EUROCHAM

European Chamber of Commerce in Ghana

GHANA AGRIBUSINESS INVESTMENT REPORT

Unlocking Opportunities in Ghana's Agricultural Transformation

September 2026



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Abbreviations

ACP — African, Caribbean and Pacific

AfCFTA — African Continental Free Trade Area

AHIES — Annual Household Income and Expenditure Survey

AMSEC — Agricultural Mechanisation Service Enterprise Centre

B2B — Business-to-Business

B2G — Business-to-Government

BMZ — German Federal Ministry for Economic Cooperation and Development

BRC — British Retail Consortium

CAIDI — Customer Average Interruption Duration Index

C&I — Commercial and Industrial

COCOBOD — Ghana Cocoa Board

CPO — Crude Palm Oil

CSR — Corporate Social Responsibility

DFI — Development Finance Institution

EAC — East African Community

EBRD — European Bank for Reconstruction and Development

ECG — Electricity Company of Ghana

ECOWAS — Economic Community of West African States

EFSD+ — European Fund for Sustainable Development Plus

EPA — Economic Partnership Agreement

EPC — Engineering, Procurement and Construction

ESG — Environmental, Social and Governance

EU — European Union

EUD — European Union Delegation

EUDR — European Union Deforestation Regulation

FAO — Food and Agriculture Organization of the United Nations

FDA — Food and Drugs Authority

FFB — Fresh Fruit Bunches

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FMO — Dutch Entrepreneurial Development Bank
GDP — Gross Domestic Product
GIPA — Ghana Investment Promotion Authority
GRA — Ghana Revenue Authority
GSA — Ghana Standards Authority
GTCDP — Ghana Tree Crops Development Programme
GCTS — Ghana Cocoa Traceability System
HPW — HPW Fresh & Dry
IDH — Sustainable Trade Initiative
IGC — International Growth Centre
IMF — International Monetary Fund
IPP — Independent Power Producer
KfW — KfW Development Bank
L.I. — Legislative Instrument
MoFA — Ministry of Food and Agriculture
MRV — Monitoring, Reporting and Verification
MSME — Micro, Small and Medium-sized Enterprise
NEDCo — Northern Electricity Distribution Company
NPK — Nitrogen, Phosphorus and Potassium
PPWR — Packaging and Packaging Waste Regulation
PURC — Public Utilities Regulatory Commission
QA — Quality Assurance
QR — Quick Response
RVO — Netherlands Enterprise Agency
SAIDI — System Average Interruption Duration Index
SAIFI — System Average Interruption Frequency Index
SME — Small and Medium-sized Enterprise
TCDA — Tree Crops Development Authority
USD — United States Dollar

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Practical investment edition for European companies, investors and strategic partners



Ghana's agricultural opportunity is moving beyond primary production. The next phase of growth is increasingly about processing, logistics, traceability, technology, energy and market access.

This report translates Ghana's agribusiness landscape into practical investment opportunities for European companies. It combines market evidence, policy developments, regulatory considerations and EU–Ghana instruments with a focus on realistic entry models.

Prepared by EuroCham Ghana | October 2026

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Kolo Nafaso

Kolo Nafaso is AAK's direct shea sourcing programme, working with 275,000 women shea collectors in Northern Ghana. Through direct purchasing, pre-season financing and ongoing training, the programme provides income stability and market access to the women at the heart of the shea supply chain. This year, AAK distributed 13 million euros in pre-financing to collectors in Northern Ghana built on the belief that a resilient supply chain begins with the people who collect it















AAK Academy Ghana

Launched in June 2026 at the Danish Embassy in Accra, the AAK Academy Ghana is a technical training programme designed to strengthen Ghana's chocolate and confectionery manufacturing sector. Now in its second edition, the Academy brings AAK's global application expertise directly to Ghanaian manufacturers covering chocolate processing, tempering, formulation, coatings and quality assessment in a hands-on environment.

The second Academy, held in October 2026 at FairAfric Ghana in Amanase, trained 23 Ghanaian companies over two days, led by AAK specialists with more than 25 years of international experience — one of four commitments AAK has made under its Memorandum of Understanding with Ghana's Ministry of Food and Agriculture.

