

Ghana

Ghana is considered one of the more stable countries in West Africa since its transition to multi-party democracy in 1992.

Formerly known as the Gold Coast, Ghana gained independence from Britain in 1957, becoming the first sub-Saharan nation to break the chains of colonialism.

Ghana is located on the Gulf of Guinea, only a few degrees north of the Equator, therefore giving it a warm climate.

Ghana favours' international and regional political and economic co-operation, and is an active member of the United Nations and the African Union.

Ghana's main exports are gold, cocoa beans and timber products. Others include tuna, aluminum, manganese ore, diamonds and horticulture.

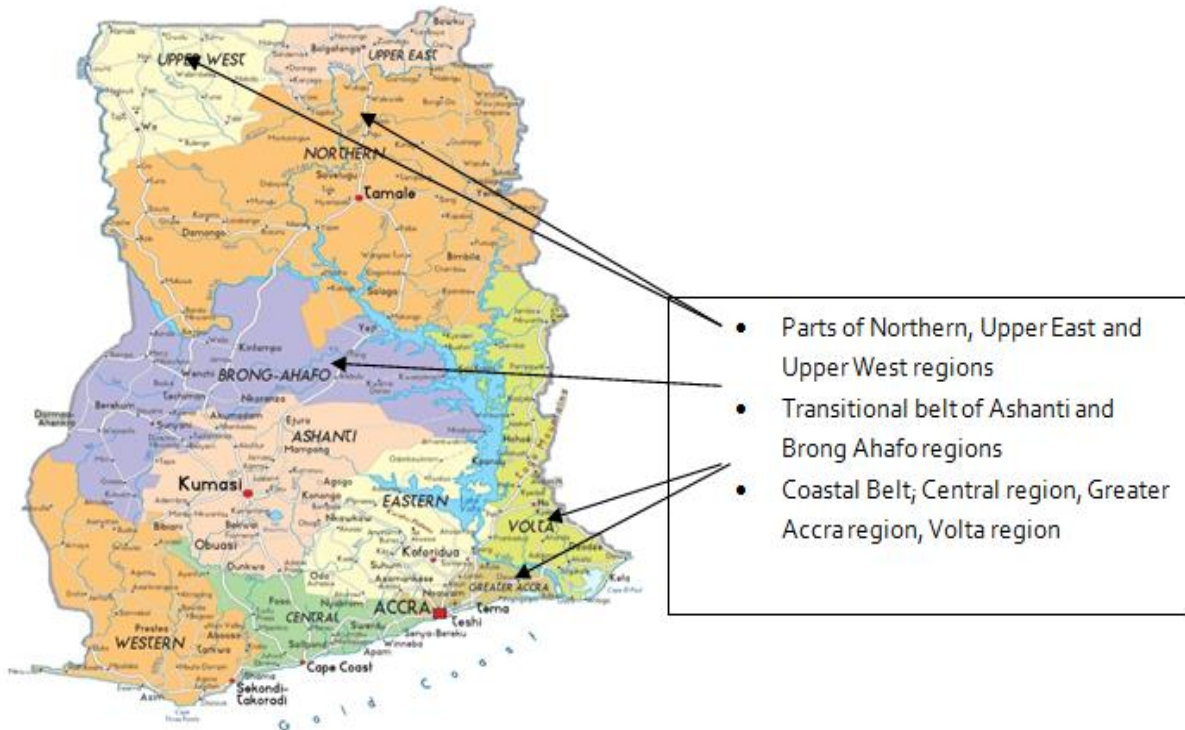
As per Ghana's statistical institute data Ghana's GDP growth rate in 2019 was 6.5 percent, mainly due to surge in growth rate in Q4 of 2019 when it expanded to 7.9 percent.

