



## \*Imprint

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## Germany and Ghana: A Strong Partnership for the Future

Ghana and Germany have been close partners since 1957. We have many joint achievements to be proud of. Our cooperation has had an impact on Ghana's social and economic development in various areas. But more importantly, both countries are still looking in the same direction: Whilst Ghana decided to move **"beyond aid"**, Germany vouched to strengthen **African ownership** and to put the days of "aid" and of "donors and recipients" behind us.

Our joint starting points are the **UN Sustainable Development Goals** and the **African Union's Agenda 2063**. We also found common ground on how to get there.

The G20 **"Compact with Africa"** initiative aims at fostering **private sector investments** in African countries to encourage economic growth and the **creation of jobs**. Under Germany's G20 Presidency in 2017, Ghana was one of the first countries to join the initiative. Ghana committed to substantial improvements of the macro business and financing frameworks to become more attractive for private investment. Germany has decided to strengthen its cooperation with Ghana to support the country in achieving the vision of "Ghana beyond Aid". To imbue the "Compact with Africa" initiative with life, Germany and Ghana entered into a "Reform and Investment Partnership" that focuses on good governance, renewable energy and energy efficiency. Together with international organizations and bilateral partners from the G20 and beyond, Germany will support Ghana's reform agenda and advertise investment opportunities to private investors.

*"The excellent relations between Germany and Ghana have enormous potential. Ghana and Germany share the same values and Ghana is an anchor of stability in West Africa. Our Reform and Investment Partnership leads the way into the future."*

German Ambassador, Christoph Retzlaff



*German Federal President Frank-Walter Steinmeier visiting a public-private partnership on vocational training.*



## Germany and Ghana: A Strong Partnership for the Future

To support Ghana's ambitions regarding **private sector development, job creation for the youth, and governance**, Germany's development cooperation is focused on the following priorities:

- **Sustainable Economic Development:** supporting the reform of the TVET sector, improving employability and improving access to financial services;
- **Agribusiness:** sustainable increase in the competitiveness and market orientation of the agricultural sector, especially with focus on value chains;
- **Good Governance:** increasing tax revenues and strengthening domestic accountability, promoting participation in local decision-making, improving living conditions through effective local governments;
- **Reform Partnership / Renewable Energies and Energy Efficiency:** improving the framework conditions for private investment via green credit lines for MSME and households, upgrading and expansion of the electricity grid, risk mitigation instruments for the private sector, promotion of vocational training

Additionally, Germany cooperates with Ghana in the area of **Sustainable Management of Electronic Waste. Gender and climate** are cross-cutting issues of our cooperation, relevant to all focal areas. The same currently becomes true for **digitization**, as show-cased by the digital society conference "re:publica" that German Development Cooperation brought to Accra.

The German-Ghanaian bilateral development cooperation uses instruments such as concessionary loans and grants, capacity building and technical assistance, as well as development partnerships with private actors (PPPs). The bilateral development cooperation is being implemented in Ghana by the **Gesellschaft für Internationale Zusammenarbeit (GIZ)**, the **Kreditanstalt für Wiederaufbau (KfW Development Bank)** and the **Physikalisch-Technische Bundesanstalt (PTB)**. An important contribution is also made by many **German non-state organizations**, such as **political foundations, churches and non-governmental organizations (NGOs)**. The German Embassy directly supports Ghanaian non-governmental organizations via micro projects.

Development Cooperation requires the interaction of all spheres of society: **Government, Civil Society** and the **Private Sector**. All stakeholders are encouraged to bring on board their specific expertise and comparative advantages to protect common global goods and to meet the challenges ahead, such as promotion of sustainable economic growth and job creation, guaranteeing of social and political rights, adaptation to climate change and preservation of the biosphere.

This publication aims on giving an overview of the fields of German Development Cooperation in Ghana. It shall also highlight the synergies as a result of the collaboration of different stakeholders in development cooperation and encourage all stakeholders to **engage in future joint approaches**.





