

FOREWORD FROM THE CEO



*Mrs. Mawuena Trebarh, Ag.
Chief Executive Officer, GIPC*

Even in the face of the global and seemingly domestic economic challenges, Ghana continues to be the preferred investment destination in the sub-region. According to the Ghana Business Forecast Report for the 4th Quarter of 2013 by the Business Monitor International (BMI), Ghana's abundant natural resources, fast growth trajectory and relative political stability augur for strong foreign investment inflows.

The GIPC continues to aggressively execute its mandate of strategic investment promotion and attraction through its ongoing reforms and best practices in order to receive its fair share of global FDI inflows for 2013. This was evident from the impressive results recorded during the third quarter of 2013 which is a significant improvement over the results recorded for the same period in 2012, albeit an unmatched performance compared with the year to date results for 2012. Highlights include:

3rd Quarter, 2013

- Total FDI component of **US\$2,680.65 million**, an increase of **44.12%** over US\$1,860 million recorded for the same period in 2012
- Total initial transfers of **US\$30.18 million**, an increase of **66.10%** over US\$18.17 million recorded for the same period in 2012
- Total jobs expected to be created is 10,034, an increase of **65.91%** over **6,048** expected jobs for the same period in 2012

Year to Date, 2013

- Total FDI component of **US\$3,242.72 million**, a decrease of 25.97% over US\$4.38 billion recorded for the same period in 2012
- Total initial transfers of **US\$75.34 million**, a decrease of 9.08% over US\$82.86 million recorded for the same period in 2012
- Total jobs expected to be created is **85,195**, a significant increase of over 400% compared to the **16,364** expected jobs for the same period in 2012

We therefore remain focussed and poised towards our mandate of attracting and retaining the best FDIs that will keep Ghana on the world map as tops for investment destination. - **Mrs. Mawuena Trebarh, Ag. CEO**

1.1 SUMMARY

New Investments: 3rd Quarter 2013

In the third (3rd) quarter of 2013 (1st July to 30th September, 2013), **144** new projects were registered.

Initial Transfers

The total initial capital transfers for the newly registered projects during the quarter amounted to **GH¢59.76 million (US\$30.18 million)**.

Estimated Value of Registered Projects

The total estimated value of this quarter's newly registered projects was **GH¢5,886.52 million (US\$2,972.45 million)**.

1.2 STRUCTURE OF NEW INVESTMENTS SECTORAL COMPOSITION

Sectors	Newly Registered Projects	Estimated Value of Projects (US\$ M)	% of Estimated Value
Agriculture	5	126.92	4.27
Building/Const	27	1,321.05	44.44
Export Trade	4	3.85	0.13
General Trading	42	49.89	1.68
Liaison	8	524.76	17.65
Manufacturing	13	146.74	4.94
Service	38	796.92	26.81
Tourism	7	2.86	0.10
Total	144	2,972.99	100.00

Of the **144** projects registered during the third (3rd) quarter, 108 (75%), were wholly-foreign owned enterprises valued at **GH¢2,044.77 million (US\$1,032.71 million)** which is **34.74%** of the total estimated value of projects registered. The remaining 36 (25%) were joint ventures between Ghanaians and foreign partners valued at **GH¢3,841.74 million (US\$1,940.27 million)** which is **65.26%** of the total estimated value of projects registered.

For the corresponding quarter of 2012, 56 wholly- foreign owned enterprises and 46 joint ventures were registered and valued at **US\$1.87 billion** and **US\$42.02 million** respectively.

During the second (2nd) quarter of 2013, 70 wholly-foreign owned enterprises and 35 joint ventures were registered and valued at **US\$85.03 million** and **US\$198.94 million** respectively.

1.3 FOREIGN DIRECT INVESTMENT

The FDI component of the estimated value of the projects registered during the period under review (1st July to 30th September, 2013) was **GH¢5,307.68 million (US\$2,680.65 million)**, representing **90.17%** of the total estimated value, and a local currency component of **GH¢578.84 million (US\$292.34 million)**, representing **9.83%**.

