



# Training on bankability of energy transition projects



## Training on the bankability of energy transition projects for Namibian stakeholders

Capacity-Building Report

1–2 December 2025 | Windhoek, Namibia

Namibia, through the Namibia Investment Promotion and Development Board (NIPDB), is a beneficiary of a technical assistance project promoting and facilitating finance and investment in energy transition. This three-year 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 first phase of the project helped the NIPDB to develop a strategy and action plan to attract finance and investment for energy transition. The second phase of the project targets capacity-building in the design, identification, and promotion of bankable renewable energy projects. Using the skills acquired under the capacity-building work, the third phase of the project will support Namibia to promote energy transition projects in international fora.

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 support reasonable returns on investment. The lack of projects that are attractive to investors, or bankable, has become one of the barriers to energy transition in Africa. For this purpose, this capacity-building programme held 1–2 December 2025, in Windhoek, sought to strengthen the ability of Namibia to identify, profile, and promote bankable projects towards securing financial closure. The capacity-building brought together experts from the NIPDB with infrastructure project lead agencies and international partners.

The capacity-building workshop was attended by 37 participants, including 15 women, from the

NIPDB, regulatory agencies, development finance providers, and the private sector. The insights and inputs gathered during this workshop will contribute to the successful implementation of the strategy and guide future capacity-building both within Namibia and in other beneficiary countries.



## Day 1

Following opening remarks by **Ms. Natalia Guerra, Officer-in-Charge of the Investment Promotion Section, UNCTAD**, the training started with an introduction to energy transition projects, from the investor and lender perspectives. **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.

With this foundation in place, **Mr. Keith Martin, Senior Consultant, UN DESA**, provided training on how investors and lenders analyse and address risks. **Mr. Glenn Hodes, Inter-Regional Adviser on SDG Investment, UN DESA**, presented UN DESA's Self-Assessment Tool for Appraising Investment Readiness in Sustainable Infrastructure (STAIRS). This tool helps countries assess the investment readiness of infrastructure projects.

**Mr. Iyaloo Nangolo, Managing Director of Alpha Namibia Industries Renewable Power Limited (ANIREP)**, shared the investors' perspective on what makes a project attractive and investable. This session concluded with a workshop with presentations by promoters of several energy transition related projects and a discussion on how they can enhance investability and bankability and effectively address criteria of investors and lenders.

## Day 2

The second day of training began with a review of the first day and a lecture by **Mr. Alex Yew** on how investments are structured. Following this module, **Mr. Glenn Hodes** and **Mr. Nicolo**

**Capomacchia, Consultant, UN DESA**, presented an overview of private financing for the Sustainable Development Goals (SDGs), the impact funding ecosystem, and blended finance instruments. They introduced the SDG Investment Fair, an annual event which brings together participants from governments and the private sector to encourage investment for the SDGs. The Fair provides an opportunity for project promoters to pitch their projects.

**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. A project promoter pitched a project to the other participants for their feedback.



Ms. Klaudia Mwatile, Research and Development Officer, Rudy Agritactic Machines, pitches to other participants

## Closing

The training concluded with a summary and reflections by participants. **Mr. Jason Munyan, Economic Affairs Officer, UNCTAD**, congratulated participants and presented them with certificates.



Participants were invited to evaluate the meeting via an online survey. A total of 20 completed survey responses were received. Most participants rated the stakeholder meeting highly across all evaluation questions. All (100%) participants rated their satisfaction with the event as either a 5 or 4 out of 5, with 5 being most satisfied. A full 95% of participants were “very satisfied” with the overall content, followed by 90% “very satisfied” with the use of technology, 85% “very satisfied” with the topic relevance, and 80% “very satisfied” with the facilitator/trainer.

These results, along with 100% of participants rating the training as either “very useful” or “useful” to their work, demonstrate proper targeting of the audience by the organisers.

*Participants also provided written comments, including the following takeaways:*

- The information was presented in an easily digestible and easily accessible format. I can apply the knowledge I've gained from this training almost instantly.
- I liked the aspect of PPPs well presented and articulated.
- Interesting presentation with knowledgeable presenter
- The content was well curated
- Understanding the inner thinking of investors and lenders so we land the right

proposition.

- The structuring of the PPP projects, the difference between corporate and project finance, the spectrum on equity finance, and basically just the general thorough understanding of the presenter on the topics, backed by skills and experience, which is much appreciated.
- The importance to highlight project risks and mitigation plans. Plus the SDG impact on the country/sector/community.
- The context was nice
- That all the information was very well detailed
- The engagement and the interaction with the audience
- It was informative
- Relevant aspects to be considered as far as financing is concerned (Link to SDGs)
- Use a practical example from Namibia to create a relatable understanding.

