



Document from the 7<sup>th</sup> Africa Water Week,  
held in Libreville, Gabon, 29 October – 2  
November 2018

*This material is shared as a learning  
resource to promote awareness and good  
practice in the provision, use and  
management of water resources for  
sustainable social and economic  
development and maintenance of African  
ecosystems.*

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A knowledge asset of the African Ministers'  
Council on Water



**PLENARY SESSION DAILY REPORT**  
**(RAPPORT JOURNALIER DE SESSION PLÉNIÈRE)**  
**‘7<sup>TH</sup> AFRICA WATER WEEK’**  
**« 7<sup>IE</sup>ME SEMAINE AFRICAINE DE L’EAU »**  
**29 OCT. – 02 NOV. 2018**

<b>No.</b>	<b>AWW7-2018SS/36</b>	<b>Version No.</b>	01r0			<b>Report Date:</b> (Date du rapport)	01/11/2018
<b>Date:</b>	01/11/2018	<b>Time:</b> (Heures)	2:00 PM	to	3:50 PM	<b>Language:</b> (Langue)	French
<b>Theme:</b>	Toward Achieving Water Security and Safely Managed Sanitation for Africa						
French theme	‘Vers la Sécurité de l’Eau et des Services d’Assainissement gérés en toute sécurité pour l’Afrique’						
<b>Sub-theme:</b> (Sous-thème)	Financing Africa’s SDG 6 Ambitions: Beyond Political Declarations						
<b>Session No.</b>	36	<b>Title:</b> (Titre)	Solutions Arising from the Market to Finance Sanitation: an Overview of WaterAid on the Innoson and Lixil Partnership in Nigeria				
<b>Country:</b> (Pays)	GABON	<b>City:</b> (Ville)	Libreville	<b>Location:</b> (Lieu)	Stade de l’Amitié Sino-Gabonaise à ANGONDJE		
<b>Rapporteur</b> (Rapporteur):	M. Sacha IBOUNDJI MAGAYA				<b>Technical Partner:</b> (Partenaire technique)	SASI GABON	
<b>Further details:</b> (Informations complémentaires)	<ul style="list-style-type: none"> <li>• PowerPoint Presentation (YES) : W.A @ Africa Water Week</li> <li>• Technical Documentation Technique (YES) : Learning brief: An approach to sanitation marketing/ WaterAid: January 2018. Sanitation marketing (SanMark): 2017.</li> </ul>						
<b>Abbreviations and Acronyms:</b> (Sigles et abréviations)	<ul style="list-style-type: none"> <li>• AMCOW : African Ministers Council on Water</li> </ul>						

**IDENTIFICATION OF THE LEAD CONVENER AND CONTACT (IDENTIFICATION DES RESPONSABLES ET CONTACTS)**

<b>Lead Convener (Responsable):</b>	WaterAid
<b>Co-convener (Coresponsable):</b>	Lixil, Innoson Business Group
<b>Contact:</b>	

**SPEAKER IDENTIFICATION (IDENTIFICATION DES INTERVENANTS)**

<b>Moderator (Modérateur):</b>	Mr. MURUGOU (President)
<b>Speakers (Intervenants)</b>	<ul style="list-style-type: none"> <li>• Ms. Nneka Akwunwa (Sanitation Coordinator)</li> <li>• Ms. Ndjimbi Njamba</li> <li>• Mr. ADIGBE (Marketing Developer)</li> </ul>

**SESSION OBJECTIVES (OBJECTIFS DE LA SESSION)**

Sharing WaterAid’s experience with the sanitation approaches arising from the market to scale progress in Africa. Explore the potential of WaterAid’s experience in Nigeria to facilitate partnerships with the private sector across Africa. Sensitize on market approaches and secure collaborations and partnerships to increase the private sector’s participation in sanitation in Africa.

