

LIXIL'S STRATEGY FOR GLOBAL SANITATION & HYGIENE WITH SATO

Suguru Sakata

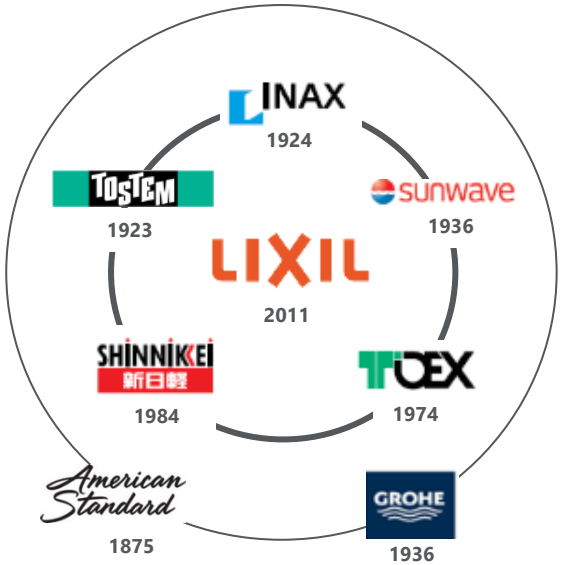
**SATO Business Division
LIXIL Corporation**

Jan 19th 2022

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



1875



LIXIL'S CR STRATEGY

➤ LIXIL strives to improve quality of life in the countries and regions where we operate by focusing on our three strategic pillars that cover global issues requiring urgent action and are closely linked to our field of business.

Global Sanitation & Hygiene

Water Conservation & Environmental Sustainability

Diversity & Inclusion

“Sanitation for All”

By 2025, improve the livelihood of 100 million people through sanitation and hygiene initiatives.

“Zero Carbon and Circular Living”

By 2050, achieve net-zero carbon emissions from housing and lifestyle solutions as well as operations, and become a leading company based on a model that preserves water and natural resources for future generations.

“Inclusive for All”

By 2020, establish the culture of diversity and inclusion within our organization and among all employees.
By 2030, ensure all products and services* are based on LIXIL’s Universal Design concept.

*Scope: Products and services in Japan (as of August 2019)

Goals of the relevant SDGs



STRATEGY FOR GLOBAL SANITATION & HYGIENE WITH SATO

GLOBAL SANITATION ISSUE

1.7 B

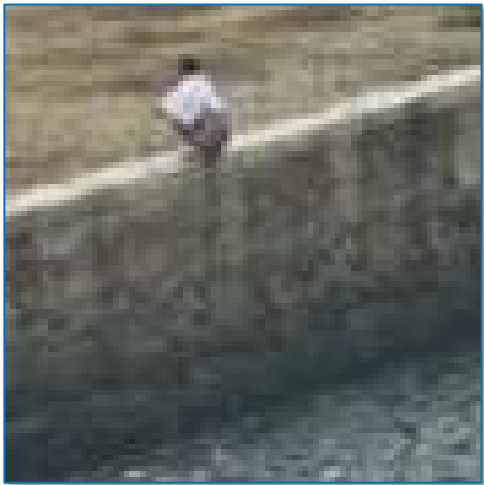
people globally lack access to basic sanitation

\$223B

annual global cost due to lack of sanitation

80%

of illnesses in developing countries linked to poor water and sanitation



TACKLE THE GLOBAL SANITATION ISSUE WITH OUR PRODUCTS

Global Sanitation & Hygiene



“Sanitation for All”

By 2025, improve the livelihood of 100 million people through sanitation and hygiene initiatives.

Goals of the relevant SDGs

3 GOOD HEALTH AND WELL-BEING


5 GENDER EQUALITY


6 CLEAN WATER AND SANITATION


9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

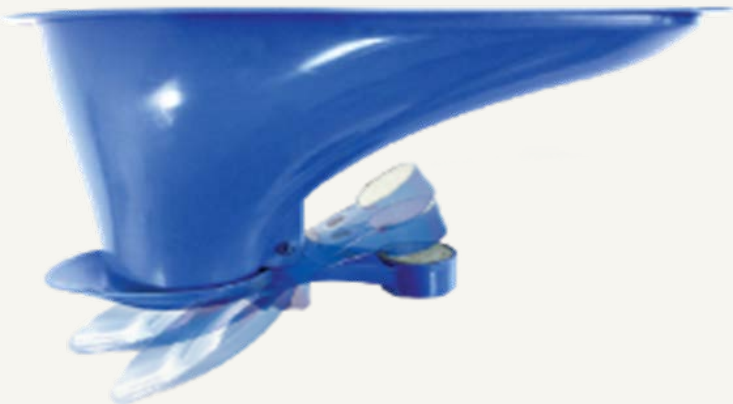

17 PARTNERSHIPS FOR THE GOALS




- › LIXIL has product lineups which can cover all the layers of sanitation.
- › SATO targets people who don't have access to basic sanitation.
- › Among those lineups, especially SATO plays the key role to solve the sanitation issue.

PRODUCT INNOVATION - SATO (SAFE TOILET)

SATO

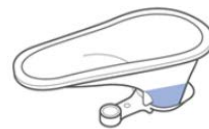


Affordable Price

Simple Structure

Less Use of Water

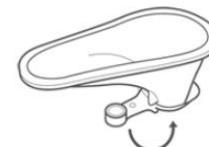
Odor-Free & No Flies



Flush excrement with water



The flap-door will be opened by the weight of excrement and water



The flap-door will close after excrement drops down

SATO Tap

A New Handwashing Solution For All

- Unique design that ensures **less contact**
- Compact and can be used for **both households and public facilities**
- Can easily **accommodate available plastic bottles of different shapes and sizes**
- Provides **easy access to soap, reinforcing handwashing with soap behavior**
- Its trickle action **minimizes water use**, meaning fewer refills, while maintaining steady flow of water
- **Easy and quick ON/OFF operation** for all users, including children



SATO Tap is on
TIME's
Best Inventions
of 2020 list!



