

Required Report: Required - Public Distribution

Date: June 26, 2025

Report Number: GH2025-0027

Report Name: Exporter Guide Annual - 2025

Country: Ghana

Post: Accra

Report Category: Exporter Guide

Prepared By: Stella Nyarko, Agricultural Marketing Specialist; Jeffrey D. Galloway, Regional Agricultural Attaché; and Mariano J. Beillard, Regional Agricultural Counselor

Approved By: Mariano Beillard, Regional Agricultural Counselor

Report Highlights:

In 2024, Ghana's imports of U.S.-origin food and agricultural products grew to \$147 million, up 27 percent compared to \$107 million registered in 2023. Consumer-oriented food products imports are the country's the fastest growing food sector/category. Ghana's 2024 imports of U.S. consumer-oriented foods hit \$121 million, up 30 percent from 2023. Ghana's economy is recovering from the 2022 financial crisis, when it defaulted on its debt. Consumer preferences and spending on food products is improving in tandem. Ghana still relies on official multilateral credit inflows as debt-restructuring continues; it still remains locked out of international financial markets. While Ghana may increase its output of agricultural staples over time, imports in the medium-term will likely not be displaced soon due to lingering fiscal and administrative constraints.

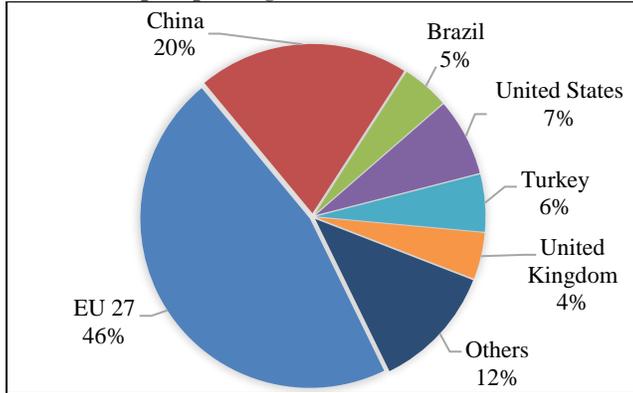
Exporter Guide - Ghana

Executive Summary

Ghana is a lower-middle-income economy that serves as a gateway to the West African market. In 2024, Ghana's real gross domestic product (GDP) grew by 6.4 percent. Growth is expected to now ease to 5.3 percent before climbing anew to an average of 6.1 percent per year from 2026 to 2029. Ghana leads Africa in overall gold production and is the world's second-largest cocoa producer and exporter. Ghana plays a significant economic and commercial role in Africa's marketplace.

Consumer-Oriented Agricultural Imports: In 2024, Ghana imported \$1.68 billion worth of consumer-oriented food and agricultural products, a 24 percent increase from \$1.36 billion registered in 2023. However, imports from the United States remain low compared to those from the European Union (EU) and China.

Chart 1: Top Exporting Countries to Ghana (2024)



Food Retail Industry: Ghana's food retail sector includes modern supermarkets, hypermarkets, and mini-marts, as well as informal retail channels, such as, corner shops. Small local grocers dominate 83 percent of the market. The largest modern food retailers include Melcom, Shoprite, and Palace Stores. Ghanaian consumers are price sensitive. Chinese-operated grocery stores (lower cost) presence is growing, challenging expat Lebanese dominance of consumer loyalty. Modern food retailers account for 17 percent of sales.

Food Processing Industry: Ghana's food processing industry is growing; importing food processing ingredients for local manufacture. Most Ghanaian food processors import directly from overseas sellers. In 2024, Ghana imported \$1.24 billion in food processing ingredients, up 44 percent from \$857 million in 2023.

Food Service Industry: Ghana's food service sales reached \$3.2 billion in 2024. The growth forecast for 2025, is projected at 2-3 percent, driven by expansion of the hotel-restaurant-institutional (HRI) sector.

Quick Facts CY 2024

Imports of Consumer-Oriented Products

(\$1.68 billion)

List of Top 10 Growth Products in Ghana

- | | |
|---------------------------|--------------------------|
| 1) Poultry Meat | 2) Meat Products (NESOI) |
| 3) Dairy Products | 4) Soups & Other Foods |
| 5) Bakery, Cereals, Pasta | 6) Non-Alcoholic Bev. |
| 7) Processed Vegetables | 8) Distilled Spirits |
| 9) Beef & Beef Products | 10) Fresh Fruits |

Food Industry by Channels (USD billion)

| | |
|------------------------------|---------|
| Retail Food Industry | \$0.132 |
| Food Service-HRI | \$3.2 |
| Food Processing | \$1.24 |
| Food and Agriculture Exports | \$2.7 |

Top 10 Host Country Retailers (by sales)

- | | |
|---------------|---------------|
| 1) MELCOM | 2) Shoprite |
| 3) Palace | 4) MaxMart |
| 5) China Mall | 6) Jumia |
| 7) Mr. Price | 8) Marina |
| 9) Koala | 10) All Needs |

GDP/Population

Population (*millions*): 34.6
 GDP (*billions USD*): \$76.4
 GDP per capita (*USD*): \$2,260

Sources: Ghana Statistical Service, Trade Data Monitor, World Bank Group, Central Intelligence Agency (CIA).

