



**THEBE**  
FOUNDATION

THEBE FOUNDATION TRUST

# ENTREPRENEURSHIP PROGRAMME 2025

In partnership with the  
Johannesburg Business  
School Centre for Entrepreneurship



CENTRE FOR  
ENTREPRENEURSHIP



# CONTENTS

MESSAGE FROM THE CEO OF THEBE FOUNDATION TRUST	3
MESSAGE FROM JOHANNESBURG BUSINESS SCHOOL CENTRE FOR ENTREPRENEURSHIP	4
ABOUT THEBE FOUNDATION TRUST	5
THE STATE OF SMMEs IN SOUTH AFRICA	6
ABOUT THE THEBE FOUNDATION ENTREPRENEURSHIP PROGRAMME	7
THE THEBE FOUNDATION ENTERPRISE DEVELOPMENT PROGRAMME(EDP)	8
THEBE SUPPLIER DEVELOPMENT PROGRAMME (SDP)	11
CUSTOMISED ENTERPRISE DEVELOPMENT PROGRAMME (C-EDP): INFORMAL MARKETS	15
COMPLIANCE CLINIC	19
THEBE ANNUAL BUSINESS SUMMIT	19

# MESSAGE FROM THE CEO OF THEBE FOUNDATION TRUST

**Empowering Entrepreneurs, Building Communities**



**Ms Neliswa Boo**  
Chief Executive Officer

**At Thebe Foundation Trust, we believe that small businesses are the heartbeat of economic growth, job creation, and community transformation.**

For the past 15 years, through our Enterprise Development Programme, we have been committed to empowering both small and growing entrepreneurs, as well as those in informal markets. We provide them with the skills, mentorship, and resources needed to build sustainable businesses.

Our goal is to serve as a catalyst for developing resilient and thriving communities and to empower individuals and businesses through various programmes, helping them realize their full potential and make meaningful contributions to economic and social progress.

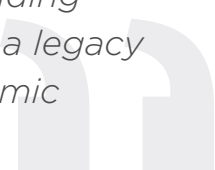
Our partnership with the Johannesburg Business School Centre for Entrepreneurship has been instrumental in amplifying our impact by providing formal and well-structured credible programmes. We have established a dynamic platform that equips small business owners with cutting-edge knowledge, strategic networks, and practical tools to navigate challenges and seize opportunities. Through training, coaching, and market access initiatives, we have strengthened businesses and contributed to the broader economic inclusion agenda for SMMEs.

We are proud to have supported over 400 entrepreneurs since the inception of our Enterprise Development Programme. Additionally, we have implemented other support initiatives, such as the Customised Enterprise Development Programme (C-EDP) for informal markets and the Compliance Programme, to enhance the necessary skills of our informal market entrepreneurs.

The progress we have made is evident in the resilient entrepreneurs who have expanded their businesses, created jobs, and uplifted their communities. Their success demonstrates what can be achieved when we invest in potential, nurture talent, and foster innovation. In this brochure, you can read about some of the inspiring stories of the entrepreneurs we have highlighted.

While we celebrate the efforts and resilience of all participants in our programmes, we recognize that none of this would have been possible without the invaluable support of our partners, stakeholders, and Board of Trustees. Your dedication and shared vision have been the foundation of our success. Thank you for believing in our mission, for walking this journey with us, and for helping to shape a future where small businesses thrive, economies grow, and communities prosper.

*Together, we are not just building businesses—we are creating a legacy of empowerment and economic transformation.*



# MESSAGE FROM JOHANNESBURG BUSINESS SCHOOL CENTRE FOR ENTREPRENEURSHIP

Over the past 15 years, the relationship between the Johannesburg Business School Centre for Entrepreneurship (JBSCE) and Thebe Foundation Trust (TFT) has evolved from a basic business transaction into a strong strategic partnership rooted in mutual growth and trust.

This collaboration has fostered an ecosystem focused on empowering small and medium enterprises (SMEs), essential for economic development and job creation in South Africa. We commend TFT for having adopted an inclusive model that engages grassroots entrepreneurs, recognizing their significant contributions to local economies while partnering with a tertiary institution like JBSCE.

These small businesses, including spaza shops and home-based bakeries, often face challenges such as limited access to financial resources and inadequate business skills. In response, TFT in partnership with JBSCE have implemented specialized programmes that provide training in financial literacy, marketing, and operational management, equipping entrepreneurs with the necessary tools to thrive.



Central to this partnership is the belief that economic empowerment must start at the grassroots level. By offering tailored training, mentorship, and networking opportunities, JBSCE and TFT bridge the gap between theory and practical business application, ensuring that entrepreneurs can succeed in a competitive landscape.



