

[Type here]



CONCEPT NOTE

EU-NAMIBIA GREEN HYDROGEN AND CRM BUSINESS FORUM

“MOBILISING QUALITY INVESTMENT AND VALUE ADDITION FOR GREEN GROWTH IN THE EU-NAMIBIA PARTNERSHIP”

1. INTRODUCTION

The EU Namibia Business Forum on Green Energy and Critical Raw Materials is the first such forum to be held on the 24th and 25th October 2023 at the Plaza Hotel in Brussels. This Business Forum will be held in the margins of the Global Gateway Forum (GGF) 2023 and, therefore, leverage on the high-level private sector participation expected at the GGE 2023. Namibia, ranked amongst the world's most politically stable countries with world-leading wind and solar energy resources, substantial deposits of rare earth and other minerals including vast ocean biomass resources, is emerging as a prospective green hydrogen (GH₂) hub and front-runner in the global market for the sector, as well as a resilient, stable and reliable market for Critical Raw Materials (CRM). In November 2022, at COP27 in Egypt, the European Union (EU) Commission, President Ursula von der Leyen and the President of the Republic of Namibia, Dr. Hage Geingob, signed a

[Type here]



Memorandum of Understanding (MoU) on Renewable Hydrogen and Sustainable Raw Materials Value Chains. This has set the ball rolling, making Namibia the first country in Africa to establish a strategic partnership with the EU on critical raw materials and green hydrogen value chain, with the potential to become a producer and exporter of green hydrogen, reckoned to catalyse the decarbonisation of the planet.

2. BACKGROUND TO THE EU - NAMIBIA PARTNERSHIP

Namibia is a multi-party democracy and has enjoyed a high degree of political stability since its independence in 1990. The country also has a stable economy and by virtue of its location, offers access for manufacturers and exporters to some 15 countries in the Southern African Development Community (SADC), with a combined population of over 330 million people. Namibia's primary infrastructure is well developed with a good transport system, an efficient communication system and a modern financial sector. The economy is mostly export-driven and concentrates on mining, tourism and fisheries as key sectors. Recently, between 2019 and 2021, Namibia's economy like many other countries was hard hit by the Covid-19 pandemic, coupled with drought and low economic growth. Therefore, diversification of its economy and exports is vital to reignite the growth of the economy and reduce poverty and inequality.

The long-standing partnership between the EU and Namibia is built on the cornerstones of political, economic and development cooperation. Several agreements and operational plans, such as the SADC Economic Partnership Agreement (EPA) and the Namibia EPA implementation plan signed in 2022, serve to strengthen the EU-Namibia partnership by deepening economic cooperation and facilitating trade and investment between the two parties. With Namibia's transition to an upper middle-income country, the partnership's focus has shifted from a donor-recipient development cooperation dynamic to deepening economic cooperation, with greater emphasis on enhancing trade, investment and unlocking development finance instruments (DFI) to bridge investment gaps in mutually strategic sectors. Ultimately the shared objective of the EU-Namibia partnership is to

[Type here]



accelerate sustainable and inclusive green growth transition and create quality job opportunities for Namibia's burgeoning youth population, whilst fostering a more balanced relationship based on a win-win trade and investment partnership.

Namibia has world-leading wind & solar energy resources and it has substantial deposits of rare earth and other minerals, as well as vast ocean biomass resources that can form the backbone to a competitive green industrial economy.

