



Business concept

From Concept to Implementation: The Safi Sana Story

November, 2015



Ministerie van Buitenlandse Zaken



Limited access to proper sanitation



- >85% has NO access to improved sanitation
- Over 1,800 cases of cholera yearly

Waste dump, lack of capacity



Accra generates 1,700 tonnes of waste per day



Capacity to collect is limited to 65% and treatment capacity is 10%

Shortage of energy sources and nutrients



Growing under capacity in power,

Growing need for nutrients and organics to feed the soil



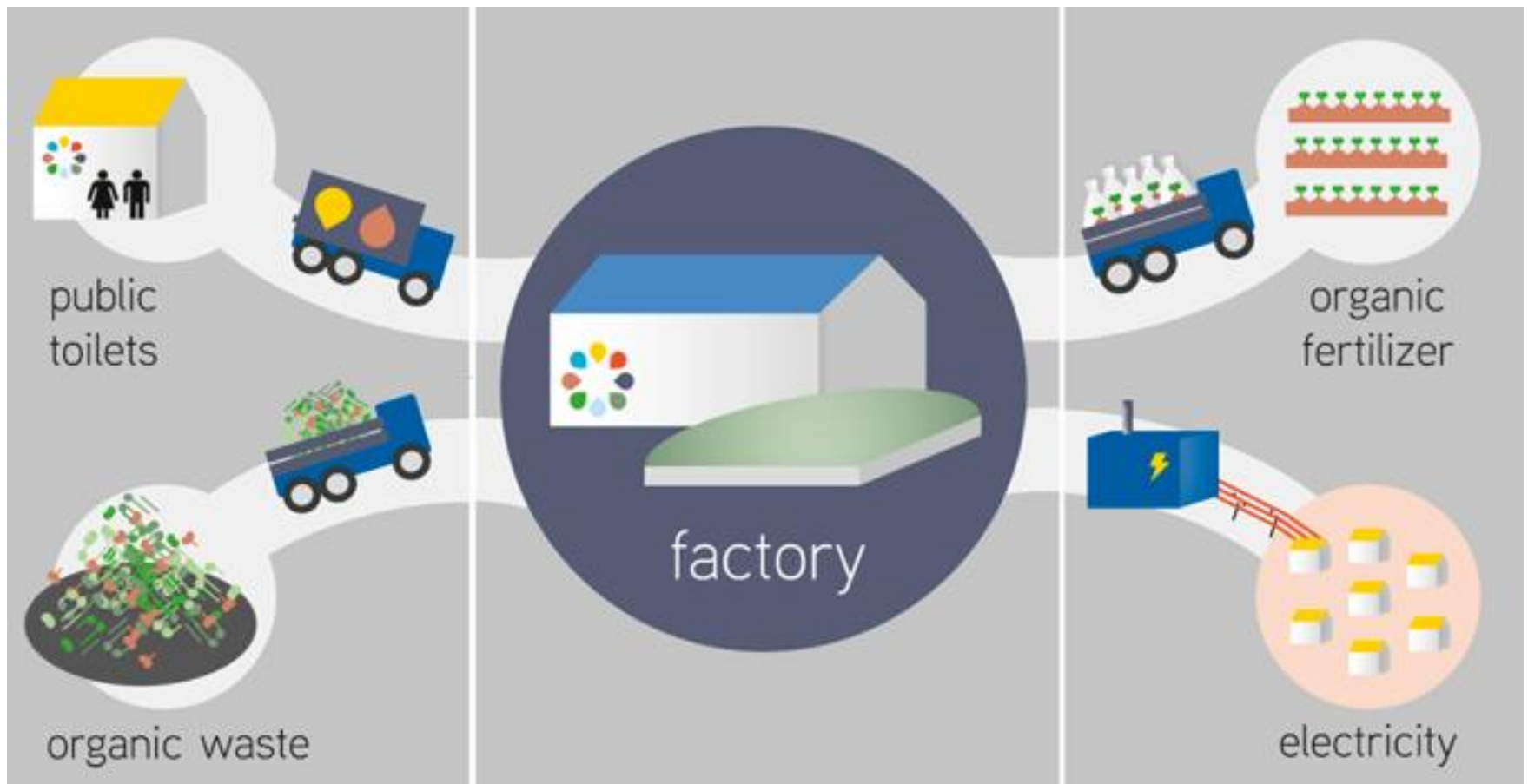
new sanitation | organic farming | renewable energy