Official Name	Republic of Ghana
ISO Country Code	Gh
Time	UTC (+-0; no UTC/GMT offset)
Country Calling Code	+233
Area	238,391 km ² (92,100 sq. mi.)
Population	31.07 million
Official languages	English (official), Akan
Capital City	Accra
Other Cities	Kumasi , Tema , Sekondi-Takoradi, Sunyani, Obuasi, Techiman
Climate	Tropical; warm and comparatively dry along southeast coast; hot and humid in southwest; hot and dry in north.
Natural Resources	Gold, Timber, Diamonds, Bauxite, Manganese, Fish

Agriculture Products	Cocoa, Rice, Coffee, Cassava (Tapioca), Peanuts, Corn, Shea Nuts, Bananas; Timber, Cashews
Currency	Ghana Cedi (GHS)

Cashew Growing Regions of Ghana

Production is concentrated in the zones indicated on the map of Ghana below



Climate of Ghana

The climate of Ghana is tropical. The eastern coastal belt is warm and comparatively dry, the south-west corner of Ghana is hot and humid, and the north of Ghana is hot and dry. Ghana is located on the Gulf of Guinea, only a few degrees north of the Equator, giving it a warm climate.

The climate of Ghana is tropical and there are two main seasons: the wet and the dry seasons. North Ghana experiences its rainy season from April to mid-October while South Ghana experiences its rainy season from March to mid-November. Rainfall ranges from 78 to 216 centimeters (31 to 85 inches) a year.

Brief History of Cashew Industry in Ghana

Cashew cultivation in Ghana started in the 1960's with sporadic plantings in the Central and Greater Accra Regions and later spread to the Brong-Ahafo, Northern, Upper East and Upper West Regions. Between 1970 and 1980, the industry suffered a set-back due to the absence of the needed support in terms of policies to facilitate its development as an infant Agri-industry.

Ghana in the 1980s embarked upon a diversification of its export base as part of Economic Recovery Programme (ERP). Cashew was identified as a major crop that would bring in much needed foreign exchange. Hitherto cashew was seen by farmers as a non-productive crop, shrouded in a number of misconceptions, without market yet occupying potential farmlands for food crops. Trees were cut down to make way for farmlands to its identification as strategic crop to bring in foreign currency. Commodity markets were therefore established and liberalized, thus providing the opportunity for farmers to sell the raw nuts.

The efforts of the government then led to the nation's first export of 15MT in 1990 by CashPro Ltd. Subsequently, there was a steady increase in exports of raw nuts, exporting 3000MT in 1995 and by the year 2000; the country exported 5000 MT of raw nuts.

Some Interesting facts about Ghana Cashew Industry

The commencement of the Cashew Development project (CDP) in 2002 marked the first major attempt by government to develop and co-ordinate activities in the sub-sector. Prior to this imitative, only a few isolated attempts had been made by some individuals, private companies like Cash pro, some governmental agencies like the Agro-forestry Unit of MoFA, the Forestry Commission, Ghana Export Promotion Council, Ghana National Procurement Agency and NGOs like Techno Serve, ADRA and AMEX to promote and develop the cashew industry in Ghana.

In 2010, when the project ended, it was estimated that the total land area under cashew cultivation had increased significantly from 18,000 hectares in 2000 to 70,000 hectares in 2010. Raw Cashew Nut (RCN) production had also soared from about 5,000 MT in 2002 to about 30,000 MT when the programme ended in 2010. RCN exports on the other hand multiplied from 31,335 MT in 2003 to 77,391 MT in 2010. The above measures have contributed significantly to the poverty reduction in Ghana.

Ghana's trade ministry in early 2016 imposed ban on RCN exports as part of measures to improve local processing of cashew which is expected to create jobs and add value to agricultural products before exports.

Owing to criticism of the RCN export ban from various stakeholders of cashew chain, the Ministry of Trade and Industry wishes to temporarily withdraw the Administrative Directive for the Exportation of Raw Cashew Nut (RCN), by the way issuing notification during second half of March 2016.

However, the Ministry is taking steps to ensure that the development of the cashew industry is accomplished through a comprehensive and inclusive process.

The Ministry will widen its consultations with stakeholders in order to ensure that the cashew industry becomes competitive in a broad-based manner that would lead to job creation and the general well-being of all stakeholders.

Work with stakeholders to propose and implement a 10-year cashew development plan for Ghana. This would seek to ensure the development and expansion of the cashew industry and also increase the country's production to at least 200,000 MT by the year 2027.