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Executive Summary

Ghana offers European investors an unusual combination of agricultural scale, a sizeable domestic market, established export value chains and a policy environment increasingly focused on agricultural transformation. The central investment opportunity, however, is not simply to produce more. It is to capture more value from production that already exists.

Across palm oil, cashew, shea, cocoa, horticulture and poultry, the country has identifiable gaps between farm output and final markets. These gaps include inadequate processing capacity, fragmented aggregation, insufficient cold-chain infrastructure, limited mechanisation, uneven traceability and unreliable energy supply. Each represents a potential commercial market for capital, technology, services or integrated investment.

The policy environment is also changing. Ghana launched the Ghana AgriConnect Compact in 2026 as a major agricultural transformation programme focused on productivity, irrigation, mechanisation, market access, agro-processing and finance. The programme is estimated at US$3.5 billion over five years and is intended to support a more agribusiness-led agricultural economy.

For European investors, this domestic transformation agenda coincides with a stronger EU–Ghana investment framework. The EU–Ghana EPA reaches its tenth anniversary in 2026, while Global Gateway and European development-finance instruments create potential channels for infrastructure, project preparation and investment. The EU also continues to support Ghanaian agribusiness, trade competitiveness and value-chain upgrading.

At the same time, European market requirements are becoming a direct commercial driver. The EU Deforestation Regulation will apply from 30 December 2026 to large and medium-sized operators and from 30 June 2027 to most micro and small operators. For covered commodities, traceability, geolocation and due-diligence systems are therefore moving from sustainability features to market-access infrastructure.

The investment message

The strongest opportunities are where four conditions meet: a real market gap, an available or expandable Ghanaian supply base, a credible route to market, and a European technology, capital or management advantage.

Priority opportunity	Investment logic
Palm oil	Processing and refining to address domestic supply-demand imbalance
Cashew	Industrial shelling, grading and downstream processing
Shea	Refining, fractionation, ingredients and structured sourcing
Cold chain	Aggregation, refrigerated storage and logistics
Digital traceability	EUDR, certification and supply-chain compliance
Mechanisation	Leasing and equipment-as-a-service
Renewable energy	Captive power, storage and irrigation
Poultry	Integrated production, feed, processing and cold chain

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PART I — GHANA'S AGRIBUSINESS OPPORTUNITY

1. Ghana's Agribusiness Landscape

Agriculture remains one of the foundations of Ghana's economy, but its importance is increasingly expressed through its potential to support industrialisation rather than simply through primary production. Agriculture accounted for around 22.8% of GDP in 2025 and recorded real growth above the national average. The sector also remains a major source of employment and household income.

Ghana's production base is diverse. Staple crops such as cassava, yam, maize and plantain provide a large domestic food base, while cocoa, oil palm, cashew, shea, rubber, coconut, mango and pineapple connect Ghana to regional and international markets. Livestock and poultry add another dimension, with significant domestic demand but continued reliance on imports in several categories.

The commercial structure of agriculture is nevertheless uneven. Some value chains, particularly cocoa, have sophisticated export and regulatory systems. Others remain heavily dependent on informal aggregation and raw commodity exports. The difference matters for investors: the most attractive opportunity is not necessarily the commodity with the largest production volume, but the value chain where an identifiable bottleneck can be converted into a commercially viable business.

A transformation agenda is taking shape

Ghana's agricultural policy is increasingly organised around value chains, productivity, food security and industrialisation. The 2026 Ghana AgriConnect Compact explicitly links agricultural transformation with irrigation, mechanisation, market access, agro-processing and access to finance. This is important for investors because it signals a policy direction in which private investment is expected to participate in the transformation of production into commercially organised value chains.

The opportunity should therefore be viewed as an ecosystem rather than as isolated farms or factories. Processing requires reliable feedstock; feedstock requires aggregation; aggregation requires logistics; export markets require standards and traceability; and processing increasingly requires reliable energy. Investment opportunities arise at each of these interfaces.

The structural investment gap



Ghana's agricultural output often leaves the farm gate without passing through enough stages of value addition. This results in lost domestic value, weaker farmer incentives, foreign exchange leakage through imports and a missed opportunity to build competitive manufacturing capacity.
For European companies, this creates a particularly relevant entry point. European competitiveness is often strongest in precisely the areas Ghana needs to develop: food-processing technology, cold-chain systems, agricultural machinery, quality assurance, traceability, renewable energy, packaging, engineering and access to sophisticated consumer markets.

