

COMPANY PROFILE

We are TLS Advertising.

We like to think of ourselves as the best brandsmiths in town.

We are a full-service marketing communications agency based in Nairobi Kenya.

We approach each project with the curiosity of a child, just with a bit more experience, method and precision.

Be curious, talk simple, play fair, share everything.



Driven by curiosity.

Seriously, that's why we like our job so much.

We have been digging up new insights into the consumers' world since 2014.

What matters to them, we've learned to speak their language, what makes them reach out for one brand, and avoid the other.

We are always trying to discover something different. A bit more with every project.

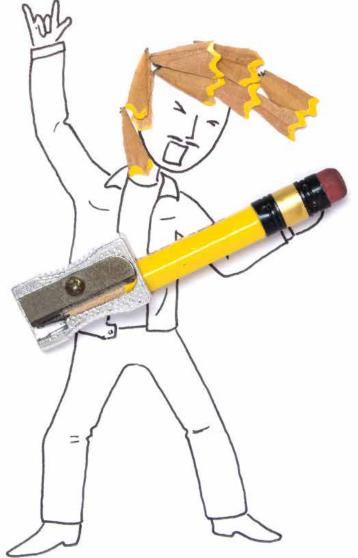


Inspired by creativity.

But, it's never just creativity for creativity's sake.

Using our creative gift, we offer our clients creative solutions that are not only visually beautiful, but tailored to suit their communication needs and deliver real, measurable results. Before taking on any business, we carefully study the client, the product and the market to provide a stable basis for our ideas.

Our creative mantra is **Do amazing, or don't do it at all.**



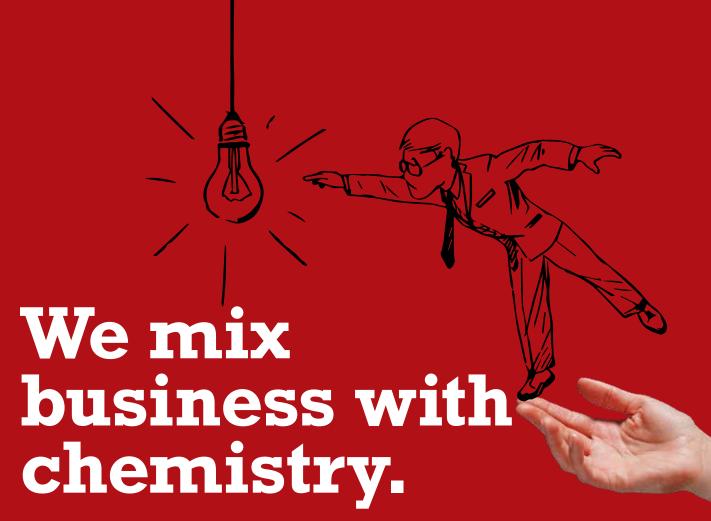
Accompanied by you.

Because a journey is better when shared.

A road trip is amazing for all the stories you can tell. Wind, landscapes, adventures with your buddies. What will make it unforgettable are the people with whom you share your way.

The same is for our projects – we exchange views with our clients and develop with them the tools to improve the connection with their customers.





Human chemistry, that is.

One-night stands can be exciting.

But we like long term relationships even more. No, we haven't read it in a gossip magazine. To make a relationship last, creating a connection is key.

Knowing each other, building a consistent approach, taking an in-depth look at the scenario.

That's why we like to build a good relationship with our clients, to understand their needs and work together on innovation, strategy and brand culture.

And for them to add value through measurable objectives.

So, what's on our menu?

What TLS can do for your brand.

- Advertising Radio, TV, Print, POSM, OOH,
- Branding
- Design
- Social Media Marketing
- Web design & development
- Experiential
- Public Relations
- Production Broadcast (TV, Radio & Social),
 Print & Photography
- Publishing

Marketing/ communication strategy

Media - Strategy, Planning, Negotiation,

Buying & Monitoring







We go where your brand needs us.