Cocoa Research Institute of Ghana (CRIG)

In June 1938 the Gold Coast Department of Agriculture established the Central Cocoa Research Station at Tafo to investigate problems of diseases and pests which had considerably reduced cocoa production in the Eastern Province. In 1944 it became the West African Cocoa Research Institute (WACRI) with a sub-station in Ibadan, Nigeria, and some research activities undertaken in Sierra Leone.

After the attainment of independence by Ghana and Nigeria, WACRI was dissolved, and the Cocoa Research Institute of Ghana (CRIG) and the Cocoa Research Institute of Nigeria (CRIN) were formed in its place. CRIG was administered by the National Research Council, which was later superseded by the Ghana Academy of Sciences and the Council for Scientific and Industrial Research (CSIR).

The objectives of the Institute were subsequently expanded to include research on other indigenous and introduced tree crops that produced fats similar to cocoa butter.

CRIG won the privilege of being the research wing of the National Cashew Development Project in 2002, and cashew has since become a mandate crop of CRIG.

Apart from cocoa and shea, CRIG has successfully developed useful products from the apple and nut of cashew fruits.

Source: <https://crig.org.gh/about.php>

Cashew Industry Association of Ghana (CIAG)

CIAG is a non-governmental organization established in August 2012 and registered in September 2013 with the Registrar General's Department of Accra, Ghana. The association is an umbrella body of players within the cashew supply chain with the aim of organizing the entire industry in Ghana into major groupings Producers, Processors, Traders, and Service providers.

CIAG collaborates with farmers, processors and research agencies such as the Cocoa Research Institute of Ghana (CRIG) and the Wenchi Agric Research Centre as well as international agencies such as the African Cashew initiative (ACi) and African cashew Alliance (ACA).

The Ghana Export Promotion Authority - GEPA

The Ghana Export Promotion Authority (GEPA) is the national export trade support body of the Ministry of Trade and Industry (MOTI). We are responsible for the facilitation, development and promotion of Ghanaian exports. Furthermore, we link international buyers to Ghanaian exporters.

Our recent focus has primarily been to diversify Ghana's export base from the traditional products (gold and other unprocessed minerals, cocoa beans, timber logs and lumber) to a wider variety of products, commonly referred to as non-traditional products.

Source: <https://www.gepaghana.org/>

GEPA to implement 10-year Cashew Development Programme in Ghana

The Ghana Export Promotion Authority (GEPA) as part of its mandate to increase non-traditional export earnings in Ghana and within the framework of the National Export Strategy (NES) is implementing a 10-Year Cashew Development Programme (2017-2027) to accelerate the development and management of the cashew industry. GEPA has set up a desk to drive a minimum of GH¢675 million into the development of the cashew value chain over the next 10 years.

GEPA recognizes the important role of agricultural products in the non-traditional exports especially cashew being the single highest non-traditional export earner in the agriculture sector and is determined to increase cashew production from about 70000 MT in 2016 to 300,000 MT by 2027, and at the same time increase export earnings from the current USD197 million in 2016 to USD1 billion in 2027.

The 10-Year Cashew Development Framework (2017-2027) has also aims to achieve the following objectives:

- Support research & development to improve inputs & technology
- Promote the production & marketing of cashew by-products – fruit
- Promote local consumption of roasted cashew products
- Support capacity building in the value chain to improve efficiency at all levels
- Promote competitiveness of the entire value chain
- Develop suitable financing for the cashew industry
- Establish a National Cashew Development Board

To facilitate the implementation of the 10-Year (2017-2027) Cashew Development Framework in Ghana, GEPA has signed a Memorandum of Understanding (MoU) between the cashew umbrella body, the Cashew Industry Association of Ghana (CIAG) made up of a number of industry groupings and a consultant BLC, to drive forward the cashew export development agenda in the specified time period.

Ghana Commodity Exchange

The Ghana Commodity Exchange with an agenda to link Ghanaian small-scale farmers to commodity and financial markets in Ghana started trading in White and Yellow maize contracts in November, 2018. The Exchange has recently added soya bean contracts to its list of traded commodities and will soon add sesame seeds, sorghum, paddy and milled rice to list of traded commodities.

