



# 5<sup>th</sup> GHANA INDUSTRIAL SUMMIT & EXHIBITION 2022

**Theme: "Investing in Ghanaian industries to leverage opportunities in the Single African Market"**



**16<sup>th</sup> - 18<sup>th</sup>**   
**8AM-5PM**  
**AUGUST 2022**

*Labadi Beach Hotel, Ghana*



## BACKGROUND

The Association of Ghana Industries as part of its mission to create a supportive and competitive business climate, which will make Ghanaian businesses locally and internationally competitive, has been organizing the Ghana Industrial Summit & Exhibition annually since 2017. The GISE has been hosted with support from the Ministry of Trade & Industry, Ministry of Foreign Affairs, and reputable local industries.

The GISE is designed to assemble captains of industry, policy makers, international industrialists, and entrepreneurs on one platform to discuss pertinent issues confronting industry and cutting-edge solutions to propel industry forward.

*The Summit has always centered around five objectives.*

- create an annual global platform for industrialists to share ideas on innovation and technology with the aim of enhancing industrialization.
- establish and encourage networking between indigenous industrialists and their international counterparts for knowledge sharing and exchange of best practices in industry.
- engage key government agencies driving the economy in constructive dialogue in search of viable solutions to challenges facing industry.
- bring all sectors of the economy together to chart a common course towards industrial advancements for the benefit of the local economy.
- create opportunities between sellers and buyers to enhance business activities for economic gains through match-making programmes and exhibitions.

This year's forum will intensify Ghana's Investment Promotion efforts and the estimated potential in the Agriculture and Agro-processing, ICT and Fintech, Financial Services, Mining and mineral processing, Oil and Gas, Energy and Renewable Energy, and Services sectors.

The Summit's main goal is to promote investing in Ghanaian businesses to investors and investor intermediary audiences. The private sector will experience a quicker post-Covid recovery and drive strategic growth with this support from Impact investors. Then can the private sector invest more into disruptive technologies, and leverage opportunities from trade agreements like the AfCFTA.

It is on this note that this year's Ghana Industrial Summit and Exhibition (GISE) will seek to further deliberate on the theme "Investing in Ghanaian Industries to leverage opportunities in the single African Market".



## CONTEXT

The purpose of the Investment Summit is to promote investing in Ghanaian businesses to investor and investor intermediary audiences. Attracting foreign direct investment (FDI) is a tough venture, but that is one of the few ways of getting an economy invigorated for growth. The opportunity to explore local funding opportunities from Individuals and Institutions with surplus funding is mostly ignored by businesses, as the fixation on attracting FDI continues. This Investment Summit shall create a platform for businesses to introduce their ventures to local investors and receive offers.

While the prospects for companies in the agribusiness and agroprocessing sectors are huge, investments in these sectors seem to have stalled due to lack of investor interest. This might have resulted from the lack of understanding of the investment climate in the country and most importantly the infrastructure needed to make investments attractive to investors. According to Jeffrey Sachs in an article, “investors will invariably require electricity, water, physical security, basic public health facilities, and access to airports, ports, and telecoms. Administrative services such as port clearance and predictable tax administration are also essential” In Ghana land administration becomes an additional factor critical for investors especially when it comes to agriculture and the setting up of factories.

It is important to bring all stakeholders together to have a thorough discussion on the investment climate in Ghana with the objective of increasing foreign direct investments in the agribusiness, agroprocessing and general manufacturing sectors. The need for investors to be taken through all the sectors primed for investments, the business community positioning themselves to take advantage of such investments from impact investors and fostering a long-term relationship between these key actors to drive investments in Ghana.

It is envisaged that; investors would take advantage of all the investment opportunities that exist in the Ghanaian economy to take advantage of the single African Market as created by the AfCFTA for industrial growth and good returns on their investments.

