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“Thambapavanie” Sri Lanka’s first-ever wind park commences operations



“Thambapavanie” – Sri Lanka’s first ever wind park was declared open by the Prime Minister Hon. Mahinda Rajapaksa in the presence of Hon. Dullas Alahapperuma (Minister of Power) and Hon. Duminda Dissanayake, (State Minister of Solar Power, Wind and Hydro Power Generation) recently.

DIMO takes pride in being the Electrical Balance of Plant contractor including the implementation of Electrical SCADA system of this historic project which will provide 103.5MW to the national power supply. “Thambapavanie” will also

contribute to the government’s objective of fulfilling 70% of the national power supply using renewable energy sources by 2030.

Mr Ranjith Pandithage, Mr Gahanath Pandithage, Mr Suresh Gooneretne, Mr Sarath Algama, Mr Wijith Pushpawela, Mr Dasun Arandarage and the respective Engineers who were involved in this project represented DIMO. Government Ministers, Officials of CEB, Ministry of Power, ADB, Vestas, Access Engineering & other stakeholders were present at the opening ceremony.

The project comprises of 30 state-of-the-art wind turbines, each rated to 3.45 MW. The plant life of the wind turbines is at least 20 years and the Mannar wind farm will be operated as a semi dispatchable power plant supported with advance wind forecasting system to optimize and control the wind generated electricity to the national grid.

Generally, it costs around Rs. 30 per unit to generate electricity using fossil fuel, but wind power costs around Rs. 8, thus saving Rs.22 per unit. This plant is expected to generate a total of 8000 million Electrical units over a period of next 20 years.

It is possible to reduce the consumption of around 2000 million liters of diesel fuel within the next 20 years due to this project, and prevent the release of 5.7 million metric tons of carbon into the environment. It also includes a state-of-the-art bird detection RADAR system to implement selective shut down of wind turbines to avoid bird collisions, if any.

DIMO Building Technologies secures Sri Lanka’s largest warehouse project for entrepot trade



DIMO Building Technologies are all about creating perfect places by increasing its comfort, efficiency, resilience and safety.

As one of the key players in the CCTV market space, the company has recently secured the Supply, Installation and Commissioning scope of IP Based CCTV System of Sri Lanka’s largest warehouse for entrepot trade, the Export Greenfield

Warehousing Complex of CAMSO LOADSTAR in Kimbulapitiya.

DIMO Building Technologies will be providing the complete CCTV coverage inside the warehouse to monitor operational activities which will increase efficiency, productivity and provide an added level of security for their employees and merchandise. A detailed design



segmenting each area in the warehouse has been offered to address each and every requirement of the client providing a comprehensive solution. The system will consist of a total of 229 cameras offering a state of the art enterprise grade IP CCTV surveillance system that covers indoor, outdoor and office areas of the complete warehouse complex.

DIMO's first-ever ground mounted solar power plant



DIMO, in its continuous journey to enrich people's lives through power, launched its 1 MW solar PV plant in Embilipitiya with the participation of Mr. Ranjith Pandithage, Mr. Gahanath Pandithage, Mr. Sarath Algama, Mr. Suresh Gooneratne, Mr. Asanga Ranasinghe, Mr. Wijith Pushpawela, Mr. Vijitha Bandara, Mr. Chaminda Ranawana, Ms. Dilrukshi Kurukulasuriya and staff members of DIMO recently.

This project is a part of "Soorya Bala Sangramaya Phase-II" and has been implemented to achieve the government's objective of meeting 20% of the country's electricity requirement through renewable energy sources. This project will supply 1.8 GWh to the national grid annually.



Power Engineering team brings first VSR to Sri Lanka



DIMO Power Engineering team brought down the country's first ever Variable Shunt Reactors (VSR) recently.

Three units of Variable Shunt Reactors from SIEMENS Austria will be installed at 220kV Anuradhapura & Mannar Grid substations by DIMO-SIEMENS Consortium. Variable Shunt Reactors are used in high voltage energy transmission systems to stabilize the voltage during load variations. VSR can continuously compensate for reactive power as the load varies and thereby securing voltage stability compared to a traditional fixed shunt reactor. This is one of CEB's key projects funded by ADB under Mannar Wind Power Project- Phase 1 and was awarded to DIMO-SIEMENS consortium in May 2019 by giving due consideration to our expertise in the power sector.

The project is planned to be completed by March 2021 and upon completion it will help improve the power quality and stability of the national grid.



Ground-breaking ADB-funded LECO-UOM Microgrid project launched in partnership with DIMO and DHYBRID



Lanka Electricity Company (LECO) together with the University of Moratuwa (UOM) launched a pioneering pilot project on Microgrid with a grant assistance of \$ 1.8 million (approximately Rs. 325 million) from Asian Development Bank (ADB). DIMO, together with the German specialist DHYBRID, has been selected for the supply of comprehensive Renewable Energy Microgrid consisting of power generation and storage, a model which can be scaled up for uninterrupted power distribution for customers across the country.

The pilot project contains a commercial Microgrid and R&D facility which will be used as a research platform for the studies in nature of renewable energy integration and smart grids. The data obtained from the commercial Microgrid as well as the equipment and simulation environment will facilitate these R&D functions towards meeting the predefined research targets. The UOM has signed a Memorandum of Understanding (MoU) with LECO in establishing the "LECO Smartgrid Laboratory" and the facility will be maintained by LECO for the first 20 years. South Asia Energy Division of ADB with Ministry of Power and Energy

conceptualised this intervention as a part of its continuous assistance to expand clean energy development in Sri Lanka. LECO, as one of the pioneering distribution utilities who is always willing to embrace these new concepts, was selected as the instrument to realize this concept. The UOM premises was selected to be the site for the pilot cross-sectoral project due to the many advantages it offers. UOM will provide the rooftops and laboratory location and a set of targets are to be met by UOM post the commissioning. The initial investment and capacity development support are financed through ADB's Clean Energy Financing Partnership Facility.

"ADB has been a long-term partner in Sri Lanka's energy sector development. Our assistance in the clean energy, includes Sri Lanka's first large scale 100MW wind park in Mannar, 30MW hydropower station in Moragolla and the solar rooftop credit line, among others. Similarly, ADB has been supporting the strengthening of power evacuation from distributed renewable energy generation both at transmission and primary distribution level, in addition to its support for both supply side and demand side energy efficiency improvements.

ADB is always committed to supporting Sri Lanka's inclusive energy sector development focusing on clean energy with new and innovative technologies and solutions", said ADB Country Director for Sri Lanka Dr. Chen Chen.

Acting General Manager of LECO Dr. Narendra De Silva said, "LECO is always dedicated to maintaining a safe and hassle free electricity supply to our customers around the clock on their demand. This project, will be developed as a solution for power interruptions consumers face due to breakdowns as well as outages during maintenance activities. During such power failures, solar inverters also withdraw from the system by anti-islanding protection, driving even the customer who has sufficient power to power up their premises through their solar generation, go out of power."

"Microgrids are identified as a solution for these problems where it can increase the hosting capacity of the distribution network and can feed the power to the network when the grid is not available, since the excess power can be stored while storage issues like reverse power





“As a company which plays a significant role in Power sector through Transmission and Distribution projects and Power Generation mainly focusing on Renewable Energy, we are indeed privileged to work together on this historic project that will take local power supply to the next level.”

- Ranjith Pandithage



flow and subsequent voltage issues are also expected to be mitigated. Through this pilot project, LECO will seek the possibility of replicating the concept for other transformers and similar premises, to improve power supply reliability and the lessons learnt through this project will be shared internationally”, he further added.

Furthermore, he highlighted the notable contribution and assistance from ADB and in particular, the strong support from Dr. Yongping Zhai, Chief of Energy Sector Group, Dr. Priyantha Wijayatunga, Director of South Asia Energy Division, Dr. Mukhtor Khamudkhanov, Dr. Aiming Zhou, and Mr. Ranishka Wimalasena, Dr. Tilak Siyambalapatiya and Mr. Upali Daranagama for formulating this novel concept.

Chairman & Managing Director of DIMO, Ranjith Pandithage said, “As a company which plays a significant role in Power sector through Transmission and Distribution projects and Power Generation – mainly focusing on Renewable Energy, we are indeed privileged to work together on this historic project that will take local power supply to the next level. DIMO’s highly-qualified and experienced team of engineers are assigned to execute this project while sharing the knowledge with our German partner DHYBRID. We believe that this project will help DIMO to enhance the expertise in developing the Microgrid concept in Sri Lanka. DIMO has also been contributing to the constructing of the utility grid of Sri Lanka for the past 50 years.”

Director of DIMO Wijith Pushpawela stated, “Microgrid concept is experimented and utilized not only in Sri Lanka but all over the world and is recognized as the latest innovation in Power Generation and Distribution, as this will completely exclude the Power Transmission, giving financial benefits while also improving the quality of power. If this concept suits Sri Lanka, the country will look at establishing Microgrids in the long run to improve national power supply”.

