



**THE AMERICAN CHAMBER OF COMMERCE
IN SOUTH AFRICA^{NPC}**

**Start-up Directory for Entrepreneurs
“Connecting the Dots”**

Introduction

This start-up directory was compiled to bring information to the fingertips of entrepreneurs. We wanted to “connect the dots” to make it easier for budding entrepreneurs to launch start-ups.

We have sourced and listed information pertaining to the Business Incubators already in existence in South Africa. There are 33 incubators currently and the list outlines the areas that each Incubator specialises in. Also included in the directory are lists of Financial Backing Institutions, Coaching and Mentoring Institutions, Business Accelerators, Entrepreneurial Development Programmes and Events.

We hope you will find this a valuable resource as you grow your start-up into a fully fledged business.

Yours sincerely

The AmCham Team

Definitions

<i>Incubator</i>	A place, especially with support staff and equipment, made available at low rent to new small businesses.
<i>Financial Backing</i>	Financial Backing is the financial resources provided to make a project possible.
<i>Coaching and Mentoring</i>	Both coaching and mentoring are processes that enable both individual and corporate clients to achieve their full potential.
<i>Accelerators</i>	A business accelerator is an intensive (usually 3 months), business program which includes mentorship, educational components, networking and aims at growing business rapidly, ending in demo-day.
<i>Entrepreneurial Development Programmes</i>	Programmes designed to equip a person with the required skills and knowledge needed for starting and running an enterprise.
<i>Events</i>	An event is a planned public or social occasion.
<i>Supplier Development</i>	The process of collaborating with suppliers to improve their processes and product manufacturing capabilities.

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1. Business Incubators in SA

Alphabetical list of Business Incubators in South Africa (see definition of “incubator” on page 3).

Business Incubators							1 8
INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT	
African Rose (Non-Profit)	Emerging essential oil farmers and agro-processing	–	012 841 4027	africanrose@africanrose.co.za	www.africanrose.co.za	Yes	
Aurik	Start-ups	Pavlo Phitidis	011 447 5575	pavlo@aurik.co.za	www.aurik.co.za	Yes	
Awethu Project (Non-Profit)	to revolutionise the economy by solving the problem of the Missing Middle	Yusuf Randera-Rees	011 024 1606	info@awethuproject.co.za	awethuproject.co.za	No	
Chemin (Non-Profit)	Startups in the chemical industry in Port Elizabeth, KwaZulu Natal, East London and Midrand.	Charles Wyeth Robin Learmonth	PE – 041 503 6700 EL – 087 3731150 Midrand – 011 318 6160 KZN – 087 802 7050	PE – 5icole@chemin.co.za EL – phumeza@chemin.co.za Midrand – info@chemin.co.za KZN – senzo@chemin.co.za	www.chemin.co.za	No	
Collective Value Creation	International experts that can tailor make an offering to specific needs.	–	011 476 1938	info@collectivevaluecreation.co.za	www.collectivevaluecreation.co.za	Yes	
Egoli Bio	Startups involved in life sciences and biotechnology ventures	–	012 844 0724/ 012 844 0726	info@egolibio.co.za	www.egolibio.co.za	No	

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INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT
Endeavor (Non-Profit)	Identifies and assists high-growth entrepreneurs in emerging markets around the world by providing support for entrepreneurs who are transforming their communities, their industries and their countries with their visionary ideas.	–	011 463 0992	–	www.endeavor.co.za	No
Furntech	Small enterprises in the furniture manufacturing sector	legshaan Ariefdien	Cape Town and George – 021 508 0088 Durban – 031 579 3883 White River – 013 750 3066 Umzimkhulu – 039 259 0993 Johannesburg – 011 672 2185 Mthatha – 047 531 1840	Cape Town and George – joyc@furntech.org.za Durban – delyshia@furntech.org.za White River – khodanir@furntech.org.za Johannesburg – maxwellj@furntech.org.za	www.furntech.org.za	Unknown
Impact Amplifier	Their mission is to accelerate the growth and capital provision of high impact, innovative businesses in Africa.	–	010 595 2369	info@impactamplifier.co.za	www.impactamplifier.co.za	Yes

