



# NEWSLETTER

STRONGER TOGETHER – DRIVING INNOVATION, IMPACT AND OPPORTUNITY



## GBI CHEMICAL SUPPORT PROGRAMME PUTS MENTORSHIP AT THE CENTRE

The final quarter of the year has demonstrated the power of collaboration in driving meaningful enterprise development. Through strategic partnerships, innovation platforms, and shared expertise, Gibela Business Incubator continues to create an enabling environment where MSMEs can grow with confidence. This quarter highlights how collective effort — between entrepreneurs, stakeholders, and development partners — translates into expanded opportunities, innovative solutions, and sustainable business impact.



SEDFA hosted an Entrepreneurship and Pop-Up Market Day at Reiger Park Community Hall, offering entrepreneurs insights on funding, compliance, and business growth. The vibrant market provided a platform to showcase products and boost visibility, reinforcing SEDFA's commitment to empowering local businesses.

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# FROM THE CEO'S DESK



**Ms Justine Mogashoa**  
Chief Executive Officer

It is my pleasure to welcome our readers, stakeholders, partners, and the broader entrepreneurial community to the Quarter 4 edition of the Gibela Business Incubator (GBI) Newsletter, marking the close of the 2025/26 financial year.

During this quarter, GBI continued to implement programmes and initiatives focused on strengthening the growth, sustainability and competitiveness of micro, small and medium enterprises (MSMEs). A range of activities were delivered, including capacity-building workshops, mentorship sessions, and stakeholder engagement platforms that provided entrepreneurs with valuable knowledge, practical skills and opportunities to connect with key industry partners.

Among the highlights of the quarter were collaborative initiatives such as the ERINP Innovation Challenge and the Chemical Programme Session, hosted in partnership with the Gauteng Department of Economic Development (GDED).

This quarter also showcased encouraging success stories that demonstrate the impact of enterprise development

These initiatives created important platforms for entrepreneurs to showcase innovation, exchange ideas and explore new opportunities within their respective sectors.

This quarter also showcased encouraging success stories that demonstrate the impact of enterprise development support. One such milestone was achieved by Vusayakhe, who received a machine to support the expansion and operational growth of his business. This achievement reflects the importance of sustained support, strategic partnerships and access to resources in enabling emerging entrepreneurs to scale their enterprises.

As we conclude the financial year, I would like to extend my sincere appreciation to our stakeholders, partners and the dedicated GBI team for their continued commitment to advancing MSME development. Your collaboration remains instrumental in strengthening the entrepreneurial ecosystem and creating pathways for sustainable business growth.

Thank you for your continued support and partnership

Chief Executive Officer  
Gibela Business Incubator

# MORE THAN A MARKET DAY: SEDFA SPARKS NEW POSSIBILITIES IN RIEGER PARK

SEDFA brought local entrepreneurs, funders, and community members together for a day of learning, trading and connection, proving that the right support can change the trajectory of a business.

The entrepreneurial energy at Reiger Park Community Hall on the 29th of January was impossible to miss. SEDFA's Entrepreneurship and Pop-Up Market Day drew local business owners, support organisations, and community members together for a vibrant and purposeful day, one that reminded everyone in the room just how much the right information and the right people can change the trajectory of a business.

Attendees walked away with practical guidance on funding opportunities, compliance requirements, and non-funding growth pathways, including skills development, mentorship and strategic partnerships. The message was clear that there is more than one route to business growth and SEDFA is committed to making those routes accessible.

***"For many attendees, it wasn't just about the opportunities presented, it was about possibilities realised."***



## A space to connect, not just to learn

Beyond the session the day created a genuine space for networking and collaboration. Business owners exchanged ideas, built new relationships and connected with support institutions ready to walk alongside with them on their entrepreneurial journeys. These conversations opened doors, some of which will likely lead to partnerships and opportunities long after the day wrapped up.