Country Manager of DHYBRID Fabian Baretzky commented, “We are honoured and proud to be a part of the exciting transition of the energy system in Sri Lanka together with our partner DIMO. We believe that LECO is pursuing an ambitious and an advanced approach to increase renewable energy penetration in the grid while at the same time enhancing the resilience of the grid. Together with DIMO, we plan to further support the transition of the country towards a more independent and greener energy system”. DHYBRID is a specialized international solution provider of renewable and hybrid energy systems for industries, utilities and islands. They combine conventional energy supply, such as diesel generators or unstable utility grids, with renewable energy systems and storage technology – perfectly controlled and comprehensively visualized.



Representatives of partnering institutes and businesses together with Hon. Dullas Alahapperuma, Minister of Power and ministry officials at the project inauguration ceremony

This partnership of ADB, LECO and UOM with strong expertise and wide experience of implementing, together with DIMO and DHYBRID, would undoubtedly help Sri Lanka’s strong drive for clean energy development and in achieving the target of 70% of its power generation from clean energy sources by 2030.

DIMO completes one of Sri Lanka's largest NOC modernization projects



DIMO Electrical Solutions (LV) team successfully completed the Network Operation Center (NOC) Modernization project of Hutchison Telecommunication Lanka (Pvt) Ltd recently. Hutch-Network Operation Centre (NOC) located in Walpola is one of Sri Lanka's latest network operation centres which includes cutting edge technologies

and systems to ensure comfortability, security & protection and smooth network operations with minimum down times.

DIMO's scope in the project included design & installation of civil & interior work, supply & installation of display system, electrical system, network system & furniture. This project has the largest indoor video wall in Sri Lanka which

includes 14 Nos of 55" inch LED industrial displays.

With the recent expansion of DIMO Low voltage power panel manufacturing facility in Weliveriya, the electrical solution team continues the momentum by successfully securing & completing the key projects in the country.

DIMO Medical Engineering continues to serve nation during the second wave of Covid-19



DIMO Medical Engineering team played a significant role behind the scenes, to technically support the healthcare professionals during the country's first wave of COVID-19 pandemic. Similarly, our engineers & technical staff are again behind the unwavering commitment of healthcare professionals to ensure a smooth running of ventilators & other hi-tech medical equipment which are used to treat COVID-19 patients.

Also our team has been attending emergency breakdowns and services of essential medical equipment such as the main X-ray units, PET Scanners, MRI Scanners, CT scanners, Cardiology Cathlabs, Gamma Cameras, OCT systems, Visual Field Analyzers, Eye Lasers, Ventilators, Anesthesia machines and Operation Microscopes in National Hospital of Sri Lanka, National Hospital in Kandy, National Eye Hospital, Lady

Ridgeway Hospital, Asiri Group of Hospitals, Durdans Hospital, Lanka Hospitals, Golden Key Hospital and in a few more.

As the provider of innovative latest medical technologies to Sri Lanka, DIMO will continue to add value in the field of Healthcare even during the most critical times.



Electrical Solutions team powers northern healthcare projects



DIMO Electrical Solutions (LV) team has recently secured two major projects of the Ministry of Health to supply and install Electrical & Extra Low Voltage systems for the Base Hospital in Point Pedro and Kilinochchi District Hospital. The proposed Centre of Excellence for Women's Care

at Kilinochchi District Hospital will be facilitated through this new Electrical & Extra Low Voltage system.

Access International (Pvt) Ltd is the main contractor of these two projects which were aimed at developing the local healthcare

sector. DIMO is proud to contribute strengthening the healthcare sector of Northern Province in Sri Lanka with their high quality, most reliable solutions which consist of "DIMO Lumin" power panels, Duel Metal "Cable Management system" and Kingsmill "Lightning & Earthing solutions".

DIMO facilitates CEB participation at E-Trafotech



DIMO Power Engineering team facilitated the CEB transmission design team to take part in e-TRAFOTECH 2020, the E-conference organized by Indian Electrical & Electronics Manufacturers' Association (IEEMA) on Transformers technology & development.

IEEMA is an apex association of manufacturers of electrical, industrial electronics and allied equipment in India and this session was highly recommended by

DIMO's principal, SIEMENS.

The e-TRAFOTECH three day conference which consisted of three interactive technical sessions, each concentrating on one key topic. Each technical session of 150-180 minutes started with a keynote presentation by a senior expert highlighting the current & future trends and key issues and actions on the session theme. Some of the key topics addressed

during the session were, specification enhancements for reliability and alignment with the latest standards, latest trends in transformer design & manufacturing, role of digitalization and best practices in site management.

The CEB team appreciated DIMO's initiative in facilitating such informative sessions which will enhance their knowledge in the related field.

DIMO introduces new maize seed variety "722 සල්ලි කරල"



Plantseeds Private Limited, a subsidiary of DIMO, introduced a new maize seed variety called '722 සල්ලි කරල' to the local market recently.

The first sale of this new maize seed variety was made to Mr Ranjith Pandithage at DIMO head office by Mr Priyanga Dematawa, Mr Hemal Atapattu and the Plantseeds team. Mr Gahanath Pandithage, Mr Suresh Gooneratne, Mr

Asanga Ranasinghe and Mrs Dilrukshi Kurukulasuriya also participated at this event.

'722 සල්ලි කරල' is a maize variety that tolerates diseases and drought which suits cultivation in any geographical area with an average yield of 10,000-13,563 Kg/Ha. A special feature of this maize variety is that it can be harvested with its nice orange grain colour, within 105 to 120 days.

Maize is the most important coarse grain, for which around 100,000 Ha of land area is devoted annually, the second highest extent of land next to rice. Maize is mainly used for animal feeds, human consumption and other related cereal food. The Ministry of Agriculture has launched a special program to encourage the farmers to cultivate maize to a broader extent.

An integrated communication campaign to popularize the new seed variety in the country was also launched parallel to the introduction.

This included a radio campaign in Neth FM, field promotions with its Brand Ambassador Lucion Pushparaj (professional bodybuilder) and farmer training programmes around the country.

Under the campaign 'Sitawamu Dinamu', a special promotion was also introduced for the farmers. Farmers who purchase the new seed variety, will be able to take part at the 'Sitawamu Dinamu' contest and win a Swaraj tractor, a two-wheel tractor and many more gifts. Farmers were also able to enjoy special discounts for Penergetic products with natural soil enhancer when purchasing this new maize seed variety.



DIMO to enter Agro Tourism with its Agri Techno Park in Dambulla

"DIMO Agribusinesses", the agriculture arm of DIMO, has selected its Agri Techno Park located in Dambulla (mid-country) to embark on its journey in Agro Tourism.

"DIMO Agribusinesses" owns three Agri Techno Parks which are located in Dambulla (mid-country), Nikaweratiya (low country) and Lindula (up-country wet zone). They operate with the aim of carrying out research & development, seed production, farmer education and training activities while also acting as model farms in each respective region.

The company intends to enter the Agro Tourism market through these parks to cater to the growing number of tourists who are interested in an agriculture-based holiday experience. Tourists will have the opportunity to gain first-hand knowledge and experience about the agricultural way of life in the country while staying in luxury cabanas or holiday bungalows located inside these Agri Techno Parks. The company officially opened two luxury chalets inside the Dambulla Agri Techno Park recently and expects to commence operations soon.

Ranjith Pandithage - Chairman & Managing Director of DIMO stated, "Agro Tourism is a vast area and this is our first initiative in this field. We have selected our Agri Techno Park in Dambulla for this project since it is equipped with high-tech agriculture facilities that enhance sustainable agriculture and is also situated in a beautiful location which will allow us to offer a real agriculture experience to the tourists."

Gahanath Pandithage - Group CEO of DIMO said, "Agro Tourism is an important factor in the future tourism industry and many countries heavily focus on this area.



The Management of DIMO at the official opening of chalets

Sri Lanka also needs to seriously look at Agro Tourism. These types of initiatives will have a positive impact on the companies' profitability and it is great that DIMO has made its footprint in this sector."

Asanga Ranasinghe - Director / CMO of DIMO said, "This is another milestone to reshape the businesses of DIMO. We are into an aggressive growth journey in Agriculture sector and this project will revolutionize the industry. Soon we will venture into agriculture output market and we expect to establish similar types of Agri Techno parks in the strategic locations of the country."

Priyanga Dematawa - General Manager for Agriculture Special Projects of DIMO stated, "Dambulla Agri Techno Park is the first Agri Techno Park of DIMO. It conducts vegetable seed trials (Local / Imported, Open Pollinated / Hybrid) fertilizer, crop care and other agriculture related trials to improve the quality of the agriculture production in Sri Lanka. This centre is also equipped with a high-tech model farm complete with greenhouses and micro

irrigation systems, vegetable seed techno unit and fruit orchard which will enable us to take the agriculture industry to next level. Once the two luxury chalets are open for business they will offer a true Agro Tourism experience to the patrons. Urban agriculture enthusiasts may conveniently enjoy plant and seed nurseries, vegetable farms and fruit orchards while learning both modern and traditional farming methods."

