

# Norwegian Business Mission to Ghana

19 - 21 March 2018



# Distinguished guests,

**Akwaaba! Welcome! This word – presented on a huge billboard at the airport - was my first meeting with Ghana when I arrived as an exchange student for the great Legon campus at the University of Ghana, 14 years ago. And very welcome I have felt in all my encounters with Ghana and Ghanaians ever since. It is NABA's great pleasure to welcome our Ghanaian friends and those in the Norwegian business mission to joint meetings and activities these three days. We wish to thank our partners: the Norwegian Embassy in Ghana, Norfund, Virke – the Enterprise Federation of Norway, the Confederation of Norwegian Enterprise (NHO) and Norwegian Energy Partners (NORWEP).**

In NABA we work to strengthen business relations between Norway and African partners, and this business mission speaks directly to that aim. Ghana has such excellent opportunities to offer, and this delegation brings the best from the Norwegian business sector – focusing on energy, agribusiness and other sectors. We hope the coming days will be beneficial to you all, and that new endeavours and cooperation will see the light of day.

We wish you all a fruitful Norway – Ghana Business & Investment Forum and good meetings.

Best wishes,



**Eivind Fjeldstad**  
*Managing Director, NABA*



**naba** | Norwegian-African  
Business Association

**Members of the delegation,**

**I am delighted to see that such a broad range of companies is taking part in the business delegation to Ghana. I look forward to the business seminar in Accra to be co-hosted by NABA, Norfund and the Norwegian Embassy.**

To move beyond aid and to create jobs for their growing populations, African countries will need a responsible and strong private sector working in tandem with competent and accountable public institutions. Ghana has already made significant progress along this path. The Norwegian business sector's growing interest in Ghana is testament to this.

More than 50 Norwegian companies are already present in Ghana, and I expect this number to increase in the years to come. The market and the opportunities are here, and Norwegian firms offer world-class technologies and know-how in renewable energy, oil and gas, maritime industries and ICT.

I am also pleased to be celebrating the opening of Norfund's office in Ghana, which I am sure will contribute to more private sector growth in a variety of areas.

I would like to thank NABA for being such a valuable partner in creating arenas for fruitful exchange between African and Norwegian business communities and public authorities.

I wish you all an interesting and successful visit to Ghana.

**Nikolai Astrup**  
*Minister of International Development*



Norwegian Ministry  
of Foreign Affairs

# Ghana Survival Guide

By: Edwin Wuadom Warden, NABA Team

## Akwaaba (Twi) Woé zor (Ewe) Ya zaare (Frafra) Welcome (English) to Ghana.

Ghana is a peaceful country with a thriving democracy, a vibrant media and the coolest, most welcoming people on earth (at least, we like to think so). In a land with multiple tribes speaking over 250 languages, Twi – the main language of the Akan people—is the most spoken language other than English and Pidgin (mix of English and other local languages).

