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Report Highlights:

In calendar year (CY) 2025, Ghana's imports of U.S.-origin food and agricultural products grew to \$174.8 million, up 18 percent compared to \$147 million registered in 2024. For CY 2026 (January-April), Ghana's imports of U.S.-origin food and agricultural products are at \$64 million up by 16.5 percent compared to same period in 2025. Consumer-oriented food products imports are the country's the fastest growing food sector/category. Ghana's 2025 imports of U.S. consumer-oriented foods hit \$150 million, up 20 percent from 2024. For 2026, (January-April) Ghana's imports of U.S. consumer-oriented products are at \$58 million, up 28 percent compared to same period in 2025. As the country's economy grows, FAS Accra (Post) anticipates an uptick in imports of consumer-oriented goods.

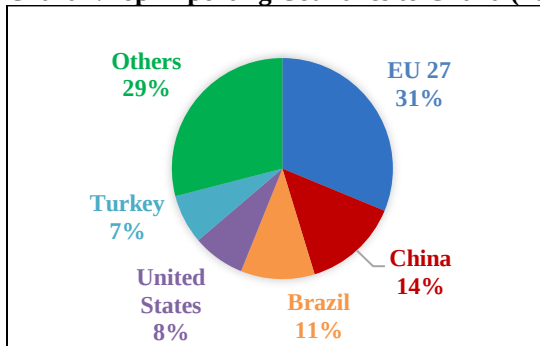
FAS Exporter Guide - Ghana

Executive Summary

Ghana is a lower-middle income economy that serves as a gateway to the West African market. In 2024, Ghana's real gross domestic product (GDP) grew by 5.8 percent and expanded to 6 percent by 2025. For 2026, growth is projected at 6.1 percent, with sustained average growth of 5 percent in the 2026-29 period. Ghana is Africa's leading gold producer and the world's second-largest cocoa producer. Ghana is a leading economic and commercial player throughout the African marketplace.

Consumer-Oriented Agricultural Imports: In 2025, the European Union (EU) and China were Ghana's main suppliers of consumer-oriented food products. U.S.-origin imports of consumer-oriented products increased to \$150 million.

Chart 1: Top Exporting Countries to Ghana (2025)



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

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

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

Quick Facts CY 2025

Imports of Consumer-Oriented Products

(\$1.96 billion)

List of Top 10 Growth Products in Ghana

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

Food Industry by Channels (USD billion)

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

Top Host Country Retailers (by sales)

- | | |
|-----------|---------------|
| 1) MELCOM | 2) China Mall |
| 3) Palace | 4) MaxMart |
| 5) Orca | 6) Jumia |
| 7) Marina | 8) Mr. Price |

GDP/Population

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

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

Strengths/Weaknesses/Opportunities/Threats

Strengths	Weaknesses
- An advanced market compared to other West African markets and known for the ease of doing business. - Greater digitalization is promoted by the government. - A growing, aspirational middle class.	- Higher freight rates and longer transit times from U.S. ports compared to Europe. - High level of debt; the Ghanaian government is going through debt restructuring. - High cost of customs-clearance, uncertain clearance times.
Opportunities	Threats
- Ghanaians view U.S. foods products with superior quality. - There is demand U.S. High-Value Products.	- Strong European and Asian competition. - Ghana's fragile currency makes imports costly.

Section I: Market Overview

Ghana, located in tropical West Africa, counts with a population of 35.3 million (Central Intelligence Agency, 2025 estimate).¹ It's growing economy and expanding population offer strong opportunities for U.S. exporters. The country's expanding market creates demand for consumer-oriented food products, agricultural commodities, as well as for even non-food goods (e.g., irrigation equipment, agricultural machinery, and fertilizers). This economic prosperity is largely driven by surging gold and petroleum extractives, alongside its position as the world's second-largest cocoa producer.²

Urbanization, a rising middle class, and shifting lifestyles are driving consumer demand. This is supported by surging growth projections and a plunge in inflation from 23.5 percent in January 2025 to a record low of 3.2 percent now in March 2026. Real gross domestic product (GDP) is projected to expand 6.1 percent by 2027, fueled by private consumption, investment, and commodity output.³ By 2027, Ghana is expected to narrowly overtake Côte d'Ivoire as West Africa's second-largest economy by nominal size, although Côte d'Ivoire will maintain a faster real growth rate. Externally, the Persian Gulf conflict (2026) has disrupted import supply chains but nevertheless help boost Ghana's export revenue through elevated gold and oil prices. Domestically, stability is reinforced by completing its \$3 billion International Monetary Fund's (IMF) Extended Credit Facility program ahead of schedule.⁴ Agriculture (39 percent) and services (41 percent) employ the bulk of the national workforce.

Business Climate: Ghana's business climate is attractive, driven by liberal economic policies, macroeconomic recovery, and a stabilizing currency. While U.S. exporters face strong competition from the European Union (EU), the United Kingdom (UK), and Asia, a rising demand for processed, packaged, and health-conscious items creates significant opportunities for American consumer food products. Backed by rapid digitalization, expanding e-commerce, and a receptive youth demographic, Ghana's food retail sector stands out as a promising destination for U.S.-origin agricultural exports.

Recent Trends: Rapid urbanization and economic growth are expanding Ghana's middle and upper classes, who increasingly embrace Western-style brands. Ghana serves as a key gateway to the broader West African market, offering growing opportunities for U.S. exports.

¹ Ghana's population is growing at 2.12 percent annually, with 59 percent residing in urban areas (2023). Urbanization is growing at 3.1 percent annually [2020-25]. Major cities are Kumasi (3.8 million), Accra (2.7 million), and Sekondi-Takoradi (1.1 million). The population is concentrated in the southern half of the country, in proximity to the Atlantic coast.

² In 2024 (January-December), Ghana exported to the United States \$211 million in cocoa beans, paste and butter products. In 2025 (January-April), Ghanaian cocoa exports now surpass \$405 million; up 92 percent compared to the 2024-year total.