## Impacts of German Development Cooperation in Ghana

### Agribusiness

Over **118.000 people** have benefited from skills trainings since 2017. New jobs and additional labour equalling **40,000 full jobs** have been created in the cashew, cocoa, grains, fruits and vegetables value chains since 2017. The average yields of the beneficiaries e.g. for maize **doubled** and for cashew **increased** by almost 50% since the respective programme started.



### Sustainable Economic Development

About **3100 people** employed in the informal sector and returnees have received professional trainings, more than 50% of which are women. **8.2 million Ghanaians** have been insured through micro insurances and savings accounts. **4 million clients** have received access to microfinancing.



### Governance

**Customs revenue has increased by 80%** from GHC 8.2 million in 2015 to GHC 14.7 million in 2018. The number of registered income tax payers (issued **Taxpayer Identification Numbers**) has **increased from 1 to over 2 million**. In some Ghanaian districts, internally generated funds (which include revenues from property rates, permits, fees etc.) already outstrip the transfers received for the central government.



### Renewable Energy and Energy Efficiency

Competitive bidding reduced cost of solar power generation by almost 40%. **1,000 companies** have gained access to energy for productive use, securing more than 5,000 jobs and creating 750 new jobs. **400 solar technicians** have been trained. Private solar rooftop-systems increased from 45 to 153 within one year.



### Recycling of Electronic Waste

The target is to improve working and living conditions of **about 80,000 people** in the informal sector. At least **200 tons of cables** (1/3 of the total amount per year) and **2,000 tons of synthetic material** (40% of the total amount per year) are going to be properly **recycled**.





## Agribusiness: Growing Jobs for the Future

Agriculture in Ghana employs up to 45% of the working-age population. Agricultural processing companies are among the biggest employers in the country. On the consumer side, the growing middle class is increasingly demanding high-quality products such as vegetables, fruits, poultry and rice.

However, agricultural productivity and quality of the products are still rather low. The goal of German Development Cooperation is to **support Ghana in enhancing the competitiveness of the agro-allied industry** to serve local and international markets and therefore **create jobs** and **income** along different value chains. That is why we contribute to the development of the cashew, groundnut, maize, rice, rubber, sorghum, soybean, fruit and vegetable value chains.

We focus on building capacities, know-how and on **establishing linkages** of trust and cooperation between the different actors as well as providing affordable financing along the value chain. Key areas include training in good agronomic practices, promoting inclusive business models, advising on processing technologies, supporting marketing solutions, strengthening certification and quality management as well as facilitating access to finance. All activities are conducted **jointly with partners** from public and/or private sector, such as seed producers and input dealers, farmers, processors and entrepreneurs, service providers, and national as well as international buyers. The programmes cooperate with public structures to establish an efficient system for quality inspections and a favourable enabling environment for agribusinesses.





## Agribusiness: Collaborations for Growth

TROTRO Tractor – a digital platform for affordable tractor services



The “Green Innovation Centre” (GIC) in Ghana supports small-scale farmers (targeting 75,000 SSF) to increase their productivity and income. **Access to mechanization** is important and **yields can be doubled** when tractors are used effectively and efficiently on a farm. However, farmers with small plots of land still mainly rely on manual labour because owning machinery is simply not affordable for them. Therefore, **professional service providers** are needed to serve farmers at an affordable price. TROTRO Tractor is a **local technology start-up** company that has introduced a digital platform linking tractor operators to farmers (the “Uber for tractors”). When a farmer dials a short code on his mobile phone (not necessarily a smartphone), he or she can order a tractor to work on his or her farm. Once an order is received, TROTRO Tractor calls a nearby tractor operator, who is a business service provider and registered on the platform, to serve the farmer at a fixed cost per hectare. Payment is done through the mobile money platform and GPS trackers on the tractors help to ensure the service is being delivered.

In collaboration with GIC; TROTRO Tractor is promoting the platform to both farmers and tractor owners. It currently works with 385 registered tractor operators – out of these 216 are active on the platform –, of which 58% are young people below 36 years and 102 are women. The more the number of requests by farmers in the same geographical area increases, the more efficient it becomes for the business of service providers, by serving several customers at once.





