Global Gateway

Masterclass 4 - Global Gateway in practice

How EU financial tools support investments in Namibia

Paulus Geraedts, European Commission

Windhoek, 11 May 2026

Namibia – EU Business Forum

*"The **Global Gateway Strategy** is a template for how Europe can build more resilient connections with the world."*

Ursula von der Leyen,
President of the European Commission

Global Gateway

EU's principles and **value-based offer** to partner countries

to tackle the **infrastructure investment deficit,** and

support the **green & digital transition globally.**

Global Gateway

Reflects a change in the way the EU approaches its external action:

combining the **needs of partner countries** with

a stronger assessment of the **EU's strategic interests**

to **position the EU more prominently** in a competitive world.

Global Gateway

- At EU side, a **whole-of-government approach** expected: EU Institutions, EIB, EBRD; Member States, all relevant ministries, development agencies, development finance institutions, export credit agencies,

- **Same is expected from partner countries** in terms of business environment and investment climate, governance, regulatory framework, macro-economic/ financial stability, efficient permitting for projects,

- **Private sector** and **CSO** and **Local authorities** involvement is key

Global Gateway – how is it implemented?

- Mix of **grants**, concessional **loans**, **guarantees** to de-risk **private sector investments**

- Combined with **operational tools** such as technical assistance, policy and economic dialogue, trade and investment agreements and standardization, in order to create better conditions for quality investments

- **Private sector participation is key** – they bring private capital – which we can embed in broader support such as policy reform, standards, training, etc.

- **Provide access**: the Investment Hub!

Global Gateway

EU-Namibia partnership

November 2025

Green Hydrogen

As part of the EU-Namibia strategic partnership on sustainable raw materials and green hydrogen:

- Assisting in establishing regulatory frameworks
- Enhancing urban development around **Lüderitz**, **Aus** and **Walvis Bay** for green hydrogen production
- Developing infrastructure for the secure transport and production of green energy and hydrogen
- Supporting green hydrogen pilot projects
- Promoting green hydrogen related skills development
- Empowering civil society to contribute to green hydrogen sector governance and management

Transport

- Conducting a scoping study for Corridor No. 9 : **Maputo (Mozambique) - Gaborone (Botswana) - Walvis Bay**
- Trade and transport facilitation measures for strategic African corridors
- Enhancing road transport governance

Renewable Energy

- Supporting renewable energy generation and its grid integration
- Strengthening capacity for the green transition through Technical and Vocational Education Training (TVET)
- Promoting the Green People's Energy initiative, enhancing rural and peri-urban electrification and solar energy projects
- Facilitating investment in renewable energy projects

Governance & Civil Society*

- Supporting national strategies for gender equality and against gender-based violence
- Empowering Civil Society Organisations
- Building the capacity of Namibia's Anti-Corruption Commission
- Enhancing economic governance in Sub-Saharan Africa
- Promoting green and circular business models and strengthening the regulatory and policy frameworks
- Promoting participatory democracy
- Increasing port security and targeting illicit financial flows

Critical Raw Materials

As part of the EU-Namibia strategic partnership on sustainable raw materials and green hydrogen:

- Boosting transparency in the mining and minerals sector
- Identifying and facilitating sustainable raw material value chain investments
- Building capacity for geological exploration

Water

- Supporting improved water supply, including loans and grants for key projects
- Securing **Windhoek**'s water supply by funding wastewater treatment plants, potable water reclamation, and water loss reduction initiatives
- Feasibility study for a water supply masterplan in the central northern area
- Supporting **Cubango-Okavango River Basin** transborder water management

Education, Culture & Youth

- Budget support to Early Childhood Development (ECD) and pre-primary education

Environment, Biodiversity, Agriculture & Blue Economy

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EFSD+ in a nutshell

European Fund for Sustainable Development Plus (EFSD+)

Blending

A mix of grants and financial instruments to reduce **cost**

Budgetary guarantees

(unfunded) guarantees lowering the **risk** of loans, equity, off-take agreements, etc.

EU Toolbox – "Blending"

> **Blending** is the strategic use of grants to **mobilise financing** from partner institutions and other sources (incl. the private sector) to enhance the development impact of investment projects in EU partner countries.

Types of financial support through blending:

- **Direct investment grant -** Reduce cost to end users or beneficiary country
- **Technical assistance grant –** subsidize technical support
- **Risk capital –** use a grant to invest to lower an investor's risk perception
- **Interest rate subsidy –** reduce costs of lending

More information:
[Guarantee and blending]

EU Toolbox – EFSD+ Budgetary Guarantees

What is a guarantee?