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2. Market Opportunities and Investment Drivers

Three factors are particularly important when assessing Ghana's agribusiness investment environment in 2026. The first is macroeconomic stabilisation. Ghana has moved from the severe economic pressures of the recent period toward a more stable environment, although investors must continue to account for currency and financing risks.

The second is industrial policy. Government programmes increasingly seek to connect agricultural production to processing and manufacturing. This changes the investment proposition from a narrow agricultural one to an agro-industrial one.

The third is market access. Ghana sits within the African Continental Free Trade Area and maintains a preferential trading relationship with the European Union through the EPA. For an investor able to meet origin, quality and regulatory requirements, Ghana can therefore serve as both a domestic market and a production base.

Driver	Why it matters
Macroeconomic stabilisation	Improves planning conditions, while FX and financing risks remain relevant
AgriConnect / transformation agenda	Supports productivity, infrastructure, processing and finance
AfCFTA	Strengthens Ghana's role as a continental production and trade platform
EU–Ghana EPA	Supports qualifying exports into the EU market at preferential tariff rates
Global Gateway	Potential support for strategic infrastructure and investment
EUDR	Creates new demand for traceability and compliant sourcing

These drivers do not eliminate risk. Rather, they change the type of risk an investor needs to manage. A project with strong feedstock, contracted offtake, appropriate financing and embedded compliance can be substantially more resilient than a project that assumes infrastructure and market access will develop automatically.

3. Investment & Regulatory Framework

Agribusiness investment in Ghana involves a distributed regulatory system. There is no single approval that substitutes for understanding the full operating pathway. Depending on the project, investors may need to engage agricultural authorities, investment-promotion institutions, food and product regulators, tax and customs authorities, environmental agencies and local authorities.

The investment framework is evolving

The Ghana Investment Promotion Authority Act, 2026 transforms the former Ghana Investment Promotion Centre into the Ghana Investment Promotion Authority (GIPA). The new framework removes the general minimum foreign capital requirement for most foreign investors, while retaining a US$500,000 cash capital requirement for foreign participation in trading activities. It also establishes an Investor Grievance Mechanism and gives GIPA an enhanced role in investment facilitation and coordination, including as Ghana's national focal point for the AfCFTA Investment Protocol.

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For European investors, the practical significance is that the entry framework is becoming more facilitative, but sector-specific requirements remain. Investors should therefore distinguish between investment registration and the substantive approvals needed to build and operate an agribusiness.

Institution	Main relevance
MoFA	Agricultural policy, programmes and sector coordination
GIPA	Investment facilitation, registration and investor support
COCOBOD	Cocoa regulation, licensing, quality and traceability
TCDA	Priority tree-crop regulation, data and traceability
FDA	Food-product registration and compliance
GSA	Standards, certification and product requirements
GRA / Customs	Tax, import and export procedures

Practical implication

Regulatory navigation should be treated as an investment workstream from the start. The investor should map approvals before site selection and financial close, rather than discovering regulatory requirements after equipment has been ordered or construction has begun.



https://www.diz-ghana.com/our-parks/food-processing=park/7

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PART II — VALUE CHAINS AND VALUE ADDITION

Agro-processing is the strongest cross-cutting investment theme in Ghana's agricultural economy. The country produces agricultural commodities at meaningful scale, yet many value chains remain characterised by raw or minimally processed exports, fragmented supply and limited industrial capacity.

The investment case is therefore based on a relatively simple proposition: if Ghana can process more of what it already produces, it can retain more value domestically while creating industrial jobs, stronger markets for farmers and additional export products.

This does not mean that every commodity requires a large greenfield factory. Processing opportunities can range from modular primary processing to sophisticated refining and ingredient manufacturing. The appropriate model depends on the commodity, feedstock concentration, energy requirements, logistics and target market.

Value-chain maturity matters

Value chain	Current position	Investment direction
Cocoa	Mature export and processing system	Downstream products, ingredients and specialty manufacturing
Oil palm	Strong demand, insufficient processing	Milling, refining and fractionation
Cashew	Large raw-material flows, limited processing	Shelling, grading and kernels
Shea	Community processing, limited industrial refining	Refining, fractionation and ingredients
Horticulture	Mixed domestic/export models	Cold chain, drying, juice and paste

The European advantage is not simply capital. European firms can combine technology, engineering, quality systems, sustainability management and market access. This combination is particularly valuable where Ghanaian partners already control land, farmer relationships or distribution but need industrial capability and investment.