The solution



The Safi Sana concept

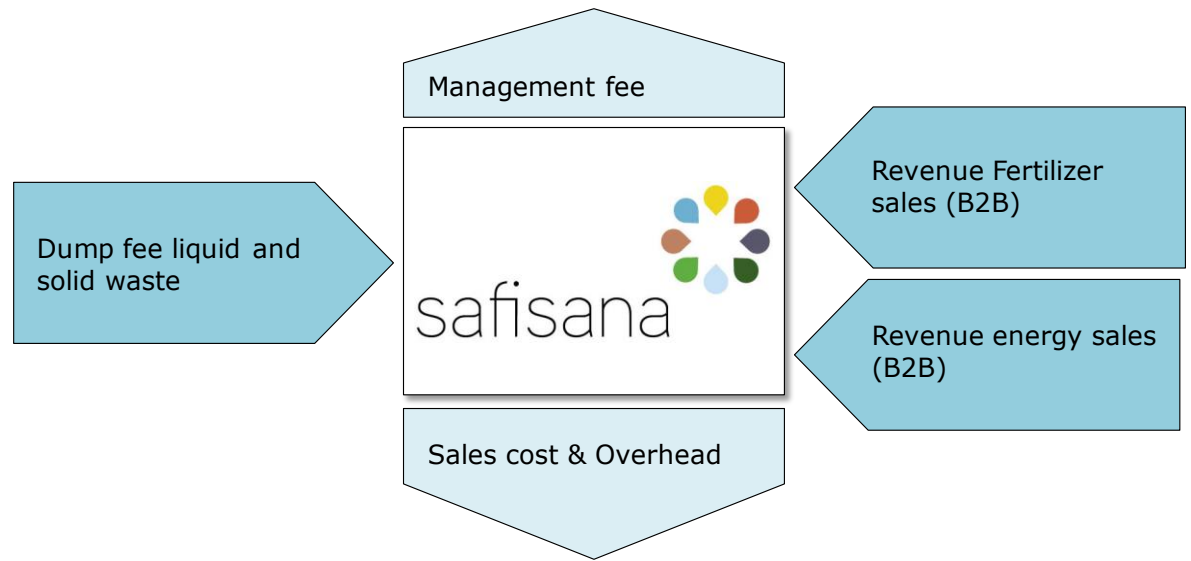
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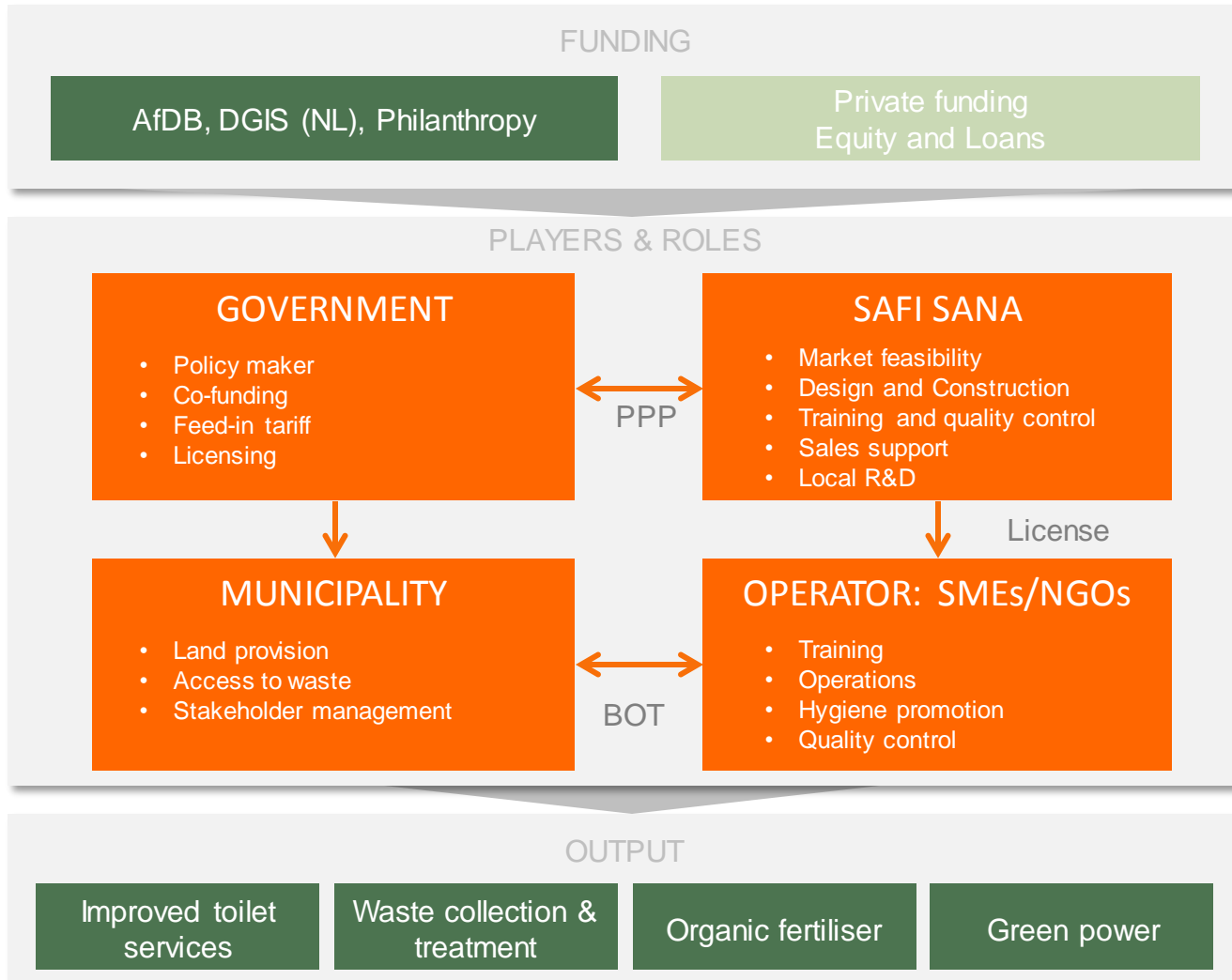
Revenue model



