$1.0B (yes!) in acquisition investments over the last 24 months, Mitel is now a global leader in real-time business, cloud and mobile communications. Here are some of the highlights from the most recent Quarter, which also ended Fiscal 2015 for the company.

Mitel generated record-setting revenue in the Quarter ended December 31, 2015, resulting from solid performance across the entire business. Of particular interest were the results in the strategic growth areas of Cloud and Mobile technologies. The Cloud business grew revenues by 44%, and saw all-important 'recurring revenues' expand by 24% year-over-year. Year-over-year, Mitel's installed base of Cloud customer seats grew by 55%.

On the Mobile side, year-over-year growth came in at 73%, and included expanded gross margins. The company added two new Carrier customers to its growing global list, bringing the total to 33. Six of those customers were already busy rolling out new Mitel Mobile VoLTE<sup>1</sup>, VoWiFi<sup>2</sup> or RCS<sup>3</sup> services at the end of the Quarter. And

since the close of that Quarter, three more Carriers have also initiated network-wide rollouts.

These results continued to reinforce the transformation of the company, along with that of its target global markets and partners, into next-generation communications solutions. For the coming Quarter and beyond, the company has a game-changing new Mobile Division, new market opportunities in all corners of the world, a new focus in their strategy, and clear goals and objectives. The management team is excited about what the future holds for Mitel, and we look forward to sharing more successful developments with you in future issues of Q. [mitel.com](http://mitel.com)

<sup>1</sup> Voice over LTE  
<sup>2</sup> Voice over WiFi  
<sup>3</sup> Rich Communications Services

## VMware Chooses AirVM as a Recommended Partner

**AirVM** is a leader in the growing cloud management platform market, and sells their solution to cloud service providers. The company's award-winning software, AirSembly, is purpose-built for VMware environments, making it incredibly simple for service providers and software companies to sell, provision, manage and bill for cloud services.

AirVM is unique in its ability to support all these aspects of cloud business, regardless of whether the solution is sold using traditional multi-tier distribution or direct-to-end-customer models. Thousands

of service providers, resellers and customers have now processed millions of transactions through the AirVM platform.

In terms of the most recent Quarter, one of the biggest highlights was the announcement that the company has been selected by VMware as a recommended partner for VMware vCloud® Air™ Network cloud providers. This announcement formalizes a key industry partnership, and ensures that AirSembly software is officially on the radar screens of the 100's of VMware global providers, helping them speed up delivery of cloud services to their customers and increase operational efficiency.

Beyond this key announcement, AirVM grew their customer base by 33% Quarter over Quarter, and exceeded their target for Monthly Recurring Revenue (MRR) by more than 200%. The company also



released important new versions of their software, which focused on an improved User Interface (U.I.) and product quality for this extended reseller channel, and expanded their development and support resources to keep pace. A good Quarter for the company indeed!

Looking forward, AirVM expects Q1 to be focused on exploiting the heightened VMware partnership, growing the existing customer base, and optimizing internal business processes to ensure seamless scalability. We will keep you posted on the progress of this outstanding company.



[airvm.com](http://airvm.com)

## Varied Customer Base Provides Major New Wins for Teldio

**T**ELDIO is a two-way radio applications developer delivering innovative solutions to improve operational efficiency, employee safety and cost containment for enterprise customers. As a certified Motorola MOTOTRBO™ developer, Teldio provides enhancements for MOTOTRBO radios in the form of voice and data applications. The company also provides a powerful software product known as D3M, for designing, documenting, deploying and managing two-way radio networks.

In the most recent Quarter company revenues were tracking as per the plan. Applications and D3M usage both continued to climb. Major wins in the Quarter included large industrial, chemical and food production customers as well as a California municipal government operation.

New and add-on license sales also came in from existing customers in the health care, hospitality and other industries. Key new hires during the Quarter included a previous Motorola Channel Account Manager with 16 years of industry experience.

Looking forward, indicators suggest a strong Q4 and FY'16 close for the company. The focus will remain on D3M sign-ups by Motorola radio dealers, and on driving FY revenues to a new high. Two major, annual, international industry tradeshows in that quarter will provide the backdrop for FY 2017 plans that are being designed now to keep the positive momentum going.