## The Pop-up market, business in action

The Pop-Up Market was a standout feature of the day. Entrepreneurs had the opportunity to bring their businesses directly to the community, generating real sales and real customer engagement in a supportive and high energy environment. For many, it was a reminder that visibility matters just as much as a great product.

Events like these sit at the heart of what SEDFA does, breaking down barriers to access, building resilient entrepreneurs and fostering inclusive economic participation at the community level. We look forward to continuing these engagements and seeing the businesses represented that day go from strength to strength.

# BUILDING THE FOUNDATIONS OF BUSINESS EXCELLENCE

Aspiring entrepreneurs and small business owners sharpened their skills in a hands-on training programme designed to build confidence and capacity for sustainable growth.



Small Enterprise Development Finance Agency (SEDFA) with GBI, hosted a two-day Basic Business Skills Training programme on the 3rd and 4th of February 2026. The initiative brought together aspiring entrepreneurs and MSMEs preparing to start or scale their businesses, providing them with the foundational knowledge and practical tools needed to operate more effectively in today's competitive market.

***"This training supported GBI's commitment to building capable, confident, and sustainable enterprises equipped to compete and thrive in the marketplace."***

Rooted in GBI's mission to provide world-class incubation



Rooted in GBI's mission to provide world-class incubation services, the programme created an enabling environment where participants could reflect on their current business practices, identify areas for improvement and build genuine confidence in their ability to manage and grow their ventures.

Over the two days, the session covered Business Communication, Customer Service Excellence, Financial Literacy, Personal Development and Workplace Professionalism. Each topic was approached practically with participants engaging in interactive learning that connected directly to the real challenges of running a business.



By the end of the training , participants were equipped with improved communication skills, stronger customer service capabilities and greater confidence in their day to day business operations. The focus on personal development and workplace professionalism translated into better time management, greater accountability and an overall lift in how participants conduct themselves within their businesses. Critically, the training also supported sharper decision making, equipping entrepreneurs with problem solving and critical thinking skills needed to make more informed and strategic choices.

Through this collaborative effort with SEDFA, GBI continued to advance its commitment to enterprise development, unlocking entrepreneurial potential and fostering sustainable business growth within the MSME sector.



# ERINP INNOVATION CHALLENGE CELEBRATES TOWNSHIP INNOVATORS

Three entrepreneurs walked away with a combined R150 000 in funding as Ekurhuleni's most promising innovators took to the stage to pitch their ideas.

The Ekurhuleni Regional Innovation Networking Platform (ERINP), in collaboration with Gibela Business Incubator (GBI), hosted its 2026 Innovation Challenge on the 5th of February, bringing together township and technology driven innovators from across the region to compete for funding and support aimed at accelerating their commercialisation journeys.

The challenge opened with remarks from GBI's CEO Ms. Mogashoa, followed by an overview of the day's objectives from Programme Manager Mr. Neville. Participants were selected from a pool of previous ERINP initiative graduates ,each participant had 10 minutes to pitch their concepts and 5 minutes to field questions from an expert panel of judges representing the DTIC, The Innovation Hub, ERINP's Steering Committee and GBI.



Judges evaluated each pitch on scalability, market potential, sustainability and financial viability, offering constructive feedback throughout. At the end of the challenge , three innovators were recognised for their outstanding concepts and commercialisation potential:

- 1st Prize — R75 000: Atarah Solutions
- 2nd Prize — R50 000: Greentry Energies
- 3rd Prize — R25 000: Pride Handcrafts



***"The 2026 Innovation Challenge stood as a testament to what is possible when collaboration, opportunity and entrepreneurial vision come together."***

