

AGRI-PROCESSING IN GHANA: UNLOCKING GROWTH AND TRANSFORMATION

MARKET OVERVIEW

Agriculture contributes ~20% of Ghana's GDP and employs over 30% of the workforce. Key crops with high processing potential are experiencing high annual growth (see Figure 1).




	Cluster	Value Chain	Sector Value (USD mn)	Sector Growth p.a. (2020-2024)
	Annual Crops	Soy	<div><div></div></div> \$258	6%
		Rice	<div><div></div></div> \$541	9%
		Maize	<div><div></div></div> \$861	12%
	Tree Crops	Shea	<div><div></div></div> \$103	-1%
		Cashew	<div><div></div></div> \$113	13%
		Oil Palm	<div><div></div></div> \$798	2%
		Mango	<div><div></div></div> \$73	5%
		Rubber	<div><div></div></div> \$467	13%
	Livestock and Fisheries	Aquaculture	<div><div></div></div> \$135	16%
		Poultry	<div><div></div></div> \$467	4%
			Total: \$3,816	Average: 8%

FIGURE 1: KEY CROPS, VALUE, AND SECTOR GROWTH.

- **Domestic Market:** Rising urbanisation and a growing middle class are driving demand for processed foods (edible oils, fruit juices, poultry feed, packaged staples). Poultry feed demand exceeds 1 million metric tonnes annually.
- **Export Market:** Ghana is a top global exporter of cocoa and shea, with growing exports of cashew, mango, and processed tuna. Processed cashew kernels, shea butter, and fruit concentrates are increasingly competitive in EU, US, and Asian markets. Ghana exports 200,000 MT of raw cashew nuts annually, but less than 10% are processed locally. 45% of Shea is produced in Ghana.
- **Regional Integration:** Under the African Continental Free Trade Area (AfCFTA), Ghana is strategically positioned as a hub for West African agri-pemes.

The UK Jobs and Economic Transformation Programme is advancing the country's Agriculture Economic Transformation Agenda (AETA):

JET is collaborating with the government to design a Supplier Development Programme Strategic Framework aligned with Grow24's agro-industrial cluster model, ensuring that processors have reliable, quality raw material supply and link farmers to markets.

JET is providing investment and outgrower scheme support to create model supply chain strategies with select, fair advanced purchase agreements, value chain financing, and extension support to maximise supply chain resiliency and create win-win relationships.

AGRI-PROCESSING INVESTMENT OPPORTUNITIES

Investors can generate a high return on Investment in agri-processing, including:

- **Anchor firm models without grower schemes** for integrated value addition and lower transport costs coupled with higher supply chain reliability.
- **Cashew kernel processing** for export, harnessing the 200,000 MT of raw nuts exported annually
- **Soy and maize milling** for poultry and aquaculture feed to meet growing domestic protein demand for chicken and fish.
- **Shea butter refining** for cosmetics and food industries by capturing value addition opportunities
- **Agro-industrial parks** under Grow24 to cluster SMEs, anchor firms, and logistics providers, reducing logistics costs and qualifying for special incentives
- **Cold Chain logistics** and **digital farmer input and offtake markets** for more efficient sourcing and reducing post-harvest losses.

GOVERNMENT OF GHANA: INDUSTRY INCENTIVES

Agri-processing investments can benefit from innovative government incentives on investment, including:

- **Ghana Incentive-Based Risk-Sharing System for Agricultural Lending (GIRSAL)** which offers loan guarantees for qualifying investments
- **Tax holidays** for agri-processing firms under the Ghana Investment Promotion Centre (GIPC).
- **Duty-free import** of agri-processing equipment.
- **Export incentives** under the Ghana Export Promotion Authority (GEPA).

Government flagship programmes accelerate productivity, market linkages, and food security.

Grow24: Accelerates agro-industrial clusters, linking production, processing, and markets.

Connect24: Enhances digital platforms for farmer-market linkages and traceability

Feed Ghana: Expands input access and mechanisation for stable crops.

CONCLUSION

Ghana's agri-processing sector is at the heart of its economic transformation agenda, with abundant raw materials, a growing domestic market, and strong export potential. The government's flagship programs — **Grow24**, **Connect24**, **Feed Ghana**, and the **AETA** — are laying the foundation for inclusive, market-driven growth.

With the support of Ghana JET, the government is implementing **Grow24** and **AETA** through its supplier development programme, bolstered by JET's Technical Assistance to select anchor firms to design model outgrower strategies.

Together, these efforts mean that Ghana is not only ready for investment — it is actively building the systems, partnerships, and financing models that will make investments in agri-processing sustainable, scalable, and impactful. With the right capital and partnerships, Ghana is poised to become a leading agro-industrial hub in West Africa, delivering growth, jobs, and food security.