



➤ SATO-Social business in Africa

LIXIL Corporation - SATO business Division PMO

Sunny (Jinghui) Huang

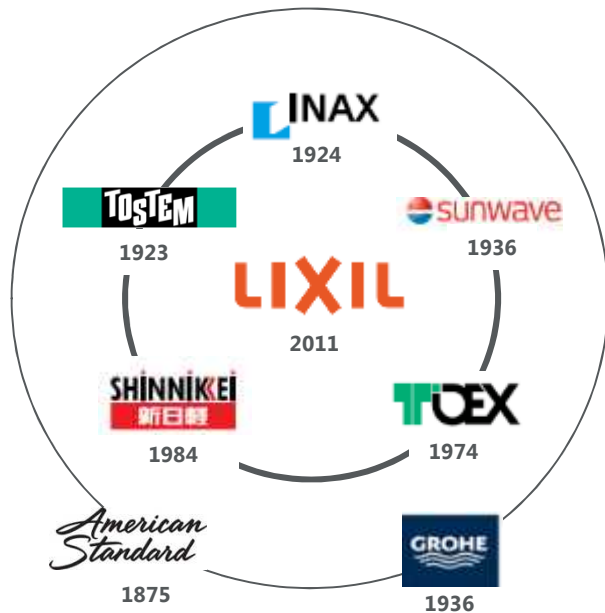
26th August 2019

LIXIL Link to
Good Living

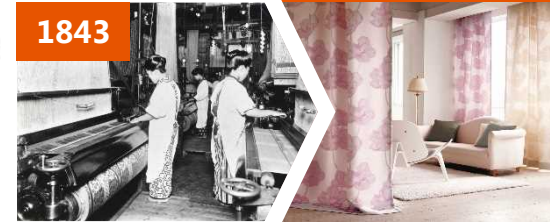
A NEW COMPANY BUILT ON A LONG HISTORY OF EXCELLENCE

LIXIL was created in 2011 through the consolidation of five of Japan's most successful housing and building companies. Since then we've acquired some of the most trusted global brands in our industry.

Our brands share a heritage of innovation dating back to the 19th Century.



