



Media release of August 15th, 2022

## **ASE INFRA and SARAPLAST join forces in the Indian sanitation economy and create an asset management platform to support infrastructure growth.**

*ASE INFRA Partners Ltd (“ASE INFRA”) and SARAPLAST Ltd (“SARAPLAST”) have agreed to create together a common company specialized in decentralized sanitation economy infrastructure.*

ASE INFRA and SARAPLAST’s combined competences will focus on the development, construction, and operation of decentralised sanitation infrastructure in India. This platform will allow to separate capital-intensive activities from labour-intensive ones, or assets from operations. Increased transparency, specialisation and metrics shall create the conditions to attract more capital to this innovative and impactful asset class. Most operators of portable toilets, suction trucks, Sewage Treatment Plants or Faecal Sewage Treatment Plants hit a glass ceiling and cannot properly scale their operations. This common platform offers a solution to this sector by deleveraging balance sheets of operators and concentrate sanitation assets in special purpose vehicle.

The sanitation infrastructure sector in India is one of the most promising in the world and benefits from significant development and consolidation potential. ASE INFRA’s asset management experience and Saraplast’s track record in the sector provides value added operational synergies and further de-risks business activities by enhancing the long-term competitive position of the joint company.

This platform has been achieved through a contribution in cash from ASE INFRA which becomes the joint entity’s majority shareholder. Saraplast will hold a substantial minority position with governance rights. The new entity will benefit from having an aligned shareholder group bringing together experienced partners with deep sanitation infrastructure knowledge. The shareholders are aligned in their ambition of driving further sustainable growth for the business while continuing to focus on delivering impact, the highest standard of safety, environmental added value and operational reliability.

**Guillaume Taylor, Partner, ASEINFRA Ltd** said:

*“We invest in decentralised sanitation economy infrastructure in emerging markets to have a strong upstream and downstream impact. We provide robust access to sanitation for a greater number of individuals, greater sewage and wastewater treatment to significantly improve water quality and quantity through reuse. Our decentralised assets base offers more efficiency, resilience, and acceptability thanks to digital technologies. Our cooperation with Saraplast allows us to realise our first investment in India”*

**Rajeev Kher, Founder and CEO, SARAPLAST** said:

*“We are delighted to further drive the change in the Indian sanitation economy. This joint venture allows us to focus on our operational strength and pursue our growth. We can now consider offering to operators in this sector, once this proof-of-concept phase has been successfully closed, a platform to aggregate infrastructure and increase access to sanitation”.*

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## **Notes to editors**

### **About ASEINFRA Partners Ltd**

ASE INFRA aspires to be a key player in the segment of decentralised sanitation economy infrastructure in emerging markets. ASE INFRA will achieve this position through the acquisition, construction and optimisation of sanitation infrastructure assets. In expanding its portfolio, ASE INFRA takes advantage of opportunities offered by the current and emerging trends towards decentralised sanitation infrastructure. ASE INFRA has the ambitious goal to grow and expand decentralised sanitation solutions in emerging markets by separating assets from operators, and enabling increased investment into the sector, by applying a proven asset management investment model from the renewable energy sector. Decentralised sanitation solutions are essential for the development of low-income economies and the protection of water quality, quantity, human health, dignity and well-being. Decentralised sanitation infrastructure is a more affordable and sustainable alternative. Please see more information here: [www.ase-infra.com](http://www.ase-infra.com)

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### **About SARAPLAST**

Saraplast Private Limited, headquartered in Pune, is a leader and pioneer in offering sanitation solutions in India. With branches in 9 cities across 7 states the company has a pan-Indian presence. Saraplast executes detailed cleaning services for 40 million uses on an annual basis in the construction and infrastructure segment alone. Saraplast focuses on 4 key segments supplying and servicing portable toilets to events held across the country throughout the year, providing long term contracts to established builders, refineries and mining sites or sells, maintains and refurbishes sanitation assets like toilets and septic tanks. The promoters, Rajeev Kher and Ulka Sadalkar, are a dynamic duo with a mixed set of skills who have been managing the company efficiently since inception. Saraplast is backed by two institutional investors - responsAbility and Aavishkaar.

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