³ Ghana's GDP grew 6.3 percent in the first three quarters of 2024, surpassing 2.6 percent in 2023, but faces double-digit inflation. Consumer inflation is expected to decrease to 10.2 percent in 2025 from the 20.6 percent registered in 2024.

⁴ In 2022-2023, real GDP dropped from 3.8 percent to 2.9 percent due to global events. In 2022, Ghana defaulted on its debt. In 2026, Ghana officially transitioned into a non-financing Policy Coordination Instrument (PCI), concentrating on structural economic reforms, policy advice, and maintaining long-term debt sustainability without taking new loans with IMF. See, <https://presidency.gov.gh/ghana-successfully-completes-imf-bailout-programme-transitions-to-policy-coordination-instrument/>.

ADVANTAGES	CHALLENGES
Ghana's domestic food production and processing capabilities are expanding. However, they still require imported processed foods and food ingredients to meet local demand.	Ghanaian consumers remain price-sensitive, accustomed to competitive pricing driven by the country's open economy.
Ghanaians recognize the United States as a reliable supplier of wholesome, high-quality food products.	Strong competition from traditional suppliers in Europe, Asia, and South Africa.
Ghana's youthful population of 35 million includes a growing middle class that increasingly demands healthy, nutritious foods.	Often higher freight rates and longer transit times from U.S.-origin ports compared to those of Europe and the Middle East.
The retail sector is shifting toward Western-style shops and convenience stores.	While some U.S. suppliers perceive Ghana as too small a market, local importers also face a shortage of freight consolidators willing to meet their requirements.

Section II: Exporter Business Tips

Market Research: To best navigate the Ghanaian imported foods marketplace, U.S. exporters should thoroughly research the market. It is key for U.S. exporters to understand Ghana's economic landscape, consumer behavior, and its trade dynamics. This market remains price-driven, requiring sustained relationship building.

Ghana's trade policies offer expanded paths for formal commercial trade with the United States. Evolving consumer preferences, urbanization, and a growing middle class leave the domestic food and agricultural sectors often reliant on imports. For foreign businesses assessing the regulatory landscape, Ghana sits at 118 out of 190 economies on the World Bank's Ease of Doing Business index.⁵

Ghana is perceived as offering a far more liberalized and less protectionist market for food and agricultural products imports than some of its fellow ECOWAS neighbors. While these also operate structurally open, market-oriented economies, Ghana namely relies on tariff-based controls rather than necessarily to recourse to regulatory barriers, targeted bans, and explicit colonial-era trade preferences.

Local Business Customs and Trends: Navigating Ghanaian business customs is essential for U.S. exporter success. Although English-speaking, the market prioritizes personal relationships and senior-level rapport over rapid deal-making. Exporters require schedule flexibility to manage fluid meeting timelines. Culturally, winning market share demands a competitive price strategy centered on smaller, affordable retail units, backed by targeted marketing budgets and promotional sampling.

Attending major international trade shows, such as Gulfood, Anuga, and SIAL is crucial for U.S. exporters. Because these events are well-attended by Coastal West African buyers, including Ghanaian ones, these offer prime opportunities to showcase products, gain market insights, and build the face-to-face trust essential for long-term business partnerships in Ghana and throughout the region.

⁵ The World Bank Group, "Economic Profile of Ghana," located at: <https://www.doingbusiness.org/content/dam/doingBusiness/country/g/ghana/GHA.pdf> and the U.S. Department of State (DOS), "Investment Climate on Ghana," located at: <https://www.state.gov/reports/2025-investment-climate-statements/ghana/>.

General Consumer Taste and Trends: In Ghana’s urban centers, dietary preferences are shifting toward convenience and ready-to-eat foods. Driven by rising incomes and enhanced social status, fast food, particularly fried items, sweets, and sugary beverages, are surging in popularity. Conversely, younger, health-conscious consumers are creating a distinct and growing demand for healthy snacks.

E-commerce is expanding rapidly in Ghana, driven by mobile operators who have pushed the national internet penetration rate past 80 percent (National Communications Authority). Online shopping is accelerating, with local delivery retailers like Jumia experiencing significant growth. This builds on momentum gained during the earlier COVID-19 pandemic, when these digital platforms kept restaurants, grocery stores, and food retailers commercially viable.

Section III: Import Food Standards, Regulations and Procedures

For U.S.-origin food and agricultural product exporters, seeking to successfully enter Ghana’s food and agricultural market, balance relationship-driven market entry with a strict adherence to regulatory compliance. The Ghanaian government requires formal verification from recognized foreign authorities and does not accept manufacturer self-declarations. It is necessary to familiarize oneself with Ghana’s regulatory framework and documentation requirements. Before shipping goods, U.S. exporters must ensure that all licenses and related documents are fully processed.

Customs Clearance: U.S. exporters must navigate the customs clearance process by adhering to regulations and protocols set by the Ghana Revenue Authority (Ghana GRA) Customs Division at the Port of Tema. To avoid delays and additional costs, exporters must accurately prepare and submit all required documents. U.S. exporters interested in the Ghanaian market should consult FAS Accra’s GAIN reporting, including the [GAIN-GHANA | GH2026-0018 | Ghana - FAIRS Country Report Annual – 2026](#) and the [GAIN-GHANA | GH2026-0019 | Ghana - FAIRS Export Certificate Report Annual – 2026](#) for specific guidance on export documentation.⁶

Documents Generally Required by Ghanaian Authorities for Imported Food: Importers must provide an import declaration in the prescribed bill-of-entry format, disclosing the value of the imported goods. This declaration must include an import license and a sanitary phytosanitary certificate, supported by commercial sale invoices and freight and insurance certificates. A clearing agent submits all documentation, including the bill-of-entry, electronically to the Ghana GRA Customs Division through the [UNIPASS/Integrated Customs Management System \(ICUMS\)](#), a single window customs interface in place for facilitating trade.⁷

Ghana Labeling Requirements: Ghana mandates accurate and informative food labeling. Labels must be in English and list all ingredients. U.S. exporters must adhere to the Ghana Food and Drugs Authority

⁶ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) - Accra, “GAIN-GHANA | GH2026-0018 | Ghana - FAIRS Country Report Annual - 2026,” located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2026-0018 ; and “GAIN-GHANA | GH2026-0019 | Ghana - FAIRS Export Certificate Report Annual – 2026,” located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Export%20Certificate%20Report%20Annual_Accra_Ghana_GH2026-0019 .