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INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT
Jozihub	Within the context of this dynamic country, Johannesburg continues to be the engine room of the African economy and the perfect location for an incubator created to kickstart & accelerate innovation in the tech and social spheres.	–	–	info@jozihub.org	http://jozihub.org/	Unknown
Lepharo	Copper, Zinc and Base Metals	-	011 363 3920	info@lepharo.co.za	www.lepharo.co.za	Unknown
Mapfura Makhura Incubator (MMI)	Bio-fuels plant production & processing	–	013 268 9324	–		Unknown
Mobile agri-skills incubator (Non-Profit)	Small agricultural enterprises in Mpumalanga	–	013 753 2470	info@masdt.co.za	www.masdt.co.za	No
Mpumalanga Stainless Initiative	Small enterprises in the manufacturing sector	–	013 246 2497	info@mpstainless.co.za	www.mpstainless.co.za	Unknown
Raizcorp Business Incubator (For-Profit)	Provides full business support to drive entrepreneurs to profitability	–	Kramerville – 011 556 2000 Johannesburg – 011 838 8260 Witbank – 013 656 2252 Uitenhage – 041 922 5119 Rustenburg – 014 592 0255	Kramerville: Enquiries- kv@raizcorp.com Johannesburg – enquiries- ms@raizcoenquiries- uh@raizcorp.com Witbank – enquiries-emenquiries- rs@raizcorp.com Uitenhage – enquiries- rb@raizcorp.com Rustenburg – enquiries-	www.raizcorp.com	Yes

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INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT
Riversands Incubation Hub	The Hub's incubation programme nurtures small and micro enterprises (SMEs) by mentoring and supporting them to become fully-fledged, formal businesses	–	–	info@riversandsihub.co.za	www.riversandsihub.co.za	Unknown
Sasol Business Incubator	Promoting the sustainability of start-up SMMEs by providing an array of business, technical and financial related support solutions together with fully equipped manufacturing facilities, essential business infrastructure and a network of experts and services.		016 960 3763	info.esd@sasol.com	http://www.sasol.co.za/sites/default/files/Sasol%20Business%20Incubator%20Quick%20Information%20Sheet.pdf	Yes
Seda Automotive Technology Centre (Non-Profit)	To develop technology influenced products or services for the automotive industry. Through its partnership with Tshwane University of Technology and the CSIR, the Centre provides technical as well as business development support services to entrepreneurs and small enterprises.	–	012 700 0699	info@satec.co.za	www.satec.co.za	No

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INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT
Seda Construction Incubator (Non-Profit)	The development of small contracting firms classified under the Construction Industries Development Board (CIDB) as grade 3.	Thembeke Nsimbi	031 368 1207	info@seci.org.za	www.seci.org.za	No
Seda Essential Oils Business Incubator (Non-Profit)	Empowers emerging farmers to produce, and in some instances process, high value essential oils. The incubator transfers appropriate technologies to emerging farmers in order to facilitate starting or increasing commercially viable essential oil production.	–	012 808 3061	admin@seobi.co.za	www.seobi.co.za	No
Seda Limpopo Jewellery Incubator (Non-Profit)	Developing entrepreneurial jewellers in the Limpopo Province.	–	015 293 0214	info@lslji.org.za	www.slji.org.za	No
Seda Platinum Incubator (Non-Profit)	The only dedicated incubator for platinum group metals (PGMs) beneficiation in South Africa.	–	014 597 0736	info@spi.org.za	spi.org.za	No
Seed Incubator	Delivers entrepreneurial business support, coaching and mentoring for tech startups	–	011 262 6858	aimee@seedengine.co.za	www.seedengine.co.za	Unknown

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INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT
Shanduka Black Umbrellas (Non-Profit)	Small black businesses	–	Cape Town – 021 447 7156 Johannesburg – 010 590 5555 Pretoria – 012 326 9196 Durban – 031 327 3200 Mooinooi – 0100 1738 Port Elizabeth – 041 501 3400 Lephalale – 010 590 5555 Richards Bay – 035 799 3699 Durban – 031 368 2483	Cape Town – donavon@blackumbrellas.org Johannesburg – phindile@blackumbrellas.org Pretoria – mattrus@blackumbrellas.org Mooinooi – precious@blackumbrellas.org Port Elizabeth – akhona@blaashrus@blackumbrella s.org Lephalale – Eunice@blackumbrellas.orgchards	www.shandukablackumbrellas.org	Yes
Soft Start Business and Technology Incubator (Non-Profit)	A virtual and real estate incubator which supported high-tech entrepreneurs in starting and growing their businesses by offering innovative products and services.	–	011 695 4800	connect@softstartbti.co.za	www.softstartbti.co.za	No