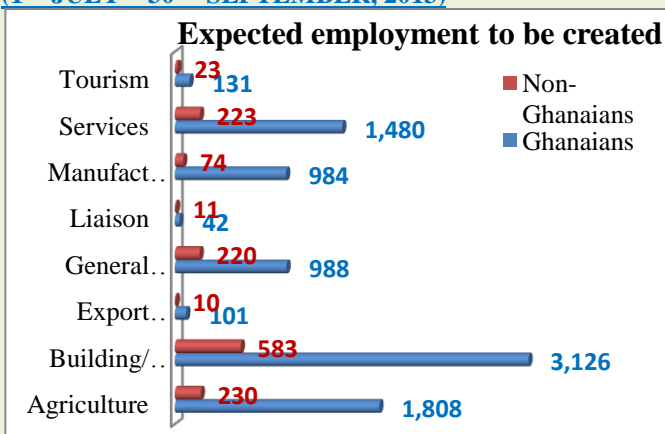
The FDI component of the estimated value of the projects registered in the corresponding quarter of 2012 was **US\$1.86 billion** and the local currency component was **US\$55.06 million**. For the second quarter of 2013, the FDI component of the estimated value of the projects registered was **US\$276.86 million** and the local currency component was **US\$7.10 million**.

The total foreign equity was **GH¢1,080.50 million (US\$545.70 million)** and the initial equity transfers was **GH¢59.76 million (US\$30.18 million)** for this quarter.

1.4 EMPLOYMENT GENERATION

From the 144 new projects registered in the third quarter (3rd) quarter, it is expected that **10,034** jobs will be created. The total number of expected jobs to be created gives an increase of **65.91%** over **6,048** expected jobs to be created in the corresponding quarter of 2012. 86.31% (**8,660**) of the total jobs to be created in the third (3rd) quarter will be for Ghanaians and the remaining 13.69% (**1,374**), for expatriates.

EMPLOYMENT TO BE GENERATED BY SECTORS (1ST JULY – 30TH SEPTEMBER, 2013)



1.5 GEOGRAPHICAL DISTRIBUTION

Six (6) out of the ten regions directly benefited from the registered projects during the quarter. The regions are Ashanti, Central, Eastern, Greater Accra, Volta and Western region. 83.33% of all the projects registered are located in Greater Accra region.

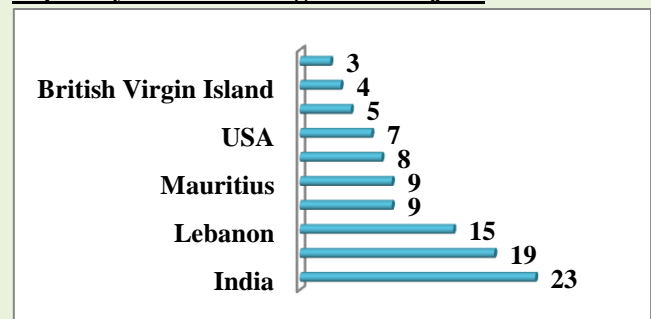
Region	Number of registered projects	Estimated value of registered projects (US\$ M)
Ashanti	12	285.89
Central	3	0.71
Eastern	1	0.94
Greater Accra	120	2,663.13
Volta	4	15.54
Western	4	6.78
Total	144	2,972.99

1.6 SOURCES OF FOREIGN DIRECT INVESTMENT (FDI)

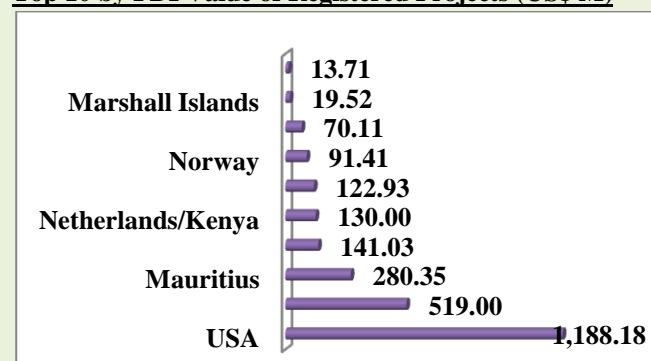
India, with **23** projects, topped the list of countries with the highest number of registered projects. With **US\$1,188.18 million** as the FDI value of the investments, USA topped the list of countries with the largest value of investments registered during the quarter.

