SATO-Social business in Africa

LIXIL Corporation - SATO business Division PMO
Sunny (Jinghui) Huang
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Our brands share a heritage of innovation dating back to the 19th Century.
LIXIL HELPS MAKE BETTER HOMES A REALITY

A BILLION PEOPLE USE OUR PRODUCTS EVERY DAY

Construction Methods
Tiles
Solar Energy Systems
Bathrooms and Toilets
Kitchens
Garden Rooms

Housing Exteriors
Entrance Doors
Housing Interiors
IoT Systems
Windows
Smart Water Products
OUR CORPORATE RESPONSIBILITY AGENDA DRIVES PURPOSE

GLOBAL SANITATION AND HYGIENE
SANITATION SOLUTIONS FOR ALL
Improve the livelihood of communities around the world through sanitation and hygiene solutions

WATER CONSERVATION & ENVIRONMENTAL SUSTAINABILITY
NET ZERO
By 2030, achieve a net zero balance between LIXIL’s environmental footprint and the positive environmental contributions created through our products and services

DIVERSITY & INCLUSION
INCLUSIVE FOR ALL
By 2020, establish the culture of diversity and inclusion within our organization and with all employees
THE CHALLENGE: WE HAVE A GLOBAL SANITATION CRISIS

2 B People globally lack access to basic sanitation

$260B Cost globally due to lack of sanitation

80% Of illnesses in developing countries linked to poor water and sanitation conditions

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LIXIL
3 KEYS TO ACCELERATE GLOBAL SANITATION AND HYGIENE INITIATIVES

Providing toilets for 2 billion people (one in four worldwide) who don’t have access to safe and clean toilets

- High quality and affordable toilets, SATO
- R&D pipeline to develop other affordable off-grid toilet systems for BOP

- Advocacy for municipalities, governments and the civil society
- Strategic partnerships with UN organizations, foundations and NGOs

Develop a sustainable sanitation market for developing countries
TACKLING THE GLOBAL SANITATION CRISIS BY INNOVATION

- LIXIL’s unique portfolio of brands, from INAX to SATO, caters to a broad spectrum of consumer lifestyles and needs.

- SATO is an innovative line of affordable toilet and sanitation products designed as simple solutions to improve sanitation conditions globally.
SATO toilet products feature a counter-weight trap door that helps to keep out odors and flying insects that can spread disease.

Odor-Free
SATO’s innovative trap doors eliminate odors to keep your home smelling fresh.

No Flies
The self-sealing toilet pan keeps flies and insects away for a safer toilet experience.

Saves Water
Waste is flushed away with as little as 200ml of water.
SATO PRODUCTS AROUND THE WORLD

- **25+** Countries reached
- **2.5M** Units shipped
- **12M+** People using SATO

In Africa, SATO products are currently manufactured in 4 countries, and present in over 15 countries.
SEEK TO BUILD A TRULY SUSTAINABLE BUSINESS MODEL

LIXIL

Product Innovation tailored to the local markets

Providing solutions to improve sanitation

Social business approach leads to a more sustainable model to generate social impact while contributing to the company’s long-term goals.

Partners

Manufacturing under License Agreement, distribution, construction and maintenance.

Job Creation for the local market
SATO STRIVES TO KEEP WORKING WITH THE LOCAL COMMUNITIES AND ROLLING OUT IN AFRICA

› 250,000 units shipped in and to over 15 African countries (as of March 2019)

› Licensed SATO manufacturers in 4 countries:
  • Tanzania
  • Uganda
  • Kenya
  • Nigeria

› Products and outreach adapted to local markets and needs

› Growth market: SATO is committed to helping Africa tackle sanitation challenge