"Forward"

Editor Kurt Merki, Sr. CEO of SWISSCHAM AFRICA GHANA

Dear Business Colleagues,

“Forward Ever, Backwards Never” This is our Motto! I hope you all enjoined our first April News Letter. I have received many encouraging comments, of which some are shown below.

As you can see from our programme outline, our next “Business Cocktail” is on the 11th May 2011 from 6 pm – to 9 pm (prompt), at the Best Western PREMIER Hotel, Airport Accra. Kindly confirm your participation. NOT later than 6th May by phone (020-809-2500) or by e-mail (papimerki@yahoo.com) For paid up members the event is free for one person. Others GHC40 (forty) payable at the gate. The topic is: Swiss-Ghanaian Agric Business with special focus on Organic Cocoa For Export and on Food And Fruit Processing. We have been able to get many experienced resource speakers, (refer to the attached programme on page 05) and it is my hope you all will fully benefit from this event.

For years fresh fruits, especially pineapples have been exported to Switzerland and other countries. I think there is time for processed fruits export, as it is presently done by BLUE SKIES GHANA. There are several opportunities and advantages for both countries, that is; the investor’s country and the producer’s country. The investor’s country will sell its machinery, equipment and technology, whiles the producer’s country will gain from added value of its products, create jobs and higher tax income. Continue on page 2

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WHAT`S UP?

APRIL 2011
- GHANA-NEWS
- Think Tank Meeting (Individually)
- Membership Registration

MAY 2011
- GHANA-NEWS
- 11th May Business Cocktail @ Best Western Hotel Airport @ 6-9 pm Topic: CH-GH Agric - Business

JUNE 2011
- GHANA-NEWS
- 21st June Business Cocktail @ Golden Tulip Hotel @ 6-9 pm Topic: CH-GH Banking - Business

JULY/AUGUST 2011 (Holiday season)
- GHANA-NEWS (one issue)
- New Membership Registration
- Individual Think-Tank Meetings

www. newrest.eu
“Forward”

The fair deal is always: a give and take issue. The common say for Africa still stands: **Less aid, more trade**, or partners in development! The time is for Africa to take advantage, especially with organic produced agriculture products, like cocoa and tropical fruits, since the developed world searches for virgin land, which Africa has abundantly.

In the **first presentation** of our **“Business Cocktail”** topic is on **Organic Cocoa For Export**, a product Swiss Chocolate Manufactures are looking for with high interest. Ghana being the second largest Cocoa producer, has now the opportunity to enter into such a lucrative market, with at least a 20% added premium gain.

The **second presentation** is on **Food and Fruit Processing** and the participants have the opportunity to interact with experts from the manufacturing and financial sector. So don’t miss this **“Business Cocktail”** and take advantage to meet your business partner in the agric-sector, because there are many opportunities in the support services, such as; finances, insurances, marketing, transport, (by road – air - sea) building-construction, machinery & equipments, import & export clearance and certification, packages, cold storages, tools, seeds and seedlings, planting materials, and agro-chemicals (pesticides fertilizers, weedicides), and many more.

**Finally, I would like to appeal on behalf of the German Swiss Interracial School Accra** to support the school for sponsorship as stated in their letter on page 4. **Thank you!**

**For the best, stay blessed!**

**SWISSCHAM AFRICA GHANA**

Kurt Merki, Snr. CEO

Remember: **FEEL ALWAYS WELLCOME!** The Membership Form is on page 24

**Note:** The **GHANA-NEWS** letter will be distributed to a very large number of business outlets in Ghana and Switzerland to promote business activities among both countries, to the benefit of its members. **BE PART OF IT!** You can visit the **SWISSCHAM-AFRICA WEBSITE : www.swisscham-africa.ch** and under “NEWS” Africa-Ghana you will find our News letter. If on any other matters do **NOT** hesitate to contact me on my e-mail address: papimerki@yahoo.com

To advertise contact: (For Members free)
Mobile: 020 809 2500
E-mail: papimerki@yahoo.com

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**Looking for PARTNERSHIP**
A registered & paid-up Member of the SWISSCHAM AFRICA GHANA is looking for a partner in the FRUIT JUICE PROCESSING INDUSTRY IN GHANA.
Contact: +233 20 815 0779
E-mail: snfodjo@yahoo.co.uk

**Project Pre-financing**
A registered & paid-up Member of the SWISSCHAM AFRICA GHANA is looking for private Project Pre-financing at very attractive terms.
Contact: + 233 24 648 8119
E-mail: yglover@yayraglover.com

**Looking for Kitchen Manufacturer**
Contact: swisschamgheditor@yahoo.com

**NEW!**
In order to maintain confidentiality, we have created the following e-mail address: swisschamgheditor@yahoo.com
Your contacts will then be forwarded to your interested party!
Free for members only!!!
Dear Kurt, dear all

Thank you very much for this substantial first newsletter of the revamped Swisscham. You kept your promise to send it out 1 April, congratulations!

It is today my last day at the office here at the Swiss Embassy and I would like to thank you for the excellent cooperation we had, at least over the past half year.

The Swisscham Ghana branch is indeed a very important vehicle of assistance for Swiss business people. I’m very happy that you put so much energy into it and I wish you and the whole leading team of the Swisscham all the best. My successor, Brigitte Cuendet, had the unique opportunity to assist to the re-launch of the Swisscham Ghana branch and I know that she is very much looking forward to work together with you within the agreed framework of division of labor.

I will take up new responsibilities at SECO on 1 May 2011. My position will be with the trade facilitation section at SECO. That section is dealing with improvement of framework conditions for the exporting private sector (in Ghana the support to the Ghana Standards Board, the support to Ministry of Trade and Industry in Intellectual Property), in value chains (Cocoa, Allanblackia) and sustainable forestry. My links with Ghana will therefore persist to a certain extent.

Wishing you and the Swisscham all the best!

Best regards
Martin

Martin Saladin
Counsellor Embassy of Switzerland
Kanda Highway / Ridge St.
North Ridge, Accra Ghana

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From: "SAMUEL ANOMAH" <samuel.anomah@swisscham-africa.ch>
To: "kurt merki" papimerki@yahoo.com

We have received the first SWISSCHAM AFRICA GHANA News letter for April. We must confess that we are impressed about the publication.

As for support and cooperation, the chamber has ours. We hope to see greater publications and aims of the chamber achieved.

Best regards.

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From: "Peter Hartmann Swisscham Africa" <p.hartmann@swisscham-africa.ch>
To: "kurt merki" papimerki@yahoo.com

Dear Kurt,

I haven’t yet gone through the whole Newsletter of Swisscham-Africa Ghana yet, but I would like to congratulate you for this excellent job and we all can see that Swisscham-Africa has become a very active operation in Ghana.