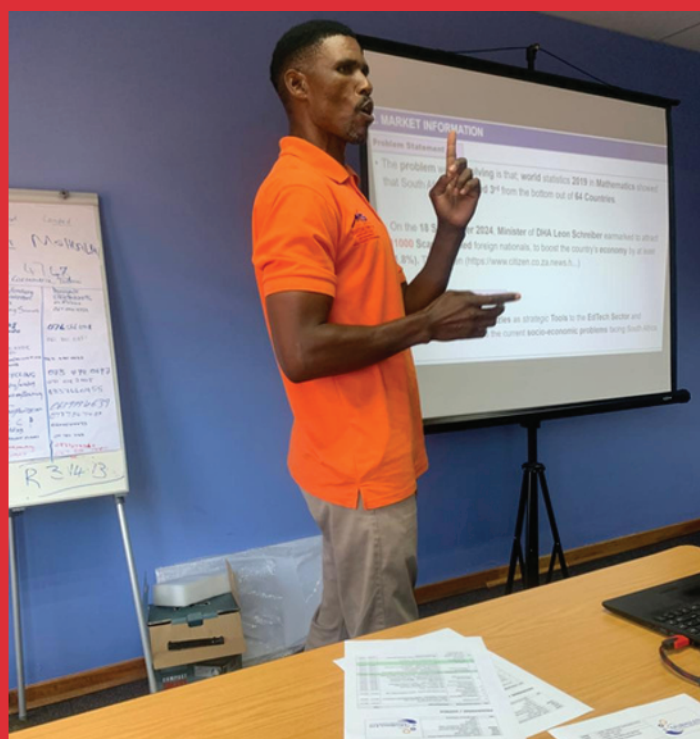


The prize funding will go toward prototype development, intellectual property protection, market research, and other commercialisation activities tailored to each winner's stage of readiness.



Beyond the prizes, every participant left with sharpened pitching skills, refined business models, real-world market validation and valuable connections with mentors, funders and industry stakeholders.

The 2026 Innovation Challenge reinforced ERINP and GBI's shared commitment to building a resilient innovation ecosystem in Ekurhuleni, one where township innovation is nurtured, supported and given the platform it deserves.



# GBI CEO'S PARTICIPATION IN THE PRE-STATE OF THE NATION ADDRESS 2026

The Department of Small Business Development (DSBD) recently hosted a Pre-State of the Nation Address (Pre-SONA) Validation Session aimed at finalising the National Entrepreneurship Strategy (NES) and Implementation Framework, while also securing commitments from key stakeholders within the entrepreneurship ecosystem.

The event brought together government departments, development finance institutions, universities, incubators, financial institutions and ecosystem partners to validate the draft strategy and align efforts toward a coordinated national approach to entrepreneurship development. The session forms part of the final consultative process before the strategy is submitted for Cabinet approval.



The CEO of Gibela Business Incubator (GBI) was invited to attend the Pre-SONA engagement, providing an important opportunity for the organisation to participate in national discussions shaping the future of MSME and entrepreneurship development in South Africa. Her presence at the session reflects GBI's growing role within the national entrepreneurship ecosystem and its continued commitment to supporting emerging entrepreneurs.

The National Entrepreneurship Strategy serves as a blueprint for building a strong entrepreneurial culture and improving coordination among ecosystem stakeholders. It focuses on five key priority areas: Entrepreneurship Education and Skills, Technology Exchange and Innovation, Access to Finance and Markets, Regulatory Optimisation, and Awareness and Networking.

Participation in this high-level engagement provided an important platform for GBI to align its incubation programmes with national priorities and to strengthen partnerships that will support the growth and sustainability of small businesses.

Following the validation session, the strategy will be refined and submitted for Cabinet approval, targeted for March 2026, paving the way for coordinated implementation across the country.

# GBI CHEMICAL SUPPORT PROGRAMME PUTS MENTORSHIP AT THE CENTRE

Chemical sector beneficiaries gathered for a focused mentorship session that combined industry insight, career guidance and professional visibility.



9 February 2026, GBI hosted a Chemical Support Programme bringing together chemical sector beneficiaries, an industry mentor and representatives from the Gauteng Department of Economic Development (GDED) for a morning of focused learning and engagement.