In the first week of July, the Ghana Commodity Exchange (GCX) has signed a memorandum of understanding with the Cashew Industry Association of Ghana (CIAG); in which both organizations agree to work together to improve the cashew industry.

The signing of this MOU is in line with the Exchange's plans to list cashew contracts on the electronic platform later this year depending on getting a go ahead from the Securities and Exchange Commission (SEC).

Source: <https://gcx.com.gh/>

Ghana Agriculture and Rural Development Journalists Association (GARDJA)

GARDJA is a member of the International Federation of Agricultural Journalists (IFAJ). Ghana Agricultural and Rural Development Journalists Association-GARDJA was set up in mid-2014, with the overarching purpose of mobilizing and organizing Journalists and Media Organizations involved/or interested in agricultural, environmental and rural development media reporting and activities to come together share perspectives, help themselves sharpen their skills for this kind of specialty in media work to professionally inform the various publics to improve public opinion towards favourable policies, programmes and practices for agricultural and rural development efforts in this Country.

Source: <https://www.gardja.org/>

Gyawanunu Cashew Farmers & Processors Association

GYAWANUNU Cashew Farmers & Processors' Association is a membership organization for all Cashew farmers; Cashew producers, processors, marketers, researchers and consumers currently targeting Jamman South and Jamman North Districts of the Brong Ahafo region.

Infrastructure & Regulations

Regulations

❖ The Ghana Investment Promotion Centre

The Ghana Investment Promotion Centre (GIPC) is a Government agency, responsible under the GIPC Act, 2013: to encourage and promote investments in Ghana, to provide for the creation of an attractive incentive framework and a transparent, predictable and facilitating environment for investments in Ghana.

Source: <https://www.gipcghana.com/>

❖ Registration with Registrar Generals Department

Incorporate a company at the Registrar General 's Department and obtain the following:

- Certificate of incorporation
- Company Regulations
- Certificate to Commence Business
- The department has five (5) working days to complete formalities if all documents are in order.

Environmental Impact Assessment Certificate

Enterprises must register and obtain an environmental permit from the Environmental Protection Agency (EPA).

Ownership

Joint Ventures with Ghanaian partners are encouraged, but 100% foreign participation is permissible.

EQUITY

US\$ 200,000 for JV with Ghanaian partner

US\$ 500,000 for 100% foreign ownership

US\$ 1,000,000 for Trading Activity

Corporate Tax: This is the tax paid by companies on their profits in the year. The tax rate is 25%.

Incentives

Ghana Free Zones Board (GFZB)

- To attract investors into the Ghana Free Zones Program, and to create a viable and sustainable business environment, GFZB offers:

Monetary incentives

- 100% exemption from payment of direct and indirect duties and levies on all imports for production and exports from free zones
- 100% exemption from payment of income tax on profits for 10 years and shall not exceed 15 percent thereafter
- Total exemption from payment of withholding taxes from dividends arising out of free zone investments
- Relief from double taxation for foreign investors and employees

Non-monetary incentives

- No import licensing requirements
- Minimum Customs formalities
- No restrictions on repatriation of dividends or net profits
- At least 70% of annual production must be exported

Government and Non-Government Agencies

Governmental

- Ministry of Food & Agriculture
- Investment Promotion Centre
- Export Promotion Council
- Environmental Protection Agency
- Ports and Harbor Authority
- Ghana Revenue Authority
- Free Zones Board

Non-Governmental

- African Cashew Alliance
- African Cashew Initiative
- USAID
- West Africa Trade Hub
- African Development Bank