This collaboration illustrates how educational institutions and corporate partners can work together to drive socio-economic change. By combining academic expertise with real-world experience, JBSCE and TFT create an environment where SMEs can flourish, enhancing economic resilience.

Ultimately, this partnership demonstrates that strategic alliances can lead to meaningful change, ensuring that all businesses play a vital role in building a stronger economic future. JBSCE and TFT remain dedicated to empowering entrepreneurs and promoting economic inclusivity for generations to come.



**CENTRE FOR  
ENTREPRENEURSHIP**



## ABOUT THEBE FOUNDATION TRUST

Thebe Foundation Trust (TFT) was established in 2011 as an independent trust by Thebe Investment Corporation (TIC) to drive community development programmes in line with its commitment to building communities.



*Our vision is to become a catalytic force for the socio-economic development, empowerment, and transformation of communities where excellence, enduring worth, and growth are the cornerstones of positive transformation.*

We have core programmes in education and entrepreneurship as follows: The Literacy and Numeracy Programme is targeted at capacitating Grades R to 4 Teachers, the Dr E. J. Mabuza Scholarship Programme supports unemployed youth with access to higher education, and the Entrepreneurship Programme is aimed at benefitting SMMEs through various training and coaching initiatives.

At Thebe Foundation, our bedrock is built upon a commitment to improving and transforming lives. We hold ourselves to the highest standards, striving for excellence in every endeavour we undertake. Our values are Excellence, Integrity, Empowering, Ubuntu, Collaboration and Empathy. These values not only shape our path but also define our purpose, as we work tirelessly to create communities where excellence, enduring worth, and growth are the cornerstones of positive transformation.

Thebe's founding fathers, including Nelson Mandela, Walter Sisulu, Beyers Naude, and Dr. Enos Mabuza, instilled the principle of 'communities as the bottom line, to guide Thebe's corporate work, promoting a novel approach that embraces communities as integral partners and stakeholders in business.



**THEBE**  
FOUNDATION



## THE STATE OF SMMEs IN SOUTH AFRICA

Small, Medium, and Micro Enterprises (SMMEs) have become essential topics in development as economists theorize on contributors to economic growth.

Historically, the most efficient businesses were large-scale businesses, which enjoyed advantages from their economies of scale in production and from having crossed the threshold of innovative activities. Moreover, these large businesses can raise capital to fund expansions, shelter against shocks, etc. This is the rationale that promoted large corporations over small enterprises historically, and it was expected that large businesses would outpace the number of SMMEs.

This has not been true, especially in the Global South. Formal SMEs contribute up to 40% of emerging economies' national income Gross Domestic Product (GDP). These enterprises also account for 7 out of 10 jobs in developing economies. This high level of impact that SMMEs have on growth has pushed economists to focus on SMME development as an avenue for development through their ability to create jobs, contribute to GDP, and solve social issues within communities.

This avenue for development has been complex because SMMEs face significant challenges that hinder their ability to sustain growth and remain in business. These challenges can be classified as external and internal. External challenges included political, economic, industry, and regulatory factors that SMMEs have little control over. The advent of Covid-19 also played a significant impact on the success of SMMEs. Internal challenges include a lack of skills, barriers to accessing finance, and access to resources.

As of 2024, SMMEs account for over 70% of formal businesses, 51% to 61% of GDP, and over 60% of the labour force in South Africa. It also shows that these enterprises are foundational in sustaining rural economies by linking them to urban centres and providing employment. This combined impact has led to SMMEs being recognized for the opportunity they provide for South Africa to tackle its unemployment crisis and be transformational by generating income for those who may not be able to attain employment in other enterprises. This recognition can be seen through various policy interventions, starting with the White Paper on SMME Development of 1995, promulgated to focus on transforming the SMME sector into a key contributor to employment creation.

Over the years, issues of economic growth and job creation have featured as priority items in national strategy and policies: from the Reconstruction and Development Programme (RDP) in 1994, the Growth, Empowerment, and Redistribution (GEAR) 1996; the Accelerated and Shared Growth Initiative (ASGISA) in 2006; the New Growth Plan in 2010; and currently the New Development Plan Vision, 2030.

---

*Hu, M.W., 2010. SMEs and economic growth: Entrepreneurship or employment. ICIC express letters, 4(6), pp.2275-2280.*  
*World Bank. 2019. Small and Medium Enterprises (SMEs) Finance. Solomon, G. 2024. SMMEs need an enabling economic environment to thrive.*

# ABOUT THE THEBE FOUNDATION ENTREPRENEURSHIP PROGRAMME

The Thebe Entrepreneurship Programme, in its 15th year of inception, is an initiative that aims to empower and upskill Black South African entrepreneurs to grow and expand their businesses to contribute to the country's economic activity through upskilling SMME owners with basic entrepreneurial skills.