The programme was centered on building participant's capacity to navigate a competitive industry, from identifying niche markets, planning career progression to understanding regulatory considerations and market demands. A standout moment was the mentor's reflection on his recently published industry book, offering participants a tangible example of thought leadership and the value of continuous learning.



*"Positioning yourself as a thought leader through knowledge sharing, visibility and perseverance, is one of the most powerful tools available to professionals in the chemical sector."*

## Key outcomes

Participants left with a structured mentorship from an established professional author, a clearer understanding of career pathways and growth opportunities within the sector and strengthened professional networks.

The presence of GDED's Public Relations and Advertising team added a practical dimension to the visibility discussion. Their documentation and promotion of the session gave beneficiaries real world exposure and showcased the programme's progress to wider audiences.



The Chemical Support Programme reflects GBI's ongoing commitment to sector-specific enterprise development, connecting beneficiaries with the knowledge, networks and visibility they need to grow with confidence.

# OUR MSMES TAKE CENTRE STAGE AT THE FASA ANNUAL CONFERENCE

*Sponsored to attend one of South Africa's premier franchising events, our entrepreneurs gained firsthand exposure to established franchise brands, funding models and expansion strategies.*

The Franchise Association of South Africa (FASA) convened its annual conference at the Birchwood Hotel and OR Tambo Conference Centre on the 9th of February 2026. The event brought together franchise brands, investors, entrepreneurs and industry experts for a day of panel discussions, expert presentations and sector-wide conversation centred on franchising as a driver of economic growth and job creation.

Our MSMEs from the Chemical Support Programme were proudly sponsored to attend, ensuring that the cost of access was not a barrier to this high-level opportunity. Delegates explored current industry trends, regulatory developments and funding models, while benchmarking their own businesses against established franchise standards.

For many participants, it was more than a conference, it was a direct line to established franchise systems, real investors and the insight needed to think bigger.

Entrepreneurs left with direct engagement experience with established franchisors, new connections with investors and potential partners, a clearer understanding of franchising as a scalable growth model and stronger confidence in positioning their businesses for long term expansion.

By connecting our MSMEs to formalised business models and established value chains, participation in the FASA Conference reinforced GBI's commitment to expanding market access and supporting enterprise growth well beyond the incubator walls.



# SUCCESS STORY

## From application to acquisition, a manufacturing milestone

With GBI's support, one of our chemical sector client secured ESD funding and took delivery of a machine that will transform their production capacity.

Every business has a turning point, a moment when the right support meets the right opportunity. For one of our chemical sector clients, that moment arrived in March 2026 with the delivery of an Automatic Dispenser and Shaker machine, the result of a journey that began more than a year earlier.

In November 2024, GBI supported the client to a manufacturing company and assisted them in applying for the Enterprise Supplier Development (ESD) Programme, a comprehensive support package covering mentorship, business training, coaching and funding. The application was approved in April 2025 and despite the delays in the disbursement process, funding was finalised in December 2025.

"Persistence pays off. From application to approval, and through every delay in between, this client never lost sight of what they were working toward."

The machine delivered in March 2026, enables the business to produce in bulk, improve product consistency and significantly expand their manufacturing capacity. What was once a production ceiling is now a launchpad positioning this MSME to compete in larger markets and fulfill orders at a scale that was previously out of reach.

This story is a reminder that the path to growth is rarely without obstacles, With the right guidance and the determination to see it through, the results speak for themselves.



# GBI FEATURED IN BUSINESSTECH FOR CHEMICAL PROGRAMME RESULTS

Our work supporting township based chemical sector MSMEs has earned national recognition and the numbers speak for themselves.

We are proud to share that Gibela Business Incubator was recently featured in a BusinessTech newsletter article, spotlighting the results of the Chemical Support Programme delivered in partnership with the Gauteng Department of Economic Development (GDED) under its High Impact Partnership Delivery Model (HIPDM).

The programme supported MSMEs operating within the chemical, cosmetics and cleaning products value chain, by the close of the 2025/26 financial year, it had exceeded every key target set.