Experience has taken us to the biggest cities and the furthest villages in Kenya, Uganda and Tanzania.

Our regional footprint keeps growing by the day.

Some of our notable brands

























Many minds. One vision.

Our key players.



Dominic Murray Managing Director

With over 12 years' experience in advertising, Dominic has rich and varied experiences creating original content for almost any medium, including print, broadcast and digital.

He started his career at Access Leo Burnett, before moving on to 3sixty Creative and Young & Rubicam.

Some of the accounts he has handled include:

Cadbury Drinking Chocolate, Daawat Rice & Spaghetti, Broadways Bread, United States International University – Africa, TechnoBrain, Hyundai, Crown Paints (KE, TZ, RW). Brookside Dairy, Procter & Gamble, Telkom Kenya, Orange, PSI, I&M Bank, Consolidated Bank, CIC Insurance, ICEA, Samsung and Toyota E.A Ltd.



Juliet Kanjukia Digital Lead

Juliet is a digital media enthusiast with over 6 years of experience in digital strategy, project management and content creation.

Prior to joining Toplink Solutions, Juliet has worked at Deviate Media, Creative Y&R and Alternative Agency.

Some of the major accounts she has applied herself

Samsung Mobile, Bank of Africa Kenya, Crown Paints Limited, Kenya Wildlife Service, Infinix Mobile, RMA Motors, Internet Solutions and AAR Healthcare.



Allan Anjeo Creative Director

Allan boasts over 18 years experience in advertising

He has worked with regional, national, and international clients to create, reposition, and grow their brands.

Prior to joining TLS, Allan had worked for Access Leo Burnett, MCL Saatchi & Saatchi and Young & Rubicam (Y&R).

Maior Brands Handled

Barclays, Orange, P&G, Always, Consolidated Bank, I&M Bank, K-Rep Bank, Fast Jet, Crown Paints, National Oil, CIC Insurance, Brookside Dairy, Loreal, Dark & Lovely, Guiness, Chrome Vodka, CCK



George Kimani

Creative Diector

George is a creative with over 20 years of experience, both in Kenya, Uganda and Tanzania. Delivered creative solutions for top companies. Proven record in multi-channel disciplines; extensive background in above-the-line communications, design, promotions, retail and CRM/ direct marketing.

Achievements:

Leading the creative team in winning business at: Nation Media Group at Y&R. Managing the creative team for BAT Africa and Phillips Kenya at Ogilvy Africa. Leading the agency to winning Resolution Health for ScanAd Tanzania. Managing and leading the team in winning Samsung laptop launch range at Access Leo Burnett. Managed as lead Art Director and Creative Head for: CocaCola, Toyota Tanzania, Bat Tanzania, at ScanAd Tanzania.



Stanely Mwichigi

Stanely is a creative business-savvy marketing communications and advertising professional with over 12 years of progressive experience in developing effective strategies and media buying systems which are effective, meet probity standards and conform to best practice which come in handy in achieving organization's marketing goals and objectives. He is excellent in media planning, budgeting and professional guidance to achieve return-on-investment.

Some of the major accounts handled include

UNICEF, Samsung Electronics, Toyota Kenya, Emirates Airline, Telkom Orange, Brookside Dairy Limited, Consolidated Bank, StarTimes Media etc



Agnes Kimani Account Director

Agnes is a passionate, dynamic individual with a proven ability to translate business objectives into winning commercial and marketing strategies.

Her career spanning over the 8 years, cuts across various industries including FMCGs, Manufacturing and Marketing Agency where she held roles in sales and/ or marketing handling research, communications, brand building, category growth among others.

Her experience in both agency and client has made her insight -driven, and often than not, will run all her accounts with a full focus of the business.

Agnes previously worked as the Group Marketing Manager at Chloride Exide in charge of the entire East African Market. Earlier she was at East Africa Breweries Limited (EABL) as Territory Manager and Key Accounts Manager. She also worked as an Account Manager at Neo Marketing - a Below the Line Marketing Agency.