This Agri Techno Park is situated in the Matale District of the Central Province covering 30 acres of land. The Centre promotes and enhances the network of innovation in agriculture practices, education, technology and research. It facilitates knowledge transfer by acting as a coordinating hub to bring together expertise from established institutions and organizations in areas of plant production, agribusinesses and technology development. It will also provide planting materials of vegetable and fruit plants registered under the Department of Agriculture. The park will be armed with a Knowledge Sharing Centre for farmers, students and related parties.



Luxury chalets located in Dambulla Agri Techno Park



722 සල්ලි කරල promotional campaign



With the introduction of a new maize seed variety called 722 සල්ලි කරල to the local market, Plantseeds Private Limited a subsidiary of DIMO organized a mega promotional campaign with its Brand Ambassador Lucion Pushparaj, a professional bodybuilder, around the country from 18th August to 11th September 2020 in Siyambalanduwa, Monaragala, Nochchiyagama, Wilachchiya, Bibile, Mahaoya, Padiyatalawa, Habarana, Galenbindunuwewa, Kahatagasdigiliya, Horowpathana and Medawachchiya

covering key maize cultivation areas.

A series of awareness sessions were carried out during this field promotional campaign educating farmers about the new maize seed variety and the good agricultural practices that need to be followed. There was a good response from farmers for the newly introduced maize variety. Farmers had the opportunity to meet Lucion Pushparaja during the campaign and interact with him. The Brand ambassador also visited authorized dealer shops to promote

the 722 සල්ලි කරල among dealers and educate them on the benefits of the new maize seed variety.

DIMO's Chairman & Managing Director Mr Ranjith Pandithage along with Mr Suresh Gooneratne (CFO), Mr Asanga Ranasinghe (CMO), Mr Rajeev Pandithage (General Manager) and Mr Priyanga Dematawa (General Manager) visited the 722 සල්ලි කරල field promotional campaign at Siyambalanduwa, Buddama 9th Mile Post Local Market on 21st August to meet the local vendors and farmers.



Lenadora DIMO Agri Techno Park supplies coconut seedlings to Dambulla



Following a special practical training workshop at CRI, the Planting & Material Production Division of DIMO Agribusinesses started certified coconut seedling production in collaboration with the Coconut Research Institute (CRI) recently.

CRI commenced issuing certified seeds to private nurseries in 2012. CRI has supplied 12,000 coconut seeds to DIMO Agribusinesses for seedling production while making this the single largest coconut seeds quantity ever received by a private nursery since 2012

The requirement of coconut seedlings in the Dambulla area is now being fulfilled through Lenadora DIMO Agri Techno Park, and now you can look forward to receiving the most popular coconut variety CRIC 60 (TallxTall) for the next Yala Season from DIMO.

DIMO successfully concludes Swaraj campaign

Swaraj 'තොඩට සේවය මඩට ඉරය' promotional campaign commenced on 17th August from Kakkadicholai and continued till 15th October covering Batticaloa, Ampara, Monaragala, Hambantota, Kurunegala, Anuradhapura, Polonnaruwa and Ratnapura.

This campaign is being organized with the prime objective of creating awareness and educating farmers about the Swaraj tractor's high power, versatility and performance. During this campaign the DIMO Agritech team organized product demonstrations that would directly link with the farmer community to educate them on Swaraj tractor's benefits, maintenance and services offered by DIMO. These activities were complemented with Roadshows with propaganda vehicles and interactive activities with the participants.

As part of product demonstration programs, DIMO Agritech team took Swaraj tractors to agricultural fields and showcased the product enabling



farmers to experience the Swaraj tractor. Swaraj 'තොඩට සේවය මඩට ඉරය' Campaign also consisted with dealer education sessions and promotional programmes for financial institutes representatives.

Swaraj Tractor comes with 47 high power

horsepower, 3136 CC, 1500 hydraulic lifting capacity, CRPTO, direction valve, 12" dual/ single clutch and RPM 2000 engine while offering maximum fuel efficiency for the user. Customers also can enjoy free registration when they purchase Swaraj tractors.

DIMO's Mahindra tractor service campaign helps farmers prepare for "Maha" Season

DIMO Agri Machinery Division organized its annual Mahindra tractor service campaign targeting the "Maha" season with a special offer of a free rotavator with every new Mahindra Yuvo tractor purchased.

It is a well-known fact that any tractor needs to be serviced before the season to gain maximum efficiency and durability throughout the season. Through this service campaign Mahindra tractor owners were able to prepare their tractors for the Maha season with detailed tractor inspection reports, minor repairs and service their tractors free of any labour charges while also enjoying discounts on spare parts. Company has also made arrangements to offer a free rotavator with every new Mahindra Yuvo tractor purchase for farmers.

The Maha season Mahindra service campaign commenced on 11 th August 2020 and continued till 5 th September 2020 in Ampara, Monaragala, Badulla, Polonnaruwa, Anuradhapura, Trincomalee, Kurunegala, Puttalam, Batticaloa, Vavuniya, Mullaitivu, Kilinochchi and Mannar Districts, thereby covering all main cultivation areas in the country.

DIMO has also organized a free medical check-up for the farmers who participated in these service campaigns where they were able to get their health and fitness levels checked and obtain medical advice from qualified medical professionals while they get their Mahindra tractors serviced. They also had a chance to experience and purchase other DIMO products such as WD-40, DIMO LUMIN, and enjoy discount vouchers for DIMO tyres.

Interactive games with attractive gifts were also available to entertain the participants during the service campaign. DIMO also partnered with various financial institutions including SDB to provide financial assistance at attractive rates with minimum down payments for customers.

Viranga Wickramaratne – Chief Operating Officer of Retail Cluster of DIMO said, "DIMO is in the forefront of introducing



agriculture mechanization to Sri Lanka while taking the local Agriculture industry to the next level. As a responsible company we believe these types of service campaigns, free offers and partnerships with financial institutes will encourage more people to enter into cultivation in Sri Lanka."

Head of DIMO Agri Machinery Division Amila de Silva, stated "These service campaigns will enable us to share the technical know-how with these farmers

and offering agriculture implants such as rotavators free of charge enables them to adapt to modern agricultural methods while increasing their productivity." "It is not only the tractor that we prepare for the Maha season. The health and physical fitness levels of the farmers are very important when they gear up for the season. Therefore, we have organized a free medical check-up for the farmers to undergo during these service campaigns", de Silva continued.



DIMO Agri Machinery division makes Mahindra the No.1 tractor brand in Sri Lanka



DIMO Agri Machinery Division was able to make Mahindra Tractors the number one tractor brand in Sri Lanka, reaching the highest market share of 29.8% surpassing the market leader in the month of September 2020.

Viranga Wickramaratne Chief Operating Officer of DIMO's Retail Cluster, said "Agri Machinery division further improved its aftersale services with increasing spare parts availability and service standards while conducting islandwide free service campaign before the season. This Islandwide service campaign was a platform to redefine DIMO's aftersales capabilities and strength of its spare parts supply".

This was supplemented through a 360-degree marketing communication campaign which enhanced the Mahindra Tractor brand equity with DIMO trust. The division also made necessary arrangements to tie-up with several financial institutes such as SDB, HNB, PLC and CLC to make Mahindra tractors more affordable with lowest down payments and attractive leasing packages.

It is a vital factor to provide easy access for agriculture implants to take the agriculture mechanisation to the next level. Considering this factor, the division also came up with an attractive tactical offer for the Mahindra customer for the season. Under this offer, each customer who purchased a Mahindra Yuvo tractor was eligible for a free rotavator. This was an unique offer in the tractor market.

Congratulating the DIMO Agri machinery team Sanjay Jadhav Vice President, Head

of International Operations – AFS (South Asia) of Mahindra, said "Let's continue the momentum and I am sure soon the team will reach the next milestone of 35% market share. Now that we have gained the No 1 position for the month, let's focus on securing the leadership position soon."

DIMO Agri Machinery division is optimistic on growing the market share further while securing the No 1 position in the local tractor market

DIMO ranked 1st in motor sector at the most respected entities 2020

DIMO ranked 1st in the "Motor Sector" in the 2020 Most Respected Entities in Sri Lanka rankings, based on a research conducted exclusively for LMD by Nielsen.

DIMO also ranked among the Most Respected Entities 2020 in the country. The 16th annual edition of the most respected ranks the nation's most admired corporations. The scope of survey was designed to rank the most respected entities in Sri Lanka based on perception of survey respondents and with the objective of evaluating why they're perceived as such.