Top 10 Investor Countries (1st July – 30th Sept, 2013)

Top 10 by Number of Registered Projects



Top 10 by FDI Value of Registered Projects (US\$ M)



1.7 SOME SERVICES PROVIDED AND IMPACT OF REGISTERED INVESTMENTS

Exemptions & Quotas granted: Year to Date, 2013

As part of GIPC's investor services and facilitation role, immigrant quotas and exemptions are granted to registered investments. The immigrant quotas are granted under section 30 of the GIPC Act 478 whereas exemptions and other incentives are granted under section 24 & 25 of the Act.

During the first three quarters of 2013, the Centre received a total of **1,101** and **535** immigrant quotas and exemptions requests respectively. Out of this, **1,026** and **498** quotas and exemptions were approved respectively.

Activity	All three Quarters, 2013	
	Quota	Exemption
Received	1,101	535
Approved	1,026	498

Project Partnership

One of the roles of the GIPC as an investment promotion agency (IPA) is investment targeting and generation. The Centre plays this role by identifying and compiling projects in the various sectors of the Ghanaian economy into a portfolio of investment projects. This is geared towards the promotion of profitable partnerships between Ghanaian and Foreign investors to ensure that FDI filters into the regions of the country and to improve the capacity of local businesses.

A regional sensitization campaign is therefore undertaken annually by the Centre to encourage Ghanaian investors (also potential) to submit marketable investment projects for possible partnerships. These projects are screened and compiled into the project catalogue which is used as one of the Centre's promotional tools.

There have been **3** projects that have realised funding support so far and these are:

- Project on establishment of production facilities for an aquaculture farm
- Project on the cultivation and processing of sunflower
- Project on the development of 'cultured marble' technology and production/marketing of marble-based sanitary ware

Technology Transfer Agreements (TTAs)

The L.I. 1547 "Technology Transfer Regulations" 1992 makes it obligatory for Ghanaian Companies who enter into Technology Transfer Agreements with External Companies to register the agreement with the GIPC. These agreements include technical services, managerial services, know-how services, patent and intellectual property rights. So far, there have been three (3) TTAs recorded within 2013. These were in the form of technical assistance and management service agreements.

The parties to these agreements are:

- Total Rafinage Marketing SA and Total Petroleum Ghana Ltd
- United Bank for Africa (Ghana) Ltd and United Bank for Africa PLC

- Metropolitan (Proprietary) Ltd and Metropolitan Pensions Trust Ghana Ltd

1.8 RE-REGISTRATION

During the first three quarters of 2013, a total number of **534** projects renewed their registration with the Centre. The table below gives details on these re-registered projects:

Re-registration Exercise: Year to Date (Jan to Jun), 2013					
Number of projects re-registered		534			
		Projected		Actual	
Employment Creation	Ghanaians	18,954	21,568	31,310	32,639
	Non-Ghanaians	2,614		1,329	
Investment US\$ M		1,034.83		2,611.84	
<i>*The actual investment value shows an increase of 152.39% compared to the projected investment figure of US\$1,034.83 million</i>					

1.9 YEAR TO DATE (JAN – SEPT), 2013

The total number of projects registered for the first three quarters of 2013 was 343, with a total estimated value of **GH¢7,032.25 million (US\$3,551.64 million)**. 305 projects were registered for the corresponding first three quarters of 2012 with a total estimated value of **US\$4.97 billion**.

The total initial capital transfers amounted to **GH¢149.17 million (US\$75.34 million)** for the period under review. The total initial capital transfers for the corresponding period in 2012 amounted to **US\$82.86 million**.

Of the 343 registered projects, 251 were wholly-owned foreign enterprises and 92 were joint ventures between Ghanaians and foreign partners.

The joint venture projects were valued at **GH¢4,300.32 million (US\$2,171.88 million)**, and the wholly-owned foreign enterprises were valued at **GH¢2,731.92 million (US\$1,379.76 million)**.