Thank you very much indeed for your efforts. I shall revert to any of the subjects raised in the newsletter if so needed.

With kind regards
Peter Hartmann
SWISSCHAM-AFRICA

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From: "Thorsten Vogl" <t.vogl@swisscham-africa.ch>
To: headoffice@swisscham-africa.ch,
Cc: papimerki@yahoo.com

Liebe Kollegen

Für die Übersendung des Newsletters aus Ghana danke ich herzlich!

Im Anschluss an unsere Generalversammlung möchte ich vorschlagen, dass solche Newsletter nicht nur intern an alle Mitglieder verteilt werden, sondern wir sie auch auf unserer Internetseite allgemein zugänglich machen. Wir beweisen damit

1) dass wir über aktuelle Informationen zu den jeweiligen Märkten verfügen und
2) dass wir hervorragende Leute vor Ort haben, die sich in den jeweiligen Staaten auskennen und sich dort auch aktiv für die Belange der Investoren aus der Schweiz einsetzen.

Wenn wir diese Kapazitäten nach aussen sichtbar werden lassen, können wir mit Sicherheit an Afrika interessierte Personen von ausserhalb der Kammer ansprechen und mit gutem Service als neue Mitglieder gewinnen.

Beste Grüsse!
Th. Vogl
Appeal for Sponsorship!!!

April 14, 2011

Dear Sir or Madam,

On May 21, 2011, the German Swiss International School in Accra will hold its annual fashion show, a night of fun, festivities and fashion. This year, we have chosen to donate a portion of our proceeds to the International Organization for Migration (IOM) and the United Nations High Commission for Refugees (UNHCR), with the funds specifically earmarked to benefit those who have fled the crisis in Cote d'Ivoire to take refuge in Ghana. This project will not only be a chance for GSIS to present itself to the local community in Accra, it will also be a chance for us to shine the spotlight on Ghana’s neighbors and call attention to the situation in Cote d’Ivoire.

We would be honored if you would join us in helping us with this effort, and we ask that you consider sponsoring GSIS and this event. A minimum of 50% of all funds raised will be given directly to support the IOM and UNHCR’s efforts to support the people who have fled Cote d’Ivoire to take refuge in Ghana.

Sponsors of GSIS and this event will be mentioned in newspaper advertising and flyers for the fashion show, and will be given a link on the GSIS web page where the fashion show is advertised. Sponsors who contribute GHC 1,000 or more may also bring a banner to hang at the show and bring promotional materials for distribution. The master of ceremonies will mention all sponsors during the show. GSIS would also be grateful for sponsorship the event in the form of product or other items of value to support the fashion show.

Thank you very much for your time and consideration in this matter. You may contact me either via email at shizyevans@hotmail.com or by telephone at 0245-853-769.

Best regards,

Sincerely,

[Signature]

Stefano Cafisch/Headmaster
Gretchen Krantz-Evans
GSIS Board of Governors – Marketing Chair

For YOUR cash donation:
German Swiss International School - Accra
Ecobank
Ring Road Accra
SWIFT ECOCGHAC
Account Number:
GHC – 0030134402360301

Thank you for your kind contribution!
Our 11th May event!

SWISSCHAM - AFRICA

Wirtschaftskammer Schweiz-Afrika
Chambre Economique Suisse-Afrique
Camera Economica Svizzera-Africa

PROGRAMME

Purpose: Business Cocktail
Date: Wednesday 11th May 2011
Location: Best Western Hotel Airport
Time: 6 – 9 pm Prompt
Topic: Swiss-Ghana Agric Business

- Refreshments & Welcome address by the President of the SWISSCHAM AFRICA GHANA Mr. Nortrey Omaboe 6 – 6.05 pm.

- New Membership Certificate Awards 6.05 till 6.15 pm

- Case Study Presentation on Organic Cocoa Export by Mr. Yayra Glover, Secretary, of the SWISSCHAM AFRICA GHANA 6.15 till 6.30 pm

- Response by the CEO Mr. Tony Fofie, CEO of Ghana Coco Board 6.30 till 6.45 pm

- Agric Food Processing for Export by Dr. Azu 6.45 till 7.00 pm

- Mechanized Food Processing by BERTUZZI Food Processing, Engineering of Italy, 7.00 till 7.15 pm

- Financing of the Agric-Sector by Dr. Henry Alhassan, of ADB, Policy Implementation Co-ordinator 7.15 till 7.30 pm

- Alternative Financing of the Agric-Sector by the Chief Executive Chairman, of DATA-BANK, Mr. Ken Ofori-Atta, 7.30 till 7.45 pm

- Agric Insurance by Mr, Ken Appenteng of GIZ 7.45 till 8.00 pm

- Address by Hon. Kwesi Ahwoi, Minister of Agriculture 8.00 till 8.30 pm

- Questions – Discussion-Cocktail 8.30 till 9 pm

Your Moderator: is: Mr. Kurt Merki, Snr. CEO of the SWISSCHAM AFRICA GHANA

Note: Programme is subject to change!
Battle Pits Cocoa Speculators against Chocolate Makers
By Hauke Goos and Ralf Hoppe

Hasso Nauck is the managing director of Hachez, a German chocolate producer based in the northern city-state of Bremen. His company has faced the threat faced by so many food producers around the globe: being forced out of business by rising commodity prices. Commodities speculation fuels inflation in India, drives up the price of tortillas in Mexico, causes famines and fuels political unrest. Speculators act as accelerants -- and the smaller the market, the easier their game.

When civil war threatened Ivory Coast in early 2011, shipments of cocoa were halted. Here, cocoa growers protest the export ban by burning sacks of cocoa beans in front of the EU office in Abidjan. The ban drove the price of cocoa back up. No one but Ward knows whether the turmoil protected him against a loss or helped him make millions with his massive speculation. He may have sold his cocoa too early, or he may have kept his cool and waited for the right time. Unlike the New York exchange, the London exchange does not require its traders to disclose the details of their deals.

Food commodities -- from wheat to rice to soybeans -- have become objects of speculation. While cocoa speculators are threatening the survival of some of Germany's oldest chocolate makers, entrepreneurs in Ghana are trying to give farmers a larger share of the profits.

Read on: http://www.spiegel.de/international/business/0,1518,759471,00.html

Come to our 11th May event, and listen to Mr. Yayra Glover concern about the obstacles and challenges he faces with Ghana`s Organic Cocoa Export!
• "Yayra Glover Limited (www.yayraglover.com) was founded in 2007 with a staff of only 2 people as a private business entity. It is the pioneer licensed organic cocoa producing and buying company operating in Ghana.