⁷ UNIPASS/ICUMS single window portal, located at: <https://external.unipassghana.com/login/login.do>.

(Ghana FDA) [General Labeling Requirement](#) guidelines for pre-packaged foods.⁸ (See, [GAIN-GHANA | GH2026-0018 | Ghana - FAIRS Country Report Annual – 2026](#).⁹

Tariffs and Free Trade Agreements (FTAs): Ghana is a member of the Economic Community of West African States (ECOWAS). It adheres to the [ECOWAS Common External Tariff \(CET\) – ECOWAS Trade Information System \(ECOTIS\)](#); requiring simplification and harmonization of *ad valorem* tariff rates.¹⁰ The CET has five rate bands, along with other levies and charges. Additionally, Ghana applies a 15 percent value-added-tax (VAT) to imports, along with commodity-specific excise taxes and levies with varying ranges.

Table 1: ECOWAS Common External Tariff (CET) Rates, Levies, and Charges

CET Rates	Categories
0%	Essential Social Commodities
5%	Basic Raw Materials, Capital Goods, and Specific Inputs
10%	Intermediate Products
20%	Final Consumer Goods
35%	Specific Goods for Economic Development

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

On January 1, 2026, the Ghana Revenue Authority published the VAT Administrative Guidelines for the Value Added Tax Act No. 1151 (2025); Administrative Guideline Number: GRA/AG/002 (date of issue, 31 December 2025). The guideline provides clarity and guidance to GRA’s officers, tax preparers, consultants, taxpayers, and the general public. The reform measures eliminate the COVID-19 Health Recovery Levy of 1 percent, while incorporating the National Health Insurance Levy (NHIL) of 2.5 percent and the Ghana Education Trust Fund (GETFund) Levy of 2.5 percent into the overall standard VAT base. Under the new VAT framework, statutory levies are applied on a single tax base rather than being layered sequentially. The old system of adding levies (i.e., NHIL, GETFund, COVID-19 – that total up to 6 percent) to costs prior to applying the VAT rate of 15 percent is scrapped. The new reform measures reduces tax compounding, lowering costs for importers of food (including from the United States), distributors, retailers, as well as for consumers. (See, [GAIN-GHANA | GH2026-0002 | Ghana](#)

⁸ Ghana Food and Drugs Authority (Ghana FDA), “General Labeling Requirement,” located at: <https://fdaghana.gov.gh/wp-content/uploads/2024/02/GENERAL-LABELING-REQUIREMENTS-1.pdf>.

⁹ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) - Accra, “GAIN-GHANA | GH2026-0018 | Ghana - FAIRS Country Report Annual – 2026,” located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2026-0018.

¹⁰ The Economic Community of West African States (ECOWAS) is a regional political and economic union of currently of twelve countries in West Africa. Collectively, the countries comprise an area of 5,114,162 square kilometers (1,974,589 square miles) with an estimated population of over 424 million. The 12-member states include: Benin; Cape Verde; Côte d’Ivoire; The Gambia; Ghana; Guinea (suspended); Guinea-Bissau; Liberia; Nigeria; Senegal; Sierra Leone; and Togo. On 28 January 2024, the Sahel states of Niger, Mali, and Burkina Faso announced via a joint statement that they were withdrawing from ECOWAS. From January 29, 2025, begins the beginning of a six-month “transition period” after the official separation with the three Sahelian countries. The three Sahelian countries rejected any possibility of reversing their decision. See, ECOWAS Trade Information System (ECOTIS), “ECOWAS Common External Tariff (CET),” located at: https://ecotis.ecowas.int/?page_id=24111.

[Tax Reforms of 2026 – Impact on U.S.-Origin Food and Agricultural Products Imports and Ghanaian Consumer Prices](#)).¹¹

Table 2: GHANA, Tax Reforms - Old Tax System versus New Tax System, 2026

Component	Old System (Pre-2026)	New System (Post-Jan 1, 2026)
National Health Insurance Levy (NHIL)	2.5% (nominal)	2.5%
Ghana Education Trust Fund Levy (GETFund)	2.5% (nominal)	2.5%
COVID-19 Health Recovery Levy	1% (nominal)	Abolished
Flat-Rate Scheme	- 3% (retail goods, some) ¹² - 5% (immovable properties)	Abolished
Registration Threshold (Goods)	GHS 200,000	GHS 750,000
Cascading Effect	Yes (levies included before VAT calculation)	Abolished
VAT Rate	15%	15%
Effective Total Tax	21.9%	20%

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

Trademarks and Patents Market Research: U.S. exporters must safeguard their intellectual property when entering the Ghanaian market. The Ghana Copyright Office registers patents, copyrights, and trademarks to ensure legal protection. Registering a trademark grants the holder exclusive rights to use the registered mark for a specific product, helping to build a strong market presence. The [Trade Marks Act of 1965 \(amended in 2004\)](#) safeguards trademarks and brand names.¹³ Manufacturers and traders are strongly advised to patent their inventions and register their trademarks in Ghana through a patent or trademark agent. Upon approval of a patent, the applicant is given the exclusive right to make, export,

¹¹ U.S. Department of Agriculture (USDA)/Foreign Agricultural Service (FAS), “GAIN-GHANA | GH2026-0002 | Ghana Tax Reforms of 2026 – Impact on U.S.-Origin Food and Agricultural Products Imports and Ghanaian Consumer Prices), located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Ghana%20Tax%20Reforms%20of%202026%20-%20Impact%20on%20US-origin%20Food%20and%20Agricultural%20Products%20Imports%20and%20Ghanaian%20Consumer%20Prices_Accra_Ghana_GH2026-0002.