4. Cocoa: From Established Export Chain to Higher-Value Manufacturing

Cocoa is Ghana's most developed agricultural export value chain and an important anchor for the country's relationship with European markets. Unlike many other commodities, cocoa already has sophisticated institutions, established export channels, processing facilities and international buyers.

The investment opportunity is consequently different from that in palm oil or cashew. Ghana does not need to create a cocoa industry. It needs to capture more of the value generated after the bean leaves the farm. That means specialty ingredients, cocoa butter and powder, confectionery inputs, premium products, industrial applications and more sophisticated consumer-facing products.

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The existing cocoa infrastructure is also important because it provides a reference model for traceability. Ghana's Cocoa Traceability System uses farm-level information and supply-chain data to support traceability and compliance. This creates an institutional starting point from which digital and compliance businesses can develop further solutions.

Where European companies can enter

- Specialty cocoa ingredients and industrial applications.
- Processing and packaging technology.
- Energy and efficiency upgrades for existing processing facilities.
- Digital traceability, farm-data and due-diligence solutions.
- Premium and differentiated chocolate or cocoa-based products.
- Quality, certification and sustainability-management services.

For investors, cocoa should therefore be viewed as a relatively mature platform with opportunities at the higher-value end. The strategic question is how to move from processing as a commodity activity toward processing as a differentiated manufacturing business.

The regulatory dimension

The EUDR is particularly relevant to cocoa because the EU market increasingly requires reliable information on origin, geolocation, legality and deforestation-free production. The result is a commercial opportunity for systems that make compliance efficient rather than treating it as an administrative burden.



5. Oil Palm: A Major Processing and Import-Substitution Opportunity

Oil palm provides one of the clearest examples of Ghana's agribusiness paradox: significant agricultural production exists alongside a major domestic supply-demand imbalance in processed products.

Ghana produces substantial quantities of Fresh Fruit Bunches, but domestic milling and refining capacity remains insufficient relative to demand. The resulting imports represent an opportunity for domestic value addition. Government policy has also identified oil palm as a priority value chain for agricultural transformation.

The investment case should therefore be built around processing rather than assuming that plantation expansion alone will solve the market problem. The strongest projects are likely to combine reliable feedstock, efficient milling, refining capacity and a defined domestic or export market.

Potential investment points

- FFB aggregation and efficient milling.
- Crude palm oil production and upgrading.
- Refining and fractionation.
- Packaging and branded products.
- Industrial applications and oleochemicals.
- Smallholder supply-chain integration and traceability.

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European investors can contribute high-efficiency processing equipment, engineering, environmental management and sustainable sourcing systems. They can also help structure commercial relationships with farmers and buyers so that the processing facility is not exposed to purely spot-market feedstock risk.

The EUDR adds another dimension. Oil palm supply chains serving the EU increasingly require credible information about origin and land use. An investment that builds traceability and due diligence into procurement from the outset can therefore improve both market access and supply-chain management.

Investment principle

The most attractive palm-oil proposition is not simply 'build a refinery'. It is 'build a commercially integrated processing system with reliable feedstock, efficient energy use, traceability and contracted markets.

6. Cashew and Shea: Raw Material to Industrial Value

Cashew

Cashew is one of Ghana's clearest examples of a value chain in which production and trade have developed faster than domestic processing. Large volumes move through Ghanaian export channels, while much of the value associated with shelling, grading and downstream processing is captured elsewhere.

The immediate opportunity is industrial primary processing. Modern shelling and grading facilities can create domestic employment and retain more value, while also giving exporters greater control over quality and consistency. Once the industrial base is established, opportunities can move further downstream into ingredients and consumer products.

European investors can participate through processing equipment, plant engineering, quality systems, financing and commercial partnerships with Ghanaian aggregators and exporters.

Shea

Shea has a different structure. Community-level processing is already important, particularly among women's groups, and Ghana has established relationships with international buyers. The constraint is therefore not the absence of a value chain but the incomplete transition from community-level production to consistent industrial-grade refining and higher-value applications.