Suggestions received for similar events in the future include:

- Keep it the same and have more interactions with the audience
- Invite more stakeholders and make it 2 days
- It would be great to develop a case study on project risk evaluation, with the exercise requiring participants to role-play and analyze risk from various stakeholders' perspectives
- May be just to touch more on project financing models, especially with key aspects of the model, because a good model is good for attracting funders
- Please contact another training invite the private sector
- I would suggest having more of our local stakeholders to attend this session.
- Use more practical examples in the context of Namibia.
- Make time for group activities, even just one. Further, try to localise some of the case studies, say in SADC or Sub-Saharan Africa
- Suggest for case study in the energy space.
- Financing off grid projects
- Keep up the good work

## Annex I: Programme



**United Nations**

Department of  
Economic and  
Social Affairs



Namibia Investment Promotion  
& Development Board

### Agenda Day 1

<b>Morning:</b> Opening and scene setting - introduction to energy transition projects, from investor and lender perspectives		
	Subject/topic	Facilitator
8:00 – 9:25 [85 mins]	Registration, welcome, introductions, and workshop overview	Local authorities and United Nations
9:25 – 9:30 [5 mins]	Group photo	All participants
9:30 – 10:30 [60 mins]	<b>Part 1 (Training):</b> Overview of investor landscape – different types of investors, what they look for/need, specific considerations for the energy transition sector	United Nations
10:30 – 10:45 [15 mins]	Coffee break	
10:45 – 11:45 [60 mins]	<b>Part 2 (Training):</b> Overview of lender landscape – different types of lenders and what they look for/need, specific considerations for the energy transition sector	United Nations
11:45 – 12:00 [15 mins]	Sum-up/reflections	All participants
12:00 – 13:00 [60 mins]	Networking lunch	All participants
<b>Afternoon:</b> Risk analysis and mitigation for energy transition projects, external perspectives and workshop to review project pipeline for investability and bankability		
13:00 – 14:00 [60 mins]	<b>Part 3 (Training):</b> How investors and lenders analyse and address risks	United Nations
14:00 – 14:15 [15 mins]	Break	
14:15 – 14:45 [30 mins]	<b>Part 4a (Presentation):</b> Investors' perspective on what makes a project attractive and investable	Invited external speaker (investor)
14:45 – 15:15 [30 mins]	<b>Part 4b (Presentation):</b> Lenders' perspective on what makes a project attractive and bankable	Invited external speaker (commercial lender/DFI)
15:15 – 15:30 [15 mins]	Coffee break	
15:30 – 16:30 [60 mins]	<b>Part 5 (Workshop):</b> to review a selection of projects to stimulate discussion and feedback on requirements for investability and bankability	All participants (including external speakers)
16:30 – 17:00 [30 mins]	<b>Part 6:</b> Overview of DESA Stairs tool	United Nations
17:00 – 17:15 [15 mins]	Sum-up/reflections	All participants
17:15 – 18:15 [60 mins]	Networking reception	All participants

## Agenda Day 2

### Morning:

How investments are structured, SDGs and Impact, and how to present and pitch investment opportunities

	Subject/topic	Facilitator
8:00 – 9:00 [60 mins]	Review of Day 1 and overview of Day 2	United Nations
9:00 – 10:00 [60 mins]	Part 7 (Training): How Investments are structured	United Nations
10:00 – 10:15 [15 mins]	Coffee break	
10:15 – 11:15 [60 mins]	Part 8 (Training): SDGs and Impact – Funding Ecosystem, SDG Investment case, Impact Investors	United Nations
11:15 – 11:30 [15 mins]	Break	
11:30 – 12:30 [60 mins]	Part 9a (Training): How to present / pitch projects and opportunities (best practices)	United Nations
12:30 – 12:45 [15 mins]	Sum-up/reflections	All participants
12:45 – 13:45 [60 mins]	Networking lunch	All participants

### Afternoon:

Example pitch deck and structure, and workshop on how to present and pitch investment opportunities

13:45 – 14:15 [30 mins]	Part 9b (Training): Example of pitch deck template (with questionnaire incorporated to emphasize Investability and bankability)	United Nations
14:15 – 15:15 [60 mins]	Part 10 (Workshop): Review selected projects and explore how participants would pitch them using the material	All participants
15:15 – 15:30 [15 mins]	Sum-up/reflections	All participants
15:30 – 16:00 [30 mins]	Presentation of certificates Closing	Host and United Nations

