

# KNOWLEXIM

Knowledge Centre

August, 2023

## MONTHLY DIGEST FROM GEXIM KNOWLEDGE CENTRE



A shot of some GEXIM Funded Products at KC Exhibition Wing



Knowledge sharing  
Problem Solving  
Capacity Building



- GHANA AT A GLANCE
- AGRICULTURAL SUB-SECTOR
- FIRST QUARTER NON-TRADITIONAL EXPORTS (NTES)
- GHANA IN THE LENS OF UNCTAD
- SPOT LIGHT ON PROCUREMENT DEPARTMENT



# GHANA AT A GLANCE

- Ghana has a population of 25.37 million, with a per annum growth rate of 2.19 %, and a mean population density of 77 persons/km<sup>2</sup>.
- The population distribution is varied across the 10 administrative regions and eco-zones of the country
- 68 % and 32 % living in the rural and urban areas respectively.
- About 52 % of the labour force is engaged in agriculture.
- 29 % in services and 19 % in industry.
- Approximately, 39 % of farm labour force is women.

Agriculture contributes to 54 % of Ghana's GDP, and accounts for over 40 % of export earnings, while at the same time providing over 90 % of the food needs of the country. Ghana's agriculture is predominantly smallholder, traditional and rain-fed

- In the forest zone, tree crops are significant with cocoa, oil palm, coffee and rubber being of particular importance.
- The food crops in this area are mainly inter-cropped mixtures of maize, plantain, cocoyam and cassava.
- The middle belt is characterized by mixed or sole cropping of maize, legumes, cocoyam or yam, with tobacco and cotton being the predominant cash crops.
- Cotton and tobacco are also important in the northern sector, where the food crops are mainly sorghum, maize, millet, cowpeas, groundnuts and yam.



- About 136,000 km<sup>2</sup> of land, covering approximately 57 % of the country's total land area of 238,539 km<sup>2</sup> is classified as "agricultural land area"
- which 58,000 km<sup>2</sup> (24.4 %) is under cultivation.
- 11,000 hectares under irrigation.
- About 60 % of all farms in the country are less than 1.2 hectares in size.
- 25 % are between 1.2 to 2.0 hectares.
- A mere 15 % above 2.0 hectares. The mean farm size is less than 1.6 hectares.
- Small-size and medium-size farms of up to 10.0 hectares account for 95 % of the cultivated land

- Ghana Statistical Service reported that Ghana's GDP grew by 5.4 percent in 2021, compared to the 0.5 percent growth recorded in 2020.
- According to the Economist Intelligent Unit, Ghana's real GDP growth will strengthen in 2022, before slowing in 2023-24, then pick up again in 2025-26.
- Most consumers in Ghana are price sensitive, but quality is never overlooked, and the growing middle class values premium products.

- Ghana remains a major importer of food products, with imports of agricultural and related products estimated to have reached \$1.9 billion in 2021.
- Food and agricultural imports will continue to grow as Ghana's underdeveloped food processing sector is unable to meet increasing demand.
- Food imports mostly comprise bulk, intermediate, and consumer-oriented commodities such as rice, wheat, soybean meal, and poultry.
- U.S. exports of agricultural and related products to Ghana in 2021 were \$156.6 million, an increase of about 48.0 percent over the previous year's value (\$105.6 million).







# AGRICULTURAL SUB-SECTOR

The Agricultural sub-sector in 2022 accounted for US\$509.9 million of total NTEs earnings compared to US\$476.01 million earned in 2021, indicating a 7.13% growth. This sub-sector contributed a 14.47% share to total NTE earnings in the year under review.

Growth in the cashew earnings was triggered by increased in Cross-border sourcing of the product to service a growing demand on the international market.

Fresh or chilled Tuna increased due to the high cost involved in processing canned tuna.

Intermediary companies in Spain, India, and Switzerland intentionally non-patronize Voacanga, creating artificial scarcity in the international market. This leads to an upward surge in export prices for Voacanga.

The Pineapple Industry experienced a decline in export earnings in 2022 due to challenges such as low production yield, inadequate water and nutrition, small fruit sizes, local processing, and non-competitive air freight costs. This led to exporters losing orders to competitors in Kenya and Cote d'Ivoire.

