



Overview

DLP Background

DLP designs and develops home adaptation products for sale under the AKW brand

- mission is to enable elderly and disabled to live independently in their own homes
- products are manufactured in-house or via network of supply partners

25+ years of experience in accessibility market – now UK market leader and has an expanding international presence

Locally based Group with £40M+ annual turnover, employing 260 people

- Owned by Pennant Park Investment Corporation

30,000 sq ft Group headquarters in Snugborough employs c.70 people and growing:

- Finance, Administration and IT
- Design Engineering
- Manufacturing
- Sourcing

100,000 sq ft distribution facilities in UK and international operation in Belgium

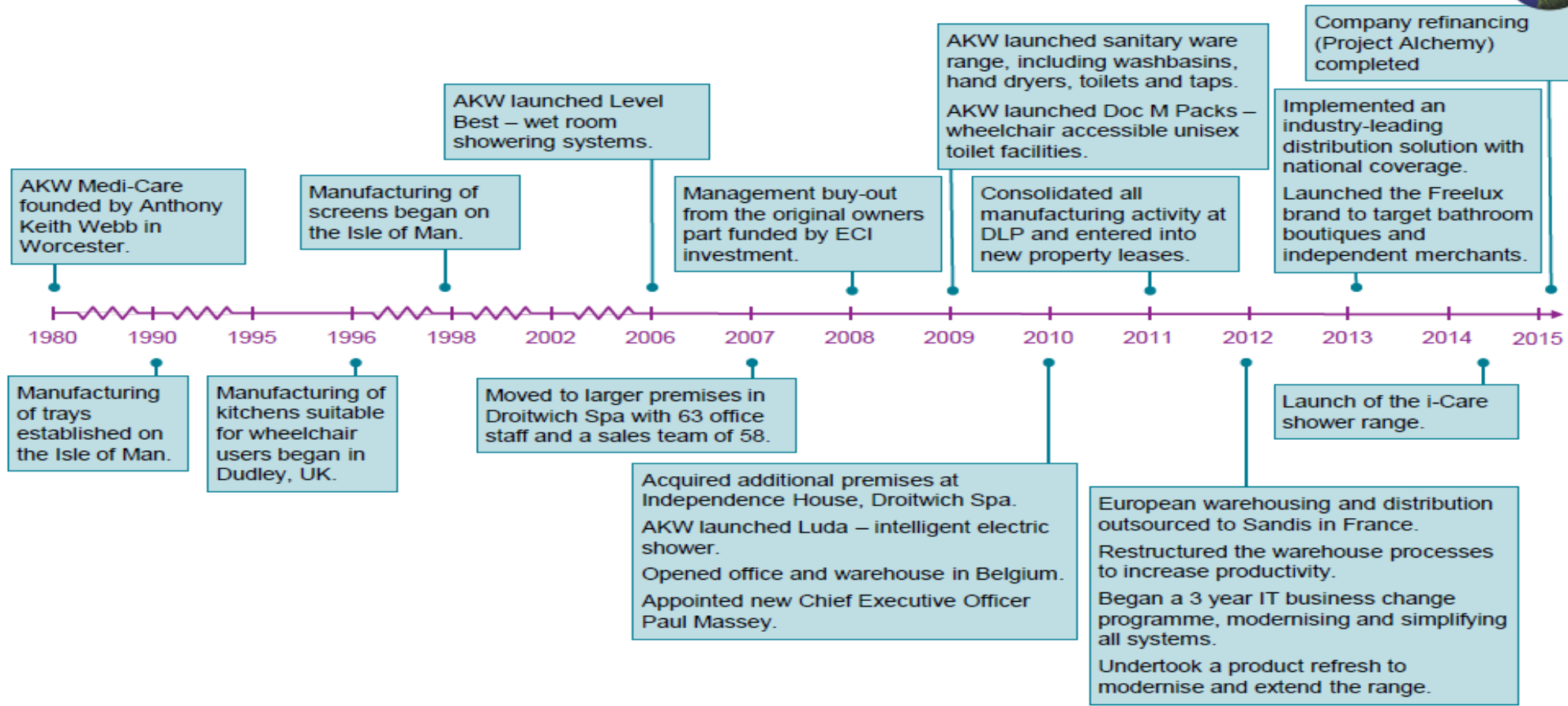


Key Facts

- Market Leader (+40% market share) in the provision of shower, kitchen & daily living products for the elderly, young adults and disabled
- We are passionate about enabling people to stay in their own home and retain their independence
- Partner local authorities, housing groups, distributors and installers across the UK
- Work closely with occupational therapists and health care professionals to design and manufacture full range of easy access shower, kitchen and daily living aids specifically with the end user in mind
- Heavy investment in marketing to develop a leading brand



Company History



Leading the Way



Product Design

- Growing number of UK, EU and worldwide patents
- Practicality, durability and style at the forefront of design
- Product design based on the requirements of the end user, specifier and installer
- Extensive testing of all products
- Team of professional designers, engineers and technologists
- Lifetime warranty on catalogued items

Product Innovation

- Leading the way in product innovation & development
- Significant investment in people & finance to achieve the most innovative products
- Dedicated to customers needs
- Commitment to product improvements
- In 2014 we launched our improved special care electric shower Icare – now AKW SmartCare Plus



Where we are, and where we are going

We are successful.....

- 96% customer satisfaction with overall AKW service
- 93% say AKW products are 'Excellent' or 'Very Good'
- 93% customers are likely to recommend AKW to others

However we face many challenges in order to achieve our aspirations.....

- We are looking to build our market presence in a sector which is relevant to every major society
- Need to continue to deliver innovative, design-led products supported by outstanding customer service
- Our Island base provides us with many benefits but also a number of challenges
- Must adapt to rapidly changing market place, particularly in the UK where traditional public funding is constrained
- Must remain competitive, customer-focused and agile to secure our future



DLP in the Community



- DLP are providing kitchen and bathroom products for the refurbishment and extension of “Braddan Bridge House”, supporting the Joey Dunlop Foundation, allowing visitors independence or care during holidays. Support in region of £10k in value.
- DLP Provided a new kitchen for “Riding for the Disabled” in Andreas, enhancing this facility. Support in region of £10k in value.
- Various Charitable initiatives led by staff the most recent being raising £1000 through a Christmas fund raising event for the benefit of “Rebecca House”

Joey Dunlop



Riding for the Disabled

