



20-21 May 2025

Kempinski Gold Coast City Hotel, Accra

THEME: DEEPENING GHANA-EU COOPERATION ON TRADE AND INVESTMENT IN NON- TRADITIONAL VALUE CHAINS UNDER THE EU GLOBAL GATEWAY STRATEGY

1. Background

2. KEMPINSKI HOTEL GOLD COAST CITY

Ghana and the European Union can boast of a robust partnership that has been ongoing for some decades. The cooperation between the European Union and Ghana started with the first Lomé Convention in 1975. The two parties have since developed fruitful, political, cultural and economic cooperation and this has strengthened over the years with successive agreements. A notable outcome of this cooperation is the Economic Partnership Agreement (EPA) signed in 2016. The EU is one of Ghana's main trade and investment partners.

The EU's Global Gateway Strategy is a comprehensive initiative aimed at strengthening connections between Europe and the world through sustainable investments in infrastructure, digitalization, energy, and trade. Launched in 2021, the strategy seeks to mobilize up to €300 billion in investments by 2027, focusing on projects that promote sustainability, inclusivity, and resilience. By prioritizing partnerships with countries like Ghana, the Global Gateway aims to support economic development, enhance regional integration, and address global challenges such as climate change and health security. The strategy aligns closely with Ghana's national development priorities, making it a key framework for deepening Ghana-EU cooperation in trade and investment. Ghana and the EU have also discussed the potential negotiations of a Sustainable Investment Facilitation Agreement.



Ghana's political stability, demographic advantages, and strategic geographical location position it as a primary investment destination in West Africa. The government's manifesto outlines several key priorities that shall form the basis of Ghana's economic development strategy under the Mahama administration.

By aligning these priorities with both a broader national development agenda, and the European Union's priorities for economic cooperation under the EU's Global Gateway Strategy, the new administration has the potential to foster an economy that is more inclusive, resilient, and sustainable. A focus on infrastructure, energy, agriculture, and regional trade integration presents significant opportunities for both domestic and international partnerships to contribute to Ghana's long-term progress.

Under President Mahama, EU companies will see expanded opportunities in key sectors such as pharmaceuticals and vaccines, agribusiness, and renewable energy. These sectors align with the administration's priorities and offer significant potential for investment and growth.

The Ghana-EU trade and investment partnership is anchored in the EPA, which ensures stability, predictability, and legal certainty for economic operators. Since its implementation in 2016, Ghana's total trade with the EU has increased by 40%, reaching €6 billion in 2023, while EU FDI stock in Ghana has grown by 64% to approximately €4 billion. The EPA provides Ghana with duty-free and quota-free access to the EU market, while Ghana gradually liberalizes its market for EU imports. This arrangement ensures cheaper inputs, such as machinery and equipment, boosting local value addition, competitiveness, industrial development and transformation. By fostering a favorable business environment, the EPA supports Ghana's ambition to become a regional and continental trade hub. The Business Forum will also explore how the legal framework for investments can be strengthened, bringing more certainty, stability, and sustainability to bilateral trade and investment relations.

The major reasons for the European Union - one of the main donors and largest trade and investment partners of Ghana - to hold the Ghana-EU Business Forum is to demonstrate to Ghanaian and EU stakeholders in both private and public sectors, the enormous opportunities that exist in terms of private sector development, investment and trade. In particular events offering matchmaking, B2B and B2G experiences, such as the present Business Forum, are key in these regards. The Forum is part of the European Union's economic diplomacy and the EU's investments promotion strategy under Global Gateway. The Ghana-EU Business Forum provides the platform where private sector operators from both sides can identify and explore mutually beneficial opportunities along specific value chains, as well as key projects that can be supported under the EU Global Gateway Strategy. Those projects will complement private sector investment in areas with critical social, economic and environmental sustainability. In the case of Ghana, particular attention is paid to the harnessing of local talent (particular among th and women), due to its young population, as well as economic, social

and environmental resilience. With this spirit, the 3rd EU - Ghana Business Forum, the forum will focus on renewable energy, pharmaceuticals/vaccines, and agribusiness, exploring opportunities for collaboration and investment

In particular:

Pharmaceutical & Vaccines sector: Under the EU Global Gateway strategy, pharmaceuticals and vaccines are priority sectors for EU investments. The pharmaceutical industry is one of Ghana's strategic anchor industries and can be a potent driver for economic transformation. At the GHEUBF last year, the EU launched the Ghana Component of the 'Special Measure' Team Europe Initiative on manufacturing and access to vaccines, medicines and health technologies in Africa (MAV+). On Ghana's side, a new policy for the pharmaceutical sector has been under development, a vital component of which could be an incentive regime. With Ghana's increased ambitions but also capabilities (cf. recent FDA upgrade, now being able to test vaccines) to produce high-quality medicines and embarking on vaccine production, there are currently many opportunities for EU business to engage and invest in this sector in. This will not only increase access to essential drugs and vaccines, but also create more decent jobs and generate greater domestic revenues.

Agribusiness: Ghana's agribusiness sector is brimming with untapped potential. Ghana's push for agricultural modernization presents significant opportunities for European companies specializing in irrigation systems, mechanization, and agricultural technology. At the same time, regulatory clarity and efficient implementation will be essential to attract sustained investments.

Renewable Energy Sector Opportunities: Ghana has significant potential for investments in renewable energy, including solar, wind, and hydropower, aimed at meeting growing energy demands sustainably. These projects offer opportunities for partnerships with EU companies to bring the latest technology and expertise to Ghana's renewable energy landscape. Efforts to reduce inefficiencies in energy distribution through grid modernization create opportunities for firms specializing in energy infrastructure and smart grid technologies. Ghana's ambitions to lead West Africa's energy transition open the door for collaborations in clean energy innovations, strengthening the country's energy security and reducing reliance on fossil fuels.

