

From the Chairman

New products are the lifeblood of all organisations and driven by the Product Committee, it has always been a particular focus for D&S. Over the years the product range has grown hugely and we are proud of the many innovations we have introduced to our markets. The **Dayliff initiative** has been particularly successful with the pump product range being as wide as available



The D&S team led by Group Chairman Alec Davis and 4RDigital Nick Hughes and Jon Ridley pictured at the Daylipa PayGo investor briefing.

anywhere and is now firmly established as the leading market brand that also includes many other products from our various other segments. Detailed elsewhere are some of the recent product introductions including the **Dayliff Econo** range of budget equipment to supplement the premium alternatives, an ever expanding range of **smart pumps, irrigation equipment** and **solar solutions** as well as new lines of boat **outboard engines** and **garden equipment**. There has also been significant progress in the expansion of our chemical activities supported by the recently certified testing laboratory. All of these innovations expand our market presence and keep the Group growing.

Another very important initiative recently launched is the **D&S Pay-as-you-go (Paygo)** option with a focus initially on solar pumping solutions. Credit is critical to many customers and using a digital

platform developed by Technical Director **Philip Holi** and engineer **Brian Nyagol** working with **UK based partner 4RDigital**, a Paygo option is now available that offers a regular monthly payment based on energy consumption. Also provided will be full product support enabled by the established **i-Dayliff** equipment monitoring facility so faults can be detected and often

rectified remotely. A new structure is being created named **Daylipa** to execute this project with the objective of making solar pumping equipment widely available that can be financed from the economic benefits it generates. We are all very excited about the potential of this initiative that will certainly greatly contribute to our 'Improving Lives' focus.

Finally, a mention of another of the ongoing initiatives - **expansion of the branch network** led by **Margaret Kuchio** in Kenya and Subsidiary executive **Anthony Wangundu** regionally with new branches in **Remera** in Rwanda, **Kibaha** and **Morogoro** in Tanzania, **Kagundo Road** and **Vipingo** in Kenya opening recently. As well as being important commercial contributors these branches bring our range of essential products closer to markets which again contribute to improving lives.

D&S Introduces New Products



Several new products have been introduced recently as follows:-

Econo Range: Econo pumps are budget options for the traditional volume DDP, DDC, DC and DG generator lines that offer similar performance though are of reduced specification to the proven standard products for lighter applications.

Solar Pumps: An expanded range of solar pumps including higher flows and higher efficiencies for both surface (DHFS) and borehole SunFlo and SunFlex ranges.

Garden Trimmers: A range of engine powered garden trimmers for residential applications to complement the growing garden product range.

Pedrollo HT Pumps Inline vertical stainless steel pressure pumps for water boosting applications.

All are now or soon will be available and full details and specifications are given on the **davisandshirtliff.com** website.

DAYLIPA PAYGO Partner Briefing



The DAYLIPA development teams from D&S Group and 4RDigital are pictured with guests at the investor briefing at the Tatu distribution centre.

A briefing and feedback session was recently held at **D&S Tatu** to introduce digital **Paygo** platform **DAYLIPA** to interested partners. The innovation, which aims to provide D&S customers with flexible credit solutions, was jointly developed by D&S Group's Technical division under Director **Philip Holi** and fintech partner **4RDigital** under CEO Dr **Nick Hughes** OBE. The event was well attended and featured a live working demo including solar pump, tank tower and model farm with drip irrigation. Hosted by Group

Chairman **Alec Davis** who gave his perspective on the opportunities offered by digital financing, the session also included a presentation from the 4RDigital team and a walk through of the technology by Project Manager **Brian Nyagol**. The innovation, which will be gradually offered for the D&S Group's wider portfolio of products, is expected to enhance access to solutions to customer through the availability of credit.

D&S Opens 5 New Branches



D&S Kangundo Rd



D&S Vipingo



MD Edward Davis, International Business Director Anthony Wangundu, D&S Rwanda GM James Ngugi and Branch Manager Ildephonse Bakuramutsa cut the cake at the opening of D&S Remera.