¹² The Ghana Revenue Authority’s (Ghana GRA) 3% VAT Flat Rate Scheme (VFRS) of 2017, sought to establish a simplified VAT regime for retailers and wholesalers. It required a flat 3% VAT charge on the value of goods sold, instead of the standard VAT rate. The measure covered taxable merchandise sold in shops and markets, including auto spare parts, electronics and home appliances, cosmetics and personal care products, hardware and building materials, plastic goods, bottled drinks and soft beverages, canned and packaged foods, imported clothing, shoes and bags, and general supermarket items. The VFRS did not apply to services, or to VAT-exempt items (e.g., fresh agricultural produce). The VFRS while aiming to simplify compliance and improve revenue collection, ultimately led to distortions and embedded taxes in supply chains.

¹³ See, the “Ghana Trade Marks Act, 2004 (Act 664),” located at: <https://www.wipo.int/wipolex/en/legislation/details/9180>.

import, sell, and use the product. Registration fees vary according to the nature of the patent. (See, [GAIN-GHANA | GH2026-0018 | Ghana - FAIRS Country Report Annual – 2026](#)).¹⁴

Section IV: Market Sector Structure and Trends

Ghana's inflation rate in May 2026, reached 3.7 percent, significantly lower than the 18 percent recorded in May 2025, and down from the record high of 54 percent registered in December 2022, and of 23.8 percent in December 2024, and 5.6 percent in December 2025.¹⁵ The Ghanaian government is implementing measures to combat inflation, including fiscal consolidation to eliminate unnecessary expenditures.

Delivery and Third-Party Operators: Younger consumers in Ghana are particularly adept at using their smartphones to order and pay for delivery services. The earlier outbreak of the COVID-19 pandemic accelerated the growth of the Ghanaian food delivery industry. The pandemic shifted consumer behavior from dine-in restaurants to online food ordering. Local businesses, especially in the restaurant sector, quickly adapted to the delivery model to stay afloat. Consumers' desire to shop from home, and the government's support for developing digital infrastructure, have made home food deliveries the new normal. In Ghana, popular food delivery services such as Jumia, Yango Delivery, and Bolt Food now dominate the market. The demand for home delivery is expected to continue to grow, driven by convenience as many consumers lead more home-centered lifestyles.

Food Processing Sector: Ghana's food processing industry is growing, contributing to the national economy while generating employment. The sector imports most of its food processing ingredients directly from overseas suppliers. In 2025, Ghana's imports of food processing ingredients reached \$1.27 billion, up 2.36 percent from \$1.24 billion in 2024. By 2025, U.S. exports of food processing ingredients to Ghana surpassed \$62 million, up 84 percent from \$33 million registered in 2024. Top U.S. products for Ghana include baking inputs, other processed foods and ingredients, wheat, and vegetable oils. The main competitors for the United States in this sector is the European Union along with Canada, China, Turkey, and Brazil. There are significant opportunities for U.S. food processing ingredients in Ghana. (See, [GAIN-GHANA | GH2026-0012 | Ghana, Food Processing Ingredients Annual - 2026](#) report).¹⁶

Food Retail Sector: Ghana's retail food sector is expanding rapidly, especially in urban areas, and offers opportunities for U.S. exporters. Small local grocers or community shops dominate the market, accounting for 83 percent of the retail food sector. Supermarkets, hypermarkets, and others make up the balance of 17 percent. Shopping and food retail centers are becoming more common in Ghana's regional

¹⁴ U.S Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) - Accra, "GAIN-GHANA | GH2026-0018 | Ghana - FAIRS Country Report Annual – 2026," located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2025-0019https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=FAIRS%20Country%20Report%20Annual_Accra_Ghana_GH2024-0007.

¹⁵ For Ghana's inflation rate, see STATISTA, located at: <https://www.statista.com/statistics/447576/inflation-rate-in-ghana/>.

¹⁶ U.S Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) - Accra, "GAIN-GHANA | GH2026-00012 | Ghana - Food Processing Ingredients Annual Report - 2026," located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Food%20Processing%20Ingredients%20Annual_Accra_Ghana_GH2026-0012.

capitals. Although a sizable portion of the population still prefers traditional markets for weekly shopping, this trend is changing as the Ghanaian middle-class grows. Ghana's favorable business environment makes it an ideal market to enter going forward. Ghana ranked 25th in the world and 5th in Africa on the A.T. Kearney 2023 Global Retail Development Index.¹⁷ International retailers and food service chains, such as, Shoprite, Burger King, KFC, and Pizza Hut, are expanding in Ghana; local chains are also growing. (See, [GAIN-GHANA | GH2025-0037 | Ghana, Retail Foods Annual- 2025](#)).¹⁸

Food Service-Hotel Restaurant and Institutional (HRI) Sector: The Ghanaian hotel-restaurant-institutional (HRI) sector is experiencing growth in tandem with the country's economic recovery from the financial crisis of 2022.¹⁹ Prior to an earlier rise in international commodity prices and elevated transportation costs, exacerbated by the latest phase (February 2022 to present) of the ongoing Russia-Ukraine war (dating to February 2014), a tourism boom (kicked off by 2019 Year-of-Return) have stimulated hotel development. The Ghanaian HRI sector today is a key pillar of society, contributing significantly to Ghana's economy, providing employment opportunities, fostering tourism, and showcasing the country's rich culture and hospitality. The Ghanaian hotel sector itself features a diverse array of venues, ranging from luxury resorts and boutique hotels to budget accommodations and eco-lodges. (See, [GAIN-GHANA | GH2025-0049 | Ghana - Food Service-Hotel Restaurant Institutional Annual - 2025](#)).²⁰

Best Consumer-Oriented Product Prospects Based on Growth Trends: Consumer-oriented food products represent the fastest-growing category for both the United States and the World. Ghana's imports of consumer-oriented food products from the world increased from \$1.68 billion to \$1.96 billion, a 19 percent increase. Imports of U.S.-origin consumer-oriented food products –also increased from \$125 million to \$150.7 million, registering a 20 percent increase. Poultry meat products, dairy,

¹⁷As Asian growth slows, Africa, led by Ghana and Côte d'Ivoire, is emerging as a retail hotspot. See, A.T. Kearney, "A.T. Kearney 2023 Global Retail Development Index," located at: <https://www. Kearney.com/industry/consumer-retail/global-retail-development-index/2023-full-report>.