• The orientation, incentives, training and technical supervision of farmers has evolved toward a wider social development oriented approach that includes not only learning about important issues like organic foods, pesticides, and sustainable agriculture, but also the means to effect positive change in their own lives.

• Thus our business is also to contribute towards operational small scale social research activities that could be ploughed back into improving the lives of farmers and their families generally.

• We have indeed grown by leaps and bounds ever since our first up-county warehouses were opened and have become a Premium “Market Oriented Advisory Service Provider” for small holder Organic Cocoa farmers in Ghana".

A power point presentation WILL BE SHOWN DURING THE BUSINESS COCKTAIL ON THE 11TH May 2011 DEMAND DRIVEN PUBLIC PRIVATE PARTNERSHIP (PPP) - MARKET ORIENTED AGRICULTURAL ADVISORY SERVICES FOR SMALL HOLDER ORGANIC COCOA FARMERS IN GHANA: THE CASE OF YAYRA GLOVER LTD.
INVESTING IN GHANA’S AGRICULTURAL AND AGRO-PROCESSING INDUSTRY

Sector Overview

From Ghana’s total land area of 23.9 million hectares, about 57% is suitable for agricultural purposes. Agriculture contribution to GDP over the years has shown a steady reduction from 35.4% in 2006 to 34.3 in 2007 and to 33.59% in 2008. The growth rate of the sector however doesn’t show any clear trend. The growth rate reduced from 4.5% in 2006 to 4.3% in 2007 and increased to 5.17% in 2008.

The total volume of processed products exported in 2008 was 14,840,535mt. Products exported during the year included cocoa paste, baby food, wheat flour, tomato paste, dried pepper, groundnut paste, maize flour, yam flour, coconut oil, gari, prepared coffee and dried, smoked and salted fish.

<table>
<thead>
<tr>
<th>Product</th>
<th>Value (US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cashew</td>
<td>20,423,939</td>
</tr>
<tr>
<td>Coffee</td>
<td>3,670,003</td>
</tr>
<tr>
<td>Shea nut</td>
<td>24,939,825</td>
</tr>
<tr>
<td>Maize</td>
<td>81,507</td>
</tr>
<tr>
<td>Yarn</td>
<td>14,688,801</td>
</tr>
<tr>
<td>Exotic Vegetables</td>
<td>2,576,739</td>
</tr>
<tr>
<td>Pineapple</td>
<td>11,842,250</td>
</tr>
<tr>
<td>Mango</td>
<td>521,826</td>
</tr>
<tr>
<td>Pawpaw</td>
<td>334,453</td>
</tr>
<tr>
<td>Fish &amp; Sea Food</td>
<td>61,005,335</td>
</tr>
<tr>
<td>Banana</td>
<td>12,717,079</td>
</tr>
</tbody>
</table>
The country is classified into three main agriculture zones. The forest vegetation zone consists of parts of Western, Eastern, Ashanti, Brong-Ahafo and Volta Regions. The northern savannah vegetation zone includes the Upper East, Upper West and Northern Region while the coastal savannah includes mainly the Central, Greater Accra and parts of Volta Region.

The northern savannah zone is the largest agriculture zone. Most of the nation's supply of rice, millet, sorghum, yam, tomatoes, cattle, sheep, goat and cotton are grown in the region. In recent times, mango and ostrich commercial farms are also gaining footholds in the northern zone.

The coastal savannah is notable for rice, maize, cassava, vegetables, sugar cane, mangoes and coconut, as well as livestock. Sweet potato and soybean crops are viable in this agro-ecological zone, under irrigation. The lower part of this zone is drained by the River Volta. Together with other streams and lagoons, these water resources present opportunities for fish farming or aquaculture.

In the forest zone where rainfall is plentiful, cocoa, coffee, oil palm, cashew, and rubber are cultivated as is the majority of plantain, banana and citrus supplies crops. The major strengths of the sector include a diversity of commodities, well-endowed drainage basin, a well-established agricultural research system and a relative proximity to the European market.

THE MARKET

Cocoa has historically been a key economic sector and a major source of export and fiscal earnings. Ghana is the second largest cocoa-growing country in the world. Cocoa production amounting to 674,808 tonnes with a farm gate value GH¢684,501,000 was produced during the 2007/2008 year. In all, 551,628 tonnes of cocoa was exported which generated a revenue of US$1,160,450,999.94. The volume of cocoa processed locally accounted for 123,182.40 mt. Ghana processes between 18% and 22% of its cocoa output into liquor, paste, and butter for export markets, while all other cacao is exported in its raw state.

The total export of non-traditional Agriculture Products for 2008 was 356,497,537kg amounting to US$187,621,229. The leading nontraditional products were Fresh or chilled tuna, Shea nuts, Cashew. Fresh or chilled fish, yams, Banana and Pineapples.

Ghana commands a great share of the African quota of EU market in fruits and vegetables export. Other leading processed agricultural export products were processed tuna, cut fresh pineapples, other prepared fish and tomato paste.
Contribution to National GDP and Growth Rate

Agriculture contribution to GDP over the years has shown a steady reduction from 35.4% in 2006 to 34.3 in 2007 and to 33.59% in 2008. The growth rate of the sector however doesn’t show any clear trend. The growth rate reduced from 4.5% in 2006 to 4.3% in 2007 and increased to 5.17% in 2008.