GOAL

Mobilise private and public investment

HOW

Serve as a pledge (guarantee) **to pay back part of a loan or investment** if a borrower or investor incurs losses and defaults on it

The budgetary guarantee is therefore NOT a grant.

EU Toolbox – EFSD+ Guarantees

EFSD+ Guarantees

€13 bn implemented by various financial institutions and targeting the private sector

"EFSD+ Open Architecture"

€26 bn with the EIB for sovereign and sub-sovereign non-commercial lending

"EIB Dedicated Investment Window 1"

Including up to €5 bn with the EIB for sub-sovereign commercial lending

"EIB Dedicated Investment Window 2"

€3.5 bn with EIB for private sector lending in Africa, Caribbean & Pacific

"EIB Dedicated Investment Window 4"

How do we reach the market: via our implementing Partners!

EIB Dedicated Windows	Open Architecture
European Investment Bank	AFD Agence Française de Développement; PROPARCO Groupe AFD; KFW; KFW DEG; Banque Africaine de Développement / African Development Bank; African Development Fund / Fonds Africain de Développement; FMO Entrepreneurial Development Bank; BGK Bank Gospodarstwa Krajowego; cdp; Investment Fund for Developing Countries; finnfund; IFC International Finance Corporation World Bank Group; European Bank for Reconstruction and Development; EDFI European Development Finance Institutions; UN CDF Microfinance • Capital Development; Cardano Development; COFIDES Capital para tu inversión exterior; Climate Fund Managers; European Investment Bank; aecid

EU Toolbox – EFSD+ Guarantees

EFSD+ guarantees cover (for example):

Loans
to private sector through local commercial banks

Off-take agreements
such as for semi-public utility / local companies

Equity/venture capital
Funding emerging companies with potential to growth

Capital market operations

Who can access guarantees?

Government
&
Private sector registered in partner countries*

How can you access guarantees?

Indirectly through local financial institutions or through contacting the lead financial institutions (EU DFIs and IFIs).

* Partner countries of NDICI regulation

Typical Applications of Guarantees

Guarantee Uses

Reinsurance / Excess Loss Coverage

Backstop innovative weather insurance or climate adaptation programs vis-à-vis IFIs / DFIs. Insure certain price risks or provide excess loss coverage to TCX etc.

Off-Take & Performance Risks

Support off-taker commitments in large infrastructure projects with residual guarantee. Guarantee technical output or performance targets (replacement payments in case of under-performance)

MSME Credit Guarantees

Support MSME Credit Guarantee programs with backstop guarantees; guarantee residual losses to IFI/DFI programs working through local financial intermediaries etc.

Country Risk / Political Risk Guarantees

Complement project risk coverage where national ECAs or MIGA may not be applicable, insufficient for program risks or too expensive …

