

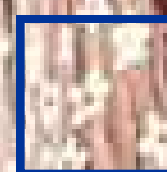


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EU-GHANA AGRIBUSINESS NEWSLETTER - VOL 3

2026

AAK & MoFA Accelerate
Shea Transformation



Goodwill Message from the Executive Director



Nicolas Gebara
Executive Director - EuroCham Ghana

Dear Members of the Agribusiness Platform,

Welcome to the April edition of the EU–Ghana Agribusiness Newsletter—marking the start of what promises to be an exciting and opportunity-filled second quarter.

At EuroCham Ghana, we are building strong momentum as we prepare for one of our flagship events: the **EU–Ghana Agribusiness Exhibition, Forum and Trade Mission 2026**, taking place on 10–11 June. This premier gathering will bring together key players from across Europe and Ghana to showcase cutting-edge innovations, unlock new business opportunities, and foster high-impact partnerships across the agribusiness value chain.

We invite you to be part of this dynamic platform—whether as a participant, partner, or exhibitor—and to position your organization at the forefront of sector growth and collaboration.

As our community continues to expand, we also warmly encourage new and prospective members to join the EuroCham Agribusiness Platform. By becoming part of this vibrant network, you gain direct access to valuable market insights, strategic connections, and concrete opportunities to grow your business within Ghana’s rapidly evolving agribusiness landscape.

With agribusiness playing a pivotal role in Ghana’s economic transformation, this is the time to connect, collaborate, and capitalize on emerging opportunities.

Thank you for your continued engagement—we look forward to welcoming you at our upcoming events and working together to drive the sector forward.

Yours sincerely,
Nicolas Gebara
Executive Director
Eurocham Ghana

Eurocham Ghana & the EU-Ghana Agribusiness Platform

Eurocham Ghana is the Chamber of Commerce representing European businesses and interests in Ghana. As part of the global Eurocham network (EBO WWN), we connect Ghana to the wider community of European chambers worldwide and engage the EU Commission to promote a favourable investment climate outside the EU.

Our mission is to strengthen trade, investment, and business relations between Europe and Ghana. Europe is Ghana's largest trading partner and a leading source of investment, technology, and know-how. European companies operate across energy, agriculture, manufacturing, infrastructure, logistics, and services, making Eurocham the unified voice of this community.

WE FOCUS ON THREE PRIORITIES:

1. **Advocacy** – promoting a transparent, predictable, and business-friendly environment.
2. **Business Support** – providing market intelligence, regulatory updates, and tailored services.
3. **Networking** – creating platforms for dialogue through events, roundtables, and government consultations.

Membership in Eurocham Ghana means collective advocacy, privileged access to policymakers, and strong visibility with both European and Ghanaian partners.

The EU-Ghana Agribusiness Platform

Supported by the European Union and managed by Eurocham Ghana, the EU-Ghana Agribusiness Platform is a trusted hub for authentic business information and partnerships in the agricultural sector. It fosters collaboration across the value chain — from inputs and production to processing, distribution, and trade.

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Ghana is open to strategic partnerships with European businesses that drive agricultural transformation, innovation, and inclusive growth. The platform's vision is to support sustained production, job creation, and market expansion, bridging Ghana and Europe for long-term success.



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EU- Ghana Agribusiness Exhibition Forum & Trade Mission 2026

“Where Europe Meets Ghana”

10-11 June | The Palm by Eagle Hotel, Accra

Implemented by:



The Forum is a high-level platform designed to accelerate investment, technology transfer, and partnerships in Ghana’s agribusiness sector. It brings together Ghanaian enterprises, European companies, investors, and public institutions in a structured, results-oriented setting.

Its objective is to facilitate concrete partnerships and investments by connecting Ghanaian agribusinesses—particularly SMEs and processors—with European technology providers, industrial partners, and financiers.

Ghana’s agribusiness sector is undergoing a transformation focused on value addition, agro processing, and export competitiveness. European expertise aligns strongly with these priorities. However, investment remains below potential due to limited structured engagement platforms. The Forum is designed to address this gap.