***"Township based manufacturers in the chemical sector can grow and compete when provided with focused, technical and practical support." — GBI CEO, Justine Mogashoa***

## SUPPORT DELIVERED TO MSMES:

- Product development, formulation and SABS quality standards guidance.
- Compliance support covering SARS, CIPC and B-BBEE certification.
- Packaging redesign, barcode (GS1) implementation and branding advisory.
- Digital marketing tools including websites, logos and business profiles.
- Funding application facilitation through SEDFA, NYDA, DSBD, and other agencies.

The feature also highlighted two of our beneficiaries by name, Lebo Skosana of Toca Essentials, a wellness and cosmetics business using African indigenous herbs, secured a GS1 barcode and professional packaging, positioning her products for international markets. Babalwa Mnyanda of B Detergents redesigned her brand and secured listings on Makro, Amazon, Takealot and the Proudly South African online store.

Being featured in BusinessTech is a proud moment for GBI and a testament to what becomes possible when structured, partnership driven support meets entrepreneurial determination. We congratulate all 28 MSMEs whose growth made this recognition possible.

## Programme at a glance:

- 28 MSMEs supported (target:25)
- 25 New jobs created
- 13 Jobs sustained
- R2.6M+ revenue generated



# GBI HOSTS COMPLIANCE AND CORPORATE GOVERNANCE



Running a business is about more than generating revenue, it is about operating with structure, accountability and integrity. March 24, 2026, GBI brought that message to life through a full day of Compliance and Corporate Governance Workshop, giving participants a comprehensive look at what it means to lead a legally and ethically responsible organisation.

***"Good governance is not just about avoiding risk, it is about building the kind of business that investors, partners, and customers can trust."***



The session introduced participants to established governance frameworks, including the King IV Code, and unpacked regulatory obligations spanning finance, human resources, data protection, health and safety and environmental responsibility. From there, discussions moved into risk management exploring how to build enterprise-wide risk frameworks, strengthen internal controls and put effective auditing processes in place.



Ethical leadership formed a central thread throughout the day. Participants examined how codes of conduct, whistleblower protections and anti-corruption policies create the kind of workplace culture that supports long-term credibility. The workshop also addressed board composition, stakeholder relations, conflict of interest management and the growing importance of ESG reporting in demonstrating a commitment to sustainable business practices.

By the end of the session, participants had a clearer picture of how governance connects to real business performance not as a compliance checkbox, but as a foundation for growth, investor confidence and lasting stakeholder trust.

# TESTIMONIALS FROM OUR MSME'S

Staff is very friendly and they go all out to help us business owners with growing and adding value to our businesses, from the receptionist all the way to offices, there's seamless communication and professionalism.

Malaza Honeybees



I'd like to say thank you for the information and opportunities I've received from your service. Keep doing the good work and may many more benefit from it.

Ingonini Trading

**GIBELA**  
Business Incubator  
*Where the journey begins*





# OUR SERVICES


Our incubation services are designed to strengthen early-stage and growing enterprises through integrated support.

- Access to the facility
- Affordable working space
- Assistance with IP Application
- Assistance with Product testing
- Assistance with registration with industry regulator body
- Assistant with Design Support
- Basic Bookkeeping services
- Business Advisory
- Business and Technical Skills Training
- Business Mentoring and Coaching
- Facilitate access to finance
- Linkage to Market
- Statutory Compliance

## CONTACT DETAILS

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**In Quarter 3, GBI received a total of 158 applications.**

As we conclude this edition, we extend our sincere appreciation to all MSMEs, Partners and Stakeholders who continue to contribute to the success of our programmes. The progress, innovation, and resilience showcased throughout this issue reflects the strength of our entrepreneurial ecosystem and the impact of collaborative support.

Gibela Business Incubator remains committed to empowering MSMEs. We are looking forward to continue this journey together —unlocking potential, sustainable growth, and shaping a more inclusive and innovative economy.