Steve Mbote

Designe

Steve is a young talented artist. If he's not spending time on his 2AM's listening to new sounds, he's stalking design inspirations. Steve studied Fine Art and specialized in Graphic Design at Buruburu Institute of fine arts.

Prior to joining TLS, he worked at The Seed Consolata and Going Platinum Studio.

Major Accounts Handled.

IEBC, Office of the Ombudsman, High Court of Kenya (Milimani), Star Television Network, Chloride Exide, Jamii Bora, Mjengo Ltd...etc



CLIENT: CHLORIDE EXIDE

CHLORIDE EXIDE POWERLAST – 2020 Thematic Campaign

TVC, PRINT, RADIO, OOH, EXPERIENTIAL, PR, DIGITAL, SOCIAL MEDIA, PRODUCTION, MEDIA BUYING





CLIENT: GOODLIFE

ABOUT YOU CAMPAIGN















CLIENT: KWAL - NEW CANE LAUNCH







CLIENT: XPLICO

CORPORATE: DIGITAL VIDEO.

PROBLEM:

Xplico Insurance wanted to send their clients and agents holiday greetings. An ordinary greeting card would not do. They needed something with a personal touch but inexpensive.

INSIGHT:

Face to face is the most personal way of greeting











SOLUTION:

We created a one-minute video message that featured all the staff at Xplico Insurance wishing their clients and agents a happy holiday. No scripts and no rehearsal.

RESULTS:

The video went viral having been shared on WhatsApp platform as well as on the company's social media pages.









CLIENT: CHLORIDE EXIDE

CHLORIDE EXIDE POWERLAST – Thematic campaign

TVC, PRINT, RADIO, OOH, EXPERIENTIAL, PR, DIGITAL, SOCIAL MEDIA, PRODUCTION, MEDIA BUYING

PROBLEM:

Chloride Exide wanted a campaign that clearly demonstrates the superior power of their maintenance-free battery – Powerlast.

SOLUTION:

We put ourselves to the motorists' shoes and after much probing and research, we found out what they really needed in a battery – Reliability.

RESULTS:

Our multi-pronged, through-the-line solution covered all bases and ticked all the boxes. No consumer segment was left behind. This resulted in an unprecedented surge in the product demand. The numerous product stock-outs during the 3-month campaign period was a sure sign of success.





CLIENT: BETIKA

BETTING SHOP DESIGN

INTERIOR DESIGN, BRANDING, CONSTRUCTION

PROBLEM:

Client was looking to diversify their operations by opening physical betting shops that will complement the online betting platform. We were called upon to design and construct a shop that enhanced the user experience.

RESULT:

We designed and built one of the best betting shops in town. This led to the project being replicated in other parts of Nairobi and other major towns in Kenya.







CLIENT: CHLORIDE EXIDE

BATTERIES NATIONAL CONSUMER PROMOTION (NCP)

TVC, PRINT, RADIO, OOH, EXPERIENTIAL, PR, DIGITAL, SOCIAL MEDIA, PRODUCTION, MEDIA BUYING

PROBLEM:

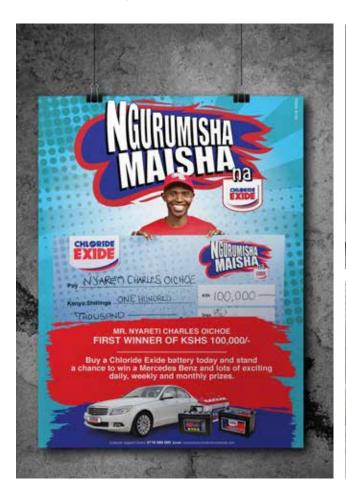
The client wanted to re-energise the fading brand awareness across their entire battery category offering. They also wanted an opportunity to reward their customers who have ensured that the brand remained the market leader for the past 50 plus years.

SOLUTION:

The client's first-ever National Consumer Promotion to create buzz and excitement around one of Kenya's most iconic brands.