Strengths/Weaknesses/Opportunities/Threats

| <i>Strengths</i> | <i>Weaknesses</i> |
|---|---|
| <ul style="list-style-type: none"> An advanced market compared to other West African markets. Ranks as one of the top African countries for ease of doing business. Greater digitalization is promoted by the government. A growing, aspirational middle-class. | <ul style="list-style-type: none"> Higher freight rates and longer transit times from U.S. ports compared to Europe. High level of debt; the Ghanaian government is going through debt restructuring. High cost of customs-clearance, uncertain clearance times. |
| <i>Opportunities</i> | <i>Threats</i> |
| <ul style="list-style-type: none"> Ghanaians view U.S. foods as high quality; there is demand for U.S. high-value products. | <ul style="list-style-type: none"> Strong European and Asian competition. Ghana's weak currency makes imports costly. |

Section I: Market Overview

Ghana, located in tropical West Africa, has a youthful, growing population of 34.6 million (Central Intelligence Agency, 2024 estimate).¹ FAS Accra (Post) finds that the country offers opportunities for U.S. exporters of consumer-oriented food products, driven by urbanization, a rising middle-class, and evolving lifestyle changes. Ghana's economy is fueled by exports of petroleum, gold (Africa's largest producer), and cocoa (the second-largest global producer), and is steadily recovering from the 2022 financial crisis.² The service sector (41 percent) and agriculture (39 percent) account for the bulk of employment. Real gross domestic product (GDP) growth is expected to reach 6.1 percent by 2027, thanks to increased private consumption and investment, as well as an uptick in oil and gold output and exports.³ Ghana's economy is in recovery mode.⁴

Business Climate: Ghana's business climate is attractive due to liberal economic policies, a recovering economy, and a stabilizing currency. U.S. exporters face competition from the European Union (EU) and Asia, but the growing demand for consumer-oriented food products, processed and packaged foods, and health-conscious consumers presents opportunities. The food retail sector, supported by e-commerce growth and digitalization, particularly among the younger demographic, makes Ghana a promising and receptive destination for U.S. food and agricultural exports.

Recent Trends: Rapid urbanization and economic growth will continue to stimulate an emerging middle- and upper-class, as consumers embrace Western brands and products. Ghana's political stability and liberal import policies make it the gateway to the larger West African market, offering expanding opportunities for U.S. exports.

Advantages and Challenges

| ADVANTAGES | CHALLENGES |
|--|---|
| Ghana has insufficient food production and processing capabilities. Processed foods and inputs demand is high. | Ghanaian consumers are price-sensitive and are used to competitive prices due to the openness of the economy. |
| Ghanaians recognize the United States as a reliable supplier of wholesome, high-quality food products. | Strong competition from traditional suppliers in Europe, Asia, and South Africa. |
| Ghana's has a youthful, growing population of ~35 million; its middle-class demands healthy foods. | Often higher freight rates and longer transit times from U.S. ports compared to Europe and the Middle East. |
| The retail sector is shifting to more western-style shops and convenience stores. | U.S. suppliers may perceive Ghana as a small. There are a limited number of freight consolidators willing to meet Ghanaian importers' requirements. |

¹ Ghana's population is growing at 2.2 percent annually, with 59 percent residing in urban areas (2023). Urbanization is growing at 3.1 percent annually [2020-25]. Major cities are Kumasi (3.8 million), Accra (2.7 million), and Sekondi-Takoradi (1.1 million). The population is concentrated in the southern half of the country, in proximity to the Atlantic coast.

² In 2024 (January-December), Ghana exported to the United States \$211 million in cocoa beans, paste and butter products. In 2025 (January-April), Ghanaian cocoa exports now surpass \$405 million; up 92 percent compared to the 2024-year total.

³ Ghana's GDP grew 6.3 percent in the first three quarters of 2024, surpassing 2.6 percent in 2023, but faces double-digit inflation. Consumer inflation is expected to decrease to 10.2 percent in 2025 from the 20.6 percent registered in 2024.

⁴ In 2022-2023, real GDP dropped from 3.8 percent to 2.9 percent due to global events. In 2022, Ghana defaulted on its debt.

Section II: Exporter Business Tips

Market Research: To successfully enter the Ghanaian market U.S. exporters must conduct thorough market research. It is key for U.S. exporters to understand Ghana's economic landscape, consumer behavior, and trade dynamics. Ghana's liberalized trade policy creates opportunities for formal commercial trade with the United States. The Ghanaian food and agricultural sectors depend heavily on imports, driven by a growing middle class, urbanization, and changing consumer preferences. The World Bank Group ranked Ghana 118 among 190 economies in the Ease of Doing Business index. For more insights on the Ghanaian business environment, refer to the [World Bank's Economic profile of Ghana](#) and the [U.S. Department of State's 2024 Ghana Investment Climate](#).⁵

Local Business Customs and Trends: U.S. exporters need to familiarize themselves with Ghanaian business customs to ensure strong relationships and successful trading experiences. Ghana's official language is English, nonetheless business practices will differ from those of Western English-speaking countries. Ghanaians take their time to get to know potential business partners before entering negotiations. It is part of the local culture to exchange greetings and pleasantries, along with handshakes, to establish and cultivate business relationships. When scheduling meetings, U.S. exporters should remain flexible, as punctuality is not always strictly observed. Meetings may start later than planned, or run longer than expected, so it is important to allocate extra time to an agenda or scheduled engagement. In Ghana, visits and engagements with a supplier's senior management are appreciated and go far in advancing business relationships. To succeed in the Ghanaian market, U.S. exporters should enter the market with a focus on price; consumers are price-sensitive and will often prefer to purchase smaller, more affordable units. Allocating a marketing budget and providing promotional samples can help introduce new products to the market and attract potential buyers.

Attending regional trade shows such as Gulfood, Anuga, and SIAL, is crucial for U.S. exporters looking to connect with importers and retailers. These trade shows are well-attended by Ghanaian importers and offer excellent opportunities for face-to-face meetings and networking. By participating in these events, U.S. exporters can showcase their products, gain valuable market insights, and establish strong business connections. This direct engagement helps build trust and fosters long-term relationships with local partners, which is essential for successful market entry and growth in Ghana.

General Consumer Taste and Trends: In Ghana's urban areas, consumers are gradually shifting their diets towards convenience and ready-to-eat foods. Fast foods have gained popularity, often being linked to higher incomes and enhanced social status. Consumers are increasingly demanding fried foods, sweet foods, and sugar-sweetened beverages. Additionally, younger and health-conscious consumers are increasing their demand for healthy snacks.

