Cheryl Hicks
Executive Director
A GLOBAL PLATFORM  FOR THE BUSINESS OF SANITATION FOR ALL
We are facilitating business to business partnerships to win!

Accelerating

Co-innovating

Bundling

supporting sanitation business needs for scale & accessing business experts

partnerships between large & small businesses with mutual business interest to create new value

cross sector partnerships for access & distribution between businesses targeting the same customers in the BoP
2016 Cohort Results

Last mile distribution of sanitation via bespoke toilet design and innovative financing mechanism to achieve 100% coverage

Business operations efficiencies, sales & marketing expertise yield 200% increase in toilet sales

Collaboration with mobile money experts & PAYG Solar Sector yields 1st mobile money implementation in sanitation

Collaborative innovation process yields new aspirational container toilet design to address malodour, water use, and enable “no touch” cleaning & collection
Estimating Environmental Impacts of Scaling Up Sanitation

Nimish Shah
Michal Kulak, Niteen Sawant, Henry King

Safety and Environmental Assurance Centre,
Unilever R&D
Results – country level

- Wastewater Treatment Plant
- Twin pit latrine
- Source separation and biogas

Fossil Energy Use [MJ a⁻¹]

Global Warming Potential [MT CO₂eq a⁻¹]
Key Messages

• Technology choices in scaling up sanitation will have important environmental sustainability implications

• If all new toilets are pit latrines this can significantly increase India’s annual GHG emissions

• Source separating biogas toilets can lead to net reductions of impacts

• Closing the sanitation gap with circular sanitation systems can potentially offset greenhouse gas emissions while satisfying significant portion of fertiliser & fuel requirements of India
“Toilet” will change the future!
LIXIL’s sanitation solutions

Kensuke Tomita
Managing Director, External Affairs
Senior Manager, Social Toilet Department
LIXIL Corporation

February 21, 2017
Global housing and building industry leader

$16.8 bn
Sales

80,000
Headcount

150
Sales offices

16
Countries with manufacturing footprint

LIXIL
Link to Good Living

Our Corporate Responsibility Mission
By 2020, improve the livelihood of 100 million people through sanitation and hygiene solutions.

Global Sanitation & Hygiene
Promote and enable access to safe and hygienic sanitation practices, especially for women and girls, while preventing the harmful transmission of diseases to children.

Water Conservation & Environmental Sustainability
Conserve water, energy, and other natural resources utilized in and by LIXIL products and services, including in the supply chain, production, distribution and during end use.

Diversity & Inclusion
- Enhance quality of life and wellbeing for the elderly and the physically disabled through LIXIL products and services
- Harness the intelligence and perspectives of our diverse workforce as an engine for growth and innovation

All figures base on FYE2016
SaTo: Affordable sanitation solution for the developing countries

- Over one million units have been sold to and installed mainly in Africa and Asia, contributing to reducing the need to defecate out in the open.

Over 1 million units

14 countries

Building value chains locally
Deploying models meeting local needs
“Portable Toilet System” for urban slums

- A radical innovation in the field of in-home sanitation
- Collaborate with a service provider for transportation and treatment
“Micro Flush Toilet” for urban and “Green Toilet System” for peri urban areas

- Less than 1L to flush toilet for communities that are facing water scarcity or high frequency of water failure.

- Environmentally friendly waste management system that converts human waste to fertilizer.