RESULTS:

The promotion saw battery sales increase by 105%. Chloride Exide's SOV and TOM awareness rose by 45%. Chloride Exide's battery market share rose from 56% to 64%. Social media following rose by 200%









CLIENT: PONDERS LTD - LINDT CHOCOLATE ACTIVATION







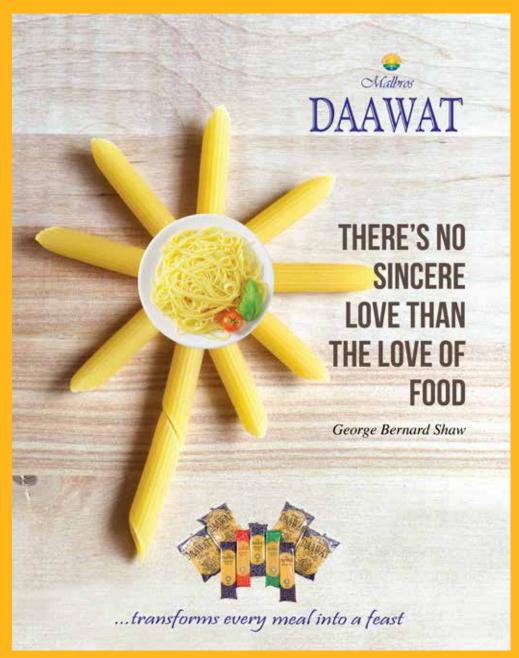


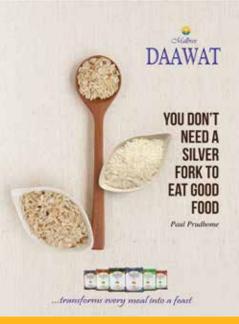


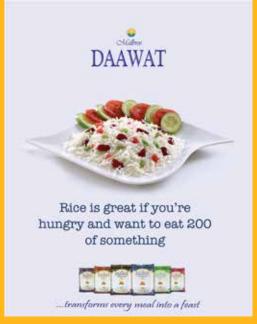


DAAWAT RICE &
PASTA – TACTICAL
COMMUNICATION
OOH, CALENDAR,
POSTER, COLLATERAL
& GIVE AWAY,
GREETING CARDS

Client wanted a feel good idea that would help raise their product awareness as well as increase its TOM among the target consumers.







DAAWAT READY-TO-EAT PASTA – NEW PRODUCT LAUNCH

OOH, CALENDAR, PRINT, WALL BRANDING

PROBLEM:

Client wanted to launch a new range of ready-to-eat pasta in the market. This product is targeted at the busy, upwardly mobile and discerning individual in need of a quality meal that's easy to put together.

INSIGHT:

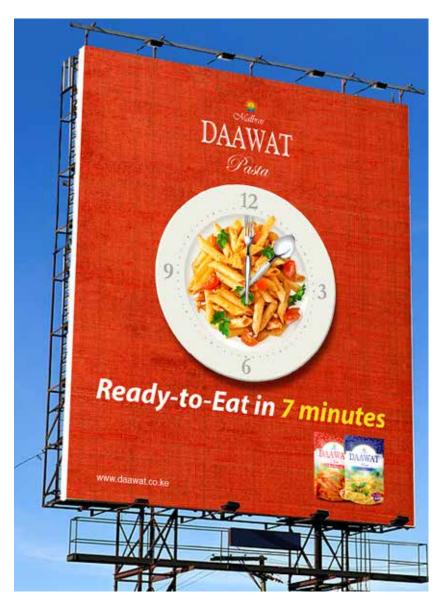
It takes exactly 7 minutes to have this sumptuous pasta from pan to plate.

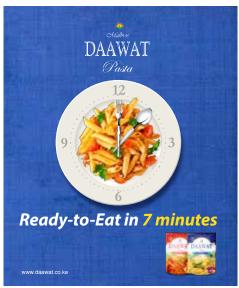
SOLUTION:

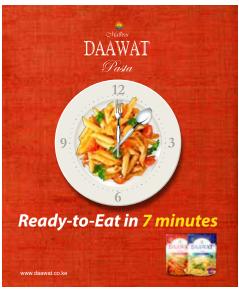
We anchored our messaging on the 7 minutes it takes to have this pasta ready. The result was a powerful visually appealing creative that formed a clock face, with the minute hand pointing at 7.