E-commerce is rapidly growing in Ghana. Mobile operators dominate the internet market, with a national penetration rate of over 80 percent according to the National Communications Authority. Online shopping is expanding, and local online delivery retailers such as Jumia are experiencing significant growth. These retailers played a key role in maintaining commerce for restaurants, grocery stores, and other food and beverage retailers during earlier COVID-19 restrictions.

⁵ See, World Bank, "Economic Profile of Ghana," located at: <https://www.doingbusiness.org/content/dam/doingBusiness/country/g/ghana/GHA.pdf> and the U.S. Department of State, "Investment Climate on Ghana," located at: <https://www.state.gov/reports/2024-investment-climate-statements/ghana/>.

Section III: Import Food Standards, Regulations and Procedures

U.S. exporters seeking to enter the Ghanaian market need to familiarize themselves with Ghana’s regulatory framework and documentation requirements. The following information outlines the necessary stages and stakeholders involved in this process. Before shipping goods, U.S. exporters must ensure that all licenses and related documents are fully processed.

Customs Clearance: U.S. exporters must navigate the customs clearance process by adhering to regulations and protocols set by the Ghana Revenue Authority (Ghana GRA) Customs Division at the port of Tema. To avoid delays and additional costs, exporters must accurately prepare and submit all required documents. U.S. exporters interested in the Ghanaian market should consult FAS Accra’s GAIN reporting, including the [GAIN-GHANA | GH2025-0019 | Ghana - FAIRS Country Report Annual – 2025](#) and the [GAIN-GHANA | GH2025-0020 | Ghana - FAIRS Export Certificate Report Annual – 2025](#) for specific guidance on export documentation.⁶

Documents Generally Required by Ghanaian Authorities for Imported Food: Importers must provide an import declaration in the prescribed bill-of-entry format, disclosing the value of the imported goods. This declaration must include an import license and a sanitary phytosanitary certificate, supported by commercial sale invoices and freight and insurance certificates. A clearing agent submits all documentation, including the bill-of-entry, electronically to the Ghana GRA Customs Division through the [UNIPASS/Integrated Customs Management System \(ICUMS\)](#), a single window customs interface in place for facilitating trade.⁷

Ghana Labeling Requirements: Ghana mandates accurate and informative food labeling. Labels must be in English and list all ingredients. U.S. exporters must adhere to the Ghana Food and Drugs Authority (Ghana FDA) [General Labeling Requirement](#) guidelines for pre-packaged foods.⁸ For detailed information, see [GAIN-GHANA | GH2025-0019 | Ghana - FAIRS Country Report Annual – 2025](#).⁹

Tariffs and Free Trade Agreements (FTAs): Ghana is a member of the Economic Community of West African States (ECOWAS) and implemented the [ECOWAS Common External Tariff \(CET\) – ECOWAS Trade Information System \(ECOTIS\)](#) in 2016.¹⁰ The CET has five rate bands, along with

⁶ See, U.S Department of Agriculture/Foreign Agricultural Service - Accra, “GAIN-GHANA | GH2025-0019 | Ghana - FAIRS Country Report Annual – 2025,” located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2025-0019; and “GAIN-GHANA | GH2025-0020 | Ghana - FAIRS Export Certificate Report Annual – 2025,” located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Export%20Certificate%20Report%20Annual_Accra_Ghana_GH2025-0020.

⁷ See, the UNIPASS/ICUMS single window portal, located at: <https://external.unipassghana.com/login/login.do>.

⁸ See, Ghana Food and Drugs Authority General Labeling Requirement located at: <https://fdaghana.gov.gh/wp-content/uploads/2024/02/GENERAL-LABELING-REQUIREMENTS-1.pdf>

⁹ See, U.S Department of Agriculture/Foreign Agricultural Service - Accra, “GAIN-GHANA | GH2025-0019 | Ghana - FAIRS Country Report Annual – 2025,” located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2025-0019.

¹⁰ The Economic Community of West African States (ECOWAS) is a regional political and economic union of currently of twelve countries in West Africa. Collectively, the countries comprise an area of 5,114,162 square kilometers (1,974,589 square miles) with an estimated population of over 424 million. The 12-member states include: Benin; Cape Verde; Côte

other levies and charges. Additionally, Ghana applies a 15 percent value-added tax (VAT) to imports, along with commodity-specific excise taxes with varying ranges.

Table 1: ECOWAS Common External Tariff (CET) Rates, Levies, and Charges

| CET Rates | Categories |
|------------|---|
| 0% | Essential Social Commodities |
| 5% | Basic Raw Materials, Capital Goods, and Specific Inputs |
| 10% | Intermediate Products |
| 20% | Final Consumer Goods |
| 35% | Specific Goods for Economic Development |
| Percentage | Other Levies and Charges |
| 2.5% | National Health Insurance Levy (NHIL) |
| 2.5% | Ghana Education Trust Fund (GET) Fund |
| 1% | COVID-19 Health Recovery Levy |
| 1% | Examination Fee |
| 0.2% | African Union Levy |
| 0.5% | ECOWAS Levy |
| 1% | Processing Fee |

Source: Ghana Revenue Authority (Customs Division); FAS Accra office research.

Trademarks and Patents Market Research: U.S. exporters must safeguard their intellectual property when entering the Ghanaian market. The Ghana Copyright Office registers patents, copyrights, and trademarks to ensure legal protection. Registering a trademark grants the holder exclusive rights to use the registered mark for a specific product, helping to build a strong market presence. The [Trade Marks Act of 1965 \(amended in 2004\)](#) safeguards trademarks and brand names.¹¹ Manufacturers and traders are strongly advised to patent their inventions and register their trademarks in Ghana through a patent or trademark agent. Upon approval of a patent, the applicant is given the exclusive right to make, export, import, sell, and use the product. Registration fees vary according to the nature of the patent. (See, [GAIN-GHANA | GH2025-0019 | Ghana - FAIRS Country Report Annual – 2025](#)).¹²

d'Ivoire; The Gambia; Ghana; Guinea (suspended); Guinea-Bissau; Liberia; Nigeria; Senegal; Sierra Leone; and Togo. On 28 January 2024, the Sahel states of Niger, Mali, and Burkina Faso announced via a joint statement that they were withdrawing from ECOWAS. From January 29, 2025, begins the beginning of a six-month “transition period” after the official separation with the three Sahelian countries. The three Sahelian countries rejected any possibility of reversing their decision. See, ECOWAS Trade Information System (ECOTIS), “ECOWAS Common External Tariff (CET),” located at: https://ecotis.ecowas.int/?page_id=24111.