¹⁸ See, U.S Department of Agriculture (USDA)/Foreign Agricultural Service (FAS) - Accra, "GAIN-GHANA | GH2025-0037 | Ghana -Retail Foods Annual Report – 2025," located at: https://apps.fas.usda.gov/newgainapi/api/Report/DownloadReportByFileName?fileName=Retail%20Foods%20Annual_Accra_Ghana_GH2025-0037.

¹⁹ In 2022, Ghana defaulted on its sovereign debt. Currently, Ghana is dependent on the International Monetary Fund's (IMF) for support. The Ghanaian government has implemented debt restructuring with its domestic creditors. Ghana has successfully implemented its Domestic Debt Exchange Program (DDEP) and is currently meeting its restructured obligations. As part of its broader recovery following a late-2022 default, the government exchanged \$20.35 billion (over 93%) in outstanding domestic notes and bonds. By February 2026, the implementation reached a mature phase when Ghana's Ministry of Finance completed its sixth major coupon settlement. This \$910 million interest distribution is notable for being a "full cash" coupon payment with no payment-in-kind component, reflecting the country's improved fiscal capacity, stronger solvency, and a successful return of investor confidence to local market., See, International Monetary Fund (IMF), "IMF Staff Completes the 2026 Article IV Consultation and Reaches Staff-Level Agreement with Ghana on the Sixth Review under the Extended Credit Facility Arrangement and on a 36-month Policy Coordination Instrument Request," located at: <https://www.imf.org/en/news/articles/2026/05/15/pr26152-ghana-imf-staff-completes-2026-aiv-consult-reaches-sla-6th-rev-ecf-arr-36mo-pci-request>.

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

soups and other food preparations are among the top consumer-oriented products from the World heading to Ghana.

In 2025, Ghana's imports of U.S.-origin poultry grew from \$83.8 million to \$117.4 million, up by 40 percent. In 2026 (January-April), Ghana's imports of U.S.-origin poultry are already at \$51 million, up 47 percent compared to the same period in 2025. Other growth products for the United States in 2025, include fruits and vegetable juices, and processed vegetables. (See, Appendix I: BICO, U.S. Exports of Agricultural & Related Products to Ghana (CY) 2021-2025).

Section V: Agricultural and Food Imports

Ghana is a major importer of food and agricultural products. In 2025, Ghana's food and agricultural product imports from the world grew from \$3.28 billion to \$3.90 billion, up 17.6 percent. Imports from the United States jumped from \$147 million to \$174.6, up by over 18 percent.

Best prospects for imported consumer-oriented food products include poultry meat; dairy; soups & other food preparations; bakery goods; cereals & pasta; and beef & beef products and meat products NESOI. Most of these categories witnessed strengthening imports, such as poultry, which witnessed increased imports from \$390 million in 2024, to \$509 million in 2025, up by about 23 percent. Imports originated from the European Union, Brazil and the United States. Dairy imports rose substantially from \$155 million in 2024, to \$220 million in 2025, up about 29 percent with appreciable increases in imports from the EU, Malaysia and New Zealand. Similarly, bakery goods, cereals and pasta imports grew significantly from \$112 million in 2024 to \$151 million, up 26 percent with increased imports from Turkey, China, and India.

In 2025, slight declines in imports of a few U.S.-origin products, including dairy, soups & other food preparations, bakery goods, non-alcoholic beverages were registered. This is partly due to China's new Zero Tariff Policy for 53 African countries, including Ghana. The policy eliminates import duties on a wide range of goods including food and agricultural products entering China.²¹

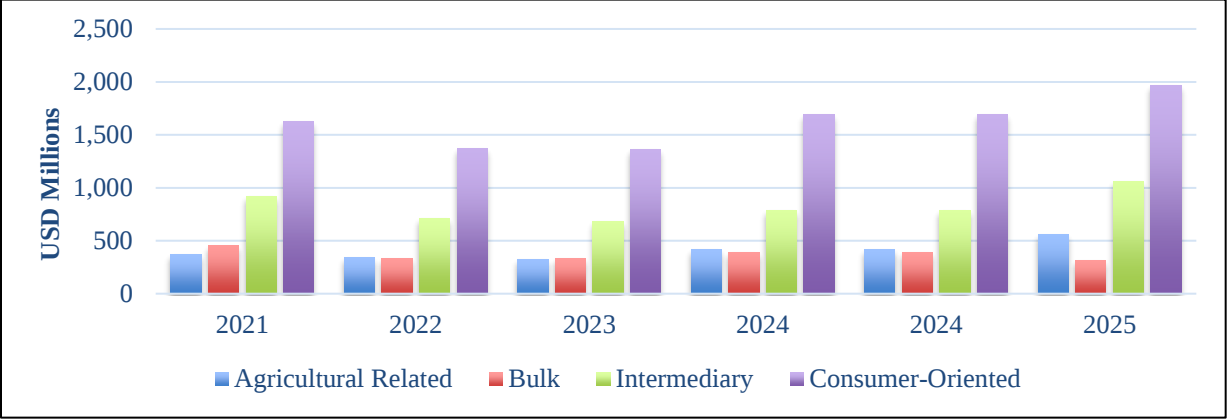
Although Ghana has an [interim Economic Partnership Agreement](#) (iEPA) with the European Union, dairy products, non-alcoholic beverages, and a number of other products are excluded from the tariffs and remain subject to standard Most-Favored Nation (MFN) rates to protect local Ghanaian industries.²²

In Ghana's import market, U.S.-origin food commodities compete against those originating in the EU, China, Brazil, and Turkey. Other competing suppliers includes India, the United Kingdom, South Africa, Paraguay and Malaysia.