1. About the Business Forum

The Ghana-EU Business Forum provides a platform for robust engagement among policymakers and private sector operators from Ghana and Europe, aiming to demonstrate opportunities for private sector development, investment, and trade while fostering a stronger and more sustainable partnership.

It represents a renewed opportunity for the EU, its Member States and private sector from Europe and Ghana to engage on their investment agendas in a transparent and inclusive manner with a view to fostering confidence and commitment to a stronger and sustainable partnership.

2. Objectives

a. Objectives

The Ghana-EU Business Forum aims to:

1. Provide a platform for robust engagement between policymakers and private sector operators from Ghana and Europe.
2. Identify and explore mutually beneficial opportunities in renewable energy, pharmaceuticals/vaccines, and agribusiness value chains.
3. Enhance awareness of trade and investment opportunities, strengthening cooperation under the EU Global Gateway Strategy.

b. Theme and focus sectors

The main theme is: DEEPENING GHANA-EU COOPERATION ON TRADE AND INVESTMENT IN NON-TRADITIONAL VALUE CHAINS UNDER THE EU'S GLOBAL GATEWAY STRATEGY.

Focus sectors: renewable energy, pharmaceuticals/vaccines, agribusiness.

c. Expected outcomes

The forum aims to identify and explore mutually beneficial opportunities in key value chains and projects supported under the EU Global Gateway Strategy. Enhanced awareness on trade and investment opportunities and strengthened related cooperation between the EU and Ghana.

3. Stakeholders

a. Target audience

An attendance of about 300 participants is expected. The event will run in a hybrid format, combining in-person attendance at the Kempinski Gold Coast Hotel, Accra, with virtual participation for international stakeholders. It will target the business community, sectoral associations, civil society, and students, who are particularly welcome.

b. Partners involved in the preparation

The Forum will be organised in coordination with the Ministry of Finance (MoF), Ministry of Trade, Agribusiness and Industry (MoTAI), Ministry of Foreign Affairs (MFA), Ghana Exports Promotion Authority (GEPA) and the Ghana Investment Promotion Centre (GIPC). In addition,

we will seek collaboration of the the EU Member States' Embassies, European Business Chamber (EuroCham), the Ghana Agribusiness Chamber, Association of Ghana Industries (AGI) and Ghana National Chamber of Commerce and Industry (GNCCI).

4. Date, location

The Forum takes place in Accra on 20 and 21 May 2025 at the Kempinski Gold Coast Hotel Accra. This date has been selected due to May being a so called Europe month. In addition, May timing offered opportunities for grouping of important back to back events, such as (TBC) the EPA Committee, and (TBC) signature of MoU between the EU and AfCFTA, new programmes' launches.

5. Programme

a. Format

The Business Forum will be made up of a conference and an exhibition over two business days. A B2B event and a social event (reception) will also be organised.

b. Activities

Besides a plenary and panel discussions, the Forum will feature new programme launches, break-out sessions and a networking event (reception at the end of day 1).

A dedicated exhibition space will showcase innovations and projects in renewable energy, pharmaceuticals, agribusiness and more, highlighting opportunities for collaboration.. There will also be a B2B session organised by Eurocham for its member companies and other EU and Ghanaian companies seeking commercial and investment partners.

c. Provisional Agenda

May 20 th , 2025		
8am – 9am	Registration, breakfast & networking space	VIPs meeting
9am – 10:15am	Opening Ceremony MC: Kokui Selormey MC2: Leanne de Bassompierre <i>Keynote: (Vice?) President of Ghana, (TBC)</i> <i>Opening remarks: Myriam Ferran, DDG for International Partnerships;</i> <i>H.E. Irchad Razaaly, EU Ambassador to Ghana</i> <i>Investing in Youth Businesses in Africa (IYBA) Ghana Window and Green, Digital and Inclusive Private Sector Development – new programme mock signatures</i>	
10:15am – 10:45am	Coffee break	Tour of the exhibition by VIPs
10:45am – 12:00pm	Plenary session 1: Taking the Ghana - EU trade & investment partnerships to the next level	
12:00 – 13:30pm	Panels on business opportunities – Session 1 : Agribusiness sectoral panel	
1:00pm – 2:30pm	Lunch & networking space	
2:30pm - 4pm	Panels on business opportunities	
	Session 2 : Pharmaceutical/ Vaccines	Session 3 : Renewable Energy Panel B2B
4pm – 4:30pm	Coffee break	
4:30pm – 5:30pm	Pitching B2B sessions: Energy, Pharma	
5:30pm – 5:45pm	Wrapping-up by the MC on main messages from the panel discussions	
6:30pm	Networking reception (strictly by invitation)	

May 21st, 2025

8:30 – 9:30am	Registration, breakfast & networking space	
9:30 – 10:45am	Opening of Day 2 Plenary session 2: Fostering collaboration between Ghanaian and European entrepreneurial ecosystems – investing in young businesses in Ghana under the EU Global Gateway Strategy IYBA Ghana Window and Green, Digital and Inclusive Private Sector Development – new programmes presentations	
10:45am – 11am	Coffee break & & networking space	
11:00am– 11:45am	Break-out session 1: Oportunity Driven VET - Team Europe Initiative	Break-out session 2: IYBA Speed dating session
11:50am-12:30pm	Break-out session 3: AFRICO Business Engagement: How to get more companies involved in international projects in West Africa (till 13:00p.m.)	Break-out session 4: AfriPI – programme of support to intellectual property rights in Africa
12:30pm– 13:00pm	Closing Ceremony	
13:00-14:00	Lunch	