Participation

- 100+ exhibitors (Ghanaian & European companies and institutions)
- 500+ stakeholders, including investors and policymakers
- European business delegations and investors
- Public institutions, development partners, and financial institutions

Key Components

- High-level roundtables and policy dialogues
- Investment and export promotion for the agribusiness sector
- Targeted B2B and B2G matchmaking
- Agribusiness exhibition

Public institutions are invited to play an active role in the Forum by contributing to policy dialogue, engaging with European business delegations, and presenting priority investment opportunities. Their participation will facilitate investor engagement and support the advancement of concrete partnerships.

The Forum is led by EuroCham Ghana, in collaboration with the Ghana Netherlands Business and Culture Council and supported by the Netherlands Enterprise Agency (RVO) and the Delegation of the European Union to Ghana.

The Forum provides a practical platform to catalyse investment and trade, reinforce EU Ghana cooperation, and promote sustainable growth in the agribusiness sector.

“Driving real investment, innovation, and sustainable agribusiness in Ghana.”



AAK Signs Strategic MoU with Ministry of Food and Agriculture to Boost Ghana's Shea Industry

Accra, Ghana – AAK Ghana Limited has signed a Memorandum of Understanding (MoU) with the Ministry of Food and Agriculture to accelerate value addition, competitiveness, and sustainable growth in Ghana's shea sector.

The agreement, signed by Hon. Eric Opoku, Minister for Food and Agriculture, and Mr. Lasse Skaksen, Vice President and Head of AAK West Africa, and witnessed by H.E. Jakob Linulf, Ambassador of Denmark, strengthens collaboration between the government and the private sector to enhance Ghana's agro-industrial development.

Under the MoU, AAK has outlined four key priorities:

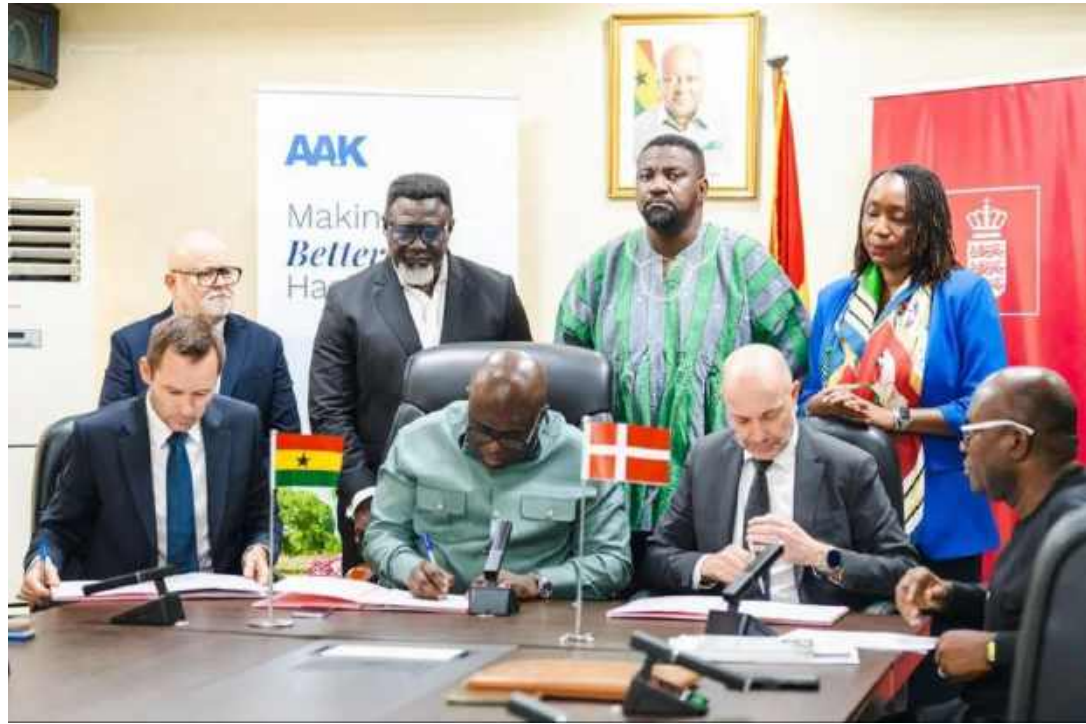
- Expansion of the Kolo Nafaso programme to support over 300,000 women shea collectors.
- Establishment of the AAK Ghana Innovation Academy to develop skills, SMEs, and youth employability.
- Investment in local shea processing, creating over 100 jobs and increasing export competitiveness.
- Support for shea reforestation and parkland preservation to ensure long-term sustainability.