²¹ See, "China's Zero Tariff Policy with Africa," located at: <https://bisi.org.uk/reports/chinas-zero-tariff-policy-to-africa>

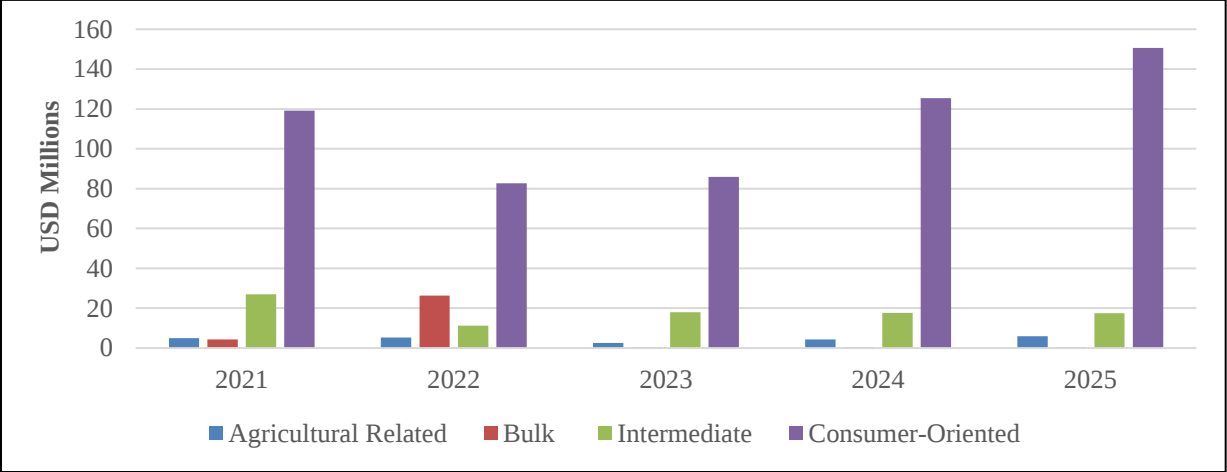
²² Ghana has an interim Economic Partnership Agreement (iEPA) with the European Union (EU). Ghana's tariff reductions on imports from the EU Member States began in July 2021. Major wave of tariff elimination took place by end of 2024 with the remaining tariffs to be phased out by 2029, see "Ghana- EU iEPA," located at: <https://eur-lex.europa.eu/EN/legal-content/summary/ghana-eu-economic-partnership-agreement.html>.

Chart 2: Ghana, Food & Agricultural Imports from the World (2021-2025)



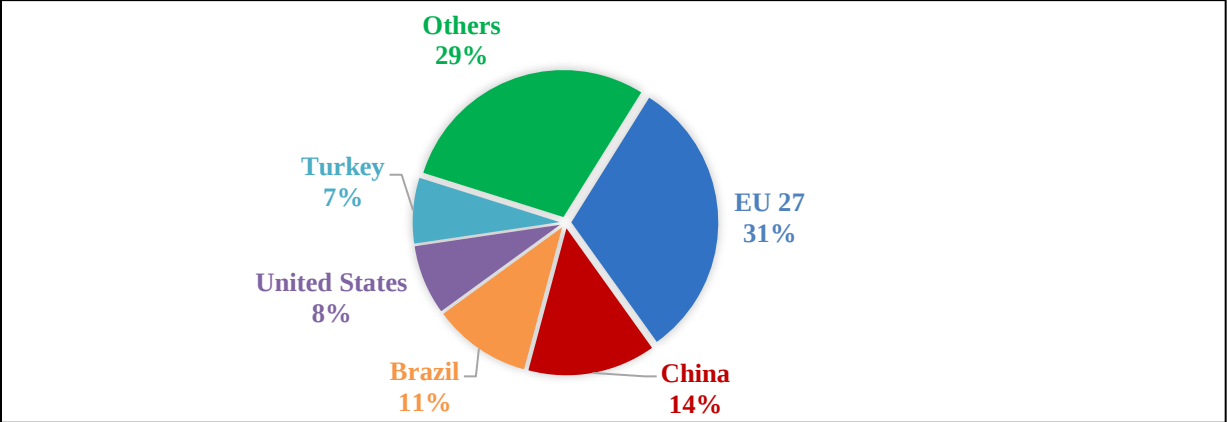
Source: Trade Data Monitor; FAS Accra office research.

Chart 3: Ghana, Food & Agricultural Imports from the United States (2021-2025)



Source: Global Agricultural Trade System (GATS); FAS Accra office research.

Chart 4: Ghana, Consumer-Oriented Products Suppliers (2025)



Source: Trade Data Monitor, FAS Accra office research.

Table 3: Best Consumer Oriented Products, U.S. Exports to Ghana (2021-2025)

Year	2021	2022	2023	2024	2025	% Change 2024/2025	% CAGR 2021/2025
Products	Value USD (Thousands)						
Poultry	92,599	60,244	57,193	83,773	117,388	40	6.1
Soups & Other Food Products	12,886	11,432	19,118	29,701	25,668	-14	18.8
Dairy	5,660	3,532	1,460	1,247	1,030	-17	-34.7
Non-Alcoholic Bev	986	1,303	842	1,385	920	-34	-1.7
Fruits and Vegetable Juices	1,125	172	644	523	936	79	-4.5
Wine &Related Products	634	750	669	529	508	-4.2	-5.4
Dog & Cat Food	1,396	1,197	536	418	432	3	-25.4
Bakery Goods	691	335	102	231	210	-9	-25.8
Condiments & Sauces	632	400	376	210	190	-9	-26.0
Processed Vegetables	131	112	370	22	129	491	-0.4
Chewing Gum & Candy	186	85	119	299	102	-66	-13.9
Distilled Spirits	110	35	97	134	97	-28	-3.1

Source: Trade Data Monitor; FAS Accra office research.