D&S Kibaha



D&S Morogoro

Expansion of the network of branches has been ongoing across the D&S group with five new branches opening in the last 2 months. **D&S Rwanda** under Country Manager **James Ngugi** has refurbished **D&S Kigali** and opened a branch in **Remera**, **D&S Tanzania** under MD **Ben Munyao** has opened new branches in **Kibaha** and **Morogoro**, and D&S Kenya under Executive **Margaret Kuchio** has opened in **Vipingo** and **Kangundo Rd**,

Nairobi. Substantial investment has been made in the branch network, which now comprises of **90 branches** across the region, in order to make the range of D&S products and solutions more accessible to partners, ultimately meeting the company's commitment to improve lives through the provision of water and energy solutions.

Staff News

Appointments



Rabin Omondi



Brian Nzioka



Jeremiah Onyango



Steve Musebe



Dennis Njogu



Mary Gichamba

D&S is pleased to welcome **Rabin Omondi** and **Brian Nzioka** (HO Sales), **Jeremiah Onyango** (HO Projects), **Dennis Njogu** and **Steve Musebe** (HO Digital Division) and **Mary Gichamba** (HO Human Resource). They are wished long and successful careers in the company.

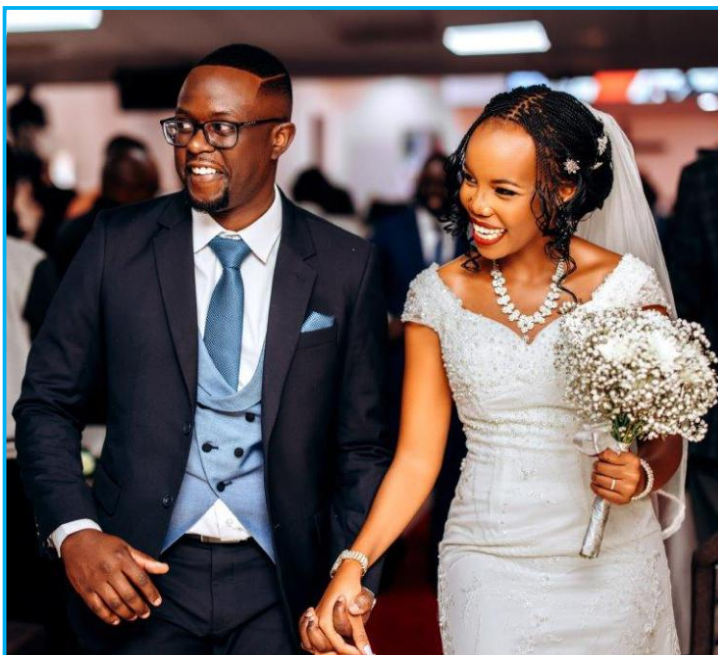
Commendations

Commendations were recently awarded to **Scholastica Githua** (HO Irrigation), **Isaac Chege** and **Gideon Mwangi** (HO Field Service), **Anne Muiruri** and **Moses Kitheka** (HO Sales), **Mohamed Omar** (HO Water Treatment), **Mercy Njeri** (International Business), **Tina Banda** (D&S Zambia) and **Clement Phiri** (D&S Malawi). Their special efforts are greatly appreciated.

Births

Congratulations to **Michelo Muyeeka** (D&S Zambia) and his wife Ronia on the arrival of their son Lutangalo, **Bilali Mwasangala** (D&S Tanzania) and his wife Beatrice on the arrival of their daughter Khaira and **George Kioko** (D&S Nakuru) and **Christine Muchemi** (HO Sales) on the arrival of their daughter Zoey.

Marriages



D&S HO Finance Division Sam Anyembe is pictured with his bride Esther as they celebrate together on the occasion of their wedding.

Staff Profile - Kakompe Lutango



Kakompe Lutango is a well know and popular member of the successful D&S Zambia team, having joined back in 2012 direct from college. Currently the manager of D&S Kitwe, Kakompe, previously served as Sales Engineer at D&S Lusaka and Branch Manager D&S Livingstone. Since he joined over 10 years ago,

D&S Zambia has, under Managing Director Jonathan Mainga, become the market leader in its industry and continues drive D&S market expansion in Southern Africa.