1843



INAX

1924



1936



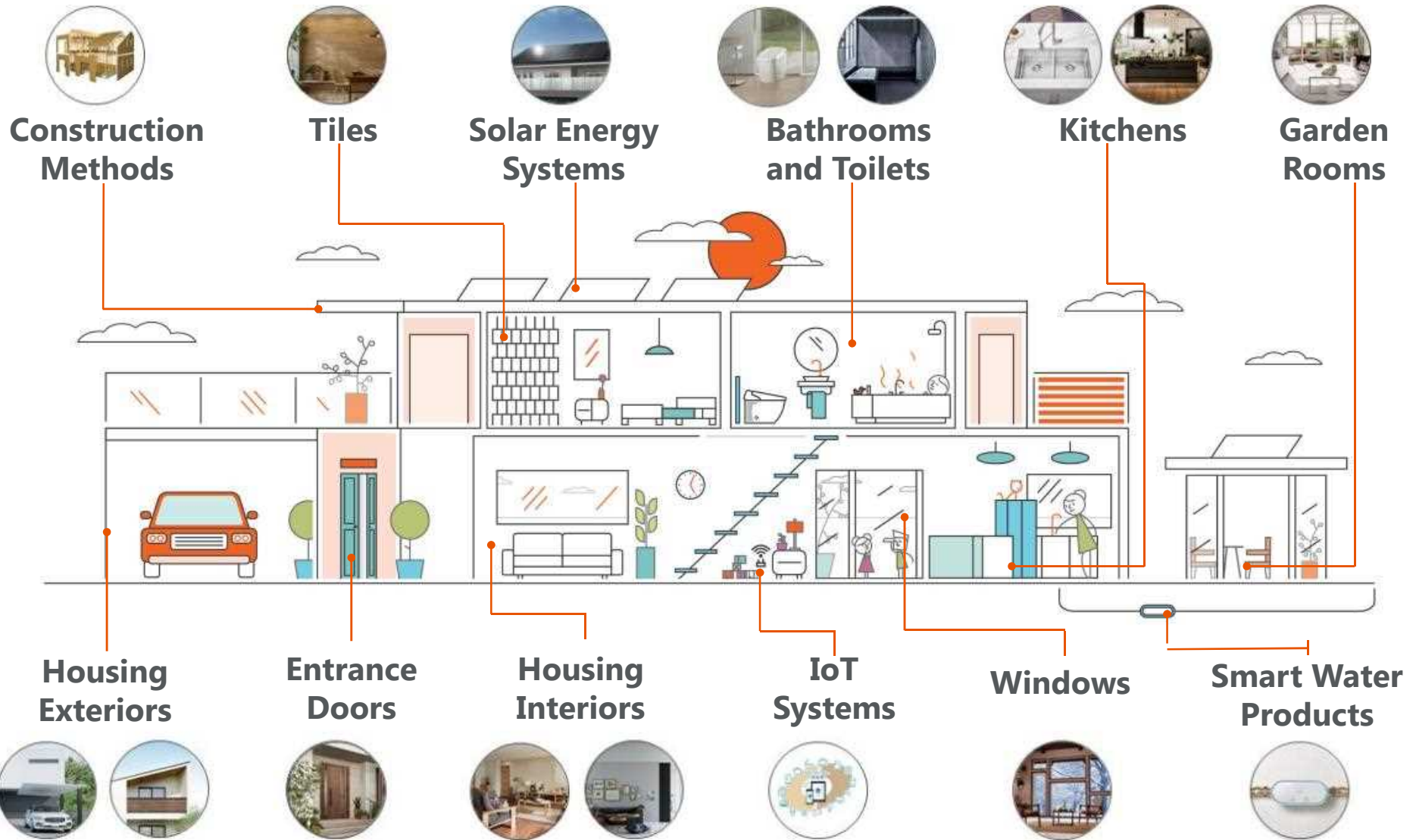
American Standard

1875



LIXIL HELPS MAKE BETTER HOMES A REALITY

A BILLION PEOPLE USE OUR PRODUCTS EVERY DAY



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



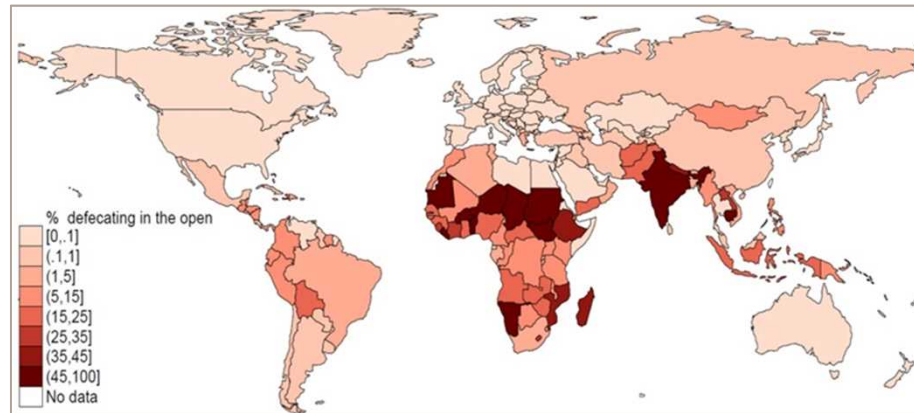
THE CHALLENGE: WE HAVE A GLOBAL SANITATION CRISIS

2 B

People globally lack access to basic sanitation

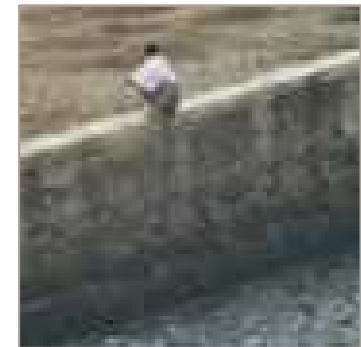
\$260B

Cost globally due to lack of sanitation



80%

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



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

Product innovation