### Popular words and phrases:

**Welcome**  
Akwaaba

**How are you?**  
Eti sen

**What is your name?**  
Ye fre wo sen?

**Where are you from?**  
Wo firi hen?

**Foreigner, mostly white person (Not offensive)**  
Obroni

**Really / Is that so?**  
Saa

**Yes /Ok**  
Aa ni / Yoo

**Bye**  
Bye-Bye ooo

**We will meet again**  
Ye be shia bio

**It is beautiful, really**  
Eh ye fe, paa  
(Add 'Paa' or 'ooo' to stress important, really)

**Thank you**  
Medaase (Me da wo ase)  
**Thank you very much**  
Medaase paa

**I'm good / I'm fine**  
Eye (eh-yeh)

**My name is Mathilde**  
Ye fre me Mathilde

**I'm from Norway**  
Me firi Norway

**Friend or Hello**  
Challey

**Hey my friend, I'm really happy**  
Challey, me ani agye paa

**Please / I beg you**  
Mepa wo kyew/ Me sre wo

**Please, I want to go to Accra Mall/Mövenpick Hotel**  
Me pa wo kyew, me pe se me kor Accra Mall/Mövenpick Hotell

**Please, I want to go to a restaurant/eating place.**  
Me pa wo kyew, me pe se wo kor chop-bar.

# Company overview

## Aker Energy AS

Aker Energy AS (Aker Energy), a 50-50 joint venture between Aker ASA and TRG AS, has entered into an agreement with Hess to acquire Hess Exploration Ghana Ltd who holds a 50 percent participating interest in the Deepwater Tano Cape Three Points block (DWT/CTP). The Tano Basin offshore Ghana is a prolific petroleum region where Aker Energy sees considerable potential to apply the Aker Group's experience from the Norwegian Continental Shelf (NCS) to build a significant E&P activity in Ghana together with GNPC. The Aker Group has a long history of building local industry and through Aker Energy is currently in dialogue with the authorities in Ghana on how to develop a long term sustainable oil related industry in Ghana.

[www.akerenergy.no](http://www.akerenergy.no)

## Basic Internet Foundation

The Basic Internet Foundation was established in December 2014 to foster Internet light for all, the free access to information for everyone on the globe. The Foundation works for:

- Free access to low capacity Internet as a carrier of digital content to people in areas with low admission and / or no Internet coverage.
- Support of organisations and companies to adapt and disseminate information for the affected recipients should be able to help themselves.
- Basic Information regarding education, healthcare, agriculture, innovation or other services that contribute to increased welfare and value creation that benefit the population in the respective areas.
- The Foundation will offer their benefits based on greatest need and in many areas as possible.

[www.basicinternet.no](http://www.basicinternet.no)

AKER ENERGY



# BR!GHT



## Bright Products

Over 2 million of BRIGHT solar lamps have found their way into off-grid communities by end of Dec 2017. It is this dedication to improving off-grid living that lies at the heart of Oslo-based BRIGHT's product development and business ethos.

The company is committed to understanding how affordable, convenient access to light can alleviate the negative effects of living off-grid, and improve family economy, education, health and safety.

BRIGHT's research-based design process entails travelling the world to experience off-grid communities from the inside, first-hand, hands-on. The identified needs are applied to a stringent design and production process, with the sole aim of delivering solutions for better off-grid living.

[www.bright-products.com](http://www.bright-products.com)

## Brynild Gruppen

Brynild Gruppen is family owned brand builder focusing on the entire value chain from farmer to field sales.

Norway is our main market, but our products is also sold in in Sweden, Finland and Denmark. Our products categories are nuts, chocolate and sugar confectionary.

Brynild Gruppen was founded in 1895 and is 100% owned by the Brynildsen family in 4. and 5. Generation.

[www.brynildgruppen.no](http://www.brynildgruppen.no)

## Deep River

Deep River As is a Norwegian energy supplier for micro and small hydropower plants. The company works in close cooperation with universities and technology suppliers in the development and production of energy solutions.

- Hydropower plants are designed for low water heights from 2-10m.
- Energy production from 4 kW to 600 kW.
- On / Off grid solutions.
- Energy storage..

Deep River's energy solution is also developed for connection to solar and wind energy. Supplied with energy solution for:

- Water disinfection system for drinking water.
- Water pump for irrigation agriculture
- Telecommunications system.

[www.deepriveras.com](http://www.deepriveras.com)

## DNV GL

DNV GL is a global quality assurance and risk management company with origins stretching back to 1864 and operations in more than 100 countries. Driven by its purpose of safeguarding life, property and the environment, DNV GL enable its customers to advance the safety and sustainability of their business. DNV GL provide classification, technical assurance, software and independent expert advisory services to the Maritime, Oil & Gas, Power and Renewables industries, in addition to certification, supply chain and data management services to customers across a wide range of industries. DNV GL has been present in Ghana since 2000 and are proud of having a highly qualified and 100% Ghanaian workforce serving primarily the Maritime and Oil & Gas industries.

[www.dnvgl.com](http://www.dnvgl.com)



## Export Credit

A limited liability company wholly owned by the Norwegian government, Export Credit Norway offer competitive financing to buyers of Norwegian capital goods and services worldwide. Our customers purchase everything from ships and subsea technology, to solar parks, hydropower turbines and design services.

We deal with the entire brynilloan application process, including commitment, disbursement and monitoring of loans.