[teldio.com](http://teldio.com)



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## Canada's Only Enterprise SaaS Incubator/Accelerator



**L**EVERAGING a Canadian government program (CAIP) as well as academic and business partnerships, Wesley Clover launched L-SPARK in the fall of 2014, as another means to continue incubating and accelerating start-up technology companies. Today, L-SPARK is the only Canadian Incubator and Accelerator that focuses exclusively on Enterprise (B2B) SaaS and cloud start-ups.

Led by Leo Lax as Managing Director, he and the L-SPARK team now have a set of effective programs in place, as well as strong relationships with experienced mentors and market partners, angel investors and key venture capital firms. Together, they are into their second 'cohort' of Incubator and Accelerator companies, and are meeting their goal of an attractive flow of fundable Enterprise SaaS firms in only their second year of operation.

Several highlights from the most recent Quarter are worth sharing. For example, a graduate from the initial Accelerator program, **The Better Software Company**, exploited the experience to grow revenues and staff aggressively, and close a \$2.1M external funding round with participation from U.S. and Canadian VC's as well as local angel investors. A second program Alumnus, **MyDoma Studio**, also announced the close of a \$275K round of external financing during the Quarter.

Reflecting the growing brand and reputation of L-SPARK, the second Incubator program was oversubscribed. From a total of 299 firms who expressed interest, 16 were invited to a formal pitch session and 9 were accepted into the program. The quality of the applicants exceeded the expectations of the selection committee, which included representatives from MaRS Investment Accelerator Fund, HIGHLINE VC, BDC, Whitecap Ventures, IBM and Wesley Clover. In fact, the decision process was challenging enough that an extra slot was opened up for the 9th company (the original plan called for 8), thanks in part to some additional CAIP funding that was also confirmed earlier that same day.

Plans for the coming Quarter include driving the existing cohorts hard through their 4- and 9-month programs, toward their expected goals of measurable Monthly Recurring Revenue (MRR) growth and readiness for Seed or Series A external investment. In parallel, the team will continue hosting highly regarded SaaS industry experts in speaking engagements, pitch-fests and other events, and will also ramp toward their third Accelerator program, including a coast-to-coast Roadshow to attract the participation of even more SaaS entrepreneurs. [l-spark.com](http://l-spark.com)

## Echosec actively promotes a safer, healthier community with pioneering information analytics

**S**TARTED in the summer of 2014 in Victoria, B.C., Echosec has developed a social media search software platform that provides actionable intelligence to law enforcement, security, intelligence, marketing and journalism professionals. The company is pioneering information analytics based on this platform, using publicly-available, privacy-compliant social media and location data to actively promote a safer, healthier community. Echosec enables anyone with a physical fence to augment it with a digital fence.

Evidence of the power of the Echosec technology includes being recognized with a Civic Service Award for helping save a life in their local community.

Over the latest Quarter, the team increased the global customer footprint to more than 500 users in 188 cities across 39 countries. The company established business partnerships with Motorola and The GB Group, and opened a European HQ in the UK. Echosec also revamped much of their initial messaging and marketing materials, and continued to deploy customer-driven product enhancements.

The next Quarter will see continued refinement on the product side of the house, as well as the introduction of a Referral Program on the business development side, focusing in particular on the Open Source Intelligence (OSINT) community within the law enforcement

and security industry. More aggressive digital marketing outreach, including webinars and a use-case e-book, are also being rolled out during the coming Quarter.

*Stay tuned as we bring you further updates on this exciting digital technology company.*  
[echosec.net](http://echosec.net)



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## Encore Networks: Solutions Across the Board



**E**NCORE Networks, based in Virginia, USA, is a leading developer and manufacturer of commercial grade and industrially hardened data routers. The Encore BANDIT™ and EN™ routers are purpose-built for numerous IoT (Internet of Things), M2M (Machine to Machine) and business continuity applications. Encore routers provide VPN solutions for wireless, satellite and terrestrial networks that support both legacy and IP devices.