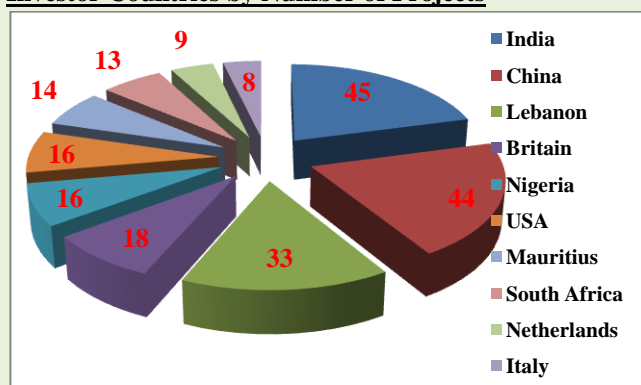
The FDI component of the estimated value of the projects registered during the first three quarters of the year amounted to **GH¢6,420.59 million (US\$3,242.72 million)** and the local currency component amounted to **GH¢611.66 million (US\$308.92 million)**. For the corresponding period in 2012, the FDI component of the estimated value of the projects registered amounted to **US\$4.38 billion** and the local currency component amounted to **US\$593.94 million**.

A total of **85,195** jobs are expected to be created by registered projects from the first three quarters of 2013. **72,441** of the total jobs to be created will be for Ghanaians and the remaining **12,754** will be for expatriates.

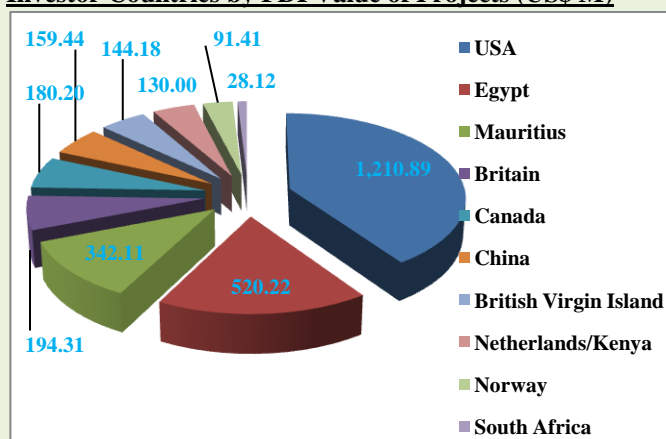
India, with 45 projects, topped the list of countries with the highest number of registered projects in the first three quarters of 2013. USA, however, topped the list of countries with the largest FDI value, amounting to **US\$1,210.89 million**.

Top 10 Investor Countries: Year to Date, 2013

Investor Countries by Number of Projects



Investor Countries by FDI Value of Projects (US\$ M)



1.10 HIGHLIGHTS

Some of the major projects attracted into the country during the quarter, including greenfield projects:

- PHI CENTURY LIMITED** – provision of helicopter services with an estimated project value of **GH¢1,338.36 million (US\$675.94 million)**.
- EUROGET DE-INVEST SA** – turnkey construction and equipping of military hospital, 2 regional hospitals, etc with estimated project value of **GH¢1,027.62 million (US\$519 million)**.
- JAY CASHMAN WEST AFRICA LIMITED** – general civil and marine construction project with an

estimated project value of **GH¢990.02 million (US\$500.01 million)**.

- SUN INVESTMENT GHANA LIMITED** – SOLAR energy plant - photovoltaic 100MW with an estimated project value of **GH¢257.40 million (US\$130 million)**.
- SCATEC SOLAR GHANA LIMITED** – construction and operation of solar generating plant with an estimated project value of **GH¢253.64 million (US\$128.10 million)**.
- TEMA FUEL COMPANY LTD** – A joint venture project with partnership from the United Kingdom, will be operating and promoting a tank farm and its estimated project cost is US\$65.50 million.
- DUNLOP CONVEYOR BELTING GHANA LTD** – A wholly foreign project from the Netherlands will be manufacturing industrial conveyor belts and it has an estimated project cost of US\$1.95 million.