[www.eksportkreditt.no](http://www.eksportkreditt.no)

## Empower New Energy

Many industrial and utility companies are paying a high tariff for electricity from fossil sources, whereas solar PV and small-scale hydro is both cheaper and clean. Empower New Energy is a Renewable Energy Finance company founded in 2017 up by three seasoned professionals with unique experience from developing, financing and executing renewable energy projects in Africa and emerging markets. The company brings equity capital including impact and climate finance to small and medium-scale power projects.

Through our Accelerator vehicle, we invest in decentralized hydro, solar and wind projects that leads to verifiable CO<sub>2</sub> reductions, job creation and community development.

We focus on 1-10 MW projects in Sub-Saharan Africa, Asia and Latin-America with a long-term power sales agreement, with the first facility to be launch in Sub-Saharan Africa, with subsequent facilities in Asia and Latin-America.

[www.empowernewenergy.com](http://www.empowernewenergy.com)



## Golden Tilapia Farmers

The Norwegian-Ghanaian owned company Golden Tilapia Farmers has since 2015 been cultivating tilapia in Lake Volta at a small-scale level. With strong focus on know-how transfer and sustainability, the company's vision is to be a leader in developing sustainable aquaculture in Africa.

The initially small-scale operation has enabled Golden Tilapia Farmers to implement crucial routines for conducting responsible farming operations – and learn at a reasonable risk profile.

Due to its acquired experience and solid foundation, Golden Tilapia Farmers is now positioned to take the last steps towards its primary main goal: become a completely integrated aquaculture company.



## Innovation Norway

Innovation Norway is the Norwegian Government's most important instrument for innovation and development of Norwegian enterprises and industry. We support companies in developing their competitive advantage and to enhance innovation.

Innovation Norway create value by stimulating to profitable business development throughout Norway and by assisting Norwegian businesses grow and find new markets. Our programmes and services are intended to create more successful entrepreneurs, more enterprises with capacity for growth and more innovative business clusters.

We are represented in roughly 30 countries worldwide, closely affiliated with the Norwegian embassies and consulates.

[www.innovationnorway.no](http://www.innovationnorway.no)





## LBNUTS AG

LBNUTS AG is an international expert in sourcing of nuts and dried fruits with headquarters in Switzerland and is part of the family-owned Alexander Nut Group from Germany. Among our vast portfolio of products we have a profound experience in peanuts, cashews and almonds.

Our business dates back to 1889 via our German sister company, Lorenz Snack-World, a leading savory snack-manufacturer in Europe.

We build long-term relationships with our global agricultural partners and also invite you to partner with us to achieve your goals and visions. This characterizes LBNUTS's core competencies: From Origin, Nut Expertise, Partnering.

[www.lbnuts.com](http://www.lbnuts.com)



## Multiconsult

Multiconsult is a global engineering consultancy company, headquartered in Oslo, Norway, with permanent presence in several African countries including Kenya and Tanzania.

As a world-leading provider of services to the renewable energy sector, the company has expertise in all disciplines required to identify, study, plan, design, manage and supervise construction of a wide range of projects, and has successfully implemented hydro-, wind-, bio-, solar, and transmission and distribution projects all over the world.

Multiconsult takes a comprehensive approach to natural resources and enables environmentally and socially sustainable energy solutions for the future.

[www.multiconsult.no](http://www.multiconsult.no)

## NB Solar Africa

NB Solar Africa is a joint venture company that develops Solar PV power plants in Southern Africa. It combines the resources and experiences of two leading African based engineering firms namely, Norconsult and Bigen Africa, offering a comprehensive service to establish solar PV power plants for investors, large consumers of power and IPPs.

These services could seamlessly advance a project from feasibility stage to commercial operation and includes engineering design, procurement, project management, environmental services and financial services backed by own funding that ensure the successful completion solar PV power projects.

[www.nbsolarafrika.com](http://www.nbsolarafrika.com)



## NHO

NHO's Secretariat for private sector development collaborates with business membership organisations (BMOs) and Employers' Organisations (EOs) in developing countries. Projects are funded by Norad and the Ministry of Foreign Affairs. The approach is based on the premise that the private sector is a key player in the fight to eradicate poverty through ensuring sustainable economic growth.