Chairman & Managing Director of DIMO Ranjith Pandithage mentioned that our stakeholders drive the company's reputation. All our key stakeholders influence the corporate reputation and revenue, which are determined by our interactions and their experiences with us.

At DIMO, we create value responsibly by building partnerships that last generations, which help to fuel the dreams and aspirations of the communities we serve, he added.



DIMO sponsors SL Army Ordinance Corps Cricket Team



DIMO came forward to sponsor the Sri Lanka Army Ordinance Corps Cricket Team for the annual 2020 Inter-Regiment cricket tournament. The Ordinance Corps team is captained by Dinesh Chandimal and includes Seekkuge Prasanna.



DIMO sponsors Southern Warriors at Army Commander's T20 League cricket tournament



DIMO came forward to sponsor Southern Warriors Team, at the Army Commander's T20 League Cricket Tournament. DIMO Southern Warriors led by our tribe member Dinesh Chandimal.

Main Objective of this Tournament is to select much talented and potential players of the Sri Lanka Army and further preparing them for the forthcoming major club tournaments and to gain necessary exposure for these players.

The press conference on the Army Commander's T20 League was held on 2nd October 2020 at Sri Lanka Army Electrical & Mechanical Engineers Regiment, Colombo 02. Mr. Vijitha Bandara represented DIMO at the press conference.

DIMO Southern Warriors champions at the inaugural Army Commander's T20 League



The inaugural Sri Lanka Army Commander's T20 League tournament concluded on the 17th October 2020 at the SLAOC Grounds, Dombagoda with DIMO Southern Warriors emerging victorious. DIMO Southern Warriors beat Super Fashion Northern Warriors by 9 runs in an exciting game which swung in favor of both sides throughout the match.

DIMO Southern Warriors who batted first scored 159 runs for 6 wickets in their 20 overs. In their reply, Super Fashion Northern Warriors could only score 150 runs for the loss of all wickets. DIMO Southern Warriors skipper, Dinesh Chandimal was crowned as the Best Batsman of the series. The league which kicked off on 5th October comprised of 12 matches where DIMO Southern Warriors

topped the points table in the first round with 14 points in six matches.

The awards ceremony was held under the patronage of the Army Commander, Lieutenant General Shavendra Silva. The inaugural Army Commander's T20 league was organized by Sri Lanka Army Cricket committee with the objective of selecting highly talented players and grooming them to the national level. A total of 16 national players were invited to feature in the four teams which strengthened each team's stature.

DIMO came forward as the sponsor of Southern Warriors led by Dinesh Chandimal to support this initiative of the Sri Lanka Army. Mr. Ranjith Pandithage, Chairman & Managing Director of DIMO,



was present at the final. Major Dinesh Chandimal has also been given the responsibility of leading the Sri Lanka Army Cricket Team for the 2020 season. DIMO believes these partnerships play a vital role in enabling Army Cricket to perform better in the coming season.

Mr. Ranjith Pandithage speaks about DIMO's efforts in bridging the gender gap in Sri Lankan economy



DIMO's Chairman & Managing Director, Mr. Ranjith Pandithage was featured on Yes FM's #SheWorks series recently where he shared DIMO's journey as a SheWorks partner.

In conversation with Dom and Asanka Mr. Pandithage explained how DIMO is combating stereotypes against women in the automobile & engineering industries and also shared success stories of women thriving at DIMO in non-conventional roles. DIMO being predominantly engaged in engineering & automobile solutions among many other industries, has been perceived male dominant by potential employees and customers. However,

DIMO is an equal opportunity employer and recognizes the merit in a person irrespective of gender.

DIMO is always committed towards strengthening gender balance, with the understanding that 50% of its potential talent and customers are women and they cannot be ignored.

DIMO onboarded with #SheWorks, an initiative to improve women's economic empowerment in Sri Lanka. DIMO has successfully completed the 02 years SheWorks Sri Lanka Private Sector Partnership with International Finance Organization (IFC), funded by the Australian Government.

Throughout this partnership the company has gathered immense learning on creating an inclusive, equal and progressive workplace culture and has achieved some great results by implementing various initiatives in that space. The recent publication of SheWorks, "Sri Lankan Businesses Advance Gender Equality" highlights how 15 local companies including DIMO are advancing gender equality by implementing business solutions that help boost the quality and quantity of jobs for women and men in the private sector, which is good for business, employees, communities and the economy.

Mercedes-Benz AG recognizes DIMO for Service Excellence in South East Asia



Mercedes - Benz Service team of DIMO

Mercedes-Benz AG awarded DIMO the 'Mercedes-Benz Service Excellence Award 2019' in the Region South East Asia II, for attaining the best Customer Satisfaction Index (CSI) and Net Promoter Score (NPS), at the recently held South East Asia II Service Excellence Regional Virtual Award Ceremony. DIMO reaffirmed its commitment towards exceptional after sales experience for its customers by bagging this prestigious award outshining Philippines and Brunei, the other General Distributor countries in the region.

This year's Mercedes-Benz South East Asia II Service Excellence Awards also recognized the Best Service Advisers of Mercedes-Benz AG Authorised Service Centres with an objective to develop competencies among Service Advisers. Three long-standing employees of DIMO's Mercedes-Benz Service Facility, Hirun Koralalage, Shelton Wijerathne and Sahinda Wasalathanthrige, were recognized as 'Top Service Advisers of the Year' in the region at the virtual award ceremony.

Mercedes-Benz AG carries out annual customer surveys in respective countries targeting its distributors and dealerships to push harder at enhancing their quality of after care services and customer engagement. These customer surveys have been specifically created to focus on different aspects of the customer's experience. It all starts with the ability of the customer to conveniently schedule a service appointment with the Mercedes-Benz AG Authorised Service Centre. Subsequently, attributes such as the quality of service work performed by the Service Centre, the adherence to international standards by the service facility, the technical expertise and customer care standards demonstrated by the team members, and the safe and timely

delivery of the vehicle back to the customer are all thoroughly evaluated by Mercedes-Benz AG in these customer surveys. DIMO's attention to detail in every facet of their service delivery has helped them make a strong connection with their customers and it has been reflected in these independent customer surveys.

DIMO Chairman & Managing Director Ranjith Pandithage stated, "These regional awards further reiterate that DIMO is the only place you can trust for beloved Mercedes-Benz vehicles and demonstrates our unwavering commitment towards delighting customers, keeping in line with the company's values. These accomplishments also manifest our capabilities of bringing best-engineered marques to Sri Lanka. The introduction of the Service Bookings & Online Payments for Mercedes-Benz Customers via the DeX Automotive App and Dedicated Service Advisor concept are our latest initiatives to enhance customer experience for our valued customers. At DIMO, we always strive to equip our staff with Mercedes-Benz AG global training to enable them to create an exceptional customer journey from start to finish."

As the only authorised Mercedes-Benz AG Service Centre in Sri Lanka, DIMO has invested heavily in their state-of-the-art Mercedes-Benz facility known as DIMO 800, The Mercedes-Benz Centre of Excellence. It is equipped with Mercedes-Benz AG recommended special tools and equipment, software updates, repair guidelines and processes, Mercedes-Benz Service 24h island-wide Roadside Assistance, computerised vehicle maintenance records and many other services, all of which have been deployed with the aim of ensuring that the safety of the vehicle is guaranteed every step of the way.

The usage of Mercedes-Benz genuine parts provides peace of mind for the Mercedes-Benz owners while ensuring safety and performance of the vehicle, an exceptional quality and outstanding price / performance ratio with an extended mileage. DIMO's Mercedes-Benz Service Facility only uses Mercedes-Benz genuine parts for all repairs and services hence guaranteeing the best resale value for the customers. Moreover, DIMO is the only authorised agent for Mercedes-Benz in Sri Lanka to facilitate the Mercedes-Benz AG Global Manufacturer Warranty for Mercedes-Benz vehicles in the country.

Proper care and handling are of utmost importance for a Mercedes-Benz vehicle and that is why DIMO ensures that only the Mercedes-Benz AG trained technicians / certified members handle and service each and every Mercedes-Benz vehicle. DIMO understands the importance of its well-trained Mercedes-Benz AG certified technicians, hence invests extensively in its human capital to ensure that their customers get the best experience. These training facilities range from regular online training to manufacturer and in-house training via DIMO's Mercedes-Benz Certified Trainers. DIMO appoints a Dedicated Service Adviser to stay in close contact with the customer at all times and provide regular updates throughout the journey of the customer's Mercedes-Benz repair or service. It plays a key role in building and strengthening the trust and relationship between the customer and DIMO. The genuine care, expert workmanship of Mercedes-Benz AG-trained Technicians and the international standards made DIMO the preferred choice for its valued customers.