## Agribusiness: Collaborations for Growth

### Supporting the Mango value chain – Ghana's Green Gold

In the last five years (2013-2018), export values of dried and fresh mango to the EU have grown by about 200%. Ghana has more than doubled its market share in the EU from 2.5% to 5.1%. It has become the third biggest supplier of fresh and dried mango to the EU (in 2013, Ghana was only in 10<sup>th</sup> position). Driver of this success was a **strong value addition** in the country, producing fresh cuts, dried fruits, juices etc. The processing companies employ about 6,000 people at the processing level and rely on a strong and vibrant mango sector. However, the sector faces several challenges that could adversely affect this growth path. Pests and diseases are causing vast damages to plantations and lead to high post-harvest losses, while low adoption of good agricultural practices have an impact on the fruit quality.

The **Market Oriented Agriculture Programme (MOAP)** has been instrumental in promoting the mango sector since many years. The value chain was supported at all levels, from input supply to farm production up to processing and trading (local and export). MOAP collaborates with all relevant private and public stakeholders along the value chain. Activities include supporting trials and demonstrations, conducting farmer trainings, organising exchange visits for farmers and processors, advising on processing efficiency, developing service gang business models, facilitating linkages through trade fair participation, promoting multi-stakeholder events (such as Mango Week or Mango Round Table). The mango sector now is a well organised and vibrant industry player in Ghana whose strong voice is being heard.







## Agribusiness: Collaborations for Growth

### The Outgrower and Value Chain Fund (OVCF)

Small-scale farmers in Ghana face a severe lack of long-term financing products for investments that would increase their productivity and the quality of their agricultural products. German Development Cooperation through KfW in close collaboration with its partners, the Ministry of Food and Agriculture, the Ministry of Finance, and the Bank of Ghana, tackles this issue with a financing vessel called “Outgrower and Value Chain Fund”. The objective is to **bring stakeholders together** and motivate financial institutions to fill the **demand gap in agricultural financing**, particularly by providing **long term loans** at favourable conditions. The OVCF integrates small-scale farmers into value chains and allows them to invest in their businesses to increase productivity. Companies willing to cooperate with groups of small-scale farmers can apply to the OVCF for funding.





## Sustainable Economic Development: Together we are stronger

### Decent employment and access to finance for all

Ghana benefits from its young and talented population; 60% of the population is under the age of 25. The demographic potential is tremendous. Nevertheless, a high unemployment rate and limited access to finance remain major challenges. German Development Cooperation therefore seeks to support Ghana in its endeavor to create decent jobs. Our engagement focusses on two main areas:

- Ghana's economy is dominated by micro, small, and medium enterprises (MSMEs), which need access to affordable medium or long-term financing. Many of those enterprises – making up about 85% of the working population of Ghana - operate in the informal sector, where financial services are rarely available and hardly affordable. German Development Cooperation and the Government of Ghana are working together **to create access to innovative and demand-oriented microfinance services** that allow people to set up their own business and employ them and others.
- On the other hand, a **well-trained workforce** is a prerequisite for economic growth. German Development Cooperation thus focusses on modernizing the traditional apprenticeship system of the informal sector into a **modern and demand-oriented Technical and Vocational Education and Trainings (TVET) system**. By introducing the Competency Based Training (CBT) approach and adapting lessons learned from the German Dual System, we support Ghana to prepare its youth with the **skills** required in a prospering middle income country. Through the “Ghana Skills Development Initiative”, German Cooperation partners with the European Union and Switzerland in this approach. The “Ghana TVET Voucher Project” enables the participation in the training by offering a tailor-made set of vouchers for apprentices and master crafts persons.

The cooperation has already made a difference. Since the beginning of voucher distribution in September 2017, **6280 apprentices and master crafts persons** were able to participate in trainings through the distribution of **173,799 vouchers**.