¹¹ See, Ghana Trade Marks Act, 2004 (Act 664), located at: <https://www.wipo.int/wipolex/en/legislation/details/9180>.

¹² See, U.S Department of Agriculture/Foreign Agricultural Service - Accra, “GAIN-GHANA | GH2025-0019 | Ghana - FAIRS Country Report Annual – 2025,” located at:

<https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual%20Accra%20Ghana%20GH2025-0019><https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual%20Accra%20Ghana%20GH2024-0007>.

Section IV: Market Sector Structure and Trends

Ghana's inflation rate in April 2025, is 21.2 percent, down from the record high of 54 percent registered in December 2022, and of 23.8 percent in December 2024.¹³ The Ghanaian government is implementing measures to combat inflation, including fiscal consolidation to eliminate unnecessary expenditures.

Delivery and Third-Party Operators: Younger consumers in Ghana are particularly adept at using their smartphones to order and pay for delivery services. The outbreak of the COVID-19 pandemic accelerated the growth of the Ghanaian food delivery industry. The pandemic shifted consumer behavior from dine-in restaurants to online food ordering. Local businesses, especially in the restaurant sector, quickly adapted to the delivery model to stay afloat. Consumers' desire to shop from home, and the government's support for developing digital infrastructure, have made home food deliveries the new normal. In Ghana, popular food delivery services such as Jumia, Yango Delivery, and Bolt Food now dominate the market. The demand for home delivery is expected to continue to grow, driven by convenience as many consumers lead more home-centered lifestyles.

Food Processing Sector: Ghana's food processing industry is growing, contributing to the national economy while generating employment. The sector imports most of its food processing ingredients directly from overseas suppliers. In 2024, Ghana's imports of food processing ingredients reached \$1.24 billion, up 44 percent from \$857 million in 2023. By 2024, U.S. exports of food processing ingredients to Ghana surpassed \$50 million, up 61 percent from \$31 million registered in 2023. Top U.S. products for Ghana include baking inputs, other processed foods and ingredients, wheat, and vegetable oils. The main competitors for the United States in this sector is the European Union along with Canada, China, Turkey, and Brazil. There are significant opportunities for U.S. food processing ingredients in Ghana. (See, [GAIN-GHANA | GH2025-0007 | Ghana, Food Processing Ingredients Annual - 2025](#) report).¹⁴

Food Retail Sector: Ghana's retail food sector is expanding rapidly, especially in urban areas, and offers opportunities for U.S. exporters. Small local grocers or community shops dominate the market, accounting for 83 percent of the retail food sector. Supermarkets, hypermarkets, and others make up the balance of 17 percent. Shopping and food retail centers are becoming more common in Ghana's regional capitals. Although a sizable portion of the population still prefers traditional markets for weekly shopping, this trend is changing as the Ghanaian middle-class grows. Ghana's favorable business environment makes it an ideal market to enter going forward. Ghana ranked 25th in the world and 5th in Africa on the A.T. Kearney 2023 Global Retail Development Index.¹⁵ International retailers and food service chains, such as, Shoprite, Burger King, KFC, and Pizza Hut, are expanding in Ghana; local chains are also growing. (See, [GAIN-GHANA | GH2024-0011 | Ghana, Retail Foods Annual- 2024](#)).¹⁶

¹³ For Ghana's inflation rate, see STATISTA located at: <https://www.statista.com/statistics/447576/inflation-rate-in-ghana/>.

¹⁴ See, U.S Department of Agriculture/Foreign Agricultural Service - Accra, "GAIN-GHANA | GH2025-0007 | Ghana - Food Processing Ingredients Annual Report - 2025," located at: <https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Food%20Processing%20Ingredients%20Annual%20Accra%20Ghana%20GH2025-0007>.

¹⁵ As Asian growth slows, Africa, led by Ghana and Côte d'Ivoire, is emerging as a retail hotspot. See, A.T. Kearney, "A.T. Kearney 2023 Global Retail Development Index," located at: <https://www. Kearney.com/industry/consumer-retail/global-retail-development-index/2023-full-report>.

¹⁶ See, U.S Department of Agriculture/Foreign Agricultural Service - Accra, "GAIN-GHANA | GH2024-0011 | Ghana - Retail Foods Annual Report – 2024," located at:

Food Service-Hotel Restaurant and Institutional (HRI) Sector: The Ghanaian hotel-restaurant-institutional (HRI) sector is experiencing growth in tandem with the country’s economic recovery from the financial crisis of 2022.¹⁷ Prior to an earlier rise in international commodity prices and elevated transportation costs, exacerbated by the latest phase (February 2022 to present) of the ongoing Russia-Ukraine war (dating to February 2014), a tourism boom (kicked off by 2019 Year-of-Return) had fueled hotel development. The Ghanaian HRI sector today is a key pillar of society, contributing significantly to Ghana’s economy, providing employment opportunities, fostering tourism, and showcasing the country’s rich culture and hospitality. The Ghanaian hotel sector features a diverse array of venues, ranging from luxury resorts and boutique hotels to budget accommodations and eco-lodges. (See, [GAIN-GHANA | GH2024-0014 | Ghana - Food Service-Hotel Restaurant Institutional Annual - 2024](#)).¹⁸

