

From the Chairman

The beginning of the year is always a busy time at D&S as the Annual Plan and Budgets are finalised and presented and many other routines are implemented to set the Group up for the coming year. This involves a great deal of work by many people though it is time well spent and we are now on our way. I must particularly mention the Finance team under CFO, **George Mbugua** and Chief Accountant, **Michael Kanyugi**

who do an excellent job in putting all the numbers together. It is a time consuming and complicated but important task that assists us to plot our progress over the year.

There have also been a number of recent significant developments and I mention particularly the continued expansion of the Branch network with a new premises opened in Githurai on the Thika Road, outside Nairobi under Manager **Gladys Ndung'u** and also the move to a larger and more prominent premises on Digo Road, Mombasa Island under Manager, **Adam Abdalla**. This now increases the total network to 65 branches which are making a significant contribution to the growth of D&S. We look forward to these new branch's success.

One of any organisation's most important stakeholders is its suppliers and D&S is particularly fortunate on the quality of our supplier base. One relationship that stands out, though, is that with **Grundfos**, the world leading Danish based pump manufacturer



The D&S Executive team with Grundfos Executives **Okay Barutcu**, **Henning Sandager** and **David Githendu** after the successful joint strategy meeting.

that we have worked with for over 50 years, one of both company's longest relationships. We have grown together to both become industry leaders and our names are synonymous in our markets. As the market has developed the relationship has evolved, though in a recent strategy meeting that was held between top executives of both companies the strength of the relationship was endorsed and a mutual approach agreed building

on the already close association. Grundfos and D&S share many values, particularly a focus on Quality, and I look forward to future deepening of this already strong relationship.

Another achievement of note is D&S being listed on the London Stock Exchange's 2019 '**Companies to Inspire Africa**'. This is a well-researched analysis of progressive African companies and we are proud to have been selected.

Finally, I must mention expansion of the Company's **CSR** contribution managed by Executive **David Bolo** with some notable projects recently completed. Last year the number increased substantially with assistance given to over 65 beneficiaries, mainly through water supply installations for institutions supporting underprivileged children and about 40,000 people have benefitted. We are all proud of this contribution and we plan to increase the number of benefitting projects in the coming year.

D&S Water Treatment

D&S **Water Treatment Division** under Technical Director **Philip Holi** is an important Group activity and has recently delivered a number of customized solutions for industrial and commercial partners across the region. One project of note was a 30m³/hr water bottling purification plant which included a Dayliff DUF (ultrafiltration plant) pre-treatment for a Dayliff DRO (reverse osmosis plant). Entirely designed, engineered and manufactured at the D&S HO Technical fabrication facility in Nairobi, Dayliff plants are unique in the regional market as partners benefit from flexibility on design, reduced cost, shorter lead times



A Dayliff Ultrafiltration plant (DUF) under production at D&S HO Technical Division in Nairobi.

and, most importantly, reliable backup service and support that would not be achievable with imported equipment.

Components such as RO and UF membranes, vessels and valves are sourced from world leading suppliers **Dow** and **Pentair** and other key components including pressure pumps, chemical dosage tanks, control panels and pipework are manufactured and supplied entirely from D&S' proprietary Dayliff brand's wide range of quality products and solutions. The end result is world class solutions offering optimized value and performance to D&S partners.

D&S Githurai Established



D&S Githurai Branch Manager Gladys Ndung'u is pictured with her staff Wilson Kutwa and George Odiwuor at the newly opened branch.

The D&S commitment to bringing its range of life-improving products and solutions closer to customers has continued apace into 2019 with the Group's latest branch to open in **Githurai**, a dynamic and bustling satellite district that straddles the border of Nairobi and Kiambu counties in Kenya. Newly appointed Branch Manager **Gladys Ndung'u** has successfully project managed the branch set up and secured a prime location in the commercial heart of the area adjacent to Family Bank. This thriving centre has become established in the last 10 years and is indicative of the rapid rate of development in Kenya. Serving as both a residential area for city commuters and a commercial hub in its own right, Githurai is dissected by the Thika Super highway and has transformed the whole area whose residents will now benefit from having a D&S branch nearby.