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INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT
Soshanguve Manufacturing Technology Demonstration Centre	Training entrepreneurs to operate and maintain the technologies and to establish new small-scale manufacturing and services ventures.	–	087 808 9015	info@smtdc.co.za	–	Unknown
Springlab	A technology incubator in Sub-Saharan Africa that build lean startups that solve real-world inefficiencies	–	021 448 0496	info@springlab.co	http://springlab.co/	Unknown
Standard Bank Business Incubator	Provides mentoring, coaching, and access to training in enterprise development.	Jayshree Naidoo	011 283 1100	incubator@standardbank.co.za	bizconnect.standardbank.co.za	Yes
Standard Bank Technical Incubator	Entrepreneurs have access to technical support on manufacturing, design, 3D printing, patenting, design support and new technologies, thereby enabling rapid prototyping.	Jayshree Naidoo	011 283 1100	incubator@standardbank.co.za	bizconnect.standardbank.co.za	Yes
The Downstream Aluminium Centre for Technology (Non-Profit)	Small enterprises in the aluminium casting industry in Richards Bay	Loveashnee Naicker	035 797 1500	loveashnee@dact.co.za	www.dact.co.za	No

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INCUBATOR NAME	FOCUS	CONTACT PERSON	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	SUPPLIER DEVELOPMENT
The Hope Factory (Non-Profit)	Develop, equip and support previously disadvantaged South Africans to establish and grow their businesses.	Buhle Moyo Jolandi Snyders	Johannesburg – 011 479 0610 Port Elizabeth – 041 484 7400	buhlem@thehopefactory.co.za jolandis@thehopefactory.co.za	www.thehopefactory.co.za	Yes
The Innovation Hub	Startups in the knowledge-intensive, green economy information, sustainable development, communications technology, bioscience, electronics and advanced manufacturing and materials	Connie Makanye	012 844 0000	cmakanye@theinnovationhub.com	www.theinnovationhub.com	No
The Seda Nelson Mandela Bay incubator	Small Information, Communications and Technology enterprises in the Eastern Cape.	–	041 409 8600	info@snmbicti.co.za	www.snii.co.za	Unknown
The Timbali Technology Incubator (Non-Profit)	Aiming to create a centre for the establishment and support of emerging farmers in the cut flower market	Lungile Mlombo	013 752 4247	info@timbali.co.za	www.timbali.co.za	No

2. Financial Backing

Organisations where that supply financial backing:

Financial Backing					1 2
NAME	SECTOR	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS	
4Di Capital	Technology	-	-	www.4dicapital.com	
ABSA	Non-Sector Specific	086 000 8600	absa@absa.co.za	www.absa.co.za	
AngelHub Ventures	Non-Sector Specific	-	info@angelhub.co.za	www.angelhub.co.za	
Angel Investment Network	Non-Sector Specific	-	-	www.investmentnetwork.co.za	
Business Finance Southern Africa	Non-Sector Specific	021 979 1960	anthea@capx.co.za	www.businessfinances.co.za	
Business Loans	Non-Sector Specific	083 748 2704	info@nhfinance.co.za	business-loan.co.za	
Business Partners Limited	Non-Sector Specific	011 713 6600 021 464 3600 011 470 3111	enquiries@businesspartners.co.za	www.businesspartners.co.za	
Capitec	Non-Sector Specific	086 010 2043	-	www.capitecbank.co.za	
Cash Flow Capital	Non-Sector Specific	071 656 6314	info@cashflowcapital.co.za	www.cashflowcapital.co.za	
Ethos Private Equity	Non-Sector Specific	011 328 7400	-	www.ethos.co.za	
eVentures Africa Fund	Internet Related	-	info@eva-fund.com	www.eva-fund.com	
FNB	Non-Sector Specific	087 575 9479	-	www.fnb.co.za	
Funding Connection	Non-Sector Specific	031 764 4914 079 507 1346	-	www.fundingconnection.co.za	
Grovest	Non-Sector Specific	011 262 6433	info@grovest.co.za	www.grovest.co.za	
Hasso Plattner Ventures	Information Technology	021 4176520	info@hp-ventures.com	hp-ventures.com/	
Identity Development Fund	Non-Sector Specific	011 351 2900	-	-	
Invenfin	Non-Sector Specific	021 888 3355	contact@invenfin.com	www.invenfin.com	
Khula-Akwandze Fund	Agricultural Finance	013 791 1396 013 723 4247	-	-	
Knife Capital	Non-Sector Specific	-	info@knifecap.com	www.knifecap.com	
Landbank	Agricultural Finance	012 686 0500	info@landbank.co.za	www.landbank.co.za	
National Empowerment Fund	Non-Sector Specific	086 184 3633	info.nefcorp.co.za	www.nefcorp.co.za	

