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

Approved By: Mariano Beillard, Regional Agricultural Counselor

Report Highlights:

In calendar year 2025 (January- September) Ghana's imports of food processing ingredients climbed to an estimated $1.27 billion, up by 2.5 percent compared to 2024's total imports of $1.24 billion. The Ghanaian food processing industry is growing driven by population growth and shifting consumer lifestyles. Recently the Ghanian government rolled out new policies and initiatives to boost local production and value addition to Ghana's raw agricultural products. Ghana's food processing sector fuels imports; local production cannot keep pace with demand for convenience and ready-to-eat foods. as the sector is unable to meet local consumer demands.

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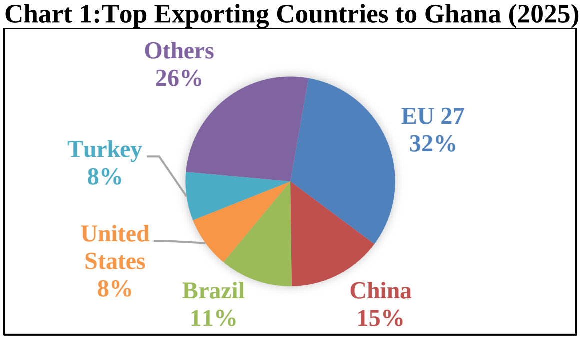
FAS Food Processing Ingredients Report

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) growth came in at 5.8 percent. By 2025, growth went to 6 percent. For 2026, growth is projected at 4.8 to 5.9 percent, with sustained average growth of 5 percent in the 2026-29 period. It is West Africa's third largest economy trailing only those of Nigeria and Côte d'Ivoire. Ghana is Africa's leading gold producer and the world's second-largest cocoa producer. Ghana is a leading economic and commercial player throughout the African marketplace.

Consumer-Oriented Agricultural Imports: In 2025, the European Union (EU) and China were Ghana's main suppliers of consumer-oriented food products. U.S.-origin imports, despite record imports of U.S. poultry of $117 million, remain overshadowed by the EU and China.

Chart 1:Top Exporting Countries to Ghana (2025)



Food Retail Industry: Ghana's food retail sector includes modern supermarkets, hypermarkets, mini marts, as well as the significant presence of informal retail channels such as corner shops. Small local grocers, however, dominate 83 percent of the market. The largest modern food retailers include MELCOM, Shoprite, and Palace Stores. Ghanaian consumers are price sensitive. The presence of Chinese operated grocery stores is growing, which appeals to price sensitive buyers. Modern food retailers account for 17 percent of food sales.

Food Processing Industry: Ghana's food processing industry is expanding; it is a major importer of food processing ingredients for local food processing and manufacture. Food processors import directly from overseas sellers. In 2025, imports of food processing ingredients grew to 1.27 billion, up 2.5 percent from 2024's $1.24 billion total imports. Ghana's processing sector fuels imports; local production cannot keep pace with demand for convenience and ready-to-eat foods.

Food Service Industry: Ghana's food service sales hit $3.26 billion in 2025. In 2025, growth came in at 2-3 percent driven by hotel and restaurant expansion.

Quick Facts CY 2025

Imports of Consumer-Oriented Products
($1.93 billion)

List of Top 10 Growth Products in Ghana

1) Poultry Meat	2) Dairy Products
3) Soups, Food Preparation	4) Beef & Beef Products
5) Bakery, Cereals, Pasta	6) Meat Products (NESOI)
7) Non-Alcoholic Bev.	8) Distilled Spirits
9) Condiments & Sauces	10) Chewing Gum & Candy

Food Industry by Channels (USD billion)

Retail Food Industry	$0.132
Food Service-HRI	$3.4
Food Processing	$1.27
Food and Agriculture Exports	$4.87

Top 10 Host Country Retailers (by sales)

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

GDP/Population
Population *(millions)*: 35.1
GDP *(billions USD)*: $111.96
GDP per capita *(USD)*: $3,193

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

Strengths/Weaknesses/Opportunities/Threats

Strengths	***Weaknesses***
• An advanced market compared to other West African markets and known for the ease of doing business. • Greater digitalization is promoted by the government. • A growing, aspirational middle class.	• 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.
Opportunities	***Threats***
• Ghanaians view U.S. foods products with superior quality. • There is demand U.S. High-Value Products.	• Strong European and Asian competition. • Ghana's fragile currency makes imports costly.

