



DOING BUSINESS AND OPPORTUNITIES IN GHANA



Presentation Outline

- ❖ THE GIPC MANDATE
- ❖ BUSINESS OPPORTUNITIES
- ❖ SETTING UP IN GHANA
 - REQUIREMENTS AND INCENTIVES



WHY GHANA

❖ Stable Democratic Climate

- ✓ Most stable Political environment(Africa Benchmark Country Report (ABCR 2018)
- ✓ Best Judicial system in the world measured by rule of law(World Justice Projects (WJP) Rule of Law Index 2017-2018
- ✓ 1st in West Africa & 4th in Africa (Global Peace Index 2018)

❖ Ease of Doing Business

- ✓ Ranked best place for doing business in West Africa(Ease of Doing Report 2019)
- ✓ Best destination for investment in West Africa & 5th on the continent(A.T Kearney Global Services Location Index 2019)
- ✓ 2nd most competitive economy in West Africa and 13th in Sub Saharan Africa(World Economic Forum Global Competitiveness Index 2018)
- ✓ 1st FDI destination in West Africa & 4th in Sub-Saharan Africa(EY Attractiveness Program,2018)



WHY GHANA

❖ Accessibility

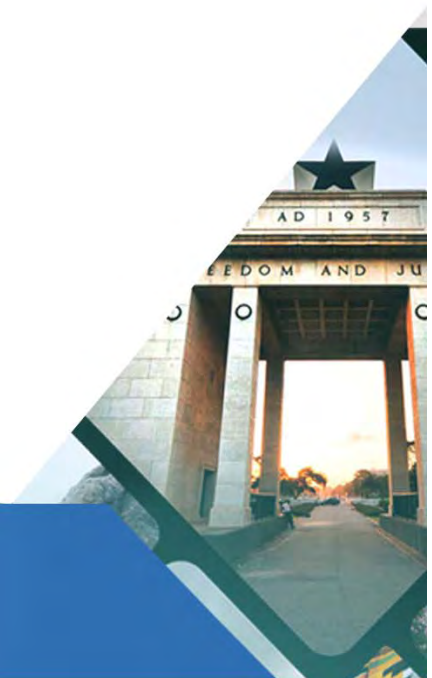
- ✓ Geographically closer than any other country to the centre of the planet(average of 8 hours of flying time to Europe and the Americas)
- ✓ World class airport (Kotoka International Airport)
- ✓ Home to one of West Africa's largest ports(Tema port); upgraded to handle 3.5million TEUs
- ✓ Immediate access to over 370m markets of the ECOWAS

❖ Competitive and Educated Labour Force

- ✓ Availability of skilled and trainable labour
- ✓ Competitive minimum wages in the West African sub region (\$2.16)

❖ Strong Resource Pool

- ✓ 1st gold producing country in Africa after South Africa
- ✓ 2nd largest cocoa producer in the world
- ✓ 3rd largest bauxite reserve in Africa with over 180m tonnes
- ✓ Oil & Gas reserves



GIPC's Mandate

The Ghana Investment Promotion Centre (GIPC) is a government agency established under **Act 865** to promote, coordinate, and facilitate investment in the Ghanaian economy.

Functions include:

- ❖ Investment advisory services
- ❖ Registration of new projects, processing of quota and exemption application
- ❖ Joint venture facilitation
- ❖ Renewal of registered projects
- ❖ Identification of specific projects for investment promotion
- ❖ Monitoring of enterprises to ensure compliance with GIPC Act 865



GIPC's Mandate

- ❖ Grant of investment incentives and provision of investor support services
- ❖ Registration of technology transfer agreements
- ❖ Negotiation of bilateral investment treaties
- ❖ Facilitating incoming and outgoing missions
- ❖ Participating in trade fairs and exhibitions
- ❖ Sensitization programmes to create awareness
- ❖ Compilation of private sector projects for investment promotion
- ❖ Promote the corporate image of the Centre with effective PR activities
- ❖ Coordinate relationships with external stakeholder (print and electronic media) and facilitate interactions with the general public



Collaborating Institutions

- Ghana Free Zones Authority
- Minerals Commission
- Petroleum Commission
- Ghana Export Promotion Authority
- Environmental Protection Agency
- Bank of Ghana
- Ministries
- Registrar General's Department
- Ghana Immigration Service
- Association of Ghana Industries
- Ghana Chamber of Commerce and Industry
- Ghana Chamber of Mines
- Private Enterprise Federation