Mercedes-Benz service facility of DIMO was recently recognized as the 'Only Mercedes-Benz AG Certified General Distributor' Workshop for Body & Paint Repairs in South East Asia, as well. DIMO is the first General Distributor in South East Asia to receive this certification. DIMO 800 is the only Mercedes-Benz Service facility in Sri Lanka equipped with the latest technology and technical experts to cater to all Mercedes-Benz vehicles according to Mercedes-Benz AG international standards.

Jeep club expedition 2020



The Jeep Club of Sri Lanka (JCSL) recently concluded its 6th annual expedition, an event that aims to both engage and challenge members with a combination of scenic routes and undiscovered paths in the country.

Speaking at the event, Jeep Club of Sri Lanka President, Mr. Nalin Premaratna said, "With 19 participant members joining the three nights four days adventure, the successful event upheld the JCSL's commitment to cultivating the exploration of the great outdoors, whilst getting to know like-minded Jeep enthusiasts better during the event". The expedition was arranged from 1st to 4th October 2020 by the JCSL and DIMO, the only authorised distributor for Jeep in Sri Lanka.

This year's expedition was held under the theme "Trail of Majesty", a concept which was crafted to delve into the areas documented as part of the final battle held in Wasgamuwa national park between the Sri Lankan King Dutugemunu, and the invading South Indian King Ellalan.

The annual expedition is one of many ways in which the Jeep Club of Sri Lanka, along with DIMO, gives back to owners of the legendary 4x4 brand. Each year, owners of Jeep 4x4s are presented with challenging, fun and educational routes that allow them to fully embrace the extraordinary lifestyle that these off-road machines enable.



Speaking on the expedition, Group CEO of DIMO, Mr. Gahanath Pandithage stated, "It's been a fascinating experience for all members of the Jeep Club of Sri Lanka. Being able to gather together our Jeep owners and their families and have them bond together while exploring new routes within the country has been very interesting, and we look forward to supporting next year's event in a similar fashion."

With much of Sri Lanka's natural beauty remaining off the beaten path, it's the commitment of JCSL to encourage the responsible exploration of areas that can only be enjoyed and accessed by these unique luxury 4x4 lifestyle companions.

The first day commenced with an early start-time of 6:30 am, where the adventurers and their families were treated to a buffet breakfast at the Silver Ray Restaurant in Pelmadulla. Each of the

participants were briefed on the route and activities for the day before the convoy set off on their quest.

Each year the committee of the JCSL pays careful attention to the route that is taken. With an eye for selecting the most scenic surroundings, committee members plot the course beforehand, trying to select routes that are left undiscovered by the majority of travellers. This year was no different, with the convoy snaking towards Agrapathana, over the majestic Balangoda Mountain range and over the breath-taking Fordyce Gap. Day one Lunch was served at "Iona Villa" in Agrapathana where fellow Jeepers had an opportunity to relax and unwind.

Afterwards, the convoy made its way to the Grand Hotel in Nuwara Eliya, where JCSL members and their families had the chance to socialize and enjoy a lively evening with each other at a hosted BBQ night.

While day one had served as a warm-up with plenty of scenic paths travelled, day two promised to up the ante in terms of exploring the capabilities of each Jeep. However, before that, the committee members of the JCSL had plotted another scenic and relaxing drive for the first half of the day.

The route passed through Kandapola and Ragala, around the Piduruthalagala Mountain range, and down through the Randenigala and Rantambe dams along the historical path alongside Mahaweli River on Raja Mawatha to the final destination – Wasgamuwa.

Before nightfall set in, the owners and their Jeeps had an opportunity to flex their off-road abilities when climbing the 'Lendiyangala Rock' in Wasgamuwa. This challenging aspect of the course enabled the owners of each Jeep to fully appreciate the 4WD capabilities of their thoroughbred machines. One of the highlights of the expedition was that the owners were able to experience the off-road prowess afforded by Jeep's 4WD tech, such as hill descent control, rock mode, 4WD low-range and locking differentials.

Day three of the expedition was spent entirely in the Wasgamuwa National Park. The national park, which is an important part of Sri Lanka's thriving eco-system, is home to large herds of elephants, sloth bears, monkeys, and deer as well as several important species of birds. The park is also known for its role in history, as the battleground of the battle between King Dutugemunu and King Ellalan. The historical and cultural significance of the area was explained to participant members via walkie-talkies, as the convoy journeyed through the park. Thanks to the guided tour, it proved to be an entertaining and educational escape for both young and old.

Members were able to enjoy the diverse flora of the Wasgamuwa National Park, an area which is said to house one of the highest bio-diversities in Sri Lanka with over 150 different floral species. Thanks to the campsite that was booked by the JCSL committee, members were treated to a traditional Sri Lankan rice and curry buffet in the wilderness, arranged by "Lavendish Wild Safari" hotel. Members were also able to take a soothing river



bath in the Mahaweli River, before exiting the park and proceeding to an evening of socialising and a BBQ at the hotel.

First time Jeep Club expedition participants Mr. Primal Wijayanayake and Mrs. Chandri Wijayanayake said "We've been able to try out nearly all the features of our Jeep Grand Cherokee on the route, and has sealed our love for the Jeep brand!"

This expedition, along with the five before it, served as a testament to

the unique qualities exhibited by Jeep's range of vehicles. Following the path and focusing on key locations mentioned in the battle of King Dutugemunu and King Ellalan, this year's "Trail of Majesty" proved to be yet another delightful and educational adventure that, above all, was held responsibly and respectfully.

For over 76 years, 'Jeep'- as the inventor of 4x4, has inspired man to dream and to dare; to go farther, live larger and explore every corner of this amazing world.



DIMO and NTB partner to offer exclusive leasing solutions



DIMO, the only Authorized General Distributor for Mercedes-Benz and Jeep in Sri Lanka, has continued to highlight its strong commitment towards providing customer-centric service with its latest announcement of the partnership with Nations Trust Bank (NTB) to provide faster, easier, and more accessible leasing options for clients purchasing Mercedes-Benz and Jeep vehicles.

The Nations Trust Bank – DIMO Lease Promotion will be applicable for both brand new and pre-owned Mercedes-Benz passenger cars and commercial vehicles, as well as Jeep SUVs sold by DIMO. This exclusive partnership will enable the exclusive clientele of DIMO to gain access to a range of luxurious options to purchase a Mercedes-Benz or Jeep vehicle via easy leasing methods. The availability of a wide array of pre-owned vehicles provides customers a wider selection to choose and customers can expect rapid delivery of their vehicles. The promotion, which commenced on 22nd September 2020, will continue until 31st March 2021.

The partnership offers a Personal Contract Plan (PCP) which allows for flexible payment methods that cater to changing customer needs while letting the customer benefit from a lower monthly instalment. It includes special interest rates for both brand new and pre-owned vehicles with the flexibility to configure the Equated Monthly Instalments with residual values

up to 40% on a repayment period spanning up to five years. In addition, DIMO will offer preferential prices exclusively to Nations Trust Bank customers for all Mercedes-Benz and Jeep vehicles. A one year DIMO certified Pre -Owned Warranty and discounts up to Rs.100, 000/- will be applicable for all purchases.

Additionally, a discounted insurance package without owner's share (up to 5 years) and special interest rate of 9.5% are also available.

Rajeev Pandithage – General Manager (Mercedes-Benz) of DIMO stated, "At DIMO, we have a history of constantly searching for new ways to offer our clientele the chance to acquire their dream vehicle at the best prices and with minimum hassle. Through our strategic partnerships and customer-centric promotions, we have had a lot of success in this area. Our latest partnership with Nations Trust Bank is a continuation of these efforts and we are happy to be able to offer the lowest rates in the market so that more clients will be able to afford their dream Mercedes-Benz or Jeep vehicle through DIMO."

Priyantha Samaradiwakara, Senior Vice President – Leasing at Nations Trust Bank commented, "It is with pride that we partner with a premier automobile company such as DIMO. We are constantly looking for ways to provide our customers with the best value and convenience.

Most recently, our game-changing Nations Onsite Leasing proposition has made leasing more convenient than ever before. Customers can now initiate the leasing process at the vehicle sales point and our agents will take care of the rest. This partnership with DIMO will allow our valued customers to take advantage of the collective strength and expertise to own a premium class vehicle through our flexible & convenient leasing packages."

A premier distributor of luxury vehicles in Sri Lanka spanning 80 years, DIMO has cultivated an irreplaceable and a long-standing relationship with vehicle enthusiasts across the country as a result of their impeccable service. As the Authorized General Distributor for Mercedes-Benz and Jeep in Sri Lanka, DIMO has continuously proven its commitment towards focusing on individual customer needs and preferences, by paying attention to detail, and ensuring each client enjoys a hassle-free purchasing experience. In addition to this, DIMO offers after-sales services which are unmatched. All DIMO imported vehicles receive service repairs for every 10,000 km, with factory warrantees, and 1 year warrantees for each repair.