**TABLE 2: GROSS DOMESTIC PRODUCTS (AT CONSTANT 1993 PRICES) AND GROWTH RATE**

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</thead>
<tbody>
<tr>
<td><strong>Gross Domestic Products</strong></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>Agriculture</td>
<td>36.0</td>
<td>35.9</td>
<td>35.8</td>
<td>36.1</td>
<td>36.6</td>
<td>36.0</td>
<td>35.4</td>
<td>34.7</td>
<td>33.59</td>
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<tr>
<td>Crops &amp; livestock</td>
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<td>24.7</td>
<td>24.7</td>
<td>24.4</td>
<td>23.8</td>
<td>23.0</td>
<td>22.7</td>
<td>22.28</td>
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<tr>
<td>Cocoa</td>
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<td>3.3</td>
<td>3.1</td>
<td>3.5</td>
<td>4.3</td>
<td>4.6</td>
<td>4.4</td>
<td>4.3</td>
<td>3.90</td>
</tr>
<tr>
<td>Forestry &amp; logging</td>
<td>3.5</td>
<td>3.6</td>
<td>3.6</td>
<td>3.6</td>
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<td>3.4</td>
<td>3.3</td>
<td>3.20</td>
<td></td>
</tr>
<tr>
<td>Fishing</td>
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<td>4.5</td>
<td>4.4</td>
<td>4.4</td>
<td>4.4</td>
<td>4.1</td>
<td>4.4</td>
<td>4.4</td>
<td>4.21</td>
</tr>
<tr>
<td><strong>Growth rate</strong></td>
<td></td>
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<td></td>
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<tr>
<td>GDP</td>
<td>3.7</td>
<td>4.2</td>
<td>4.5</td>
<td>5.2</td>
<td>5.6</td>
<td>5.9</td>
<td>6.43</td>
<td>5.7</td>
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<td>4.5</td>
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<tr>
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<td>5.3</td>
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<td>3.3</td>
<td>3.5</td>
<td>4.0</td>
<td>5.82</td>
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<tr>
<td>Cocoa</td>
<td>6.2</td>
<td>-1.0</td>
<td>-0.5</td>
<td>16.4</td>
<td>29.9</td>
<td>13.2</td>
<td>2.0</td>
<td>6.5</td>
<td>5.0</td>
</tr>
<tr>
<td>Forestry &amp; logging</td>
<td>11.1</td>
<td>4.8</td>
<td>5.0</td>
<td>6.1</td>
<td>4.2</td>
<td>5.6</td>
<td>2.6</td>
<td>2.5</td>
<td>3.5</td>
</tr>
<tr>
<td>Fishing</td>
<td>-1.6</td>
<td>2.0</td>
<td>2.8</td>
<td>3.0</td>
<td>6.2</td>
<td>-1.2</td>
<td>15.0</td>
<td>5.0</td>
<td>3.0</td>
</tr>
</tbody>
</table>

*Source: Ghana Statistical Service*

**Investment Opportunities**

- **Provision of agricultural inputs** such as improved seeds and agrochemicals including fertilizers, pesticides and herbicides. Veterinary drugs, vaccines and chemicals; animal feed and feed ingredients are also required.

- Opportunities exist in the **processing of agricultural products** such as cereals (maize, rice, millet) starchy crops (yam, cassava. Sweet potato, plantain), legumes (carrots, cabbage, garden eggs, tomato), fruits (pineapple, pawpaw, banana, mango), industrial crops (rubber, sugarcane, cotton, oil palm, coconut, cocoa, coffee), livestock (cattle, pigs, poultry, sheep) and fisheries (tuna, tilapia, catfish). Rearing of silk worm for the production of raw silk.

- Additionally there is a need for the **processing of dairy products** as well as the supply of machinery to establish hatcheries for day-old chicks.

- **Floriculture** offers a lot of opportunities as Ghana’s climate and topography make the country suitable for the cultivation of a number of exotic flowers. Species such as heliconia, caribea, celosia, curcuma, gladioli, hibiscus, roses, ornamental palms and ferns...
perform well under natural conditions. There is potential in the national, regional and European Union markets

- Investment opportunities exist in the agro-processing industry to add value, reduce post-harvest losses, promote price stability and expand demand for local agricultural produce. For example, with the processing of cocoa beans into cocoa products and fruits into fruit juices among others.

- Developing irrigable land through irrigation is another key area. While Ghana has a potential irrigable area of 346,000 hectares, only 10,000 hectares have been developed.

- Technological and support services also require investment. Key areas are in the supply and installation of cold chain equipment, packaging and factory building technology.

- In the distribution field, companies are required to provide post-production services in transport, packaging and cold vans.

- There are further opportunities in standards, training and certification; capacity building for management and market-oriented enterprises; market intelligence research and in the development of agricultural finance and insurance.

- Investment opportunities exist in the production of agricultural inputs such as fertilizers, pesticides and fungicides.

- Technology and services in the agricultural sector which include irrigation, heavy equipment hiring (i.e. hiring of tractors, ploughs, harrows and combine harvesters etc) provide investment opportunities.

- Investment opportunity also exists in the storage industry. Inadequate and inappropriate storage facilities are constraints to agricultural production thereby contributing to high post-harvest losses and low returns for farmers and processors.

... there is a need for the processing of dairy products as well as the supply of machinery to establish hatcheries for day-old chicks.
**Incentives & Benefits**

- The business of converting crops, fish or livestock produced in Ghana into edible canned or other packaged products other than in their raw state enjoy a tax holiday of 3 years from commencement of commercial production.

- Agro-Processing businesses established in Ghana after 1st January 2004 enjoy a five year tax holiday from the date of commencement of business.

- Companies producing cocoa by-products from coca waste also enjoy 5 years tax holiday from date of commercial production.

- Companies engaged in the processing of waste products enjoy 7 years tax holiday from date of commercial production.

- Incomes from cocoa for cocoa farmers are exempt from income taxes.

- The law also permits farming losses to be carried for five years of assessment.

- There are also further location-based incentives for agro-processing Enterprises. Please consult our website for updates on these locations and tax rates.

- There are exemptions of import duties on imported plant, machinery and equipment.

- Tariff incentive – zero rated for agro inputs, plant and machinery.

- Non-tariff incentive – observation of regulations on import/export of agro-products.

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The Ghana Investment Promotion Centre Act, 1994, also provides for automatic incentives and benefits. Please consult our website, [www.gipchana.com](http://www.gipchana.com) for further details.

**Investment Guarantees**

Ghana is a safe investment destination. Guarantees against expropriation of private investments provided under law are buttressed by the Ghanaian Constitution. Some investment guarantees are detailed below:

- Free transferability of capital, profits and dividends
- Insurance against non-commercial risks – Ghana is a signatory to the World Bank’s Multilateral Investment Guarantee Agency (MIGA) Convention
- Double Taxation Agreements (DTAs) – to rationalize tax obligations of investors in order to prevent double taxation. DTAs have been signed and ratified with several African countries.

**Potential sources of Funding**

Viable companies and projects can easily attract financing both on the local and international financial markets. The main sources of funding are:-

- 29 Banks
- 44 non-bank financial institutions
- 135 rural banks
- The Ghana Stock Exchange – note that in the last four years, many issues of shares on the GSE have been oversubscribed by 100% - 300%, meaning that there is a lot of money for investment purposes
- Ghana Venture Capital Fund
- International development finance institutions based in Ghana, such as the International Finance Corporation (IFC) and the African Development Bank (AIDB)

A number of foreign financial institutions also provide off-shore financing directly to companies in Ghana.
5. **Good Physical Infrastructure**

Ghana possesses well developed seaports, airports and road networks capable of meeting the needs of businesses in the 21st century. There is an effort to upgrade the rail network to make it easy to get to the ports from inland. Telecommunication facilities in Ghana are excellent with more private service providers offering telephone, internet and other telecommunication services. Basic utilities such as water and electricity are readily available at relatively affordable rates.