Section I: Market Summary

Ghana's food processing industry growth contributes increasingly to the national economy. The sector generates employment for thousands. Its potential for growth can help bridge the gap between agriculture and consumer markets. The sector's capabilities are expanding driven by the requirements of changing demographics, nearly 60 percent urbanization, a growing middle class, and evolving lifestyles and consumer demand for processed and packaged goods.[1] Greater health awareness, coupled with increased price competition is modifying consumer tastes.

Ghana's food processing is concentrated among small- and medium-size companies. Underdevelopment of Ghana's food processing sector in part accounts for the country's heavy dependence on food and agricultural products imports of $2 billion to $4 billion in 2025. The John D. Mahama administration seeks to address this challenge through policies that promote increased local production and greater value-addition for Ghana's raw agricultural products (e.g., cocoa and oil palm). Policies and initiatives, including the [Presidential Initiatives in Agriculture and Agribusiness (PIAA)](https://piaa.gov.gh/) and the Feed Ghana Program, seek to transform the agricultural sector by enhancing agro-processing to boost food security.[2]

Government policies, such as the One District One Factory (1D1F) initiative, and foreign investment are propelling sectorial growth, enhancing both domestic production and exports. [3] The 1D1F initiative aims to boost local production and the processing of agricultural produce to reduce reliance on food imports. However, the sector is still developing; insufficient infrastructure will continue to drive food processing ingredients import demand. Additionally, e-commerce, digitalization, and lifestyle changes, including a preference for online shopping, contribute to the sector's development.

In 2025, Ghana's economy is experiencing real domestic growth (GDP) of close to 6 percent, up from 5.8 percent growth in 2024; this represents the fastest expansion since 2019. Real GDP growth is anticipated to remain strong, driven by solid performance in the services sector. This highlights economic recovery (i.e., from the sovereign debt default of 2022) and booming domestic demand. Private consumption and investment are on the rise in line with the loosening monetary conditions and easing inflation. Reportedly Ghana's growth is to benefit from higher prices for its gold and oil exports.[4]

In Ghana's urban areas, consumers are becoming more health conscious; diets are shifting to healthy

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[1] Ghana's urban population accounts for 59.8 percent (2025) of the national population (Central Intelligence Agency, 2025 estimate). The rate of urbanization in the country is growing at 3.06 percent annual rate of change [2020-25]. Ghana's major urban areas by population are: 1) Kumasi (3.9 million); Accra (2.7 million); and Sekondi Takoradi (1.1 million). The population (35.1 million) is concentrated in the southern half of the country, with the highest concentrations being on or near the Atlantic coast.

[2] The Presidential Initiatives in Agriculture and Agribusiness (PIAA) was established by the current President to advance his strategic vision of transforming and modernizing Ghana's agricultural sector. Some programs include Feed Ghana Program, a major initiative designed to achieve national food security, improve household nutrition, and promote local food production. Feed the Industry Program is intended to link farmers with industries, for the supply of raw materials for agro-processing to promote value addition. The PIAA is located at: https://piaa.gov.gh/.

[3] The One District, One Factory (1D1F) initiative is a flagship policy of the Ghanaian government, which aims to transform the country's economy by promoting manufacturing and value addition through establishing factories in each of Ghana's districts led by the private sector towards industrialization.

[4] Consumer price inflation is easing from 38.1 percent in 2023 to 20.6 percent through 2024 and dropping to single digit 3.8 percent in February 2026. Inflation is easing in tandem with a slowdown in domestic food price increases and a reduction in imported inflation.

convenience and ready-to-eat foods. There is interest in low-fat, low-sugar and organic products. Rising consumer health consciousness is shifting the market to healthier options. Specifically, there is increased demand for rice, pasta and breakfast cereals. Low-fat, low-sugar, gluten-free, wholegrain options are influencing consumer choices. Higher-income earners are the most receptive to healthy eating habits.

Ghana's restaurant sector is booming. However, it is unable to source all its food and food ingredients domestically. This is fueling sustained demand for quality imported food products and ingredients. Opportunities abound for poultry, rice, tomato paste, flour, cheese and other food ingredients (see, GAIN-GHANA | GH2025-0049 | Ghana Hotel Restaurant Institutional (HRI).[5]

Advantages and Challenges

ADVANTAGES	CHALLENGES
Ghana has insufficient domestic food production and processing capabilities. However, local industry's demand for processed products and inputs 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 growing population of nearly 35 million is youthful. There is a growing middle-class, which is increasingly demanding 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 often perceive Ghana as small market. Limited number of U.S. freight consolidators who are willing to meet Ghanaian importers' requirements.

