

## > SATO'S 3R STRATEGY

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**LIXIL India Private limited**

April 10, 2018



# LIXIL CORPORATION

A large multi-national housing and building industry leader.



2011  
LIXIL CORPORATION



2009



**AMERICAN STANDARD  
ASIA PACIFIC**  
A premier provider  
of bath and kitchen  
products in APAC



2011



**PERMASTEELISA**  
The global leader  
in curtain walls



2013



**AMERICAN STANDARD**  
The North American  
leader in sanitary ware



2014



**GROHE**  
The global leader  
in sanitary fittings

# ONE BILLION PEOPLE USE LIXIL PRODUCTS EVERY DAY

# LIXIL

Link to Good Living

- \$15.9B Revenue
- \$787M Core Earnings
- Over 150 Countries
- Over 70,000 Employees
- 100+ Years Brand Legacy



No.1

Global market in plumbing-related products



No.1

North American market, sanitaryware



No.1

Global market, water faucets



No.1

Global market, curtain walls



No.1

Japan market, housing window sashes



No.1

Japan market, kitchen systems



No.1

Japan market, entrance doors



No.1

Japan market, unit bathrooms



No.1

Japan market, exteriors

**LIXIL just announced in January that it invests approximately US\$65m in Andhra Pradesh to establish a state-of-the art manufacturing facility.**

# OUR CORPORATE RESPONSIBILITY MISSION

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

**BECOME A COMPANY WE CAN BE PROUD OF, EVOKING RESPECT AND PASSION**



**GLOBAL SANITATION AND HYGIENE**



## 100 MILLION PEOPLE

By 2020, improve the livelihood of 100 million people 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

# STOPPING OPEN DEFECATION AND WATER POLLUTION THROUGH SATO

Our pledge: Provide better sanitation to 100 million people by 2020

## SATO TOILET

› SUSTAINABLE  
BUINESS MODEL

› OVER 1.2 M IN USE



The SATO Toilet features an airtight trap door that quickly seals to block the passage of odors and flying insects.



# SATO: REUSE AND RECYCLE (PLASTIC MANUFACTURING PROCESS)

## › REUSE: SATO products allow use of recycled PP (polypropylene) material

- Recycled material quality rigorously checked
- Poor quality/non approved recycled material not permissible for use
- Zero waste manufacturing process, all the plastic waste is reground and reused

## › RECYCLE: SATO products are made with pure PP material that is easily recyclable

- Latest SATO parts are marked with plastic recycling symbols to facilitate recycling process



# SATO: REDUCE (PLASTIC MANUFACTURING PROCESS)

## › Long lasting

- Patented flap door mechanism tested to 900k cycles, equivalent to approx. 100 years of use for a family of five
- PP material certification



American Standard **HOT WATER TEST**  
Testing Support Group  
520,000 CYCLES

**Cycle Test Data Sheet**

Date	Time	Cycles	Observations / Actions Taken
4/1/13	8:50 am	402,298	RESIST M OS STATION (MANU WELD KENOV)
4/2/13	10 am	433,992	OK ✓
4/16/13	11:16 am	414,051	OK ✓
4/16/13	9:00 am	460,468	OK ✓
4/16/13	11:35 am	416,703	OK ✓
4/16/13	8:00 am	498,987	OK ✓
4/16/13	8:00 am	500,760	off

RFS# 2012-040 Project: **BANGALOREN "BLUE" PAN + DOOR**  
Test Start Date: 3-7-2012 W/ PARANIL Page # 6

**CENTRAL INSTITUTE OF PLASTICS ENGINEERING AND TECHNOLOGY**  
PLASTICS TESTING CENTRE

Test Report No. 384  
Date: 24.04.2017

Polypropylene Pan

**PART C TEST RESULTS**

Sr. No.	Test	Test Method	Unit	Results Obtained
1	Weld Sulfuring Temperature	ASTM D 1523	°C	150
2	Flammability	UL-94	—	Match with V <sub>0</sub>
3	Resistance to Chemicals	ASTM D 543	%	(1) 0.04 (2) 0.02

**PART B**

REMARKS: — NR

NOTE: 1. The results obtained only in the items tested.  
2. The report shall not be reproduced in full part without written approval of the laboratory.

Authorized Signatory: [Signature] 2/2

**Reliability Testing**  
American Standard Testing Laboratory  
New Jersey, USA

**Certificate of testing from**  
Central Institute of Plastics  
Engineering and Technology  
Government of India

# SATO: REDUCE

## › Water consumption

- Decreases hydraulic load in leach pits
- Reduces chance of ground water contamination

## › Resin and packaging materials

- Minimizes resin use while maintaining great quality by expert design
- Minimizes packaging material and size through nestable design

## › Transportation

- Less fuel consumption
- Less emission

## › Water body contamination

- SATO promotes ODF



**MoDW&S: Mashekler Committee** has recognized SATO technology as one of the innovative technology in Sanitation for the year 2016-17 <http://indiawater.gov.in/misc/Docs/EOI-S-%2064.pdf>



# SATO SOLUTION FOR INDIAN TWIN PITS POUR FLUSH LATRINES

## › SATO320 V-Trap System

- **Water saving: Reduces water consumption by 80%**
- Virtually clog free
- Clean, easy pit switching
- Cost and Labor savings
- 8000 units sold since the launch in Oct 2017



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Link to Good Living