The Enterprise Development Program (EDP) is administered as a short-term learning program designed for start-up and early business owners who have a registered business and have been operating for a minimum of two years.

The Supplier Development Programme (SDP) is also a short-term learning program; however, it is designed for businesses in their growth or mature venture stages who are ready to supply to clients.

The selected SMMEs are profiled according to Thebe Group's enterprise development strategy. The sectors of interest include:

- » Agriculture and Agri-processing
- » Business services (e.g., business solutions, catering, cleaning services etc.)
- » Power infrastructure and renewable energy

Over the years, due to the demand for the program and the skills required by the SMMEs, supplementary programmes have been included to cover a wider variety of businesses. These supplementary programmes are:

- » Informal Markets programme
- » Compliance Clinic

## ENTREPRENEURSHIP PROGRAMME PROCESS FLOW



# THE THEBE FOUNDATION ENTERPRISE DEVELOPMENT PROGRAMME(EDP)

## The Power of Enterprise Development in Driving Entrepreneurial Success



Enterprise Development Programmes play a crucial role in empowering entrepreneurs, fostering innovation, and driving economic growth.

For many small business owners, especially those in townships and informal markets, access to mentorship, funding, and business skills training can mean the difference between survival and long-term success. These programmes provide the necessary tools to navigate challenges, scale operations, and build sustainable businesses that contribute to job creation and community upliftment.

As the saying goes, *“Entrepreneurship is not about ideas, it’s about making ideas happen.”* Enterprise development ensures that aspiring business owners move beyond ideas to execution, equipping them with the confidence and capacity to turn vision into reality. By bridging gaps in knowledge, networks, and resources, these programmes level the playing field, fostering a more inclusive and resilient economy where all entrepreneurs can have the opportunity to succeed.

The Thebe Foundation Enterprise Development Programme has gained momentum over the years and attracted over 400 SMME's over the years. The program aims to provide beneficiaries with the knowledge and skills to efficiently manage, run, and grow their businesses but above all to assist with access to market and refining their competitive advantage.

Designed in partnership with Johannesburg Business School Centre for Entrepreneurship, the program equips SMMEs with skills to grow viable start-ups and become active economic participants, contributing meaningfully to job creation in their communities.

### The program consists of the following modules and additional activities:

- » Introduction to Marketing Management
- » Business Communication
- » Fundamentals of Human Resources
- » Introduction to Financial Management & Costing
- » Introduction to Operations Management
- » Introduction to Entrepreneurship and Innovation
- » Basic Principles of Strategic Management
- » General Management
- » Corporate governance
- » Procurement Readiness Programme
- » Customer Acquisition and Retention
- » Traction Coaching
- » Compliance Clinic
- » Pitching Skills
- » Funding Readiness
- » Business Summit

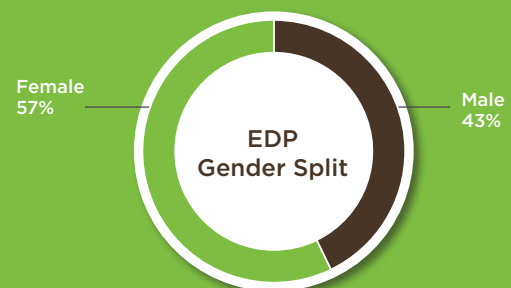
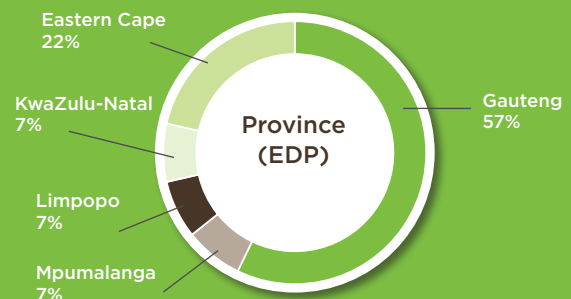
The businesses in the cohort included entrepreneurs in the following industries:

- » Mining PPE
- » Medical supplies to hospitals
- » Internet Provider
- » Stormwater Construction
- » Built environment Construction
- » Electrical maintenance
- » Industrial cleaning services
- » Corporate catering
- » Corporate Printing and Branding

*Entrepreneurship is not about ideas, it's about making ideas happen."*

## ENTERPRISE DEVELOPMENT PROGRAMME IN NUMBERS

COMPLETION RATE **100%**



The following are some of the Entrepreneurs who have successfully completed the programme

**passed**

### Gift Holoein (30)

Gift is a talented man that runs a printing and branding enterprise based in the province of Gauteng.