Shipping Services

- Integral Marine Ghana Limited
- ACVEG Shipping & Trading Company Limited
- Afimexco Ghana Limited
- Afritramp
- Air-Sea Service Gh. Limited
- Airoticus Services Limited
- Alfkabb Shipping Company Limited
- Allfreight International Services Limited
- Allport Ghana Limited
- Alraine Shipping Agencies Limited
- Antrak Group (GH) Limited
- Bibo Company Limited
- Blessing Apori Nigeria Limited
- Cadaps Logistics Limited
- Carloking Services
- City Marine Services
- Classic Marine Engineering Limited
- Cone Freight Logistics (Gh) Limited
- Consolidated Shipping Agencies Limited
- Cross Ocean Agencies Limited
- Daddo Maritime Services Limited
- Dei Shipping Trading Company Limited
- Deseret West Agencies
- Dest Logistics Limited (DLL)
- Dolphin Shipping Services Limited
- Easy Link Shipping Limited
- Ebamas International Freight Services
- Excellent Port Services

- Faithwings Ventures Company Limited
- Falcon Shipping Services Limited
- Fame Shipping Agency Limited
- Felixwalters Agencies Ghana Limited
- Flying Eagle Shipping Limited
- Freight Consult (gh) Limited
- Goshmelo Shipping & Trading Company Limited
- Gusapa Agencies Limited
- Hellenic Africa Shipping & Trading
- Hellmann Worldwide Logistics
- Helric Company Limited
- Hull Blyth Group
- Inchcape Shipping Services (ISS)
- Inter-Continental Shipp. Limited
- International Shipping Agency Ghana Limited
- Isaacowu Company Limited
- Jdak Shipping Agency Limited
- Jed Tech Limited.
- Jenik Cargo Handling Company Limited
- Jetlinks Shipping Limited
- Joemar Shipping & Investment Company Limited
- Judah Shipping Company Limited
- Kena Services Limited
- Khuda Services Gh. Limited
- Kings Packing & Services Limited
- Liner Agencies & Trading (Ghana) Limited
- Map Shipping Company Limited
- Maritime Agencies (West Africa) Limited
- Matapee Agency Limited
- McDan Shipping Company Limited
- Moller-Maersk Group, A.P.
- Mount Horeb Shipping & Logistics Company Limited
- Naufetch Shipping (GH) Limited
- Navigators International Limited
- Noble Shipping Ag. Limited
- Ocean Glory Commodities Limited
- Ovimex International Ghana Limited

- Panalpina (Ghana) Limited
- Paramount Investment Ghana Limited
- Premier Freight Logistics
- Premier Handlers Limited
- Ro-Ro Services (Ghana) Limited
- Royal Princes Marine Agency
- S & A Freight Handlers Limited
- Saga-Ghana, Limited
- Sam Lawrence Shipping (Gh) Limited
- Santa Shipping Agency
- Sawude Diallo Company Limited
- Scanship (Ghana) Limited
- Sealane Shipping & Trading Company Limited
- Societe Inter-Continentale d'Affrements et d'Agence Maritime (SICAAM S.A.)
- Super Shipping Services Limited
- Supermaritime Benin S.A.
- Supermaritime Benin S.A.
- Swift Marine (Surveys & Logistics) Limited
- Tanner Atubra Adom Company Limited
- Teamwork Freight Services
- Trans Global Shipping Limited
- Vano Trading Company Limited
- Vicolestar
- Walina Ghana Limited

