Training on the bankability of energy transition projects for Zanzibari stakeholders

Capacity-Building Report

4–5 May 2026 | Zanzibar, United Republic of Tanzania

Zanzibar, through the Zanzibar Investment Promotion Authority (ZIPA), 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 ZIPA 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 Zanzibar 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 4–5 May 2026, in Zanzibar, sought to strengthen the ability of Zanzibar to identify, profile, and promote bankable projects towards securing financial closure. The capacity-building brought together experts from ZIPA with infrastructure project lead agencies and international partners.

The capacity-building workshop was attended by 58 participants, including 19 women, from ZIPA, the Ministry of Labour and Investment of Zanzibar, the Zanzibar Electricity Corporation, Zanzibar Utilities Regulatory Authority, 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 Zanzibar and in mainland United Republic of Tanzania and in other beneficiary countries.

Day 1

Opening remarks were delivered by **Mr. Jason Munyan, Economic Affairs Officer, UNCTAD,** as well as **Mr. Richard Muyungi, Permanent Secretary in the Vice-President's Office (Union and Environment); Mr. Khamis Suleiman Mwalim, Permanent Secretary of the Zanzibar Ministry of Labour and Investment; and Mr. Saleh Saad Mohamed, Executive Director, ZIPA.**

Following the opening remarks, the training started with a presentation by **Mr. Alex Yew, Senior Adviser, UNCTAD,** on key principles and concepts of project finance and how investors and lenders analyse and address risks. He also presented an overview of the investor landscape with the different types of investors, what they seek and require, and specific considerations for the energy transition sector. **Mr. John Okoro, Managing Director, Growth Energy Solutions Limited**, built on and reinforced this presentation by sharing the investors' perspective on what makes a project investable, or suitable for investors.

Then **Mr. Alex Yew** provided a similar overview of the lender landscape. **Mr. Salum Mbegu, Senior Manager, NMB Bank**, shared the lenders' perspective on what makes a project bankable, or suitable for lenders.

With this foundation in place, **Mr. Glenn Hodes, Inter-Regional Adviser on SDG Investment, UN DESA,** and **Mr. Nicolo Capomacchia, Consultant, UN DESA,** provided training on understanding and mitigating key project risks for energy transition investments.


Mr. John Okoro, Managing Director, Growth Energy Solutions Limited, presents the investor's perspective on investability of energy projects

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** presented on the Sustainable Development Goal (SDG) and impact finance landscape and why SDG alignment matters for private finance. They described practical approaches to assess SDG impact and strengthen investment readiness of energy projects. In addition, 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.

UN DESA also has a Self-Assessment Tool for Appraising Investment Readiness in Sustainable Infrastructure (STAIRS). This tool helps countries assess the investment readiness of infrastructure projects.

A project promoter pitched a project to the other participants for their feedback. **Mr. Tumaini Kaloli, Zonal Relationship Manager for Sustainability Programmes, CRDB Bank Plc,** presented on his firm's issuance of a green bond to finance green projects.

With this foundation in place, **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 and reflections by participants. **Mr. Jason Munyan** congratulated participants and UNCTAD, UN DESA, and ZIPA presented them with certificates.

Participants were invited to evaluate the meeting via an online survey. A total of 11 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 a 5 out of 5, with 5 being most satisfied. A full 100% of participants were "very satisfied" with the facilitator/trainer and topic relevance, followed by 91% "very satisfied" with the overall content and use of technology, and 82% "very satisfied" with the materials provided.

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 core takeaway is that technical viability is only half the battle. For energy transition projects to actually get off the ground, they must be "bankable"—meaning they need a clear risk-mitigation strategy, a solid legal framework, and a predictable revenue stream that makes a banker feel safe saying "yes."
- The first phase of this project focused on project financing. In my role as a Sales Manager in a solar company, I have strengthened my understanding of how to structure solar proposals for hotel clients who either lack upfront capital or require financing solutions. This includes making projects more bankable by aligning technical design, financial models, and risk mitigation with lender expectations. I am now fully aware that going solar is investing in the future, and the case studies reviewed provide powerful tools for storytelling-helping hotel owners clearly see the long-term financial, operational, and sustainability benefits of solar energy adoption.
- I appreciated the practical link between regulatory decisions and investor needs, and my main takeaway is that bankability depends on clear, consistent, and transparent frameworks that reduce risk.
- Key takeaway was the presentation on how to make presentations of the projects for investment and financing
- How the knowledge was transferred, Risk management was clearly understood and that was the knowledge that work

- My main takeaway is the importance of teamwork, communication, and sharing knowledge to achieve better results.
- Professionalism shown by the presenters and the experience they shared, the case studies I believe provided more colour to the audience
- Project Financing especial on raising finance
- I love the experts and their willingness
- The event went all well
- Energy transmission

Suggestions received for similar events in the future include:

- Here are a few polite suggestions you could share: 1. It would be great to include more interactive activities in future events. 2. Consider allowing more time for questions and discussions. 3. Providing refreshments or short breaks could improve the experience. 4. Sharing the event schedule earlier would help participants prepare better.
- This has been great given the fact that as a country we are in transition period towards green energy. I recommend similar events in sustainability areas especially for government officials and contractors to these projects
- Include more local case studies, interactive sessions with investors and developers, and follow-up workshops to track implementation progress.
- It should involve so many stakeholders from different sectors more especially bankers, BOT and Ministry of Finance itself.
- Time should be extended to more days rather than extending sitting time, this will make more understanding for the participants
- More time at least 7 days
- We need more initiatives like this event. I recommend that the next event be hosted in Zanzibar, where we can extend invitations to hotel managers and leaders in the tourism industry. This would create a valuable platform for engagement, knowledge sharing, and collaboration, especially in promoting sustainable energy solutions within the hospitality sector.
- all okay
- I think everything was well organization

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 – 8:40 [40 mins]	Registration	Local authorities and United Nations
8:40 – 9:20 [40 mins]	Welcome, introductions, and workshop overview	Local authorities and United Nations
9:20 – 9:30 [10 mins]	Group photo	All participants
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	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 of Participant	Title	Affiliation
1.	Mr. Tumaini M. Kaloli	Relationship Manager – Sustainable Programme	CRDB Bank
2.	Mr. Credo Comlan Amouzouvik	Chairman & CEO	Credo Energy Group Ltd
3.	Mr. Gasper Francis Njau	Executive Assistant to CEO	Credo Energy Group Ltd
4.	Mr. Innocent Exavery Paul	Executive Vice President	Credo Energy Group Ltd
5.	Mr. Mansab Haji Ramadhan	Executive Director – Cooperative Affairs	Credo Energy Group Ltd
6.	Mr. George Daffi Robelo	Operations Director	Credo Energy Group Ltd
7.	Ms. Caroline Damian Manyika	Sales Manager / Consultant	Growth Energy
8.	Mr. Dika Odum		Growth Energy
9.	Mr. John Okoro	Managing Director	Growth Energy
10.	Mr. Zakaria Amos Thomas	Finance Officer	Growth Energy
11.	Ms. Sharifa Mwinchande Abdalla	Statistician Officer	Ministry of Labour and Investment (Zanzibar) (WKU)
12.	Ms. Masika Khamis Ally	Coordination Officer (PPP)	Ministry of Labour and Investment (Zanzibar) (WKU)
13.	Ms. Fatma Omar	Legal Officer	Ministry of Labour and Investment (Zanzibar) (WKU)
14.	Mr. Rashid Ali Salim	Deputy PS	Ministry of Labour and Investment (Zanzibar) (WKU)
15.	Mr. Mathew Emmanuel Mandara	Relationship Manager, AM Corporate	NMB Bank
16.	Mr. Salum Said Mbegu	Senior Manager – Trade Finance	NMB Bank
17.	Mr. Salum Nassor Salum	RM, Corporate	NMB Bank
18.	Mr. Yussuf Ibrahim	Commissioner of External Finance	President Office Finance and Planning
19.	Mr. Glenn Hodes	Inter-Regional Adviser on SDG Investment	UN DESA
20.	Mr. Jason Munyan	Economic Affairs Officer	UNCTAD
21.	Mr. Alex Yew	Senior Adviser	UNCTAD
22.	Mr. Abbas Kitogo	Practice Specialist	UNDP
23.	Mr. Haji Mohamed Haji	General Manager	Zanzibar Electricity Corporation (ZECO)
24.	Ms. Fatma Ussi Hamza	Senior Petroleum Officer	Zanzibar Utilities Regulatory Authority (ZURA)
25.	Ms. Akh-lam Othman Abdalla	Marketing Manager	ZIPA
26.	Mr. Said Soud Abdalla	Manager Records	ZIPA
27.	Mr. Hamza Haji Ali	Aftercare Service	ZIPA
28.	Mr. Suleiman Abdalla Ali	Director - Pemba Bureau	ZIPA
29.	Ms. Hafsa Ahmadu Burhan	DPR – MIM	ZIPA
30.	Mr. Didas Khalfan Daud	Lawyer	ZIPA
31.	Mr. Khamis Duma	Director - SEZs	ZIPA
32.	Mr. Haji Khamis Haji	EoDB	ZIPA
33.	Mr. Saleh Salim Haji	HR Manager	ZIPA
34.	Mr. Salum Ali Haji	Administration Manager	ZIPA
35.	Mr. Hassan Soud Hamad	Trainee	ZIPA
36.	Mr. Abubakar M. Iddi	Assistant Director – Administration	ZIPA
37.	Ms. Lubna Yasir Khalfan	Accounting	ZIPA
38.	Mr. Abubakar Maulid Khamis	Assistant Director – SEZ	ZIPA
39.	Ms. Mtumwa Mabrouk Kheir	Secretary	ZIPA
40.	Ms. Shida Makame Kombo	DIF	ZIPA
41.	Mr. Thabit Hamidu Madai	PRO	ZIPA
42.	Mr. Rashid Mjaka Mkuu	Promotion and Marketing Manager	ZIPA
43.	Ms. Farida Nassor Mohamed	Manager Investment Promotion & Marketir	ZIPA
44.	Mr. Saleh Saad Mohamed	EXD	ZIPA
45.	Ms. Rahma Madai Mzee	PO	ZIPA
46.	Ms. Mwanaidi Mbarouk Omar	Manager Prec. Services	ZIPA
47.	Mr. Omar Mussa Omar	Marketing Manager	ZIPA
48.	Ms. Msim Mwinyi Ramadhan	Director of Promotion	ZIPA
49.	Ms. Mwamvua Nyange Ramadhan	Director HR	ZIPA
50.	Mr. Abdulrahman Mohamed Said	PR Manager	ZIPA
51.	Mr. Salum Hamad Salum	Manager HR / Planning	ZIPA
52.	Mr. Said Soud	Manager Records	ZIPA
53.	Ms. Fatma Hamad Suleiman	Records Officer	ZIPA
54.	Mr. Nassor Haina Suleiman	Manager Free EC-Zones	ZIPA
Remote participants			
55.	Mr. Nicolo Capomacchia	Consultant	UN DESA
56.	Ms. Sandrine Dodard	Staff Assistant	UNCTAD
57.	Ms. Natalia Guerra	Officer-in-Charge, Investment Promotion Section	UNCTAD
58.	Ms. Cally Siderias	Senior Consultant	UN DESA
Participants from the media			
	Mr. Ali Nyange		Azam TV
	Ms. Mtumwa Saidi		Azam TV
	Mr. Nassor Shaib		Clouds TV
	Mr. Issa Maalim		Daily News
	Mr. Jessey Mikofu		Mwananchi
	Ms. Rahma Suleiman		NIPASHE
	Mr. Omary Malimusi		Tanzania Broadcasting Corporation
	Mr. Mohamed Abdulrahim		Wasafi
	Mr. Rashid Mohamed		Wasafi
	Mr. Abdalla Khamis		Zanzibar Leo
	Mr. Jamal Ali		ZBC TV
	Ms. Mwanaisha Omar		ZBC TV
	Ms. Mary Julius		Zenj FM

