

PARTNER FACT SHEET



Projected Impact



Extend and improve the sewage network in Senegal for up to 1,187,799 individuals (148,475 households) by April 2024.



Generate additional revenues of \$3.4 million (1.9 billion CFA) in 3 years to sustain Delta's profitability.



Create and sustain a total of 319 jobs.



Delta is a leader in sewer and rainwater network maintenance in Senegal, with a goal to increase access to improved sanitation services and achieve universal access by 2030. Photo credit: Delta SA

About Delta SA

Created in 2002, Delta SA's mission is to contribute to the preservation of a healthy environment in the face of increasing liquid and solid waste discharges coming from industries and homes. The company is a leader in sewer and rainwater network maintenance services in Senegal, with a market share estimated at 25 percent of public procurement. The company employs over 150 agents, 59 percent of whom are under 40, and 14 percent are women.

Co-Investment Partnership

The USAID-funded West Africa Trade & Investment Hub (Trade Hub) awarded a \$999,493 (555 million CFA) co-investment grant to Delta SA to improve existing sanitation facilities and increase access to improved sanitation services in Senegal. Only 5 percent of the population is directly connected to the sewerage network through piped systems at a national level. The expected population increase from 16 million in 2020 to 22 million by 2030 will only exacerbate demand for the services.

Partnership Opportunities

Delta aims to become a major player in the entire sanitation value chain in Senegal and the sub-region. It is currently one of the three largest sanitation service providers in a market with over 100 other sanitation service providers. Its customer portfolio includes public and semi-public clients, local governments, manufacturers, and financial institutions. Sanitation (public and private) accounts for 60 percent of sales while construction activities account for 40 percent. The company is strategically positioned and experienced in on- and off-site sanitation services but needs financial support to strengthen its position and secure major contracts.



www.westafricatradehub.com



co-investment@westafricatih.com