During the last Quarter, the Encore EN family of routers became the first, and is still the only, router family to be certified for use on the newly announced Verizon CAT1 LTE National Service, a service intended exclusively for IoT and M2M applications. While comparable in cost to products from alternate vendors, the EN-1000 offers much higher data throughput and functionality over CAT1 networks than older 2G/3G routers, and supports the longer life expectancy of LTE. This combination of performance offers desirable future-proofing in

many M2M applications, including data kiosks, retail point-of-sale terminals, security panels, digital signage and banking ATMs.

The company also introduced enCloud, a new encrypted cloud-based management system that enables users of Encore EN routers to manage, monitor and configure their distributed enterprises from a centralized location through the cloud. enCloud tracks more than two dozen parameters for each device. Each data point is time stamped and saved for three years to allow the display of historical trends.

The company continued to grow their impressive domestic and international base of customer installations. Three key North American accounts alone now represent more than 25,000 units deployed. *Look for further updates from the company in future editions of Q.* [www.encorenetworks.com](http://www.encorenetworks.com)





Encepta total top line grows by 263% year-over-year.

ENCEPTA is based in Vancouver, B.C., and is a combination technology/service provider to the telecommunications industry. The company uses proprietary software and associated services to provide carrier-class customers with in-field audits and corrective measures related to their outside infrastructure (‘plant’ as it is called — poles, towers, wirelines, etc.).

This service enables customers to ensure their records are current and accurate, as mandated by government license providers, while at the same time reducing their own capital and manpower costs and better preparing them for ongoing upgrades and/or expansion.

Encepta experienced record-setting customer traction and growth over the last Quarter

and fiscal year. Top line revenue grew by 263% year-over-year, returning strong profits to the operation. In parallel, the company began partnership talks with several new North American service organizations to further the reach of their software tools.

The upcoming Quarter will see the release of a new mobile application that will enhance

Encepta

the data collection capabilities of the product line. Fast growing, profitable local operations are also enabling plans for expansion into Europe, Asia and South America. No concrete results are expected on those fronts in the immediate term, but look for progress updates in future issues of Q.

[encepta.net](http://encepta.net)

Twentify expanded their user community to more than 140,000 in the Quarter

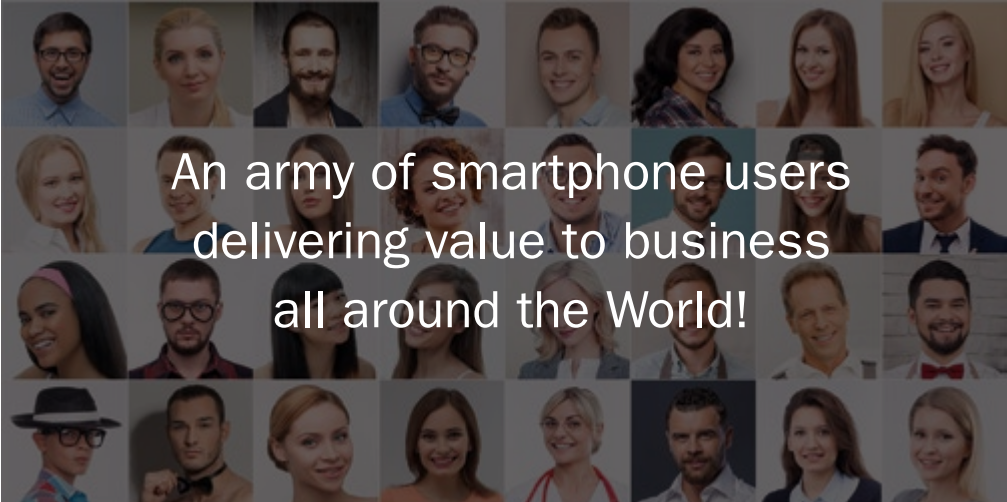
TWENTIFY has created a crowd-sourcing, on-demand mobile workforce platform that enables smartphone users who have downloaded the mobile application to conduct location-based tasks such as simple field research or validation on behalf of paying organizations such as major consumer brands or research organizations.