Namibia is a natural ally of the EU in the global fight against climate change as well as a strategic partner to the EU's Energy Security objectives in return for building a stronger, more resilient and diversified economy, through the sustainable and inclusive development of the Green Hydrogen and the CRM sectors. There are some green energy and projects in the pipeline involving EU companies namely:

The main projects in the pipeline involving EU companies are:	
<p>Hyphen (DE+UK):</p> <p>Promoted by Enertrag (DE), in May 2023 Hyphen signed a MoU with the Government of the Republic of Namibia (GRN), Namibian Ports Authority (NamPort), NamPower, the Port of Rotterdam (PoR), Gasunie and Invest International to create a partnership to drive the delivery of sub-Saharan Africa's largest, and only, fully vertically-integrated, green hydrogen project under the Southern Corridor Development Initiative (SCDI).</p> <p>In May 2023 the Feasibility and Implementation Agreement between Hyphen and the Government of Namibia</p>	<p>Cleanergy (BE+NA):</p> <p>Promoted by Compagnie Maritime Belge (BE), foresees the Production of Ammonia and RH2 mostly for own fleet consumption. Own investment of EUR 30 million pilot investment (with Namibian conglomerate O&L), with a second investment of EUR 3 billion foreseen if pilot is successful.</p> <p>Hydrogène de France (FR): Solar Plant and RH2 storage: Total investment estimate EUR 160-190 million. The project consists of an 85 MW solar PV plant combined with electrolysers and is already at an advanced preparation stage.</p>

[Type here]



was signed. The foreseen investments are for €9 billion which will generate production of 350k tons of GH2 per annum by 2030, with the creation of 15,000 jobs during construction phase and 3000 ongoing operators.

EIB:

Letter of intent signed with EIB at COP27 for a 500M framework loan.

Namibia depends on energy from neighbouring countries such as South Africa, hence the need for Namibia to develop its energy sector and even become an exporter thereof to the region. Similarly, the EU is seeking avenues to achieve energy security. According to Namibia's updated National Integrated Resource Plan, the country is targeting a base case scenario consisting of a minimum of 70% share of energy to be supplied from renewable energy by 2030. The plan also envisages that by 2028, 80% of primary energy used will be locally generated. Namibia is targeting to increase electricity generation from renewable energy sources by 400MW in the coming years through Independent Power Producer (IPP) and Energy Performance Certificate (EPC) tenders.

Namibia is the first country in Africa to have established a strategic partnership with the EU on CRMs and GH2 value chains. On 8 November 2022, at COP27 in Egypt, the EU Commission President Ursula von der Leyen and the President of Namibia, Dr. Hage Geingob signed a MOU establishing a strategic partnership between the EU and Namibia to create and strengthen Green Hydrogen and Sustainable Critical Raw Materials value chains in Namibia. Since the signing of the MoU, the EU, the Member States, European development finance institutions (DFI) have put together the Namibia Team Europe Initiative (TEI) for Green Growth, a joint initiative expected to be around EUR 900 million for 'a just and inclusive green' transition.

The specific objective of the Namibia TEI is to boost investment opportunities in three priority areas for Namibia, namely, renewable energies, hydrogen and raw materials, water and climate resilience. The TEI seeks to facilitate investments, mobilise concessional financing, promote collaboration in research and development (R&D) and foster business cooperation and technology transfer between Europe and Namibia.

[Type here]



To support these projects, the EU ports of Rotterdam and Antwerp-Bruges have established MoUs with the Namibia Ports Authority (NAMPORT) to develop the ports of Walvis Bay and Lüderitz in Namibia. Finally, the EU is also promoting Walvis Bay as an entry point to the Southern Africa industrial hinterland. To this effect, Germany has provided EUR 40 million to finance four pilot projects and capacity building activities, including the drafting of the GH2 strategy. The Netherlands has committed EUR 43 million to support the establishment of the Namibia Sustainable Development Goals (SDG 1) Fund, with the purpose of increasing capacity of the implementation authority office and for a study on the expansion of the port of Lüderitz. The SDG1 Fund was created by the Government of the Republic of Namibia, with the assistance of Climate Fund Managers and Invest-International (Netherlands), to channel all renewable hydrogen financing in Namibia.

