



**UKGCC**  
UK - GHANA CHAMBER *of* COMMERCE

# **The Role of the UK-Ghana Chamber of Commerce in Facilitating Bilateral Trade**

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**Presentation at the Real Estate Professionals Seminar -  
Royal Institution of Chartered Surveyors (RICS), Ghana.**

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July 2025

Creating **networks**, connecting **businesses**

# About the UK – Ghana Chamber of Commerce

- The UKGCC is backed by the British and Ghanaian Governments through the **British High Commission in Accra, the British Chambers of Commerce in the UK and the Ministry of Trade & Industry in Ghana.**
- Established in 2016 to promote trade between the UK and Ghana.
- It is the leading private sector organisation proffering trade and commerce support for UK and Ghana businesses.
- The UKGCC approach our mandate through **Networking, Advocacy and Trade Services.**
- Over 100 member companies across sectors including real estate, construction, finance, healthcare, and energy
- The UKGCC is a two-time **British Chambers of Commerce (BCC) International Chamber of the Year finalist**, and **2023 BCC International Chamber of the Year.**



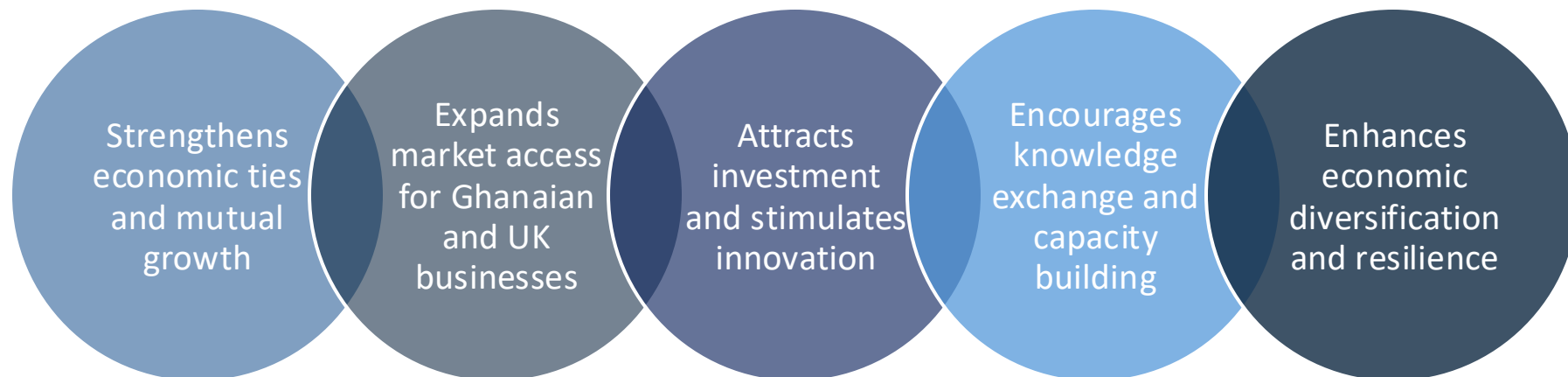
# Introduction to UK-Ghana Trade Relations



## Ghana–UK Trade Relations (Snapshot)

- The UK is one of Ghana's top 10 trading partners.
- As of 2023, total trade in goods and services between the UK and Ghana was valued at approximately £1.5 billion.
- UK exports to Ghana include machinery, pharmaceuticals, and services.
- Ghana's exports to the UK include cocoa, fruits, vegetables, and precious metals.
- The UK-Ghana Interim Trade Partnership Agreement (TPA), in effect since January 2021, ensures tariff-free and quota-free access for Ghanaian exports to the UK market.

## Importance of promoting bilateral trade





# Overview of key strategies for promoting bilateral trade between two countries



**Negotiate and Implement Trade Agreements**

Free Trade Agreements (FTAs) and reduction of tariffs and quotas



**Reduce Trade Barriers - Tariffs and Non-Tariff Barriers**

Lowering import taxes and simplifying licensing and customs

Harmonization of Standards: Aligning technical regulations and easing compliance for exporters



**Enhance Infrastructure - Transportation Infrastructure**

Investment in ports, railways, roads, and airports

Digital Infrastructure to support e-commerce and reducing barriers in the digital economy



**Foster Cooperation**

Encouraging innovation and trade | Information Sharing: Market access and regulatory clarity | Business Missions & Delegations: Exploring new markets and partnerships



**Improve Competitiveness/Domestic Enabling Environment**

Streamlined regulations, better Fiscal policies

**Productivity and Innovation:**  
R&D and skills development

**Access to Finance:**  
Export credit and support for SMEs

Country Branding



**Focus on Specific Sectors/Priority Sectors**

Targeted support for high-potential industries | Environmental Goods and Services: Green trade and climate-conscious agreements



# UKGCC What Role Does The UKGCC Play In All Of This?

## Advocacy and Policy Engagement

- Engages government agencies and stakeholders to improve the business environment
- Provides evidence-based policy recommendations through position papers and sector consultations

## Trade Facilitation and Business Support

- Offers market entry advisory services and trade missions for UK and Ghanaian companies
- Supports SMEs with capacity building for international trade

## Knowledge Sharing

- Publishes trade reports and surveys (e.g., Business Environment and Competitiveness Survey)
- Delivers practical guidance to businesses on navigating trade and regulatory landscapes

## Investment Promotion and Networking

- Organizes roundtables, forums, and B2B events to attract foreign investment
- Facilitates partnerships between UK and Ghanaian businesses

## Sector Committees and Collaboration

- Leads sector-specific working groups (e.g., agribusiness, financial services, healthcare) to identify challenges and promote opportunities

# Areas of Potential Collaboration with RICS in Ghana



## Trade Missions & Sector Engagement

- UKGCC has successfully led and supported trade missions, including participation in UK Construction Week 2024 and the Ghana Build & Construction Roadshow.
- There is strong potential to scale up these missions—facilitating site tours, collaborative business opportunities, and access to financing for players in the construction and built environment sector.

## Access to Land: A Game Changer for Business Competitiveness

- Access to land remains a recurring challenge highlighted in UKGCC's Business Environment and Competitiveness Survey.

## Collaborative solutions with RICS can:

- Help mitigate risks related to land tenure, disputes, and environmental impact
- Streamline acquisition and development processes
- Improve investor confidence through transparency and predictability
- Support sustainable, community-inclusive land management
- Foster stronger alignment between the private sector, government, and local communities

## STRATEGIC PARTNERS

The British High Commission in Accra

Ghana High Commission, UK

The British Chambers of Commerce Global Network

European Chamber of Commerce in Ghana (EuroCham Ghana)

Africa Scotland Business Network

Association of Ghana Industries (AGI)

Ghana Venture Capital and Private Equity Association

Construct Africa

Graphic Communications Group LTD.

Multimedia Group LTD.



British  
High Commission  
Accra



**EUROCHAM**  
European Chamber of Commerce in Ghana



**AFRICA SCOTLAND  
BUSINESS NETWORK**



**AGI**  
Association of  
Ghana Industries



**Ghana Venture Capital  
AND PRIVATE EQUITY ASSOCIATION**



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# THANK YOU

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