Yam export experienced a short fall due to exporters inability to meet quality requirements.

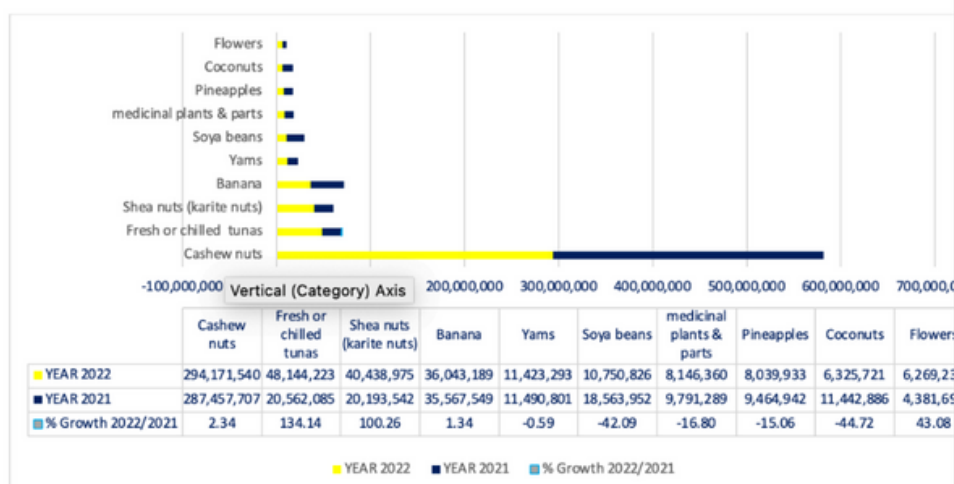
Soya beans experienced dip in 2022 due to Ghana's temporary export restriction, promoting domestic availability and food security.

In 2022, banana earnings grew by 1.34%, while coconut earnings decreased by 44.72%.

Banana exports increased due to increased industry exporters, while coconut earnings decreased due to low demand. Flowers experienced a 43.08% growth, thanks to new supply base entry and existing exporters' performance. Shea nuts saw an increase in earnings due to high demand, as they are a substitute for cocoa butter. Countries like Sweden, Kuwait, Turkey, Dubai, and Saudi Arabia used shea butter in chocolate processing.

## Comparative Analysis of Top Ten (10) Agricultural Products

Chart 6.1: Comparative Analysis of Top Ten (10) Agricultural Products



Source: GEPA



# FIRST QUARTER NON-TRADITIONAL EXPORTS (NTEs)

2023

First Quarter 2023 NTE figures have been released by the Ghana Export Promotion Authority. It measures the performance of the sector in 2023 against the same period in 2022.



- The NTE sector based on historical trends, is expected to make a rebound in the ensuing quarters
- Major export earning products like cashew, cocoa derivatives are expected to experience an uptick in earnings before the end of the year
- The robust programs and activities being implemented by GEPA under the National Export Development Strategy (NEDS) are expected to impact positively on the overall NTE inflows by the end of the year.



## Sector Performance (Jan-March) 2023

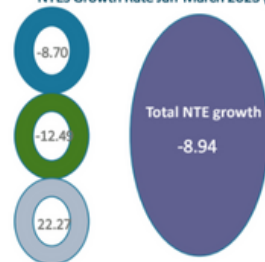
Manufactures	US\$ 697,943,773
Agribusiness	US\$ 188,230,416
Industrial Art & Craft	US\$ 23,030,824

## QUARTER 1 2023 NTEs DASHBOARD

### Comparative analysis: NTE Quarter 1 of 2022 vs Q1 of 2023



### NTEs Growth Rate Jan-March 2023 (%)



### Top Ten Leading Products: 2023 (January - March)

Product	Earnings (USD)
Cashew Nut (in-shell)	131,325,592
Cocoa Paste	100,626,867
Cocoa Butter	76,553,185
Iron/steel circles, rods, sheets and billets	65,193,639
Article of plastics nes	40,204,973
Canned Tuna	37,810,841
Cocoa Powder	33,791,499
Natural Rubber Sheets	28,942,828
Shea (Karite) Oil	27,687,606
Aluminium Plates, Sheets & Coils	23,870,140

