AFFORDABLE

- **√** Affordable for users at a daily fee ≤ 5¢ / pers.
- ✓ A solution for urban slum areas: mobile, easy to retrofit, can be rented.



Photomontage © EOOS: The Blue Diversion Toilet retrofitted for an existing pit latrine in Kampala.

"The toilet is cheaper than building and emptying a pit latrine."

Nakazzi Betty, slum resident in Kampala

«For me as a tenant the mobile toilet is interesting because I don't have to pay an upfront investment, I can rent it.»

Microcredit institute

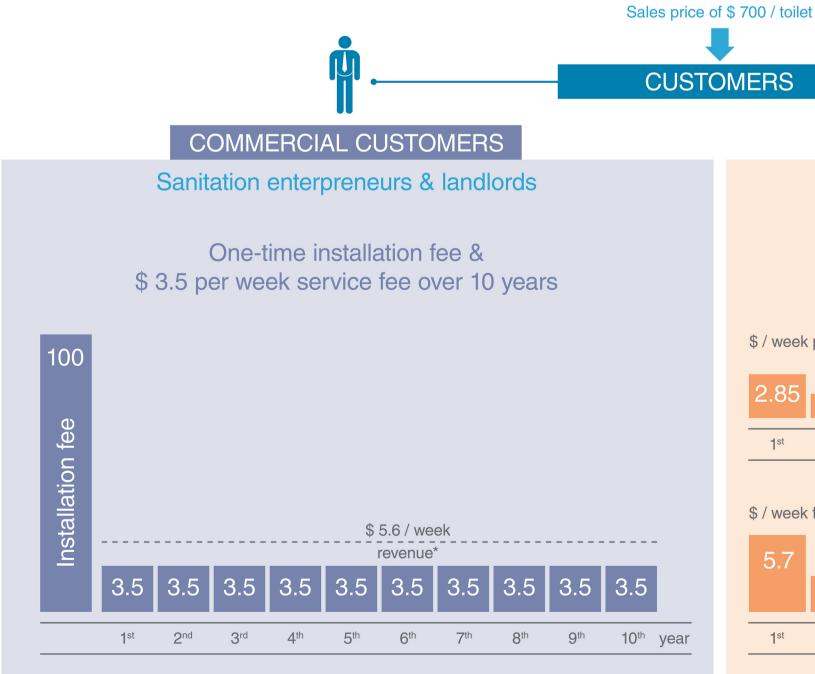
James Birungi, slum resident in Kampala

✓ Suitable for a financially-sustainable franchising business

FRANCHISOR (PRODUCER)

Target costs of \$ 500 / toilet

FRANCHISEES



PRIVATE CUSTOMERS Single family OR 2 families sharing \$ 2.85 per week micro credit pay back over 1st year & \$ 1.25 per week service fee over subsequent 9 years \$ / week per family for 2 families sharing 10th year \$ / week for single family 5.7 1st 2nd 3rd 4th 5th 6th 7th 8th 10th year





 $^{^{\}ast}$ \$ 0.04 / toilet visit pay back the installation fee in one year