This creates opportunities in refining, fractionation, quality standardisation, sustainable sourcing, traceability and cosmetics and food ingredients. European companies with established demand in cosmetics, personal care and food can provide an important market anchor.

Commodity	Main gap	European fit
Cashew	Industrial shelling, grading and processing	Equipment, plant engineering, quality and market access
Shea	Industrial refining and standardisation	Refining, ingredients, sustainable sourcing and certification

Neither value chain should be approached simply as a raw-material procurement exercise. The stronger investment proposition is to combine sourcing, processing and a defined market.

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7. Horticulture, Food Processing & Cold Chain



Ghana's horticulture economy combines domestic food demand with export opportunities. Mango and pineapple have established export potential, while tomato and other vegetables illustrate the continuing challenge of supplying a growing urban population efficiently.

A recurring problem is that production is disconnected from reliable storage, aggregation and processing. Farmers may have a market during one period and severe price pressure during another. Processors face inconsistent quality and volumes. Traders may lack temperature-controlled logistics. These problems reinforce one another.

Cold chain is therefore more than refrigeration

The commercial opportunity is to build systems that connect production to demand. A modern cold-chain business can include aggregation centres, pre-cooling, refrigerated storage, temperature-controlled transport, digital inventory management and contracted offtake. The infrastructure becomes much more commercially defensible when it is linked to a defined customer base.

Business model	Potential application
Aggregation + cold store	Fruit, vegetables, poultry and dairy
Refrigerated logistics	Producer-to-processor and processor-to-retail
Pack-house services	Export horticulture
Drying / processing	Fruit and vegetable surplus
Digital inventory	Cold-store utilisation and buyer coordination

European companies can provide refrigeration systems, logistics technology, packaging, quality control and energy-efficient equipment. Renewable energy can also be integrated into cold-chain facilities, reducing exposure to grid interruptions and improving operating resilience.

The commercial test

Investors should avoid building cold storage capacity without a credible utilisation strategy. The best projects begin with anchor customers, contracted volumes and a clear understanding of seasonal throughput.

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8. Poultry and Food Security

Poultry illustrates another important Ghanaian investment theme: strong and persistent domestic demand combined with substantial import dependence. The opportunity is not simply to replace imported chicken with local production. Competitiveness must be built across feed, genetics, production efficiency, processing, cold chain and distribution.

A fragmented production model can struggle to compete when feed costs, logistics and processing are not integrated. This is why European investors may find greater value in integrated or partnership-based models that combine technology and management with Ghanaian market knowledge.

Potential investment structure

An integrated project could combine feed production, breeder or broiler operations, modern processing, cold storage and contracted distribution. Alternative models could focus on one part of the chain, such as feed technology, processing equipment or cold-chain distribution.

- Modern feed milling and formulation.
- Efficient production systems and farm management.
- Automated or semi-automated processing.
- Cold storage and refrigerated distribution.
- Quality and food-safety systems.
- Digital production and traceability.

Food security policy provides a supportive demand environment, but investors should still build projects around commercial competitiveness rather than policy protection. The central question is whether the business can deliver reliable quality at a price that competes with imported product.

9. Mechanisation, Inputs and Agricultural Services

Mechanisation remains an important productivity constraint, particularly where farmers cannot justify the capital cost of owning equipment individually. This creates an opportunity for service-based models in which machinery is paid for through usage rather than purchased outright.

The same principle applies to agricultural inputs and advisory services. The most commercially useful models can bundle equipment, inputs, agronomy and financing around a specific crop or value chain. Such models can improve utilisation while creating stronger relationships between suppliers and farmers.

From selling equipment to selling productivity

Traditional model	Potential investment model
Equipment sale	Leasing / equipment-as-a-service
Input distribution	Bundled input + advisory packages
One-off advisory	Digital farm-management subscriptions
Individual farmer	Aggregator / cooperative / processor anchor
Cash purchase	Structured finance or pay-per-use

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Agricultural Mechanisation Services Centres and other public or private service networks can provide distribution and service points. The opportunity for European companies is to adapt proven technology to Ghanaian farm sizes, road conditions, maintenance requirements and financing capacity.

Precision agriculture is particularly relevant where it improves measurable outcomes: input efficiency, irrigation, yield monitoring, crop quality or traceability. Technology should therefore be positioned as a productivity or market-access solution rather than as digitalisation for its own sake.

