

# Accelerator Impact Story



2023 Cohort



Operating in India



Circular Sanitation Marketplace

## ABOUT INORA BIOTECH

Founded in 1992 as a division of the Know How Foundation, INORA has evolved into a dynamic biotech company with a diverse portfolio of products and services. From capacity building programmes to developing compost technologies and producing compost products, INORA has made significant strides in waste management and agriculture.



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## INORA'S IMPACT

\*Business impact numbers from establishment to date

**450+** Housing societies across Maharashtra, India

**150** Tons of organic waste treated daily

**360** Tons of organic compost sold annually

## INORA'S 12 MONTH ACCELERATOR JOURNEY

INORA Biotech explored restructuring and streamlining its business lines, including hiving off certain segments to a separate entity. They also worked on scaling up their corporate sector composting offerings by clarifying its marketing and promotion strategy, simplifying product lines and updating marketing collaterals.

### Mentor



Alma Alejandro Kimberly-Clark

*"It's my third year as a Toilet Board Coalition Accelerator mentor and this year I proudly got to mentor INORA. Through this partnership, I worked with Abha and her team to strengthen their branding and packaging fundamentals as well as create a more long-term focused growth strategy."*

### Entrepreneur



Abha Tadvalkar INORA

*"The exercises in the Accelerator have been instrumental in helping us gain a better understanding of our business, identifying our focus point, and understanding our entire supply chain."*

Join us to

**Accelerate 1,000**

Sanitation Businesses by 2030

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Thanks to our leaders:

