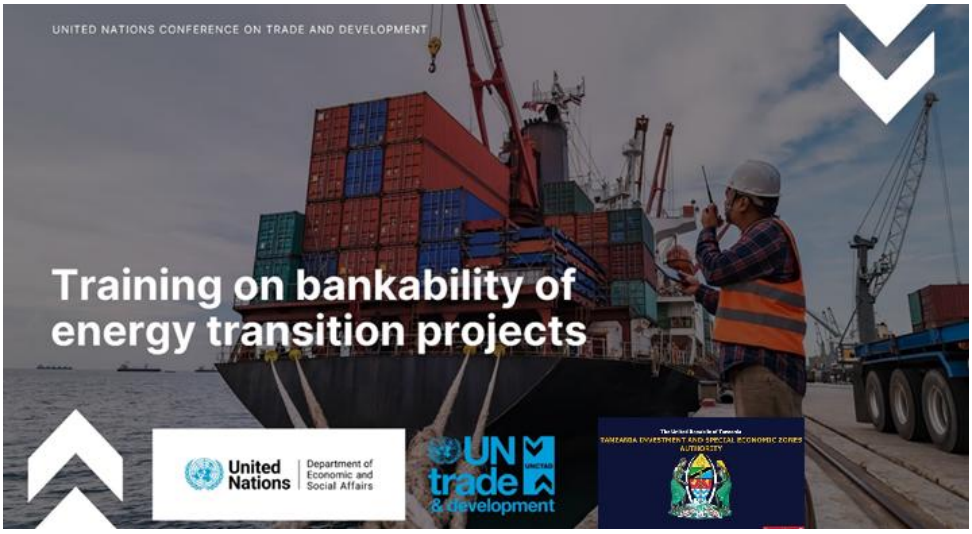


Training on the bankability of energy transition projects for Tanzanian mainland stakeholders[*]

Capacity-Building Report

2–3 June 2026 | Dodoma, Tanzania

Tanzania, through the Tanzania Investment and Special Economic Zones Authority (TISEZA), is a beneficiary of a technical assistance project promoting and facilitating finance and investment in energy transition in Africa. This project, led by UN Trade and Development (UNCTAD), is implemented in cooperation with the United Nations Department of Economic and Social Affairs (UN DESA) and other UN departments.

The programme focused on project bankability, investment readiness, project finance, risk management, and investor engagement - critical competencies for developing and packaging bankable and investment ready projects. The training also marks the inauguration of the pilot phase of TISEZA's Training and Capacity Building Academy, envisioned as a platform for continuous professional education, investment research, policy dialogue, and knowledge generation. It also aims to support the development of professional standards and certification pathways for investment practitioners and service providers, helping to strengthen the quality, credibility, and competitiveness of investment promotion and facilitation services in Tanzania.

Africa receives limited foreign investment to support its energy transition efforts. Most projects fail to attract international investment or finance due to perceptions of high risks and poor data to

[*] A training workshop for Zanzibar investment promotion stakeholders took place in Stone Town 3-4 May 2026.

support reasonable returns on investment. The lack of projects that are attractive to investors, or bankable, has become one of the barriers to sustainable development in Africa. For this purpose, this training programme held 2–3 June 2026, in Dodoma, sought to strengthen the ability of Tanzania mainland officials to identify, profile, and promote bankable projects towards securing financial closure. The capacity-building initiative brought together experts from the President's Office Planning and Investment, Ministry of Finance, PPP Centre, TANESCO, TGDC, TPDC, NDC, TIB Development Bank, Azania Bank, TISEZA, and other key domestic stakeholders. The insights and inputs gathered during this workshop will contribute to the successful implementation of the strategy and guide future capacity-building both within Tanzania and in other beneficiary countries.

Group photo at the meeting facilities

Opening

The meeting was opened by **Mr. Valentine Kagombora, TISEZA Coordinator, Northern Zone and Mrs. Natalia Guerra, Officer in Charge, Investment Promotion Section at UNCTAD**, who welcomed the participants and highlighted the importance of the training content for Tanzania's current sustainable development priorities. Being able to develop bankable or investable projects is a must, as it will also help improve access to much-needed finance and investment.

Commented [HG1]: Who was it opened by? Could not find it in the agenda or the docs shared

Day 1

Following opening remarks, **Ms. Privata Chiwido, Investment Officer, leading TISEZA's Training and Capacity Building Academy,** presented the new initiative, of which this training was the first one, aiming to provide a platform for investment promotion officials at national and subnational level with the possibility to become a regional training hub. Then **Mr. Niccolo Capomacchia, Consutant, UN DESA,** presented an introduction to project finance followed by an overview of investor landscape and specific considerations for the energy transition sector.

With this foundation in place, **Mr. Alex Yew, Senior Adviser, UNCTAD**, presented an overview of the investor and lender landscapes with the different types of investors and lenders, what they seek and require, and specific considerations for the energy transition sector

Later during the day, representatives from Tanzania Investment Bank shared on one side the investors’ perspective on what makes a project attractive and investable, and on the other, several energy transition-related projects and contributed to a discussion on how they can enhance investability and bankability and effectively address the criteria of investors and lenders.

Presenters from TISEZA Training Academy and Tanzania Investment Bank

Day 2

The second day of training began with a review of the first day and a lecture by **Mr. Alex Yew,** followed by a presentation on how investments are structured. After this module, **Mr. Niccolo Capomacchia,** presented an overview on the SDG/impact finance landscape, in addition to practical approaches to SDG impact assessment and strengthening project investment readiness.

In the afternoon, participants reflected on what they have learned in day 1 and day 2 and reviewed together a selection of projects to stimulate discussion and feedback. **Ms. Cally Siderias, Senior Consultant, UN DESA, and Mr. Glenn Hodes** provided training on effective investor presentations and storytelling and best practices for presenting projects. **Mr. Alex Yew** reinforced this training by

introducing an example of a pitch deck template, with a questionnaire incorporated to emphasize investability and bankability.

Closing

The training concluded with a summary by **Mr. Alex Yew** and reflections by participants. Participants completed an online evaluation and received certificates of participation.

A total of 13 completed responses to the online evaluation were received. Most participants rated the stakeholder meeting highly across all evaluation questions. 100% of participants rated their satisfaction with the training as either a 5 or 4 out of 5, with 5 being most satisfied. Five respondents gave the training an overall score of 4 out of 5, while the rest, eight respondents gave an overall score of 5 out of 5. 76% found the training very useful and 23% found it useful. 30%% of respondents indicated that the training outcome was beyond their expectations, and the rest, 70% indicated that it met their expectations.

Participants also provided written comments, including the following takeaways:

- The training helped to bridge the knowledge gap in preparing bankable projects
- The use of practical examples that the facilitator had worked on was very informative.
- Importance of minimizing risk of the project to qualify for the application
- Good projects do not attract financing simply because they are important. They attract financing when they are well prepared, properly structured, and able to demonstrate clear value, manageable risks, and realistic returns.
- The importance of collaboration among government institutions, financiers, and project developers in moving projects from ideas to implementation.

Suggestions received for similar events in the future include:

- The workshop should be longer and should be done quarterly to able financial institutions to create policy for energy projects suitable and compatible.
- More coverage in project financing and case studies, different scenarios, and examples of bankable documents for the fund.
- More in-depth discussions, practical exercises, and experience sharing among participants. Additional time would enable participants to explore key concepts in greater detail and maximize the learning outcomes.

Annex I: Programme

Agenda Day 1

	Subject/topic	Facilitator
Morning: Opening and scene setting—introduction to energy transition project finance, from investor perspective		
8:00 – 8:30 [30 mins]	Registration	Local authorities and United Nations
8:30 – 8.45 [15 mins]	Welcome, introductions, and workshop overview	Local authorities and United Nations
8.45 – 9:00 [15 mins]	Group photo	All participants
9:00 – 9:30 [30 mins]	Presentation on Training Academy	TISEZA
9:30 – 10:00 [30 mins]	**Part 1 (Training):** Introduction to project finance—key principles, concepts, how investors and lenders analyse and address risks	United Nations
10:00 – 11:00 [60 mins]	**Part 2a (Training):** Overview of investor landscape—different types of investors, what they look for/need, specific considerations for the energy transition sector	United Nations
11:00 – 11:15 [15 mins]	Coffee break	
11:15 – 12:30 [75 mins]	**Part 2b (External/Local Perspective and Case Study):** External investors' perspective on what makes a project attractive and investable	Invited external speaker (investor)
12:30 – 13:30 [60 mins]	Networking lunch	All participants
Afternoon: Introduction to energy transition project finance, from lender perspective; risk analysis and mitigation		
13:30 – 14:30 [60 mins]	**Part 3a (Training):** Overview of lender landscape—different types of lenders and what they look for/need, specific considerations for the energy transition sector	United Nations
14:30 – 14:45 [15 mins]	Break	
14:45 – 16:00 [75 mins]	**Part 3b (External/Local Perspective and Case Study):** External lenders' perspective on what makes a project attractive and bankable	Invited external speaker (commercial bank or DFI)
16:00 – 16:15 [15 mins]	Coffee break	
16:15 – 17:15 [60 mins]	**Part 4 (Training):** How investors and lenders analyse and address risks	United Nations
17:15 – 17:30 [15 mins]	Sum-up/reflections, and end of the session	All participants
17:30 – 18:30 [60 mins]	**Networking reception**	All participants

Agenda Day 2

Morning: **How investments are structured; overview of SDGs and impact investing**		
	Subject/topic	**Facilitator**
8:30 – 9:30 [60 mins]	Review of Day 1 and overview of Day 2	United Nations
9:30 – 10:30 [60 mins]	**Part 5 (Training):** How investments are structured	United Nations
10:30 – 10:45 [15 mins]	Coffee break	
10:45 – 11:45 [60 mins]	**Part 6 (Training):** SDGs & impact: • the SDG/impact finance landscape: the continuum of actors and why SDG alignment matters for private finance • practical approaches to SDG impact assessment and strengthening project investment readiness (including using the DESA STAIRS tool)	United Nations
11:45 – 12:00 [15 mins]	Sum-up/reflections	All participants
12:00 – 13:00 [60 mins]	Networking lunch	All participants
Afternoon: **How to present and pitch investment opportunities**		
13:00 – 14:30 [90 mins]	**Part 7 (Workshop):** Review a selection of (1–3) projects to stimulate discussion and feedback on: • whether the projects meet the requirements for investability and bankability as discussed on Day 1 • whether the presentation styles adhere to some of the best practices discussed earlier today	All participants
14:30 – 14:45 [15 mins]	Coffee break	
14:45 – 15:30 [45 mins]	**Part 8a (Training):** How to present/pitch projects and opportunities (best practices)	United Nations
15:30 –15:45 [15 mins]	**Part 8b (Case Study):** Example of pitch deck template (with questionnaire incorporated to emphasise investability and bankability)	United Nations
15:45 – 16:00 [15 mins]	Sum-up/reflections	All participants
16:00 – 16:30 [30 mins]	Presentation of certificates Closing	All participants Host and United Nations

Annex II: List of participants

Nº	NAME	SURNAME	INSTITUTIONS
1.	Lydia	Kidulile	TISEZA - DIP
2.	Emmanuel	Maswi	
3.	Valentine	Kagombora	TISEZA DSEZ
4.	Diana	Mwamanga	
5.	Remidius	Bantulaki	TISEZA PRI
6.	Privata	Simon	
7.	Dotto	Nyirenda	TISEZA DIF
8.	Diana	Masesa	
9.	Cuthbert	Kangila	TISEZA M&E
10.	Isaac	Shio	TISEZA AFTERCARE
11.	Diana	Mbungu	MINISTRY OF FINANCE
12.	Victor	Kiondo	
13.	Erasmus	Hyera	TANZANIA GEOTHERMAL DEVELOPMENT CORPORATION (TGDC)
14.	Cynthia	Kuringe	
15.	John	Kashaigili	
16.	Safiel	Msovu	TANZANIA PETROLEUM DEVELOPMENT CORPORATION (TPDC)
17.	Happyness	Mwasalanga	
18.	David	Kasira	
19.	Zainab	Juma	TANZANIA NATIONAL ELECTRIC SUPPLY COMPANYY (TANESCO)
20.	Ngusa	Kinamhala	
21.	Godfrey	Mahundi	PUBLIC PRIVATE PARTNERSHIP CENTRE (PPP)
22.	Revocatus	Rasheli	NATIONAL DEVELOPMENT CORPORATION (NDC)
23.	Amry	Ally	TREASURY REGISTRAR
24.	Kasa	Katoto	
25.	Adelitha	Kibuga	TIB DEVELOPMENT BANK
26.	Lilian	Maketa	
27.	Khalid	Shekimweri	Planning Commission
28.	Masoud	Mwinjuma	President Office- Planning and Investment
29.	Harun	Lacky	Azania Bank

Annex III: Media Gallery

Natalia Guerra • You
Officer-in-Charge, Investment Promotion Section, DIAE, UNCTAD
2w • Edited •

In the framework of the UN Trade and Development (UNCTAD) - UN DESA technical assistance project to enhance financing of energy transition projects in Africa, and in partnership with Tanzania Investment and Special Economic Zones Authority (TISEZA), it successfuly took place in Dodoma, a 2-day training programme on the Bankability of SDG Investment Projects.

The programme focused on project bankability, investment readiness, project finance, risk management, and investor engagement - critical competencies for developing and packaging bankable and investment ready projects.

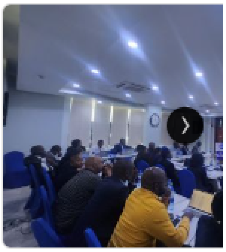
Facilitated by Alex Yew, Glenn Hodes H Nicolò Capomacchia and Cally Siderias and myself, It gathered participants from the President's Office Planing and Investment, Ministry of Finance, PPP Centre, TANESCO, TGDC, TPDC, NDC, TIB Development Bank, Azania Bank, TISEZA, and other key domestic stakeholders. and

The training also marks the inauguration of the pilot phase of TISEZA's Training and Capacity Building Academy, envisioned as a platform for continuous professional education, investment research, policy dialogue, and knowledge generation. It also aims to support the development of professional standards and certification pathways for investment practitioners and service providers, helping to strengthen the quality, credibility, and competitiveness of investment promotion and facilitation services in Tanzania.

#UNCTAD #TISEZA #CapacityBuilding #InvestmentPromotion #ProjectFinance #Bankability #InvestmentReadiness #ProfessionalDevelopment #Tanzania #FinancingAjustEnergyTransition

Nan Li Collins 李楠 Gilead Teri Tanzania Investment and Special Economic Zones Authority (TISEZA) UN Trade and Development (UNCTAD) UNCTAD World Investment Forum George Mukono

Special thanks to Diana Ladislaus Mwamanga for her dediicated professional support for the succes of the event and to Privata Simon Chiwindo for the collaboration with the training academy.



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