RESULTS:

Within days of launching, the product was flying off the shelves with supply challenges experienced in select outlets.







CLIENT: CHLORIDE EXIDE

CHLORIDE EXIDE MAXX – NEW PRODUCT LAUNCH

PRINT, OOH, EXPERIENTIAL, PR, SOCIAL MEDIA, PRODUCTION, MEDIA BUYING, IDENTITY & PACKAGING DESIGN.

PROBLEM:

Client wanted an identity, launch strategy and execution of a battery that catered to the unique requirements and needs of the PSV industry.

INSIGHT:

The PSV operator's vehicle has countless accessories that require a battery more powerful than the average motorist's. The battery should be hardy enough to take on the daily abuse metted upon it. There's a genuine need for MAXIMUM POWER.

SOLUTION:

From product naming, packaging design to product launch, TLS Advertising worked with the client to bring to life one of Chloride Exide's fastest selling/growing product yet.



NUVITA DIGESTIVE CAMPAIGN PRINT, OOH, POS, VEHICLE BRANDING, WALL BRANDING

PROBLEM:

Client wanted a campaign to reposition their Digestive range of biscuits. The digestive is a biscuit targeted at the health conscious active grown up who likes a treat every now and then.

INSIGHT:

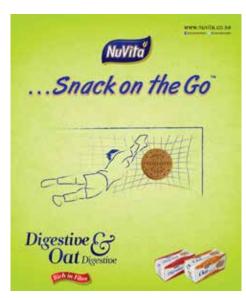
Due to their varied SKUs, Nuvita Digestive is an ideal snack to be enjoyed by those on the go.

SOLUTION:

Using the product shot we created/ composed powerful visuals that inspire one to want to get up, pick up a packet of Nuvita Digestive and go for an adventure!

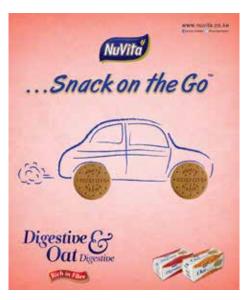
RESULT:

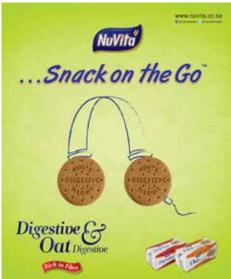
This campaign cemented Nuvita Digestive Position as Kenya's 2nd most popular digestive biscuit, significantly closing the gap between it and the market leader.

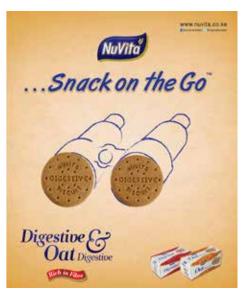












RICO - NEW PRODUCTS LAUNCH PACKAGING DESIGN, IDENTITY, NAMING

PROBLEM:

Client wanted to the market a new range of RTD juices, tomato sauces and pastes. They commissioned us to help them with everything from naming to identity to packaging.

SOLUTION:

We gave the new products a world-class name and look that should see them playing with the big boys (brands), if not in a league of their own!

RESULT:

By the time of going to press, we had not received a conclusive score card on the rookie products' performance!



CEREOS - NEW PRODUCT LAUNCHPACKAGING DESIGN, IDENTITY, NAMING

PROBLEM:

Client was introducing a new range of breakfast cereals into the market. They asked us to help them with everything from naming to identity to packaging.

SOLUTION:

We gave the new product a world-class name and look that should see them playing with the big boys (brands), if not in a league of their own!

RESULT:

By the time of going to press, we had not received a conclusive score card on the rookie products performance!