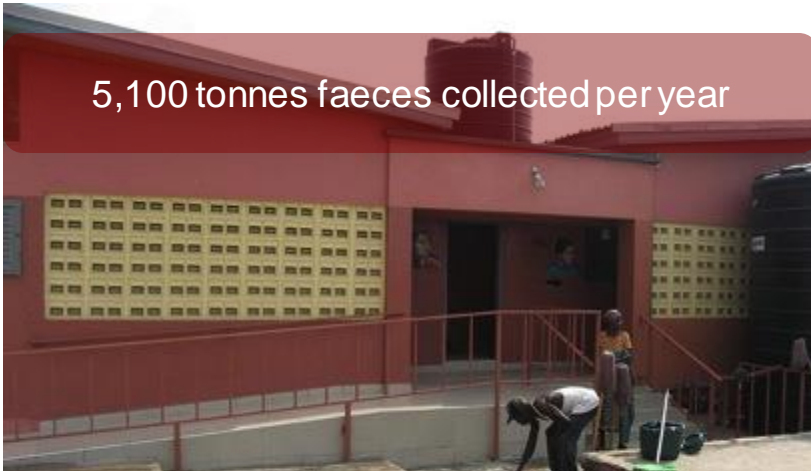
- a. Sale of organic fertilizer
- b. Sale of green power (feed-in tariff)
- c. Waste dump fee for collection and treatment



