

Egypt Ghana Virtual Business Forum
“Enhancing Trade and Investment between Egypt and Ghana under AfCFTA framework”

Wednesday the 29th of April 2026

EBA in collaboration with the Egyptian commercial office in Ghana & FEI held Egypt Ghana Virtual Business Forum

It was attended by:

- H.E. Ambassador / Wael Fathy – Ambassador of Egypt to Ghana
- Dr. Sherif El-Gabaly – Chairman of the Africa Committee at the Federation of Egyptian Industries and the Egyptian Businessmen’s Association
- Mr. Abdel Razek Baba – Deputy Chief Executive Officer of the Ghana Investment Promotion Authority
- Mr. Frederick Adu Amoako – Chief Operations Officer, Ghana National Chamber of Commerce and Industry (GNCCI)
- Eng. Mohamed Aglan – Vice Head of the Real Estate Development and Contracting Committee at EBA and CEO of Gama Engineering and Construction Company
- Dr. Nevin Nabil Nakhlah – CEO of Al Gendy Trading Company
- Dr. Walid Gamal El-Din – Head of the Export Committee at the Association

Main Points of discussions

- The Egypt–Ghana Virtual Business Webinar was held online with the participation of representatives from the Egyptian Commercial Office in Ghana, the Egyptian Embassy in Ghana, the Federation of Egyptian Industries, the Egyptian Businessmen Association, and various public and private sector stakeholders from both countries. The webinar aimed to strengthen economic relations between Egypt and Ghana, promote trade and investment opportunities, and explore practical ways to benefit from the African Continental Free Trade Area (AFCFTA) amid current global economic challenges.
- The session commenced with opening remarks delivered by H.E. Ambassador Wael Fathy, the Egyptian Ambassador to Ghana, who emphasized the importance of deepening bilateral relations and enhancing cooperation at both the business-to-business and people-to-people levels. He highlighted the stability and attractiveness of the Ghanaian market, noting the presence of approximately 40 to 50 Egyptian companies currently operating in Ghana. He also stressed the need to diversify trade between the two countries and to fully leverage the opportunities provided by AFCFTA, particularly in light of the anticipated

removal of trade barriers across the continent by 2030. The Ambassador called for identifying key challenges and working collaboratively to develop practical solutions that would facilitate trade and investment.

- In his keynote address, Dr. Sherif El-Gabaly underscored the strategic importance of Egypt and Ghana as gateways to North and West Africa, respectively. He highlighted the vast potential for cooperation in several key sectors, including construction, pharmaceuticals, agriculture, renewable energy, digital transformation, and logistics. Dr. El-Gabaly emphasized that while the AFCFTA provides a strong framework for economic integration, greater efforts are required to translate this framework into tangible outcomes. He called for a shift from theoretical discussions to practical implementation, urging stakeholders to initiate concrete pilot projects and strengthen intra-African trade through real, on-the-ground collaboration.
- Representatives from the Ghanaian side provided valuable insights into the business environment and opportunities available. The Ghana National Chamber of Commerce and Industry emphasized the importance of improving market access and increasing trade visibility through both digital and physical platforms. It proposed the establishment of shared product databases, trade houses in both countries, and increased participation in exhibitions and trade fairs. The Chamber also highlighted key challenges, particularly the high cost and inefficiency of logistics, and recommended the development of direct shipping routes and increased use of air cargo for perishable goods.
- The Ghana Investment Promotion Centre (GIPC) presented recent developments in the investment framework, including the introduction of a new investment law designed to enhance competitiveness. The new law eliminates minimum capital requirements for most sectors and introduces improved mechanisms for addressing investor grievances. These reforms are expected to create a more attractive investment climate and encourage foreign direct investment, particularly from Egyptian companies seeking to expand into West Africa.
- The panel discussion on AFCFTA provided comprehensive insights into both opportunities and challenges associated with the agreement. While it was noted that trade under AFCFTA has already commenced, participants acknowledged that progress remains uneven due to varying levels of readiness among countries. Key barriers identified included high transportation costs, non-tariff barriers, and inconsistencies in standards and certification requirements. At the same time, significant opportunities were highlighted, particularly in the areas of industrial

integration, regional value chains, and joint manufacturing. The importance of cumulative rules of origin was also emphasized, as they enable collaboration between countries to produce goods that qualify for preferential market access.

- Private sector representatives shared practical experiences and highlighted ongoing efforts to facilitate trade under AFCFTA. They noted that while challenges such as logistics inefficiencies, financing constraints, and trust issues persist, significant progress has been made through initiatives such as AFCFTA trading companies, matchmaking platforms, and the Pan-African Payment and Settlement System (PAPSS). These initiatives have contributed to improving transparency, reducing transaction risks, and supporting small and medium-sized enterprises in accessing new markets.
- The Ghana AFCFTA National Coordination Office outlined its role in supporting businesses by providing capacity building, market information, and technical guidance on compliance with trade requirements. The office also facilitates connections between businesses and relevant government institutions, ensuring that companies are better equipped to take advantage of opportunities under AFCFTA.
- The webinar also addressed sector-specific opportunities, particularly in construction and infrastructure. Ghana is currently undertaking major infrastructure projects, including regional transport corridors and large-scale development initiatives such as the Volta Lake transport project. These projects present significant opportunities for Egyptian companies, especially in the areas of engineering, construction, and building materials. Participants were advised to consider entering the Ghanaian market through partnerships or joint ventures with local firms to mitigate risks and enhance market access.
- Throughout the discussions, several key challenges were consistently highlighted, including high transportation and logistics costs, limited direct connectivity between African countries, trade financing constraints, and the persistence of non-tariff barriers.
- At the same time, participants agreed on a set of practical recommendations to address these challenges. These included:
 - Enhancing public-private sector collaboration,
 - Establishing direct shipping lines between Egypt and Ghana,
 - Supporting SMEs,
 - Improving access to market information, and
 - Organizing joint trade exhibitions and business missions.

- In conclusion, the webinar reaffirmed the strong potential for economic cooperation between Egypt and Ghana and emphasized the importance of moving from dialogue to implementation. Participants expressed their commitment to continued collaboration and agreed on the need for follow-up actions, including further coordination meetings and the development of concrete initiatives to advance trade and investment between the two countries.