More information on the Nations Trust Bank -DIMO Lease Promotion for Mercedes-Benz and Jeep vehicles can be obtained from any Nations Trust Bank branch or the Mercedes-Benz Centre 'DIMO 800' by calling on 0772 44 9797.

Komatsu Crawler dozer to Katunayake Seeduwa Urban Council



DIMO delivered a Komatsu D39PX-22 Crawler Dozer to Katunayake Seeduwa Urban Council recently. This unit equipped with extra width undercarriage for low ground pressure application and KOMTARAX Remote monitoring system.

This machine will be used to handle garbage at Seeduwa Urban Council garbage dump site and will enhance the garbage handling capacity at the site.

Mr. Chaminda Ranawana – Director, Mr. Chinthaka Basnayake – Product Manager and Mr. Dammika Samaranayake – Manager Applications participated at the handing over ceremony held recently.

KAESER M170 Air Compressor for CPC



DIMO handed over a KAESER M170 Air Compressor to Ceylon Petroleum Corporation (CPC) in Sapugaskanda recently.

This unit is made in Germany with the world-renowned SIGMA PROFILE with a flow rate of 10.5 to 17.0 m³/min (370 – 600 cfm). KAESER M170 unit powers with a perfect energy-saving combination of Deutz engine and

KAESER rotary screw compressor. This unit will be used at the oil refinery plant in Sapugaskanda.

Mr. K.A.K.Kuruppu – Project Manager, Mr. R.M.Ranathunga – Project Engineer, Mr. Harinda Kodagoda – Operations Manager, Mr. Jagath Chandrawanka – Electrical Engineer of Ceylon Petroleum Corporation and DIMO officials participated at the handing over ceremony.



Komatsu Hybrid Excavator redefines construction industry landscape



For the first time in the history DIMO introduced innovative Hybrid Excavators to the Sri Lankan market in October 2018.

Since the 1st ever machine sale in October 2018, DIMO has been able to deliver 33 units of Hybrid Excavators in Sri Lanka as at today, out of which 25 units are to the North Central Province.

The Hybrid Technology was not widely used in the South Asian Region and DIMO made Sri Lanka to become the first country to deliver the most number of units in South Asia. The decision to offer Hybrid machines by DIMO from Komatsu was achieved after much contemplation as they had to evaluate DIMO's capabilities to offer

after sales services for the Hybrid users in Sri Lanka.

One Individual who tirelessly worked towards this achievement is Mr. Asanka Dimuthu Perera – Assistant Area Sales Manager who was able to deliver the first unit to the North Central Province amidst stiff competition and with the challenge to convince customers for the hybrid version. Since then he was able to multiply sales and has managed to deliver more than 25 units in this region with the support and guidance of Mr. Damitha Wickramasinghe – Business Unit Manager.

Following the success of Komatsu Hybrid Excavators, DIMO organized a customer



get-together for the Hybrid Excavator owners in the North Central Province at the Heritage Hotel in Anuradhapura recently. During the event, customers expressed how Komatsu Hybrid Excavators have helped them to maximize the productivity in their quarry sites and contributed towards the growth of their businesses.

Mr. Chaminda Ranawana – Director appreciated the customers for placing confidence with DIMO on this new piece of equipment and elaborated how DIMO has been building relationships with its respective principals and customers over 80 years adhering to our corporate values while providing exceptional after sales services beyond expectations.

DIMO facilitates the Nadugala water supply scheme



Industrial Engineering Division of DIMO undertook the entire scope of supply, installation, testing and commissioning of Backwash pumps, Air blowers, Panel boards and accessories for Nadugala water supply scheme recently.

These pumps are being used to pump water backwards through the filter media, including intermittent use of compressed air during the process of Water Treatment.

DIMO supplied and installed fully-fledged KSB pumps from Germany for this water supply scheme.

Technical training for NWSDB

DIMO Industrial Engineering division conducted a technical training session for the operational and maintenance staff of National Water Supply and Drainage Board (NWSDB) at the Ettampitiya Water Supply Scheme – Badulla District. Mr. Chathuranga Jayarathne – Service Engineer together with the service team of DIMO demonstrated the operations and maintenance aspects of Mechanical & Electrical Equipment and Accessories supplied by DIMO for the Ettampitiya Water Supply Scheme.

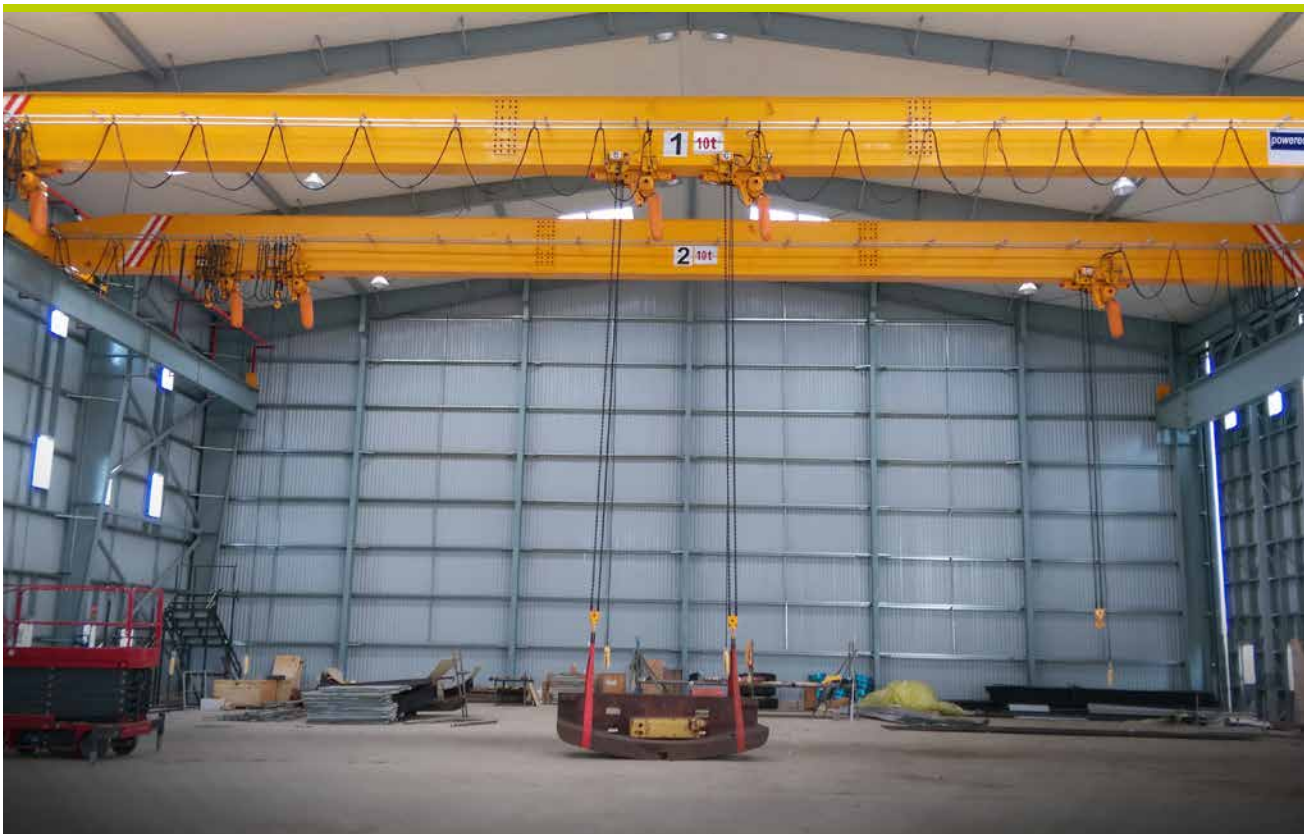
DIMO facilitated the Ettampitiya safe Water supply project by executing the entire Mechanical and Electrical (M&E) scope of work for providing safe drinking

water to the people living in Ettampitiya area of Badulla district. This is one of the largest M&E installation executed by DIMO for the National Water Supply and Drainage Board.

Other subcontractors attached to the project too participated at the training.



DIMO commissions EOT Cranes for boat yard project



Industrial Engineering Division of DIMO undertook the complete scope of EOT crane system integration, site installation, commissioning, load testing and certification of 2 sets of electrically operated overhead

travelling cranes for a local customer.

Each crane system consists of three individual hoists and can carry a safe working load of 10 Tons. Both cranes run on the same bay with a span of 26.3m

and a travelling length of 48m. In order to facilitate different load handling conditions at site, the crane system is featured with advanced, multiple control options that includes wireless remote controls (double joysticks) too.

DIMO opens TATA Embilipitiya service & repair facility

DIMO Kuruwita branch opened its doors to TATA vehicle owners in the Embilipitiya area by inaugurating the Embilipitiya Service & Running Repair facility.

TATA Vehicle owners in this area now have the opportunity to experience quality Genuine repairs & services according to the manufacturer's standards.