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NAME	SECTOR	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS
National Youth Development Agency	Non-Sector Specific	080 052 5252 086 009 6884	-	www.nyda.gov.za
Nedbank	Non-Sector Specific	086 011 6400	sbssales@nedbank.co.za	www.nedbank.co.za
Old Mutual	Non-Sector Specific	086 011 5060	-	www.oldmutual.co.za
Pollen	Non-Sector Specific	086 199 9922	-	www.pollenfinance.co.za
Rainfin	Non-Sector Specific	087 820 5200	info@rainfin.com	www.rainfin.com
Small Business Growth Trust Fund	Non-Sector Specific	011 421 2939 082 901 2813	info@sisonkefund.co.za	-
Standard Bank	Non-Sector Specific	011 636 9111	-	www.standardbank.co.za

3. Coaching and Mentoring

Below is a list of all the companies that coach and mentor your company to achieve maximum potential.

Coaching and Mentoring

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NAME	SECTOR	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS
BizCo	Non-Sector Specific	086 123 7775	info@bizco.co.za	http://bizco.co.za
Bizempire	Non-Sector Specific	-	webmaster1@bizempire.co.za	www.bizempire.co.za
BizSpark	Software Development	-	bizsparksa@microsoft.com	www.bizsparksa.co.za
Branson Centre for Entrepreneurship	Non-Sector Specific	011 403 0622	-	http://bransoncentre.co.za
Business Partners	Non-Sector Specific	011 713 6600	enquiries@businesspartners.co.za	www.businesspartners.co.za
Business Place	Non-Sector Specific	011 836 9000	network@tbp.co.za	www.thebusinessplace.co.za
Business Skills for South Africa	Non-Sector Specific	012 349 1777	enquiry@bssa.co.za	www.bssa.co.za
Crossover Transformation	Non-Sector Specific	082 333 7989	info@crossovertransformation.co.za	http://crossovertransformation.co.za/
Enterprise SA	Non-Sector Specific	011 795 1294	admin@enterprisesa.com	www.enterprisesa.com
Ignitor Start Up Acceleration	Non-Sector Specific	082 093 7990 (Justin) 073 954 1346 (Paul)	justin@ignitor.co.za paul@ignitor.co.za	www.ignitor.co.za
LRMG Performance Agency	Non-Sector Specific	021 200 5764 087 941 5764	-	http://lrmg.co.za
My StartUp	Non-Sector Specific	-	info@mystartupsa.com	http://mystartupsa.com
National Youth Development Agency	Non-Sector Specific	011 834 7660 (JHB) 021 415 2040 (CT) 031 327 9900 (Durban) 041 503 9100 (PE) 051 411 9450 (Bloemfontein)	-	http://www.nyda.gov.za
Small Enterprise Development Agency	Non-Sector Specific	0860 103 703	info@seda.org.za	www.seda.org.za

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NAME	SECTOR	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS
SME Toolkit South Africa	Non-Sector Specific	-	-	http://southafrica.smetoolkit.org
StartUp 90	Education Finance Healthcare Agriculture	-	-	www.startup90.com
Start-Up South Africa	Non-Sector Specific	-	-	www.start-upsa.com
Start with 7	Technology	-	info@sw7.co	http://sw7.co/
VC4Africa	Non-Sector Specific	-	-	https://vc4africa.biz

4. Accelerators

Business Accelerators that aim to rapidly grow businesses.

Accelerators				
NAME	SECTOR	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS
88mph	Non-Sector Specific	-	-	www.88mph.ac
African Leadership Network	Non-Sector Specific	011 568 1591	-	http://africanleadershipnetwork.com
Aurik	Non-Sector Specific	011 447 5575	pavlo@aurik.co.za	www.aurik.co.za
EO Accelerator Programme	Non-Sector Specific	-	-	www.eoafrika.org
Grindstone Accelerator	Non-Sector Specific	-	grindstone@knifecap.com	www.knifecap.com/grindstone.php
Ignitor Start Up Acceleration	Non-Sector Specific	082 093 7990 (Justin) 073 954 1346 (Paul)	justin@ignitor.co.za paul@ignitor.co.za	www.ignitor.co.za
Launchlab	Non-Sector Specific	021 808 9494	info@launchlab.co.za	www.launchlab.co.za
MAP	Manufacturing	-	office@mapprogramme.co.za	www.mapprogramme.co.za
PwC's Accelerator South Africa	Non-Sector Specific	021 529 2740	maiya.de.rijk-uys@za.pwc.com	www.pwcaccelerator.com/pwccaccelerator/pwc-acc-south-africa.html
Riversands Business Accelerator Programme	Non-Sector Specific	-	info@riversandsihub.co.za	www.riversandsihub.co.za
SEA Africa	Non-Sector Specific	011 027 7976	info@seaafrica.co.za	www.seaafrica.co.za
Seed Engine	Technology	011 262 6858	aimee@seedengine.co.za	www.seedengine.co.za
Spark South Africa	Non-Sector Specific	-	-	http://sparksouthafrica.org/the-program/
StartUp 90	Education Finance Healthcare Agriculture	-	-	www.startup90.com
Start with 7	Technology	-	info@sw7.co	http://sw7.co/
Symeology Business Accelerator	Non-Sector Specific	-	-	http://symeology.co.za
The Sable Accelerator	Non-Sector Specific	082 457 7236	kerryn@sablenetwork.com	www.sablenetwork.com