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## Sustainable Economic Development: Together we are stronger

### Public Private Partnerships

The develoPPP.de initiative provides companies that invest in developing countries with financial and professional support. In Ghana, different Public Private Partnerships are adapting the German dual vocational training system to the local context:

- Scania, BOSCH and ZF have joined forces with German Cooperation in the “West African Transport Academy” and offer specialised courses for commercial drivers and heavy-duty vehicle operators as well as technicians servicing and repairing buses and trucks. The so trained drivers and technicians **meet the needs** of the involved parties as well as their local partners, but also benefit the transport industry in the West-African region at large. The project has trained 1237 professional drivers up to date. 105 female commercial drivers are employed as either bus, truck or taxi drivers.
- The companies IWAD and Case IH are piloting the dual education system in northern Ghana. The project follows the teaching approach as applied successfully in agricultural schools all over Germany. Participants learn in the classroom, on the fields and in workshops of modern commercial farms.

*“The modernization and mechanization of agricultural practices is an important part of Ghana's economic development. Through mechanization, Ghana's farms will be able to produce more, feed more people, and increase the number of jobs in this area. There is also a need to encourage more young people in Ghana to choose agriculture as a vocation, because the average age of farmers here is currently so high it threatens the industry's sustainability. For these reasons we're delighted to be involved in this Development Partnership Project and look forward to showing many young students how rewarding farming can really be.”*

Daniel Bordabossana, Marketing Manager for Case IH Middle East and Africa.



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## Sustainable Economic Development: Together we are stronger

### Promoting Financial Inclusion

The “Sparkassenstiftung für Internationale Kooperation”, i.e. the Foundation of the Association of German Savings Banks, offers specialized training for beginners and professionals. Staff and management members of Micro-Finance institutions can attend qualification courses. The objective is to reduce poverty within excluded and disadvantaged groups by **improving their financial inclusion** through access to financial services.

### Returning to new opportunities

Many Ghanaians that migrate within West Africa or towards Europe do so because of a perceived lack of economic perspectives at home. Therefore, German Development Cooperation partners with the Government of Ghana to open up **opportunities for employment or self-employment** of returning and potential migrants. The Ghanaian-German Centre for Jobs, Migration and Reintegration provides migration counselling and advice as well as basic technical **training in entrepreneurship, financial literacy and other areas**. In cooperation with other programs of German Development Cooperation, it offers economic perspectives and alternatives to irregular migration. The Centre also supports the reintegration of returnees. In its first year, it already provided support to around 6,800 people. With the contribution of the Centre around 220 people were able to find direct employment and around 300 people were supported in starting their own business. Others used the newly acquired knowledge to expand or diversify their existing enterprises. A main political partner at the national level is the Ministry of Employment and Labour Relations.

*Linda Maka participated in Migration and Employment Promotion Project training measures and receives further support in starting and expanding her own business. For her food processing start-up, the project equipped her with a milling machine (see photo).*







## Renewable Energy and Energy Efficiency

### Reforming the energy sector in Ghana

The **energy transition** has become one of Germany's trademarks: Germany is in the process of overhauling its energy supply, moving away from nuclear and fossil fuels towards renewable energy and better energy efficiency. The transition is an important part of our commitment to **climate protection**.

Ghana is a partner country with ambitious commitments towards climate protection: Under the Paris Agreement, Ghana plans to **achieve 10% of renewables in its energy mix by 2030**. With an electrification rate of about 85%, Ghana is already one of the countries with the highest access rates in Africa. The Government of Ghana pursues the goal of universal access to power supply.