6. **Excellent Labour Force**

There is a large human resource base of both skilled and unskilled labour which can be sourced at relatively low rates. The minimum wage in Ghana is GH¢3.11 Ghana cedis (approximately US$2.22) per day as of February 2010.

7. **Access to International Markets**

Ghana has easy access to the USA and European Union Markets. The flight time to almost all European Union countries is about 6 hours and 9 hours to the USA.

---

8. **Availability of Fund Sources**

Ghana has a large number of fast developing financial institutions available to raise long-term capital at competitive rates. These institutions include banks, insurance and venture capital companies and a stock exchange market (Ghana Stock Exchange).

9. **High Safety Standard**

There are high standards of health and safety measures in the country.

10. **Warm and Friendly People**

Ghana is internationally acclaimed for her hospitality to her investors and foreigners as a whole.

11. **High Quality of Life**

The quality of life of Ghanaians is fairly high.

12. **Availability of Land**

Ghana has a wide expanse of land that can be acquired with little difficulty through appropriate agencies and owners.

---

Please note that this leaflet is an abbreviated version of the "Sector Profile" for this industry. The full-length version is available - as are all application forms - on our website www.gipcghana.com.

We look forward to discussing Ghana's potential with you.
# Institutions that play key roles in the establishment and running of business in Ghana

<table>
<thead>
<tr>
<th>No.</th>
<th>State Institution</th>
<th>Logo</th>
<th>Address</th>
<th>Telephone</th>
<th>Facsimile</th>
<th>Website/Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bank of Ghana (BoG)</td>
<td><img src="image" alt="BoG Logo" /></td>
<td>The Governor P.O. Box GP 2674 Accra</td>
<td>+233(30)2 661174-8 661361-5 666902-8 666921-5</td>
<td>+233(30)2 662996</td>
<td><a href="http://www.bog.gov.gh">www.bog.gov.gh</a> <a href="mailto:bogsecretariat@bog.gov.gh">bogsecretariat@bog.gov.gh</a></td>
</tr>
<tr>
<td>2</td>
<td>Registrar General's Department (RGGD)</td>
<td><img src="image" alt="RGGD Logo" /></td>
<td>P.O. Box 118 Accra</td>
<td>+233(30)2 664991-3</td>
<td>+233(30)2 668081 666849</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Customs Excise and Preventive Service (CEPS)</td>
<td><img src="image" alt="CEPS Logo" /></td>
<td>The Commissioner P.O. Box 68 Accra</td>
<td>+233(30)2 6685319 666841</td>
<td></td>
<td><a href="http://www.gocegcustoms.gov.gh">www.gocegcustoms.gov.gh</a> <a href="mailto:gnc@gocegcustoms.gov.gh">gnc@gocegcustoms.gov.gh</a></td>
</tr>
<tr>
<td>4</td>
<td>Ghana Immigration Service (GIS)</td>
<td><img src="image" alt="GIS Logo" /></td>
<td>The Director Private Mail Bag Accra</td>
<td>+233(30)2 256256 224485 221667 674125 213401</td>
<td>+233(30)2 256249</td>
<td><a href="http://www.ghanaimmigration.org">www.ghanaimmigration.org</a> director@my移民.com</td>
</tr>
<tr>
<td>5</td>
<td>Internal Revenue Service (IRS)</td>
<td><img src="image" alt="IRS Logo" /></td>
<td>The Commissioner P.O. Box 2202, Accra</td>
<td>+233(30)2 675071 -10 665833</td>
<td>+233(30)2 664938</td>
<td><a href="http://www.irs.gov.gh">www.irs.gov.gh</a> <a href="mailto:info@irs.gov.gh">info@irs.gov.gh</a> <a href="mailto:commission@irs.gov.gh">commission@irs.gov.gh</a></td>
</tr>
<tr>
<td>6</td>
<td>Value Added Tax (VAT) Service</td>
<td><img src="image" alt="VAT Logo" /></td>
<td>The Commissioner P.O. Box 17177 Accra</td>
<td>+233(30)2 661525-6 2610030</td>
<td>+233(30)2 674106</td>
<td><a href="http://www.vats.gov.gh">www.vats.gov.gh</a> <a href="mailto:info@vats.gov.gh">info@vats.gov.gh</a></td>
</tr>
<tr>
<td>7</td>
<td>Environmental Protection Agency (EPA)</td>
<td><img src="image" alt="EPA Logo" /></td>
<td>The Executive Director P.O. Box M 326 Accra</td>
<td>+233(30)2 664697/8</td>
<td>+233(30)2 662690</td>
<td><a href="http://www.epaghana.org">www.epaghana.org</a></td>
</tr>
</tbody>
</table>

8. Ghana Free Zones Board

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<tr>
<th>No.</th>
<th>State Institution</th>
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<th>Telephone</th>
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<tbody>
<tr>
<td>8</td>
<td>The Executive Secretary P.O. Box M 626 Accra, Ghana</td>
<td><img src="image" alt="GFZB Logo" /></td>
<td></td>
<td>+233(30)2 765393 765307 765038</td>
<td>+233(30)2 2174534</td>
<td><a href="http://www.gfz.com.gh">www.gfz.com.gh</a> <a href="mailto:info@gfz.com.gh">info@gfz.com.gh</a></td>
</tr>
</tbody>
</table>

9. Ghana Export Promotion Council

<table>
<thead>
<tr>
<th>No.</th>
<th>State Institution</th>
<th>Logo</th>
<th>Address</th>
<th>Telephone</th>
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<tr>
<td>9</td>
<td>The Chief Executive P.O. Box M 146 Ministries Accra</td>
<td><img src="image" alt="GEPC Logo" /></td>
<td></td>
<td>+233(30)2 680899 685453</td>
<td></td>
<td><a href="http://www.gepcoghana.com">www.gepcoghana.com</a> <a href="mailto:info@gepcoghana.com">info@gepcoghana.com</a></td>
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10. Minerals Commission

<table>
<thead>
<tr>
<th>No.</th>
<th>State Institution</th>
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<tr>
<td>10</td>
<td>The Chief Executive P.O. Box M 248 Accra, Ghana</td>
<td><img src="image" alt="MC Logo" /></td>
<td></td>
<td>+233(30)2 771319 / 779053 / 779783</td>
<td></td>
<td><a href="http://www.mocmining.org">www.mocmining.org</a> <a href="mailto:Mincom@mc.ghanamin.org">Mincom@mc.ghanamin.org</a></td>
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11. Ghana Tourist Board