### Top 10 NTE Products across sectors: (Jan-March 2023)

Processed Products	Agribusiness products	Industrial Art and Craft Product
Cocoa paste	Cashew nuts	ceramic products
Cocoa butter	Soya beans	basketware
Iron/Steel circles, rods, sheets, billets	Banana	Mats
articles of plastics nes	Shea nuts (karite nuts)	hides and skins
canned tuna	Fresh or chilled tunas	traditional musical instruments
Cocoa powder	Fresh or chilled fish, nes	beads
natural rubber sheets	medicinal plants & parts	handicraft items nes
Shea (karite) oil	Yams	Paintings, drawings
aluminium plates, sheets and coils	Cuttle fish and squid	batik/tye and dye
Cocoa cake	Pineapples	Articles of jewellery

Non-Traditional Export earnings over the period Jan-March 2023 amounted to US\$ 909,205,013 reflecting a negative growth rate of 8.94% over the Jan-March 2022 earnings

source: Ghana Export and Promotion Authority

Notes

- Land area refers to the total area of a country excluding area under inland water bodies.
- It differs from the country area, that includes area under inland water bodies, but excludes offshore territorial waters.
- 2 Statistics presented correspond to the 6th edition of the IMF Balance of Payments and International Investment Position Manual (BPM6, 2009).
- Data refers to 2020.

Abbreviations & acronyms:

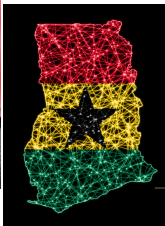
- DWT: Dead weight tons
- FDI: Foreign direct investment
- GDP: Gross domestic product
- ICT: Information and communication technology
- TEU: Twenty foot equivalent unit
- US\$: United States dollar

Symbols for missing values:

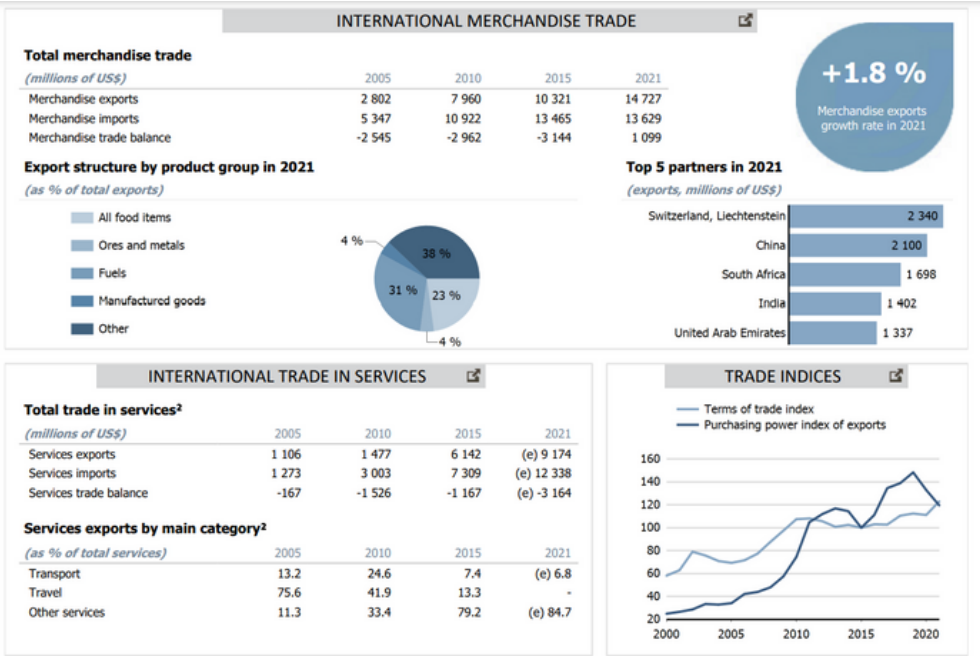
- 0 Zero means that the amount is nil or negligible
- .. Not available or not separately reported
- \_ Not applicable
- ... Not available, including no quotation
- # Non-relevant calculation
- Not publishable
- \*\*\* Negative accumulation of flows; Value included in regional and global totals