PART III — TECHNOLOGY, INFRASTRUCTURE AND PRODUCTIVITY

10. Digital Agriculture and Traceability

Digital agriculture in Ghana is increasingly moving from a productivity tool to supply-chain infrastructure. Farm-level information can support productivity, certification, traceability, sustainability reporting, access to finance and export compliance.



Farmer using smartphone/GPS or digital traceability in agricultureThe strongest regulatory driver is the EU Deforestation Regulation. The EUDR will apply from 30 December 2026 to large and medium-sized operators and from 30 June 2027 to most micro and small operators. Micro and small operators already covered by the EU Timber Regulation are subject to the earlier date.

For Ghanaian suppliers to European markets, this means that the ability to identify production areas, establish traceability and maintain due-diligence records can increasingly determine whether a supply chain is commercially usable.

Ghana's starting point

Ghana's Cocoa Traceability System provides an important national example. The system demonstrates that farm-level data, mapping and supply-chain information can be incorporated into a regulated commodity system. Equivalent infrastructure remains less developed across other value chains, creating space for technology providers and service companies.

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Technology	Commercial use
GPS / polygon mapping	Farm and plot identification
Digital farmer records	Supplier management
QR / batch systems	Product and shipment traceability
Due-diligence platforms	EUDR compliance
Certification tools	Audit and sustainability management
Supply-chain analytics	Procurement and risk management

The commercial opportunity is therefore broader than 'EUDR software'. It is the development of reliable agricultural data infrastructure that can serve compliance, procurement and supply-chain optimisation simultaneously.

11. Renewable Energy for Agribusiness



Solar panels powering an agricultural/processing operationReliable energy is a core operating requirement for modern agribusiness. Processing facilities, cold stores, irrigation systems and production plants cannot easily absorb repeated interruptions without additional cost.

Ghana's electricity distribution framework establishes service standards, but actual reliability varies across service territories. For agribusiness investors located outside major industrial zones, energy resilience should therefore be considered during project design rather than after operations begin.

The commercial opportunity

Renewable energy should not be viewed only as a climate investment. In agribusiness, solar, battery storage, biomass, biogas and hybrid systems can directly improve operational continuity and reduce exposure to energy-cost and reliability risks.

Solution	Agribusiness application
Solar + battery	Cold stores, processing and warehouses
Captive solar	Industrial agro-processing
Solar irrigation	Production and irrigation
Biomass / biogas	Use of agricultural residues
Energy efficiency	Motors, refrigeration and processing equipment

European developers and technology suppliers can enter through equipment supply, EPC contracts, energy-service models, leasing, joint ventures or project finance. The most credible commercial structures will normally be anchored by an identifiable industrial customer with predictable energy demand.

Agricultural residues also provide a circular-economy opportunity. Palm, cocoa, cashew and other processing activities generate biomass that can potentially be converted into heat, electricity or other useful outputs. This can create an additional revenue stream while reducing waste.

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12. Why Ghana? The Enabling Environment

Ghana's attractiveness rests on several complementary advantages rather than one single incentive. It combines a substantial domestic market, a broad agricultural base, a relatively mature private sector, regional trade positioning and an established relationship with European institutions.

Trade and market access

Ghana hosts the AfCFTA Secretariat and is positioned as a platform for continental trade. For European investors, this can support a strategy in which Ghana is used not only to serve Ghanaian customers but also to develop regional production and distribution.

The EU–Ghana EPA is equally important. 2026 marks the tenth anniversary of the signing and entry into provisional application of the agreement. The EPA provides preferential market access for qualifying Ghanaian goods and therefore strengthens the economics of local value addition where rules of origin and product requirements are satisfied.

Policy direction

The government's agricultural transformation agenda increasingly links productivity with industrialisation, food security, jobs and value addition. This creates a policy environment in which private investment in processing, logistics, irrigation, mechanisation and technology is strategically relevant. Ghana's agriculture investment policy has long identified private-sector participation and value-chain development as key mechanisms for transformation.

The important qualification

Ghana should not be presented as a frictionless investment market. Infrastructure constraints, regulatory implementation, currency exposure and financing costs remain real. The investment case is strongest for companies that can design around these constraints and bring capabilities that directly address them.