## Why you should attend

The Exhibition brings together an array of businesses spread across our 23 sectors: cosmetics, food & beverages, household items, electrical cables and appliances, hospitality industries, medical facilities, health products, garments and textiles, construction, real estate, and many others. Stories of companies brokering big business and good orders characterizes the exhibition and it can only improve. The Summit will bring together the investment community including impact investors who are expected to share their experiences in investments and their journey so far. They will also lay bare what investors look out for when investing. Delegates from the Ghana Investment Promotion Centre and other agencies would be there to explain investment policies and how attractive it is to invest in Ghana. It will be the meeting point of experts, consultants and entrepreneurs who would need equity investments to generate the needed growth in their businesses.

There will be a B2B session to bring businesses together for commercial transactions to take place. Businesses who would like to source raw materials for their production processes will have the opportunity to meet raw material suppliers and aggregators for business discussions.

The Summit offers a platform for policy makers to liaise with key stakeholders to create and maximize opportunities available in the business environment while lightening barriers that may intercept future growth.

All the above forms part of the reason why you must endeavour to participate in this year's Industrial Summit & Expo. Investments are key to make industries in Ghana competitive in the single African Market.

The Summit will focus on:

Conferences

B2B  
Interactions

Local  
policy discussions

Networking

Exhibitions

## KEY PARTNERS

1. Volta River Authority
2. GESP - EU Project
3. Ghana Export Promotion Authority (GEPA)
4. Ghana Investment Promotion Centre (GIPC)
5. Ghana Venture Capital & Private Equity Association (GVCA)
6. Business Investors
7. Impact Investing Ghana (IIGH)
8. Nuclear Power Ghana (NPG)
9. Fidelity Bank

## KEY SECTORS

1. Agribusiness
2. Agroprocessing
3. General Manufacturing
4. Oil and Gas
5. Construction
6. Energy
7. Services Sector

## TITLE SPONSORSHIP

Local Sponsor: GH¢ 200,000  
Foreign Sponsor: \$50,000

The title sponsor enjoys a great amount of branding at the exhibition grounds and presentation opportunities at the conference events. Other benefits include:

1. Joint media exposure in print, TV, Radio, and outdoor promotion.
2. Branding of event venue with company banners and pull-ups.
3. Company logo on exhibition publicity materials including banners and flyers.
4. Full colour page (middle spread) advert in event Brochure.
5. Opportunity to make a high-level presentation during the conference to showcase products, services. available for business and share some success stories
6. Co-host a panel discussion session.
7. Acknowledgment (mentioning of company) during conference session.
8. Opportunity to involve and showcase partners
9. Company would be entitled to two (2) complementary exhibition stands.
10. Company's CEO statement in the exhibition brochure.

## GOLD SPONSORSHIP

Local Sponsor: GH¢ 100,000  
Foreign Sponsor: \$30,000

1. Joint media exposure in print, TV, Radio, and outdoor promotion.
2. Acknowledgment (mentioning of company) during conference session.
3. Representation on panel discussion session and/or make presentation.
4. Company logo on exhibition publicity materials including banners and flyers.
5. Opportunity to place some banners and pull-ups within conference room.
6. Full colour page advert in event brochure.
7. Opportunity to involve and showcase ONLY 3 partners
8. Two (2) complementary exhibition stands.

## SILVER SPONSORSHIP

Local Sponsor: GH¢ 50,000  
Foreign Sponsor: \$20,000

1. Joint media exposure in print, TV, Radio, and outdoor promotion.
2. Full colour page advert in event Brochure
3. Company logo on exhibition publicity materials including banners and flyers.
4. Acknowledgment (mentioning of company) during conference session.
5. One (1) complementary exhibition stand.

## BRONZE SPONSORSHIP

Local Sponsor: GH¢ 30,000  
Foreign Sponsor: \$10,000

1. Joint media exposure in print, TV, Radio, and outdoor promotion.
2. Company logo on some exhibition publicity materials including banners and flyers.
3. Full colour page advert in event Brochure.
4. One (1) complementary exhibition stand.