He has a brand called Cityanos and has been operating for quite some time.



Showcases some of his excellent work.

**passed with 81%**

### Asanda Faku (45)

Asanda runs a network business where he provides fibre and internet services to his clients. The name of his enterprise is Vusani Connect and it is a business that believes that everyone deserves access to reliable internet connection regardless of their credit history as it is affordable to get services from the business – a business tailored for a friendly budget.

STORIES  
EDP

### McKayla Pillay (29)

McKayla is a director of On Target Promotional Gifts & Clothing (Pty) Ltd, the company falls under the gift and clothing industry. Their story is one of perseverance, growth, and purpose. Founded over 10 years ago, they began as a small business catering to offline markets, supplying corporate gifts and branded apparel to local businesses.

Driven by a vision to deliver excellence and build lasting relationships, the business steadily grew client base, earning trust through quality products and exceptional service.

passed  
with 90%



### Nontokozo Dhlamini (38)

McKayla is a director of On Target Promotional Gifts & Clothing (Pty) Ltd, the company falls under the gift and clothing industry. Their story is one of perseverance, growth, and purpose. Founded over 10 years ago, they began as a small business catering to offline markets, supplying corporate gifts and branded apparel to local businesses.

Driven by a vision to deliver excellence and build lasting relationships, the business steadily grew client base, earning trust through quality products and exceptional service.

passed  
with 83%



<b>Vuyokazi</b>	<b>Melane</b>	Melanis Development Enterprise	Industrial cleaning
<b>Tebogo</b>	<b>Langa</b>	Operato Trading Enterprise	Sales and Distribution Goods & mobile kitchen
<b>McKayla</b>	<b>Pillay</b>	On Target Promotional Gifts & Clothing (Pty) Ltd	Corporate Gifts & Clothing
<b>Pamella</b>	<b>Toyana</b>	Makhane & Family Trading (PTY) LTD	Catering
<b>Asanda</b>	<b>Faku</b>	Vusanani Group of Companies	Telecommunications/Internet connectivity solutions
<b>Nontokozo</b>	<b>Dhlamini</b>	Nontuthuko Electrical and Projects	Electrical Contractors
<b>Banele</b>	<b>Mavuso</b>	TB Mavuso Plumbing & Projects	Plumbing Services
<b>Nomaefese</b>	<b>Ngaju</b>	KSY Trading Construction & Projects	Civil and Construction
<b>Gift</b>	<b>Holoein</b>	GH Desirable Service	Branding and printing
<b>Thabang</b>	<b>Maunatlala</b>	Lebone Electrical Solutions	Electrical Contractors
<b>Tandeka</b>	<b>Vimbani</b>	Chichi Trading Enterprise	Corporate Catering
<b>Itumeleng</b>	<b>Mokebe</b>	Nala Lifestyle consulting trading as Nala Wash	Valet services
<b>Dzivhuluwani</b>	<b>Ramulifho</b>	Lamusukume Enterprise (PTY) LTD	Relocation and Cleaning Services

STORIES  
EDP

# THEBE SUPPLIER DEVELOPMENT PROGRAMME (SDP)

## Unlocking Growth Through Supplier Development



A Supplier Development Programme is more than just an initiative, it's a game-changer for entrepreneurs looking to scale, enhance competitiveness, and secure long-term success.

By providing targeted support, capacity building, and access to markets, these programmes equip small businesses with the skills, resources, and industry connections needed to thrive in competitive supply chains. Entrepreneurs gain business acumen, operational efficiency, and quality assurance expertise, positioning them to meet industry standards and exceed client expectations.

Supplier development ensures that entrepreneurs are not only prepared but also positioned to seize opportunities, compete effectively, and become key players in their respective industries.

This program aims to strengthen the performance of beneficiary SMMEs to possibly become Thebe Group of Companies' suppliers as and when opportunities become available, though this is not automatic but depends on applicable selection processes within the investee companies.

The program is therefore designed in a manner that enables the beneficiaries to acquire the skills and capabilities required to become a competitive supplier.