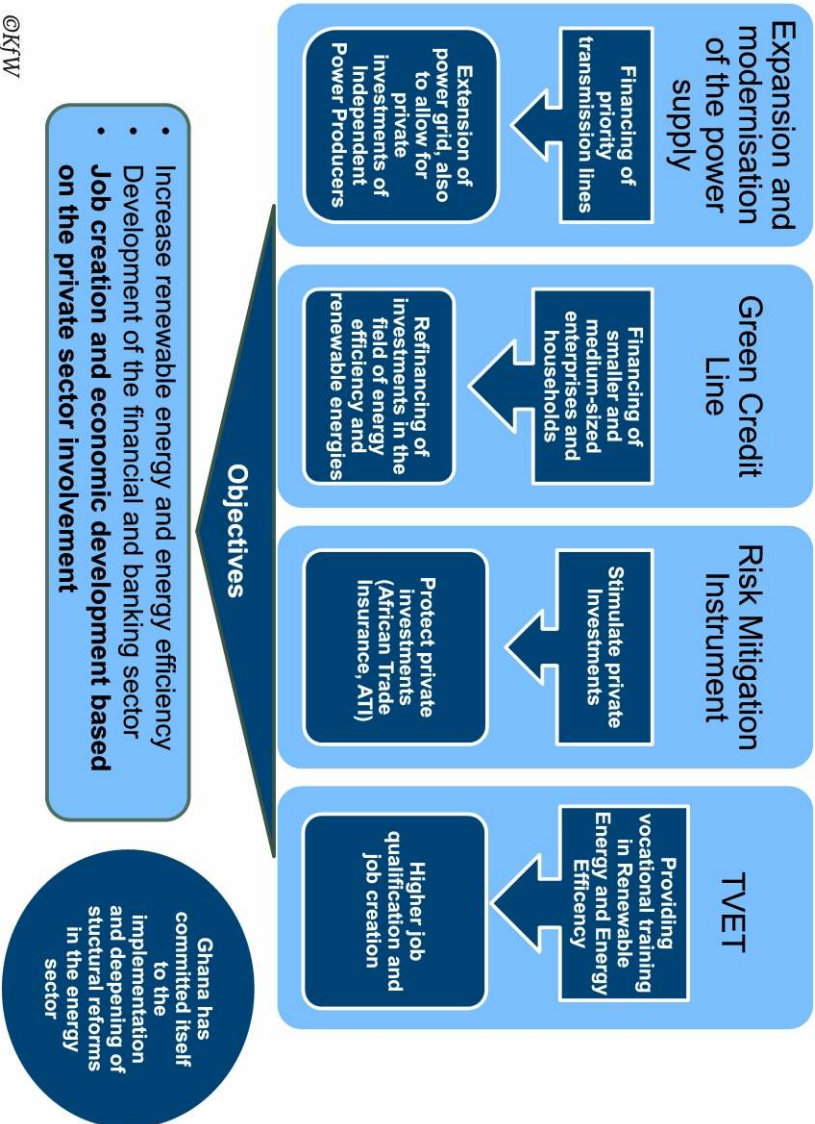
Although Ghana has abundant renewable energy resources, it still faces the challenge of inefficient power supply. High energy costs and poor energy infrastructure affect the economic performance of the country. Over the last years, the share of fossil fuels has been steadily increasing while the full **potential for especially solar energy** has not been tapped so far.

To support Ghana's economic transformation as well as its climate goals, Germany and Ghana cooperate under the **Reform and Investment Partnership** in the framework of the G20 Compact with Africa Initiative on Renewable Energy and Energy Efficiency. This Partnership seeks to improve the **access to reliable, affordable and sustainable energy** in Ghana by facilitating private investments. At the same time, it aims at **creating jobs** along renewable energy and energy efficiency value chains in Ghana. The cooperation focusses on:

- 1) Integrating renewable energy into Ghana's energy supply by **modernizing the power network**
- 2) **Encouraging private investments** through facilitation of risk mitigation instruments for Ghana
- 3) **Expanding the use of renewable energy and energy efficiency** by improving the access to finance through the establishment of a Green Credit Line
- 4) **Creating higher qualifications and employment** through **vocational training**



## Renewable Energy and Energy Efficiency





## Renewable Energy and Energy Efficiency

### Increasing the share of renewables in Ghana

In Ghana, **solar and wind power** offer great potential for raising the share of renewable energy in Ghana's electricity grid. Not only are they climate-friendly and offer considerable potential for job creation within the country; they are also economically competitive and thus a real alternative to oil and gas.

Currently, a KfW project facilitates via a loan the construction of two major photovoltaic systems with an installed capacity of up to 20 megawatt peak in northern Ghana. The project will save 4,400 tons of carbon dioxide every year and can serve as a model for similar investments in renewable energies by the private sector.

German Development Cooperation through GIZ supported Ghana's first international tender for independent power production. This competitive bidding process for a 20 megawatt solar PV plant successfully reduced the cost of solar power generation in Ghana by almost 40%. Solar can now compete with thermal generation from fossil fuels, keeping Ghana right on track for a more sustainable energy mix.

