Encouraging Participatory Financing for Scaling Urban Sanitation Solutions in Growing Cities
Making Sanitation More Cost-Effective

David Auerbach
Sanergy
Growing cities struggle to provide sanitation

Ultimately, this is a funding problem

- 1 billion people live in urban slums – this number will double by 2030
- Cities currently pay exorbitant amounts to build and maintain sewer systems that rarely work
- Most cities don’t have the budget to ensure sewers work

$55.77
Per person per year for sewered sanitation

$3
Nairobi’s current spending on sanitation per person per year
How can cities meet SDG 6?

To achieve universal access to adequate and equitable sanitation by 2030

Developing cities need an integrated waste management solution that does three things in an effective and cost-efficient way:

1. Safely capture, treat, and convert waste into usable end-products
2. Sustain communities’ investment in waste management solutions
3. Develop waste-derived end-products that meet market demands
The Sanergy Model

- ~1000 Active FLTs
- 98% renewal rate
- 5K t removed / year
- 100% FS safely treated
- 330t Evergrow sold

Containment | Emptying | Transport | Treatment | Reuse

The Fresh Life Toilet

Product & Service Delivery Models

Markets

Evergrow Fertilizer

Pure Protein
Innovations in Sanitation Financing
To develop a scalable model for urban sanitation provision

Sanergy is pioneering two financing innovations:
1. Reducing the overall cost of sanitation provision
2. Introducing new payers by developing end-products people want to buy.

<table>
<thead>
<tr>
<th></th>
<th>Users</th>
<th>Public/Donor</th>
<th>Reusers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sewers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FLTts</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Annual Cost Per Person, with Total Payment by Actor (USD)
1. Reducing the cost of sanitation provision
Developing an effective, cost-efficient sanitation system

• Lean system that captures as much waste as possible
• System ensures the safe and total containment, collection, and treatment of waste
Future Plans
Developing a suite of sanitation solutions for urban slums

• Piloting alternative ways to capture and collect waste in slums, as well as growing our existing network
• We will be able to offer government partners a range of cost-effective options

Fresh Fit
Pit Conversion to FLT
Pit Servicing
2. Developing end-products to meet market demand

A customer-centric approach introduces new payers for sanitation

- Sanergy develops and sells waste-derived agricultural inputs that meet existing needs
- The customers for these end-products help offset the cost of sanitation provision, reducing what municipalities need to pay.
Promoting an enabling environment
Change sanitation policy for scale

• Empower policymakers to champion sensible sanitation and hygiene policies

• Demonstrate that Sanergy PPPs are more time- and cost-efficient than alternative sanitation solutions, showing that it makes sense for governments to adopt our model
A Solution for Growing Cities
Sanergy offers a cost-effective alternative to sewers

3-5 solutions that cost the public sector less than $10 per person per year

Enhance participatory financing by developing products that meet the demands of urban slum residents

Set the stage for replication through the Kenyan public sector in 2020
Thanks!
david@saner.gy