D&S FLO-App Version 2.0



A view of the new look D&S FLO application version 2.0

The D&S FLO App, which was initially launched in 2018 and has proved extremely popular with customers, has received its first upgrade, Version 2.0 now incorporating the updated 2019 **Product Manual** with new datasheets, an enlarged **e-Shop**, improved **Engineer's Toolbox** with additional features, a service request helpline, live chat and updated product news. Available for unrestricted download on both the **iOS App Store** and **Google Play**, D&S FLO connects a smartphone interface with the D&S network, its people, products, solutions and technical support and makes use of popular technology to add value to partners through the immediate availability of information. The App was developed entirely in house by Digital Business Manager **Ken Muturi** with the support of the D&S HO ICT team under Manager **Joab Mak'ongul**.

D&S Mombasa Downtown Moves



D&S Mombasa Downtown Branch Manager Adam Abdallah is pictured with his staff inside the new showroom located on Digo Road.

D&S Coast has for some years had a branch on Digo Rd at the busy centre of Mombasa Island, the machinery bazaar of the town, though it was small and cramped and inappropriate for the D&S profile. GM **Mohamed Farook** decided a move was necessary and an impressive new showroom has been opened across the road from the previous branch. The new premises are incomparable at over ten times the size with a large air conditioned showroom and ample storage which will allow the company to adequately showcase its range of products and solutions including a full display of **Dayliff pumps, solar and irrigation** items, **water treatment** plants including Reverse Osmosis and generators. Branch Manager **Adam Abdallah**, who established the business unit in 2016, successfully oversaw the refurbishment process to D&S standards and already the improvement ambience of the branch is impressing customers.

D&S Nyeri Opening Ceremony

D&S Nyeri in February held a colourful opening cocktail that was graced by the senior most County official, His Excellency Governor **Mutahi Kahiga**. He declared the branch open after speaking warmly of D&S and its positive contribution to society as he welcomed the company to vibrant Nyeri town where the branch occupies a prime location at the top of Kimathi Way. Branch Manager **Anthony Ndung'u** organized the event which was well supported by over 80 guests and was hosted by Group CEO **David Gatende** and GM Branches **Margaret Kuchio**. Of the new premises, the Governor remarked that they enhanced the appearance of the city center. The event attracted much fanfare and publicity and marks the official opening of a branch that is already making a significant contribution to the local area by bringing the D&S range of products and solutions closer to local residents.



Pictured is Group CEO David Gatende, Branch Manager Anthony Ndung'u, GM Branches Margaret Kuchio and Nyeri Governor Mutahi Kahiga cutting the ribbon to mark the opening of the branch.

Staff News

Appointments



Lawrence Chege



Wycliffe Karanja



Erick Moranga



Beth Jemutai



Ken Kangogo



Mwape Kampilimba

D&S is pleased to welcome **Lawrence Chege** and **Wycliffe Karanja** (HO FS), **Erick Moranga** (D&S Kisii), **Beth Jemutai** (D&S Mtwapa), **Ken Kangogo** (D&S Karen) and **Mwape Kampilimba** (D&S Zambia). They are wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Nancy Taka** (HO Retail Sales), **Christine Muchemi** (HO Water Treatment) and **Simon Munga** (HO Field Service). Their special efforts are greatly appreciated.

Births

Congratulations to **Luke Okoth** (HO Technical) and his wife Eunice on the arrival of their daughter Adele, **Joseph Muiruri** (HO Supply) and his wife Serah on the arrival of their twins Ethan and Emmah, **Anthony Wachira** (D&S Downtown) and his wife Alice on the arrival of their daughter Wanja, **Mohamed Omar** (HO Water Treatment) and his wife Amal on the arrival of their daughter Amira, **Jared Omanga** (HO Supply) and his wife Eunice on the arrival of their son Jeremy and **Tianinah Manei** (HO Finance) and her husband Geoffrey on the arrival of their son Lemayian.

Marriages



Gloria Obel of D&S Head Office and her husband John Mbithi are pictured at the joyous occasion of their wedding held at All Saints Cathedral in Nairobi.

Staff Profile - Beatrice Roman



Beatrice Roman is based at D&S Tanzania's Dar es Salaam Head Office where she fills the role of Finance Manager working with MD Ben Munyao and colleagues. A native of Dar herself, Beatrice schooled at Mwereni Primary School before heading to Secondary School at Kifungilo Girls Secondary School and Marian Girls High School for O-Level and A-Level respectively. She then sat for her degree at the University of Dar-es-Salaam (UDSM), obtaining both a Bachelor of Commerce (Accounting) and a Master of Business administration (MBA). In addition to these qualifications, she also holds a CPA from the National Board of Accountants and Auditors.