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<tr>
<th>No.</th>
<th>State Institution</th>
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<tr>
<td>11</td>
<td>The Minister P.O. Box M 424 Accra</td>
<td><img src="image" alt="GTB Logo" /></td>
<td></td>
<td>+233(30)2 668201 668201 668207 668208</td>
<td></td>
<td><a href="http://www.tourismghana.com">www.tourismghana.com</a></td>
</tr>
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12. Ministry of Communications

<table>
<thead>
<tr>
<th>No.</th>
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<tr>
<td>12</td>
<td>The Executive Director P.O. Box M 424 Accra</td>
<td><img src="image" alt="MOC Logo" /></td>
<td></td>
<td>+233(30)2 665626 665661</td>
<td></td>
<td><a href="http://www.moc.gov.gh">www.moc.gov.gh</a> <a href="mailto:moc@ghana.gov.gh">moc@ghana.gov.gh</a></td>
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13. Ghana Standards Board

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<tr>
<th>No.</th>
<th>State Institution</th>
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<th>Website/Email</th>
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<tbody>
<tr>
<td>13</td>
<td>The Director General P.O. Box 1568 Cantonments, Accra</td>
<td><img src="image" alt="GSB Logo" /></td>
<td></td>
<td>+233(30)2 776911 777101</td>
<td></td>
<td><a href="http://www.glassandstandards.org">www.glassandstandards.org</a> <a href="mailto:gsb@glassandstandards.org">gsb@glassandstandards.org</a> <a href="mailto:glass@glassandstandards.org">glass@glassandstandards.org</a></td>
</tr>
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14. National Communications Authority

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<tr>
<th>No.</th>
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<tbody>
<tr>
<td>14</td>
<td>The Director General P.O. Box AN 624 Accra North</td>
<td><img src="image" alt="NCA Logo" /></td>
<td></td>
<td>+233(30)2 777973 779023/4</td>
<td></td>
<td><a href="http://www.ncac.org.gh">www.ncac.org.gh</a> <a href="mailto:ncac@ncac.org.gh">ncac@ncac.org.gh</a></td>
</tr>
</tbody>
</table>

15. Association of Ghana Industries

<table>
<thead>
<tr>
<th>No.</th>
<th>State Institution</th>
<th>Logo</th>
<th>Address</th>
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<th>Website/Email</th>
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<tr>
<td>15</td>
<td>The Executive Director P.O. Box AN 624 Accra North</td>
<td><img src="image" alt="AGI Logo" /></td>
<td></td>
<td>+233(30)2 777973 779023/4</td>
<td></td>
<td><a href="http://www.agi.org.gh">www.agi.org.gh</a> <a href="mailto:agi@angi.org.gh">agi@angi.org.gh</a></td>
</tr>
</tbody>
</table>
Adverts

Databank
Leadership

Celebrating 20 years of African Entrepreneurship

GIPC

SECTOR PROFILE

FOOD PROCESSING

SWISSCHAM AFRICA GHANA NEWS - MAY 2011
**SECTOR OVERVIEW**

The food processing industry plays a major role in Ghana’s economy. Major food crops in Ghana generally consist of cereals and starchy foods. Cereals include maize, rice, millet, guinea corn and sorghum, while starchy crops include cassava, yam, cocoyam (taro) and plantain. Currently, food processing in Ghana is done by medium scale enterprises.

Over the years, the Government of Ghana has implemented policies that add value to Ghana’s raw agricultural products (e.g. cocoa, cotton, oil palm, etc.). In recent times, intensive efforts have been made by government to process some of these products; for example, the volume of cocoa beans processed locally has doubled in the last decade.

In addition, there is the establishment of a special initiative for oil palm and cassava processing. The purpose is to expand and add value to non-traditional exports and to diversify the economy, create employment and improve local livelihoods.

*The main processed food products are from:*  
- Cocoa  
- Maize  
- Rice  
- Oil palm  
- Groundnut  
- Cassava  
- Soybean  
- Nuts

**THE MARKET**

Generally, exports of processed and prepared foods have seen major growth in the last two years. Total exports of prepared foods (excluding processed cocoa products and processed tubers/cereals) amounted to **US$5,379,641.10 in 2009**. The export figure represented a significant increase over the export figure recorded in the previous year. Total exports of prepared foods (excluding processed cocoa products and processed tubers/cereals) amounted to **US$1,807,693.02 in 2008.**
INVESTMENT OPPORTUNITIES

Production
Investment opportunities exist for producers and processing companies in the following areas:

- Companies to process maize, yams, cassava, oil palm, citrus, mango, cashew, coconut, cowpea and traditional vegetables e.g. tomatoes, pepper
- Production of value-added cocoa and coffee products
- Production of improved seeds and agro-chemicals (fertilizers, pesticides, weedicides)
- Processing of dairy products
- Production of inputs such as fertilizers, pesticides, and fungicides

Raw Materials
- Processors and manufacturers to supply packaging materials
- Producers to supply planting materials
- Production of horticultural products for processing (e.g. maize, yams, cassava, oil palm, citrus, mango, cashew, coconut, cowpea and traditional vegetables e.g. tomatoes, pepper etc.) for national, regional and European Union (E.U) markets
- Development of private irrigation facilities

Technological and Supporting Services
- Processing machine manufacturers to supply cold chain equipment
- Companies to provide installation of cold chain equipment
- Companies to train manufacturers in packaging and packaging technology
- Companies to train producers in the use of food processing technology
- Machine manufacturers to establish hatcheries for day-old chicks
- Processing machine manufacturers to supply processing plants
- Suppliers and financiers of factory building technology

Marketing and Distribution
- Companies to provide post-production services (transport, packaging, cold vans)
- Companies to provide distribution of improved seeds, planting materials and agro-chemicals (fertilizers, pesticides, weedicides)
- Companies to market processed foods in international markets

FRUIT PROCESSING AT BLUE SKIES GHANA
ELESCA ENGINEERING LIMITED

EXECUTIVE SUMMARY OF COMPANY BACKGROUND, CURRENT POSITION AND ACTIVITIES - MARCH 2011

• Elesca Engineering Limited (“The Company”) started business on January 1, 1998, acquiring the existing Schindler exclusive franchise for Ghana, and its assets and liabilities from UTC International Limited of Switzerland.

• The company’s Certificate of Incorporation - No. 77484 is dated November 25, 1997 and its Certificate to Commence Business is dated November 27, 1997.

• The company’s shareholders are DCB Limited and Aeolian Investments Limited registered in Jersey, Channel Islands, holding 80% of the shares and Schindler Management Limited, registered in Switzerland, holding 20%.

• The company’s directors are D. K. Hampton and S. E. Jonas, the company’s independent auditors are Yoscon, Chartered Accountants, and its principal bankers are Ecobank, Barclays Bank of Ghana Limited, Unibank and Ghana Commercial Bank.

• The company’s business activities are focused on the planning, installation and servicing of mobility solutions in accordance with specific client requirements. The company sells and services the following products: elevators, escalators, dumbwaiters and electrical power stabilizers.

• The company’s principal business relationships are as follows:
  - Schindler Group, corporate offices, Ebikon, Switzerland, African regional centre - Johannesburg, South Africa, exclusive distributor in Ghana and Liberia, authority to operate in Togo and Burkina Faso, supply of mobility products.
  - M.P. Ascensores, corporate offices, Seville, Spain, custom made mobility products, distributor for Ghana and Liberia.
  - B.K.G., corporate offices, Paderborn, Germany, leading manufacturer of dumbwaiters, distributor for Ghana and Liberia.
  - Statron, corporate offices Maegenwil, Switzerland, manufacturer of electronic power equipment, distributor for Ghana
  - Nu-line corporate offices, Cape Town, South Africa, custom made mobility products, distributor for Ghana.

• The company has an installed client base to date of some 190 elevators and escalators.

• The company’s principal clients include -
  - SSNIT, various commercial facilities
  - Komfo Anokye Hospital
  - KNUST - Kumasi
  - Ghana Education Trust Fund
  - Bank of Ghana
  - Ghana Ports and Harbours Authority.
  - Ghana Commercial Bank
  - Volta River Authority

Company Headcount -
- Managing Director
- Technical Manager
- Technical Staff
- Administrative Staff

Total 27

D. K. Hampton
April 1, 2011.

Correspondence Address:
Off Sunnai Machel Lane
Corner of Afram Lane & Offin Street
Asylum Down
Accra.

Tel. Nos.: 030 2 257183, 030 2 226856
Fax No.: 030 2 224669
E-Mail: elesculps@gmail.com
BM Launch - 13/12/10

Talented and budding fashion designer Brigitte Merki-Ibrahim recently launched her Brigitte Merki (BM) label at a well attended all-white themed fashion show at the Accra Polo Club..... Read More on www.brigittemerki.com

BM BRIGITTE MERKI will be part of the GERMAN SWISS INTERNATIONAL SCHOOL ACCRA Charity Fashion Show, on Saturday 21st May 2011 – Don`t miss it! (see page 04)
COMPANY DATA
Policy Construct & Services Limited (PCSL) is a wholly-owned Ghanaian business entity incorporated as number CA-52,570 in November, 2008 at Accra, Ghana under the Companies Code, 1963 (ACT 179) with the following articles of incorporations;

Property Consultancy
Civil Engineering
Interior Decoration
Building Contractors, &
Business Brokerage

DIRECTORS
Samuel Anomah Kwao
Alexander Nortey
James Kwao

OFFICE ADDRESS
No. 9, Samora Machel Road, Asylum Down,
Opposite Beverly Hills Hotel,
Adjacent to Amalbank Head Office,
Accra, Ghana. Tel: +233 24 3229012/20 524 9496
Email: policyinvesmentgh@yahoo.com
P. O. Box 455, Larterbiokoshie,
Accra, Ghana.

TRADE REFERENCES
Attached are trade references made up of copies of previous contract documents, certificates of payments, appointment and services awards covering works executed and commissioned as follows;

•MINISTRY OF EDUCATION, SCIENCE & SPORTS: Construction of District Education Office at Dodowa New Town in Dangme West District, Lot 06. Greater Accra Region.
•GHANA COCOA BOARD: Rehabilitation of UR4 Block of Flats, North Kaneshie, Accra, Lot 1
•ACCRA METROPOLITAN ASSEMBLY: Award Letter for Accra Sewerage Improvement Project. An African Development Bank project administered by the Ghana Ministry of Finance & Economic Planning.
•VAT SERVICE: Appointment as Consultants for Securing and Acquiring Alternative Accommodation to be used as the Service’s National Head Office.
•VAT SERVICES: Award of Contract for the Furnishing of Premises for VSC in Kumasi.
•COCOA MARKETING BOARD: Rehabilitation of UR4 Block of Flat

REGISTERED MEMBER: GHANA CHAMBER OF COMMERCE & INDUSTRY
REGISTERED PAID-UP MEMBER: SWISS CHAMBER OF COMMERCE

OPERATIONS OUTLOOK FOR 2011
A programme of projected business development for the year 2011, is being processed for additional presentation to this profile.
THE COMPANY
A.A Minerals Limited was established as a private company limited with shares on the 30th December 2009 at Registrar Generals Department under the Company’s Code 1963, Act (179) with the mandate to undertake the following activities:
- Small scale mining
- Dealer in Gold and Diamonds
- Exporter of Gold and Diamonds
- Dealer in mining equipment and supplies
- Mining consultancy
- Supplies of mining services

The company was certified to commence business on 31st December, 2009. The company was registered with 10,000 ordinary shares of no par value with stated capital of GH¢10,000.00. We are licensed by the MINERALS COMMISSION of GHANA to export gold to refineries around the world. The registered office of the business is house number E251/9, Ninth Estate road Kanda, Accra. A.A. MINERALS operates from 1st floor Tabuah House, ninth estate road Kanda Accra.

BRANCHES: Tarkwa and AGENCIES: Bolga, Wa, Kumasi

MISSION
The company’s mission is to excel and be the first point of call in all of its operational areas.

VISION
To effectively provide support services to small scale miners across the country to enable them deliver quality products on time and in the right quantities. This vision is supported by a well trained, disciplined and experienced staff.

