

LiquidGold Africa

We assist our clients, end-users, and the environment with a unique waterless sanitation solution that reduces infections and converts urine into a high-value bio-fertilizer, preventing water pollution and enabling easier circular, smart management of wastewater and nutrients.



Company Overview

LiquidGold contribution to its clients and end users in the Sanitation Economy is to offer robust products and services that enables clients to generate revenue from its waste. LiquidGold manufactures no-touch, waterless and odorless urinals for both male and females. Furthermore, LiquidGold collects undiluted urine from their sites and through the application of their proprietary technology can recover high-value dry bio-fertilizer, with non-potable water as a by-product that can be used for flushing toilets in closed-loop systems. LiquidGold's solutions are completely automated, off Grid, and cost-effective, with remote monitoring solutions of monitoring pH, water levels, and by-product outputs and potentially monitoring any outbreak of diseases in an operation, allowing for a proactive approach. Our circular economy approaches, and the use of new digital technologies provide new pathways to sustainable and resilient systems for the future via the Sanitation Economy. LiquidGold is positioned to significantly contribute toward solving some of the world's most challenging problems, including water and food.

Problem

2.4 Billion still live without proper access to safe sanitation, especially impacting women and youth. Global demand for agricultural outputs is forecast to increase by 35 to 50% between 2012 and 2050 as a result of population and income growth.

Highlights

- **Ecoflow:** Since its inception, LiquidGold has deployed over 5000 active waterless urinals in the market in the private sector with a current focus on changing over existing clients to SLA's.
- **Weestand:** Since the launch of the female urinal, LiquidGold has tested end-user acceptability of the product with over 7000 active happy female users to date in the Netherlands, New Zealand, India, and Miami through local partners.
- **SaniPods:** To date LiquidGold has deployed 36 SaniPods into Public schools for the Safe Sanitation initiative through the partnership with Cyril Ramaphosa, Patrice Motsepe Foundation and the Department of Education around South Africa.
- **Offtake agreements:** LiquidGold has secured an offtake agreement with a reputable fertilizer company for 80 tonnes per month of their recovered nutrients. The dry fertilizer is in the final stages of certification from the Department of Agriculture, Forestry, and Fisheries.
- **Urine secured:** LiquidGold has also secured of 8-12 Million liters of urine from local Municipality from existing urine-diverting toilets with the potential to produce over 82 tonnes of dry fertilizer per month and recover 95% of non-potable water.

Financial Info

Raising

\$2.2M

Valuation

\$10.00

Location

Durban, South Africa

Business Stage

Paying Customers

Business Type

Sustainability, Social Entrepreneurship, CleanTech, Environment, Biotechnology, Agriculture

Meet the Team



Orion Herman
CEO

- Partnership with toilets4all.com in Kenya as a technology provided for a project in 4 peri-urban schools in Korogocho.

Go-To-Market Strategy

LiquidGold's focus is based on two phases in terms of creating capacity to produce at scale and market access growth:

1. Create Africa's first urine depot and in-house manufacturing to decrease the cost to produce and increase the output capacity of by-products.

2. Market access growth includes:

- Mining sector: focus on operations, community, and water rehabilitation programmes
- Property companies: focused on driving sustainable green buildings
- Schools and human settlement: focus on PPP's to ensure alternative sanitation solutions that addresses the lack of water and sewer connections
- Fertilizer companies: fertilizer companies that have extensive footprints in the market that are seeking alternative triple phosphate suppliers that are organic and cost-effective

What Makes Us Special

Local competitors include: Sanitech, Enivrosan, Envirolloo, Amalooloo. These companies have become key partners to LiquidGold's as their competitors mostly focus on fecal matter waste. This has allowed LiquidGold to gain access to feedstock and assist its competitors to solve a complex problem.

Key Differentiation:

- Unique Patented upfront Waterless Sanitation Technology
- Sanitation in a Box solution, complete ablution facilities
- Up to 75% cheaper than conventional technology
- Gender-neutral urinate only options for females to ensure maximin resource flow
- Retrofit into existing infrastructure
- Recovery of high-value certified fertilizer and non potable water