CLIENT: CHLORIDE EXIDE

CHLORIDE SOLAR - SOLAR WATER HEATING PRODUCTS

PRINT, OOH, SOCIAL MEDIA, PR, VEHICLE BRANDING, PRODUCTION, MEDIA BUYING

PROBLEM:

Client wanted to increase uptake of their solar water heaters among existing home owners as well as those constructing their homes. The communication had to highlight the massive savings in their electricity bills, the superior quality of their products as well as the convenience that comes with installing a CSW.

INSIGHT:

Nothing makes us appreciate heated water more than when we are forced to take a cold shower.

SOLUTION:

We used the dramatic visuals of grown people agonizing under a stream of cold shower. The headline added to the drama by incorporating the "BRRR" device associated with the sound one makes when extremely cold.

RESULT:

By the end of the campaign, the uptake of Chloride solar water heaters had risen by by 15%







NUVITA DIGESTIVE -FEEL-GOOD CAMPAIGN OOH, PRINT, SOCIAL MEDIA, POSM, VEHICLE BRANDING

PROBLEM:

Client wanted a fresh campaign in-line with the product positioning as a biscuit for the active, fun-loving discerning grown up.

INSIGHT:

Nuvita Digestive is a biscuit best enjoyed with friends and loved ones. It is a social biscuit!

SOLUTION:

We didn't look further than our phones to find our inspiration. Today's young adult socializes and shares experiences through their phone. Hence this emoji-inspired piece.

RESULT:

The campaign went viral and elicited quite a bit of talkability on social media platforms.
The client was all smiles!



Digestive Biscuits



Tastes lip-smacking good!



Inuvita biscuits 8 @ nuvitabiscuits www.nuvita.co.ke



Digestive Biscuits



Tastes like love!



... a treat in every pack

CLIENT: JAMII BORA BANK

CORPORATE & TACTICAL CAMPAIGNS

TVC, PRINT, RADIO, OOH, SOCIAL MEDIA, MEDIA BUYING, BRANDING, WEB DESIGN & DEVELOPMENT

PROBLEM:

Jamii Bora Bank (JBB) was transforming from a microfinance institution into an enterprise bank targeted at the SMEs. They asked us to communicate this transformation and help them with this important change of direction.

INSIGHT:

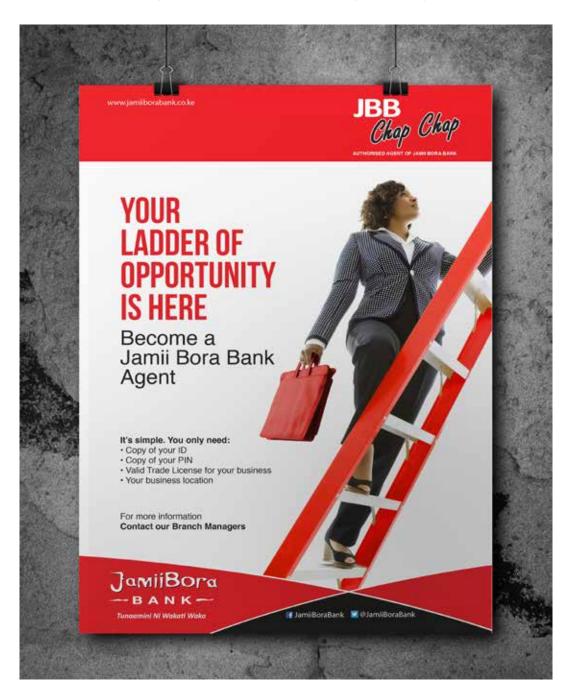
A bank to an entrepreneur/ SME is much more than a place to keep cash – it is a ladder that transports you to your dreams and aspirations.