Namibia has ambitions to use its geographical location and the port of Walvis Bay to make it a logistics hub for SADC. The country has a clear comparative advantage in the production of green hydrogen due to its abundant renewable resources (solar and wind), vast land availability and long coastlines, which makes production and transport of green hydrogen highly competitive. Namibia has established a new Industrial and R&D hub - the **“Tsau Khaeb National Park Southern Corridor Development Initiative (SCDI)”** located around Lüderitz (Southwest of Namibia) where Green Hydrogen will be developed. By taking advantage of this opportunity, Namibia can, beyond mining, leapfrog its economy onto a new path for green industrialisation and achieve a stronger, more diversified economy that is able to efficiently add-value and build forward and backward linkages along its strategic value chains

[Type here]



3. THEME - MOBILISING QUALITY INVESTMENT AND VALUE ADDITION FOR GREEN GROWTH IN THE EU-NAMIBIA PARTNERSHIP

Namibia is emerging as a prospective green hydrogen hub and front-runner in the global market for GH₂, as well as a resilient, stable and reliable market for CRMs, essential for ensuring Namibia's economic diversification. At the same time, the EU's growth and leadership in the fight against climate change, its energy security policy and its need to retain its competitiveness whilst meeting strict net zero targets by 2050, hinges on securing reliable green energy and the critical raw material. This synergy creates a win-win partnership for Namibia and the EU in terms of collaboration and transition to a green energy economy.

The theme of this Business Forum will therefore be centred on how to foster a fair, resilient, and inclusive partnership for promoting Green Hydrogen and developing the Critical Raw Material value chain. Additionally, it aims to present the EU and the Namibian Government with a win-win strategy, aligned to their development priorities.

4. OBJECTIVES AND EXPECTED RESULTS

the key objective of the GH₂ and CRM Business Forum is to support Namibia's investment promotion efforts for attracting European FDI and joint ventures for expanding green hydrogen production capacity and the development of downstream products (synthetic fuels, green ammonia, green steel) as well as further developing a home-grown extractive sector, refining and recycling industry for raw materials in Namibia.

Additionally, it will invite private sector representatives from both Europe and Namibia to explore avenues to stimulate and foster joint ventures and unleash multiplier effects along the value chain for promoting businesses expansion, skills and capacity development and wealth creation.

The ENBF presents Namibia with a unique opportunity to strategically target EU companies to attract downstream and upstream industries and in value addition

[Type here]



activities. This will open up avenues to explore and unleash the spillovers and multiplier effects which these two sectors present to the Namibian private sector.

T

Highlight; Overall Objectives

- Foster investor confidence and inform stakeholders about prospective sectors and key initiatives.
- Raise visibility and understanding of Namibia's investment and trade opportunities and unlock opportunities in key sectors, projects and value chains.
- Focus on Green Hydrogen and derivatives Off-take and Critical Raw Minerals Sector, the expectation is that progress will be made in terms of agreeing on strategic or key initiatives in these sectors that will facilitate value addition and beneficiation.
- Namibian and European companies and organisations form lasting working / networking relationships and are more familiar with available resources and organisations that can support business development.
- Mobilisation of funding resources (loans, guarantees, blending and other facilities) for key programs or investments.

[Type here]



5. FORMAT

The Forum will be a hybrid event composed of the following activities:

- **A physical formal event** - Two-day business forum (Approx. 150 to 250 in-person participants);
- **A showcase of Namibia's opportunities** and comparative advantage as a strategic destination for direct investment in GH2 and CRM;
- **A platform for Private-Public dialogue** to improve further the business environment (e.g., regulatory framework);
- **Business-to-Business (B2B), Business-to Government(B2G) and Government-to-Government (G2G)** meetings and networking in view of possible partnerships, between the Namibian and European counterparts
- **A platform for the signing of key MoUs**, twinning arrangements
- **An online streaming of events** via an online platform to allow for wider participation and broaden the range of possible interactions.
- **Video Presentations of investment 'pitches'**
- **Site visit to Port Antwerp** (supported by the Embassy in Brussels)

6. TARGET AUDIENCE

The event will be taking place on the margins of the Global Gateway Forum, which has an objective to engage and strategize with partner countries, G7/G20, EU member States, financial institutions, the private sector, etc. This event will draw over 250 high level senior representatives from key sectors.

[Type here]



Category of Companies Being Targeted	
GH2 and Green Energy Value Chain: <ul style="list-style-type: none">• Industrial Gases Companies• Potential offtakes• Engineering, Procurement Construction (EPC)• Renewable Energy Companies (solar, Wind, etc.)• Electrolyzer Manufacturers• Hydrogen Production companies• Transport and Storage• Fuel Cell, Equipment and Technology Suppliers• Energy Utility Company• Consultancies and Engineering, R&D• Financial Institutions, Association	CRM Value Chain <ul style="list-style-type: none">• Mining Operation and Exploration Companies• Refining and Processing Companies• Geological and Engineering Technology Companies• Recycling Waste, Trading and Distribution• R&D Institutions• Relevant Government Agencies• Financial Institutions and Investors• Equipment, Industry Associations• Supply Chain Consultants• Exploration Equipment

The two-day High-Level ENBF will be able to capitalise on the presence of the high-level participants of the GGF. The Forum will bring together around 100 strategic public and private sector stakeholders from investment, trade and finance sectors to network, exchange experiences and explore sustainable win-win business opportunities for Namibian and European companies.

The target audience will be businesses and their business support organisations (BSO), captains of industry, the investment community, policymakers, academics, civil society, technical and financial partners, public sector enablers, EU member states and the representatives from the Namibian Government.

[Type here]



7. OVERVIEW OF AGENDA AND TOPICS

The forum will be organised around the central theme of CRM and GH2 and related issues. The **first day of the Forum** will be officiated by **His Excellency Dr. Hage G. Geingob, President of the Republic of Namibia**. The High-Level Plenary Session 'Highlights of the Partnership on CRM and GH2 Value Chains' will feature Ms. Jutta Urpilainen, Commissioner for International Partnership at the European Commission and the Minister for Mines and Energy of Namibia, Hon. Tom Alweendo. The primary objective of these panel discussions will be to explore avenues for collaboration and partnership between Europe and Namibia. Attendees can look forward to exploring investment opportunities in Namibia with insights from Ms. Nangula Uaandja, Chairperson and Chief Executive Officer of the Namibia Investment Promotion and Development Board (NIPDB) on doing business in Namibia.

Furthermore, Presidential Economic Advisor, James Mnyupe will present Namibia's Green Hydrogen Strategy. Additionally, attendees can look forward to presentations by two flagship GH2 projects from Namibia, namely, Hyphen Hydrogen and Daures Green Hydrogen, expanding on how to attract investment and joint ventures through strong Public Private Partnership. The day will also include sessions on the Clean Hydrogen Derivatives Value Chain, where industry leaders will explore this promising field and present business opportunities and partnership prospects. Additionally, strategies for mitigating financial risks in Green Hydrogen and innovative instruments will be discussed with key speakers from DFI, such as the CEO of the Environment Investment Fund, Benedict Libanda, along with other sector leaders.

Day 1 – 24th October 2023

High-Level Plenary Session – Highlights of the Partnership on CRM and GH2 Value Chains. This first session will highlight the strategic significance of the EU-Namibia partnership, emphasising the revitalised privileged relationship geared towards inclusive green growth, as well as the advancement of critical raw materials and green hydrogen.

[Type here]



Presentation on Investing in Namibia. This presentation delves into the investment landscape of Namibia, shedding light on the country's business environment, opportunities, and potential for growth.

Plenary Session – Private Sector: Paving the Way for a mutually beneficial GH2 partnership: This panel discussion delves into the innovative collaboration between the EU and Namibia's private sectors, pioneering a mutually beneficial partnership in Green Hydrogen (GH2). The focus will be on showing the link between initiatives of the private sector and the NGH2 Strategy.

Panel Discussion – Upstream & Downstream Ventures: Exploring Opportunities along the Clean Hydrogen Derivatives Value Chain. This panel aims to explore the world of GH2 pioneering derivatives to reveal their potential to unlock opportunities across the full spectrum of upstream and downstream ventures, essential for Namibia Industrial Revolution.

Panel Discussion - Mitigating Financial Risks in Green Hydrogen - Innovative Instruments and Off-Take Mechanisms. The objective of this Roundtable Discussion is to delve into strategies aimed at minimising financial risks within the realm of Green Hydrogen. The session will also cover the mechanisms designed to support EU imports from 3rd party countries.

The second day of the Forum will focus on aligning CRM policies and exploring technological advancements, providing insights into business opportunities. Distinguished panellists from Namibia and high-level EC speakers, will provide valuable insights into expanding business opportunities and attracting investments in CRM.

Institutional support in R&D and capacity building will be showcased, featuring AfricaMaVal and the Namibian Ministry of Energy and Mines, among others. Discussions on unlocking value through joint ventures and investments in CRM will provide further insights into business expansion and collaboration opportunities. The role of Namibia as a Green Logistics Hub and its integral role in global efforts to achieve net-zero emissions in transportation, will be discussed in the afternoon, concurrently with the panel on 'Skill Gaps'. The event will wrap up with an official closing session, by high level representation from Namibia and the European Commission, mapping the future of the EU-Namibia

[Type here]



partnership in CRM and GH2. Importantly, the forum will offer opportunities for engagement in B2B online meetings, with stands showcasing the best EU and Namibia initiatives and companies. Significant announcements are also expected to be made at the event.

Day 2- 25th October 2023

Presentations - Aligning CRM Policies to Enhance Supply Security and Boost Local Value Addition. This presentation will explore the potential for enhancing the EU-Namibia Critical Raw Material (CRM) partnership by examining the alignment between the EU Critical Raw Material Package and Namibia's CRM policies

Panel Discussion - Exploring Technological Advancements and Showcasing projects' opportunities in the Namibian CRM sector. In this panel we take a deep dive into mining companies technological advancements within Namibia's Critical Raw Material (CRM) and its collaborative partnership with European Companies.

Panel Discussion - Unlocking Value: Joint Ventures, Partnerships, and Investment for Beneficiation in CRM. In this panel, government and industry leaders and experts delve into the potential for creating value through collaborative efforts in mining, refining and manufacturing. By exploring joint ventures, partnerships, and strategic investments, the discussion aims to uncover opportunities for enhanced beneficiation and value-added strategies that can drive sustainable growth across these critical sectors.

Panel Discussion - Green Logistics Hub: Transport and Enabling Infrastructure. This panel is a comprehensive exploration of Namibia's strategic positioning as a Green Logistics Hub and its integral role in the global push for achieving net-zero emissions in transportation.

[Type here]



Panel discussion – Institutional Support in R&D and Capacity Building. This thematic panel will showcase collaborative efforts in research and development (R&D) as well as presenting the results of the AfricaMaval project.

Parallel Panel Discussion - IPPs: Accelerating Namibia's Energy Transition & Independence. This panel aims to delve into the transformative journey of Namibia's Independent Power Producers (IPPs) and their pivotal role in fostering energy independence through RE. Through insightful discussions and real-world case studies, we will explore how RE IPPs are reshaping Namibia's energy landscape, enhancing sustainability, and contributing to the nation's quest for self-reliance in power and to provide universal access

Parallel Panel Discussion - Closing the Skill Gap for Youth Employment: The Namibian Government Policy Mix. This panel discussion delves into the strategies and approaches to enhance skills and expertise within Namibia's workforce, aligning with the country's goal of becoming a prominent hub for renewable hydrogen and critical raw materials. Experts will explore avenues for skill development, training, and capacity-building to catalyse the growth of these vital sectors, drawing on experience from private sector, research institutions and development partners.