

# GHANA-EU BUSINESS FORUM

## PANEL DISCUSSION - BRIEFING NOTE

### *“Harnessing Sustainable Agriculture for Green Growth: Collaborative Strategies for EU-Ghana Partnerships and Investment”*

**Date:** Tuesday, 20 May 2025 | 11:15am – 12:30pm  
**Venue:** [Kempinski Hotel Gold Coast City, Accra, Ghana](#)  
**Organized By:** The EU Delegation to Ghana

#### Event Overview

Ghana’s agribusiness sector holds significant untapped potential. Ghana’s push for agricultural modernization presents valuable opportunities for European companies specializing in irrigation systems, mechanization, and agricultural technology. While the sector offers substantial investment prospects, particularly in light of regional trade integration through the African Continental Free Trade Area (AfCFTA), regulatory clarity and effective implementation are crucial to securing sustained investments.

The EU is a long-standing partner to Ghana in Agriculture. The EU-Ghana partnership in the sector boasts a number of major programmes such as the EU-Ghana Agriculture Programme (**EU-GAP**, EUR 132 million), which includes key initiatives such as the Market Oriented Agriculture Programme (**MOAP**), the Resilience against Climate Change (**REACH**) project and the Agriculture Water Management Programme (**AWMP**), as well as the **EU Food Security Response in Northern Ghana** and the West Africa Competitiveness (**WACOM**) programme.

These programs are actively modernizing Ghana's agricultural landscape by enhancing productivity, resilience, and value addition. They support critical areas such as climate-smart agriculture, mechanization, irrigation and agro-processing, thereby creating business opportunities for further EU-Ghana partnerships: technology transfer, agro-processing and agritech startups.

As the host of the AfCFTA Secretariat, Ghana is well-positioned to serve as a regional hub for agricultural trade and processing. EU companies investing in Ghana's agribusiness sector can benefit from preferential access to a broader African market of over 1.4 billion consumers.

Strategic alignment between **EU Global Gateway** investments and AfCFTA implementation—particularly concerning harmonized standards, cross-border value chains, and logistics corridors—can accelerate private sector-driven growth in Ghana’s agriculture. To unlock this potential, it is essential to ensure regulatory clarity, foster inclusive value chains, and scale public-private partnerships that emphasize both local impact and regional competitiveness.

## Event Objectives

Bringing together diverse perspectives on the challenges and opportunities in harnessing sustainable Agriculture for green growth in Ghana:

- **Foster dialogue on sustainable Agriculture:** for the sector to become more sustainable, efficient and innovative.
- **Highlight the private sector's role:** to drive agricultural development, focusing on innovation and overcoming the sector challenges.
- **Explore EU-Ghana business opportunities:** to collaborate on technology transfer, supply chain integration, and joint ventures.
- **Identify investment opportunities:** how financial institutions can support the sector growth and innovation.
- **Examine policy and infrastructure needs:** discuss the role of policies, regulations, and infrastructure in supporting sustainable agricultural practices.

## Panel Discussion

### Objective:

Explore the benefits and challenges of sustainable farming practices and collaborative strategies between the EU and Ghana to foster green growth. Discuss the key needs to enable the green transition of agribusiness in Ghana, including climate smart infrastructure and green innovation, policies and investment.

**Title: “Harnessing Sustainable Agriculture for Green Growth: Collaborative Strategies for EU-Ghana Partnerships and Investment”**

### Structure:

#### 1. Presentation (10-15 min)

Benefits and challenges of Conservation Agriculture or similar sustainable farming practices for green growth in Ghana and beyond.

**Speaker:** Dr. Saaka Buah, CSIR-SARI

Proposed topics: (Business audience oriented)

- Briefly present these farming practices, which are not necessarily known to the audience (No-Till, Conservation Agriculture, Agroforestry, regenerative / dynamic farming); explain the 3 main principles of these practices.
- Being an audience of business people, underline the merits of these practices: increased yield, decrease in labor time, increased income, boosting local economy, and transforming communities and businesses around them.
- What is needed to adopt these practices on a large scale to boost Ghana's agribusinesses and agriculture revenues?
- What are the most effective strategies for empowering smallholder farmers to embrace sustainable farming techniques?
- What long-term strategies should be employed to combat soil degradation and water scarcity in Ghana's agricultural sector? What solutions from the EU can be applied to address these challenges in Ghana?

A PPT support with 8-10 slides is suggested to illustrate the above presentation (e.g. CA principles: minimum to no soil disturbance, permanent soil cover, crop

diversification/rotation/agroforestry) + figures to proof the merits of these practices in terms of yield and income increase.

## 2. Panel discussion

- **Question 1:** How can the transition to sustainable agribusiness be accelerated by adopting climate-smart and environmentally responsible practices from both the EU and Ghana?
- **Question 2:** What are the key needs to enable the green transition of agribusinesses in Ghana?
  - **Need 1: Green Innovation**
    - What role does innovation play in driving this transition?
  - **Need 2: Climate smart Infrastructure**
    - What infrastructure is needed to support the transition? (irrigation)
  - **Need 3: Green Investment and financing**
    - How can investments accelerate the development of sustainable agriculture in Ghana? What types of investments are most needed?
  - **Need 4: Government Policies**
    - How can government policies support the Ghanaian agribusiness green transition?

## Expected Outcomes

- **Foster Dialogue on Sustainable Agriculture:** Bring together stakeholders to discuss challenges and opportunities in transforming agriculture for sustainability, efficiency, and innovation.
- **Highlight the Private Sector's Role:** Facilitate discussions on how the private sector can drive agricultural development, focusing on innovation and financing.
- **Explore EU-Ghana Collaboration:** Identify opportunities for EU and Ghanaian companies to collaborate on technology transfer, supply chain integration, and joint ventures.
- **Examine Policy and Infrastructure:** Discuss the role of policy, regulation, and infrastructure in supporting sustainable agricultural practices in both EU and Ghana.
- **Identify Investment Opportunities:** Explore key investment opportunities in agriculture and how financial institutions can support the sector growth and innovation.

## Target Audience

- **Private Sector Leaders:** EU and Ghanaian agribusinesses, agritech companies, and supply chain firms.
- **Financial Institutions and Investors:** Banks, DFIs, impact investors, and green investment funds.
- **Government Representatives:** Officials from Ghana's Ministry of Agriculture, Ministry of Trade, EU Delegation, and regulatory bodies.
- **Farmers:** Ghanaian farmer associations, cooperatives, and NGOs focused on farmer empowerment.
- **Development Agencies:** EU development programs, international NGOs, and organizations focused on sustainability.
- **Technology and Innovation Experts:** Agritech companies and innovators in climate-smart tools and sustainable farming technologies.
- **Local Communities:** Farmers and youth interested in sustainable agriculture and green career opportunities.