Acceleration Human Development (HDX) – South Africa End to End Vaccine Site

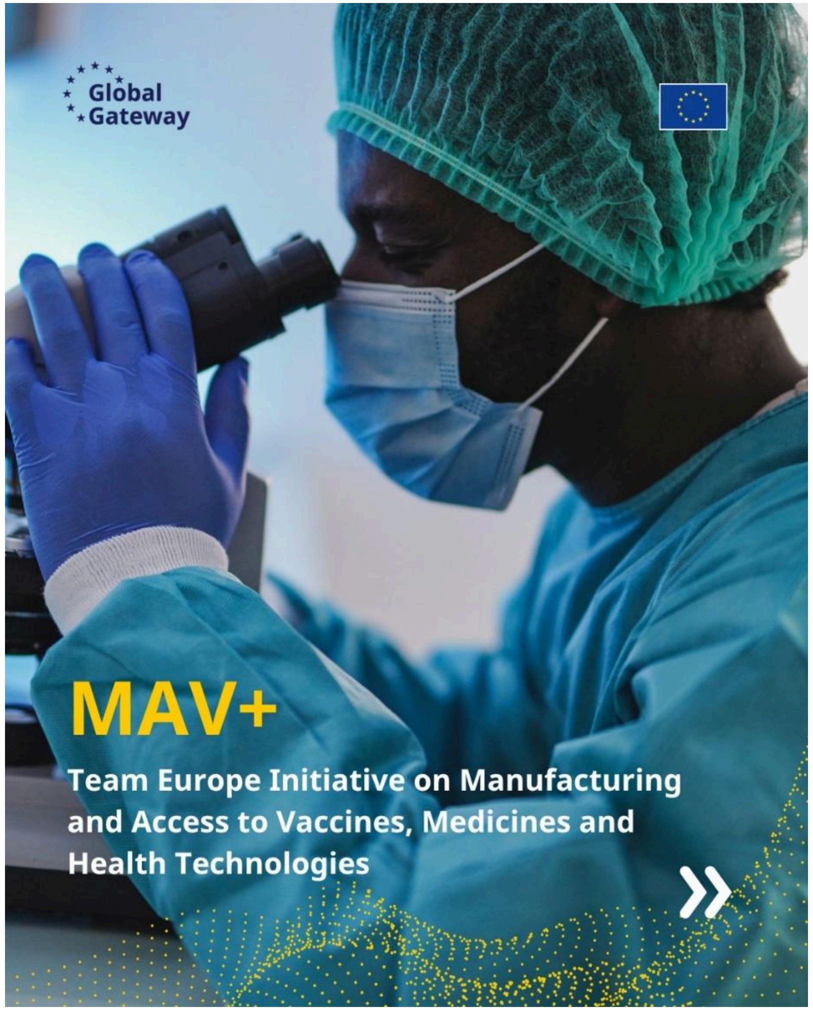
European Investment Bank

Construction of a new end-to-end vaccine plant and transfer of vaccine technologies to Biovac's existing and new facilities

South Africa

- **Sector**: healthcare – manufacturing, R&D
- **Signed amount:** EUR 75 Mln
- **Covered amount:** EUR 75 Mln
- **Total :** EUR 150 Mln
- **Leverage**: 2

- [x] TEI MAV+
- [x] Health and industry, innovation and infrastructure
- [x] EU interest: involvement of EU suppliers and technology transfer agreements signed with EU pharmaceutical companies



Investment Highlights in INTPA

EDFI Transforming Global Value Chains – Foods'Co

Converts cashew processing waste into value-added products

Côte d'Ivoire

- **Sector**: agro-industry
- **Signed amount:** EUR 3 Mln
- **Covered amount:** EUR 2.1 Mln
- **Total:** EUR 3 Mln
- **Leverage**: 1.4

- Sustainable agriculture value-chain
- Circular economy
- Local energy solutions and job creation

EDFI European Development Finance Institutions

BIO Investing in a Sustainable Future

DFCD Aya Land Use Facility – Camimex Group Joint Stock Company

Construction of a shrimp processing factory and expansion of an organic shrimp hatchery

Vietnam

- **Sector**: agribusiness, food & forestry
- **Signed amount:** EUR 13.8 Mln
- **Covered amount:** EUR 6 Mln
- **Total:** EUR 13.8 Mln
- **Leverage**: 2.3

- EU – Vietnam Global Gateway Partnership
- Sustainable aquaculture value chain
- EU interest: boosting EU food security by supporting sustainable, high-demand shrimp imports

FMO Entrepreneurial Development Bank

finnfund

Africa Connected – [Communication and Renewable Energy Infrastructure (CREI)]

Increase solar power production and reliability of communication

South Sudan

- **Sector**: energy, digital
- **Signed amount:** € 4.7 Mio
- **Covered amount:** € 3.3 Mio
- **Total:** € 36.2 Mio
- **Leverage**: 11.1

☑ Digital Infrastructure

Africa Connected – [Beacon Power Systems]

Enhance reliable power production and data solutions

Nigeria, Ghana, Kenya, Zambia

- **Sector**: energy, digital
- **Signed amount:** € 2.0 Mio
- **Covered amount:** € 1.0 Mio
- **Total:** € 10.9 Mio
- **Leverage**: 11.1

☑ GG Flagship: EU-Nigeria Digital Economy Package

Africa Connected – [Fibertime Group]

Expand fiber internet access to under privileged communities

South Africa

- **Sector**: digital
- **Signed amount:** € 2.1 Mio
- **Covered amount:** € 1.5 Mio
- **Total:** € 16.1 Mio
- **Leverage**: 11.1