- » Marketing Management
- » Business Communication
- » Human Resources
- » Financial Management and Costing
- » Quality Management for a growing business
- » Information Technology for a Growing Business
- » Operations Management
- » Compliance and Governance
- » Entrepreneurship Growth Strategies
- » Strategic Management
- » Procurement Readiness Masterclass
- » AI and Digital Tools for SMMEs
- » Pitching Skills
- » Compliance Clinic
- » Funding Readiness



*Success occurs when  
opportunity meets  
preparation.*

## SMMEs who completed the Thebe Supplier Development Programme

passed with 82%



### Desmond Rasebopye (35)

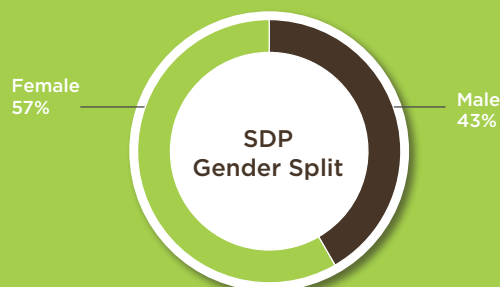
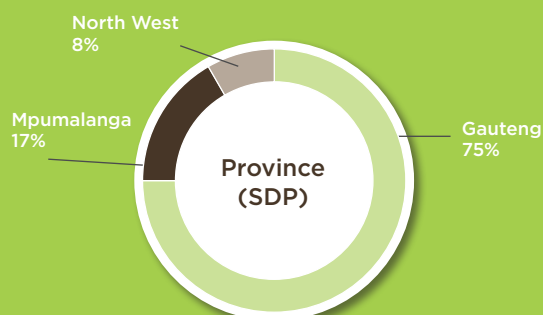
Desmond is the owner of a business called the Green Focus Waste (Pty) Ltd; it is a Waste Management and Recycling business that operates in the Mpumalanga Province in the villages of Pankop, Phake and Mmametlhake.

Waste collection is a service offered by the business on a weekly basis to households and local businesses at a fee paid monthly. Recyclables collected from educational institutions, local businesses, health facilities, households and other institutions are separated and sold to recyclers and buy-back centres.



## SUPPLIER DEVELOPMENT PROGRAMME IN NUMBERS

COMPLETION RATE 100%



passed with 86%

### Nomahlubi Pitse (39)

Nomahlubi is the director of Thanyaka Trading Enterprise (Pty) Ltd, located in Vanderbijlpark. The company aims to be the preferred supplier of personal protective equipment (PPE), industrial products, and corporate gifts. They offer a wide range of safety clothing and equipment, including face protection, hand protection, protective clothing, hearing protection, eye protection, and footwear.

Thanyaka Trading also provides customized branding solutions for safety wear. Additionally, they offer technical and customer support, where skilled professionals assist companies with the implementation and management of their specific needs. Furthermore, the company supplies cleaning equipment and detergents, such as industrial mops and brooms, degreasers, hand soap, floor cleaners, sanitizers, and more.

passed with 80%

### Mapidianye Mosidi (43)

Mosidi is a director of JRT Consulting and Trading (Pty) Ltd, which was established in 2018 to provide services in building, infrastructure construction, and repairs and maintenance.

The company's operations encompass a wide range of activities, including building and renovating. JRT Consulting and Trading is divided into several sectors, including residential, commercial, industrial, and infrastructure construction.



### Lerato L Lenong (47)

Runs a business that is a Multidisciplinary Consulting firm rendering services to private and government clients for Engineering Services.

They run professional Project Management and Quantity Surveying services, architectural services, supplying diesel and fuel and other wholesale Petroleum Products, Renewable Energy, Electrical and Mechanical works. The company is owned by Ms Lerato L Lenong with 24 years experience within the construction industry.

passed

### Nontokoza Dhlamini (38)

Letshi runs a business named Ellen Ellen G that has been in operation since 2004. The business prides itself as being 100% woman owned and boasts a level 1 (One) BBBEE rating. It currently specialises in promotional wear, safety wear, uniforms, & corporate gifts.

The company positioned itself as the preferred supplier not only to government departments but also to the individual manor woman that seeks minimal quantities. They have built a reputation of being able to service any size job big or small with ease.

passed  
with 75%



passed  
with 90%



### Thekiso Khanye (33)

Thekiso operates a business named Boitumelo Rethabile Group (PTY) LTD, with the tagline MEAMO-LEVELS and a slogan that states that the business is a creative hub of passion genius. They exist to provide cutting-edge solutions in cloud computing, AI/ML, Big Data Analytics, Business Intelligence, Research and Social Media Engineering. With a focus on sports data analytics and entertainment, we empower industries across South Africa, particularly in sports, mining, and technology sectors, to harness the power of data for strategic decision-making and growth.

The enterprise serves sports organisations, coaches, media broadcasters, mining corporations, and local communities, offering tailored solutions to enhance performance, fan engagement, and corporate governance. It bridges the gap between technology and practical industry needs, fostering innovation and transformation in South Africa and beyond. You can also find them on their website: <https://www.boitumelorethabile.com/>.