The current portfolio includes projects in Kenya, Uganda, Tanzania, Tunisia, Ethiopia, China, Vietnam and an umbrella organisation for employers' organisations in the East African Community. Areas of collaboration include organisational development, social dialogue, the female future programme, vocational training and China/Africa. NHO is currently doing a feasibility study for a possible collaboration with the Ghana Employers' Association (GEA).

[www.nho.no](http://www.nho.no)



# NORCODE

## NORCODE

NORCODE, The Norwegian Copyright Development Association, was established in 2007 by Norway's five collective management organisations: BONO, Gramo, Kopinor, Norwaco and TONO.

NORCODE's main objective is to contribute in building the cultural infrastructure in developing countries and strengthen the situation of the creative copyrights holders. A strong cultural field is an important contribution in building national identity and promote human rights. Collective management organisations will be a positive contributor to the economic growth of their countries, through their collections from users of intellectual property. The creative industries are playing an increasingly important role, both economically and politically. These industries build a significant part of their activities on the base of copyright and related rights.

[www.norcode.no](http://www.norcode.no)

# Norfund

## Norfund

Norfund is the Norwegian Investment Fund for Developing Countries. Established by the Norwegian Parliament in 1997, it's the government's main instrument for combatting poverty through private sector development. Norfund's mandate is to contribute to the development of sustainable commercial businesses in developing countries. Norfund provides equity, other risk capital, and loans to companies in selected countries in Sub-Saharan Africa, South-East Asia and Central America. With a portfolio of USD 2.4bn, Norfund invests in three main sectors: clean energy, financial institutions and agribusiness, in addition to investments in relevant SME Funds.

[www.norfund.no](http://www.norfund.no)

## NorgesGruppen

NorgesGruppen is Norway largest retailer with over 1800 stores and 28 000 employees. NorgesGruppen's business idea is to be a leading wholesale and retail company within consumer products in Scandinavia, with focus on Norway. The key values for NorgesGruppen are to be responsible, customer-oriented and ready to cooperate. We will always act in a fair and credible way, and we will, through our actions, create trust and security. We believe that sustainability is part of our business, rather than a supplement.

[www.norgesgruppen.no](http://www.norgesgruppen.no)

## Unil AS

Unil AS is NorgesGruppen's department for their own brands and has a portfolio of 2500 brands.

[www.unil.no](http://www.unil.no)

## NorGhis

Three Ghanaian-Norwegians, Rich Ocloo, Francis Acquah and T. Kobla Agbota formed NorGhis As in 2011 to make Ghana a visible investment destination for Norwegian investors and businesses and to promote Norway as a preferred market for Ghanaian products. We have collaborated with NABA to get prominent Ghanaians as keynote invitees to NABA Business Summits. NorGhis has a reliable network of individuals and organizations in Ghana and we are a relevant conduit because we know both cultures and can provide you with a smooth entry to both markets.

[www.norghis.no](http://www.norghis.no)



# NorgesGruppen





## Norpalm

Norpalm Ghana Ltd (Norpalm) is among four leading industrial palm oil milling companies in Ghana, processing more than 80 000 ha. of fresh fruit bunches (FFB) per year with nucleus estates of 4300 ha.

Norpalm's workforce (including casuals) is total 300. In addition approx. 1250 contract workers which are engaged at the plantation, predominantly during harvesting, pruning, and weeding. Norpalm is managed by a team of Ghanaian professionals working closely together with a board nominated by the two shareholders Norpalm AS and PZ Cussons Ghana Ltd.

Norpalm has participated in the RSPO process since its inception in 2003.

[www.norpalm.no](http://www.norpalm.no)



## NORWEP

Norwegian Energy Partners is an independent non-profit foundation established to strengthen the long-term basis for value creation and employment in the Norwegian energy industry through expanding the industry's international business activities. The main purpose is to strengthen the position and competitiveness of the energy industry internationally and securing increased wealth-creation through committed cooperation. Norwegian Energy Partners is founded on a shared intention of achieving synergies through focused efforts, coordination and managing activities and efforts.

Norwegian Energy Partners is a non-commercial foundation with a Board of Directors as its highest body. It is jointly financed by the Norwegian industry and government.