With operations in Ghana since 1958, AAK reaffirmed its long-term commitment to the country and its potential as a regional hub for value-added shea processing. The recent FairWild certification of Kolo Nafaso sets a new benchmark for ethical sourcing while empowering women collectors.

Mr. Lasse Skaksen said: "Ghana has the potential to become a global reference point for value-added shea processing, and AAK intends to be a long-term partner in making that happen. This partnership reflects our commitment to local capacity, sustainable sourcing, and inclusive economic growth."

The Ministry of Food and Agriculture highlighted that the MoU aligns with national priorities, including the Agriculture for Economic Transformation Agenda (AETA) and efforts to strengthen agro-processing, tree crop development, and export-led growth.

Through this partnership, AAK and the Government of Ghana aim to transform the shea sector from a raw commodity industry into a competitive, value-added pillar of Ghana's agricultural and industrial economy.





Celebrating Women Farmers

This **International Women’s Day** and the **UN International Year of the Woman Farmer (2026)** highlight the vital role of women in agriculture and food systems worldwide. Women farmers are essential for **food security, nutrition, and rural development**, yet often face barriers to land, finance, technology, and leadership opportunities.

Coordinated by the **FAO** and partners, the initiative promotes **gender equality, empowers women farmers, and celebrates their resilience and leadership** across agrifood value chains.

Learn more: [FAO – International Year of the Woman Farmer 2026](#)



EU Forced Labour Regulation

The EU Forced Labour Regulation, adopted in 2024 and effective from December 2027, foresees the publication of implementation Guidelines by June 2026.

In this framework, **International Cocoa Initiative**, in close collaboration with the [European Cocoa Association](#) (ECA) and following a multi-stakeholder consultation with members and partners, has published Recommendations for Guidelines on due diligence in relation to forced labour in the cocoa sector.

Clarifying what the operationalisation of due diligence in relation to forced labour means in practice is essential and requires sector-specific guidance. This document outlines what companies operating in the cocoa sector (also applicable to smallholder agriculture) can be expected to do to identify, prevent, mitigate, and/or bring to an end or remediate forced labour.

It provides practical recommendations for both companies and the competent authorities (the European Commission when forced labour risks occur outside the EU).

Learn more: [International Cocoa Initiative](#)



IFAD to Spotlight Youth Entrepreneurs and Women Farmers at 49th Governing Council

The International Fund for Agricultural Development will host its 49th Governing Council under the theme “From Farm to Market: Investing with Young Entrepreneurs.” The meeting will focus on empowering rural youth—part of the 1.3 billion young people worldwide, many of whom live in rural areas—to drive innovation, create jobs, and strengthen agricultural value chains.

The session, held in Rome, Italy, will also coincide with the Year of the Woman Farmer, recognizing women’s key role in agrifood systems. Delegates will mark the launch of the IFAD14 Consultation, shaping future investments to support rural communities and smallholder farmers—the “First Mile” of global food systems.

learn more: www.ifad.com



German–African Economic Forum Highlights Trade Opportunities

Africa’s growing cities, young population, and entrepreneurial energy were the focus of the German-African Economic Forum NRW, hosted by the IHK zu Dortmund in Dortmund.

Businesses from across North Rhine-Westphalia and Lower Saxony explored opportunities to engage with African markets through trade fairs and business partnerships.