Section II: Roadmap for Market Entry

Entry Strategy: It is advisable to work with a carefully vetted local agent, importer, or distributor; while not legally required, these can provide insight into policies and procedures. The Ghanaian market requires companies to be price-competitive and to expect smaller sales quantities. U.S. exporters should note that sea freight rates from the United States to Ghana are higher than those from Europe (that take advantage of closer proximity to market). Other market requirements by Ghanaian importers include:

- Requiring the services of customs brokers and freight consolidators in the United States to handle their ordering and shipment as a means of minimizing shipping costs.
- Preference for mixed container purchases.
- Seeking exclusive distribution/agency agreements from exporters.
- Preference for visibly displayed production and expiry date in the format; "***dd-mm-yyyy***."

Agents/distributors are key components in developing exports of U.S. consumer-oriented foods to Ghana. It is recommended that U.S. exporters enter the Ghanaian market with the assistance of a

[5] U.S. Department of Agriculture/Foreign Agricultural Service (FAS) Accra, "GAIN-GHANA | GH2025-0049 | Ghana Hotel Restaurant Institutional-2025," located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Food%20Service%20-%20Hotel%20Restaurant%20Institutional%20Annual_Accra_Ghana_GH2025-0049.

distributor, importer, agent, or broker who understands the local marketplace. U.S. exporters are encouraged to take one or more of the following steps to ensure easier access to the Ghanaian market:

- Collect and analyze market potential and compliance with market conditions and regulations. For that, reach out to the U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) Accra team (agaccra@usda.gov). We operate out of the U.S. Embassy in Ghana and being a regional office, cover also Côte d'Ivoire, Liberia, Sierra Leone, and Togo. (See, GAIN-GHANA | GH2025-0019 | FAIRS Country Report Annual - 2025 and GAIN- GHANA | GH2025-0020 | FAIRS Export Certificate Report Annual – 2025).[6]
- U.S. exporters should visit Ghana to learn more about potential local agents, importers, and or distributors, as well as the market, before signing any agreement. Contact the USDA/FAS Accra team to help identify credible importers and or distributors. (See, GAIN-GHANA | GH 2025 -0027 | Exporter Guide Annual – 2025).[7]
- Directly contact the local agent, importer, and or distributor to register U.S.-origin food and agricultural products with the Ministry of Food and Agriculture (MOFA), the Ghana Food and Drugs Authority (Ghana FDA), and or other competent Ghanaian authorities.
- Identify and consider selling through U.S.-based consolidators that already serve the West African region. Such consolidators usually have a good understanding of local market practices.
- Participate in and exhibit at USDA/FAS-sponsored and endorsed trade shows, which are traditionally well attended by Ghanaian importers and suitable venues for face-to-face meetings and networking (e.g., Gulfood, Anuga, and SIAL).
- Offer flexible shipping volumes and small-sized packaging with clearly displayed readable manufacturing and expiration dates.
- Reach out to the State Regional Trade Group (SRTG) that covers your area; FAS supports four of these non-profit organizations, which in turn assist U.S. food and agricultural businesses with the entire exporting process.[8]
- Contact USDA/FAS cooperators; FAS partners with more than 70 non-profit trade associations that represent producers of a cornucopia of food and agricultural products.[9]

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[6] U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS), "GAIN-GHANA | GH2025-0019 | 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 | 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] U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS),"GAIN-GHANA | GH 2025-0027 | Exporter Guide Annual – 2025," located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Exporter%20Guide%20Annual_Accra_Ghana_GH2025-0027.

[8] U.S Department of Agriculture (USDA)/Foreign Agricultural Service (FAS), "Explore Exporting, Getting Started," located at: https://www.fas.usda.gov/topics/getting-started and the "Contact Your State Regional Trade Group" link located at: https://www.fas.usda.gov/programs/market-access-program-map/state-regional-trade-groups.

[9] Ibid. USDA/FAS partners with over 70 non-profit trade associations, called "cooperators," representing of cornucopia of food and agricultural products — everything from pecans to papayas, from sorghum to salmon, from dried beans to beef, and beyond. USDA/FAS cooperators help to promote U.S. agricultural products around the world. Many of the cooperator organizations offer exporter assistance, sponsor trade missions, and help farmers and ranchers identify international market opportunities. Located at: https://www.fas.usda.gov/topics/getting-started. See also the "Browse the Directory of Cooperator Organizations" link located at: https://fas.usda.gov/cooperators.

Import Procedures: Ghana has a free market economy. Ghanaian importers and traders clear their consignments with the assistance of licensed customs brokers. Ghana is a member of Economic Community of West African States (ECOWAS).[10] It follows the ECOWAS Common External Tariff (CET); requiring members to simplify and harmonize tariff rates. The CET has five (5) rate bands:

Table 1: ECOWAS Common External Tariff (CET) Rates (2025)

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

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

The Ghanaian government, however, does impose several additional taxes on imports including, excise, as well as community and regional levies and a value-added-tax (VAT) of 15 percent (see, GAIN-GHANA | GH2025-0027 | Ghana, Exporter Guide Annual - 2025; GAIN-GHANA | GH2025-0019 | Ghana, FAIRS Country Report Annual-2025; and GAIN-GHANA | GH2025-0020 | Ghana, FAIRS Export Certificate Report Annual - 2025.[11] Earlier in 2026, the Ghanaian government abolished the COVID-19 Health Recovery Levy of 1 percent, while integrating the National Health Insurance Levy (NHIL) of 2.5 percent and the Ghana Education Trust Fund (GETFund) Levy of 2.5 percent into the overall standard VAT base. See GAIN-GHANA | GH2026-0002 | Ghana Tax Reforms of 2026 - Impact on U.S.-origin Food and Agricultural Products Imports and Ghanaian Consumer Prices.[12]

Distribution Channels: Distribution channels for imported food ingredients go through traditional and modern retails channels. Importers, wholesalers or major distributors sell to retailers and local vendors. However, larger processors generally import directly from their suppliers. Small processors rely on local distributors to import ingredients. Small local grocers are the leading distribution channel for most packaged and processed food categories in Ghana as they offer affordability, convenience, and

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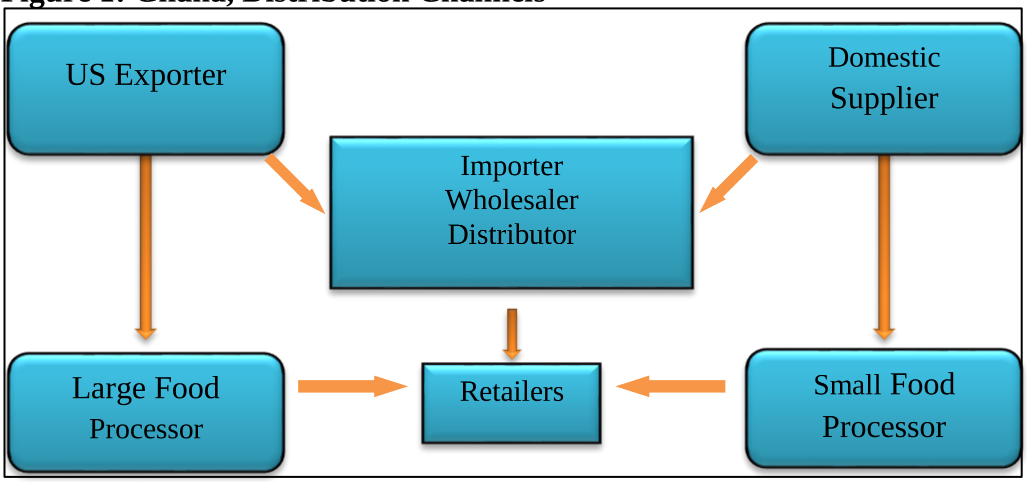
[10] The Economic Community of West African States (ECOWAS) is a regional political and economic union of fifteen countries of West Africa. Collectively, the countries comprise an area of 5,114,162 square kilometers (1,974,589 square miles) with an estimated population of over 424 million. The 15-member states include: Benin; Burkina Faso (suspended); Cape Verde; Côte d'Ivoire; The Gambia; Ghana; Guinea (suspended); Guinea-Bissau; Liberia; Mali (suspended); Niger (suspended); Nigeria; Senegal; Sierra Leone; and Togo.

[11] U.S Department of Agriculture/Foreign Agricultural Service (FAS) Accra, "GAIN-GHANA | GH2025-0027 | Ghana, Exporter Guide Annual-2025, located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Exporter%20Guide%20Annual_Accra_Ghana_GH2025-0027; See, 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; See, GAIN-GHANA | GH2025-0020 | Ghana, FAIRS Export Certificate Report Annual- 2024, located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Export%20Certificate%20Report%20Annual_Accra_Ghana_GH2025-0020

[12] See GAIN-GHANA | GH2026-0002 | Ghana Tax Reforms of 2026 - Impact on U.S.-origin Food and Agricultural Products Imports and Ghanaian Consumer Prices located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Ghana%20Tax%20Reforms%20of%202026%20-%20Impact%20on%20US-origin%20Food%20and%20Agricultural%20Products%20Imports%20and%20Ghanaian%20Consumer%20Prices_Accra_Ghana_GH2026-0002

proximity to shoppers. By selling in smaller quantities, they cater to low-income and daily-income households. These grocers stock fast-moving, familiar products and fostering customer loyalty within local communities. Nevertheless, distribution of chilled or frozen imported products is limited to modern retailers, such as supermarkets and hypermarkets, and other modern retailers. This is also the case the premium brands and processed foods that appeal to middle- and upper-income consumers.

Figure 1: Ghana, Distribution Channels



Source: FAS Accra office research.

Market Structure: Ghana's food processing industry has a three-tier structure.

1. **Small-Scale and Informal Processors (Traditional Market):** These form 40 percent of the food processing industry. The group includes farmers, who use traditional or semi-automated product processing methods (e.g., cassava flour, gari, palm oil, groundnut (i.e., peanut) paste, and dried fish). The production is often sold in open air markets and informal retail stores.
2. **Small-Medium-Sized Enterprises (SMEs):** Represent 30 percent of the sector. SMEs are more structured and use moderate levels of automation for processing fruits, palm soup, and canned foods. SMEs distribution channels include wholesalers, supermarkets, and convenience stores.
3. **Large-Scale Enterprises and Multinational Corporations:** These account for 30 percent of the industry but dominate revenues and exports. They are highly automated and involved in mass production, distribution, and export of dairy, carbonated drinks, packaged rice, cereals, canned food, and cocoa-based products. Their products are routinely distributed through supermarkets and exports circulated regionally.

Company Profiles and Company Products

Table 2: Ghana, Key Food Processors

Company Profile	Company Products	Links
Barry Callebaut Ghana Limited	Cocoa and cocoa products	https://www.barry-callebaut.com/en/contact
Blue Skies Holdings Limited	Fresh fruit juices, fruit salads, fruit snacks, fresh fruit cuts, Ice cream	https://blueskies.com/global/our-products/
Cargill Ghana Limited	Cocoa and cocoa products	https://www.cargill.com/worldwide/ghana
Fan Milk Ghana Limited	Ice cream, yogurt, dairy-based drinks	https://fanmilk.danone.com/our-footprint/ghana.html
Flour Mills of Ghana Limited (FMGL)	Flour and animal feed	https://www.seaboardoverseas.com/location/flour-mills-of-ghana/
Ghana Cocoa Processing Company	Cocoa products (powder, cocoa butter, cocoa liquor, chocolates	https://www.goldentreeghana.com/
GB Foods	Pasta, rice, noodles, sauces, tomato paste, canned tomatoes, spaghetti, spices	https://www.thegbfoods.com/
Ghana Nuts Company Limited	Processed nuts and nut products	https://www.ghananuts.org/products/
HPW Ghana	Dried fruits	https://www.hpwag.com/en/about-us
Kasapreko PLC	Beverages- alcoholic and non-alcoholic	https://kasapreko.com/home/
Niche Cocoa Industry Limited	Cocoa products (spreads, drinks), confectionary	https://nichecocoa.com/
Olam Ghana	Flour, pasta, rice, cereals, sauces, tomato paste, breakfast cereals, biscuits, snacks	https://www.olamagri.com/locations/ghana.html
Nestlé West Africa	Breakfast cereals, confectionary, coffee, baby food, dairy products, infant formula	https://www.nestle-cwa.com/en
Twellium Ghana	Nonalcoholic beverages, biscuits, snacks, water	https://twellium.com/
Pioneer Food Cannery Limited	Seafood	https://www.thaiunion.com/en/about/company/subsidiary/184/pioneer-food-cannery-limited
Plot Enterprise (GH) Limited	Cocoa and cocoa products	https://plotghana.com/about-us
Wilmar Africa Limited	Vegetable oil, fats and spreads, rice	https://www.wilmar-international.com/about-us/global-presence

Source: Corporate websites; FAS Accra office research.

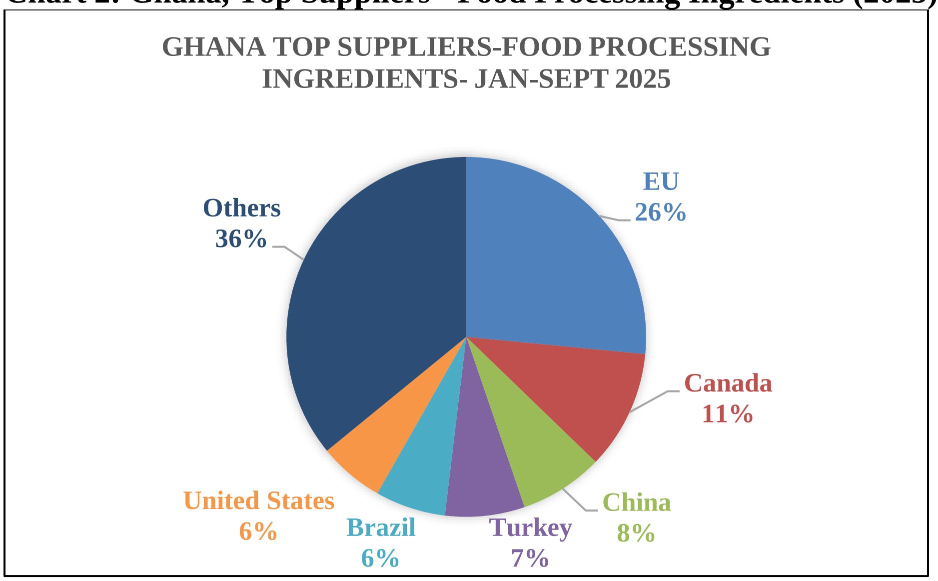
Sector Trends: Ghana's food processing industry is undergoing transformation driven by growing urbanization and changing consumer preferences. A rising, aspirational middle-class, coupled with busy lifestyles, is pushing up demand for more processed and convenience foods. Health-conscious consumers are stimulating demand for organic and fortified foods. This is coming at a time when increased digitalization and e-commerce, fomented smartphone penetration and expanding internet access, are stimulating online shopping.

The Ghanaian government is implementing policies and new initiatives (e.g., 1D1F) to increase local production and value-addition. These facilitate the establishment and expansion of food processing companies. FAS Accra (Post) observes a growing number of local brands expanding their production of dairy, beverages, and packaged snack foods. These aim to cut back on high import costs (due to excessive duties and levies) through recourse to more local domestic processing and food manufacture.

Section III: Competition

Ghana imports food processing ingredients from various European, Asian, and American sources. As an ECOWAS and an Africa Continental Free Trade Area (AfCFTA) member, Ghana provides more favorable treatment to its intraregional trade partners.[13] FAS Accra, nonetheless, still sees room for food processing ingredient imports from beyond the African continent. Ghana's food processing ingredient sector is developing but struggling to keep pace with leapfrogging consumer demand. At the same time, Ghana maintains a bilateral Economic Partnership Agreement with the European Union (EU), as well as an Interim Trade Partnership Agreement with the United Kingdom of Great Britain and Northern Ireland (commonly known as UK or Britain).

Chart 2: Ghana, Top Suppliers - Food Processing Ingredients (2025)



Note: Calendar year 2025 (January-September). Full calendar year 2025 (January-December) data for Ghana's imports from the world is not currently available.
Source: Trade Data Monitor; FAS Accra office research.

[13] East African Community, "African Continental Free Trade Adrea (AfCFTA) Agreement," located at: https://www.eac.int/trade/international-trade/trade-agreements/african-continental-free-trade-area-afcfta-agreement.The African Continental Free Trade Area (AfCFTA) is a flagship project of the African Union (AU) Agenda 2063: The Africa We Want. It is the world's largest free trade area bringing together the 55 countries of the African Union and eight Regional Economic Communities to create a single market for the continent. It furthers the free flow of goods and services across the continent and boosts the trading position of Africa in the global market. The AfCFTA seeks to eliminate trade barriers and boost intra-Africa trade. Specifically, it targets advancing trade in value-added production across all service sectors of the African Economy. The AfCFTA aims to establish regional value chains in Africa, enabling investment and job creation, while enhancing the competitiveness of Africa in the medium- to long-term.

In 2024 (January-December), Ghana's imports of food processing ingredients hit $1.24 billion, up 44 percent from the 2023 value of $857 million. In 2024, U.S.-origin exports to Ghana of food processing ingredients were $50 million, up 61 percent compared to the 2024 amount of $31 million.

For 2025 (January-September) Ghana's import of food processing ingredients increased to $1.27 billion, up by 2.5 percent from 2024's total year value of $1.24 billion. Similarly, U.S.-origin exports to Ghana of food processing ingredients in 2025 increased to $62 million up by 84 percent from $33 million same period in 2024. U.S.-origin product exports consist of 1) baking inputs; 2) other processed foods and ingredients; 3) wheat; and 4) and vegetable oils. The main competitors for the United States include the EU, Canada, China, Turkey, and Brazil. Other key suppliers are Malaysia, Argentina, Nigeria, and Liberia. The BRICS founding member countries of Brazil, Russia, India and China, as a group are among Ghana's top suppliers; in 2025, this grouping accounted for 23 percent of Ghana's food processing ingredient imports.[14]

Table 3: Ghana, Food Processing Ingredients, Top Supplying Origins (2021-25) (USD Millions)

					January - September		
Country	**2021**	**2022**	**2023**	**2024**	**2024**	**2025**	**% Change 2024-2025**
EU	181.52	148.85	229.41	328.77	235.84	280.81	16
Canada	61.32	55.31	119.35	133.58	109.43	113.17	3.5
China	58.73	50.21	79.73	106.58	80.20	79.71	-0.6
Turkey	39.44	45.77	64.07	82.77	64.40	75.67	17.5
Brazil	26.04	15.97	33.48	66.63	39.10	67.03	71.5
United States	36.94	14.65	31.10	50.13	33.71	62.07	84
Malaysia	116.87	38.77	40.07	47.45	37.66	60.15	60
Argentina	9.31	21.20	14.78	18.69	13.05	36.17	177
Liberia	0	0	0.023	6.29	2.66	32.28	1,111
Nigeria	1.65	6.12	13.50	23.49	18.39	31.15	69
India	18.35	20.10	30.64	28.24	20.25	31.03	53
Russia	8.03	13.56	19.03	39.07	24.81	29.98	21
Indonesia	24.05	7.45	38.68	33.90	27.55	17.81	-35
Côte d'Ivoire	0.309	12.96	22.59	25.61	16.70	15.04	-10

Source: Trade Data Monitor; FAS Accra office research.

[14] BRICS is an intergovernmental (political and economic) organization consisting of ten countries—Brazil, Russia, India, China, South Africa, Egypt, Ethiopia, Indonesia, Iran and the United Arab Emirates. Founded on June 16, 2009, the BRICS countries overtook the G7 countries' (i.e., Canada, France, Germany, Italy, Japan, the United Kingdon, and the United States; additionally, the EU is a non-enumerated member) share of the world's GDP in terms of purchasing power parity in 2018. By 2024, the BRICS now account for 35 percent of the world's GDP compared to the G7's 30 percent.

Section IV: Best Product Prospects

Table 4: Ghana, Products Present in the Market with Good Sales Potential

Product Category	Major Supply Sources (CY Jan-Sept 2025)	Strengths of Key Supply Countries	Advantages and Disadvantages of Local Suppliers
Bakery Goods, Cereals (HS 1901.20, 1902, 1905)	Turkey: $73.2 million EU: $41 million Malaysia: $32.5 million Singapore: $8.7 million USA: $0.3 million	Quality and competitive pricing.	Baking food processors use these inputs for production.
Dairy Milk and Cream Concentrated (HS 0402.10, 0402.29)	Europe: $89.6 million N. Zealand: $17.8 million Uruguay: $4.5 million Nigeria:$ 3.4 million USA: $0.5 million	These countries are known for the quality of their breeders at competitive prices.	Not available locally as country is not a dairy producing country.
Vegetable Oils, Fats (HS 1517.90)	Indonesia: $109.7 million Malaysia: $105.6 million Europe: $38.6 million Côte d’Ivoire: $2.4 million USA: $0.01 million	Malaysia and Indonesia are major producers of palm oil, offering competitive pricing and consistent quality.	Local suppliers may offer fresher, locally sourced oils, but production is not always sufficient to meet demand consistently.
Sugar and Sweeteners (HS 1702.90)	Brazil: $60.9 million Guatemala: $60 million Europe: $26.9 million Morocco: $18.9 million Turkey: $3 million USA: $0.03 million	Brazil is one of the world's largest sugar producers, offering competitive pricing and a reliable supply chain. Guatemala seems to be a new entry that has taken more than half of trade value of sugar from all the major suppliers.	Local sugar production is limited; quality varies. Local suppliers can contribute to the local economy and reduce dependence on imports.
Wheat Flour (HS 1001.99)	Canada: $165.1 million Europe: $85 million USA: $0.01 million	High quality wheat, competitive pricing with lower production costs, consistent flour quality.	Local flour mills may provide fresher products, but they may not have the capacity to meet demand during peak seasons.
Food Preparations and Spices (HS 2106.90; HS 0910.91)	Europe: $86.2 million China: $46.1 million Turkey: $37.2 million USA: $26.6 million	Food preparations ingredients and spices at competitive prices; large-scale capabilities.	Local suppliers may offer unique spice blends and additives; may have limited variety and consistency.

Source: Trade Data Monitor; FAS Accra office research.

Table 5: Ghana, Products Not Present in the Market with Good Sales Potential

Product Category/ Net Imports	Major Supply Sources	Market Overview
Barley and Malt (HS 1003.10; HS 1107.10)	Europe: $8 million	Europe mostly meets barley and malt demand requirements.
Food Additives, Other (HS Codes 2916; HS 2907, HS 2903)	China: $5.9 million India: $2.4 million South Africa: $0.5 million Europe: $ 0.45 million	The Ghanaian food processing industry relies on imported food additives.
Food Coloring (HS Codes 3204; HS 3203)	India: 7.9 million China: $2.4 million Côte d'Ivoire: $1.1 million Europe: $2.1 million USA: $0.24 million	There is a significant demand for food coloring agents. There is room for U.S. companies to enter the market.
Whey and other natural products (HS Code 0404)	Europe: $10.6 million Turkey: $3.5 million USA: $1.5 million	This is used by food processing companies

Source: Trade Data Monitor; FAS Accra office research.

Product Not Present due to Significant Barriers:

Not applicable.

Section V: Key Contacts and Further Information

USDA/FAS Office of Agricultural Affairs (OAA) – Coastal West Africa Region	
U.S. Embassy/FAS OAA Accra No. 24 Fourth Circular Road Cantonments Accra, Ghana Tel: +233 (0) 30 274-1590 Email: AgAccra@usda.gov Websites: https://fas.usda.gov/regions/ghana http://www.fas.usda.gov	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 Websites: https://www.fas.usda.gov/regions/cote-divoire http://www.fas.usda.gov

Links to USDA/FAS OAA - Coastal West Africa Region – FAIRS Reports
• USDA/FAS Accra – GAIN-GHANA | GH2025-0019 | FAIRS Country Report Annual- 2025[15] • USDA/FAS Accra – GAIN-GHANA | GH2025-0020 | FAIRS Certificate Report Annual-2025[16] • USDA/FAS Abidjan – GAIN-CÔTE D'IVOIRE | IV2025-0010 | FAIRS Country Report Annual-2025[17]

Note: The GAIN-GHANA | FAIRS Country and Certificate Annual-2026. Reports are scheduled for release in June 2026. The GAIN-CÔTE D'IVOIRE | FAIRS Country and Certificate Annual-2026 reports are scheduled for release in September 2026. Other FAIRS Subject reports are rolled out on an ongoing basis.

Links to U.S. Government Sources
• 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://wwwinstagram.com/usembassyghana/

[15] U.S Department of Agriculture/Foreign Agricultural Service (FAS) Accra, located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2025-0019.

[16] Ibid, located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Export%20Certificate%20Report%20Annual_Accra_Ghana_GH2025-0020.

[17] Ibid., located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Cote%20d%27Ivoire_IV2025-0010.

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 P. O. Box M37, Ministries, Accra- Ghana Tel: +233(0) 553 619 943 Email: motichief@moti-gh.com Website: https://moti-gh.com/	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 Standards Authority (GSA) 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 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.
The Ghana Investment Promotion Centre (GIPC) No. A1 Rangoon Lane, Vivo Place Cantonments-Accra Tel: +233 (0) 302 6651 25-9 / +233 (0) 302 9617 45 Email: info@gipc.gov.gh Website: https://www.gipc.gov.gh/	Ghana's Investment Promotion Agency.
Ghana Export Promotion Authority P.O. Box M146, Accra, Ghana Tel: + 233 (0) 302 740 909 Email: gepa@gepa.gov.gh Website: https://www.gepaghana.org/	Lead agency responsible for the facilitation, development and promotion of Ghanaian exports.
Association of Ghana Industries 42 Dr. Isert Street, North Ridge, Accra- Ghana Tel: +233 (0) 302 266 590 Email: agi@agighana.org Website: https://agighana.org/about-agi/	Private sector not-for-profit business organization group of indigenous manufacturers in Ghana.

Attachments:

No Attachments