Generation date: 20 October 2022

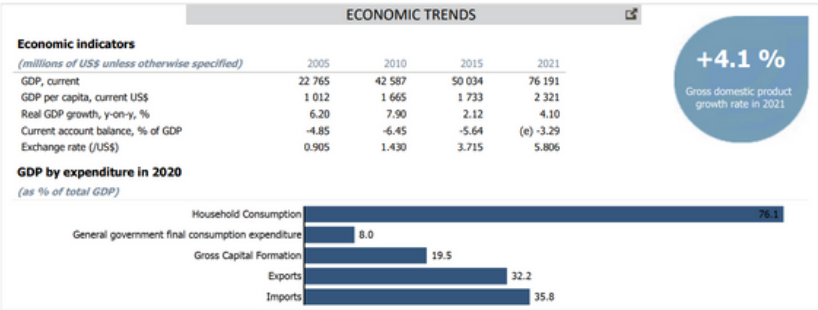


# GHANA IN THE LENS OF THE UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT



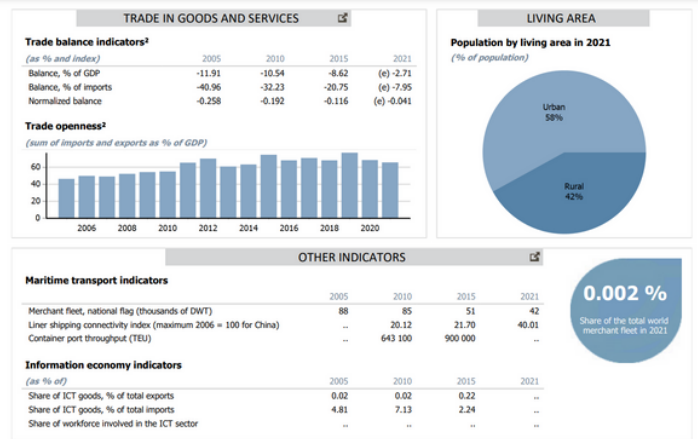
In the realm of total trade in services, the following figures showcase the evolution of exports, imports, and trade balance over the years:

- 2005: Services exports amounted to \$1,106 million, while services imports stood at \$1,273 million.
- As a result, the services trade balance registered a deficit of \$167 million.
- However, the imports of services surged to \$3,003 million, leading to a substantial trade deficit of \$1,526 million.
- Consequently, the services trade balance continued to exhibit a deficit, albeit reduced to \$1,167 million (estimated).
- Fast forward to 2021, services exports experienced substantial growth, amounting to \$9,174 million.



These figures shed light on the evolving landscape of total trade in services and the shifting composition of services exports across different categories over the years.

The trade balance indicators track the trade balance's performance over several years. In 2005, there was a trade deficit of -11.91% of GDP. By 2010, there was a slight improvement, but still a deficit. In 2015, further improvement was observed, and by 2021, significant progress was made with a reduced deficit. These indicators offer valuable insights into the relative performance of the trade balance and its implications for the overall economy.



## GENERAL INFORMATION FOR 2021

**Population**  
32.833 Millions

**Exchange Rate**  
6.4 GHS/US\$

**Land area**  
(q) 227 533 km<sup>2</sup>

**GDP Growth**  
3.3%

**GDP**  
76 191 Millions current US\$

**CPI Growth**  
9.98 %



# PROCUREMENT DEPARTMENT



Procurement Department is a specialized department responsible for managing the procurement process of goods and services required by the bank to operate effectively. This department ensures that the bank obtains high-quality products and services at competitive prices while adhering to legal and regulatory requirements



With a mandate to acquire, store, retrieve and make available information, data and resource material to enhance efficiency and effectiveness in the operations of GEXIM Procurement Department, the following hard copies materials are available in the KC for use. These can be requested through the KC portal.

- Logistics and Supply chain Management [fifth edition] - Martin Christopher
- Big Data Analytics in Supply Chain Management (Theory & Applications)
- Warehousing and Transportation Logistics - Heinrich Martin
- Procurement and Supply Chain Management - Kenneth Lyons & Brian Farrington
- Supply Chain Management (Strategy, Planning & Operations) - Sunil Chopra
- Purchasing & Supply Chain Management - Monczka, Handfield, Giunipero & Patterson