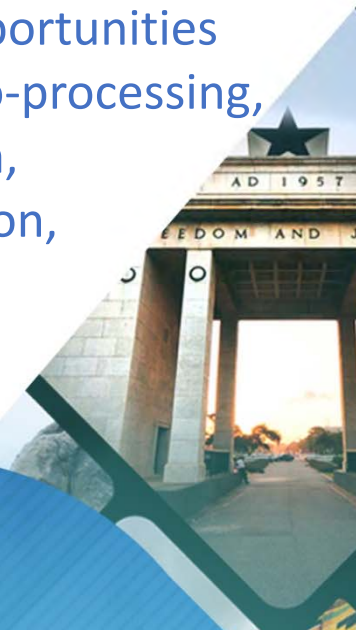


GHANA

Ghana is richly endowed with human and natural resources. The latter include:

- Mineral wealth, extensive forest resources, and sizeable supply of viable land suitable for crop and livestock production, marine and freshwater fish stock, etc.

The resources present us with numerous business opportunities ranging from agric/agro-processing, manufacturing, tourism, building and construction, oil & gas, mining, etc.



PRIORITY SECTORS



INFRASTRUCTURE

- Integrative and transformative transportation, railway
- Schools
- Hospitals
- Road, bridges and airports

AGROPROCESSING

- Mechanized production
- Irrigation, One Village One Dam
- Value Addition and Processing
- Planting for Food and Jobs

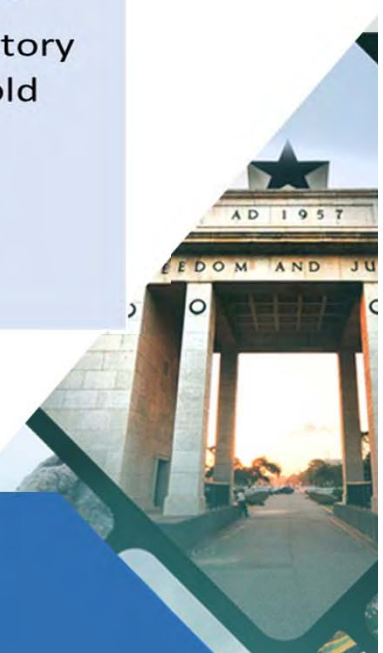


TOURISM

- Ecotourism
- Culture Tourism
- Hospitality Centers and Hotels
- Theme parks

MANUFACTURING

- One District One Factory
- Bauxite, Iron ore, Gold processing
- Pharmaceuticals
- Textiles
- Cocoa processing



Comprehensive Agricultural Investment Program Across Sub-sectors

Investment Target: USD 3.3bn – USD 4.7bn

	\$ 200m - \$ 1.0bn	Establishment of fertilizer plant in Western Region.		\$ 1.0bn	Investment in cocoa processing and value-addition for export.
	\$ 300m	Setup manufacturing facility for production of irrigation equipment.		\$ 200m	Financing for fish farming operations to increase fish supply and manage restoration of water resources.
	\$ 500m	Investment in the growth, consumption and export of quality rice grains.		\$ 200m - \$ 500m	Investment in poultry production to meet local consumption and reduce imports.
	\$ 300m	Investment in entire value chain – Revival of Komenda Sugar Factory.		\$ 200m - \$ 500m	Investment in the e-Agriculture Extension program.
	\$ 200m	Investment in production of improved cotton varieties.		\$ 200m	Transformation of cashew into major cash crop and foreign exchange earner.

SETTING UP IN GHANA

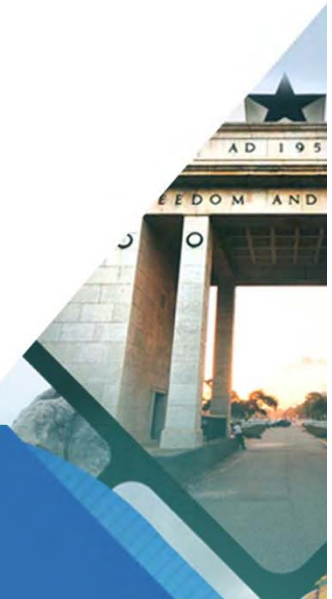
Investment procedures

1. Registration with Registrar General's Department

Obtain a Certificate of incorporation with TIN number Company Regulation Certificate to commence Business