The smartphone users gain an additional source of income for their efforts. The companies behind the tasks get faster, more reliable, broader-based market, product or consumer data for far less cost. Twentify takes a commission/service charge on each ‘transaction’ for enabling the relationship through the SaaS platform.

By the end of the last Quarter, Twentify had:

- Achieved working arrangements with more than 80 customers, including Deloitte, Samsung, Allianz, Ipsos and others.
- Expanded their application community to more than 140,000 users.
- Established active operation in 5 countries.
- Successfully facilitated more than 300 projects.

As the company moves through this next Quarter, the objectives include the completion of a partnership agreement now initiated with a global market research firm, issuing the next, more feature-rich release of their mobile application, and expanding their operating activities into two more countries. [twentify.com](http://twentify.com)



UK-BASED COMPANY



Enjovia provides a secure, custom web platform for hotels, spas and restaurants to increase revenues through the sale of a range of gift vouchers, event tickets and merchandise. Enjovia earns commission on the success of those sales. The rich analytics and reporting capabilities of the software support customer decision-making processes, and the social media features increase brand and product exposure in the marketplace.

The team secured and deployed two new 5-star Hotel clients over the past Quarter — one in London and the other in Dubai. The aggregate sale

of products facilitated through the platform grew by more than 28% in the Quarter, coming on the heels of record-braking Black Friday and Cyber Monday results for current customers.

These and pending successes are fueling added sales and support growth within the company. Detailed discussions are underway with two new multi-location clients — the first with 55 properties and the second with more than 40. *Stay tuned for future developments on those fronts.* [enjovia.com](http://enjovia.com)

5-STAR Hotels in London and Dubai chose ENJOVIA to boost revenues



Dubai



London

UK-BASED COMPANY

TALKATIVE LANDS RESELLER DEAL WITH BRITANNIC TECHNOLOGIES



TALKATIVE is a recent start-up company in the UK that emerged from the Alacrity Graduate Entrepreneurship Programme in February. Talkative has developed web-based text/voice/video and co-browsing software to support enriched two-way communications in contact-/call-center environments. Target customer markets include the legal and financial services sector.

The team has partnered with Mitel to integrate the Talkative technology with the extensive family of Mitel contact center products. That partnership has

now resulted in a reseller agreement with Britannic Technologies, who are an award-winning specialist in voice communications, systems integration and managed services, with more than 700 private and public customers across the UK and internationally.

Talkative participated with Britannic in their recent Technologies Convergence Summit and secured the ‘Best in Show’ award in the face of competition from Microsoft, Jabra and Avaya. The company is working to bring in additional seed funding as they move into the next Quarter.




## KRP— from Class A space to world-class amenities

On the heels of a major acquisition in 2015 of 7 local office buildings, which added more than 440K square feet of prime space to the campus, Kanata Research Park (Terry's original commercial real estate management company that he started in 1986) took the opportunity to undergo a branding change. The combined operation is now known as KRP Properties. It covers more than 550 acres, and is the largest business park in Canada's national capital region.

At the end of the last Quarter, KRP Properties housed more than 180 companies and 11,000 workers in 2.8M square feet of space across 26 modern buildings. More a function of the local economy than any marketing focus, the properties boast a heavy concentration of technology-oriented tenants. But management works hard to ensure these and all tenants are also surrounded by the professional services, amenities and perks that enable them

to thrive. Emphasizing "More Than Just Space", KRP combines attractive and flexible lease arrangements with Class A infrastructure and security features, highly responsive service, sustainable business practices and a people-first focus.

The fruits of this management focus are evident in the company's most recent Quarterly results, which also ended their fiscal year. KRP's occupancy rates climbed to a record of 90%, revenues

increased by 23%, and profit improved by 4%, outperforming the competing market by several key percentage points. Looking forward, management expects that these foundational practices will enable them to keep occupancy rates high despite the ebbs and flows of a technology-centric client base, and will set the company up for further growth in their revenue, profit and earnings results for Fiscal 2017. 

[krpproperties.com](http://krpproperties.com)



## The Brookstreet — Now the Official Hotel to the NHL Ottawa Senators


**T**HE Brookstreet Hotel is the leading four diamond hotel, conference, wedding, spa, golf, jazz and dining destination in Ottawa. Designed, built and operated by Wesley Clover, it is the key hospitality facility in the thriving local high-tech business and residential community, providing exceptional services to help guests work, play or get away.