Project stakeholders



Project impact



5,100 tonnes faeces collected per year

Improved public toilet services &
Hygiene promotion



6,300 tonnes organic waste per year

Organic waste collection

25
TONNES*
OF WASTE
DAILY



Organic fertiliser production

550,000 kg organic fertiliser per year



Electricity production

605,000 kWh electricity production per year

*25 tonnes of waste is our break even scale of

safisana 



newable energy





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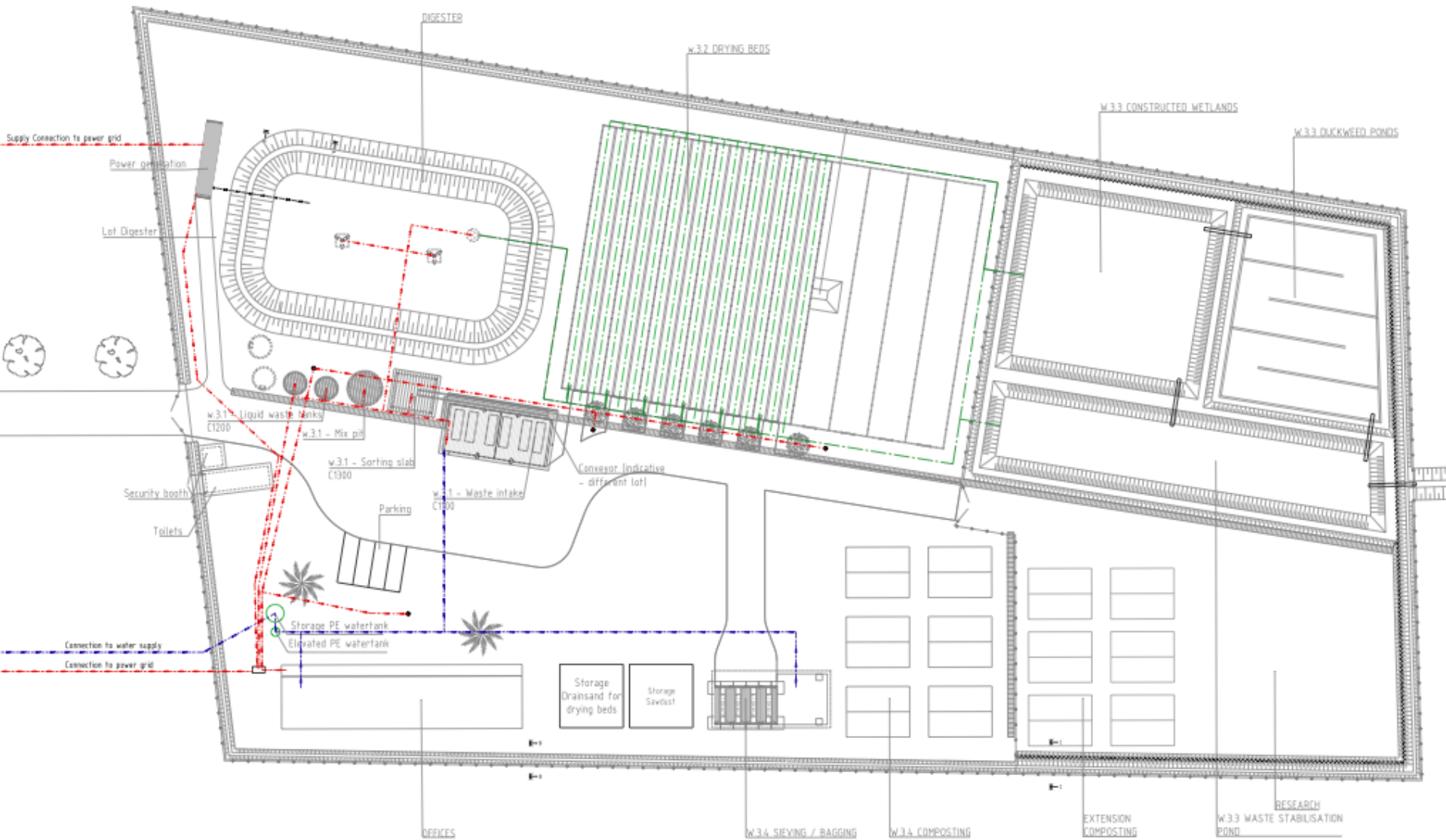












Challenges

QUALITY OF WASTE



Garbage piled up on the bank of the Pinheiros River in São Paulo, due to rain.

- **High Initial Cost (breakeven is still over 5 years!)**

- **Effective channels for subsidizing**

Barriers

- **Turn around for securing permits and licences**

Lack of workable examples

Prospects



- Policy for public participation

- Feed in Tariff Regime

- High Demand for End produce

- Availability of feedstock



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