

# Sanivation

## **SUPERLOGS**

Sustainable Fuel through  
Re-engineering the Waste Ecosystem

APRIL 2020

# SANIVATION'S SUPERLOGS

INCREASED ENVIRONMENTAL AND OPERATIONAL BENEFITS OVER FIREWOOD

Sanivation creates **scalable waste treatment plants** in Kenya that utilize human waste to create sustainable solid fuel through a circular economy approach.

This fuel provides a variety of benefits to both the customer and the local community

Environmental



## Emissions

2 tons of CO<sub>2</sub>e<sub>q</sub> offset per ton of SuperLogs



## Forests

22 trees saved per ton of SuperLogs



## Sanitation

50 people provided safe sanitation, reducing diarrheal disease by 47%

Operational



## Footprint

2x density reduces transport & storage demand and costs



## Diversification

Diversification of supply provider and product



## Reliable

Supply quality and quantity guaranteed

# OUR TRACTION

## OUR CLIENT'S INDUSTRIES



Milk  
Processing



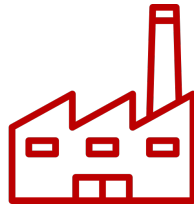
Tea  
Production



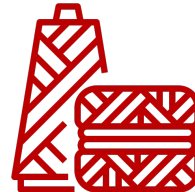
Schools &  
Restaurants



Flower Farms



Manufacturing



Textiles

**2,000 tons**

**sold** since 2018

**43 businesses**

**Returning customers**  
located around Kenya

**4 contracts**

Between customers and  
Sanivation for **year long supply**  
**agreements**

# SIGNING LONG TERM AGREEMENTS

REDUCING PRICE AND GUARANTEEING CLIENT'S SUPPLY



Sanivation encourages our clients to sign 1- to 3-year agreements to guarantee supply even through the rainy seasons.

These longer-term agreements allow Sanivation to plan production and delivery to guarantee you the best price available.

# PERFORMANCE

OUTPERFORMS FIREWOOD IN ALL KEY METRICS

	SuperLogs	9cm firewood
Calorific Value	<b>4000 Kcal/kg</b>	3000 Kcal/kg
Moisture Content	<b>12%</b>	15-60%
Ash Content	<b>10%</b>	2%
Bulk Density	<b>900kg/m<sup>3</sup></b>	460kg/m <sup>3</sup>
Burn Time	<b>4 hours</b>	2 hours

Contact today to try a sample in your boiler, stove, or kuni-booster.

# PRICE COMPARISON

38% - 84% COST SAVINGS FROM FIREWOOD AND LPG

## INTERNAL TESTING

Results of SuperLog performance over firewood:

MASS:	1.5x
BOILING TIME:	1.6x
STEAM:	3x
ENERGY:	3x

% saving per Kwh: 38%

## EXTERNAL CASE-STUDY

One-year actual data at flower farm

	SANIVATION SUPERLOGS	LOCAL FIREWOOD	LPG
Fuel Used per Year	100 tons	365 tons	39,600 Kgs
Price per Unit (KES)	15,000	8,000	230
Costs per Year (KES)	1,499,550	2,920,000	9,108,000
% savings from switching to SuperLogs	—	49%	84%

# SUPERLOGS by Sanivation

Cost-effective fuel alternative to support scaling sanitation services, while protecting the environment



**Have questions?**

Interact with us:

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