2015 ended the year as one of the best in recent memory for the hotel in terms of overall revenue. In particular, the Brookstreet exceeded budget on banquet/conference revenue — all a positive reflection on the health of the local technology economy and more.

Over the Quarter, the hotel continued to expand its partnership with the Ottawa Senators NHL Hockey Club and their arena venue, the Canadian Tire Centre. This is a result of a three-year agreement signed by the two parties earlier in 2015, which included the designation of the Brookstreet as "The Official Hotel of the Ottawa Senators and the Canadian Tire Centre". This partnership enables increased packaging and marketing opportunities for the hotel — for example, access to the Senators mailing lists for joint promotions.

The strong Q4 conference/holiday party performance was a result of hosting conventions for companies such as Freescale, Calian Technologies, Jabil, Toastmasters International, Tech Data, Lockheed Martin, Ciena Corporation and many more.

Continuing with that theme, a big highlight from the Quarter was the formal approval to move forward with a major expansion to the ballroom/meeting room facilities. The new addition will add more than 10,000 square feet of capacity to host larger groups and further grow revenues. Construction will begin in the summer of 2016 and is expected to take 18 months to complete.

Q1 2016 also brings some new program initiatives. A "blind tasting" menu has been introduced to highlight the creativity of the hotel Chefs, and it is already proving a popular Friday night outing for guests and locals alike. Whiskey Tasting Nights have also begun, and the LIVE JAZZ every evening is very popular. Look for further updates on these and other developments in future issues. [brookstreethotel.com](http://brookstreethotel.com) 



The new addition will add more than 10,000 square feet in a new ballroom and added meeting rooms.



## Celtic Manor Resort in Newport, South Wales



**T**HE Celtic Manor Resort in Newport, South Wales, is also a Wesley Clover property, having been evolved and managed since the purchase of a derelict manor house in 1980. Set in more than 2,000 acres of panoramic parkland at the gateway to Wales on the M4 motorway, the property has continued to expand over the years into ever-more-impressive guest, convention and leisure offerings.

Today, the five-star resort boasts four hotels — a 340-room luxury Hotel, the original historic 19th century Manor House with 70 rooms, a separate 6-bedroom country inn, and a 148 room 3-star hotel. In addition, the property has 10 Hunter Lodges with 4 bedrooms each that offer a luxurious self-catering option. Services include three championship golf courses and an additional regional course, all on the Celtic Manor estate, a shooting school, fishing, adventure golf, a treetop

high-ropes course, tennis courts, mountain biking and walking trails.

From 2011 through 2014, the Resort was voted the UK's Best Hotel at the annual Meetings and Incentive Travel Awards. It was the host venue for the NATO Summit in 2014. It was also named the UK Sport Venue of the Year and Europe's Golf Resort of the Year for 2011, on the heels of hosting the prestigious 2010 Ryder Cup international golf tournament on the Twenty Ten championship course, the

first course to be designed and built specifically to host The Ryder Cup.

In terms of the most recent Quarter, the Resort has had a busy start to 2016. In early January, the Celtic Manor announced the acquisition of the neighbouring Hilton Newport Hotel. That 148-room property, with 6 meeting and function rooms, restaurant, bar and health club, has now been rebranded as the Coldra Court Hotel by Celtic Manor.

The acquisition takes the total room count at the Resort to 600, and addresses the capacity challenge that was resulting from a 90% average occupancy rate. The Coldra Court is highly accessible and guests will now be able to take advantage of the 4 golf courses, restaurants and other amenities offered by the

combined properties.