Best Consumer-Oriented Product Prospects Based on Growth Trends: Poultry meat and products are among the top consumer-oriented products from the United States heading to Ghana. In 2024, Ghana’s imports of U.S.-origin poultry grew from \$57.2 million to nearly \$83 million, up by 45 percent. In 2025 (January-April), Ghana’s imports of U.S.-origin poultry are already at \$35 million, up 70 percent compared to the same period in 2024. The trade in U.S. food preparations to Ghana, hit a record high of nearly \$26 million in 2024, up 56 percent compared to 2023. So far in 2025, U.S. exports are already at \$6.4 million, up nearly 16.5 percent. Other growth products in 2024, include fruits and vegetable juices, beer, non-alcoholic beverages (excluding juice), confectionary and bakery goods, cereals, and pasta (see, Appendix I: BICO, U.S. Exports of Agricultural & Related Products to Ghana (CY) 2020-2024).

Section V: Agricultural and Food Imports

Ghana is a major importer of food and agricultural products. In 2024, Ghana’s food and agricultural product imports from the world grew from \$2.68 billion to \$3.25 billion, up 17.6 percent. Imports from the United States jumped from \$107 million to \$147 million, up by over 27 percent. Consumer-oriented food products represent the fastest-growing category for both the United States and the world. Ghana’s imports of consumer-oriented food products from the world increased from \$1.36 billion to \$1.68 billion, a 19 percent increase. These products account for 48 percent of all food imports. Imports of U.S.-origin consumer-oriented food products spiked - going from \$83 million to almost \$121 million, registering nearly a 31 percent increase.

Best prospects for imported consumer-oriented food products include poultry meat, various meat (beef and pork) products, dairy products, soups, bakery goods, cereals, pasta, and non-alcoholic beverages. While most of these categories witnessed strengthening imports, U.S.-origin dairy products volumes

https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Retail%20Foods%20Annual_Accra_Ghana_GH2024-0011.

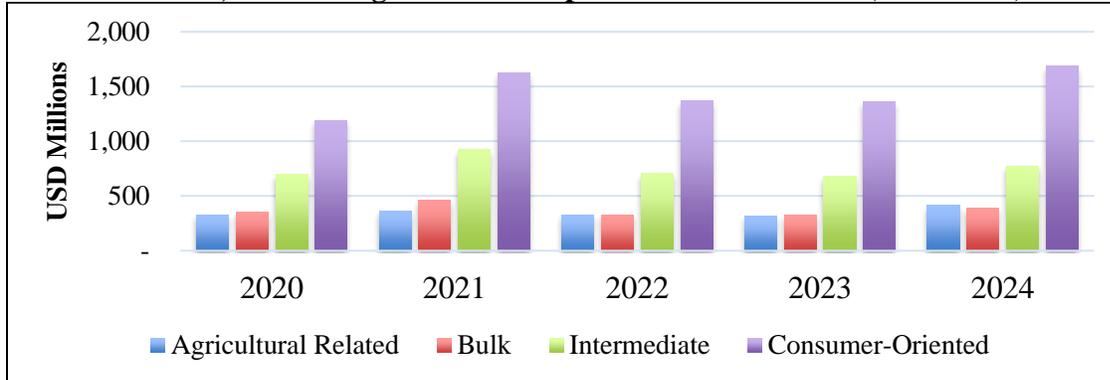
¹⁷ In 2022, Ghana defaulted on its sovereign debt. Currently, Ghana is dependent on the International Monetary Fund’s (IMF) for support. The Ghanaian government has implemented debt restructuring with its domestic creditors. However, the principal outlines of a restructuring deal with external debtors have been agreed on but still not yet finalized. The country’s public-finance system reportedly remains in deep crisis.

¹⁸ See, U.S Department of Agriculture/Foreign Agricultural Service - Accra, “GAIN-GHANA | GH2024-0014 | Ghana - Food Service-Hotel Restaurant Institutional Annual – 2024, located at:

https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Food%20Service%20-%20Hotel%20Restaurant%20Institutional%20Annual_Accra_Ghana_GH2024-0014.

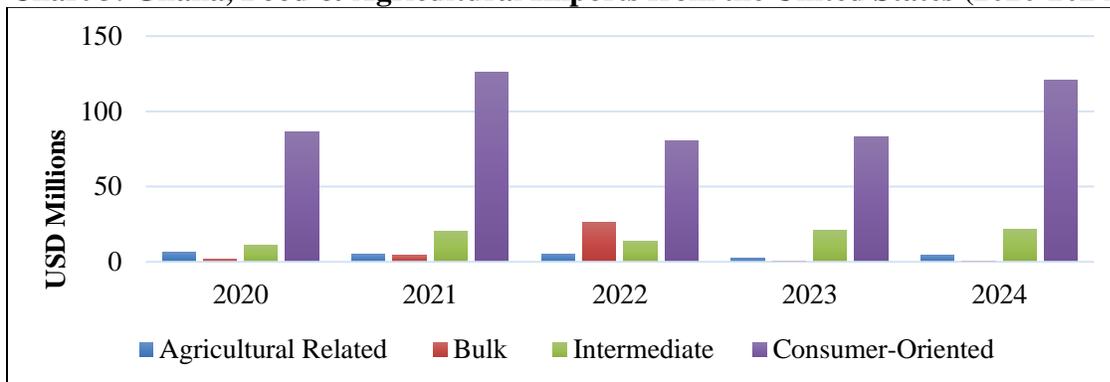
declined due to more competitive pricing from other origins. In Ghana’s import market, U.S.-origin food commodities compete against those originating in the EU, China, Brazil, Turkey, and the United Kingdom (UK). Other competing suppliers include India, Malaysia, South Africa, and Nigeria.