1.11 COMPARISON OF 3RD QUARTERS: 2013 & 2012

		Figures				Q3 2013 & Q3 2012 Comparison %
		Q3 2013		Q3 2012		
No. of Projects	F	108	144	56	102	41.18
	JV	36		46		
Total Estimated Value (US\$ M)		2,972.99		1,910.00		55.65
FDI Component (US\$ M)		2,680.65		1,860.00		44.12
Local Component (US\$ M)		292.34		55.06		430.95
Total Initial Capital (US\$ M)		30.18		18.17		66.10
Country with highest No. of Projects		India (23)		India (12)		
Country with largest FDI Value of Projects		USA (US\$1,188.18 M)		Lebanon (US\$1.48 B)		
Total Jobs to be Created	Ghanaians	8,660		5,446		59.02
	Non - Ghanaians	1,374		602		128.24

1.12 COMPARISON, YEAR TO DATE: 2013 & 2012

		Figures				2013 & 2012 Compared %
		All three Quarters 2013		All three Quarters 2012		
No. of Projects	F	251	343	176	305	12.46
	JV	92		129		
Total Estimated Value (US\$ M)		3,551.64		4,969.40		(28.53)
FDI Component (US\$ M)		3,242.72		4,380.52		(25.97)
Local Component (US\$ M)		308.92		593.94		(47.99)
Total Initial Capital Transfer (US\$ M)		75.34		82.86		(9.08)
Country with largest No. of Projects		India (45)		China (40)		
Country with largest estimated Value of Projects		USA (US\$1.21B)		Lebanon (US\$1.48B)		
Total Jobs to be Created	Ghan aians	72,441		14,560		397.53
	Non - Ghan aians	12,754		1,804		606.98

1.13 INVESTOR PROFILE



Petronia City Development Limited is a wholly Ghanaian project with an estimated project cost of US\$130 million. It was registered with the GIPC within the third (3rd) quarter of 2012. Petronia City is envisioned to be the 'Oil and Gas Capital' of West Africa.

It is a 2000-acre mixed-use, master-planned development located in the Western Region, approximately 8 kilometres from Takoradi. Petronia City has been designed to serve as a dedicated business hub for the oil and gas and mining sectors in Ghana. Construction on Phase 1 of the project is set to begin in October 2013. Upon completion, the city will accommodate up to 30,000 residents and it will include

high-end and mid-range housing, five-star hotels, an Oil and Gas University, a stadium, an 18-hole championship golf course, as well as commercial, civic, and industrial facilities.

The plan for Petronia City was developed in response to the incapacity of Takoradi and the surrounding area to effectively support the boom in social, economic and industrial activity in the wake of the 2007 oil discovery. In addition to providing critical infrastructure and world-class facilities to support the growth of the oil and gas and mining industries in the area, this project will generate employment and create extensive opportunities for investment in the region.

Petronia City aims to bridge the development gap that currently exists in Ghana.

1.14 EVENTS, PROGRAMS & MISSIONS

During the third quarter of 2013, GIPC organized and participated in the following programmes as part of its mandate of investment promotion:

- ❖ **The Africa-Australia Infrastructure Conference** held in Melbourne, Australia from 2nd to 3rd September, 2013
- ❖ **The 2nd Northern Investment Conference** held in Tamale from 14th to 17th August 2013
- ❖ **The Investor Forum and Exhibition of West Africa Agricultural Production Program (WAAPP 2A)** held at the CSIR – Food Research Institute, Accra on 3rd September, 2013
- ❖ **The Strategic Grain Reserve Workshop** held in Nairobi, Kenya from 3rd to 4th September, 2013
- ❖ **The African Hospitality Show** held in Accra from 12th to 13th September, 2013
- ❖ **The Mauritius Ghana International Trade and Investment Forum 2013** held in Accra from 19th to 20th September, 2013

Upcoming Programs for the 4th Quarter 2013

- ❖ **Ghana Club 100 2012 Awards** to be held on 18th October, 2013 in Accra.
- ❖ **SME Development and Trade Promotion** to be held in Kuala Lumpur, Malaysia from 21st October to 1st November, 2013
- ❖ **Ghana Commercial Agricultural and Investment Forum** to be held on 12th December, 2013 in Accra