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Health and Life Sciences

POSITION PAPER

Emerging Priorities for Healthcare Sector Growth and UK-Ghana Collaboration

June 2026

- The UK-Ghana Chamber of Commerce convened the inaugural Health & Life Sciences Sector Meeting on 25 June 2026 to gather private sector feedback and begin shaping a practical advocacy agenda for the sector. The discussion brought together Ghanaian healthcare operators, UK health companies, digital health providers, pharmaceutical stakeholders, training providers and trade facilitation actors.
- The meeting confirmed strong interest in deeper UK-Ghana collaboration across diagnostics, pharmaceuticals, preventive healthcare, digital health, insurance, training and market access. It also identified structural barriers that affect healthcare investment, innovation and service delivery in Ghana.
- This position paper consolidates the issues raised and proposes initial priority areas for further UKGCC engagement with government, regulators and development partners.

  - Healthcare demand in Ghana continues to grow, with rising patient expectations and increased demand for quality diagnostics, treatment, insurance and preventive healthcare.
  - UK companies have shown increasing interest in Ghana as a market for health technology, clinical engineering training, digital health services and healthcare partnerships.
  - Ghanaian operators are seeking stronger regulatory clarity, lower investment barriers and better access to credible international partnerships.
  - The sector has a direct link to productivity, public health, private sector development and Ghana's attractiveness as a destination for health sector investment.

No.	Priority Area	Issue Identified	Proposed UKGCC Position
1.	Regulatory modernisation	Current licensing structures do not always accommodate preventive healthcare, wellness clinics, telemedicine and emerging digital health models.	UKGCC should support engagement with regulators to encourage frameworks that recognise new healthcare delivery models while protecting patient safety and service quality.
2.	Medical equipment taxation	Import duties, VAT and unrecoverable tax costs on medical equipment increase the cost of healthcare investment and service delivery.	UKGCC should advocate for a review of fiscal measures affecting essential medical equipment and healthcare inputs, with attention to affordability, investment and access.
3.	Digital health interoperability	Hospitals, clinics, insurers, pharmacies and diagnostics providers use disconnected systems, limiting continuity of care and operational efficiency.	UKGCC should support dialogue on interoperability standards, health data governance and appropriate regulation of healthcare technology systems.
4.	Market access and partner identification	UK healthcare companies entering Ghana often struggle to identify credible partners and understand the regulatory and commercial environment.	UKGCC is able to facilitate market intelligence, curated introductions, trade services and sector-specific market access support.
5.	Skills transfer and workforce development	Sector growth requires technical capacity across biomedical engineering, diagnostics, digital health and service delivery.	UKGCC should support UK-Ghana training partnerships and collaborate with DBT and relevant stakeholders to reduce friction around genuine business and training travel.

Theme	Industry Feedback
Regulation needs to keep pace with innovation	Wellness, preventive health and telemedicine models do not fit neatly into existing licensing categories, creating uncertainty for compliant operators and potentially discouraging new entrants.
Tax structures affect healthcare access	Medical equipment import costs and VAT treatment directly affect healthcare providers and may increase the cost of accessing quality care for patients.
Health technology needs sector-specific policy attention	Health technology cannot be treated only as a generic technology issue. The healthcare context requires attention to patient data, continuity of care, interoperability and quality standards.
UK market-entry support needs to be practical	UK companies require support that goes beyond general introductions and helps them assess partner credibility, regulatory requirements and market realities.
Skills partnerships are commercially valuable but administratively difficult	UK-Ghana training partnerships can create real value, but business travel and visa processes can create delays or uncertainty for participating companies.

Stakeholder/Institution	Area of Interest / Responsibility	Suggested Action / Recommendation
HEFRA	Licensing of wellness, preventive healthcare and emerging care models.	Engage industry on licensing gaps and consider clearer recognition of emerging healthcare service categories.
Ministry of Health	Sector policy, healthcare innovation, telemedicine and system coordination.	Support policy dialogue on private sector participation, digital health and emerging care models.
Ghana Revenue Authority / Ministry of Finance	Import duties, VAT and tax treatment of medical equipment and inputs.	Review fiscal measures affecting essential healthcare investments and consider mechanisms that improve affordability and investment incentives.
National Health Insurance Authority (NHIA)	Reimbursement structures and private sector engagement.	Engage providers on reimbursement challenges and the sustainability of quality healthcare delivery.
National Information Technology Agency (NITA) and relevant digital authorities	Digital health standards, interoperability and data systems.	Support development of clear interoperability and data governance standards for health technology systems.
UK Department for Business and Trade	Trade promotion, UK market entry, skills transfer and business travel support.	Continue collaboration on trade missions, webinars, matchmaking and support mechanisms for genuine commercial opportunities.

Existing Sector Support (DBT/UKGCC)

- Sector-specific trade missions and roadshows focused on diagnostics, biomedical engineering, health technology and preventive healthcare.
- Curated B2B matchmaking between UK health companies and credible Ghanaian partners.
- Training partnerships in clinical engineering, biomedical equipment maintenance and digital health implementation.
- Policy roundtables with regulators on healthcare innovation, interoperability and licensing reform.
- Market-entry support for UK SMEs that require more hands-on guidance than government-only channels can provide.

- The inaugural Health & Life Sciences Sector Meeting confirmed that the sector has strong potential for growth, investment and UK-Ghana collaboration. It also highlighted that progress will require coordinated engagement on regulation, taxation, digital health, market access and skills development.
- UKGCC is well placed to convene this work through its sector committee structure, member network, trade services and advocacy platform. The priority issues identified in this paper should form the basis of the committee's initial advocacy agenda and guide future engagement with regulators, policymakers and private sector stakeholders.



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