List of Ghana Cashew Exporters

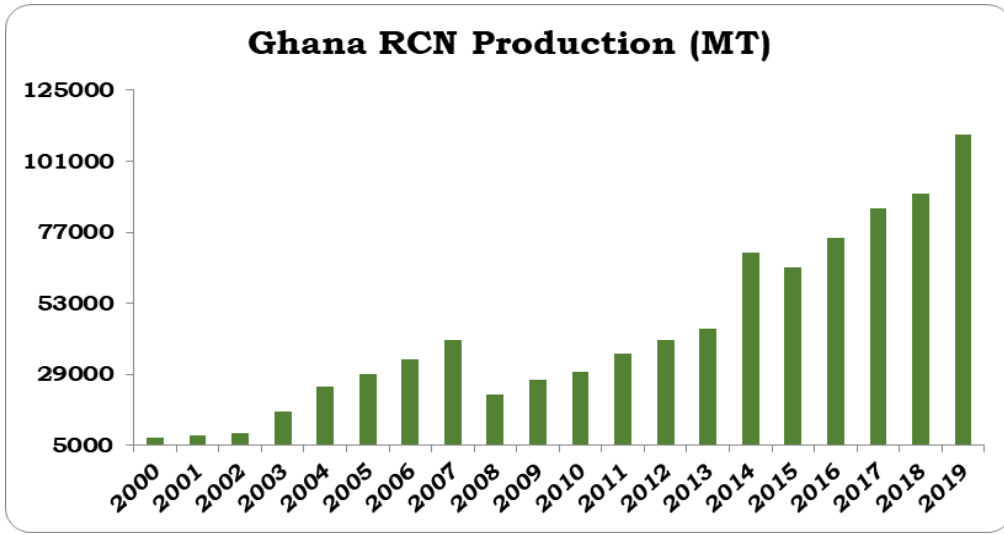
- 3F GHANA COMMODITIES LIMITED
- 3F GHANA LIMITED
- 7 SEAS AGROTECH LTD
- A.K.P. GHANA LIMITED
- ABBEY LOGISTICS GHANA LIMITED
- AEM INVESTMENT LTD
- AERO SURVEYS LIMITED
- AFRICDREAM LIMITED
- AKUAFO ADAMFO MARKETING COMPANY LTD

- ALFA PEGASUS GHANA LIMITED
- AMANFUL AGRO INDUSTRIES LIMITED
- AMASSCOJAY COMPANY LIMITED
- AMS LOGISTICS LIMITED
- ANATRANS SARL
- ARMAJARO GHANA LTD.
- ASEDA SHIPPING GHANA LIMITED
- ASIA COMMODITIES GHANA LIMITED
- BET EXPORTS GHANA LIMITED
- BOSY MARITIME SERVICES LIMITED
- CHEGUS COMMODITIES LIMITED
- CHRISQUAH VENTURES /CHRITIANA
- COLMENS COMMODITIES COMPANY LIMITED
- DELEXES COMPANY LIMITED
- DOXA VAN LINES LIMITED
- DYNAMIC VISSION LIMITED
- EMKE COMMODITIES GHANA LIMITED
- ENKAY INDO GHANA LIMITED
- ESKORBY COMPANY LIMITED
- ETS BIRBA ZAKARIA
- ETS ZOUNDI YACOUBA
- EURO AGRO IMPEX GHANA LIMITED
- GALORE INVESTMENT LIMITED
- GANESHA-VEGAS VENTURES
- GRANDMARK COMPANY LIMITED
- GREAT DE-SAPS COMPANY LIMITED
- HAMBALINE GHANA LIMITED
- HANSEN GH LTD
- HS INFRASTRUCTURE DEVELOPMENT LIMITED
- INTER AGRO GHANA LIMITED
- JONAH FARMS LIMITED
- KINGDOM EXIM GHANA LIMITED
- KOJU ATLANTIC COMPANY LIMITED
- KRISTARA GHANA LIMITED
- MAKUMA EXIM GHANA LIMITED
- MARYGHAN GHANA LIMITED
- MAWULI ELLIOT LIMITED

- MIM CASHEW AND AGRICULTURAL PRODUCT
- MIRACLE AFRICA LIMITED
- MULTIMODAL FREIGHT SERVICES LIMITED
- NAISA INVESTMENT & TRADING COMPANY
- OLAM GHANA LIMITED
- PARAMOUNT AFRIC LIMITED
- POTRODOM INTERNATIONAL PVT LIMITED
- PRATHAM INTERNATIONAL LIMITED
- RICKIE BEE ENT
- ROYAL COMMODITY EXPORT LTD.
- SAGROCOM SAR
- SAGROCOM SARL
- SOLOMON MAWUSO GANESHA-VEGAS VENTURE
- SPOTSHIP LIMITED
- ST AND KO FININVEST COMPANY LIMITED
- STAP AFRICA LIMITED
- STAPAFRICA LIMITED
- STAR SUN GHANA LIMITED
- STE GRAVITY INTERNATIONAL SARL
- SUNSHINE AGRO-COMMERCE (GHANA) LIMITED
- TANGHANA LIMITED
- TFTINK ENTERPRISE
- TRANSIT CARGO LIMITED
- TYCO LOGISTICS ENTERPRISE
- UNICOM HOLDING BV
- VENUS AFRICA LIMITED
- VIVA EXIM GHANA LIMITED
- WAFRIKOM LIMITED
- WILLCELLS GHANA LIMITED
- WILMARDEL LIMITED
- WULAR INTERNATIONAL COMPANY LTD.