Annex III: Media Gallery


88.9 WASAFI FM

UNCTAD, UN DESA, ZIPA waungana kuimarisha uwekezaji wa kijani Zanzibar

4 May 2026, 17:08

Radio archive

- 2026
- 2025
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HATUA MPYA: ZIPA KUIMARISHA USIMAMIZI WA FEDHA ZA NISHATI

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Zanzibar imeanza hatua mpya kuelekea uchumi wa kijani baada ya serikali na wadau wa maendeleo kukutana kujadili uwekezaji katika nishati jadidifu.

Akizungumza Mei 4, Katibu Mkuu wa Ofisi ya Rais Muungano na Mazingira, Richard Muyungi, amesema mkutano huo umefanyika wakati muafaka nchi ikitafuta rasilimali fedha za kukabiliana na changamoto za maendeleo.

Ameeleza kuwa lengo ni kuimarisha uwezo wa taasisi katika kutafuta na kusimamia fedha za miradi ya maendeleo, hasa inayohusu nishati mbadala.

Kwa upande wake, Mkurugenzi wa Mamlaka ya Kukuza Uwekezaji Zanzibar (ZIPA), Saleh Saadi, amesema mkutano huo utaongeza uelewa kwa wananchi

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May 4

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CHANGAMOTO YA UPATIKANAJI WA UMEME, SERIKALI YAWEKA NGUVU UWEKEZAJI NISHATI JADILIFU

Wakati mahitaji ya nishati ya umeme yakiendelea kuongezeka sambamba na kasi ya uwekezaji na ukuaji wa miradi ya maendeleo nchini, Serikali imeanza kuchukua hatua mahsusi za kuimarisha upatikanaji wa nishati hiyo kupitia mafunzo kwa watendaji wa Tasisi mbalimbalimbali ili kuwaongezea uwezo katika utafutaji, ufuatiliaji na

77

May 4

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Glenn Hodes • 1st

Sustainable Investments & Innovative Development Financing Expert

2w •

#Zanzibar Investment Authority (ZIPA), United Nations Department of Economic and Social Affairs, & UN Trade and Development (UNCTAD) organized a two-day seminar and stakeholder dialogue among 50 participants from the government, investors, commercial banks, the electric power utility, and social entrepreneurs. The two day event aimed to catalyze finance by enhancing knowledge and models for more bankable renewable energy and e-mobility projects. I had the pleasure of co-facilitating the training, and was impressed with the plans, innovation and political will around realizing a local energy transition for inclusive, green growth and climate action.

Natalia Guerra and 14 others

1 comment

Z'bar yaongeza msukumo wa uwekezaji katika mpito wa nishati safi

Issa Yusuf huko Zanzibar • Wiki 2 zilizopita 656