Chart 2: Ghana, Food & Agricultural Imports from the World (2020-2024)



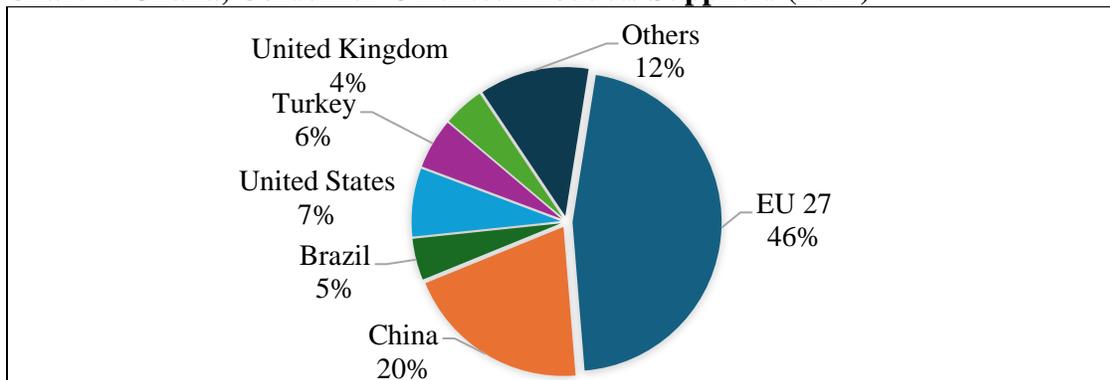
Source: Trade Data Monitor; FAS Accra office research.

Chart 3: Ghana, Food & Agricultural Imports from the United States (2020-2024)



Source: Trade Data Monitor; FAS Accra office research.

Chart 4: Ghana, Consumer-Oriented Products Suppliers (2024)



Source: Trade Data Monitor, FAS Accra office research.

Table 3: Best Consumer Oriented Products, U.S. Exports to Ghana

| Year | 2020 | 2021 | 2022 | 2023 | 2024 | % Change 2023-24 |
|--|------------------------------|--------|--------|--------|--------|---------------------|
| Products | Value (USD Thousands) | | | | | |
| Poultry Meat & Prods. (ex. eggs) | 54,961 | 92,599 | 60,244 | 57,254 | 82,837 | 45 |
| Soups & Other Food Preparations | 5,123 | 11,592 | 8724 | 16,612 | 25,925 | 56 |
| Spices & Other Consumer Oriented | 1,442 | 1,436 | 1,960 | 3624 | 6,225 | 72 |
| Fruit & Vegetable Juices | 827 | 1,516 | 1,155 | 1,150 | 1,348 | 17 |
| Dairy Products | 10,361 | 5621 | 3,568 | 1,365 | 1,182 | -13 |
| Beer | 52 | 154 | 1,094 | 255 | 619 | 142 |
| Non-Alcoholic Bev. (ex. juices, coffee, tea) | 438 | 906 | 294 | 339 | 581 | 71 |
| Wine & Related Products | 289 | 634 | 750 | 669 | 510 | -24 |
| Dog & Cat Food | 1,053 | 1,396 | 1,197 | 538 | 418 | -22 |
| Confectionery | 114 | 186 | 128 | 119 | 299 | 152 |
| Bakery Goods, Cereals & Pasta | 603 | 691 | 335 | 102 | 231 | 126 |
| Condiments & Sauces | 779 | 632 | 400 | 376 | 210 | -44 |
| Distilled Spirits | 9,251 | 7,846 | 35 | 97 | 134 | 37 |
| Chocolate & Cocoa Products | 27 | 149 | 39 | 108 | 114 | 6 |
| Processed Fruits | 155 | 79 | 250 | 56 | 104 | 86 |
| Tree Nuts | 20 | 27 | 20 | 7 | 30 | 348 |

Source: USDA/FAS Global Agricultural Trade System (GATS) - BICO Report; FAS Accra office research.

Table 4: Best Consumer Oriented Products, World Exports to Ghana

| Year | 2020 | 2021 | 2022 | 2023 | 2024 | % Change 2023-24 |
|--|-----------------------------|-------------|-------------|-------------|-------------|---------------------|
| Products | Value (USD Millions) | | | | | |
| Poultry Meat & Prods. (ex. eggs) | 55,533,109 | 35,212,476 | 120,029,743 | 154,545,624 | 180,353,059 | 16.7 |
| Meat Products NESOI | 81,064,320 | 133,684,575 | 44,212,883 | 119,526,723 | 189,955,663 | 58.9 |
| Dairy Products | 82,708,373 | 71,105,061 | 79,537,816 | 81,428,904 | 130,216,173 | 59.9 |
| Soup & Other Food Preparations | 41,788,102 | 34,091,381 | 37,189,773 | 63,802,709 | 93,353,124 | 46.3 |
| Bakery Goods, Cereals, & Pasta | 26,756,613 | 24,598,068 | 24,903,017 | 35,233,399 | 40,839,375 | 15.9 |
| Non-Alcoholic Bev. (ex. juices, coffee, tea) | 24,131,834 | 23,015,709 | 22,028,060 | 34,480,559 | 47,517,227 | 37.8 |
| Processed Vegetables | 23,030,909 | 31,208,356 | 20,665,387 | 33,435,680 | 52,487,000 | 56.9 |
| Distilled Spirits | 6,504,865 | 9,978,872 | 21,088,756 | 25,163,642 | 42,929,163 | 70.6 |
| Beef & Beef Products | 15,911,052 | 14,441,293 | 15,556,399 | 24,533,561 | 24,932,662 | 1.6 |
| Fresh Fruit | 6,912,367 | 6,897,980 | 12,308,176 | 18,970,080 | 37,270,411 | 96.5 |
| Condiments & Sauces | 10,308,338 | 7,482,983 | 12,277,338 | 16,029,099 | 29,118,725 | 81.6 |
| Wine & Related Products | 6,085,385 | 8,078,149 | 11,145,185 | 15,922,016 | 28,480,844 | 78.9 |
| Fruit & Vegetable Juices | 14,633,871 | 18,376,075 | 16,293,163 | 15,525,507 | 24,574,774 | 58.3 |
| Chewing Gum & Candy | 8,561,529 | 7,303,920 | 7,509,821 | 11,043,172 | 11,326,810 | 2.6 |
| Fresh Vegetables | 10,583,719 | 4,981,997 | 5,435,146 | 6,423,946 | 9,742,204 | 51.6 |

Source: USDA/FAS Global Agricultural Trade System (GATS) - BICO Report; FAS Accra office research.