Beatrice belongs to an elite club of D&S staffers who have the distinction of having joined the company twice, initially as a graduate in 2009 and then moving for some years to Ernst and Young before returning in 2013 in her current capacity.

Beatrice is an only child but was brought up in a large extended family of cousins who she considers as her siblings. In her spare time she enjoys movies, music and travelling and is a self-professed outdoor adventurer who has participated in many marathons, charity runs and hikes.

Of D&S she remarks that she likes the environment of openness that management has created where staff have free access to information and performance and describes her colleagues as fun and friendly. Her most memorable experiences at D&S are the accountants' conferences where she enjoys meeting fellow accountants from across the region and participating in memorable team building activities.

Of life she says that her attitude towards it determines its attitude towards her and that she counts her blessings daily and is grateful for small things, big things and everything in-between. Wise words indeed from D&S Tanzania's adventurer accountant!

D&S HO Community Donation



D&S Narok's Branch Manager Sylvester Angira has taken the initiative for the needy Olkiriane School through donation of a Dayliff solar powered borehole pump for the institution. The school's previous water supply had failed and over 1,700 people in the community have had their lives transformed. Pictured is Sylvester and D&S staff members with students at the handing over ceremony.

D&S Pictorial

D&S BD Somaliland Public Institutions



D&S HO Business Development under Patrick Mufwoya recently completed a series of projects in Somaliland for public institutions including Hospitals and Schools. The customized solution comprises of borehole pumps, containerized Reverse Osmosis plants and outdoor lighting installations powered by Dayliff solar-hybrid equipment. Pictured is D&S partner Guy Muiruri and Somalia Ministry of Health officials at site.

D&S Kenya Distribution Reps



The D&S HO Distribution division under Distribution Manager Louis Nyamwaya is pictured with his assistant RoseCarol Wangui with the Sales Reps from left to right Dennis Thige, Ahmed Abdirahman, Joseph Okal, Charles Ngatia, Alex Nzitu, Julia Odhiambo and Director Edward Davis at the D&S HO Training center celebrating a successful month's business.

CECM's Water Conference



Chief Operating Officer Dr MAS Waweru and Technical Director Phillip Holi in January addressed an in-depth session at the County Executive Committee Member's Water Caucus Conference in Nyandarua. The event was well attended by representatives from all 47 counties who are focused on water and energy initiatives. Pictured is the group after a successful session.

D&S Tanzania Water Transfer Projects



D&S TZ HO under MD Benjamin Munyao has been busy completing a series of large water transfer projects for a construction client in Dar-es-Salaam. Using Grundfos CR vertical multistage pumps, the systems will transfer over 250m³/hr of water over a distance of 4.5km to various project sites. Photographed midway through installation is one of the pump rooms.

D&S Meru Road Show



D&S Meru under Senior Branch Manager George Ndege has held a two day Dayliff road show in Nkubu, Meru, Maua and Lare. The event included a dinner for Stockists and partners at the Alba Hotel as well as presentations on the wide range of Dayliff products and solutions now available countrywide. Pictured are the team as they engage with interested members of the public.

D&S Participates in Career Fairs



D&S HO has participated in two career fairs at leading Universities Jomo Kenyatta (JKUAT) and Kenyatta University with the purpose of engaging students on various career opportunities available in the engineering, sales and administration in the water and energy sectors. D&S Pedrollo Specialist Stephen Njoroge is pictured as he talks to interested students.

D&S HO PAC Training



The twice annual Product Application Course (PAC) training was recently held at the D&S HO Training Centre. Organized by Knowledge Manager Zippy Midikira, the training was held over a three-day period with over 40 staff members from the Group participating. Pictured are the attendees with COO Dr. MAS Waweru after the successful event.

D&S Nakuru RVWSB Project



D&S Nakuru's Senior Branch Manager David Ngure and team have successfully supplied, installed and commissioned 14 solar powered borehole installations for Rift Valley Water and Services Board for utilization by the local communities. Pictured is the site in Baringo County where D&S technical staff delighted the local villagers during commissioning of the system.