A native of Lusaka, Kakompe schooled locally before completing his Secondary education at David Kaunda High and moving on to the University of Zambia and Copper Belt University where he obtained a Bachelor of Mechanical Engineering (BEng) and Masters in Business Administration (MBA) respectively. A serial learner, he also has qualifications in accounting and project management. He says his strong work ethic and values were instilled in him by his Mother Charity, who raised him singlehandedly, his father Felix having sadly passed. Kakompe heard of D&S while at college and joined direct from there, leading him to the renewable energy sector which has been his principal area of study.

Of D&S, Kakompe appreciates its forward looking culture and emphasis in independence, he describes his colleagues as supportive and committed to achieving company objectives. His most memorable experiences at the company have been the team building experiences camping at Lake Kariba (2018) and Gorge Swing at Victoria Falls (2014).

A man of faith and married to wife Pauline, a Pediatrician, Kakompe is a fan of personal development books, hip hop and football. His philosophy of life is that it is a collection of varying experiences but that balance is key and one must achieve a harmonious blend of work, social life and spiritual life. Wise advice indeed from this disciplined and intellectual Manchester United fan whose mother must be very proud of him!

#Improving Lives



Davis & Shirliff Wote donated a Dayliff Solar borehole pumping solution to Kakuli Community that will provide constant water supply to over 5,000 community members. Pictured during the commissioning is Branch Manager Allan Ouma and community representatives.

D&S Pictorial

D&S Kigali Branch Event



Kigali Muhima Main Branch has been refurbished to a high standard and an event has been held in the showroom to mark its official opening. Pictured is GM James Ngugi with MD Edward Davis and guest of honour Kenyan High Commissioner to Rwanda Amb. Philip Githiora as they toast the new premises.

D&S Coast Solar Grid Tie Project



D&S Mombasa under Branch Manager Yusuf Siraj have supplied and installed a 50kW Grid-tie PV Solar System at the world famous Tamarind restaurant and village. The system will reduce energy costs and provide clean and sustainable energy for years to come. Pictured is Yusuf Siraj at the site with D&S technician Michael Ochola and Tamarind Property Manager Joseph Nduu.

D&S Exhibits at Homes Expo



D&S Head Office under Manager Moses Kitheka have, as is a tradition going back many years, participated in the 33rd Homes Expo where the D&S range of products and solutions were showcased. Pictured is D&S Sales Engineers David Akello, Nancy Nyaberi and Jeconia Anyama at the impressive new stand.

D&S HO BMS Training



D&S HO has held its first Building Management System training where participants were introduced to the advanced technology that optimizes equipment performance through digital connectivity and monitoring through IoT. Pictured are participants led by Executive David Bolo and Building Management Services Manager Gilbert Baraza.

D&S Hola Irrigation Project



D&S Hola under Branch Manager Moses Ndalila have supplied and installed a drip irrigation system on a 3 acre farm in Hola, Tana River County. The project, which was sponsored by Groots Kenya, will ensure a constant supply of crops all year round. Pictured is Moses with a group of farmers at the site.

D&S Kisumu Pool Clinic



D&S Kisumu Branch manager Kennedy Ojunge has hosted a successful pool clinic at Jumuia Hotel in Kisumu town where attendants were trained on D&S' comprehensive range of pool products and solutions and the Dayliff Pool Tool app which provides digital support to pool operators. Pictured are participants after the training session.

D&S HO Road Show



D&S HO has held a successful touring road show across Nairobi and Kiambu counties. The show boosted awareness of the Dayliff brand to both new and existing customers through impactful interaction with the public in public spaces. Pictured is the colorful truck as it makes a stop along the way.

D&S Celebrates World Water Day



World Water Day is an annual international event with this year's focus being change acceleration to address the ongoing water and sanitation crisis in several parts of the world. D&S Group observed the day by holding various activities including a tree planting event held in Isiolo, Northern Kenya, as pictured.