DIRECTORS
Ama Karikari and Kwadwo Adu

MANAGEMENT TEAM/STAFF
- Kwaku Effah Asuahene - Chief Executive Officer (CEO). BSc(Accounts), MBA (Finance)
- Oheneba Quartsin - Metallurgist BSc(HONS) Metallurgical Engineering
- Benjamin Addo Mantey - (Accountant) ICA(GH)
- Oscar Kwesi Moore - Head Exports- HND Mechanical Engineering/Dip Marketing CIM-UK
- Kwamina Afful - Head Operations (Trained Security Officer)
- Florence Emefa Abotsi - Administration/ Finance Officer Bsc Admin (HRM)

COMPANY SECRETARY
Alex Osei-Wusu
Messrs Akuffo Addo Prempeh chambers
Contact: +233 20 8246641

COMPANY SOLICITORS
Messrs Akuffo Addo & Prempeh

METAL ACCOUNTS
- A.G Kiymetli Metaller A.S Istanbul, Turkey
- Metalor Refinery Switzerland
- Kaloti Jewellery Refinery United Arab Emirates

TRADE REFERENCES
- Precious Minerals Marketing Company Limited Accra-Ghana
- Gold Link Gold Limited, Accra-Ghana
- A.G Kiymetli Metaller A.S Istanbul Turkey
- Altrom Limited S.A Switzerland
- Metalor Refinery Switzerland
- Emirates Airlines Accra Ghana
- KLM Airlines Accra Ghana

GOVERNMENT AGENCY FOR REFERENCES
- Minerals Commission
- Customs, Excise and Preventive Services (CEPS)
- Bank of Ghana (Exports Division)
- Ghana Civil Aviation
- We are a founding member of the ASSOCIATION OF GOLD EXPORTERS OF GHANA (AGEG)

CONTACT:
Oscar Kwesi Moore
Exports Officer
Tel: +23326-4671-644
office: +23327 7808-144
email: kwesimoore@aaminerals.com
Our New Members!

Your Membership Certificate will be given to you on our next meeting, 11th May 2011

1. Himstedt Investment Services, CH (March event sponsors) *
2. Fiesta Royale Hotel, Accra (March event sponsors) *
3. Policy Construct & Services Ltd, Accra (May event sponsors) **
4. Gateway Services Ltd (GSL) Accra *
5. MANGEL KLICKS LTD, Accra-Kumasi-Takoradi
6. BARRY & CALLEBAUT, Tema
7. MOONIC LIMITED Accra *
8. SGS Ghana & West & Central Africa Region, Accra *
9. Wire Weaving Industries (Ghana) Ltd. Accra
10. NEWREST FIRST CATERING Ltd. Accra
11. BM BRIGITTE MERKI, FASHION, Accra **
12. MS-MANAGEMENT & CONSULTANCY LTD. Tema
13. YOUR HOME INTERIOR, Tema
14. ENJOY ACCRA-TEMA-KUMASI-TAKORADI-CAPE COST
15. GLOVER YAYRA LTD Suhum **
16. ELESCA ENGINEERING LTD. Accra **
17. MSCA GHANA LIMITED Tema-Takoradi-Kumasi
18. Mayfair Enterprise Ltd, Accra
19. DUCAT International West Africa Ltd. Accra
20. GCNet, Accra
21. E.N.O.A. Ltd. Accra
22. Novak Ltd. Accra
23. B.G.Builders Construction Ltd. Accra
24. Collection Africa Ltd. Accra
25. Orakame Ltd. Accra
26. Advantage Group Ltd. Accra
27. Nestle Ghana Ltd. Accra-Tema
28. PANALPINA (Ghana) Ltd. Tema
29. LIEBHERR Ghana Ltd. Accra
30. KRON Finance & Investment Limited, Accra
31. A. A. MINERALS LIMITED **

Note: Company Profile Published: *APRIL **MAY
Our 21st June event!

PROGRAMME

Purpose: Business Cocktail
Date: Tuesday 21st June 2011
Location: Golden Tulip Hotel Accra
Time: 6 – 9 pm CH-Prompt
Topic: Swiss - Ghanaian Banking Business

• Refreshments & Welcome address by the President of the SWISSCHAM AFRICA GHANA Mr. Nortry Omaboe 6 – 6.15 pm.

• New Membership Certificate Awards 6.15 till 6.30 pm

• **SWISS BANKING - IS IT STILL A SECREED BANKING?** By Mr. Andreas Himsteadt, CEO of HIMSTEAD INVESTMENT SERVICES Gmbh, Zurich, Switzerland and Member of the SWISSCHAM AFRICA GHANA 6.30 till 6.45 pm

• O & A from the Audiences 6.45 till 7.00 pm

• **GHANIAN BANKING – HOW EFFICIENT IS IT?** By the Governor, Bank Of Ghana 7.00 till 7.15 pm

• Q & A from the Audiences 7.15 till 7.30 pm

• **INNOVATIVE & COMPETITIVE BANKING – FOR A PROSPEROUS DEVELOPMENT IN GHANA** By Ambassador Afery Donkor 7.30 till 7.45 pm

• Q & A from the Audiences 7.45 till 8.00 pm

• **ADDRESS** by Hon. Dr. Kwabena Duffuor, Minister of Finance and Economic Planning 8.00 till 8.30 pm

• Questions – Discussion- Cocktail 8.30 till 9 pm

Your Moderator: is: Mr. Kurt Merki, Snr. CEO of the SWISSCHAM AFRICA GHANA

**Note:** Programme is subject to change!
What`s New @ The Swiss Embassy Economic Desk?

<table>
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<tr>
<th>Swiss Embassy: Political Mandate</th>
<th>SwissCham: Commercial Mandate</th>
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<tbody>
<tr>
<td>1. Is the official representation of the Swiss Government in Ghana for bilateral relations.</td>
<td>1. Is a membership association of Swiss / European businesses in Ghana as well as Ghanaian businesses interested or having businesses in Switzerland / Europe. The membership attracts an annual membership fee (1’000 USD for international members with its HQ outside Ghana, 500 USD for local members resident in Ghana).</td>
</tr>
<tr>
<td>3. Assists Swiss investors to find information about doing business in Ghana.</td>
<td>3. Provides a Forum for Networking, training, advisory services and information exchange for members.</td>
</tr>
<tr>
<td>4. Provides or facilitates consultancy services together with OSEC at a fee (up to one hour free of charge. Subsequent hours attract CHF 120).</td>
<td>4. Collaborates with other Chambers of Commerce.</td>
</tr>
<tr>
<td>5. Partners with government of Ghana institutions to create business opportunities for Swiss investors.</td>
<td>5. Organizes or facilitates trade missions between Ghana and Switzerland.</td>
</tr>
</tbody>
</table>

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The idea of the **Think-Thank Meeting** is to find out the problems businesses are facing in both countries Ghana & Switzerland and of how the **SWISSCHAM AFRICA GHANA** can help to overcome them, by having a dialog between the respective Governments and the Private Sector.

**The CEO will continue to contact members during MAY on individual bases!**

**Note:** If you have a urgent request call: 020 809 2500
or mail to: papimerki@yahoo.com
Thank you for your attention!

Kurt Merki, Snr.

Your contributions or comments on our News Letter, or any other issues, are very much appreciated and welcomed!

Mail it to: papimerki@yahoo.com

Note:

To advertise or to publish your company profile contact: (for Members till 31.12.2011 free)

e-mail: papimerki@yahoo.com