## EXHIBITION PACKAGE

|                            |   |                       |
|----------------------------|---|-----------------------|
| LOCAL PARTICIPANTS         | - | <b>GH¢5000/STAND</b>  |
| INTERNATIONAL PARTICIPANTS | - | <b>USD2,500/STAND</b> |

## EXHIBITION

Component (6sqm):

1. Shelf scheme panels
2. 2 chairs
3. 1 table
4. Carpet
5. Spotlights
6. Fascia names
7. Lunch for 2

## Terms & Conditions

### APPLICATION

Interested individuals and companies should contact the AGI secretariat for application forms.

### APPLICATION FORM

Once the application form is fully completed by the applicant, it shall be submitted with the requisite fee per the fee schedule to the Association of Ghana Industries. International participants should send the fully completed application forms via email (pdwoods@agighana.org; kamofo@agighana.org) to AGI on or before 1st August 2022. A completed application form and payment of fees will qualify an applicant for space allocation.

### METHOD OF PAYMENT

All payments to AGI by local exhibitors and foreign companies registered in Ghana shall be made in Ghana Cedis into the account below;

**ASSOCIATION OF GHANA INDUSTRIES  
ACCOUNT NUMBER – 1191130004533  
GCB BANK - GHANA INTERNATIONAL TRADE FAIR  
CENTRE BRANCH, LA-ACCRA**

Cheques could also be written in the name of; The Association of Ghana Industries and paid directly at the National Secretariat situated close to Alisa Hotel Ring Road, Accra. Payment by international exhibitors shall be made in US Dollars to the Association of Ghana Industries using the following details;

**ECOBANK GHANA LIMITED  
OSU BRANCH,  
ACCRA, GHANA  
ACCOUNT NUMBER - 0201094425348601  
SWIFT CODE - ECOCGHAC  
BANK ADDRESS - ECOBANK GHANA LIMITED,  
19, SEVENTH AVENUE, RIDGE WEST,  
P.M.B., G.P.O, ACCRA, GHANA**

### EXHIBITION SPACE

Allocation of exhibition space shall be done by organizers on a first-come first-served (FCFS) basis with reference to the exhibition model above; Energy village, Oil & Gas village, Manufacturing village, Services village and International village. It is the sole responsibility of AGI to allocate exhibition stands to exhibiting companies.

Exhibitors shall be solely responsible for any damage to exhibition booths, lighting and any other structure provided by the organizers. All additions to standard booths that is likely to affect the nature of the booths or the environment within which they exhibit shall be done in consultation with the event organizers.

In the event that, an exhibitor delays in occupying an allocated stand, the organizers reserve the right to reallocate the stand to another exhibitor especially if the organizers deem that space critical for the success of the exhibition.

There shall be an exhibitors' forum one week to the date of the Summit for orientation and preparation towards the event. Exhibitors are not allowed to sublet the exhibition space to any other party either in whole or in part without the consent of the Organizers.

### CONSTRUCTION OF STANDS

The Exhibition grounds shall be made accessible to exhibitors for the purposes of decorating and mounting of exhibits, materials and products. The date for this activity would be communicated to exhibitors as the time approaches. Prior to this date, or on the same date, construction of exhibition booths would be done.

### CANCELLATION OR POSTPONEMENT OF SUMMIT/ EXPO

The organizers shall not be liable for any loss incurred by any exhibitor, participant or third-party contractor or any persons for that matter for the cancellation or postponement of the summit/Expo as a result of Force majeure, Acts of any unrest or riots, legislation by Government of Ghana, fire, flood, storms, earthquakes or any other act or event that may have an extreme negative impact for which the event may not be held. The organizers are committed to refund payments made by exhibitors up to 50%.

### SECURITY

Adequate security shall be provided at the exhibition grounds. Exhibitors shall however be responsible for the security of their stands, exhibits, materials and product. AGI will not be held liable for any loss, theft and damage to such items.

### DISPUTES

The AGI Events Planning committee shall be the first point of call in the event of any disputes, questions, queries and wellbeing of exhibitors in the entire duration of the Summit/Expo.

#### E-HELP DESK

Events Manager –  
**Kwadwo Obeng Kyei**  
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024 7737999

Events Coordinator -  
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Event Coordinator -  
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024 3 549 482

Events Coordinator -  
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