## Annex II: List of Participants

No.	Name of Participant	Title	Affiliation
1.	Mr. Iyaloo Nangolo	Managing Director	Alpha Namibia Industries Renewable Power Limited (ANIREP)
2.	Mr. Fillipus Shivute	Director	Amutuni Capital
3.	Mr. Apollos Ndinoshiko	Business Development Director	Blue Themes Energy Pty Ltd
4.	Mr. Homateni Kapewangolo	Managing Director	Brave Bulls Investment Pty Ltd
5.	Mr. Pichard Aderam	Senior Strategic Investment Analyst	Development Bank of Namibia (DBN)
6.	Ms. Aune N. Emvula	Senior Manager Strategic Investments	Development Bank of Namibia (DBN)
7.	Mr. Malakia Sebulon	Director	DOKTA DEISENID Trading
8.	Ms. Iyaloo Andre	Senior Financial Analyst	ECB
9.	Ms. Lydia Mlunga	Head Strat and Projects	ECB
10.	Mr. Gerson Hakey Nasau	Founder and Director	Kaoko Green Energy Solutions (Pty) Ltd
11.	Mr. Felix Ndinamwene	Director	MAWLR
12.	Ms. Hileni Stefanus	Deputy Director PPP	Ministry of Finance
13.	Ms. Jowetha Katjaita	Senior Corporate Strategy	Namibian Competition Commission (NaCC)
14.	Mr. Werner Shimbamba	Senior Financial Assistant	NamPower
15.	Ms. Ndapewa V. Hangula	Senior Manager	NIPDB
16.	Ms. Eva Iyambo	Manager Investment	NIPDB
17.	Ms. Selona Kamendu	Investment Officer	NIPDB
18.	Mr. Hafeni Motsi	Senior Manager	NIPDB
19.	Mr. Jackson Nangolo	Senior Investment Analyst (Energy)	NIPDB
20.	Mr. Michael Nauta	Senior Analyst Manufacturing and Agro Processing	NIPDB
21.	Ms. Linda Ndesihafela Nauyoma	Temporary Assistant (Energy)	NIPDB
22.	Mr. Andreas Tuhafeni Salom	Senior Investment Analyst	NIPDB
23.	Mr. Lukas Kudumo Siremo	Executive Manager	NORED Electricity Pty Ltd
24.	Ms. Klaudia Mwatile	Research and Development Officer	Rudy Agritactic Machines
25.	Mr. Rudolph Shapumba	Director	Rudy Agritactic Machines
26.	Ms. Laura Haludilu	Managing Director	Selton Hills Investments
27.	Ms. Lusia Linus	Assistant to Managing Director	Selton Hills Investments
28.	Mr. Lazarus Lileimo	Director	Tweyapamwe Investments cc
29.	Mr. Glenn Hodes	Inter-Regional Adviser on SDG Investment	UN DESA
30.	Ms. Natalia Guerra	Officer-in-Charge, Investment Promotion Section	UNCTAD
31.	Mr. Jason Munyan	Economic Affairs Officer	UNCTAD
32.	Mr. Alex Yew	Senior Adviser	UNCTAD
<b>Remote participants</b>			
33.	Ms. Anna Gonsarves	Regional Investment Coordinator	NIPDB
34.	Mr. Nicolo Capomacchia	Consultant	UN DESA
35.	Mr. Keith Martin	Senior Consultant	UN DESA
36.	Mr. Ermias Biadgleng	Legal Affairs Officer	UNCTAD
37.	Ms. Sandrine Dodard	Staff Assistant	UNCTAD

## Annex III: Media Gallery



**UN Trade and Development Africa**

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⚡ Strengthening Africa's Energy Transition!

This week, **UN Trade and Development (UNCTAD)** and **United Nations Department of Economic and Social Affairs**, successfully held trainings in Windhoek, Namibia and Addis Ababa, Ethiopia on the Bankability of Energy Transition Projects.

This capacity-building initiative is part of UNCTAD's and UNDESA technical assistance to promote and facilitate finance and investment in renewable energy, supporting Ethiopia, Malawi, Namibia, Seychelles, and the United Republic of Tanzania in their energy transition journey.

### ◆ Why this matters:

African nations continue to face challenges in attracting international investment for renewable energy projects, often due to perceived risks and limited data to demonstrate returns.

By equipping investment promotion agencies and infrastructure project leads with the tools to design, identify, and promote bankable projects, UNCTAD and UNDESA are helping to overcome one of the key barriers to Africa's energy transition. The training marks the second phase of the project, focusing on capacity-building for project design and promotion.

Project

This initiative reflects UNCTAD's commitment to:

- ◆ Strengthening Africa's ability to secure financing for renewable energy.
- ◆ Supporting countries in achieving the Sustainable Development Goals (SDGs).
- ◆ Amplifying Africa's voice in the global energy transition.

👉 Together, we are laying the foundations for a more sustainable and inclusive future.

**Diane Sayinzoga, Natalia Guerra, Glenn Hodes, Alex Yew, Jason Munyan, Namibia Investment Promotion and Development Board (NIPDB), Ethiopian Investment Commission (EIC)**

#UNCTAD #UNDESA #Africa #EnergyTransition #SustainableDevelopment  
#CapacityBuilding #RenewableEnergy #Investment



● with Glenn Hodes and 7 others

3 comments • 4 reposts



UN Trade and Development Africa ✨ @UNCTADinAfrica · Dec 5 ⚡ ...

⚡️ Strengthening Africa's Energy Transition!

This week, @UNCTAD & @UNDESA, held trainings in Namibia 🇳🇦 and Ethiopia 🇪🇹 on bankable energy projects, boosting stakeholders' capacity to attract renewable energy investment.

#EnergyTransition #Africa #SDG



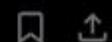
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