Representatives from the AUMA – Association of the German Trade Fair Industry introduced the MesseFinder tool and shared information on funding programs that support companies participating in international trade fairs.

The event also brought together major trade fair organizers such as Deutsche Messe AG and Messe Düsseldorf, highlighting Africa as a continent of growing business opportunities and collaboration.

Online Sources

1. German-African Economic Forum NRW – Official Website

<https://afrika-wirtschaftsforum-nrw.de/> (afrika-wirtschaftsforum-nrw.de)

2. Economic Development Agency Dortmund – Forum Overview

<https://www.wfdo.de/schreibtisch/2026-02/deutsch-afrikanisches-wirtschaftsforum-nrw-2026-dortmund> ([wfdo.de](https://www.wfdo.de))

3. HK Dortmund – Press Information on the German-African Economic Forum

<https://www.ihk.de/dortmund/servicenavigation/presse/presseerklaerung/deutsch-afrikanisches-wirtschaftsforum-nrw-2026> ([Industrie- und Handelskammer](https://www.ihk.de/dortmund/servicenavigation/presse/presseerklaerung/deutsch-afrikanisches-wirtschaftsforum-nrw-2026))

4. AUMA – Association of the German Trade Fair Industry

<https://www.auma.de> (information on trade fairs and foreign trade fair programs)
(enlitafrica.german-pavilion.com)



Supporting
Agribusinesses
in Ghana



Melcom is committed to empowering Ghana's local agricultural sector by building strong local partnerships that drive sustainable growth and support community livelihoods. Through direct sourcing, we ensure a nationwide supply of fresh, high-quality, locally produced fruits and vegetables while at the same time investing in local farmers.



SANKOFA Project Expands Sustainable Cocoa Farming in Ghana

Efforts to promote sustainable cocoa farming in Ghana are advancing through the **SANKOFA 2.0 Dynamic Agroforestry project**, led by partners including the International Trade Centre and Fairtrade Africa

The initiative supports about 3,500 farming households in adopting Dynamic Agroforestry, a system that integrates cocoa with food and timber crops to improve soil health, diversify incomes, and strengthen climate resilience. Implemented with farmer groups such as the Kuapa Kokoo Farmers Union, the project aims to scale sustainable cocoa production while contributing to forest restoration and long-term livelihoods

Online Sources:

1. International Trade Centre – Planting Seeds for Change: Sankofa 2.0 in Ghana’s Cocoa Sector ([International Trade Centre](#))
2. Kakaoplattform – Sankofa 2.0 Project Overview ([kakaoplattform.ch](#))

3. Nature and Development Foundation – Sankofa Project Description ([Nature & Development Foundation](#))

4. Ghana Cocoa Board – Dynamic Agroforestry and Sustainable Cocoa Production ([cocobod.gh](#))

4. Fairtrade Africa – Advocacy for scaling Dynamic Agroforestry in Ghana’s cocoa sector ([GNA](#))

AgriGRADE Project Launched to Strengthen Farmer Cooperatives in Ghana

Agriterra, together with **AgriGRADE** and consortium partners, has officially launched the **AgriGRADE Project** in Ghana, marked by the signing of a **Memorandum of Understanding (MoU)** with the **Department of Cooperatives (DoC)** on 11th February.

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The launch brought together key stakeholders, including representatives from **Rikolto**, the **University of Cape Coast**, the Ministry of Food and Agriculture, and AgriGRADE. With technical advice, financial support, and data management, the project aims to provide **structured, long-term support for cooperative development**, empowering rural communities and enhancing the role of farmer organisations in Ghana’s agriculture sector.

Sowing today. Thriving tomorrow. Together, we grow.

Full story: [AgriGRADE Project Launch](#)



Ghana and European Union Deepen Cocoa Sector Reforms Amid Global Price Volatility and Major Structural Reset

The cocoa sector of Ghana is undergoing one of the most significant structural transformations in its history. Following an emergency Cabinet session on 11 February 2026, the Government has announced decisive financial, pricing, and institutional reforms to stabilize the industry, protect farmers, and secure long-term sustainability. These reforms complement the deepened partnership between the Ghana Cocoa Board (COCOBOD) and the European Union (EU), which has positioned Ghana as a global leader in sustainable, traceable, and deforestation-free cocoa production.

