

20 ACCELERATOR 25 IMPACT STORY



Toilet Marketplace



Kenya



2025 Cohort



ABOUT TOP HYGIENIC PRODUCTS

Top Hygienic Products is a sanitation company in Kenya that offers pit emptying, toilet construction and menstrual waste management in Bungama County.



IMPACT TO DATE

~59k

People impacted daily
from shared facilities

38 tonnes

Faecal sludge
collected/transported

1,440

Access to safely managed
pit emptying daily



*Business impact numbers from establishment to date

TOP HYGIENIC PRODUCTS: 12 MONTH ACCELERATOR JOURNEY

A comprehensive financial analysis assessed unit economics and long-term projections, clarifying the relationship between revenue, costs, and customer value, and identifying key profitability drivers. Detailed forecasts across core business lines aligned growth objectives with realistic targets, providing a solid foundation for strategic decisions, investment planning, and sustainable expansion.



Alex Njagi
LIXIL
LIXIL

MENTOR

"The mentorship and business anchoring and networking have been fabulous and of much benefit to our entrepreneurial journey."



Wafula Wekola
Top Hygienic Products

ENTREPRENEUR

"When Top Hygiene began as a bold new start-up, our understanding of business management was limited, but our ambition was immense. Just one year later, through the transformative support of the TBC Accelerator Program, we have mastered the art of crafting winning business plans, developing sound financial projections, managing accurate financial records, and writing compelling proposals – positioning Top Hygiene as a confident, growth-ready enterprise."

Join us to
Accelerate 1,000
Sanitation Businesses by 2030

Nov, 2025
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toiletboard.org

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With thanks to our leaders:

