



VEEP COMMENDS GEXIM FOR
PROMOTING **MADE-IN-GHANA**
PRODUCTS INTERNATIONALLY

TABLE OF CONTENT

From The Desk Of The Chief Executive Officer	5
Veep Commends Gexim For Promoting Made-In-Ghana Products Internationally	6
GEXIM Launches MIG TOWN	8
Ackah Grabs Gexim Prize At 39th National Farmers Day Awards 2023	11
Chief Executive Officer Meets U.S. Ambassador	12
CEO Completes His Term As Honorary President Of G-NEXID	13
GEXIM Deepens Relations With India Exim Bank	14
GEXIM Explores Collaboration With Uks Institute Of Export And International Trade	15
India Exim Bank Officials Pay Courtesy Call On GEXIM	16
GEXIM Highlights The Need To Add Value To Africa's Economy At 2024 Africa Prosperity Dialogue	17
Empowering Msms's Revolutionizing Ghana's Food Industry With GEXIM	18
Malta Delegation Visits Gexim	20
GEXIM Hosts Caribbean Export Development Agency Head	22
Gambian Export And Investment Delegation Pays Courtesy Call On GEXIM	24
GEXIM Organizes Stakeholder Consultative Forum On Handicraft	26
GEXIM Wins At Ghana CEO Vision And Awards	28
GEXIM Deputy CEO Advocates For Active Female Participation In Export Enterprises	29
GEXIM Support To The Shea Industry In Northern Ghana	30
Ekumfi Fruit Juice: A Journey From Local To Global Success	33
GEXIM Deputy CEO Engages Didier Drogba On Sports As A Tool For Trade And Inclusive Growth	34
GEXIM Launches "Think Soccer, Think Trade"	36
Women's Day At GEXIM	38



WHAT WE STAND FOR



Vision

"To become a strong financial institution that will be a key engine in the development of Ghana's export trade, facilitate cross border trade and make Ghana a pillar in regional and continental trade".



Mission

"To facilitate the transformation of Ghana's economy into an export one by supporting and developing trade between Ghana and other countries, overseas investments by Ghanaian Companies and eliminate critical market failures in the Ghanaian economy thereby making Ghana competitive in the global marketplace".

OUR CORE VALUES

P.R.I.M.E



PROFESSIONALISM

Professionalism is proficiency, reliability, time keeping and taking pride in our appearance and environment, which is necessary to facilitate the achievement of the Bank's objective.



RESPECT

Respect is treating all people with reverence, dignity and fairness, which is fundamental of our relationship with the public and ensures a safe, healthy and inclusive work environment that promotes engagement, openness and transparency. Valuing diversity and individual unique talents promotes innovation.



INTEGRITY

Integrity is doing what is right when no one is watching. By upholding this moral standard, we gain the trust of all stakeholders, since every individual is a direct projection of the organization.



MAXIMUM UTILIZATION OF RESOURCES AND ACCOUNTABILITY

Maximum utilization of resources is ensuring that the resources available to us in terms of funds, human resources, time, etc, are utilised efficiently and effectively for the benefit of our stakeholders. In doing this, we are mindful of being accountable in the use of Public Resources.



EXCELLENCE WITH TEAMWORK

Excellence is working as a team to achieve a high degree of performance, and go the extra mile to provide a superior customer experience at all times. Teamwork is seeing ourselves as one organization aspiring to build trust and support for each other and working towards a common goal to achieve a high degree of performance.

EDITORIAL BOARD



Nana Akyaa Obeng-Adiyiah
Dep. CEO (F&A)
Chairman



Frank Obeng
Business Advisory
Member



Nana Adwoa Adadey
Recovery
Member



Essilfie Conduah
Corporate Affairs
Editor



Judith Aikins
Business Banking
Member



Raymond Acromond
Information Technology
Member



Chris Koney
Corporate Affairs
Deputy Editor



Erik Bamfo-Asiedu
Legal
Member/Secretary



Suh-Poutim Moses Tindana
Corporate Affairs
Member



EDITORIAL

The Newsletter, among others, is aimed at informing and communicating to key stakeholders about events, and activities held in and/ or by the Bank within the period under review.

This very Edition catalogs activities including the Bank's partnership with FnB Suppliers and services to provide training to over 100 Ghanaian SMEs, features from our regular engagement with International partners, and some of our key Corporate Social Responsibility (CSR) initiatives.

We would continue to enhance information flow, within the Bank to ensure that every Stakeholder is abreast of all developments and activities of communication channels used by the Bank to disseminate information across, and we believe the GEXIM Newsletter is one of the effective channels to send a message across.

This is the Sixth Edition and we are optimistic the intended objectives set for this project have been achieved.

We hope you will find this Edition more exciting and worth reading.

FROM THE DESK OF CHIEF EXECUTIVE OFFICER



Mr. Lawrence Agyinsam, Chief Executive Officer

Warm regards from the Board, Management, and Staff of the Ghana Export-Import Bank (GEXIM) as we come your way with the sixth (6th) edition of the annual GEXIM Stakeholder Newsletter.

In this edition, we seek to place a spotlight on the various initiatives by the Bank, both locally and internationally, aimed at building the capacity of Ghanaian businesses to scale up and compete favorably in the global marketplace.

Additionally, we will highlight our various programs in line with our commitment to support the drive to harness the export potentials of Made-in-Ghana products as well as exploring market access for various Ghanaian products across the African continent and the rest of the world.

Following the success of our “Tuesday Market”, a major exhibition platform for our clients and other producers of Made-in-Ghana products to showcase, promote, and sell their products and services, GEXIM introduced another pioneering project in August 2022 dubbed GEXIM Made-in-Ghana (MiGTown).

The first GEXIM MiG Town was launched at our head office, located at the Africa Trade House in Accra.

The GEXIM MiG Town is an outlet that stocks assorted, innovative and well packaged Made-In-Ghana products.

It is a one-stop-shop for everything Ghana-made ranging from food and ingredients, beverages, skin and beauty care products, textiles, apparel, garments, to leather footwear and slippers, and many more.

GEXIM MiG Town is opened to the general public from Mondays to Fridays between the hours of 9:00am and 6:00pm. You are assured of purchasing Ghanaian made products of the highest quality at unbeatable prices at MiG Town.

In addition, the Bank participated in several recognised trade shows across the world to promote MiG Town and its products. In addition, officials of the Bank held strategic meetings for partnerships to help improve the products as well as explore avenues for market access and distribution of these products globally.

Over eight (80%) of the Bank's Small and Medium Scale Enterprises (SMEs) clients are engaged in food processing with most of them confronted with a myriad of challenges including lack of appropriate technology and machinery such as filling and packaging machines, leading to most of these companies falling short of the required standards to access local and international markets.

To solve this problem, the Bank rolled out the GEXIM Food Innovation and Equipment Advisory Services in 2023. Under this programme, over hundred Ghanaian Small and Medium-sized Enterprises (SMEs) have benefited from training by a group of experts from the Thailand Food and Beverage sector that visited Ghana between July and August 2023.

Exploring a long term solution to these challenges by Ghanaian SMEs, the Bank is considering the setting up a food and beverage processing plant equipped with key industrial machineries that comply with good manufacturing practices (GMPs), as well as hazard analysis and critical control point (HACCP) regulations set by both international and local authorities under the supervision of a well informed and trained personnel.

The Bank has taken a pragmatic approach in deepening its relations with other Export - Import Banks, Export Credit Agencies, Development Finance Institutions, International Financial Institutions, Diplomatic Missions and others. In the last three years, we have had strategic engagements with India EXIM Bank, Thailand EXIM Bank, US EXIM Bank, Turkish EXIM Bank, Indonesia EXIM Bank to review our existing agreements.

These strategic discussions is to explore new opportunities in various sectors under the agreements and increase our collaboration for funding of bankable and ground-breaking projects in Ghana, aid Ghanaian businesses and entrepreneurs to access funds global, and explore prospects for Ghanaian businesses, products and services in foreign markets.

I conclude my message by wishing you a good read.

VEEP COMMENDS GEXIM FOR PROMOTING MADE-IN-GHANA PRODUCTS INTERNATIONALLY

by Chris Koney

The Vice President of Ghana, His Excellency Dr. Mahamudu Bawumia has commended the Board and Management of the Ghana Export-Import Bank (GEXIM) for its innovative initiative to promote Made-In-Ghana products both in Ghana and internationally.

Dr. Mahamudu Bawumia further urged the Bank to build the capacities of Ghanaian Small and medium-sized enterprises and provide them with the needed funding to be able to compete favourably in the international marketplace.

The Vice President applauded the Bank when he visited the GEXIM Made-In-Ghana Stand accompanied by Ghana's High Commissioner to the United Kingdom, H. E Papa Owusu-Ankomah, and other Business leaders at the third edition of the Ghana Investment & Opportunities (GHIOS) held on 6th and 7th June 2023 at London Hilton on Park Lane, in London, United Kingdom.

As part of its agenda to create awareness and market Made-In-Ghana products as well as harness their potential for export, GEXIM participated in the GHIOS 2023. Over the two days, the GEXIM Made-In-Ghana Stand received thousands of visitors who purchased some products and were keen on knowing more about how to get the products after the event.

The assorted, innovative and well packaged Made-In-Ghana products exhibited at the stand included food and ingredients, beverages, skin and beauty care products, textiles, apparel, garments, leather footwear and slippers and many others.

GHIOS 2023 was organised by the Ghana High Commission UK in partnership with the Ghana Investment Promotion Centre (GIPC) following two successful editions of the event led by the President of Ghana, His Excellency Nana Addo Dankwa Akufo-Addo and the Vice President of Ghana, His Excellency Dr. Mahamudu Bawumia.

The theme for the 2023 GHIOS was "Post COVID Economic Recovery: Opportunities for the Investor" with the Vice President of Ghana, H.E Mahamudu Bawumia as the keynote speaker and leader of a Ghanaian delegation of industry captains and business leaders to showcase why Ghana should be the number one choice for investors considering doing business in Africa.



Over the two days, the GEXIM Made-In-Ghana Stand received thousands of visitors who purchased some products and were keen on knowing more about how to get the products after the event.





H.E Dr. Mahamudu Bawumia, Vice President of Ghana, exchanging pleasantries with GEXIM Board Chairman, Mr. Boateng Genfi, GEXIM CEO Mr. Lawrence Agyinsam, GEPA CEO, Dr. Afua Asabea Asare and other Government Dignitaries



Staff at the GEXIM stand at the GHIOS 2023 held in London

GEXIM LAUNCHES MIG TOWN

by Chris Koney



GEXIM Executive Management and Staff with Honorable Micheal Okyere Baafi, Deputy Minister for Trade and Industry at MiG Town at the ground floor of the Africa Trade House

The Ghana Export-Import Bank (GEXIM) on Tuesday 30th August 2022 launched its first GEXIM Made-In-Ghana (MiG) Town at its head office, located at the Africa Trade House in Accra, opposite Cedi House.

The GEXIM MiG Town is an outlet that stocks assorted, innovative and well packaged Made-In-Ghana products including food and ingredients, beverages, skin and beauty care products, textiles, apparel, garments, leather footwear and slippers and many others.

The GEXIM MiG Town is opened to the general public from Mondays to Fridays between the hours of 9:00am and 6:00pm. It is designed to be a one-stop shop for everything Made-In-Ghana at

unbeatable prices and the highest quality.

The Deputy Minister for Trade and Industry and Member of Parliament for the New Juaben South Constituency, Hon. Michael Okyere Baafi joined the Management of GEXIM and other key stakeholders to successfully launch the first GEXIM MiG Town.

On his part, Hon. Michael Okyere Baafi commended the management of GEXIM for the laudable initiative to support Ghanaian SME. *"I am very excited*

about the GEXIM MiG Town knowing how beneficial it will be to the Ghanaian SMEs in various ways. This is very important in contributing to the development and growth of the Ghanaian SME industry and I urge all stakeholders to help in promoting the Ghanaian agenda", he stated.

The Deputy Chief Executive Officer of GEXIM responsible for Banking, Rosemary Beryl Archer spoke about the Bank's rationale for introducing the GEXIM MiG Town concept and its objective.

"In line with our mandate to plan, promote, develop and finance export-oriented concerns as well as provide support for Small and Medium Enterprises (SMEs) engaged in agro-processing and export trade, management of the Bank introduced the GEXIM Tuesday Market to provide a platform for SMEs to showcase their products for exposure and patronage. Following the huge

success achieved with the GEXIM Tuesday Market, management thought of a concept to help in driving the campaign for Ghanaians to patronise Ghanaian made products, thereby, sustaining the businesses of Ghanaian SMEs. The GEXIM MiG Town is a hub for the best of Ghanaian made products”, she explained.

She added that “people will now have a one-stop shop to get the very best of Ghanaian made products at unbeatable prices and highest quality. This is a huge step in the campaign for people to patronise Ghanaian products and help the Ghanaian SMEs to scale up. We welcome all Ghanaian SMEs with innovative to bring samples of their products for the

GEXIM MiG Town. Management is considering setting up GEXIM MiG Towns in other parts of the country”.

Over the years, the Bank has introduced several initiatives to help in the repositioning of the Ghanaian economy into a feasible and sustainable export led economy.

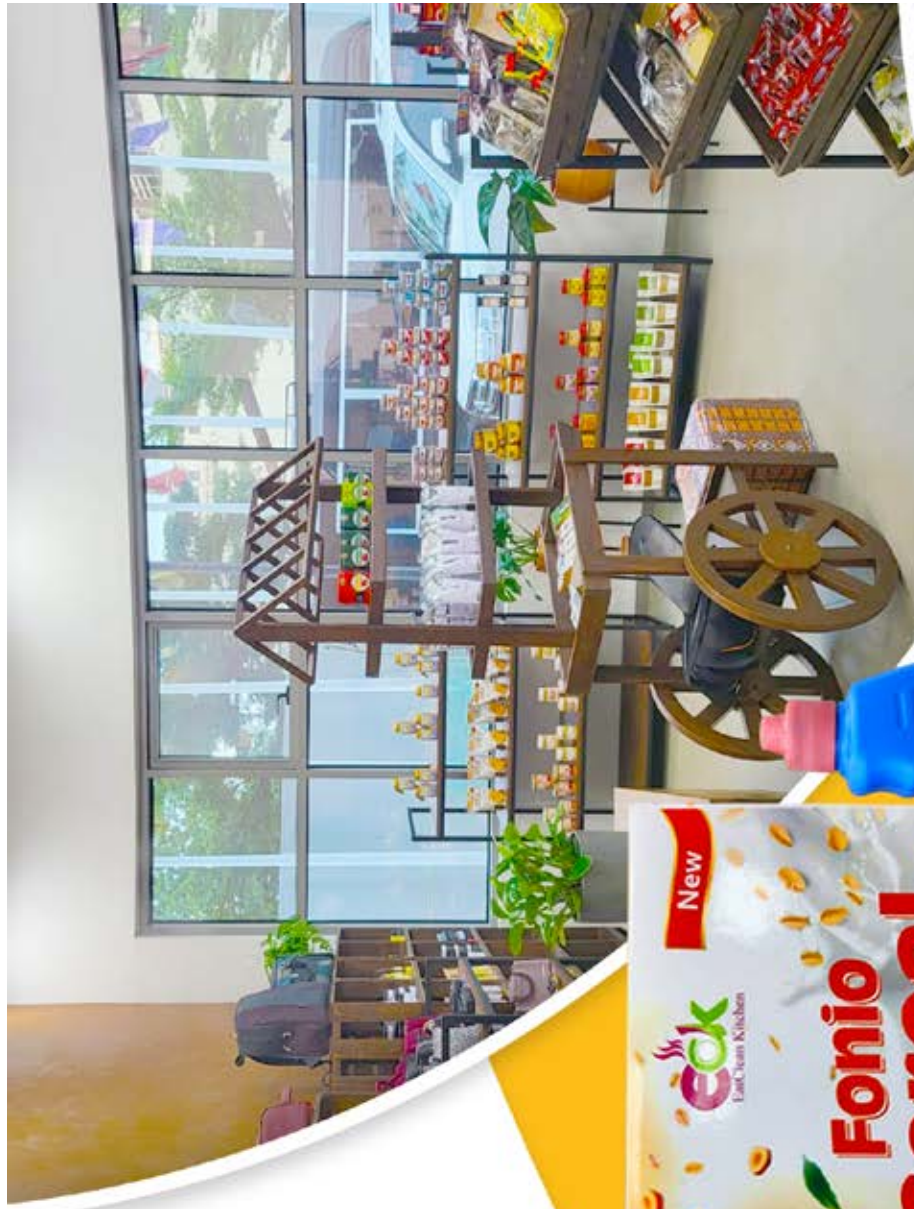


GEXIM Board members at MiG Town





... Your One - Stock Shop
for All Made in Ghana
Products.



Ground Floor,
Africa Trade House ,
Ghana Exim Bank, Accra, Ghana

ACKAH GRABS GEXIM PRIZE AT 39TH NATIONAL FARMERS' DAY AWARDS 2023

by Essilfie-Conduah



The first runner-up, Theophilus Ezenrane Ackah in the company of His Excellency Vice President of Ghana Dr. Mahamudu Bawumia and Head, Corporate Affairs Mr. Emmanuel Essilfie-Conduah receiving the award sponsored by GEXIM at the Awards night held in Tarkwa in the Western Region

The 39th National Farmers' Day celebration was climaxed by an awards dinner held at the Great Hall of the University of Mines and Technology, Tarkwa in the Western Region, with the theme "Delivering Smart Solutions for Sustainable Food Security and Resilience".

Mr. Theophilus E. Ackah, a 46-year-old farmer from Jomoro in the Western Region of Ghana was the proud winner of the first runner-up prize Awards donated by Ghana Export-Import Bank.

The novelty event was graced by the Vice President, Dr. Mahamudu Bawumia who handed over the prize package of an LS Plus 80 Tractor and its accessories worth GHc 711,580.00 to Mr. Ackah.

Dr. Bawumia further congratulated the farmers and fishermen for their sacrifice in feeding the nation, adding that, the celebration of Farmers' Day must remind citizens of the goal of addressing food security.

He added, "The new dynamics call for new strategies to realize the national goal of food security. As we honor our heroic farmers and co-actors in the agriculture value-chain, we must remember that new dynamics necessitate new solutions to achieve our food security, resilience, job creation, poverty reduction, and prosperity goals".

The Government in recognition of the vital role of farmers and fisher folk in the Ghanaian economy introduced the National Farmers' Day in 1985, to honor and reward our gallant farmers and fishermen who have contributed immensely to placing food on our table as well as the development of

agriculture and the economy of the country at large.

For many years, the National Farmers Day was celebrated in a day and this was however revised to a 5-day Agriculture Fair and a Grand Durbar. The essence was for all farmers to network with industry players to learn and adapt new techniques, and machinery, and research innovation in agriculture. The 2023 celebration was no exception. A 5-day Fair dubbed, "Agrifest Ghana", preceded the year's celebration.

After receiving his award, Mr. Ackah thanked the Board and Management of the Bank and promised to use the equipment to expand his farming activities.

Mr. Ackah has a diversified farm with both crops and animal husbandry. His farm is highly diversified with crop enterprises covering a broad area of roots and tubers, cereals, vegetables, plantain crops, legumes, and timber spices.

The livestock enterprises consist of large and small ruminants, pigs, and local and exotic poultry. In addition to the above, Mr. Ackah is actively involved in fishing activities and serves as an advocate for the Rubber Plantation Association.

He is also a community leader, committed to community development, and has over the years championed several communal projects including the construction of a community center, donations to schools, support for infrastructure development, and others.

GEXIM for the past two decades has supported the National Farmer's Day celebrations by donating a Tractor and its accessories as the prize package for the first Runner-up National Best Farmer to aid in their operations.

The donation symbolized GEXIM's dedication to an annual partnership with the Minister of Food and Agriculture (MOFA) to support and motivate our farmers and fisher folks to increase production and add value to raw materials for domestic consumption for export.

On behalf of the Board, Executive Management, and Staff, we say ayekoo to Mr. Ackah!

GEXIM'S CHIEF EXECUTIVE OFFICER MEETS U.S. AMBASSADOR

by Chris Koney

The Chief Executive Officer of the Ghana Export - Import (GEXIM), Mr. Lawrence Agyinsam, on 17th May 2023 paid a courtesy call on the Ambassador of the United States of America to Ghana, Her Excellency, Virginia E. Palmer, at the United States Embassy in Accra.

The meeting offered Mr. Agyinsam the opportunity to brief the US Ambassador and her team on the operations of the Bank since its establishment in 2016 as well as the Bank's collaboration with the United States Export - Import Bank (US EXIM).

He further lauded the Embassy and the important role it played in forging a cordial relationship between the two Banks which led to the signing of a cooperation framework between the two Banks in April 2019 in Accra.

Under the partnership, the US EXIM Bank and GEXIM are to explore options for utilizing EXIM Bank guaranteed loans amounting to \$300 million to finance U.S. exports to Ghana to assist in scaling up Ghanaian small and medium-sized enterprises.

Mr. Lawrence Agyinsam and his team which comprised of Ms Rosemary Beryl Archer, Deputy Chief Executive Officer responsible for Banking and Mr. Jonathan Christopher Koney, Assistant Manager, Corporate Affairs & International Cooperation explored areas of possible collaboration between the Bank and the Embassy going forward.



GEXIM CEO, Mr. Lawrence Agyinsam meets U.S. Ambassador, Virginia Evelyn Palmer



L-R, Rosemary Beryl Archer, Lawrence Agyinsam and Virginia E Palmer



GEXIM representatives with U.S. Embassy Team.

CEO COMPLETES HIS TERM AS HONORARY PRESIDENT OF G-NEXID

by Chris Koney



L-R, Dr. George Agyekum Donkor, Freda Youssef, Mr. Lawrence Agyinsam

The Chief Executive Officer of the Ghana Export - Import Bank (GEXIM), Mr. Lawrence Agyinsam has successfully completed his second term as the Honorary President of the Global Network of Export-Import Banks and Development Finance Institutions (G-NEXID).

At the 18th Annual General Assembly of G-NEXID held in Geneva, Switzerland from 7th to 8th July 2023, Mr. Agyinsam handed over to Dr. George Agyekum Nana Donkor, the President of the ECOWAS Bank for Investment and Development (EBID), who will serve as the Honorary President from 2023 - 2025. In 2019, Mr. Agyinsam was elected as the 5th Honorary President of G-NEXID during the 14th Annual General Assembly. Then in 2021, he was given the nod for a second term of his presidency after an extraordinary achievement.



Seated: CEO (right) and DCEO - Banking (Rosemary Beryl Archer) at G-NEXID

Standing: GM Finance (Isaac Amisssah-Aidoo) and Exec. Assistant to DCEO-Banking (Angela Ampadu-Okyere)

GEXIM DEEPENS RELATIONS WITH INDIA EXIM BANK

by Chris Koney



Mrs. Nana Akyaa Obeng-Adiyiah, (Deputy CEO F&A, GEXIM) left, with India Exim Bank Managing Director, Ms. Harsha Bhupendra Bangari

The Deputy Chief Executive Officer of the Ghana Export-Import Bank (GEXIM), responsible for Finance and Administration, Mrs. Nana Akyaa Obeng-Adiyiah, on behalf of the Chief Executive Officer, Mr. Lawrence Agyinsam, has met with Management of the India Export-Import Bank (India EXIM) led by the Managing Director, Ms. Harsha Bhupendra Bangari.

The meeting took place on Wednesday 14th June 2023 on the sidelines of the 18th CII – EXIM Bank Conclave on India Africa Growth Partnership held at the Taj Palace in New Delhi, India, from 14th to 16th June 2023. Over 200 International and Indian delegates across export agencies, multilateral institutions, private credit insurers, governments, diplomats, and many more attended the 18th CII – EXIM Bank Conclave.

The meeting was to deepen the existing cordial relationship between the two Banks, provide an opportunity for the two

institutions to identify ways of building synergy, and possible collaboration in existing as well as new areas of interest for mutual benefit in addition to sharing insights on their respective operational processes.

Ms. Bangari expressed her excitement about the gains Ghana has made over the years through initiatives by GEXIM and further indicated India EXIM Bank's interest in collaborating with GEXIM and the Government of Ghana to play a strategic role to develop several industries across the country in line with Ghana's industrialization agenda.

"We have been monitoring the situation in Ghana and the negotiations with the International Monetary Fund (IMF) from last year. We are hopeful Ghana will come out of its current economic challenges stronger and its economy will bounce back. As indicated, we are keenly interested in partnering with Ghana Exim Bank and the Government of Ghana in the One District One Factory initiative which is similar to one of the India EXIM Bank's developmental projects dubbed, One District, One Product", she added.

On her part, Mrs. Obeng-Adiyiah reiterated GEXIM's mandate in championing the transformation of Ghana's economy into an export-led one and the elimination of critical market failures in the Ghanaian economy to make Ghana competitive in the global marketplace.

"We are grateful to the Management of India EXIM Bank especially the Managing Director, Ms. Bangari for making time to host us, it shows the importance you attach to the relationship between us. We are excited about the great engagement today and very optimistic about the positive outcomes to help in stabilizing the Ghanaian economy. We look forward to the collaboration with India EXIM Bank on the One District One Factory flagship programme of the Ghanaian Government and resumption of the exchange programme between the two Banks to build the capacity of staff members", she emphasized.

Other members of the GEXIM team at the meeting were Mr. Emmanuel Kofi Atubra, Senior Manager, Procurement, and Mr. Jonathan Christopher Koney, Assistant Manager, Corporate Affairs & International Cooperation.

GEXIM EXPLORES COLLABORATION WITH UK'S INSTITUTE OF EXPORT AND INTERNATIONAL TRADE

by Chris Koney



In line with its effort to harness the export potential of Made-In-Ghana products and explore opportunities for Ghanaian businesses in the international marketplace, the Management of Ghana Export-Import Bank (GEXIM) has met with the leadership of the United Kingdom's Institute of Export and International Trade.



The meeting took place on Thursday 2nd February 2024 at the headquarters of GEXIM at the Africa Trade House in Accra. On behalf of the Chief Executive Officer of GEXIM, Mr. Lawrence Agyingsam, the Deputy Chief Executive Officer of GEXIM responsible for Banking, Ms. Rosemary Beryl Archer, led the GEXIM to meet the team from the Institute of Export and International Trade.

The two teams discussed processes required for market access to the United Kingdom for Made-In-Ghana products and across the European market. In addition, the two entities deliberated on capacity-building programs for the staff of the Bank as well as Ghanaian entrepreneurs and business owners with key stakeholders within the British Trade sector.

The Institute of Export & International Trade was established in 1935 to support UK businesses in growing their international markets and trade. The Institute is the leading association of exporters and importers, providing education and training to professionalize the UK's international traders.

As a partner with governments, the Institute delivers programs in the UK and internationally, and are evangelist for global standards. The Institute co-partners in running the online Customs Academy, the world's first training platform dedicated to customs skills and developed at the request of His Majesty Revenue & Customs (HMRC).

The UK Institute of Export and International Trade team included the Director General, Mr. Marco

Forgione, Senior Advisor Oxana Borta, Africa Lead, Mr. Eugene Waluvengo, Trade Expert Sylvia Nalwanga, Trade Expert, Commonwealth Enterprise and Investment Council (CWEIC) Country Director, Ben Cobblah and Events Director of CWEIC, Ms. Isreala Quansah.



INDIA EXIM BANK OFFICIALS PAY COURTESY CALL ON GEXIM

by Chris Koney



On Wednesday 21st June 2023, a team from the India Export-Import Bank (India EXIM) led by the Deputy Managing Director, Mr. Tarun Sharma paid a courtesy call on the Ghana Export-Import Bank (GEXIM) at GEXIM's headquarters, located at the Africa Trade House, in Accra.

and highlighted the need for deepening the collaboration between the two Banks. *"It feels great to be here today and I am certain of a stronger partnership between Indian EXIM and GEXIM to help businesses both in Ghana and India to tap into opportunities available in both countries and in the global marketplace. We are open to collaborate with the Government of Ghana through GEXIM on the One District One Factory initiative"*, he added.

GEXIM's Deputy Chief Executive Officer, responsible for Banking, Ms. Rosemary Beryl Archer, on behalf of the Chief Executive Officer, Mr. Lawrence Agyinsam, received the India EXIM team. The courtesy call follows a meeting between the two banks on Wednesday 14th June 2023 on the sidelines of the 18th CII - EXIM Bank Conclave on India Africa Growth Partnership in New Delhi, India.

Ms. Archer underscored the important role India EXIM together with US EXIM, USAID, and Afreximbank played as strategic partners in the nurturing and development of GEXIM when it was established in 2016. Management of GEXIM at the time adopted the operational model of India EXIM.

"We are happy to be hosting the India EXIM team today following the very successful meeting they had with our team led by the Deputy CEO responsible for Finance and Administration, Mrs. Nana Akyaa Obeng-Adiyiah in New Delhi, India a week ago. We are grateful for the collaboration over the years, especially the Institutional Capacity Building programme in 2017 to equip GEXIM to facilitate the development of the Small and Medium Enterprise (SME) sector and Non-Tradition Exports (NTE) in Ghana. We are hopeful of greater prospects ahead in our cordial relation to benefit the two Banks", she added.

On his part, Mr. Tarun Sharma thanked the Management of GEXIM for the warm reception

The India EXIM team visited the GEXIM Made-In-Ghana shop (MiG Town), located at the ground floor of Africa Trade House in Accra. GEXIM MiG Town is an outlet that stocks assorted, innovative and well packaged Made-In-Ghana products including food and ingredients, beverages, skin and beauty care products, textiles, apparel, garments, leather footwear and slippers and many others.

Together with officials of GEXIM, the team later visited two of the companies financed by GEXIM, under the One District One Factory initiative, namely; Kad Manufacturing Limited and Entrance Pharmaceuticals and Research, both located in Accra.

GEXIM HIGHLIGHTS THE NEED TO ADD VALUE TO AFRICA'S ECONOMY AT 2024 AFRICA PROSPERITY DIALOGUES

by Essilfie-Conduah



The Ghana Export-Import Bank (GEXIM) collaborated with the Africa Prosperity Network (APN) and Africa Continental Free Trade Area (AfCFTA) Secretariat, to execute the 2024 Africa Prosperity Dialogues (APD) from 25th to 27th January 2024 at the Peduase Presidential Lodge, Aburi Hills.

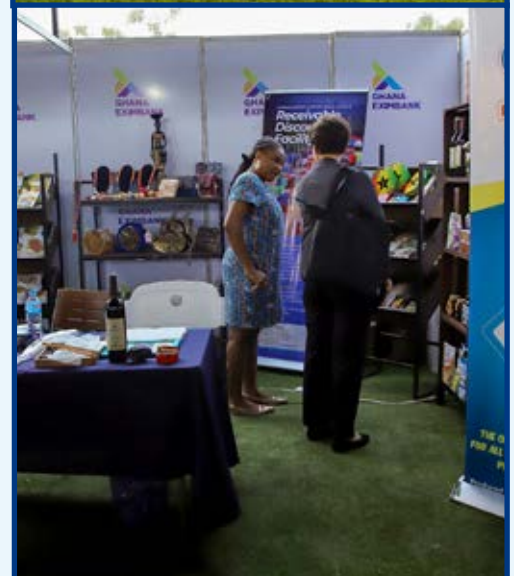
Africa Prosperity Dialogues is an annual dedicated platform for Africa's leadership to engage, forge partnerships, and commit to achieving the African Union's Agenda 2063 through integration with a vision of achieving an "Africa Beyond Aid".

The President of the Republic, His Excellency Nana Addo Dankwa Akufo-Addo, hosted the 2024 APD under the theme *"Delivering Prosperity in Africa: Produce, Add Value, Trade"*. Several Heads of State, government officials, and business leaders attended the event across the African continent and the Caribbean.

In line with the theme, a 7-minute documentary produced by

GEXIM showcasing Ghana's One District One Factory (1D1F) as a model for continental emulation on Industrialisation in Africa was featured during the highlight of the event, the Presidential Dialogue, attended by all the African and Caribbean Heads of State and other important dignitaries.

Additionally, GEXIM mounted the "Made-In-Ghana (MIG) Booth" for the exhibition of assorted, innovative, and well packaged Made-In-Ghana products including food and ingredients, beverages, skin and beauty care products, textiles, apparel, garments, leather footwear and slippers and many others.



EMPOWERING MSME'S: REVOLUTIONIZING GHANA'S FOOD INDUSTRY WITH GEXIM

by Joyce Ametor Kporvie



Group photo of SME Trainees with Thai Trainers at the Africa Trade House Auditorium

Introduction: Embracing Ghana's Agrarian Potential

In a nation where food is an integral part of our rich culture, Ghana's potential to emerge as a leading hub in the local food manufacturing industry is immense. Despite its rich agrarian roots, the country faces the irony of importing large quantities of agricultural products. These imports highlight the existing gaps in food production and processing capabilities, which the Ghana Export-Import Bank is poised to address.

Empowering MSMEs: The Backbone of Ghana's Economy

A significant portion of Ghana's food industry is in the hands of micro, small and medium-scale enterprises (MSMEs), which contribute a staggering 60% to our GDP and employ 80% of our workforce. Yet, these MSMEs face technical and resource constraints, limiting their ability to produce under good manufacturing practices.

Innovating for Tomorrow: The Food Innovation Centre

The Ghana Export-Import Bank (GEXIM) presents a transformative solution: the establishment of a Food Innovation Centre. This state-of-the-art facility will not only adhere to international and local Good Manufacturing Practices (GMPs) and Hazard Analysis and Critical Control Point (HACCP) regulations but will also serve as a beacon of innovation and quality.

Elevating MSMEs: The GEXIM Advantage

The GEXIM Food Innovation Program will be a collaborative endeavour, involving research institutions and universities in Ghana, supported by Thai experts. It represents a strategic effort to modernize technology, bolster technical expertise, and optimize supply chains. Drawing on global practices, including key insights from an official visit to Thailand for two prominent food and beverage fairs, Thaifex

ANUGA and ProPak, GEXIM aims to integrate international best practices into the local context.

Skill Development: Training and Global Learning

A cornerstone of GEXIM's approach is capacity building, exemplified by an intensive training program for MSMEs led by a team of Thai food science and quality control experts. This initiative targeted over 100 MSMEs and was designed to refine production processes, enhance competitiveness, and potentially increase Ghana's export capabilities, thereby fostering job creation.

A Hub for Growth and Innovation

The GEXIM Food Innovation Centre is envisioned as more than just a production facility. It aims to be a hub for innovation, supporting new MSMEs, and acting as a training centre for future professionals. This approach is designed to enhance local entrepreneurship, improve competitive capabilities, and facilitate market access, both domestically and internationally.

Championing Novel Food Innovations

GEXIM is dedicated to driving innovation in the food sector, with a focus on novel areas like alternative proteins. Recognizing the challenges MSMEs face in embracing innovation, GEXIM provides support to navigate new market trends and technological advancements.

Conclusion: Crafting a Dynamic and Sustainable Food Sector

GEXIM's commitment, coupled with collective efforts, positions Ghana to become a global leader in the food industry. By marrying tradition with innovation, we are set to build a sustainable, competitive, and dynamic food sector that resonates both locally

and internationally. We invite you to be a part of this exciting culinary renaissance, as we embark on this journey of transformation and growth.



MALTA DELEGATION VISITS GEXIM

by Chris Koney



Malta Delegation with Ms. Rosemary Beryl Archer, (3rd from left) Deputy CEO-Banking.

Management of the Ghana Export - Import Bank (GEXIM) on Thursday, 19th January 2023, hosted a business delegation from Malta. Ms. Rosemary Beryl Archer, the Deputy Chief Executive Officer responsible for Banking, on behalf of the Chief Executive Officer, Mr. Lawrence Agyinsam, received the delegation.

The Business delegation from Malta, consisting of representatives of Malta's Economic Development Agency, Malta Enterprise and some Maltese Businesses were hosted at the Bank's headquarters at the Africa Trade House in Accra.

Ms. Antoinette Cefai, responsible for Outreach and Internationalisation at the Business Development and Growth Unit of Malta Enterprise led the delegation

Receiving the delegation, Ms. Rosemary Beryl Archer highlighted the Bank's mandate to serve as a key engine in the development of Ghana's export trade, facilitate cross border trade and make Ghana a pillar in regional and continental trade in addition

to facilitating the transformation of Ghana's economy into an export one.

"As a Development and Policy Bank, we are supporting the Government of Ghana's quest for a feasible and sustainable export led economy. Over the years, we have financially supported several Ghanaian businesses in various capacities as well as developing trade between Ghanaian and foreign businesses. We have assisted some Ghanaian businesses to make overseas investments and eliminated critical market failures in the Ghanaian economy to make Ghana competitive in the global marketplace", she added.

On her part, Ms. Antoinette Cefai, indicated that Malta is a stable democracy, which is very

welcoming to an innovative mindset with an open business-centric commercial community that stands tall as an European Union member state, with a proven record of economic success.

She further expressed their appreciation to the Bank's Executive Management for hosting them and discussing with the team avenues of possible collaboration between Malta Enterprise, GEXIM, clients of GEXIM and other Ghanaian businesses to develop trade between the two countries.

Other members of the Maltese Delegation included Christopher Busuttil Delbridge, Managing Director of Evolve, Keith Vassallo and Solaman El Khazmi, Directors of Associated Equipment, and Scott Francis, Chief Technology Officer of TrustStamp.

The GEXIM team that hosted the Delegation included Head of the Advisory Department, Mr. Frank Obeng, Senior Manager at the Corporate Affairs Department, Mr. Emmanuel Essilfie - Conduah and Assistant Manager, Corporate Affairs and International Cooperation, Mr. Jonathan Christopher Koney.



Malta Delegation with the GEXIM team

GEXIM DEPUTY CEO HOSTS CARIBBEAN EXPORT DEVELOPMENT AGENCY HEAD

by Chris Koney



GEXIM Staff led by Nana Akyaa Obeng-Adiyiah, Deputy CEO, Finance & Administration with Executive Director of Caribbean Export Development Agency (CARIBEXPORT), Mr. Deodat Maharaj.

The Deputy Chief Executive Officer of the Ghana Export – Import Bank (GEXIM), responsible for Finance and Administration, Mrs. Nana Akyaa Obeng-Adiyiah, on behalf of the Chief Executive Officer, Mr. Lawrence Agyinsam, on Thursday, 8th June 2023, hosted the Executive Director of Caribbean Export Development Agency (CARIBEXPORT), Mr. Deodat Maharaj.

Mrs. Obeng-Adiyiah further advocated for a closer collaboration between the Bank and CARIBEXPORT for mutual benefit.

“Knowing the strategic role CARIBEXPORT plays in building a resilient and viable private sector in the Caribbean, we are excited about this meeting to explore the possibility of collaboration in areas of mutual interest. As we harness the export potential of our clients and other Ghanaian businesses, we are happy to explore opportunities for our clients and other Ghanaian businesses to get access to the Caribbean market”, she emphasised.

On his part, Mr. Deodat Maharaj expressed his appreciation to the Executive Management of GEXIM for receiving him and sharing with him deeper insight into the Bank’s

The meeting, which took place at the Headquarters of the Bank, located at the Africa Trade House, in Accra forms part of CARIBEXPORT’s Trade and Investment mission to Ghana with the objective to explore opportunities for Trade, Investment and Cooperation between countries of the Caribbean Forum and Ghana.

Welcoming Mr. Maharaj, Mrs. Obeng-Adiyiah emphasised on the mandate of the Bank; supporting the Government of Ghana’s quest for a feasible and sustainable export led economy. She further highlighted the Bank’s support to Ghanaian businesses across several industries, from the Pharmaceutical sector, Agribusiness and Processing, Manufacturing, SMEs and Exports, to Handicrafts.



Discussion session between CARIBEXPORT Delegation and GEXIM.

operations. He was optimistic of a great collaboration between Ghanaian companies and CARIBEXPORT following their meetings with Ghanaian Ministers, Industry Captains and relevant state agencies and stakeholders.

“As a regional trade and investment promotion agency focused on cutting-edge and high-impact support to the private sector, we have immensely contributed towards the creation of jobs, transformation of our economies and support the Caribbean to achieve the Sustainable Development Goals. We are happy to collaborate with Ghana Exim Bank and we could start by focussing on Renewable energy, Agriculture and Agriculture Technology, Information Communications Technology and Financial Technology”, he added.

Mr. Maharaj later visited the GEXIM Made-In-Ghana shop (MiG Town), located at the ground floor of Africa Trade House in Accra. The GEXIM MiG Town is an outlet that stocks assorted, innovative and well packaged Made-In-Ghana products including food and ingredients, beverages, skin and beauty care products, textiles, apparel, garments, leather footwear and slippers and many others.



Nana Akyaa Obeng-Adiyiah, Deputy CEO, Finance & Administration handing over a package of GEXIM Souvenirs to Mr. Deodat Maharaj

GAMBIAN EXPORT AND INVESTMENT DELEGATION PAYS COURTESY CALL ON GEXIM

by Chris Koney



GEXIM Staff led by Nana Akyaa Obeng-Adiyiah, Deputy CEO, Finance & Administration with Gambian Delegation at the Africa Trade House

A Gambian Export and Investment Delegation on Thursday, 15th December, 2022, paid a courtesy call on the Ghana Export-Import Bank (GEXIM) at the Bank's headquarters at the Africa Trade House in Accra.

The Bank's Deputy Chief Executive Officer responsible for Finance and Administration, Mrs. Nana Akyaa Obeng-Adiyiah, received the delegation on behalf of the Chief Executive Officer, Mr. Lawrence Agyinsam.

The Delegation included Mr. Hassan Gaye, the Deputy Permanent Secretary for Industry, Investment and Employment of the Republic of Gambia, Mr. Ousainou Senghore, Chief Executive Officer of the Gambia Investment and Export Promotion Agency (GIEPA), Mr. Baboucarr Camara, Communications Manager of GIEPA, and Mr. Omar K. Jammeh, Business and Export Development Officer of GIEPA.

The courtesy call was a follow up to a study tour to GEXIM by some officials of GIEPA and representatives of the Gambian Ministry of Finance undertaken on Thursday, 1st December 2022 to get a deeper insight into the Bank's operation and its innovative approaches at championing the Government of Ghana's agenda to transform the Ghanaian

economy into an export-led-one.

Receiving the Delegation, Mrs. Nana Akyaa Obeng-Adiyiah expressed the Bank's willingness to collaborate with the Government of Gambia and GIEPA through various programmes of mutual interest.

"We are excited you have selected GEXIM as one of the key Ghanaian institutions to have closer collaborations with as a result of the various success stories from our innovative initiatives in helping Ghanaian businesses as well as our pivotal role in championing the repositioning of the Ghanaian economy into an export led one. We are looking forward to further engagement leading to collaboration on several levels for mutual benefit", she added.

On his part, Mr. Hassan Gaye highlighted the need for deepening collaboration between the two governments for the benefit of its citizens. "It is also very important for government agencies and departments of the two countries to explore areas for increased efforts in promoting trade between the two countries under the African Continental Free Trade Area (AfCFTA) , which

presents a major opportunity for countries to boost growth, reduce poverty, and develop their economies", he further added.

The Gambian Delegation later visited the GEXIM Made-In-Ghana shop (MiG Town), located at the ground floor of Africa Trade House in Accra.

The GEXIM MiG Town is an outlet that stocks assorted, innovative and well packaged Made-In-Ghana products including food and ingredients, beverages, skin and beauty care products, textiles, apparel, garments, leather footwear and slippers and many others.



GEXIM ORGANISES STAKEHOLDER CONSULTATIVE FORUM ON HANDICRAFT

by Peter Ngmen Donnebo

The Ghana Export-Import Bank (GEXIM) organised a stakeholder consultative forum on handicrafts at its Head Office, located at the Africa Trade House in Accra on Tuesday, 25th April 2023.

The theme for the forum was “Facilitating International Trade, The Role of Ghana Export-Import Bank in the Handicraft Export Sector”.

The forum was a platform created by GEXIM for key and relevant stakeholders in the handicraft export sector to discuss solutions to challenges within the sector. In addition, it was an opportunity to showcase the products of the Bank to players in the industry.

In her welcome address, the Deputy Chief Executive Officer of GEXIM responsible for Banking, Madam Rosemary Beryl Archer, underscored the Bank's commitment to supporting the Government of Ghana's agenda to industrialise the country.

She reaffirmed GEXIM's commitment as a leading development bank to transforming the Ghanaian economy into an export-led one through targeted programmes and interventions in line with its mandate.

The handicraft sector is reported to have contributed about 1.35% to Ghana's non-traditional export earnings valued at \$45.2 million in 2021. The global handicrafts market is projected to reach USD1,376.12 billion by 2028, thus presenting a huge opportunity for Ghana's handicraft industry.

The Chief Executive Officer (CEO) of GEXIM, Mr. Lawrence Agyinsam, in his speech highlighted the importance of the handicraft subsector to the Ghanaian economy and cultural heritage.

He underscored the role of the handicraft subsector in generating foreign exchange earnings for the country, contributing to employment creation, poverty reduction, as well as promoting Ghana's rich cultural heritage globally.

The CEO lamented that despite the intriguing reality of the global handicraft export value of USD752 billion in 2021, only a negligible fraction is controlled by Ghana. Ghana exported a total of \$45.2 million worth of handicraft products in 2021 which represented less than 2% of the total non-traditional export value of \$3.33 billion for the year.

He was, however, of the view that optimal investments by the Bank in the handicraft subsector would contribute to helping Ghana achieve the non-traditional export target of GHS25.30 billion by 2029 under the National Export Development Strategy.

The Deputy Minister of Trade and Industry, Hon. Michael Okyere Baafi, who was present at the forum, gave the keynote address. He indicated that the handicrafts

industry has always been an important part of Ghana's cultural heritage, not only as a source of artistic expression but also as a means of livelihood for many Ghanaians.

He added that the Ministry has played a pivotal role in creating an enabling environment for the export of handicrafts, which has improved upon the competitiveness of Ghana's handicraft products in the global market.

The Acting Chairperson of Handicraft Association of Ghana, Madam Fulera Seidu, called for more support and collaboration from state agencies and regulators to enable artisans scale up their operations and increase productivity in order to increase the volume of exports and export earnings.

The CEO in his concluding remarks invited all Ghanaian exporters with credible export orders to approach GEXIM for the necessary support. He assured participants of further engagements aimed at improving upon the fortunes of the handicraft industry.

The forum was generally a success with valuable contributions made by various participants. Participants expressed satisfaction for the opportunity and the platform provided by GEXIM to engage them.



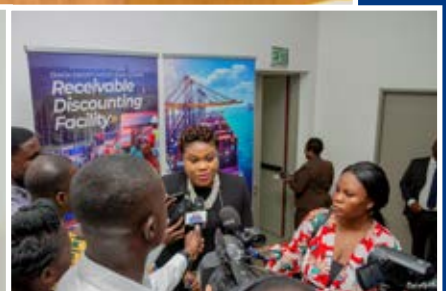
GEXIM Executives with participants at the Handicraft Exporters forum



*Dr. Fareed Kwesi Arthur, Coordinator,
National AFCFTA Coordination Office,*



*Acting Chairperson of Handicraft
Association of Ghana, Ms. Fulera Seidu*



GEXIM WINS AT GHANA CEO VISION AND AWARDS

by Chris Koney



GEXIM Staff led by Ms. Rosemary Beryl Archer, Deputy CEO Banking at the Ghana CEO VISION AWARDS

The second edition of the Ghana CEO Vision and Awards took place on Saturday 30th September 2023 at the Kempinski Hotel Gold Coast City Accra with the theme for event was “The Role of Business Leadership Towards Achieving the SDGs in Ghana”.

The Vice President of the Republic of Ghana, His Excellency Dr. Mahamudu Bawumia, was the Keynote Speaker for the event and the Ga Mantse, King Tackie Teiko Tsuru II was a Special Guest of Honour.

On the night of the event, the Chief Executive Officer of the Ghana Export - Import Bank (GEXIM), Mr. Lawrence Agyinsam was adjudged the Chief Executive Officer of the Year for the Finance sector by the Advisory Board of the Ghana CEO Vision and Awards.

The Deputy Chief Executive Officer of GEXIM, responsible for Banking and Business, Ms. Rosemary Beryl Archer was also adjudged the Chief Operating Officer of the Year for the Finance sector.

The Ghana CEO Vision and Awards is a thriving platform for CEOs to stay connected, relevant, ahead of the game, and get verified via documentary films and awards.



Mr. Michael Tetteh-Voetegbe, General Manager, HR & Admin receiving the award on behalf of Gexim CEO from Hon. Mark Okraku Mantey, Deputy Minister, Tourism, Culture & creative Arts

FEMALES MUST GET ACTIVE IN EXPORT ENTERPRISES - GEXIM DEPUTY CEO



The Deputy Chief Executive Officer of the Ghana Export-Import Bank (GEXIM), responsible for Banking and Business, Ms. Rosemary Beryl Archer, has urged policymakers and other relevant stakeholders in the Export Value Chain across the African continent to empower more women to actively participate in export enterprises.

Ms. Archer made the call when she received a Hungarian Business delegation on behalf of the Chief Executive Officer of GEXIM, Mr. Lawrence Agyinsam on 21st November 2023 at the GEXIM headquarters at the Africa Trade House, in Accra. The Delegation, led by the Hungarian Ambassador to Ghana, His Excellency Tamás Fehér, sought to explore areas of collaboration between the Bank and four visiting Hungarian companies.

She indicated that entrepreneurship activities globally are dominated by men according to the Global Entrepreneurship Monitor Women's Report at a comparative rate of 52% versus 48% by women. The variations from region to region or country to country within a single region however is higher. In Latin America and the Caribbean, for example, the overall level of women entrepreneurship is quite high, while it is relatively low in Eastern Europe.

To change the narrative, Ms. Archer called for a calculated attempt and pragmatic approach by African governments, policy drafters, and implementers as well as all other relevant stakeholders to develop the technical and financial capacity of women in the export value chain as well as introduce policies to encourage more women to join the sector and make bold steps.

"Female entrepreneurs represent the fastest growing category of entrepreneurship worldwide and can make significant contributions to entrepreneurial activity and economic development in terms of creating new jobs and increasing the gross domestic product (GDP), with positive impacts on reducing poverty and social exclusion. It has become very important to pay attention to women exporters in Ghana, especially, Small and Medium Enterprise exporters as well as supporting indigenous, women-led and export-oriented enterprises", she stated.

She also highlighted the need to address the numerous challenges

encountered by women in their quest to play key roles in the internationalization of Ghanaian goods and services. She further cited a study by Guzman and Kacperczyk (2019), which emphasised the several challenges women entrepreneurs face, for example, female entrepreneurs are 63% less likely than their male counterparts to obtain external financing in terms of risk capital.

"Women Exporters face various challenges which make it difficult for them to compete favorably on the international marketplace and we are hoping the opportunities presented by the African Continental Free Trade Area (AfCTA) could help resolve them. Currently, African exporters are the lack of capacity to be globally competitive, access to funding, inadequate managerial and technical abilities, lack of Human resources, technology, inadequate government support, lack of long-term Planning and building a support network", she added.

Within the Ghanaian SME sector, women hold a huge sway and according to the World Bank, 44% of micro, small, and medium enterprises (MSMEs) in Ghana are owned by women. The MasterCard report in 2020, indicated that Ghana has the highest percentage of women business owners at 46.4%, ranking it first place in the world. The above gives Ms. Archer the conviction that the situation can be changed with the right measures taken by all sector players.

GEXIM SUPPORT TO THE SHEA INDUSTRY IN NORTHERN GHANA

by Tamale Branch



While figures may be difficult to ascertain, it is estimated that Ghana has the potential to produce 200,000 metric tons of shea nut per annum. However, the estimated actual collection of shea nuts is only 130,000 metric tons per annum. Out of the 130,000 metric tons, 60,000 metric tons is exported. 45,000 metric tons out of the 60,000 metric tons is exported as raw shea nuts whilst the remaining 15,000 metric tons represent shea butter export.

Ghana is endowed with an economic natural resource that could be adequately exploited and used as a vessel for poverty reduction and socio-economic development especially in northern Ghana. The shea tree grows almost in the entire area of Northern Ghana and parts of the middle belt of Ghana.

INTRODUCTION

The Shea industry in Ghana occupies an important place in the economic development of the country. This is due to its role in job creation, industrial development, export, and growth of the national economy. The industry has been a tool for eradicating poverty, especially among women folks in the northern part of Ghana. This is largely because the industry is dominated by women and serves as the main source of income for many families. For many years, the shea nut industry has remained one of the least exploited sectors of our economy.

Ghana is the third biggest producer of shea nuts, which grow in West Africa, according to the United Nations Food and Agriculture Organization (FAO). Output reached 73,500 metric tons in 2012, FAO data shows. Nigeria and Mali are the largest producers.

Shea has evolved to become an important ingredient in the confectionary, cosmetic and pharmaceutical industries. The global trade in shea has increased significantly in the last decade, making the crop one of the leading non-traditional agricultural exports from Ghana.

THE SHEA TREE

The Shea tree (*Vitellaria paradoxa*) is a wild indigenous tree found only in Africa and especially around the area extending from the savannah belt of West Africa and East Africa. In Ghana, the tree is found in almost the entire area of Northern Ghana – Northern Region, Savanna Region, North East Region, Upper West Region and Upper East Region. Outside of this area, shea trees are also found in Bono East, Bono, Ahafo, Ashanti, Eastern and Oti region but in insignificant quantities.

THE SHEA INDUSTRY

The Allied Market Research reports that, the world shea butter market size was valued at US\$ 665.2 million in 2020 and it is estimated to reach US\$ 2.4 billion by 2030.

According to USAID, 600,000 tons of shea nuts are harvested in West Africa, about 350,000 tons are exported as raw nuts and the remaining 250,000 tons are processed locally into shea butter with a chunk of it consumed locally.



The number of years for a tree to reach maturity, and therefore produce fruit, is up for debate, but it is generally accepted to be 3-5 years. Other views argue that it requires 15 or even 20 years to fruit. Thus, information on lifespan of shea trees is sparse. What is reassuring nonetheless is that the shea tree appears to grow in abundance in the wild.

Largely found in the wild, the Shea tree is freely accessible to the public. It is widely believed that the tree has the tendency to reach a height of about 15 meters under favorable conditions. By the month of November each year the tree starts flowering and by April through to August the ripe nuts drop and are picked mainly by women.

Occasionally there are some variations due to location and rainfall. The fruit is edible and tasty. Mature nuts come from fruits that have fallen to the ground. Traditionally in the north, women forage for fallen fruits from the farm or any nearby forest. Butter processing is usually from June through August.

It has not been a common cultural practice to plant shea. However, many people are now eager to propagate shea. The whole process takes time. Usually around 9 months the seedling will be visible above ground. In addition, after one year, the seedling can be transplanted into the field. It is advised that transplanting should be done during rainy season, so the roots can fully develop before the dry season.

SHEA BUTTER

Shea is essential to the survival of the shea butter business. Ghana produces one of the best shea butter in the world. This is because the shea nuts here have the most desirable chemical balance, and the traditional processing methods create a very clean butter.

Shea is important to the northern economy, as it affects over 95% of rural households and directly engages over 600,000 women (SNV, 2016). Processing normally involves de-pulping of the fruit, parboiling of nut (in shell), partial drying (in shell), decorticating and drying of the kernels.

Generally, there is a growing global demand for shea nuts and butter due to increasing worldwide demand for vegetable oils and fats, especially the stearin component, for use in Cocoa Butter Improvers (CBIs) and other edible products. Hence, butter exports have increased tremendously.

BENEFITS OF SHEA

The benefits of shea can be summarized under the following: confectioneries, cosmetics, pharmaceutical and employment creation.

Confectioneries: Shea butter is often used as cooking oil in local homes and as well as used in the chocolate manufacturing industries.



Pharmaceuticals: It contains medicinal properties such as fatty acid and plant sterol such as oleic, palmitic, stearic, and linoleic acid which has healing properties to many ailments. It also has anti-aging properties.

Cosmetics: It is also used to produce body creams and hair softeners. It contains vitamin A & E which makes it a good moisturizer for both the skin and the hair.

Employment Creation: Sheanut picking, and butter processing are the main activities that engage women especially in the rural communities throughout the year and they generate income from that for their home management.

GEXIM'S SUPPORT TO THE SHEA INDUSTRY

Acknowledging the economic importance and contribution of Shea to the development of Northern Ghana in particular and the entire country as a whole especially in the export market, Ghana Exim (GEXIM) Bank committed itself to the overall development and promotion of the Shea industry.

GEXIM Bank has so far invested a total amount of about **GHS13,673,515.00** and **US\$ 3,000,000.00** since 2012 to support various individuals and groups in the Shea industry across the northern sector where the Shea is referred to as "Northern Cocoa"



The Shea industry has so many players; including the pickers, processors, distributors (aggregators), marketers and consumers. The sponsorship support by GEXIM cuts across all players in the industry. A total of about 13 groups and 2 companies in the northern sector have benefited from the GEXIM Bank financial support.

Shea Empowerment Initiative, a special project by GEXIM in collaboration with the Samira Empowerment and Humanitarian Organization constructed four shea processing centers in four regions in the north; North East, Northern, Upper East and Upper

West Regions to process shea butter by women in the respective localities.

Other women groups such as Tunteiya Women Association, Yumzaa Women Association, RAWW Ltd among others have also been supported with equipment, warehouse and working capital to process shea nuts into butter for both the domestic and foreign markets.

The Bank has also supported players in the cosmetic industry to serve as off-takers locally for the shea butter produced by these women groups.

CONCLUSION

GEXIM Bank is committed to the holistic development and promotion of the Shea industry to ensure an accelerated economic development as well as the economic empowerment of women in Northern Ghana

The industry has a lot of potential and requires a concerted effort by all and sundry; both public and the private sectors to invest meaningfully in the industry to enable it to thrive and realize its full potential.



GEXIM- Funded Shea Processing Centre at Gushegu in the Northern Region



GEXIM- Funded Shea Processing Centre at Walewale in the North-East Region

EKUMFI FRUIT JUICE: A JOURNEY FROM LOCAL TO GLOBAL SUCCESS

by Suh-Poutim Moses Tindana

In 2017, Ghanaian President, Nana Addo Dankwa Akufo-Addo declared the ambitious “Ghana Beyond Aid” agenda, envisioning a future where the country will rely on its abilities and resources for the betterment of its people. As part of this vision, the “One District, One Factory” (1D1F) initiative was launched, with a promise to industrialize the nation and create jobs to alleviate poverty.

One shining star emerged from this initiative, the Ekumfi Fruits and Juices Factory, which was set to become the mother of all factories under the 1D1F initiative. The factory aimed to process pineapple fruits into 100% natural juices, and the Ghana Export-Import Bank (GEXIM) led by Lawrence Agyinsam, financed it.

In August 2017, President Akufo-Addo performed a groundbreaking ceremony for the factory's construction. He emphasized that Ghana needed to add value to its produce and discouraged exporting raw materials, which only led to a migration of the youth to urban areas in search of elusive jobs.

The dream of Ekumfi Fruit Juice was slowly taking shape. With a total investment of \$15 million, out of which \$10 million was financed by Ghana Exim Bank, the factory became one of the most modern and automated agro-processing plants in West Africa.

The factory's journey was not without challenges, but it finally materialized in August 2020 when President Akufo-Addo proudly commissioned the Ekumfi Fruit and Juices Factory. The impact was immediately

felt, as the factory processed 10 tons of fruits per hour, producing three delightful variants of juice - pineapple, pine-ginger, and pine-tropic - all under the brand name Ekumfi Pure Juice.

The uniqueness of Ekumfi Juice is in its natural ingredients; it contained no additives, setting it apart from its competitors. As the factory flourished, it established a 60-acre pineapple farm, providing alternative livelihoods for 20 fishermen and empowering local communities.

At full capacity, the factory will employ around 450 direct workers, ranging from engineers, food scientists, marketing professionals, accountants, and technicians. Moreover, over 1,000 indirect job opportunities have been created in Ekumfi and neighboring districts, showcasing the positive ripple effects of the initiative.

As months passed, Ekumfi Juice made its mark as a household beverage in Ghana, embraced by people of all ages. The demand for its natural goodness grew, leading the company to introduce two more unique flavors: Pineapple Ginger and PineGingerWatermelon.



The success story didn't stop at the borders of Ghana. Ekumfi Juice expanded its reach and ventured into international markets. Its natural and healthier alternative to artificially flavored drinks struck a chord with consumers in the USA and parts of Europe.

Today, Ekumfi Fruit Juice is celebrated as an inspiring tale of local entrepreneurship, determination, and the power of value addition. From a humble pineapple processing factory in Ekumfi, it has become a global brand, cementing its place in the annals of Ghanaian popular beverages.

The success of Ekumfi Juice serves as a testament to the transformative power of government-private sector partnerships. It proves that with determination, support, and a commitment to innovation, a local brand can transcend boundaries and make a positive impact on the world stage.

As we toast to the sweet success of Ekumfi Fruit Juice, let us remember that this is just one of the many stories of growth and prosperity that Ghana's “One District, One Factory” initiative has set in motion. Together, we can build a brighter future for our nation, empowering our people and showcasing the best of Ghana to the world.



GEXIM DEPUTY CEO ENGAGES DIDIER DROGBA ON SPORTS AS A TOOL FOR TRADE AND INCLUSIVE GROWTH

by Chris Koney

On Tuesday 20th June 2023, the Deputy Chief Executive Officer of the Ghana Export - Import Bank (GEXIM) responsible for Banking, Ms Rosemary Beryl Archer, interacted with former Ivorian professional footballer, Didier Yves Drogba Tébily, on sports as a trade opportunity and growth driver for economies.



GEXIM Deputy CEO, Banking, Ms. Rosemary Beryl Archer with Global Football Icon, Didier Drogba

Their enlightening engagement happened on the sidelines of the 30th Afreximbank Annual Meetings (AAM2023) held at the International Conference Centre in Accra, Ghana, from 18th to 21st June 2023. This was after the former captain of the Ivorian national team had participated in a plenary session themed “Sports as a new creative industry opportunity for inclusive growth: insight from Professionals”.

Former Ghanaian international footballer and arguably the most decorated Ghanaian footballer, Asamoah Gyan, and Pop Mensah - Bonsu, President of Minor League Operations for the New York Knicks were part of the plenary session as speakers with Ms. Mojibade Sosanya of the Mojibadeshow as the presenter.

Without a doubt, the development of the knowledge economy has led to a change in the social-economic structure of countries globally with sport, and in particular, soccer, passing the “social accelerator” paradigm, and now considered one of the most active industries on the international financial scene.

Ms. Archer believes football clubs just like other creative entities have become businesses in their own right, drawing up a balance sheet, with the need for financial equilibrium and an objective to succeed in making a profit. According to her, the economic analysis of sport is not a recent discovery but dates back to the 1960s.

“It can be recalled that several economists including America’s Walter C. Neale outlined the specificity of companies operating in this market. When we go on the ground, in Italy, sport

is one of the engines of the country's development, accounting significantly for the national Growth Domestic Product (GDP) and representing one of the most widespread forms of entertainment", she added.

On the point of trade, Ms. Archer indicated that sports aids to increase foreign trade and promote global economic integration. Engaging in sports can provide visibility opportunities for countries and may spur the interest of firms as well as consumers in the respective foreign market. Sport could also help to infuse trust into cross-country business relationships. There have been studies to examine the role of sporting events on trade and how countries are able to increase trade between them using sport.

"In addition, there is already plenty of evidence that sport can be used to spur economic development. The construction and rehabilitation of sports facilities and development of sport for entertainment create employment and marketing opportunities. The manufacturing of sports equipment also serves as a source of jobs. Furthermore, sports programs can be used as a training ground for a new workforce, teaching skills that make young people more employable and productive. The International Labour Organization's Youth Sports Programme works in partnership with governments and the sports sector to support the skills building and employment of young people", she added.

Didier Drogba highlighted the fact that for any country to thrive there is a need for peace and stability. *"Over the years, sports has been used to promote peace and development and the Olympics are a historic example of sport used for a higher purpose. The United Nations Task Force on Sport for Development and Peace affirmed in the conclusion in its 2003 report that, sport offers a cost-effective tool to meet many development and peace challenges, and help to achieve the UN's Millennium Development Goals", he emphasized.*

In November 2022, GEXIM rolled out a campaign to promote trade and patronage of Made-In-Ghana products dubbed "Think Soccer, Think Trade" during the FIFA World Cup held in Qatar. Announcing the initiative, the Chief Executive Officer of GEXIM, Mr. Lawrence Agyinsam reiterated the importance of sports in promoting exports and the role of soccer in international trade.



Ms. Archer
believes football
clubs just like
other creative
entities have
become
businesses in
their own right,
drawing up a
balance sheet,
with the need
for financial
equilibrium and
an objective
to succeed in
making profit.



GEXIM LAUNCHES “THINK SOCCER, THINK TRADE”

by Chris Koney

..... Mr. Lawrence Agyinsam, the importance of sports in promoting exports and the role of soccer in international trade.



As part of efforts to support the participation of the senior national team, the Black Stars, at World and African Cup competitions, Ghana Exim Bank (GEXIM) has rolled out a campaign to promote trade and the patronage of Made-In-Ghana products dubbed, “Think Soccer, Think Trade”.

Announcing the initiative, the Chief Executive Officer of GEXIM, Mr. Lawrence Agyinsam, reiterated the importance of sports in promoting exports and the role of soccer in international trade.

On behalf of the Board, Management and Staff of the Bank, Mr. Agyinsam wished the Black Stars the very best in the tournament and hoped we will qualify to the next stage and make the nation proud by flying high the flag of the country. This he noted will enable the Bank to leverage on it to promote the agenda of import substitution and increasing exports.

The Deputy Chief Executive Officer of GEXIM responsible for Banking, Ms. Rosemary Beryl Archer explained that “Think Soccer, Think Trade”, is a concept by the Bank to use sports as

a tool to champion trade and promote export diversification with the aim of achieving economic transformation for jobs. In addition, the campaign aimed to encourage Ghanaians to embrace and patronise Ghanaian products.

“Without doubt, sports has the potential to increase foreign trade and promote global economic integration. Countries that engage in sports become more visible to other countries and spurs the interest of firms as well as consumers in the respective foreign market. Over the years, it has been proven that sport helps to infuse trust into cross-country business relationships on several levels”, she emphasised.

The campaign was in line with the bank’s mandate to assist the Government of Ghana to reposition the Ghanaian economy into an export-

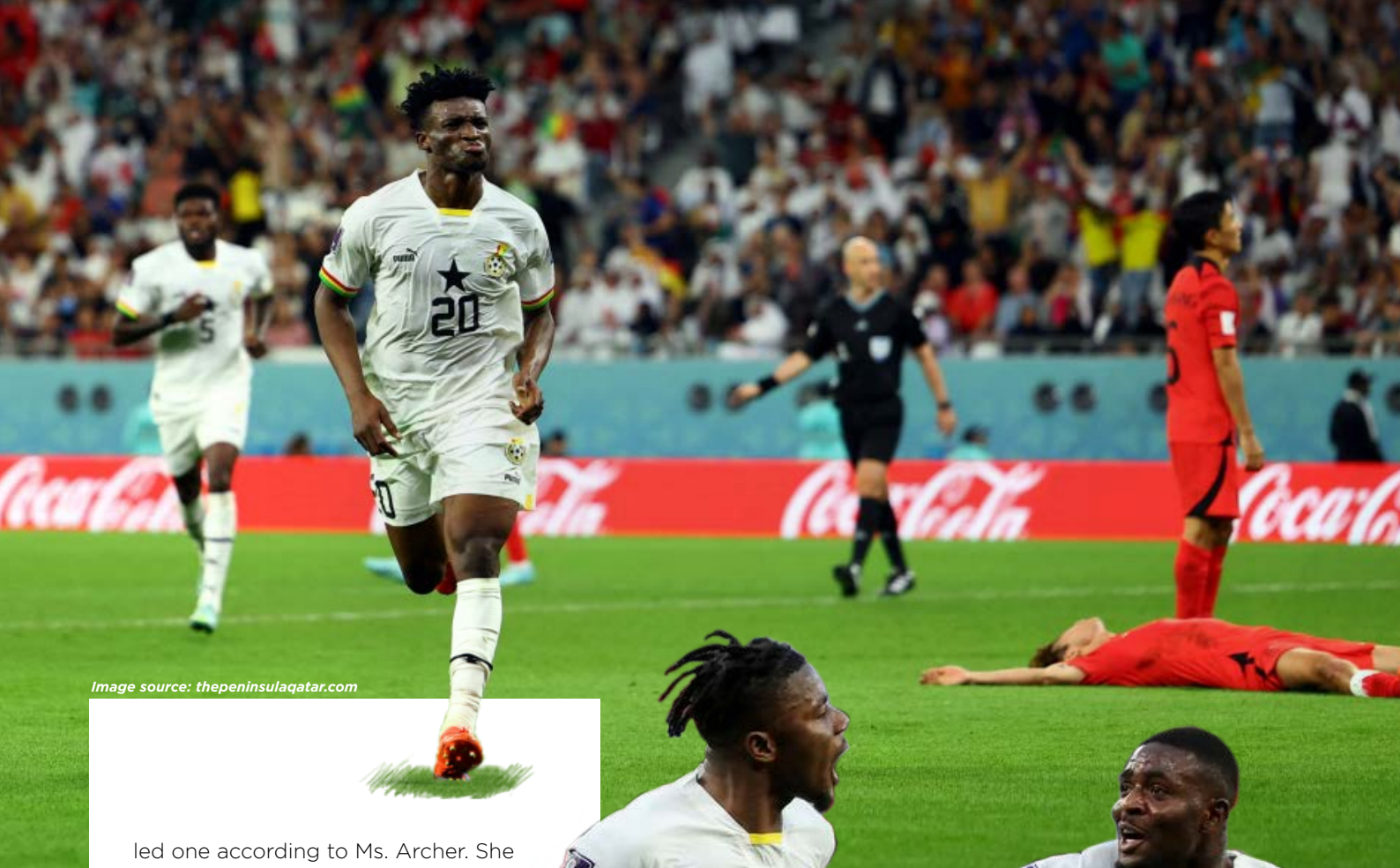


Image source: thepeninsulaqatar.com

led one according to Ms. Archer. She encouraged producers of Made-In-Ghana products to leverage on the platform of sports and especially the ongoing world cup to promote their products.

“For us at GEXIM, it is important to encourage Ghanaians to support our SMEs with the intention of making local industries competitive. When our SMEs produce, it is important to promote them for their products to be patronised and this will lead to prosperity”, she added.

GEXIM was established in 2016 with the mandate to improve the country’s export competitiveness, foreign exchange earnings and balance of trade. The Bank is focused primarily on raw material base development because it identifies this strategy as the key to sustain agro-processing. To this end, there is intensive advisory service as well as funding support for clients engaged in commercial farming.

Importantly, GEXIM is the main financial driver behind the government’s flagship One District, One Factory (1D1F) Initiative which seeks to accelerate Ghana’s industrialization and socio-economic development. It is anticipated that the programme will empower entrepreneurs by giving them access to the market for their output and create jobs.

Photo by
Alex Grimm/
Getty Images

WOMEN'S DAY AT GEXIM

by Dorcas Ali



Female staff participants being addressed by Ms. Eunice Golloh (Right), Guest speaker at the International Women's Day Forum

adies of the Ghana Export-Import Bank (GEXIM) have marked the 2023 International Women's Day (IWD) with a call on Leaders to place a premium on women in Ghanaian society and close the gender gap in Information Communication Technology (ICT).

These calls were made at a forum organized by the Bank for its female staff on Wednesday, 8th March 2023 in commemoration of this year's celebration of IWD.

Celebrated globally each year with a focal point on the women's rights movement, bringing attention to issues such as gender equality, reproductive rights, and violence and abuse against women, the theme for IWD 2023 is: **"DigitALL: Innovation and technology for gender equality"**.

The Resource Person at the event was Ms. Eunice Golloh, Senior Cybersecurity and ICT Analyst and Chief Executive Officer of HKG IT Consulting. She highlighted the need for women to leverage technology to become more efficient as well as find innovative ways to resolve some of their challenges.

"As we are all aware, what is ruling the world currently is technology and that is why it is necessary for women and girls to embrace it so that the nation could move forward in its development and also be able to compete favorably globally. COVID-19 has taught us many things such as remote work, which became the order of the day during the height of the pandemic. Zoom, Skype, and Microsoft Teams became everyone's companions and the new order in running our businesses, having meetings, and engaging with friends and family", she said.

She further explained that the Cyber Security field is mostly considered as a man's world, and this makes it difficult for women of different races to enter with ease.

Hence, there is a need for institutions, especially in the banking and financial sectors to make Cyber Security training paramount in order to know the best practices for securing their systems and information.

In her remarks, Mrs. Nana Akyaa Obeng-Adiyiah the Deputy Chief Executive Officer, Finance & Administration, of the Bank highlighted the pragmatic steps being taken by the Bank to empower its staff, especially women, as well as find innovative ways to resolve challenges in the Bank's operations and processes.

She further admonished a closer collaboration among government, policy decision-makers, and the private sector, to make the digital world safer, more inclusive, and more equitable in observing the global event.

On her part, Ms. Rosemary Beryl Archer the Deputy Chief Executive Officer, Banking, encouraged the female staff in attendance to leverage the platform of Information Technology in the Bank's operations to support direct and indirect business transactions along the export value chain.

"It is imperative to build our strategy execution utilizing innovative digital tools to achieve results. As an institution, we will collaborate with all our stakeholders especially players in the SME Export value chain to identify and gain access to foreign markets, suppliers of effective raw material, branding and build technical know-how through various IT channels", she added.

The event ended with an engagement session, which saw participants sharing their opinions on various ways of empowering women and ensuring they are represented adequately in all sectors of the economy.



From Left to Right: Nana Adwoa Adadey, Head Recovery, Ms. Rosemary Beryl Archer DCEO (Banking) with Mrs. Nana Akyaa Obeng-Adiyiah DCEO (Finance & Administration) presenting GEXIM souvenirs to Ms. Eunice Golloh guest speaker at the International Women's Day Forum on the 6th Floor of the African Trade House.

Export Trade Products»

Export Trade Facility

- This is a Short-Term revolving facility for Ghanaians (especially SMEs) to be able to meet export demands and enhance their capacities.
- It is to fill gaps in exporters' working capital thereby providing the needed funds for seamless operations and for multiple cycles.
- The facility is to enable exporters purchase raw materials and meet other operational needs to execute export orders and market demands.

Who Qualifies?

- An Exporter with evidence of previous exports.
- Must have a verifiable export order of export contract
- A company with at least 30% Ghanaian shareholding and
- A Company or business with ability to deliver on its export orders.

HEAD OFFICE: AFRICA TRADE HOUSE,

📍 Ambassadorial Enclave,
Liberia Road, Ridge, Accra
P. O. Box MB 493, Accra

☎ 0302 234 668 📠 0302 234 664

👤 0302 235027 / 0243 690 520

📠 HQ: GL-040-2630

✉ enquiry@eximbankghana.com

🌐 @geximgh





The Ghana Export-Import Bank (GEXIM) is a Corporate Body established by the Ghana Export-Import Bank Act, 2016 (Act 911).

The objective of the Bank is to Support and Develop Directly or Indirectly Trade between Ghana and other Countries, and also Build Ghana's Capacity and Competitiveness in the International Market-Place.

The Bank's Operational Functions are summarized under the following three Categories:

A) Support for International Trade

- ↔ Credit
- ↔ Overseas Investment
- ↔ Market Advisory Services

B) Building Ghana's Capacity in International Trade Market.

- ↔ Supplier's and Buyer's Credits
- ↔ Export Finance
- ↔ Import Finance (Manufacturing of Goods for Export)
- ↔ SME Financing (Agro-processing and Export)
- ↔ Equity Financing
- ↔ Domestic Investment (Support of Export or Import)
- ↔ Export Product Development and Capacity Building.
- ↔ Other Financial Services.

C) Facilitation

- ↔ Guarantees
- ↔ Insurance.

We look forward to working with Businesses and Entrepreneurs operating within the Bank's Mandate areas with a view to facilitating Ghana's International Trade.

HEAD OFFICE:

AFRICA TRADE HOUSE

Ambassadorial Enclose. Liberia Road,
Ridge - Accra.

P.O. Box MB 493, Accra.

0302 234 668/9

CONTACTS

Kumasi: 0578 594 352 / 0578 594 351

Takoradi: 0312 002 263

Ho: 0362 028 392

Tamale: 0372 028 053

enquiry@eximbankghana.com

www.eximbankghana.com

[@geximgh](#)