Together, pricing reform, financial restructuring, and sustainability innovation represent a full-spectrum reset of Ghana's cocoa economy. The 2025/26 cocoa season began in August 2025 with a producer price of GH¢51,660 per tonne, calculated at 70 percent of a Gross (Freight on Board) FOB price of US\$7,200 per tonne. In October 2025, a higher producer price announced by Côte d'Ivoire created a cross-border price gap, prompting the Producer Price Review Committee (PPRC) to raise Ghana's farmgate price to GH¢58,000 per tonne to prevent smuggling and maintain competitiveness. However, global cocoa prices have since fallen sharply to about US\$4,100 per tonne, making Ghana's cocoa less competitive and creating liquidity constraints. In response, the PPRC has approved a revised producer price of GH¢41,392 per tonne (GH¢2,587 per bag), effective 12 February 2026. To cushion farmers, the new price reflects 90 percent of the achieved Gross FOB of US\$4,200.

Cabinet has also approved sweeping reforms to strengthen the financial position of the Ghana Cocoa Board (COCOBOD), including the introduction of a new financing model based on domestic Cocoa Bonds, conversion of legacy debts into equity, transfer of cocoa roads liabilities to the Ministry of Roads and Highways, and immediate payment of outstanding farmer arrears. A new COCOBOD Bill will institutionalize automatic price adjustments and guarantee farmers a minimum of 70 percent of Gross FOB.

In addition, government has directed that the remainder of the 2025/26 crop be allocated to domestic processors, with a minimum of 50 percent of cocoa beans to be processed locally from the 2026/27 season. These measures are expected to promote value addition, job creation, and greater resilience in the sector.



These reforms complement Ghana's ongoing sustainability and traceability partnership with the European Union, ensuring continued access to premium international markets.

Together, the pricing adjustments, financial restructuring, and processing reforms mark a decisive reset to secure the future of Ghana's cocoa industry and safeguard farmer livelihoods amid global market volatility.



Factory closures, job losses loom as Ghana loses edge in regional investment race

Ghana's manufacturing and agro-processing sectors are facing mounting pressure as regional competitors roll out aggressive incentive packages that are drawing factories, capital, and skilled labour away from the country, according to the Chamber of Agribusiness Ghana .

The Chamber estimates that without urgent intervention, Ghana could lose between 255,000 and 435,000 jobs over the next five years, alongside significant erosion of manufacturing capacity and human capital. Skills migration alone is projected to cost the country up to \$1.19 billion in lost investment in trained professionals.

The warning follows Benin's announcement of a new strategy aimed at attracting manufacturers from Ghana, Nigeria, and across the West African sub-region, leveraging lower taxes, cheaper electricity, faster port clearance, and duty-free access to key markets.

Data contained in the statement shows that Ghana's corporate tax rate of 25 percent and industrial electricity costs of \$0.14 to \$0.19 per kilowatt-hour compare unfavourably with Benin's 0–5 percent tax regime in Special Economic Zones and power tariffs as low as \$0.08 per kilowatt-hour.

The Chamber described the situation as a defining moment for Ghana's industrial future. "Ghana stands at a critical crossroads," the statement said, warning that Benin's strategy, combined with pressure from Nigeria and Côte d'Ivoire, "poses an existential threat to our industrial development."

While acknowledging the severity of the challenge, the Chamber stressed that policy reform could reverse the trend. "What we lack is competitive policy. This can be fixed with political will and urgent action," the statement noted.

The Chamber urged the government to treat the situation as a national emergency, cautioning that continued inaction would deepen factory closures, job losses, and skills migration. "The time for action is now," the statement said.