PART IV — THE INVESTMENT ENVIRONMENT

13. Regulatory Risks and How to Manage Them

Regulatory risk remains one of the most important issues for agribusiness investors. The challenge is not necessarily the absence of rules; it is that multiple agencies can have overlapping responsibilities and implementation can vary according to sector, product and location.

Regulatory navigation

Investors should build a regulatory map covering company establishment, investment registration, land and site requirements, environmental approvals, construction, food and product certification, importation of equipment, employment, taxation and export requirements.

The new GIPA framework is intended to strengthen investment facilitation and investor protection, including an Investor Grievance Mechanism. This is a positive institutional development, but investors should still undertake project-specific due diligence rather than assuming that general investment registration covers all operational approvals.

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Other risks

Risk	Recommended response
Currency	Match financing and revenue currencies where possible
Financing cost	Assess DFI, blended and international financing early
Power	Design hybrid/captive energy where needed
Feedstock	Use aggregation, outgrowers and contractual sourcing
Standards	Build certification into facility and process design
Infrastructure	Select sites around logistics and supply corridors

14. The EU–Ghana Dimension

Global Gateway

Global Gateway is the EU's strategy for mobilising public and private investment in international connectivity and sustainable infrastructure. The EU originally targeted up to €300 billion of mobilisation between 2021 and 2027; the Council notes that this target was reached in 2025 and that a new objective of €400 billion by 2027 has been set.

For Ghana, the relevance is broader than agriculture alone. Sustainable agriculture intersects with transport, energy, digital infrastructure, water, irrigation and private-sector development. Agribusiness projects that address several of these dimensions can therefore be relevant to a wider EU investment ecosystem.

European development finance

The EU's engagement in Ghana includes support for sustainable agriculture, food security, private-sector development, trade competitiveness and value-chain upgrading. European development-finance institutions can potentially support investment through project finance, guarantees, technical assistance or risk-sharing mechanisms, subject to project eligibility.



What this means for investors

European companies should consider the EU ecosystem as part of their market-entry strategy. A commercially credible project may be strengthened by combining European technology or equity with Ghanaian partners and appropriate development-finance or guarantee instruments.

The key is timing. Financing discussions should begin while the project is being structured, not after the commercial model, technology and procurement decisions have already been fixed.

15. Financing the Investment

Agribusiness projects frequently require more patient capital than conventional trading businesses. Processing plants, cold stores, irrigation systems, renewable-energy installations and integrated livestock facilities involve substantial upfront expenditure before revenue reaches full scale.

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The financing structure should therefore reflect the project's risk profile. Commercial banks may be appropriate for established cash flows, while development-finance institutions and blended-finance instruments can be relevant where projects combine commercial returns with development, climate, food-security or employment objectives.

Financing route	Potential role
Commercial debt	Established projects with predictable cash flow
Equity / JV	Projects requiring capital plus local execution
DFI finance	Larger strategic or development-linked investments
EU guarantees / blended finance	Risk reduction and mobilisation of private capital
Leasing / equipment finance	Mechanisation and technology deployment
Trade / structured finance	Feedstock, inventory and export working capital

Build the financing case around the business

- Secure a credible feedstock strategy.
- Identify anchor customers or offtake arrangements.
- Demonstrate technology and operating assumptions.
- Map regulatory approvals and implementation risks.
- Separate capital expenditure from working-capital requirements.
- Identify appropriate financing and guarantee instruments before financial close.

A project becomes more financeable when its commercial logic is clear. EU and DFI instruments should support a strong business case, not substitute for one.

16. Priority Investment Opportunities

The following opportunities represent the strongest intersection between Ghanaian market needs and capabilities commonly offered by European companies. They should be treated as investment themes rather than guaranteed projects; each requires commodity-, site- and partner-level due diligence.

Opportunity	Entry model	Key driver	European fit
Palm oil refining	Processing facility linked to FFB sourcing	Domestic supply-demand gap	Refining, engineering, sustainability
Cashew processing	Industrial shelling and grading	Raw exports, limited domestic processing	Processing technology, quality
Shea refining	Industrial refining / fractionation	EU food and cosmetics demand	Ingredients, sourcing, certification
Cold chain	Aggregation-linked storage/logistics	Post-harvest and distribution losses	Refrigeration, logistics, digital systems
Solar irrigation & energy	Captive / hybrid systems	Reliability and irrigation needs	Solar, storage, irrigation
Traceability	Digital farm-to-export systems	EU compliance and buyer requirements	GPS, data, due diligence
Mechanisation leasing	Equipment-as-a-service	Low equipment ownership	Machinery, finance, service models
Poultry integration	Feed + production + processing	Import dependence and demand	Production, feed, processing

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What connects these opportunities is their reliance on existing demand. The investor is not being asked to invent a market. The opportunity is to remove a bottleneck that prevents existing agricultural production or consumer demand from being served efficiently.