Source:<https://www.ghanatradinghub.gov.gh/new/EServices/MarketPlaceContact? ProductTypeId=8&ProductId=52>

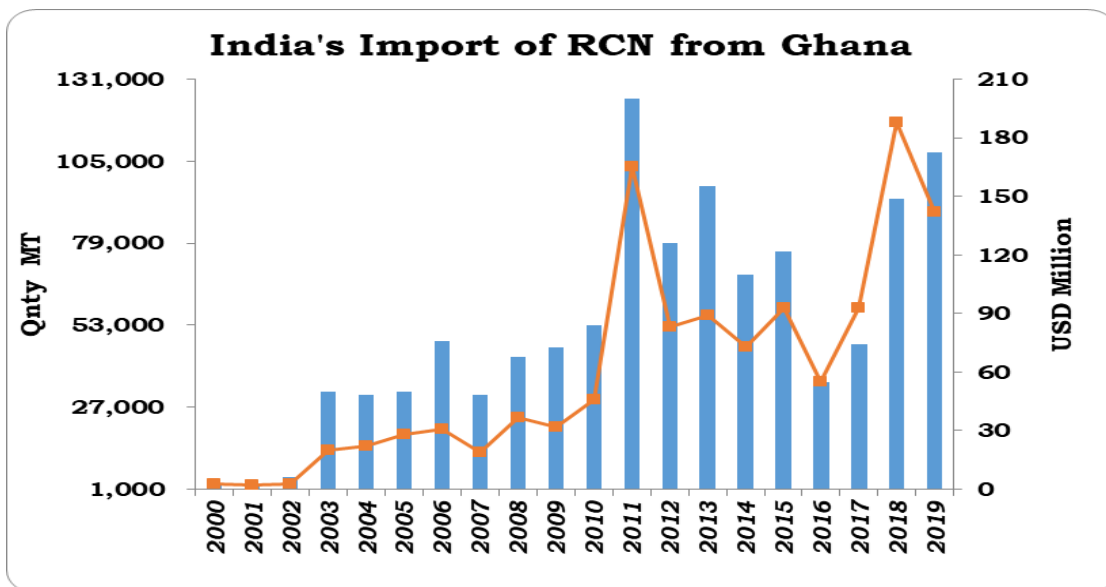
Ghana Raw Cashew Production



From the above chart, it is clear that Ghana's RCN production is on an upward trajectory since 2008 when it produced 22,000 MT. In 2019 it is estimated to have produced 110,000 MT a new record. In the last 11 years production of RCN has increased by five (5) times.

Source: Statistics, Research and Information Directorate (SRID), MoFA, Trade source