Table 4: Best Consumer Oriented Products, World Exports to Ghana (Jan-Dec 2021-2025)

Year	2021	2022	2023	2024	2025	% Change 2024/2025	% CAGR 2021/2025
Products	Value USD (Millions)						
Poultry	440.7	309.6	329.0	390.2	509.1	23.4	3.7
Dairy	205.4	195.5	141.4	155.4	219.9	29.3	1.7
Soups & Other Food Products	141.5	143.4	129.9	174.7	184.4	5.3	6.8
Bakery Goods	93.1	81.4	73.3	112.2	151.9	26.1	13.0
Beef & Beef Products	91.0	69.9	76.9	95.2	144.8	34.2	12.3
Meat Products NESOI	48.6	46.3	51.9	62.5	103.5	39.6	20.8
Tea	125.6	119.7	157.6	175.8	97.7	-81.2	-6.2
Distilled Spirits	51.9	42.0	45.8	53.5	69.1	22.6	7.4
Non-Alcoholic Bev	83.3	62.6	51.5	61.1	66.3	7.9	-5.6
Processed Vegetables	62.4	56.2	70.8	91.7	62.8	-45.9	0.2
Condiments & Sauces	48.6	36.7	32.0	46.0	61.0	24.5	5.8
Chewing Gum & Candy	40.8	30.0	42.1	38.6	48.4	20.3	4.4
Wine & Related Products	41.1	39.5	34.0	35.8	38.1	5.9	-1.9
Fresh Fruits	23.4	23.2	20.6	28.6	35.8	20.1	11.1
Fresh Vegetables	15.6	11.5	14.8	42.9	22.9	-87.6	10.0
Fruits and Vegetable Juices	24.4	15.2	9.9	16.4	18.2	9.6	-7.1

Source: Trade Data Monitor; FAS Accra office research.

Section VI. Key Contacts and Further Information

Ghana, Government Regulatory Agencies	
Ministry of Food and Agriculture (MOFA) P. O. Box M37, Ministries, Accra- Ghana Tel: +233 (0) 50 916 3727 - Email: info@mofa.gov.gh - Website: https://mofa.gov.gh/site/	
Ministry of Trade, Agribusiness and Industry (MOTAI) P. O. Box M37, Ministries, Accra- Ghana Tel: +233(0) 553 619 943 - Email: motichief@moti-gh.com - Website: https://moti.gov.gh/new/	
Ghana Food and Drugs Authority (Ghana FDA) P. O. Box CT 2783, Cantonments – Accra, Ghana Tel: +233 (0) 30 223-3200/223-5100 - Email: fda@fdaghana.gov.gh - Website: http://fdaghana.gov.gh/	
Ghana Revenue Authority (Ghana GRA) Off Starlets’ 91 Road, near Accra Sports Stadium P. O. Box 2202, Accra-Ghana Tel: +233 (0) 303 941 108 - Email: info@gra.gov.gh - Website: https://gra.gov.gh/	
Ghana Environmental Protection Agency (Ghana EPA) P.O. Box M.326 Accra, Ghana Email: info@epa.gov.gh - Tel: +233 506 694 760; +233 506 699 466 - Website: https://www.epa.gov.gh/new/	
Ghana, Other Import Specialist Technical Contacts	
Ghana Standards Authority (Ghana SA) P.O. Box MB245, Accra – Ghana Tel: +233 (0) 302 506 991-5 - Email: gsanep@gsa.gov.gh / gsadir@gsa.gov.gh Website: https://www.gsa.gov.gh/	
Ghana Ports and Harbors Authority P. O. Box 150, Tema, Ghana Tel: +233 303202631 - Email: headquarters@ghanaports.net - Website: ghanaports.gov.gh/	
USDA/FAS Office of Agricultural Affairs (OAA) – Coastal West Africa Region	
U.S. Embassy/FAS OAA Accra No. 24 Fourth Circular Road Cantonments Accra, Ghana Tel: +233 (0) 30 274-1590 Email: AgAccra@usda.gov Websites: https://fas.usda.gov/regions/ghana http://www.fas.usda.gov	U.S. Embassy/FAS OAA Abidjan Abidjan, Cocody Riviera Golf 01 B.P. 1712 Abidjan 01, Côte d’Ivoire Tel: +225 2722 494 000 Email: AgAbidjan@usda.gov Websites: https://www.fas.usda.gov/regions/cote-divoire http://www.fas.usda.gov

Links to U.S. Government Sources

- USDA/FAS: <http://www.fas.usda.gov>
- USDA/FAS Regions/Ghana: <https://fas.usda.gov/regions/ghana>
- USDA/FAS Regions/Côte d'Ivoire : <https://www.fas.usda.gov/regions/cote-divoire>
- USDA/FAS – Global Agricultural Trade System (GATS): <https://www.fas.usda.gov/GATS>
- USDA/FAS – Global Agricultural Information Network (GAIN): <https://gain.fas.usda.gov/>
- U.S. Department of Commerce/International Trade Administration (ITA) - Ghana Country Commercial Guide: <https://www.trade.gov/country-commercial-guides/ghana-market-overview>
- U.S. Embassy Accra, Ghana: Website <https://gh.usembassy.gov>
- U.S. Embassy Accra, Ghana: X <https://x.com/USEmbassyGhana>
- U.S. Embassy Accra, Ghana: Facebook <https://www.facebook.com/USEmbassyGhana/>
- U.S. Embassy Accra, Ghana: Instagram <https://www.instagram.com/usembassyghana/>