Source: MyJoyOnline <https://share.google/KKPPSeuBmJ1bxdUQ8>

FROM SCARCITY TO SURPLUS: How Community Action Planning is Transforming Northern Ghana

In the arid landscapes of Northern Ghana, water is more than a resource, it is the lifeline for health, farming, and survival. Today, a wave of resilience is sweeping through over 200 communities as the Resilience Against Climate Change (REACH) project, a core pillar of the European Union-Ghana Agriculture Programme (EUGAP), marks a turning point in the fight against climate change.

At the heart of this transformation is Community Action Planning (CAP). Unlike traditional top-down development, CAP empowers residents to identify their own most urgent needs. In communities like Gbare and Domowa, the verdict was clear: reliable access to water and better soil health were the only ways to survive erratic rainfall and rising temperatures.

Through the CAP initiative, the REACH project has delivered a massive boost to local infrastructure:

- **Water Access:** Construction of handpumps, mechanized boreholes, and dams.
- **Irrigation:** New systems allowing for year-round vegetable cultivation.
- **Climate Tools:** Training in Climate Information Services (CIS), giving farmers digital weather data to plan their planting and harvesting precisely.

For Augustina Dare from the Gbare community, the project has been life-changing. "Access to water was a constant struggle," she shares. By prioritizing water in their Community Action Plan, her village now has a steady supply, reducing the domestic burden on women and opening doors for dry-season farming.

Similarly, in Kokoligu, a farmer named Esther is now using digital climate tools to outsmart the weather. "I use the climate information to better plan my farming and harvesting," Esther explains. By combining her traditional knowledge with modern weather alerts, she has significantly reduced crop losses.

The impact isn't limited to water. Across 201 communities, the landscape is turning green again. Through beekeeping, tree planting, and composting, farmers are restoring soil health and recording record-breaking harvests.

"Today, communities are seeing the results. With boreholes closer to their homes, they can grow vegetables all year-round, sell their produce, and provide for their families."

The REACH Project is a testament to international and local cooperation. Funded by the European Union and the German Federal Ministry for Economic Cooperation and Development (BMZ), the project is implemented by GIZ Ghana and the Ministry of Food and Agriculture (MoFA).



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The successful rollout of the CAP initiative was made possible through a strong coalition of partners, including SNV Ghana, ActionAid Ghana, World Vision Ghana, Community Aid for Rural Development, The Local Government Service and NDPC

By putting the power of planning back into the hands of the people, EUGAP is not just building infrastructure, it is building a climate-resilient future for Northern Ghana.



From Worm to Corn' Project by agriBIOME GmbH, the Sekondi-Takoradi Metropolitan Assembly, and Social Entrepreneurship Hub Ghana

The partnership between agriBIOME GmbH, a company specialised in innovative solutions at the intersection of agriculture, biotechnology, and sustainable development, the Sekondi-Takoradi Metropolitan Assembly, and Social Entrepreneurship Hub Ghana, an enterprise support organisation, is advancing from agreement to implementation, with initial groundwork already underway for the pilot project. This follows the signing of the Memorandum of Understanding in Germany in September 2025.



The project, called “From Worm to Corn,” aims to promote sustainable agriculture through vermicomposting, microbiome deployment, and practical soil health solutions for farmers.

The project is also expected to boost the productivity of poultry, pig, and crop farmers by supporting better feeding systems, healthier soil inputs, and waste-to-value practices. It aligns with the government’s Nkoko Nkitinkiti initiative and broader efforts to increase local food production, agricultural resilience, and rural enterprise development.

Beyond its agricultural benefits, the initiative is anticipated to create employment opportunities for young people in production, processing, logistics, and field support roles. For the participating institutions, the project marks an important step towards linking research, innovation, and community impact.



From Seedlings to Spokes: Team Europe's 800km Green Journey for Climate Resilience:

The European Union in Ghana has launched the "Ride with Europe" initiative, an 800-kilometre bicycle journey from Tamale to Accra to celebrate 50 years of its physical presence in the country. Along the seven-day route, participants will plant 1,000 trees to promote sustainability and highlight the health benefits of cycling as a green mode of transportation.

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