Through training as well as consultation on quality-oriented procurement for net-metering (decentralized self-supply and grid connection of electricity from renewable energies), the sector experienced an increase in the number of registered private solar rooftop systems from 45 to 153 registered systems over the course of just one year. Combined, these registered systems equal an installed capacity of over 2 megawatt.





## Renewable Energy and Energy Efficiency

### Developing skills along the renewable energy and energy efficiency value chains

Supporting skills development within the renewable energy sector has been a priority so far and will be considerably expanded under the Reform and Investment Partnership.

- In collaboration with the local Deng Solar Training Center, a German Development Cooperation project implemented by GIZ supported the **qualification of over 300 solar technicians** on grid-connected solar PV systems, which significantly improved the technicians' employment opportunities.
- In cooperation with the Council for Technical and Vocational Education and Training (COTVET), German Development Cooperation supports the development of curricula and trainings for different job profiles in the sector, thus contributing to **establishing a local market** for renewable energy and energy efficiency projects and **creating jobs** for the local population.

### Reducing the electricity bill

The renewable energy sector covers not only the generation of electricity but also the smart and efficient use of energy. To promote energy efficiency at the community level, 9,000 households and small enterprises in cities throughout Ghana have received **door-to-door trainings**. Participants get tips on how to **reduce their energy consumption** and thus **their electricity bills**, thereby also easing the burden on the national grid.

GIZ's advisory services on how to reduce energy consumption and your electricity bill by being more energy efficient or by generating some of the energy you consume yourself (e.g. from rooftop solar PV) are available to all SMEs and other commercial and industrial electricity consumers throughout Ghana.

*Photo: Energy Efficiency Advisors in Kumasi teaching a home-owner energy efficiency practices and distributing 'Energy Efficiency Tips'*



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## Good Governance: Building Institutions for Development

Governance is crucial when it comes to the development of a country. Governments are in charge of providing macroeconomic stability, generating revenue, running effective institutions, and providing a favourable environment for the private sector. Germany promotes good governance in Ghana to generate sufficient **revenue for development**. The generation of sufficient revenue shall contribute to a reduction of debt and promote sufficient investments in infrastructure and services for citizens. Furthermore, we work with the Ghanaian Government to increase the transparency, effectiveness, efficiency, and accountability of the country's financial resources, both at the national and local levels. In order to achieve this, we collaborate with different actors such as state institutions, local governments and civil society groups to develop the capacities of these organizations.

### Cooperation with civil society

In the area of local governance, we collaborate with civil society organizations. Jointly we work on enhancing their capacities to ensure that policies, plans and directives from both central and local governments take into consideration the **interest of citizens** – and the local context. A key achievement in this regard has been the founding of the Local Governance Platform (LoGoP), which allows civil society organizations to collaborate with national stakeholders and government agencies in local governments on policy issues and make recommendations on the way forward.



There is the need to ensure that the gains from the exploration and exportation of oil and gas are used for the development of the country as pledged by the Government when the reserves were first discovered in 2007. We support civil society organizations such as Friends of the Nation, National Resource Governance Institute and others to engage the Government of Ghana on topical issues relating to the oil and gas industry and to safeguard accountability of the management of the oil revenues. The civil society organizations also serve as a check on the Government to ensure that the revenues from oil exports earmarked for developmental projects in the communities affected by exploration are disbursed. In the context of our cooperation, civil society organizations successfully advocated for the passing of the Petroleum (Exploration and Production) Bill into Law in 2017 – with strong provisions on transparency, accountability and protection of community rights and the environment.



## Good Governance: Building Institutions for Development

### Funding development at district level

Districts need funds to provide **basic services** such as health and education to the citizens. Therefore Germany is contributing to the District Assemblies Common Fund through the “DACF Responsiveness Factor Grant”. This **additional funding for social infrastructure** projects is distributed on the basis of an annual assessment through the District Assemblies Performance Assessment Tool. Though all districts receive capacity building funds to close the gaps identified during the assessment, only well-performing districts receive investment funds. The investment funding thus depends on the performance of districts in good financial management and provides an incentive for improvement.