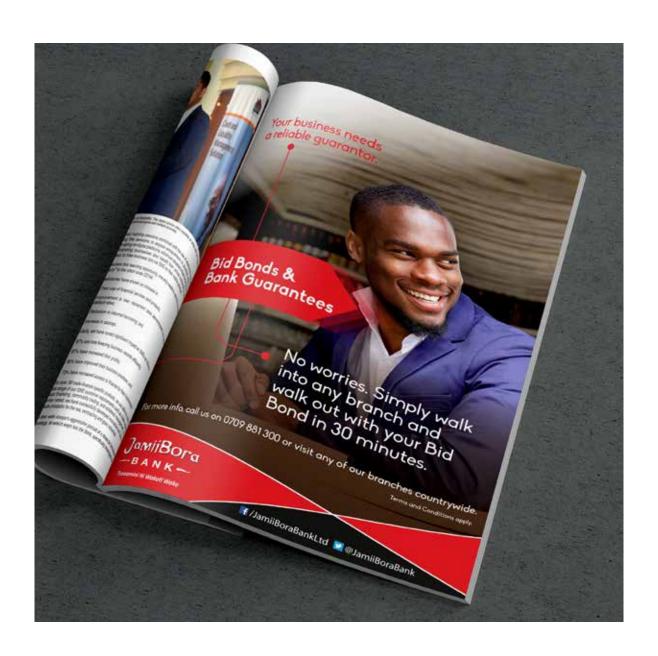
SOLUTION:

We used the ladder analogy to demonstrate JBBs products and services that are tailored to help the SME businessperson to achieve growth that they so yearn.

RESULT:

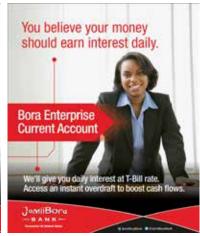
A marked improvement in client sign-up was realized by the bank during the campaign period.

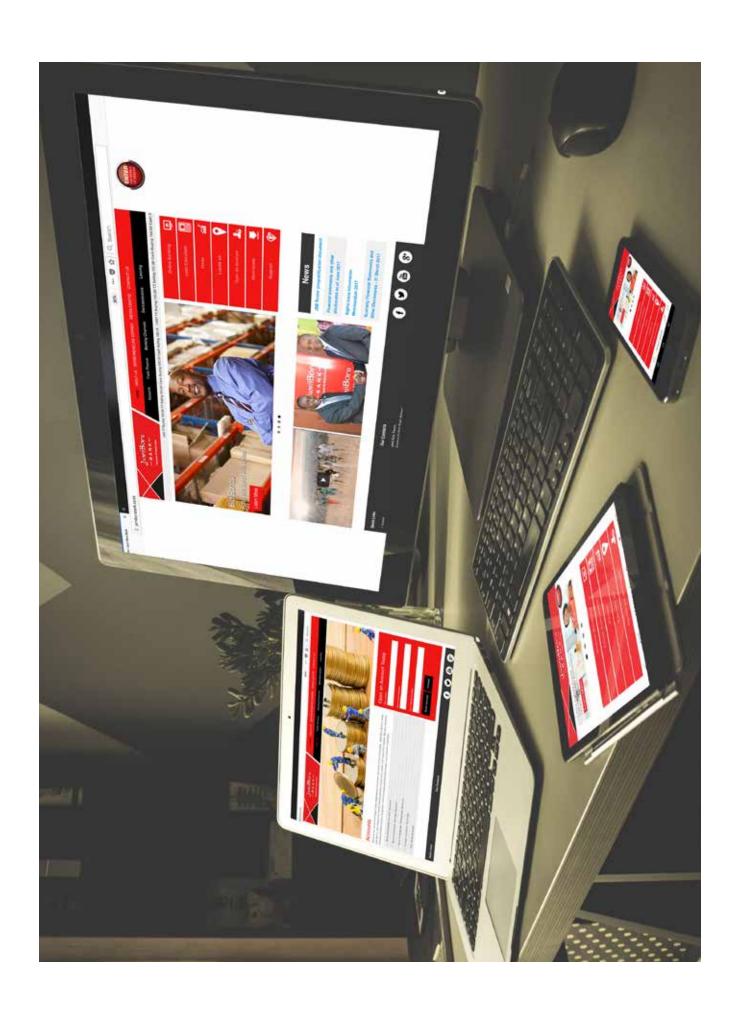












CLIENT: JAMII BORA BANK

JAMII BORA BANK- INTERNAL CULTURE CHANGE PROGRAM

SOCIAL MEDIA, OFFICE BRANDING, WEB DESIGN & DEVELOPMENT, POSM

PROBLEM:

Jamii Bora Bank (JBB) was in the process of transforming from a microfinance institution to an enterprise bank. They were having difficulties convincing the staff to change their ways of doing things. TLS was called in to help with their culture change program.