Section VI. Key Contacts and Further Information

| Ghana, Government Regulatory Agencies | Role |
|--|--|
| Ministry of Food and Agriculture (MOFA) P. O. Box M37, Ministries, Accra- Ghana Tel: +233 (0) 50 916 3727 Email: info@mofa.gov.gh Website: https://mofa.gov.gh/site/ | Lead agency responsible for developing and executing policies and strategies for the agriculture sector. |
| Ministry of Trade, Agribusiness and Industry (MOTAI) P. O. Box M37, Ministries, Accra- Ghana Tel: +233(0) 553 619 943 Email: motichief@moti-gh.com Website: https://moti.gov.gh/new/ | Lead policy advisor to government on trade, industrial and private sector development. |
| Ghana Food and Drugs Authority (Ghana FDA) P. O. Box CT 2783, Cantonments – Accra, Ghana Tel: +233 (0) 30 223-3200/ 223-5100 Email: fda@fdaghana.gov.gh Website: http://fdaghana.gov.gh/ | Registration of food and beverage products. |
| Ghana Revenue Authority (GRA) Off Starlets’ 91 Road, near Accra Sports Stadium P. O. Box 2202, Accra-Ghana Tel: +233 (0) 303 941 108 Email: info@gra.gov.gh Website: https://gra.gov.gh/ | Ghana’s Customs Authority. |
| Ghana Environmental Protection Agency (Ghana EPA) P.O. Box M.326 Accra, Ghana Email: info@epa.gov.gh Tel: +233 506 694 760; +233 506 699 466 Website: https://www.epa.gov.gh/new/ | Lead agency dedicated to improving, conserving and promoting the country's environment. |

| Ghana, Other Import Specialist Technical Contacts | Role |
|--|--------------------------------------|
| Ghana Standards Authority (Ghana SA) P.O. Box MB245, Accra – Ghana Tel: +233 (0) 302 506 991-5 Email: gsanep@gsa.gov.gh / gsadir@gsa.gov.gh Website: https://www.gsa.gov.gh/ | Standards and norms development. |
| Ghana Ports and Harbors Authority P. O. Box 150, Tema, Ghana Tel: +233 303202631 Email: headquarters@ghanaports.net Website: ghanaports.gov.gh/ | Ghana’s Ports and Harbors Authority. |

| USDA/FAS Office of Agricultural Affairs (OAA) | Coastal West Africa Region |
|---|---|
| <p>U.S. Embassy/FAS OAA Accra No. 24 Fourth Circular Road Cantonments Accra, Ghana Tel: +233 (0) 30 274-1590 Email: AgAccra@usda.gov</p> <p>Websites: https://fas.usda.gov/regions/ghana http://www.fas.usda.gov</p> | <p>U.S. Embassy/FAS OAA Abidjan Abidjan, Cocody Riviera Golf 01 B.P. 1712 Abidjan 01, Côte d'Ivoire Tel: +225 2722 494 000 Email: AgAbidjan@usda.gov</p> <p>Websites: https://www.fas.usda.gov/regions/cote-divoire http://www.fas.usda.gov</p> |

| Links to U.S. Government Sources |
|--|
| <ul style="list-style-type: none"> • USDA/FAS: http://www.fas.usda.gov • USDA/FAS Regions/Ghana: https://fas.usda.gov/regions/ghana • USDA/FAS Regions/Côte d'Ivoire : https://www.fas.usda.gov/regions/cote-divoire • USDA/FAS – Global Agricultural Trade System (GATS): https://www.fas.usda.gov/GATS • USDA/FAS – Global Agricultural Information Network (GAIN): https://gain.fas.usda.gov/ • U.S. Department of Commerce/International Trade Administration (ITA) - Ghana Country Commercial Guide: https://www.trade.gov/country-commercial-guides/ghana-market-overview • U.S. Embassy Accra, Ghana: Website https://gh.usembassy.gov • U.S. Embassy Accra, Ghana: X https://x.com/USEmbassyGhana • U.S. Embassy Accra, Ghana: Facebook https://www.facebook.com/USEmbassyGhana/ • U.S. Embassy Accra, Ghana: Instagram https://www.instagram.com/usembassyghana/ |

Appendix I: BICO, U.S. Exports of Agricultural & Related Products to Ghana (CY) 2020-2024