- Advocacy for municipalities, governments and the civil society

Advocacy

Strategic Partnerships

- 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



PRODUCT INNOVATION AS A SOLUTION



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+

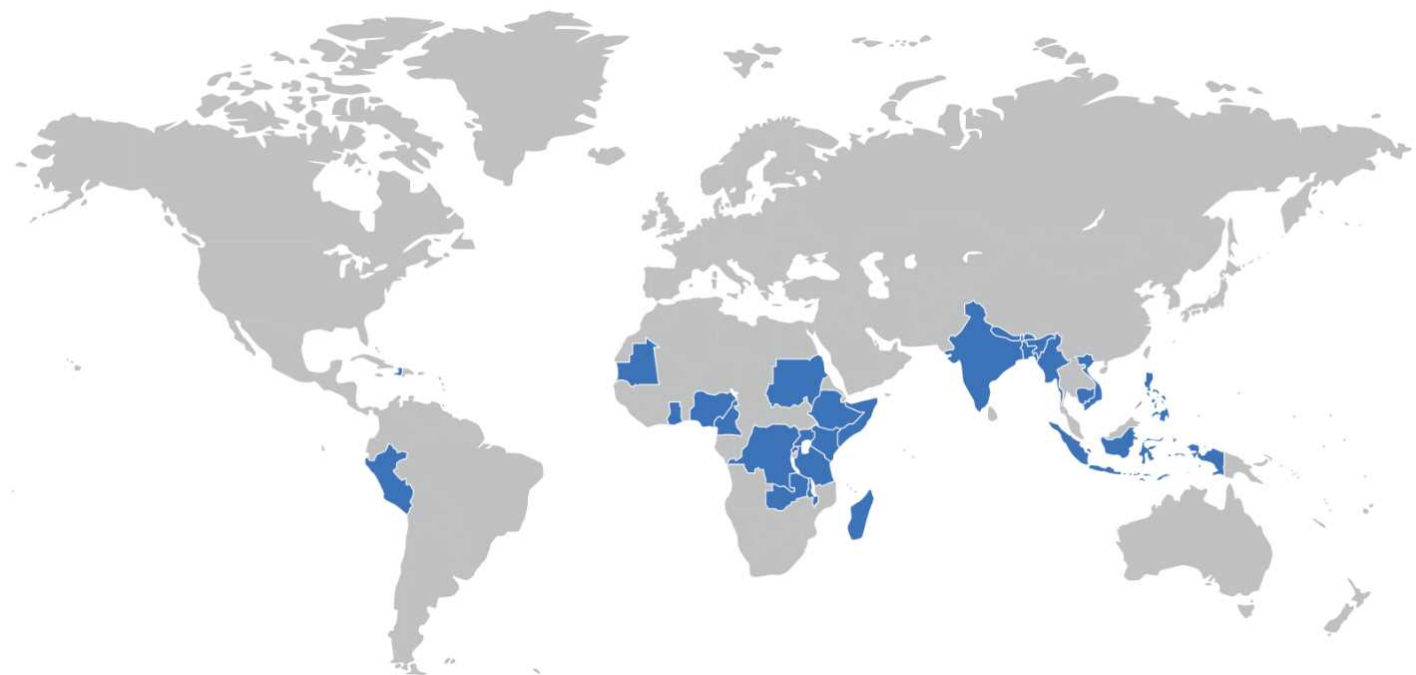
Countries reached

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

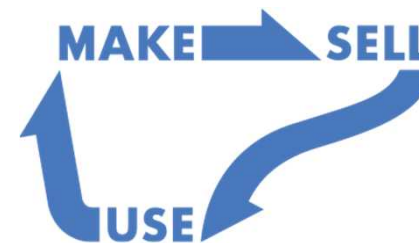
Partners

Manufacturing under License Agreement,
distribution, construction and maintenance.



Job Creation for the local market

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



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**



LIXIL

Link to Good Living