Appendix I: BICO, U.S. Exports of Agricultural & Related Products to Ghana (CY) 2021-2025

Linking U.S. Agriculture to the World
FAS
 Foreign Agricultural Service

U.S. Exports of Agricultural & Related Products to "Ghana"
 CY 2021 - 2025 and Year-to-Date Comparisons
 (In millions of dollars+)

GATS
 Global Agriculture Trade System Database

Export Market: "Ghana"

Product	Calendar Years (Jan-Dec)					January - April Comparisons		
	2021	2022	2023	2024	2025	2025	2026	%Chg
Bulk Total	4.0	26.3	0.4	0.5	0.5	0.1	0.1	29.7
Wheat.....	0.0	26.0	0.0	0.0	0.0	0.0	0.0	-
Coarse Grains (excl. corn).....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Rice.....	4.0	0.2	0.4	0.5	0.5	0.1	0.1	18.5
Soybeans.....	0.0	0.1	0.0	0.0	0.0	0.0	0.0	-
Oilseeds (excl. soybean).....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Cotton.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Pulses.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Other Bulk Commodities.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Intermediate Total	20.0	13.8	20.7	21.5	22.5*	8.6	7.6	-11.1
Milled Grains & Products.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Soybean Meal.....	11.0*	6.7	10.8	7.4	5.2	0.0	0.0	-
Soybean Oil.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Vegetable Oils (excl. soybean).....	0.0	0.2	0.0	0.1	0.1	0.0	0.0	89.3
Animal Fats.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Live Animals.....	0.0	0.0	0.1	0.0	0.0	0.0	0.0	-
Hides & Skins.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Other Feeds, Meals & Fodders.....	1.0	0.7	1.5	1.7	0.5	0.1	0.3	142.3
Ethanol (non-bev.).....	0.0	0.0	0.0	6.7	10.4*	6.3	4.9	-22.7
Planting Seeds.....	1.0	0.8	1.6	0.2	0.0	0.0	0.1	1032.9
Sugar, Sweeteners, Bev. Bases.....	1.0	2.5	2.5	3.7	4.9*	1.8	1.2	-30.1
Dextrins, Peptones, & Proteins.....	0.0	0.2	0.2	0.1	0.2	0.1	0.1	44.3
Essential Oils.....	5.0*	2.4	3.0	0.8	0.1	0.0	0.0	-56.4
Other Intermediate Products.....	1.0	0.4	0.9	0.8	1.0	0.3	1.0	254.3
Consumer Oriented Total	126.0	80.2	83.3	121.6	145.7*	43.6	56.4	29.4
Beef & Beef Products.....	0.0	0.0	0.1	0.0	0.0	0.0	0.0	-
Pork & Pork Products.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Poultry Meat & Prods. (excl. eggs).....	93.0	60.2	57.2	83.8	117.1*	34.6	51.1	47.4
Meat Products NESOI.....	0.0	0.1	0.2*	0.0	0.0	0.0	0.0	-
Dairy Products.....	6.0	3.6	1.4	1.2	1.0	0.0	0.4	1015.1
Fresh Fruit.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Processed Fruit.....	0.0	0.3	0.1	0.1	0.1	0.0	0.0	-
Fresh Vegetables.....	0.0	0.0	0.3*	0.0	0.0	0.0	0.0	-
Processed Vegetables.....	0.0	0.1	0.1	0.0	0.1	0.0	0.0	37.7
Fruit & Vegetable Juices.....	2.0	1.2	1.1	1.3	1.6*	0.6	0.4	-33.6
Tree Nuts.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Confectionery.....	0.0	0.1	0.1	0.3	0.1	0.0	0.1	-
Chocolate & Cocoa Products.....	0.0*	0.0	0.1	0.1	0.1	0.0	0.1	1447.9
Bakery Goods, Cereals, & Pasta.....	1.0	0.3	0.1	0.2	0.2	0.1	0.0	-71.8
Food Preparations.....	12.0	8.7	16.6	25.9*	20.7	6.4	2.9	-54.2
Condiments & Sauces.....	1.0	0.4	0.4	0.2	0.2	0.0	0.2	359.8
Non-Alcoholic Bev. (excl. juice).....	1.0*	0.3	0.3	0.6	0.4	0.1	0.1	-19.7
Beer.....	0.0	1.0*	0.3	0.5	0.4	0.4	0.0	-98.6
Wine & Related Products.....	1.0	0.8	0.7	0.5	0.5	0.2	0.1	-46.1
Distilled Spirits.....	8.0	0.0	0.1	0.1	0.1	0.0	0.0	-
Nursery Products & Cut Flowers.....	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Dog & Cat Food.....	1.0*	1.2	0.5	0.4	0.4	0.1	0.1	-26.3
Other Consumer Oriented.....	1.0	2.0	3.6	6.2*	2.8	0.9	1.0	4.3
Agricultural Related Products	5.0	5.3	2.6	4.3	5.9	2.9	0.0	-99.8
Forest Products.....	2.0	1.1	0.5	1.3	3.1	2.9	0.0	-99.9
Seafood Products.....	3.0	4.2	2.1	3.0	2.8	0.0	0.0	-17.8
Agricultural Products	150.0	120.4	104.4	143.6	168.7	52.3	64.2	22.7
Agricultural & Related Products	155.0	125.6	107.0	147.9	174.6	55.2	64.2	16.2

Prepared By: Trade & Economic Analysis Division/GMA/FAS/USDA

Source: U.S. Census Bureau Trade Data

Biodiesel aggregate includes only higher-level and pure biodiesel HTS chapter 38 codes; biodiesel blends below 30% by volume (aka. petroleum oils containing biodiesel) found in chapter 27 are excluded.

* Denote Highest Export Levels Since at

Least CY 1970

www.fas.usda.gov/GATS

GATSHelp@fas.usda.gov

Attachments:

No Attachments