The most attractive projects

In practical terms, the strongest propositions are likely to be those that can demonstrate three things early: reliable supply, identifiable customers and a credible route to financing. Technology alone is not an investment thesis; technology combined with a commercial bottleneck can be.

PART V — FROM OPPORTUNITY TO BUSINESS

17. How European Companies Can Enter Ghana

There is no single correct market-entry model. The appropriate structure depends on whether the European company is bringing capital, technology, equipment, market access, management expertise or a combination of these.

Five practical routes

Route	Suitable where
Commercial partnership	Ghanaian company has customers, suppliers or distribution
Joint venture	Local execution and European technology/capital are complementary
Greenfield investment	Feedstock, market and operating case justify own facility
Equipment + service	Customers need technology without full ownership
Investment + finance package	Capital-intensive project needs structured funding

European companies should resist the temptation to enter Ghana with a generic market-development strategy. A more effective approach is to arrive with a defined value-chain proposition: for example, 'cold-chain system for mango exporters', 'cashew processing technology', 'solar power for agro-processing', or 'EUDR traceability for oil palm suppliers'.

What to prepare before entering

- A one-page investment proposition.
- Target commodity or value chain.
- Target customer or partner profile.
- Technology and investment requirements.
- Indicative business model and financing need.
- Specific questions for Ghanaian counterparts.

This makes business meetings much more productive and allows local partners, public institutions and financing organisations to assess where they can add value.

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18. The EU–Ghana Agribusiness Exhibition & Forum

The EU–Ghana Agribusiness Exhibition Forum, taking place on 28–29 October 2026 at The Palms by Eagles Hotel in Accra under the theme 'Where Europe Meets Ghana', provides a practical platform for European companies to test investment propositions and develop Ghanaian partnerships.

The Forum brings together Ghanaian and European exhibitors and business participants across the agribusiness value chain. Its purpose is not simply to showcase products. It is designed to connect companies around market opportunities, investment needs, technology, policy and business relationships.

How European companies should use the Forum

- Meet Ghanaian companies with an identified need for your technology or service.
- Use matchmaking to test commercial assumptions and potential partnerships.
- Engage relevant public and institutional stakeholders early.
- Discuss financing pathways where projects require capital beyond commercial operating finance.
- Convert promising conversations into defined follow-up actions, feasibility work or partnership discussions.

The strongest outcome from the Forum is not the number of business cards collected. It is a smaller number of qualified opportunities with a clear next step: a site visit, technical meeting, commercial proposal, feasibility study, pilot or investment discussion.

From contact to investment pipeline

EuroCham Ghana can provide a business-network and coordination platform through which European companies can continue engagement after the Forum. The objective is to move from general market interest to specific commercial propositions and investment pipelines.



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19. Conclusion – From Agricultural Production to Investment

Ghana's agribusiness opportunity is increasingly defined by transformation. The country has agricultural resources, entrepreneurial businesses and growing domestic and regional markets. The challenge is to connect these assets through processing, infrastructure, technology, finance and market access.

For European companies, this creates a broad but focused investment proposition. The strongest opportunities are not necessarily at the farm gate. They are in the systems that make farming commercially productive: processing plants, cold chains, machinery services, traceability platforms, renewable energy, quality systems, logistics and access to European and regional markets.

The policy environment is moving in the same direction. Ghana's agricultural transformation agenda places greater emphasis on value chains and agro-processing, while the EU–Ghana partnership increasingly links trade, investment, sustainability and infrastructure. The EPA provides a market-access platform, Global Gateway and European development-finance instruments can support relevant investments, and EUDR is creating commercial demand for credible traceability in covered supply chains.

The investment proposition in one sentence

Build the infrastructure, technology and processing capacity that allows Ghana to capture more value from the agricultural production it already has.



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