

Lindsey Gilbert-Crouch, host of the latest in a series of business webinars organised by the Department of International Trade (DIT) Ghana in partnership with the UKGCC, has remarked that now is a great time for UK investors to consider doing business in Ghana, a situation bolstered by the bilateral trade agreement recently signed between the two countries.

According to Lindsey, the DIT Ghana team works to ensure access to trade opportunities by focusing on priority sectors for Ghana. These include infrastructure, financial and professional services, the green economy, education, digital, defence and security, agritech, and energy. The DIT supports inward investment and is actively looking at how to support Ghana's aims to improve the business environment to improve market access.

Speaking at the webinar, "Ghana Infrastructure: Navigating the Landscape", aimed at businesses with an interest in UK- Ghana trade and investment, Solomon Asamoah, CEO of the Ghana Infrastructure Investment Fund (GIIF), said the government's creation of a risk capital investment vehicle to attract private capital for infrastructure underscores its readiness to engage with potential investors to raise the country's infrastructure profile, and impact its people's quality of life.

He identified Power, Transportation, Agribusiness and Tourism as some of the areas available for investment and urged investors to partner projects.

"We anticipate that in a year or so, there's going to be significant opportunities in renewable power generation projects in Ghana: solar and wind and we anticipate that GIIF will play a major role in that..."

Kofi Andah, Country Director of Crown Agents Ghana, for his part, presented an overview of the Value For Money audits his outfit undertakes to save the Government of Ghana (GoG) money on infrastructure projects, and ensure a fair outcome for investors.

During the audit process, Kofi stated that,

"We look at the qualifications of the contractor or the supplier, secondly, the form and conditions of the contract, we look at the commercial terms of the contract, and then we look at the technical considerations, and finally we do a price analysis".

With 2021 having been dubbed the second year of roads by the government, the webinar also hosted Phil Atkinson, Managing Director of BHM Construction UK, the contractors responsible for the construction of a highway in Ghana.

Phil shared insights and challenges in their experience in Ghana and said potential investors should expect a significant time lapse from the submission of tenders to the signing and commencement of their project. He, however, commended the GoG for how quick the process was, compared to the UK and other African countries.

Peter Courtney, Deputy Country Director-DIT Ghana, moderated the session.

[Get Solomon Asamoah's presentation slides](#)

[Get Kofi Andah's presentation slides](#)

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