[www.norwep.com](http://www.norwep.com)

## Petrica

Petrica Holding AS (Petrica) is the majority shareholder in AGM Ghana Petroleum Ltd (AGM) who again holds 66% of the South Deepwater Tano block (SDWT) offshore Ghana. SDWT was awarded to AGM and its partner Ghana National Petroleum Corporation (GNPC) in 2014.

The SDWT block is located immediately to the south of the DWT/CTP block and measures approximately 3,500 square kilometres. The block contains several high potential exploration prospects. New high resolution seismic is currently being acquired in the SDWT block in preparation for exploration drilling. Drilling of prospects is currently planned to start within 2018.

[www.petrica.no](http://www.petrica.no)

## Rendeavour

Rendeavour is Africa's largest urban land developer, with satellite city developments on 30,000 acres (12,000 ha) of land in the urban growth trajectories of major cities in Ghana, Kenya, Nigeria, Zambia, and Democratic Republic of Congo.

A typical Rendeavour development is 2,500 acres and designed as an integrated live-work-play urban environment, free of the infrastructure deficits of neighbouring city centres. Built in phases, Rendeavour developments have 20-year investment horizons.

In Ghana, Rendeavour is developing Appolonia City, the largest urban development in the country, located 22km from central Accra. Rendeavour's shareholders are from Norway, New Zealand, USA and UK.

[www.rendeavour.com](http://www.rendeavour.com)



RENDEAVOUR  
AFRICA'S URBAN FUTURE



## SANDS

Lawyers and advisors in Steenstrup Stordrange's (SANDS) Africa team have been deeply involved in Africa for over 20 years, working on numerous landmark transactions, and building vital business connections in many African countries.

SANDS acts mainly for Norwegian companies and institutions located on and off the continent with interests in investing in African countries. Our clients also include Africa-based companies wishing to expand internationally and to access capital in the international finance markets. We help our clients mitigate risk and navigate the complex issues that exist in cross-border deals and projects within both established and developing African economies.

[www.sands.no](http://www.sands.no)



## Thought Leader Global AS

In collaboration with NABA, we have created an online portal for video- content driven information bridging Nordic and African business communities and inspiring sustainable growth. The Nordic African Media Hub is hosted on NABA website and produced by Thought Leader Global.

We are a husband and wife team based in Norway and travel globally with a clear vision that everything we produce is to promote people, organisations and companies that positively impact society.

Over 15 years experience, we creatively consult, research, script, film, direct, present, voice, edit, produce, do photography and drone. We travel with a fully battery-driven film studio including camera, sound and lights.

[www.thoughtleader.global](http://www.thoughtleader.global)

## Virke

Virke, the Enterprise Federation of Norway organizes and represent over 21 000 businesses with more than 225 000 employees in Norway. Virke works to improve the framework conditions for our members, and a Norway that values and supports those who run businesses.

The members come from industries such as trade, knowledge, technology, travel, service, health, care, education, culture and voluntary work.

[www.virke.no](http://www.virke.no)

## Yara International

Yara Ghana was established in 2007 to strengthen the quality and depth of input supply and related services, along agricultural value chains to increase the productivity of Ghanaian farmers.

Yara Ghana has been importing and supplying high quality products for the cereal farmers as well as for the cocoa sector. Yara Ghana has grown to become the market leader in fertilizers in Ghana.

Yara Ghana is committed to being the leading provider of sustainable crop nutrition solutions, supporting farmer profitability through knowledge, quality and productivity while minimizing the impact on the environment.

[www.yara.com](http://www.yara.com)



# Notes:

# JOIN NABA

*We serve as a bridge between Norwegian and African business communities, promoting business opportunities on the African continent in Norway and advocating for more, better and safer business collaboration. NABA is the only Norwegian-African chamber of commerce.*

**NABA SERVICES: NETWORK & FACILITATION,  
INFORMATION & ANALYSIS, ADVISORY, ADVOCACY**

**127 MEMBER COMPANIES  
OPERATING IN 41 AFRICAN COUNTRIES**

*Sectors: Oil & Gas, Shipping, Renewable Energy, ICT, Agribusiness, Industries, Fisheries & Finance*



**BE A PART OF NABA  
JOIN US TODAY!**