SEEK TO BUILD A TRULY SUSTAINABLE BUSINESS MODEL

LIXIL

Product Innovation
tailored to the local markets



Providing solutions to improve sanitation

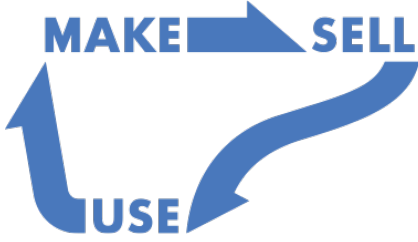
Partners

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 PRODUCTS AROUND THE WORLD

41
+

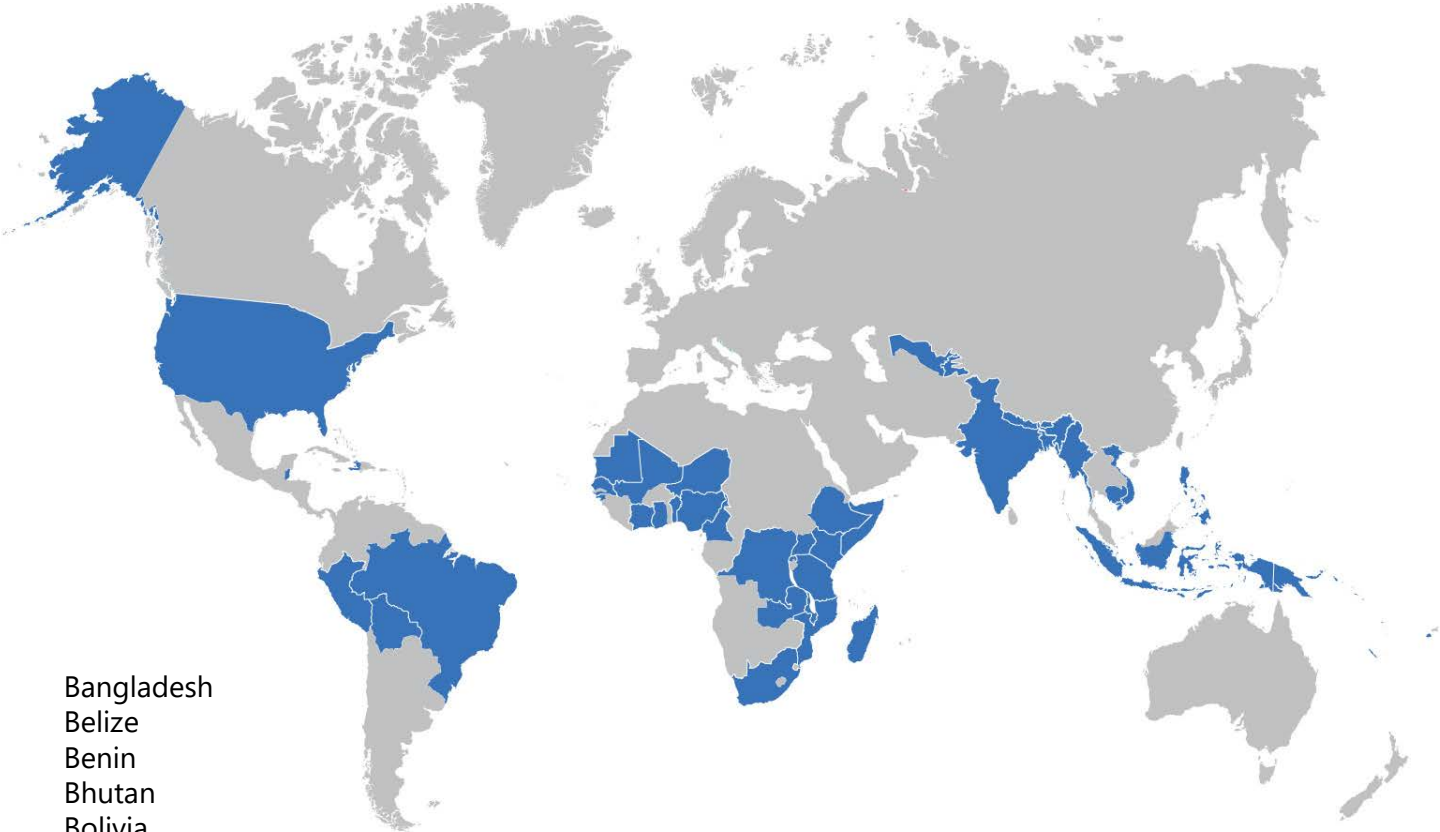
Countries reached

5.1M
+

Units shipped

25M
+

People using SATO



- Bangladesh
- Belize
- Benin
- Bhutan
- Bolivia
- Brazil
- Cambodia
- Cameroon
- Republic of the Congo
- Cote d'Ivoire
- Ethiopia
- Fiji
- Ghana
- Guinea-Bissau
- Haiti
- India
- Indonesia
- Kenya
- Madagascar
- Malawi
- Mali
- Mauritania
- Mozambique
- Myanmar
- Nepal
- Niger
- Nigeria
- Papua New Guinea
- Peru
- Philippines
- Rwanda
- Senegal
- Somalia
- South Africa
- Tajikistan
- Tanzania
- Uganda
- USA
- Uzbekistan
- Vietnam
- Zambia



SATO
Smart, fresh toilets