The occasion was graced by Mr. Chinthaka Jayakodi, Mr. Hemal Rathnayake, Mr. Deeptha Kumara, Mr. Suneth Ediriweera along with Service, Parts and Sales teams.



Kurunegala Regional Centre opens paint booth & paint mixing facility



DIMO Kurunegala Regional Centre opened a state-of-the-art Paint Booth and Paint Mixing Facility on 29th September 2020 adding value to the Accident Repair and Painting Businesses of TATA Aftersales Division.

The paint material & the mixing facility was installed in partnership with Stadox under Axalta. Axalta has its operations in over 100 countries &

DIMO is the Authorised distributor for the domestic market.

The new facility will cater to the painting requirements of all types & models of vehicles. The occasion was graced by Mr. Ranjith Pandithage, Mr. & Mrs. Gahanath Pandithage, Directors and GMC members along with other staff members of the TATA Service, Parts & Sales teams, automotive component team and support services.



"DIMO Rapid Service" commences operations



TATA Aftersales Division initiated an Express Service concept for Lubrication Services of DIMO Batta (TATA ACE)/ SuperACE (DIMO Lokka) & Cab segments under the brand name of "DIMO Rapid Service" where a lubrication service of the afore said segments will be done within 2hrs from Time of vehicle entering the workshop to the point of invoicing after completion of job.

DIMO Rapid Service was implemented in order to assist the customers to get their services done faster and save their time. "DIMO Rapid Service" was officially launched at DIMO Anuradhapura Branch on the 30th of September 2020 and will be implemented in all other DIMO Service locations in the future.



Kanchuka Vasthra Pooja at Ruwanweli Maha Seya



In order to Commemorate the Birthday of Mr Ranjith Pandithage and bless the DIMO Tribe, the TATA Cluster arranged a meritorious event on 30th September 2020 at the Ruwanweli Maha Seya in Anuradhapura where the highlight was the "Kanchuka Vasthra Pooja". Pahan Aloka Pooja, Kiri Ahara sahitha Sambuddha Pooja, Palathuru Pooja, Shabdha Pooja, Mal Pooja, Suwanda dum Pooja, Kanchuka

Vasthra Pooja were carried out by the GMC members and the DIMO Tribe members on this day.

This was followed by an enlightening sermon by Chief incumbent of Nikaweratiya Nelumgala Temple, Venerable Koralyagama Saranathissa thero at Ruwanweli Maha Seya and concluded with breakfast at the DIMO – TATA Anuradhapura Branch.



DIMO inaugurates TATA 3S facility in Vavuniya

Reaffirming the company's commitment towards creating customer delight, DIMO Jaffna branch opened its Vavuniya Service & Running Repair facility for TATA vehicle owners on 23rd October 2020.

TATA Vehicle owners in this area now have the opportunity to experience DIMO expertise in genuine repairs & services according to the manufacturer's standards. The occasion was graced by Mr. Chinthaka Jayakodi, Mr. Hemal Rathnayake along with Service, Parts & Sales teams. With the new facility Vavuniya branch now operates as a DIMO – TATA 3S Facility.



Free vehicle inspection campaigns

TATA commercial vehicle service teams organized several free Vehicle Inspection Campaigns for TATA Vehicle owners in selected areas.

Kurunegala TATA commercial vehicle service team conducted a vehicle inspection campaign in Polpithigama area. A total of 69 vehicles were inspected and minor repairs were carried out at the campaign premises.

Matara & Mathugama TATA commercial vehicle service teams organized a free Vehicle Inspection Campaign around Beruwala area on 15th August 2020. A total of 39 vehicles were inspected and minor repairs were carried out by the team. A free diagnosis report with discounts for parts on diagnosed repairs were offered during both the campaigns.



Driver training programmes for TATA customers

TATA commercial vehicle sales team conducted Driver training sessions for Lakmee Exports Lanka Pvt. Ltd. and Bitumix Pvt. Ltd. recently.

Training for Lakmee Exports Lanka Pvt. Ltd. was held in Thalawa while Bitumix Pvt. Ltd. was organized at their head office. Over 40 drivers representing both companies participated at the training sessions organized by DIMO.

All the training sessions were conducted by Mr Sanjeewa Sooriyarachchi covering

safety and economical driving skills. The participants were also educated on basic maintenance practices.

Mr Ushan Udumulla (Managing Director – Lakmee Exports Lanka Pvt. Ltd.) participated at the training. Mr Ruwan Pathiraja (Transport Manager – Bitumix Pvt. Ltd.), Mr Gayan Jayasinghe (Finance Manager – Bitumix Pvt. Ltd.), Mr Gayan Kumara (Assistant Factory Manager – Bitumix Pvt. Ltd.) and Mr Sanjeewa Senarathne (HR Executive – Bitumix Pvt. Ltd.) participated at the session.



Record number of vehicle check-ups by TATA commercial vehicle service division



TATA Commercial Vehicle Service Division organized a series of Vehicle Inspection Campaigns for TATA Vehicle owners Island-wide during the month of August 2020.

Overall 13 campaigns Area wise, Fleet wise & Model wise were conducted where over 600 vehicles were inspected with



a view of providing a superior service to TATA customers to maintain their vehicle at optimum condition while attending to necessary adjustments and repairs.

The inspections were conducted free of charge and discounts were offered for customers to get the necessary repairs and services done at subsidised rates.

Free vehicle inspection campaign for DIMO Batta, DIMO Lokka & Cab segment

DIMO Anuradhapura TATA service team organized a free Vehicle Inspection Campaign for DIMO Batta (TATA ACE), DIMO Lokka (SuperACE) & Cab segment around the vicinity of Polonnaruwa on September 05th & 06th 2020.

A total of 214 vehicles were inspected and minor repairs were carried out at the campaign premises. A free diagnosis report with discounts for parts on diagnosed repairs were also offered during the campaign.



Special training on TATA Durafit

A special training was conducted for selected employees of TATA vehicle sales on the newly introduced TATA Durafit product range and the TATA Genuine Lubricant range. The main objective of the training was to create awareness and promote these selected parts. The

participants were given basic training on the selected parts, competition and potential. The training was conducted by Shanaka Gunathilake, Thilina Swarnabandu and Sampath Wijethunga of TATA CV Parts Division. A total of 20 participants attended the training.



TATA Genuine Parts customer awareness session

TATA Genuine Parts Division organized a customer awareness session on 10th September 2020 at Hotel Green Grass Jaffna.

Over 80 participants representing over 30 garages participated for this programme which was led by Mr. Ganesh Palina (Senior Instructor – DATS Jaffna). Customers were educated about new products introduced to the market, importance of using TATA Genuine Parts and how to Identify TATA Genuine parts from fake ones.



Training for TATA Diagnosis team

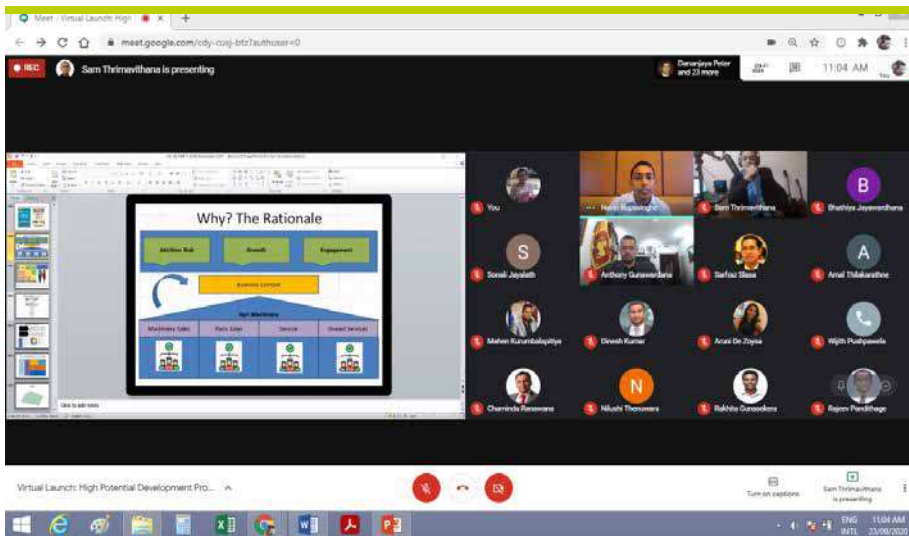


A product training on MINT EURO 4 vehicle models took place recently to enhance the diagnostic knowledge & share the best practises of MINT EURO 4 models.

The training was conducted by Mr. Prageeth Gunarathne and 60 participants took part in the training. Participants included service advisors, foremen, technicians & electricians of TATA commercial vehicle division representing all branches.



High Potential Development Programme 2020/21



DIMO's HR Team launched the High Potential Development Programme 2020/21 virtually via Google Meet on the 23rd of September 2020, enabling all

Department Heads to log in and discover more about this initiative.