5. Entrepreneurial Development Programmes

Companies that provide Entrepreneurial Development Programmes to train and develop entrepreneurs, their staff and suppliers.

Entrepreneurial Development Programmes

NAME	CONTACT NUMBER	EMAIL ADDRESS	WEB ADDRESS
Azurenomix	011 026 6000	info@azurenomix.co.za	www.azurenomix.co.za
Branson Centre for Entrepreneurship	011 403 0622	-	http://bransoncentre.co.za
BSSA	012 349 1777	ejb@bssa.co.za	http://www.bssa.co.za
Gordon Institute of Business Science	011 268 5565	illovolodge@gibs.co.za	http://gibs.co.za/centres/centres/enterprise-development-academy.aspx
Knife Capital	-	info@knifecap.com	www.knifecap.com
Raymond Ackerman Academy of Entrepreneurial Development	-	-	http://www.ackermanacademy.co.za
Regenesys Business School	011 669 5000	info@regenesys.co.za	http://regenesys.co.za/free-business-education/
Seed Academy	011 262 6858	info@seedacademy.co.za	http://seedacademy.co.za
South African Institute for Entrepreneurship	021 447 2023	info@entrepreneurship.co.za	www.entrepreneurship.co.za
Youth Entrepreneurship Programme	084 741 1785	dewald@youth-entrepreneurship.co.za	www.youth-entrepreneurship.co.za

6. Events

Upcoming events in South Africa as at date of publishing.

Events			
DATE	EVENT	PLACE	CONTACT
27-30 June 2016	Entrepreneurship	Provox Premises, Ferndale, Randburg	Amelda van Vuuren: 011 326 1262
25 August 2016	My Business Expo: South Africa 2016	Cape Town International Convention Centre (CTICC), Cape Town	https://www.mybizexpo.co.za/register.php
15-16 March 2017	My Business Expo: South Africa 2017	Gallagher Convention Centre, Midrand	https://www.mybizexpo.co.za/index.php

Tips for Entrepreneurs

1. Learn from mistakes

Mistakes are the best teacher – every mistake made is a step closer to success.

2. Understand your sector

Know what your sector is about. Don't go into a sector you know nothing about – even if people are making a lot of money.

3. Know your goals

Set your goals and remind yourself about them on a daily basis.

4. Learn from mistakes

Mistakes are the best teacher – every mistake made is a step closer to success.

5. Find good people

Surround yourself with good people.

6. Build a great team

You cannot do it on your own. Build a great team that will work towards the same goal and support you in the decisions you make.

7. Have a vision

Know what you want to achieve and have a desire to create it. Remember to keep your vision clear at all times.

8. Learn from mistakes

Mistakes are the best teacher – every mistake made is a step closer to success.

9. Take the risk

You will never know the outcome of your efforts if you don't take the risk.

10. Take action

Success only comes once that first step is taken.

11. Plan for raising capital

Know how and where you are planning on raising capital, it is harder than you think.

12. Learn from mistakes

Mistakes are the best teacher – every mistake made is a step closer to success. (We know we repeated this 4 times).



"I am dressed for success! Of course, my idea of success may not be exactly the same as yours."

YOU ALWAYS PASS FAILURE ON
YOUR WAY TO SUCCESS.



13. Deliver more than expected

Deliver more than what your customers expect, this will build a loyal customer base.

14. Trust your instincts

If you feel you should grab the opportunity – go for it.

15. Do work you care about

Do what you truly believe in – running a business takes a lot of time.

16. Manage energy, not time

Your energy limits what you can do with your time, so manage it wisely.