SDP STORIES



### Sibongile Sithole (30)

Owens a company named MLPC projects which is focused on providing electrical and plumbing services. They also operate in contracts and with years of experience and expertise in the field, they guarantee a reliable and efficient solution for all electrical, plumbing and solar needs.

passed  
with 83%

passed

### Tebogo Makudubela (34)

Plotasher Consulting was established by Tebogo Jonathan Makudubela in 2016, which has its operations in different provinces and will continue to strive for excellence in the areas of our specialization. The business started as a Consulting company for several years until they saw an opportunity in the medical sector which is now the focus.

The new medical division which is a leading provider of high-quality medical supplies and equipment, dedicated to serving the healthcare community with professionalism and reliability has started in 2023. The mission is to enhance patient care and support healthcare professionals by delivering innovative products that meet the highest standards of safety and efficacy.



passed  
with 79%

### Lebogang Mashaba (48)

Lebogang is a director and founder of RealPPE. This business is Africa's first specialized B2B multi-vendor marketplace that combines industry-specific PPE expertise, digital efficiency, and comprehensive compliance management in a single platform.

It services industries like healthcare, food, construction, mining, and manufacturing, offering real-time inventory tracking, automated compliance, and cost optimization - all in one trusted solution. From Innovative Smart PPE to HerPPE, our exclusive category for women. We deliver intelligent, inclusive solutions with unmatched ease and confidence.



<b>Jonathan</b>	<b>Makudubela</b>	Plotasher Consulting	Medical Consulting and Supplies
<b>Thekiso</b>	<b>Khanye</b>	Boitumelo Rethabile Group	Cloud computing, AI/ML, Big Data Analytics, Business Intelligence, Social Media Engineering, and Research & Development.
<b>Nape Saron</b>	<b>Kanyane</b>	Lal Hlata Trading PTY (LTD)	supply and refurbishment of mechanical equipment, welding, and fabrication
<b>Sibongile</b>	<b>Sithole</b>	MLPC Projects	Electrical Engineering, Plumbing and Solar services
<b>Desmond</b>	<b>Rasebopye</b>	Green Focus Waste	Waste Management and Recycling
<b>Nomahlubi</b>	<b>Pitse</b>	Thanyaka Trading Enterprise(Pty)Ltd	PPE, cleaning detergents and hygiene supplier
<b>Mapidianye Joseph</b>	<b>Mosidi</b>	JRT Consulting and Trading(Pty) Ltd	Building Construction and civil works
<b>Lerato Louis</b>	<b>Lenong</b>	KBP CONSULTING PTY LTD	Turnkey Engineering services, Quantity Surveying and Project management including supply of Diesel and Oil,
<b>Thami</b>	<b>Mnisi</b>	Technorain Solutions	Internet Services
<b>Ellen</b>	<b>Nkuta</b>	ELLEN G	Safety Wear, Corporate Uniform and Promotional material
<b>Lebogang</b>	<b>Mashaba</b>	Real PPE Marketplace	PPE and Workwear
<b>Tshepiso</b>	<b>Mokgabudi</b>	Pillar South Africa	HR Solutions

# CUSTOMISED ENTERPRISE DEVELOPMENT PROGRAMME (C-EDP): INFORMAL MARKETS

## The Power of Informal Markets and Township Businesses in Building Communities



Informal markets and small township businesses are the backbone of local economies, driving job creation, economic inclusion, and social upliftment.

These businesses provide essential goods and services, create employment opportunities, and support livelihoods, especially in underserved communities. By fostering entrepreneurial spirit and self-reliance, they empower individuals to build sustainable incomes, reduce poverty, and stimulate local investment.

Beyond economics, township businesses play a crucial role in community cohesion and cultural preservation. They serve as hubs of innovation, creativity, and resilience, reflecting the unique identities and needs of the people they serve. When these businesses thrive, they uplift entire communities, improve living standards, and contribute to a more inclusive economy. These businesses range from constructions, bakeries, spaza shops, farming and many more.

Investing in informal markets and small township enterprises is not just about business, it's about building a future where opportunities are accessible to all, and where economic growth is truly transformative.

Thebe Foundation launched the Informal Markets Programme with a view to provide several township businesses operating in Gauteng townships with the skills necessary to formalise their operations and to grow their businesses. The programme aims to equip beneficiaries with skills to validate the market and their customers, be compliant, gain traction in sales, and become sustainable.