The introductory session was conducted

by Navin Rupasinghe (Head of Employee Engagement & Transformation) focusing on the purpose of the program and how it helps the development of the DIMO Tribe as well as the organization. He further elaborated on what it takes to identify a High Potential as well as the usefulness of internal candidate readiness.

The objectives, framework and outcomes of the program were then briefed by the Lead Facilitators of the High Potential Development Programme and they also described the best practices adopted by other organizations when facilitating a Hi-Po Development Programme. They also clarified the responsibility of the department heads/direct supervisors and how it helps in ensuring the success of this initiative. The programme came to a closure after a short O&A followed by closing remarks by Mr. Rupasinghe.

Basics in Business English graduation & launch of e-module

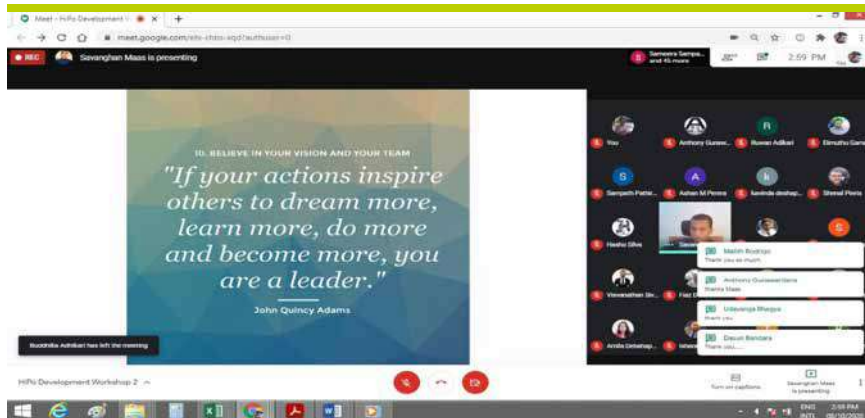
The Graduation ceremony of the first programme of DIMO's up-skilling & cross-skilling Initiative was held recently at DIMO's main boardroom. 31 participants who successfully

completed the programme received the certificates. This programme was conducted by DIMO's internal trainer pool, and all the content, material and presentations were developed in house.

We congratulate the Tribe members who have shown continuous commitment, and successfully completed the programme.



First session of the High Potential Development initiative



The first series of Workshops of the High Potential Development Programme 2020/21 were facilitated virtually via Google Meet by a panel of external trainers on the 7th & 8th of October 2020. This is an initiative taken to build the capacity of identified employees, to lead the organization into the future, through challenging their views about management, expanding their horizons,

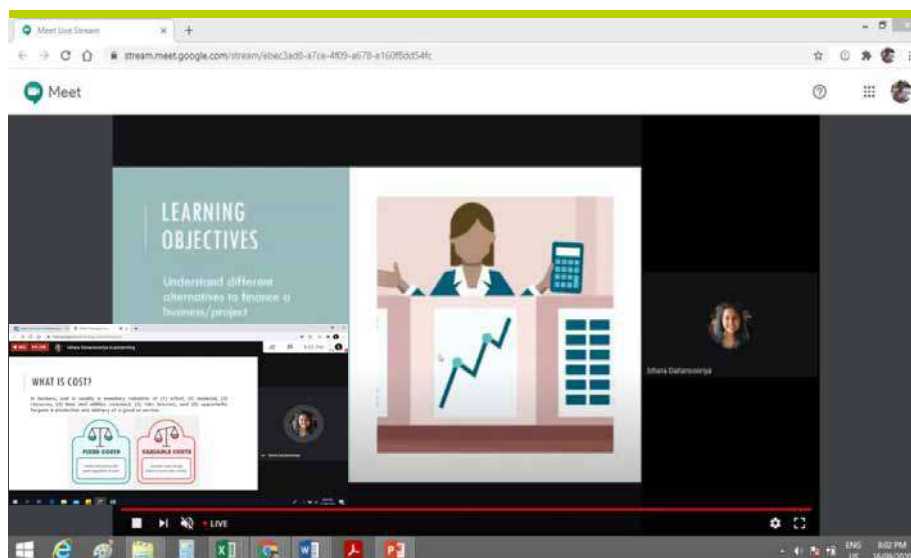
and enhancing their understanding on the relevance of their role in today's context, while subsequently identifying their talent as a leader. The workshop commenced with an introduction to the program and facilitators by Mr. Navin Rupasinghe (Head of Employee Engagement & Transformation) and was followed by a series of interactive sessions throughout the day.

Logistics department employee training

Mr. Mohan Palliyaguru, a well known Corporate Trainer and a Public speaker conducted a session titled 'You are born to succeed' for our tribe members of the Logistics Department, on the 5th of September at the DATS Weliveriya Premises. This session was an interactive one, highlighting the importance of having a growth mindset, thinking out of the box and working together as a team to achieve a common goal while improving oneself. The program ended with the recognition of few team members for their unwavering commitment towards the organization.



Training on finance for non-finance professionals



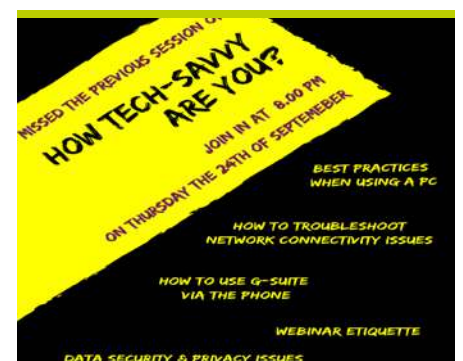
Addressing a common challenge that many of our Tribe members face, DIMO's HR team together with the Finance department, initiated a series of sessions under their Up-skilling and Cross-skilling programme, with the intention of enhancing the finance know-how of non-

finance professionals in the company.

The virtual series of sessions were conducted by Ms. Ishara Danansooriya (Senior Accountant) from the Finance department of DIMO for a period of 4 weeks.

How tech savvy are you?

Digital transformation plays an extremely significant role now more than ever. Yet again we face many challenges since we may not be the most tech savvy. Therefore Mr. Anuk Munasinghe (Assistant Manager Projects) from our Internal Trainer Pool, facilitated a duo of webinars covering an array of topics such as best practices when using a PC, how to troubleshoot a network connectivity issue, how to use G-suite via the phone, webinar etiquette and data security and privacy issues via our Google Hangouts platform.



Customer Service training sessions for Mercedes-Benz Sales and Service teams



Being in the game of selling during these tough times is not an easy task. With the aim of grooming the Sales Team to observe

and do things differently while being ahead of the game at all times, Mr. Amithe Gamage facilitated a couple of sessions

for the Mercedes-Benz Sales Team from August to September. These sessions were focused on improving personal branding, understanding the sales process and the buyer's behaviour in order to excel in customer relationship management.

Meanwhile Mr. Amithe Gamage conducted another training for the Mercedes-Benz Service Team based on few identified areas on how to excel in customer service, at the DIMO 800 Auditorium recently.

Trainings for TATA Service and Spare Parts teams



In today's world of business, competition between companies depends not on the product or service they provide, but on the experience that is given to their customers. A workshop titled "Delighting Your

Customers" focused on service attitude & customer care skills development, was conducted for the TATA after-sales service staff by Mr. Mohan Palliyaguru (Motivational speaker Corporate Trainer),

on the 13th of September 2020. Service managers and advisors from all TATA branches attended the programme.

Mr. Mohan Palliyaguru also conducted special training programme on Customer Service for the TATA Parts Counter Sales and Institutional Sales officers on the 4th of October 2020. The objective of the programme was to make the participants understand the importance of the subject, and to develop them on the same. Nearly 50 participants took part in the programme and shared very positive feedback about their learnings from the session.

Selling Skills for Engineers



Employees need more than just a resume to be successful in the field of selling. On top of that, Business to Business (B2B) selling, is a process with its own unique features deviating from the usual selling practices. A series of sessions on B2B selling was organized for CMD Engineers and DIMO Pvt Limited Engineers by Mr.

Amithe Gamage. The first session of the series was held on the 14th of September at the DIMO 800 Auditorium. The session gave special reference to the MEDDIC Process of selling and the series will continue in covering the different aspects of B2B selling.

Logistics & Supply Chain Management training



It is well known fact that supply chain and logistics management is an integral part of most businesses and essential for companies' success. Considering this aspect, a two day workshop was conducted for DIMO Pvt Limited employees by Ms. Gayani De Alwis who is the Global WiLAT Chairperson and by Mr. Priyanga Kiriheena, the Deputy General Manager at Siedles Private Limited.

The workshop emphasized on International Trade Transactions, Methods of Payment in International Trade, Harmonized System Codes and Incoterms and its Obligations, costs and risk involved. The session concluded with an interactive question and answer session and added great value to the participants.




Synergy
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