The Celtic Manor also launched two new restaurants in the Quarter. Cen (pronounced 'Sen') is the first Asian restaurant at the Resort, and opened in partnership with 2013 BBC MasterChef UK finalist Larkin Cen. The fine dining options were also increased with the opening of The Epicure Experience by Richard Davies, the new Head Chef who has won coveted Michelin Stars in his two previous restaurants. He is returning to the kitchens of the Celtic Manor after leaving to climb the culinary ladder for several years in other celebrated restaurants, including three years at Gordon Ramsay in London. *Stay tuned for further developments at this exciting property.*

[celtic-manor.com](http://celtic-manor.com) 

## Giving Back to the Local Community



**Wesley Clover Parks** is a beautiful, 500 acre parcel of government-owned parkland situated strategically within the Kanata, ON community. In late 2014, The Wesley Clover Foundation was able to negotiate a 50-year, multi-million dollar agreement to manage this greenbelt land in the form of a not-for-profit stewardship. Since then, the management team, headed by Executive Director Karen Sparks, has been investing in, enhancing and operating the property as an exceptional outdoor community recreation and learning hub, offering five distinct activity programs – CAMP, RIDE, PLAY, LEARN and FARM.

Management at Wesley Clover Parks has now invested a total of more than \$7.0M in new and improved infrastructure and program support capabilities at the property. Those investments have helped enable the doubling of operating revenues since the signing of the agreement to assume responsibility for the land. As a not-for-profit operation, of course, all profits are returned to the site in the form of ongoing improvement and growth projects.

Overall, the team has grown attendance at the property from 25,000 visitors in 2014, to 60,000 in 2015. Under the **RIDE** program, here are some more of the latest facts and figures:

- More than 50 horses are now housed full time on the site. Of note, all the hay required to support those horses is now grown organically, on site, under the **FARM** program.
- Using those horses, more than 200 individuals now receive weekly instruction through the Ian Millar School of Horsemanship and the WCP Equestrian School.
- The site is now attracting competitors and spectators from across Eastern Canada and the United States, and upcoming International competitions will raise the brand of the park further still.

*cont'd on next page*





Under the **PLAY** program:

- 600 member skiers and 220 weekly visitors are now enrolled in cross-country ski and snowshoe programs through a partnership with the Kanata Nordic Ski Club.
- 2015 saw the construction of a FIFA-grade artificial turf soccer field on the site, and more than 10,000 athletes annually are forecast to enjoy that field for practice and games through a partnership with the West Ottawa Soccer Club.
- A variety of event partners leverage the PLAY program, including specialty themed runs (Color Vibe 5k, Badass Dash, Zombie Run, Mountain Equipment Co-op Run), charity events (the RCMP Musical Ride, Polo at the Parks), free community events (Horse Day, Holidays at the Parks, Family Fall Festival), and the Odawa Pow Wow.



As a key part of the **LEARN** program, the Child and Nature Alliance of Canada has implemented a Forest School at the park — a set of outdoor experience and learning activities focused on local pre-school students. The first of its kind in Canada, the School continues to grow their year round programming, 'Training the Trainer' events and student participation.

And lastly, the **CAMP** program has enjoyed similar growth and success. Visitors to the

campground grew 220% from 2014 to 2015, coming with tents or trailers from across Canada as well as from international locations throughout North and South America, and even Europe, Asia, Africa and Oceania. The addition of 6 rental cabins within the campground no doubt contributed to this popularity, as the first year of offering this 'glamping' option was completely sold out.

Looking forward to the next Quarter and beyond:

- Plans call to host many more than the 60,000 visitors welcomed in 2015. In fact, the expectation is to more than double that number over the next three years.
- A study of the economic impact on local businesses from the 2015 National Equestrian program at the property suggested it exceeded \$4.0M (source: Equine Canada). In the summer of 2016, another show jumping competition

of this same caliber will be hosted, as well as an additional, week-long International tournament that should generate even greater returns for the region.

- With the FIFA turf soccer field now a centerpiece, plans are already being mapped out for as many as 6 additional grass fields to expand the soccer and other field-based activities that can be hosted in 2016.

As Wesley Clover Parks continues to grow as a community hub for residents, visitors, horse riders, athletes, winter enthusiasts and others, programming will continue to evolve and expand. Visitors of all ages will be able to take part in a broad range of outdoor recreational, competitive and entertainment activities. ***We look forward to sharing more about the progress at 'The Parks' in future issues of Q.*** ○

[wesleycloverparks.com](http://wesleycloverparks.com)



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