*Photo: Apegusu District Hospital, a social infrastructure project financed from DACF's predecessor fund, the DDF, Copyright: KfW*

Furthermore, Germany is providing support to districts to increase internally generated funds through fees from properties and business operating permits. Revenue software is supporting the establishment of a fiscal cadaster and helps to issue the notification of property fees. A mobile app updates the system in real time and an interface enables mobile payments. Some of the districts have already completed the Street Naming and Property Addressing (photo) and digitized their tax register.



For example, the district Bibiani-Anhwiaso-Bekwai started out with 100 registered properties – now it has 3,289. A majority of the partner districts were able to **increase their internally generated funds** with the support of German Development Cooperation by **up to 400%**.



## Environmentally Sound Disposal and Recycling of E-Waste (E-Waste Programme)

### E-waste: A valuable resource but challenging waste stream

E-waste contains both valuable and hazardous fractions. It offers **opportunities** and **income generation**, but its improper handling can pose **serious health and environmental threats**. Ghana, the regional frontrunner regarding E-waste legislation, is currently in the process of rolling out the implementation of the National Hazardous and Electronic Waste Control and Management Act (Act 917), which should result in the setting up of an efficient E-waste and recycling sector that will also address its improper handling. The objective of the German-Ghanaian cooperation in this field is to support this development; establishing better conditions for sustainable E-waste management and improving the living and working conditions of the scrap workers. In partnership with the **Ghana Ministry of Environment, Science, Technology and Innovation (MESTI)**, the German Cooperation strives to **make E-waste recycling and disposal more sustainable** and to transform E-waste scrap yards into sustainable small-scale recycling businesses.

### Capacity Building and Health Care on the Old Fadama Scrap Yard

Right in the middle of the Old Fadama scrap yard, better known as Agbogbloshie, a **technical training center (TTC)**, a **health clinic** and a **football pitch** have been constructed in the context of the German E-Waste Programme. Scrap workers can receive training and a certificate of attendance. They are to become **E-waste trainers** who will provide **vocational trainings to other scrap workers** in the TTC. The trainings focus on proper dismantling of electronic appliances, handling of hazardous components, health & environmental protection and economic efficiency.

### Facilitating Sector Dialog and Peacebuilding

To support MESTI in the elaboration of an E-waste policy, the Programme facilitates the creation of platforms that foster exchange between relevant stakeholder groups. As one of the first results, **recycling companies have founded a sector association** and already contribute effectively to the national E-waste policy dialog. Also, as a result of regular interactions between the different stakeholder groups, **options for a sustainable recycling chain for Ghana were jointly worked out with MESTI and EPA**.



## Environmentally Sound Disposal and Recycling of E-Waste (E-Waste Programme)

Throughout an extensive peace-building process, the project facilitated the pacification of conflicts between different scrap worker groups, leading to the constitution of a new joint association representing all scrap workers in Accra.



### Creating Sustainable Interfaces between Scrap Yards and Recycling Industry

Finally, the German cooperation programme is working on setting up an incentive mechanism for sound disposal and recycling of E-waste in Ghana. Through this incentive mechanism the worst-polluting E-waste types shall be channelled from the informal sector into sound recycling within more **formalized businesses** that comply with environmental and social regulation. In order to do this, a **Handover Centre** will be established in Accra, where collectors of E-waste will be remunerated for delivering untampered and potentially polluting E-waste types which will be handed over to pre-selected registered formal companies in a second step; to either recycle or dispose of the E-waste in an environmentally sound manner. During a pilot phase, the mechanism to roll out this incentive system was elaborated and tested. From September 2018 to August 2019 **the program collected more than 20 tons of cables from scrap workers** on the Old Fadama scrap yard and channelled them to proper cable recycling.

To promote the development of sustainable business models, the **Impact Hub Accra** was supported in establishing a business innovation platform & technology center for E-waste recycling. The platform supports knowledge-exchange and skills-transfer between the formal and informal sector.





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