INSIGHT:

We neede to explore a friendlier/softer way to package the bank's new values to the staff.

SOLUTION:

By using a mascot and deviating from the bank's official communication look and feel, we were able to get through the message to the staff.





-BANK-

CLIENT: KWS

EASTER 2018 SOCIAL MEDIA CAMPAIGN

PROBLEM:

Easter holidays is one of the longest holidays in Kenya and The Kenya Wildlife Service wanted to use this occasion to drive up visitor numbers in their parks. They gave us the challenge and we gladly accepted.

SOLUTION:

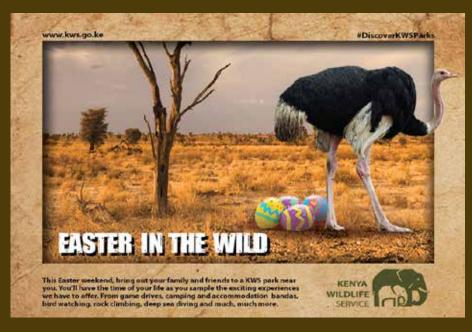
We used the traditional Easter elements (eggs & bunnies) and juxtaposed them into what KWS has to offer.

RESULT;

The result was an outstanding, visually appealing concept that brought the Easter spirit in to the wilderness.







2018 FATHERS DAY - DIGITAL CAMPAIGN





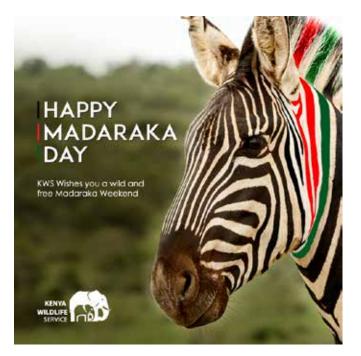


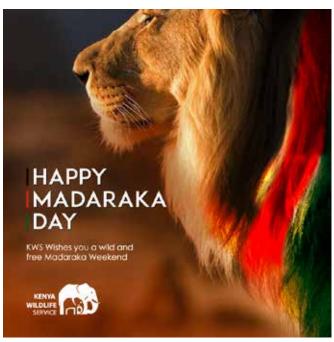


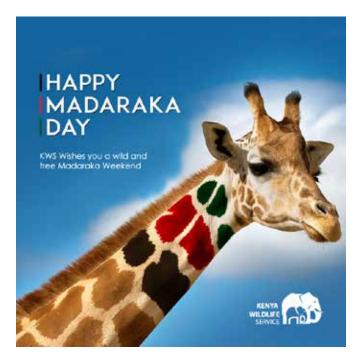


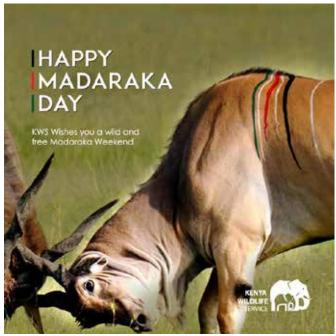
CLIENT: KWS

2018 MADARAKA DAY















CLIENT: CHLORIDE EXIDE

INTERNAL ACTIVATIONS - VARIOUS











CLIENT: GDANE

CORPORATE IDENTITY

LOGO, BRAND BOOK, OFFICE BRANDING, STATIONERY, PRODUCTION

PROBLEM:

G-Dane, an up and coming Kenyan technology company asked TLS to create their corporate identity from scratch.

SOLUTION:

We took up the challenge and delivered a CI that captures the client's aspiration and vision for the company.

RESULT:

One happy client!