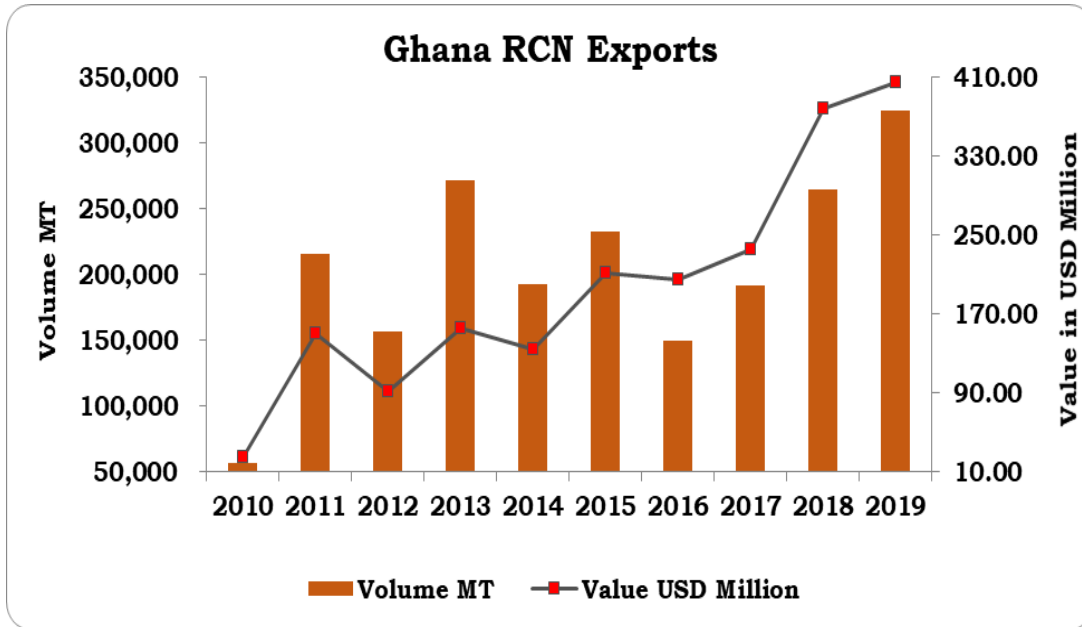
India's Import of RCN from Ghana



Source: DGCIS, CEPCI

India and Vietnam are the top two RCN export destination of Ghana. In 2019, India has imported close to 108,000 MT of RCN a new record. Vietnam imports from Ghana in 2019 have crossed well over 200,000 MT and came in at 216,000 tons a new record (Source: Vietnam Customs).

Ghana RCN Exports



Source: Ghana Revenue Authority/GCMS, Statistics, Research and Information Directorate (SRID), MoFA, GEPA and 2019 estimated.

Although Ghana’s production is less, its exports were higher due to rampant cross border trade. In 2019 the turnover from RCN exports estimated to have hit a new record in excess of USD 400 million.

Cashew Processing

There are over 13 large and small scale processing companies in the country. Of these 12 of them are situated in the Brong Ahafo Region-hub of cashew production.

This is mainly due to the large quantities of the crop produced there and its proximity to the Ivory Coast.

The Government of Ivory Coast closed her border for the raw cashew trading in the 2012 season, the processing industry in Ghana started to decline. The ban on land freight of cashew by Ivory Coast has been felt mostly in the Brong

Ahafo Region. This has brought the collapse or near collapse of 11 out of 12 processing factories there in the latter part of 2013.

In Ghana, two major cashew processors USIBRAS Ghana Ltd (installed capacity of 35,000 MT) and Rajkumar Impex Ghana Ltd., with installed capacity of 15,000 MT have stopped their operations citing lack of raw materials to process. Now, very few factories are operating in Ghana; at present with overall installed processing capacity of less than 10,000 MT. Kona Agro processing has partnered with Maxwell foods and is planning to increase its installed capacity from 2500 to 10,000 MT over a four-year period. In 2019, Ghana's RCN production is estimated at 110,000 MT.

Company	Installed RCN Capacity (tons)	Contact Details (Email id and Phone)
Mim Cashew & Agricultural Products Ltd Bonkoni	4500	matthew@mimcashew.com +233 285331675
Kona Agro Processing Accra	2500	Taylorraymond@hotmail.com Kwabenat@yahoo.com +233 504229559 /+233 244272299
Gensap Ventures Sunyani, Bono Region	500	Gnsarp123@hotmail.com +233 285331675
Winker Investments Ltd. Mobole Ningo, Prampram District	500	niismith@winkerghana.com +233 207211341
Nafana Agro-Processing Co. Ltd. Sampa	500	Joseph.d.obah@gmail.com info@nafa-naagro.com +233 549047595
Nimdee Hyeren Company Limited Jaman North	500	ckkumah@gmail.com +233 24230399602

(The above figures are arrived on the basis of info received through email, whatsapp, telecon, trade source etc.,)

References

- <https://www.gepaghana.org/import/ghana-product/cashew-from-ghana/>
- <https://www.gardja.org/story-behind-cashew-production-ghana-2/>
- <https://www.gepaghana.org/>

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