### The programme consists of the following modules: .

- » Funding Readiness
- » Financial Management & Costing
- » Customer Acquisition and Retention

### Some of the businesses industries represented in the 2024 cohort: .

- » Supply of automotive parts and solar panel installations
- » Catering for small events
- » Domestic electrical maintenance
- » Piggery
- » Hawker
- » Construction
- » Internet Café
- » Domestic cleaning
- » Car wash
- » Artchaar reseller
- » Township-based supermarket
- » Photo/videography

## Some of the participants on the C-EDP: Informal Markets Programme

passed with 80%



### Sibongile DUBE (51)

Sibongile operates an informal Spaza shop, DNY HOLDINGS, in the vibrant neighbourhood of White City in Soweto.

With one dedicated employee by her side, she pursues her entrepreneurial dreams, forging a path towards sustainability and supporting her family. She is being assisted to ensure that her business is fully compliant.



### Palesa Tshabalala (43)

passed with 100%

Palesa runs a catering company and operates as of when needed for occasions that she can cater for. She does not have any limits and is open to any booking as she has all the equipment she needs to operate.

The name of her business is *Pabla23projects* her business has the compliance documents of the BEE and CIPC certificate. The picture shows Palesa updating Mamiki about all that she has learnt in the program and taking part on the one-on-one interview post the program.



### Nomvula Makaleng (68)

passed with 93%

Nomvula runs an informal business of selling Inhloko (cow head) on the street where she has her own stand near a busy area close to her home, she also does have a trailer truck at home that she operates in for her kitchen when she is not at her stand.

Her business is currently on hold because of certain equipment that she mentioned was stolen but that does not stop her from selling packaged meat to her people. She does not have compliance documents, and the name of her business is Mememe Wanqiduduza Trading JW Pty Ltd.

## C-EDP DEVELOPMENT PROGRAMME IN NUMBERS

COMPLETION RATE 93%

Province (C-EDP)

Female 36%

Male 64%

C-EDP Gender Split



### Vuyo Xulu (42)

Runs a business that is a Multidisciplinary Consulting firm rendering services to private and government clients for Engineering Services.

They run professional Project Management and Quantity Surveying services, architectural services, supplying diesel and fuel and other wholesale Petroleum Products, Renewable Energy, Electrical and Mechanical works. The company is owned by Ms Lerato L Lenong with 24 years experience within the construction industry.

passed  
with  
100%

### Moses Molokomme (56)

Letshi runs a business named Ellen Ellen G that has been in operation since 2004. The business prides itself as being 100% woman owned and boasts a level 1 (One) BBBEE rating. It currently specialises in promotional wear, safety wear, uniforms, & corporate gifts.

The company positioned itself as the preferred supplier not only to government departments but also to the individual manor woman that seeks minimal quantities. They have built a reputation of being able to service any size job big or small with ease.

passed  
with 93%



*Together, we are building a future where every entrepreneur, no matter where they start, has the tools to succeed and the power to grow.*

### Kgaogelo Motaung (41)

Kay Motaung Holdings, founded by Kgaogelo Motaung in June 2020, is a private company dedicated to excellence in construction-related work. With a vision rooted in client satisfaction, the company strives to deliver outstanding quality service, exceptional workmanship, and deep product knowledge.

By embracing affordable services, they continuously improve and harness technology to streamline their processes. Building long-term relationships with clients is at the heart of their mission, as they seek to truly understand client needs and empower their clients with essential knowledge and skills after the service is completed.

With extensive experience in the building and maintenance industry, Kay Motaung Holdings proudly upholds the highest ethical standards, inspiring trust and confidence in all they do.

passed  
with  
100%



The Thebe Foundation's Customised Enterprise Development Programme (C-EDP): Informal Markets has been a game-changer for informal markets and township entrepreneurs, equipping them with the skills, resources, and support needed to thrive.

Through specialized training, mentorship, and business development services, we have empowered countless small businesses to grow, create jobs, and contribute to their local economies. By bridging gaps in access to knowledge, networks, and opportunities, this programme is not just transforming businesses—it's strengthening communities and fostering a culture of sustainable entrepreneurship.

C-EDP STORIES

passed  
with 97%

### Nawumuni Mabasa (49)

Nwamash Trading Pty Ltd was established in 2018. It is wholly owned by black woman (Nawumuni Maria Mabasa). It is situated in Soweto but not limited to operate around South Africa and abroad. The company is aiming to create job opportunities to unemployed people more especially women.

NWAMASH Trading Pty. Ltd offers lots of services that deals with Bakery Servicer i.e. baking events cakes, scones biscuits and any baking. The company is aiming to offer services under culinary and bakery. Under culinary the company will be offering services that deal with people who are willing to learn. The company caters for individual, small and big industries.