| Product | Calendar Years (Jan-Dec) | | | | | January - April Comparisons | | |
|--------------------------------------|--------------------------|--------|-------|-------|-------|-----------------------------|------|-------|
| | 2020 | 2021 | 2022 | 2023 | 2024 | 2024 | 2025 | %Chg |
| | | | | | | | | |
| Export Market: *Ghana* | | | | | | | | |
| Bulk Total..... | 2.0 | 4.3 | 26.3 | 0.4 | 0.5 | 0.1 | 0.1 | -41.2 |
| Wheat..... | 0.0 | 0.0 | 26.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Coarse Grains (excl. corn)..... | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Rice..... | 2.0 | 3.9 | 0.2 | 0.4 | 0.5 | 0.1 | 0.1 | -41.2 |
| Soybeans..... | 0.0 | 0.2 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Oilseeds (excl. soybean)..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Cotton..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Pulses..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Other Bulk Commodities..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Intermediate Total..... | 11.0 | 20.2 | 13.8 | 20.7 | 21.5* | 17.1 | 8.6 | -49.8 |
| Milled Grains & Products..... | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Soybean Meal..... | 4.0 | 11.0* | 6.7 | 10.8 | 7.4 | 7.4 | 0.0 | - |
| Soybean Oil..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Vegetable Oils (excl. soybean)..... | 0.0 | 0.3 | 0.2 | 0.0 | 0.1 | 0.0 | 0.0 | -30.6 |
| Animal Fats..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Live Animals..... | 0.0 | 0.0 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | - |
| Hides & Skins..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Other Feeds, Meals & Fodders..... | 1.0 | 0.6 | 0.7 | 1.5 | 1.7 | 0.3 | 0.1 | -60.5 |
| Ethanol (non-bev.)..... | 0.0 | 0.0 | 0.0 | 0.0 | 6.7* | 6.7 | 6.3 | -4.9 |
| Planting Seeds..... | 1.0 | 0.6 | 0.8 | 1.6 | 0.2 | 0.0 | 0.0 | 8.2 |
| Sugar, Sweeteners, Bev. Bases.. | 1.0 | 1.0 | 2.5 | 2.5 | 3.7* | 1.5 | 1.8 | 18.1 |
| Dextrins, Peptones, & Proteins..... | 1.0 | 0.3 | 0.2 | 0.2 | 0.1 | 0.0 | 0.1 | 30.5 |
| Essential Oils..... | 3.0 | 5.2* | 2.4 | 3.0 | 0.8 | 0.8 | 0.0 | -98.6 |
| Other Intermediate Products..... | 0.0 | 1.1 | 0.4 | 0.9 | 0.8 | 0.4 | 0.3 | -21.6 |
| Consumer Oriented Total..... | 86.0 | 125.8* | 80.4 | 83.4 | 120.8 | 29.9 | 43.6 | 45.9 |
| Beef & Beef Products..... | 0.0 | 0.1 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | - |
| Pork & Pork Products..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Poultry Meat & Prods. (excl. eggs) | 55.0 | 92.6* | 60.2 | 57.3 | 82.8 | 20.4 | 34.6 | 69.4 |
| Meat Products NESOI..... | 0.0 | 0.1 | 0.1 | 0.2* | 0.0 | 0.0 | 0.0 | - |
| Dairy Products..... | 10.0* | 5.6 | 3.6 | 1.4 | 1.2 | 0.3 | 0.0 | -86.8 |
| Fresh Fruit..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Processed Fruit..... | 0.0 | 0.1 | 0.3 | 0.1 | 0.1 | 0.0 | 0.0 | - |
| Fresh Vegetables..... | 0.0 | 0.0 | 0.0 | 0.3* | 0.0 | 0.0 | 0.0 | - |
| Processed Vegetables..... | 0.0 | 0.1 | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 | - |
| Fruit & Vegetable Juices..... | 1.0 | 1.5* | 1.2 | 1.1 | 1.3 | 0.3 | 0.6 | 116.1 |
| Tree Nuts..... | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Confectionery..... | 0.0 | 0.2 | 0.1 | 0.1 | 0.3 | 0.1 | 0.0 | - |
| Chocolate & Cocoa Products..... | 0.0 | 0.1* | 0.0 | 0.1 | 0.1 | 0.0 | 0.0 | -72.9 |
| Bakery Goods, Cereals, & Pasta... | 1.0 | 0.7 | 0.3 | 0.1 | 0.2 | 0.1 | 0.1 | 30.9 |
| Food Preparations..... | 5.0 | 11.6 | 8.7 | 16.6 | 25.9* | 5.5 | 6.4 | 16.4 |
| Condiments & Sauces..... | 1.0 | 0.6 | 0.4 | 0.4 | 0.2 | 0.1 | 0.0 | -63.0 |
| Non-Alcoholic Bev. (excl. juice)... | 0.0 | 0.9* | 0.3 | 0.3 | 0.6 | 0.1 | 0.1 | -13.4 |
| Beer..... | 0.0 | 0.2 | 1.1* | 0.3 | 0.6 | 0.0 | 0.4 | 713.6 |
| Wine & Related Products..... | 0.0 | 0.6 | 0.8 | 0.7 | 0.5 | 0.1 | 0.2 | 115.7 |
| Distilled Spirits..... | 9.0* | 7.8 | 0.0 | 0.1 | 0.1 | 0.1 | 0.0 | - |
| Nursery Products & Cut Flowers.. | 0.0* | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | - |
| Dog & Cat Food..... | 1.0 | 1.4* | 1.2 | 0.5 | 0.4 | 0.1 | 0.1 | -1.5 |
| Other Consumer Oriented..... | 1.0 | 1.4 | 2.0 | 3.6 | 6.2* | 2.6 | 0.9 | -64.4 |
| Agricultural Related Products..... | 6.0 | 4.9 | 5.3 | 2.6 | 4.4 | 0.6 | 2.9 | 435.6 |
| Forest Products..... | 5.0 | 1.9 | 1.1 | 0.5 | 1.3 | 0.3 | 2.9 | 968.3 |
| Seafood Products..... | 1.0 | 3.0 | 4.2 | 2.1 | 3.0 | 0.3 | 0.0 | -98.5 |
| Agricultural Products..... | 99.0 | 150.3 | 120.5 | 104.5 | 142.8 | 47.1 | 52.3 | 10.9 |
| Agricultural & Related Products..... | 106.0 | 155.2 | 125.7 | 107.1 | 147.1 | 47.7 | 55.2 | 15.8 |

Prepared By: Trade & Economic Analysis Division/GMA/FAS/USDA
Source: U.S. Census Bureau Trade Data

* Denote Highest Export Levels Since at
Least CY 1970

www.fas.usda.gov/GATS
GATSHelp@fas.usda.gov

Biodiesel aggregate includes only higher-level and pure biodiesel HTS chapter 38 codes: biodiesel blends below 30% by volume (aka. petroleum oils containing biodiesel) found in chapter 27 are excluded.

Attachments:

No Attachments