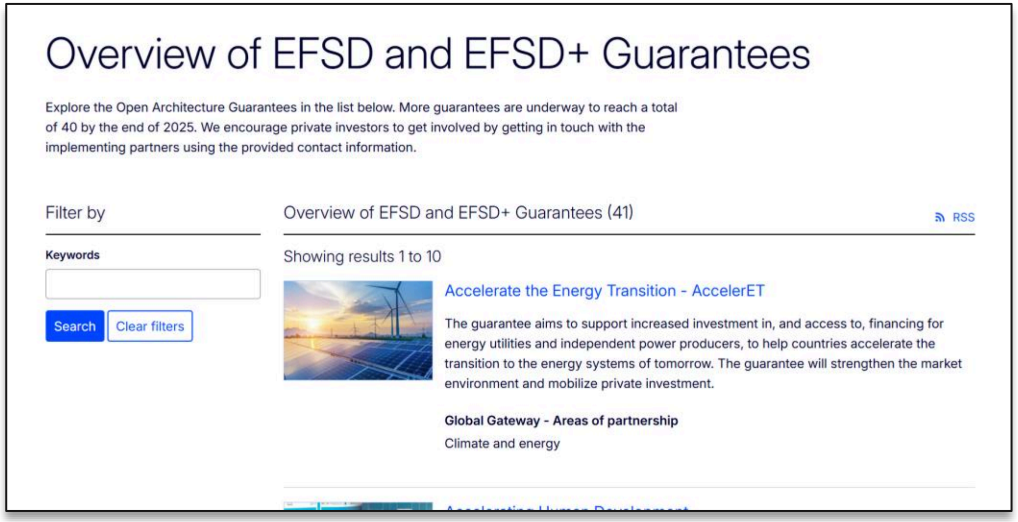
☑ EU interest: involvement of European trusted vendor (Nokia)

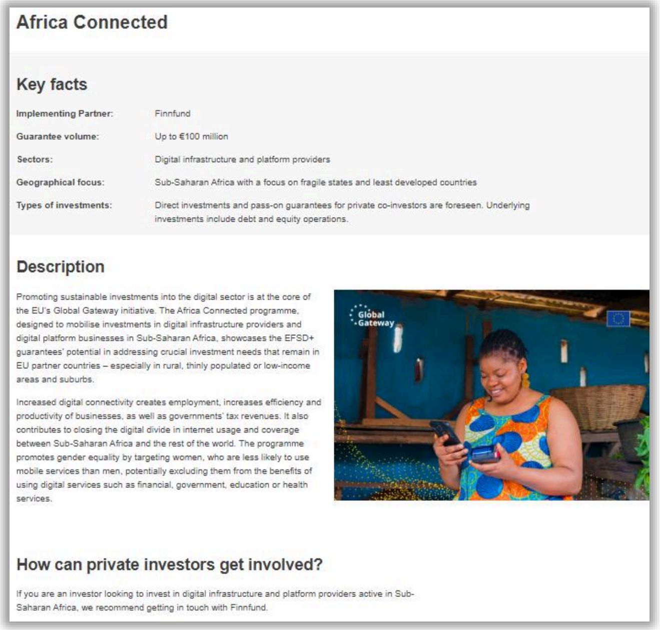
The EFSD+ Guarantees Website

https://international-partnerships.ec.europa.eu/funding-and-technical-assistance/funding-instruments/european-fund-sustainable-development-plus_en

The DG INTPA website on EFSD+ includes, among others:

- General information on the instruments,
- A ‘profile page’ with **description** and **contacts** for each signed Open Architecture Guarantee,
- Link to the overview of all EIB projects on the EIB website,
- Blending data and reports.





Thank you!

Don’t forget our website: https://international-partnerships.ec.europa.eu/funding-and-technical-assistance/funding-instruments/european-fund-sustainable-development-plus_en

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How do I get access? The Investment Hub!

A **channel / entry-point** for the EU private sector to share proposals with DG INTPA

to **facilitate support** needed to make investments happen in partner countries under the Global Gateway Strategy

Investment Hub:
a new channel for EU companies

A **single entry point** for projects aligned with Global Gateway priorities, to **bridge the gap** between ambition and implementation by:

- identifying promising projects early,
- facilitating their preparation and coordination,
- and mobilising European public and private financing.

Team National
Main entry point to the IH

EU companies can only submit proposals to the EU through their **Team National**. Click here for more info.

Team National has the following **responsibilities**:

- **Unites key national stakeholders**: government bodies, DFI, ECA*, business associations, private sector
- **Selects, endorses, and commits to support Global Gateway projects**
- **Channels projects** to INTPA for coordinated engagement to address remaining investment barriers

* **DFI:** Development Finance Institution; **ECA:** Export Credit Agency

What kind of projects?

- **Priority sectors:** Climate & Energy, Digital, Transport, Health, Education & Research
- **Strategic alignment** with Global Gateway values and objectives
- **Partner country** buy-in and aligned interest
- **Significant own contribution** of project investment size
- **Minimum size: EUR 10m** (except for flagship projects)
- **Eligible country/region***
- **Team National Commitment**

* *Latin America and Caribbean, Sub-Sharan Africa, Asia Pacific. Click here for the full list of eligible countries.*

Investment Hub revisited…

A **channel** / **entry-point** for the EU private sector to share proposals with DG INTPA

to **facilitate support** needed to make investments happen in partner countries under the Global Gateway Strategy

The Investment Hub is **not** a fund but facilitates **identifying** and **mobilising** EU support.

The Investment Hub is an **additional channel**. Other existing ways of working with stakeholders remain in place.

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Thank you!

For more information visit the **Investment Hub webpage**

Contact: INTPA-INVESTMENT-HUB@ec.europa.eu

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Investment Hub – 3-step journey

1 SUBMISSION

Companies cannot submit to the EU directly

- **EU Company** sends project proposal to a Team National.
- **Team National** selects, supports, and submits to Investment Hub.

Rolling basis

2 ASSESSMENT

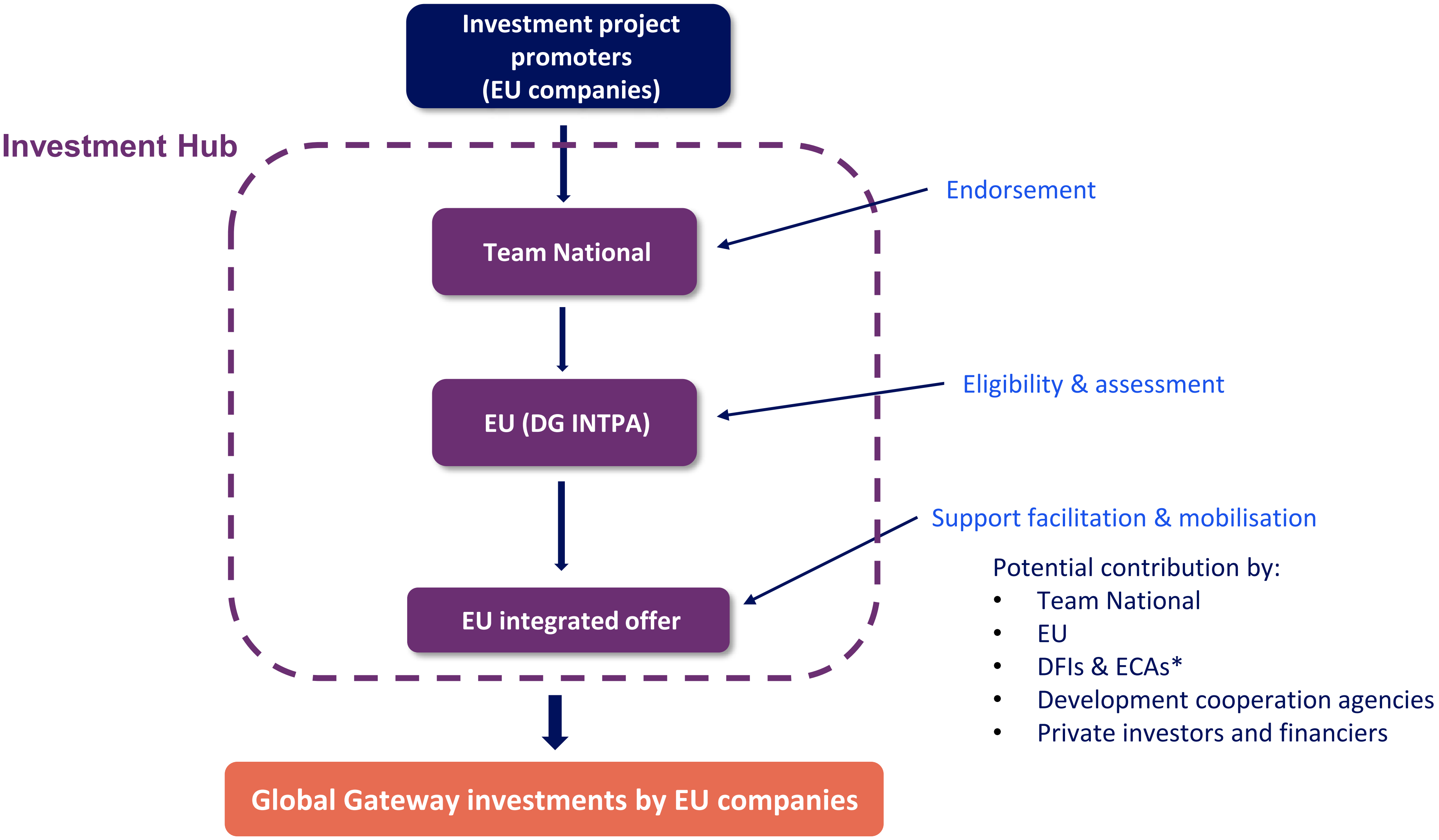
- **DG INTPA** assesses based on eligibility and assessment criteria and informs Team National of outcome.