2. Minimum Equity Contribution

3. Registration with GIPC



MINIMUM CAPITAL REQUIREMENTS

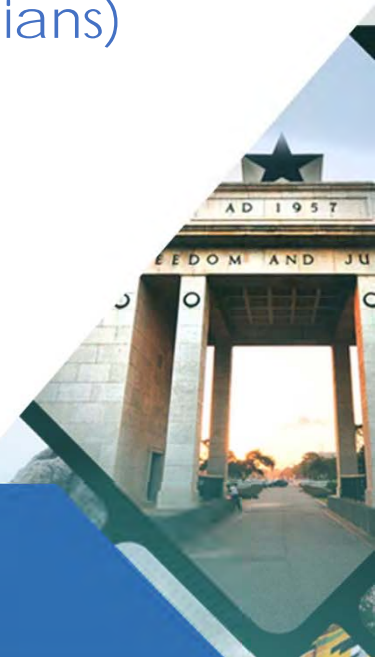
Joint Ventures (JV) with Ghanaian partners are encouraged,
100% foreign participation is permissible

Equity:

- US\$200,000 for JV with Ghanaian partner (Min.10%)
- US\$ 500,000 for 100% foreign ownership
- US\$ 1,000,000 for trading activity (Min. 20 Skilled Ghanaians)

Exemptions:

- Portfolio investment
- Manufacturing and export trade enterprises
- Foreign spouse of a citizen of Ghana
- Dual nationals



INVESTMENT INCENTIVES

- Guarantee against expropriation
- Custom duty exemption on plant, machinery and equipment
- Full repatriation of dividends and net profit attributed to investment
- Transfer of funds in respect of servicing of foreign loans
- Transfer of funds after liquidation
- Automatic Immigrant Quota :

US\$ 50,000 – US\$ 250,000	– 1 person
US\$ 250,000 – US\$ 500,000	– 2 people
US\$ 500,000 – US\$ 700,000	– 3 people
Above US\$ 700,000	– 4 people
- Time bound work permits

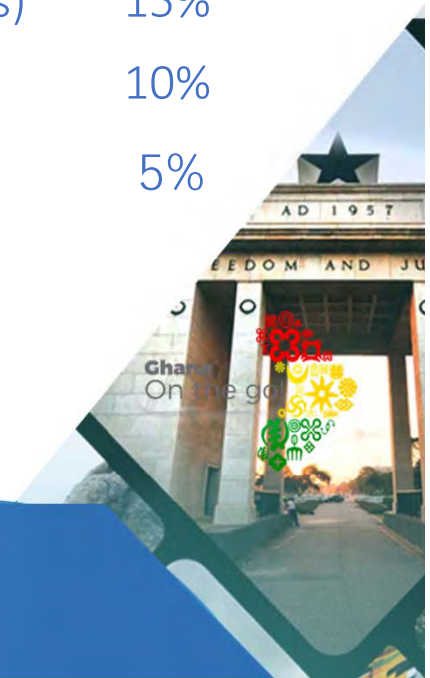


INVESTMENT INCENTIVES

Locational Incentives for Agro-processing Companies

After the five-year concessionary period (1% for five years from start of operation), agro-processing enterprises which use agricultural raw materials as their main inputs have corporate tax rates fixed according to their location:

- | | |
|--|-----|
| ■ Accra/Tema | 20% |
| ■ Other regional capitals (except Northern, Upper East, North East, Savannah and Upper West regional capitals) | 15% |
| ■ Outside regional capitals | 10% |
| ■ 5 northern regions | 5% |



INVESTMENT INCENTIVES

Losses carry forward apply to the following businesses.

- Those in specified priority areas: five years
- other areas: three years

Locational Incentives for Manufacturing Companies

- Manufacturing industries located in regional capitals other than Accra and Tema **25%**
- Elsewhere **50%**

Strategic Investment Incentives

Under Section 26(4) of the GIPC Act 865, specific incentive packages may be negotiated for, in addition to the incentives and benefits available under various legislations e.g. customs and taxation laws.



GREEK INVESTMENTS

PROJECTS FROM GREECE REGISTERED WITH GIPC FROM 1994-2020				
NO.	PROJECTS	NO. OF PROJECTS	TOTAL ESTIMATED COST	FDI (US\$)
1	AGRIC	1	240,000.00	214,000.00
2	BLD/ CONS	1	110,000.00	100,000.00
3	GEN. TRA	1	950,000.00	950,000.00
4	LIAISON	2	1,000,000.00	1,000,000.00
5	MFG	3	493,000.00	318,000.00
6	SERVICES	4	516,788.03	455,388.03
	TOTAL	12	3,309,788.03	3,037,388.03





THANK YOU

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