<b>Vuyo</b>	<b>Xulu</b>	Jwarha holdings	Agriculture-Piggery and Poultry
<b>Palesa</b>	<b>Tshabalala</b>	Pabla23 projects	Construction, service provider and Catering
<b>Mahlatse</b>	<b>Morwatshehla</b>		
<b>Malon</b>	<b>Chauke</b>	ServeTern	Business Services
<b>Vhukhudo</b>	<b>Tshidade</b>	Khae Trading and Projects PTY (LTD)	Baking & Catering
<b>Tshepo</b>	<b>Maredi</b>	Maredi Casting Agency	Photography/Videography
<b>Sibongile</b>	<b>Dube</b>	DNY HOLDINGS PTY LTD	Spaza Shop
<b>Lucky</b>	<b>Zimba</b>		Car Wash
<b>Maria</b>	<b>Mabasa</b>	Nwamash Trading	Manufacturing of detergents
<b>Vusimuzi</b>	<b>Moya</b>	Sibusiso All Trade	Bulk Wholesaler
<b>Nomvula</b>	<b>Mokaleng</b>	Mememe Wanqiduduza JW PTY (LTD)	Catering and meat supply
<b>Moses Mautla</b>	<b>Molokomme</b>	Banotwane Projects PTY (LTD)	Artchaar Reseller
<b>Kgaogelo</b>	<b>Motaung</b>	Kay Motaung Holdings	Construction and internet cafe services

## WHAT PARTICIPANTS HAD TO SAY

We have implemented several tools and practices from the program to strengthen our approach to Compliance and Governance. These include enhanced documentation processes to ensure accurate and secure record-keeping, regular internal audits to assess adherence to laws and regulations, and a risk management framework to identify and mitigate operational risks, including ethical sourcing practices. We've integrated privacy protocols into our in-house CRM to comply with POPIA (Protection of Personal Information Act) and trained our team on governance principles to ensure compliance in daily operations. Additionally, we have formalized a code of ethics to guide our decisions with integrity, fairness, and accountability. These measures not only ensure compliance but also foster a culture of governance excellence within our business."

-McKalya Pillay, On Target Promotional Gifts & Clothing (Pty) Ltd, 2024 EDP Participant

## COMPLIANCE CLINIC

Compliance Clinic entails guidance and assistance from a compliance officer on matters such as tax compliance, the BEE process, CIPC documentation, and related topics. The consult and team conduct direct telephonic consultations, contacting each SDP student.

- » Each student first completes and submits the Business Background questionnaire.

- » Each student is required to submit a CSD (Central Supplier Database) report, accessed via the Department of National Treasury, to the complaint officer as proof that communication was there and to check that everything is up to date, therefore sending it to us, as UJ, after all the information is gathered. Please see the attached example of a CSD report.

## THEBE ANNUAL BUSINESS SUMMIT

In response to the urgent need for enhanced market access for small businesses, the Thebe Foundation established the Business Summit in 2019.

This strategic initiative is dedicated to uplifting the growth and sustainability of selected Small Business Enterprise Programme (SBEP) graduates, especially those led by black and black women-owned businesses.

Through a thoughtful selection process, the Business Summit identifies entrepreneurs who demonstrate the essential competencies required by Thebe Foundation's supply chain. These talented individuals are then matched with the enterprise development strategies and needs of Thebe Foundation Investment Corporation's core partners and subsidiary companies. This pre-matching process serves as a powerful mechanism, unlocking valuable business opportunities and creating vital market access for selected entrepreneurs.

Before the Summit, participants are immersed in a week-long Supplier Readiness Programme, designed to enhance their competitiveness by honing skills in contracting law, compliance, value proposition refinement, Service Level Agreement (SLA) performance, and pitching techniques.

The Summit transforms into a vibrant platform, showcasing the goods and services of SBEP graduates. Selected participants seize the opportunity to present their pitches directly to potential clients and decision-makers, seeking both financial and non-financial support. Following these inspiring presentations, small, medium, and micro enterprises (SMMEs) and potential clients engage in private deal rooms to negotiate and finalize meaningful business transactions.

The impact of the Thebe Foundation Business Summit transcends mere business dealings; it empowers small businesses to flourish in a competitive landscape. By fostering a holistic support ecosystem that includes training, networking, and ongoing mentorship, the Summit ignites sustainable economic growth and empowerment.





## THEBE FOUNDATION

Thank you to all our partners  
since inception



**THEBE**  
INVESTMENT CORPORATION

Building communities.  
Our bottom line.



Follow us on:

