

GHANA

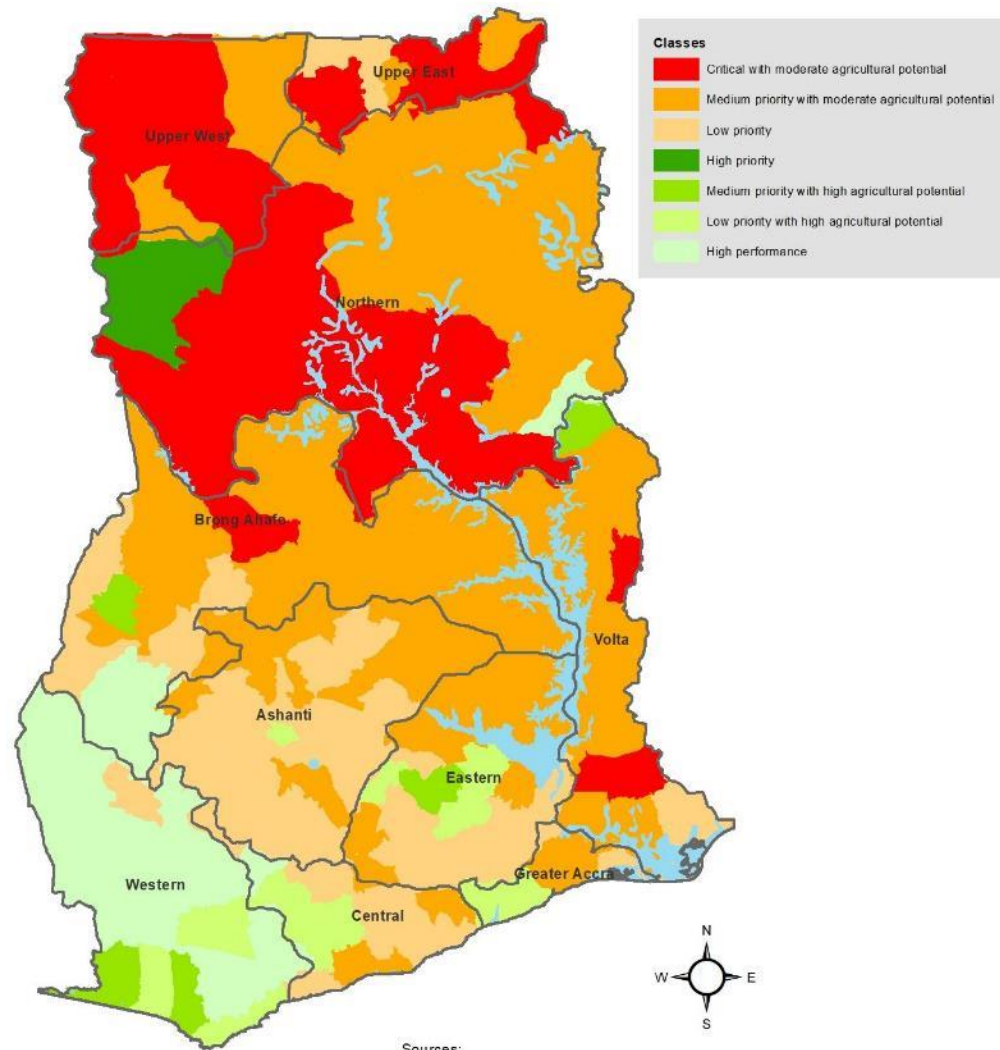
# FOOD PROCESSING TECHNOLOGY & LOGISTICS

MARKET SURVEY AND BUSINESS POTENTIALS FOR GERMAN COMPANIES  
ALONG THE VALUE CHAIN

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Sources:  
 Household survey: The Ghana Living Standards Survey 6 2012/2013  
 Poverty data: Ghana Poverty Mapping Report from the Ghana Statistical Service (2015)  
 GIS data: DIVA-GIS; USGS; NASA

# Overview



## Status quo

Lack of quality packaging material and machines	Processors compete for supplies	The certification landscape is unclear
Focus on vertical integration	Local, quality products become more relevant	Most food is still imported into Ghana
Professional storage solutions are rare	Energy costs are high and efficient solutions needed	Maintenance of machines is a challenge
Production for the whole of West Africa becomes interesting	Financing and exchange rate fluctuation	Retail structures are not widely established

# Market potentials for German companies include chances as suppliers, import & export, investments and consultancy

Suppliers of products, machines, technology	Import and Export	Producer in Ghana	Consultancy & certification
Machines for food processing	Import of cocoa products, tropical fruits, dried fruits and seafood.	Foreign, processing company or joint venture with local participation	International certification like organic and fairtrade
Alternative energy sources	Intermediary products like juice concentrate and nuts as well as edible oils	Carbonated and alcoholic beverages	Certification for Intra-African trade
Cold chain including plants, transports and storage	Export of meat products to Ghana	Dried fruits, edible oils, juice, processed meat and fish	Certification and regulations in Ghana
Packaging materials and machinery as well recycling	General export of processed and packaged goods	Niche products like moringa	Laboratories and technology
Logistics and transport	Ghana as a hub for the West African region and for export		Consulting on strategies and processes

# Interviewed companies in Ghana confirm the challenges and market potentials

*'Every month we spend huge amount of money on electricity, gas and diesel. We are therefore urgently looking of solutions in the biomass and solar in particular.*

**Nana Agyenim Boateng**  
**Managing Director**  
**Cocoa Processing Company Ltd.**

*We need to automate and further mechanize processing to stay competitive.*

**Martha M. A. Gato-Lagble**  
**CEO**

**Theomella Ventures**

*Our packaging is high quality - that makes us unique on the Ghanaian market.*

**Archibald Buah-Kwofie**  
**Technical Director**  
**GKV Investments Ltd.**

*We need more local suppliers. The local market does not match the demand.*

**Naa Adei Addy**  
**Business Development Manager**  
**Ocean Foods Ltd.**

Good to know – Valuable information for businesses in Ghana and beyond

A word cloud featuring various trade and economic terms. The most prominent words are 'Ghana Beyond Aid' in large green letters. Other significant terms include 'Economic Partnership Agreement' in blue, 'Food & Drugs Authority' in blue, 'Tax incentives' in green, and 'AFCFTA' in large blue letters. Smaller terms include 'Financial Requirements', 'Compact with Africa', 'GIZ Special Initiative', 'German Desk', 'Ghana Cocoa Board', 'Plastics ban', 'ECOWAS', 'Perishable Cargo Centre', 'International Seaport', and 'International Airport'. The words are arranged in a dynamic, overlapping fashion, with some in blue and others in green.

# Company cases

**BASF Performance  
Materials -  
Cold Chain Project**

Cooling  
Supply of material

**Peelco Ltd -  
processing in  
Ghana and export  
to Germany**

Processing  
Producer in Ghana

**Fairafric – establish  
a chocolate value  
chain**

Processing  
Export

**Krones - bottling  
plants and recycling**

Packaging  
Supplier of machines

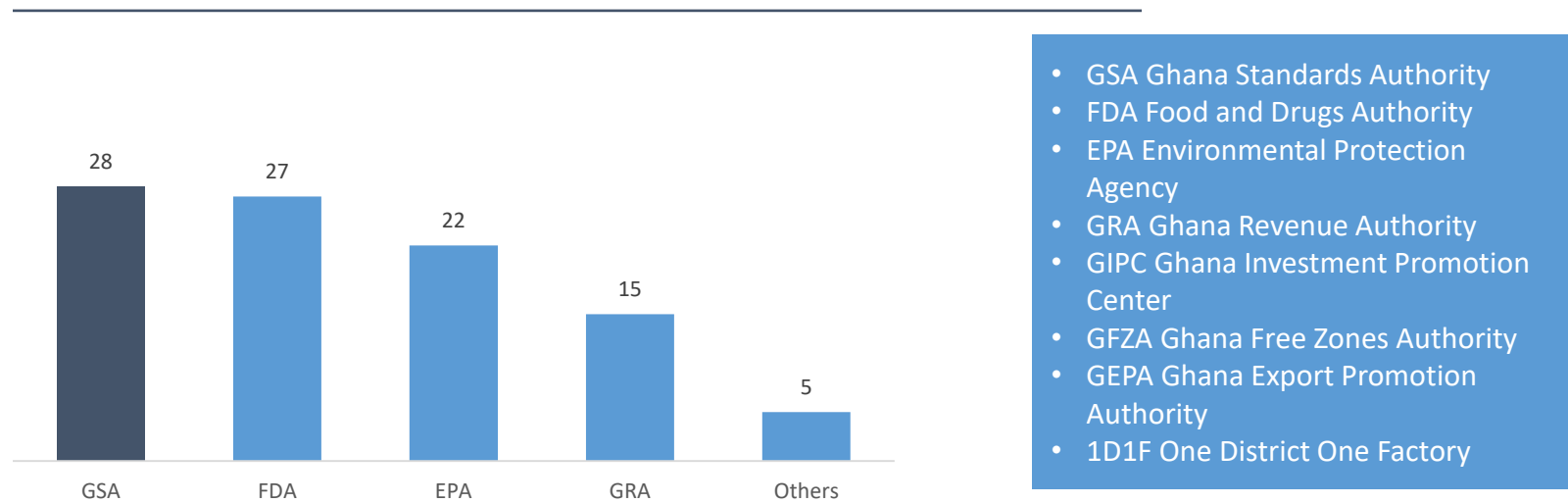
**Dr. Bronner's –  
organic and fair  
trade**

Certification  
Processing

# Government institutions

## Top 3 relevant government institutions in Ghana

Assessment by 33 companies



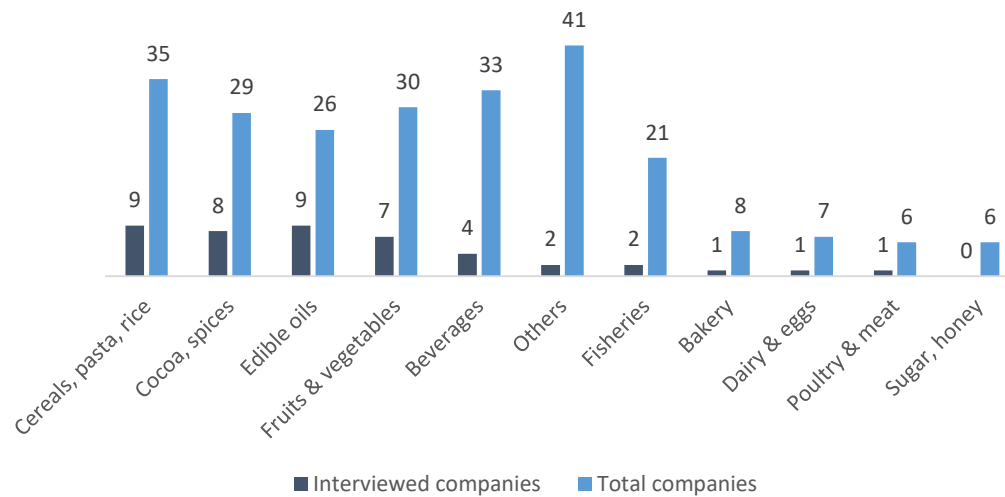
Source: AHK Ghana survey, 2019



# Contact list

## Companies in the food processing and -logistics sector

Classification by sectors



Source: GIPC, AGI, AHK research

# Contact list

## Participating companies

Bomarts Farms Ltd.	Eastern Region
Caltech Ventures Ltd.	Volta Region
Cocoa Processing Company Ltd.	Greater Accra
Eden Tree Ltd.	Greater Accra
FreshPak Products Ltd.	Greater Accra
GKV Investments Ltd.	Western Region
Homefoods Processing & Cannery Ltd	Greater Accra
HPW fresh and dry Ltd.	Eastern Region
Juaben Oil Mills Ltd.	Ashanti Region
K. Gyasi Oil Enterprise	Ashanti Region
Kasapreko Company Ltd.	Greater Accra
Kofi Vinyo and Company Ltd.	Brong Ahafo Region
Kwatsons Ghana Ltd.	Greater Accra
Nkulenu Industries Ltd.	Greater Accra
Norpalm Ghana Ltd.	Western Region
Nyame Yie Cold Store	Western Region
Ocean Foods Packaging Ltd	Greater Accra
Peelco Ltd	Greater Accra
Picadilly Biscuits Ltd.	Greater Accra
PINORA Ltd.	Eastern Region
Pioneer Food Cannery Ltd	Greater Accra
Plot Enterprise Ghana Ltd. Ltd.	Western Region
Promasidor Ghana Ltd.	Ashanti Region
Samba Foods Ltd.	Greater Accra
Serendipalm Company Ltd.	Greater Accra
Start Right Nutrition	Eastern Region
Takoradi Flour Mills Ltd.	Greater Accra
Theomella Ventures	Western Region
Truecoco Ltd.	Volta Region
Vester Oil Mills Ltd.	Western Region
Yedent Agro Processing Ventures Ltd.	Ashanti Region
Yvaya Farms	Brong Ahafo Region
	Greater Accra

## Participating institutions

Association of Ghana Industries (AGI)  
 AGI Kumasi  
 Federation of Associations of Ghanaian Exporters (FAGE)  
 FDA Regional Office Kumasi  
 Food and Drugs Authority (FDA)  
 Council for Scientific & Industrial Research - Food Research  
 Institute (CSIR-FRI)  
 Ghana Export Promotion Authority (GEPA)  
 Ghana Investment Promotion Center (GIPC)  
 Ghana Standards Authority (GSA)

# Impressions



# For questions and details please contact



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