## **SESSION PLAN (PLAN DE SESSION)**

- Objectives
- Overview
- Sanitation in Nigeria
- Sanitation Challenges
- What do NGOs do?
- Financing Sanitation
- Lessons Learned

## **SESSION SUMMARY (RÉSUMÉ DE LA SESSION)**

- Session objectives:
  - Share WaterAid's experience with sanitation approaches piloted by the market to accelerate progress in Africa;
  - Explore the potential of WaterAid's experience in Nigeria in terms of partnership facilitation with the private sector;
  - Introduce market-based approaches;
  - Explore partnerships to increasingly promote the financing of the private sector in sanitation in Africa.
- More than 117 million of Nigerians do not have access to basic sanitation (according to the NORM Survey 2018). Access to sanitation in Nigeria has scaled down between 1990 and 2015 (JMP 2015 Routine Mapping of National Results).
- As sanitation challenges, we can note:
  - Promulgate political orientations at the State level
  - High degree of government's autonomy from the State
  - Little sanitation financing available for entrepreneurs
  - Inadequate favourable environment for the financing of sanitation
- Facing the Challenges:
  - Unified sanitation sector policy
  - Greater coordination between key sanitation actors
  - Adequate and targeted funding for sanitation
  - Capacity building at all levels to support implementation
  - Leader accountability for a better popular implication
- Actions led by NGOs:

"Sanitation as a business": an Innovation in Nigeria. NGOs striving to exploit and propagate sanitation activity profitability, listed below:

  - Changing the mentality of a caritative organization to a market-based approach
  - Stimulate the financing of sanitation
  - Give citizens the means to claim their rights for adequate sanitation products and services
  - Technical support to the government in the form of policies and rules of law to ensure that the government creates an enabling environment
  - Government's leadership is essential to success – creating an enabling environment
  - Building relationships for the lasting of approaches, products and systems supporting growth
- Financing sanitation:

Satisfying the supply and demand in Nigeria through partnerships.

  - Demand from the population
    - Improved and adequate latrines
    - Affordability
    - Availability
    - Sustainability
    - Ambitious
  - Available product in the short term

- Iterative product conception
- Reactive component – SaTo pans
- No production in West Africa
  
- Market sustainability in the long term
  - Negotiate a partnership between Lixil and the Innoson Technical Company
  - Investments
  - Availability of SaTo pans on the Nigerian market
  
- Lessons learned:
  - The targeted financial products are easily made available for entrepreneurs than households – alternative financing options
  - Sanitation companies are increasingly prosperous when there exists at least basic knowledge in terms of production and competencies to lean on – less pilot projects and full scale deployment
  - A pioneer attracts new entrepreneurs in sanitation companies

### **QUESTIONS AND ANSWERS (QUESTIONS ET RÉPONSES)**

<b>Question No.</b>	1	<b>Author (Auteur):</b>	Participant (Rwanda)
<b>Wording (Libellé):</b>	How do NGOs organize, or participate to sanitary waste collection?		
<b>ANSWERS (RÉPONSES)</b>			<b>Speakers (Intervenants)</b>
Waste collection is done by the private sector. Waste is directly dropped in the river, which unfortunately endangers the population and puts it at risk for infections.			Mr. ADIGBE (Marketing Developer)

<b>Question No.</b>	2	<b>Author (Auteur):</b>	Participant
<b>Wording (Libellé):</b>	How do NGOs organize to sustain? And what kind of clientele do they target?		
<b>ANSWERS (RÉPONSES)</b>			<b>Speakers (Intervenants)</b>
We have fixed an affordable price to all our simple products categories or dual models. Our clients are from all classes, from lower to upper class. We donate to the less fortunate.			Ms. Nneka Akwunwa (Sanitation Coordination)

### **CONCLUSIONS OF THE SESSION (CONCLUSIONS DE LA SESSION)**

- WaterAid will have to work 8 times more for the production of 10 000 latrines per day and 1 million per year.
- We are still looking for micro-financing from the government, the State and the private sector to accelerate the project.