

MARKET

AquaSanTec is the market leader in water and sanitation solutions in East Africa. Our innovative products have helped hundreds of thousands of people in nine countries gain access to clean water and hygienic sanitation in some of the most challenging environments in the world. From design to manufacture to installation, AquaSanTec leads the way in affordable, sustainable, and practical water conservation and use. Recognising the need for fully integrated environmental systems, our new BlueflameBioSlurryGas units and GranSilo, grain storage silos are moving more communities to energy and food security.

AquaSanTec group has five main product segments: water tanks, sanitation solutions, green energy, food security and mobility. Each of these segments is represented with top of the line cutting edge brands that provide the most effective solutions to improving the quality of life and enriching the region.

The main objectives of the group are increasing the focus on reaching end users more effectively and secure number ONE position in reach and availability of product.

Also, listed amongst its primary objectives is building sustainable competitive advantages, increasing reach, presence and visibility across key market segments. The offer of comprehensive, synergistic solutions to the buyer is a priority.

ACHIEVEMENTS

The AquaSanTec group, over the year has achieved many accolades and awards. However, their greatest achievement is making a difference in the region and being proactive in providing solutions to the people's sanitation and water needs.

AWARDS

2014

- Superbrands for KENTANK
- QMS ISO Certification

2015

- Superbrands for CRESTANK
- Africa Leadership Award
- World Savers Excellence Award for Water & Sanitation.

2016

- Superbrands for AquaSanTec
- OHSAS Certification
- Certificate for participation in the 1st by the Ministry of Trade and Industry & Private Sector Federation Rwanda
- Award for our continuous efforts and contribution and development in the Industrial sector from the Minister of Trade, and Industry – Ministry of Trade Industry and EAC Affairs of Rwanda
- Award of Appreciation for contribution in the National Agri-Show from the Minister of Agriculture – Ministry of Agriculture and Animal Resources Rwanda
- Award for continued and active participation in management and development of water resources from the Ministry of Natural Resources and Ministry of Infrastructure Rwanda

HISTORY

In 1988, at the age of 52, Mr. Chandu Shah founded Kentainers. He recognised the urgent need for affordable yet reliable

water and sanitation solutions in East Africa. His vision has always been so much more than just a business, he understood the dire need for affordable and durable products and made it his mission to make affordable products that were accessible

to all. Mr. Shah's passion is as strong as ever and he is still actively involved in business at age of 81.

Kentainers initially just catered solely to the Kenyan market.

However, soon expanded to seven East African countries and was re-branded as AquaSanTec.

One man's dream of making a difference, soon became a region's reality, with manufacturing plants in 7 East African countries – Kenya, Uganda, Rwanda, Burundi, South Sudan, Zambia and Eastern DRC.



PRODUCT

AquaSanTec's unique ability to conceptualise, design, and manufacture water and sanitation solutions that meet small-and large-scale needs has made it a household name in East Africa. Their clients, both in the public and private sectors include governments, international aid agencies, NGOs and CBOs, water departments and bureaus and smaller organisations like schools and churches. Our end-users include farmers, students, refugees and IDPs and families.



The AquaSanTec Group specialises in roto-molded products and has manufacturing plants in 7 East African countries. Their innovative products help hundreds of thousands of people gain access to clean water and hygienic sanitation in one of the most challenging environments. From design to manufacture to installation, AquaSanTec leads the way in affordable, sustainable, and practical water conservation. Their products are designed to be low cost, easy to install and use and long lasting.

Their products are often combined into packages to provide a full solution to the buyer. The below are the product range and brands:

Water tanks: AquaSanTec offers both above ground and underground solutions for households, constructions companies, stockists, industries, farmers/growers, hotels and NGOs. KENTANK (Kenya), AFRITANK (Rwanda, South Sudan, Zambia, Burundi and DRC) and CRESTANK (Uganda)

Sanitation solutions: AquaSanTec is able to provide sanitation solution on any scale with the use of the following products: Ekoloo, Ekoplate, Mobilet, Mobislab, SaniSlab, Sato Pan, Septank and Wonderloo,

Green Energy: AquaSanTec revolutionary Blue Flame (Biogas) is the perfect product for farmers.

Food Security: AquaSanTec provides food security solutions to farmers and growers with the following brands: Ast Drip, Fertigation, Permawell, Cattle Trough, Fish Tubs, Grain Silo, Tote Boxes

Mobility: AquaSanTec offers mobility with the HDPE Pipes up to 450mm - Lifeline® and the extraordinary QDesk.

RECENT DEVELOPMENTS

AquaSanTec understands that people's needs keep changing and so do the technologies. Their innovations are constantly supported by advanced technologies from the United States and Norway, along with their continuous research and development allow them to adapt their technologies to unique environments and needs.

AquaSanTec pioneered blow-making technology for the faster production of water tanks and industrial products in the region. This new technology has enabled the development of new products that can be made with

technical precision to meet high standards demanded by customers.

AquaSanTec has also ventured into the production of Water Pipes in Rwanda. The size of these pipes can vary from 10mm to 450 mm.

AquaSanTec has acquired licenses to produce special Qdesk products for schools and SatoPan low-cost safe sanitation products in the African Market.

PROMOTION

AquaSanTec doesn't just rely on their reputation to get the word out. They use public relations, and advertising campaigns to maintain and continue the goodwill with the public. In addition to that they also conduct field activities, participation in various shows/exhibitions, road shows and other such on-ground activities. They believe that long-term engagement and relationship is imperative to their success.

In addition to the above, they also have regular promotions, special offers, bundle / combo offers and payment options through financial institutions.

AquaSanTec works closely with NGOs and Governments to subsidies and help reach those that would normally not have access or can afford clean water and sanitation.

BRAND VALUES

AquaSanTec from its conceptualisation in 1988 has always had a very clear idea of what its values were. They were there to provide a service to the community that was in desperate need of clean water storage and sanitation.

To this day that is still their number one priority.

Vision:

Enriching livelihoods with innovative solutions for clean water, safe sanitation, renewable energy and food security."

Mission:

We are guided by our desire to provide the communities in our region with better and

longer lasting solutions for their water, food security, energy and sanitation needs.



KENTANK

CRESTANK

AFRITANK

Lifeline

HDPE Pipes

Qdesk™

THE DURABLE DESK

Things you didn't know about AquaSanTec

- AquaSanTec as a group processes 1000+ tons of Polyethylene to serve the market need in 9 countries.
- AquaSanTec Group has presence in 9 countries namely; Mauritius, Kenya, Uganda, Rwanda, Burundi, DRC-Congo, Zambia, South Sudan and India.
- AquaSanTec has capacity to produce and supply 2000 tons of products per month using Roto Moulding, Injection Moulding, Blow Moulding and Extrusion process.
- AquaSanTec has been seen by their development partners, industries and agriculture as the leaders and pioneers in their field
- AquaSanTec has recently developed a range of solutions for agriculture sector, both hardware and software related, which includes new methods, process and training.
- AquaSanTec has a unique OneStop Package for small households that address all their basic requirements.
- AquaSanTec has its own design and development center with capacities and resources for undertaking any development project related to water, sanitation, agriculture sectors.
- AquaSanTec collaborates with financial institutions such as Saccos, MFI's and banks to provide the small holders and individuals solution with ease of payment plans.
- AquaSanTec has installed over 10,000 toilets and tanks in various locations in East Africa in the last three years on behalf of major NGOs and UN agencies.