1 month

3 SUPPORT IDENTIFICATION & MOBILISATION

- **DG INTPA and Team National** facilitate access to tailored support from **financing institutions** and other **Team Nationals** based on barriers identified by **EU company.**

The Investment Hub process



* **DFI:** Development Finance Institution; **ECA:** Export Credit Agency

Global Gateway

How to apply

How to submit a project to the IH as a company

1. Fill in the application form.
2. Send it to the Team National*.

Then

- ✓ The Team National will carry out a pre-eligibility check. If the Team National endorses the project, it will define its potential support and submit the proposal to DG INTPA.
- ✓ DG INTPA will assess the proposal and respond within four weeks.
- ✓ If selected, DG INTPA will assist you with the mobilisation of Global Gateway support.

All information and the application form are available on the Investment Hub webpage

* *For a consortium, only one submission is required by the lead company.*

Support Identification and mobilisation
How is support facilitated?

As part of the **support identification and mobilisation phase**:

If your project is accepted into the Investment Hub, a dedicated INTPA **Support Facilitator** is assigned to it.

The role of the **Support Facilitator** is to:

- **identify the additional needs** of the project together with the project promoter and the Team National
- **facilitate access** to various sources of support

Type of Support available

Financial Support

- **Grants:** e.g. for studies or project preparation
- **Loans, equity, or guarantees** provided by public or private financial institutions
- **De-risking solutions:** including guarantees, political risk coverage or local currency solutions

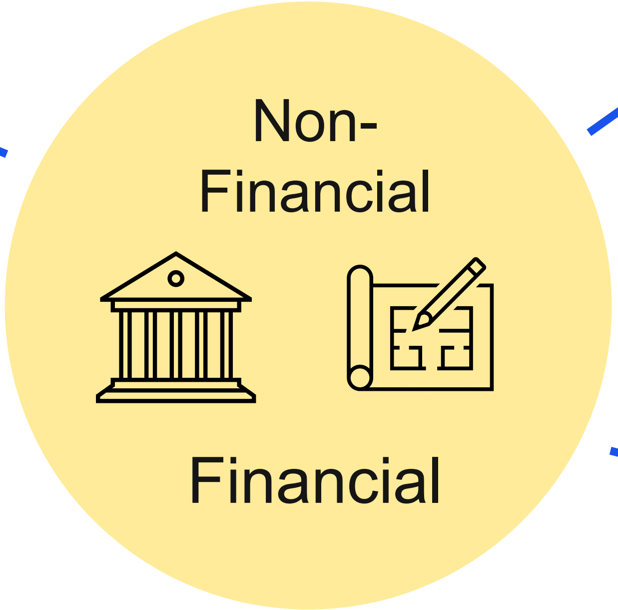
The Investment Hub does not replace the decision-making processes of financial institutions.

Non-Financial Support:

- **Political Support and economic diplomacy:** Diplomatic backing via EU networks and bilateral relationships
- **Dialogue with local authorities:** regulatory issues, investment enabling conditions, market access
- **Technical Assistance:** feasibility studies, ESG assessments, project structuring
- **Upfront coordination** to promote the EU offer in international competitive processes
- **Identification of European partners** to build competitive consortia

Support identification and mobilisation
Who provides the support?

European Commission
support tools



Financing Institutions (IFIs)
support tools

Export Credit Agencies (ECAs)
support tools

Team National(s)
support tools

Development Cooperation Agencies
support tools