

TUESDAY, OCTOBER 3, 2017

# Day of German Unity 2017



## Reunification @ 27

*60 years of bilateral relations between Germany and Ghana*





# Interview

with His Excellency

# Christoph Retzlaff

Ambassador to Ghana

**The Ambassador** of the Federal Republic of Germany to Ghana, H.E. Christoph Retzlaff was born on 10th of March 1962 in Stuttgart, and is married with three children. Before coming to Ghana in July 2016 as Ambassador, he had served as the Deputy Head of Mission at the German Embassy Cairo, Egypt, from 2014 to 2016.

From 2011 to 2014, before he was posted to Cairo, Egypt, he served at the Federal Foreign Office, European Union Directorate, and also served at the Political Directorate, from 2004 to 2008.

From 2008 to 2011 he served at the Permanent Representation of Germany to the United Nations, New York, Political Department. He has also worked in the German Embassy in Moscow from 1994 to 1997.

Ambassador of the Federal Republic of Germany to Ghana, H.E. Christoph Retzlaff sits with Norvan Acquah-Hayford of the Business and Financial Times, and talks about how the wall that separated East and West Germany was finally brought down, as the Germans celebrate their Unity Day on 3rd October this year.

He also touches on the German government's support for vocational training in Ghana and the interest of German investors to come and invest in the country under the G20 compact.

During the interview, Ambassador Retzlaff recounted the history of the relationship between Germany and Ghana and reiterated his government's commitment to strengthening the already strong bonds also through trade and investment with the aim of ensuring that jobs are created for the youth of Ghana.

**B&FT: First, thanks for having us today, Mr. Ambassador, what briefly can you say about your country as you celebrate the German Unity Day?**

Thanks very much for being here. German Unity Day is a very important event to us Germans. It also had a lot of repercussions throughout Europe and throughout the world.

What happened in 1989 was that the people in East Germany staged a peaceful revolution which brought down the wall between East and

West Germany. This then reunited the two (East and West Germany) to become the Germany we see today, finally overcoming also the division of Europe after the Second World War.

This was indeed one of these defining moments when the people took their destiny into their own hands peacefully and made history. This is a very inspiring example for me, especially in today's world where there is so much nationalism, populism and also narrow-mindedness.

**B&FT: What is the message to your countrymen living in this country and Ghanaians and if you can share the theme of this year's celebration?**

The basic message of this day to Germans is: We Germans are grateful to our European friends and partners in the world who enabled us to overcome the separation in Germany.

If we had been left alone, we wouldn't have been able to do that. It was the people of East Germany who started this but they couldn't have done it alone. It took the support and trust from our international partners like the US, Russia, the UK and France to overcome the division and the legacies of the Second World War. So, the overwhelming feeling is gratefulness, also to our European partners and international friends.

The message to Ghana is, that there are these moments in history where people take their destiny into their own hands peacefully and they make history. So, live the spirit of optimism, believethat you can change things for the better and things can become better.

**B&FT: How many years are we looking at since the wall that separated Germany was brought down?**

We are celebrating 27 years of German reunification; the day on which East and West Germany signed the unification agreement is the 3rd of October, 1990. But actually, the wall came down on 9th November, 1989 in a very unprecedented and unimaginable way.

Those days in Germany, even two months earlier, nobody could have known that the wall

would come down within a day.

**B&FT: Tell me what the experience was like. I am sure at the time you were in Germany when the wall finally came down?**

Yes, I was in Germany. I remember I was sitting and watching TV and there was this famous East German leader, who was having a live press conference and he was handed a piece of paper.

He read the paper in front of the camera saying, there will be no requirement for crossing the border from East Berlin to West Berlin.

The journalists did not believe their ears and asked him when that will take effect. He did not know but said: immediately. A few minutes later people gathered at the border station and asked that they were allowed to cross over to West Berlin but the guards would not allow them.

But the numbers built up and finally the guards allowed them to cross the border. So that is how the unification process started.

**B&FT: Let's turn our attention to Ghana, as the head of the mission here, what is your impression of Ghana?**

Ghana is a great country, I really love Ghana, I love Ghanaians; with a lot of young people and with great potentials. There is a lot of creativity but there are also a lot of challenges. Ghana has a lot of opportunities. It has been the front runner when it comes to independence and democracy in Africa.

Regarding economic reforms, I am optimistic that Ghana will be able to live up to the expectation of becoming an economic power house in Africa and that is what we are working on in our cooperation.

**B&FT: In your cooperation with Ghana, which are the areas that you consider with the new government to help achieve the economic transformation you refer to?**

The pillar of our cooperation is development cooperation, and there we have three areas that are important.

First of all, we are working together for economic sustainable development. That is important because Ghana needs more industries and jobs especially for the youth. We are also working together in the sector of good governance, because good governance especially in financial administration is a pre-requisite for economic modernisation.

And thirdly, the other sector we are cooperating in is agriculture. This is because

agriculture traditionally is a very important sector in Ghana and it is still the part of the economy where most jobs are created. And we believe, that there is a lot of potential in agriculture, so we have to combine all forces to realise the country's potential in agriculture.

**B&FT: Let's look at one of the areas of cooperation, good governance. How do we ensure proper good governance in this country, as there are calls to have this, infused in the running of especially government institutions?**

When we talk of governance or good governance, Ghana can be very proud of its democratic credentials. This was the first country in Sub-Saharan Africa to gain independence in 1957.

And Ghana since 1992 has had a long tradition of democratic peaceful transitions. Ghana indeed is a model for other democracies in the region of West Africa.

Having said that, of course modernization requires good governance. Good governance requires an environment that is free of corruption which is still an issue in Ghana. It is something that has to be tackled urgently in the country. And I will admit that it is not a problem in only Ghana but across the world.

We think that the initiative of the government regarding corruption is going in the right direction. We are waiting for the office of the special prosecutor to fight corruption to be implemented. We understand that there is a draft bill in Parliament right now.

We would like to see it implemented as soon as possible, but of course, fighting corruption requires a change of mind on all levels of society. This is because corruption makes the whole society loose while a few people gain without facing prosecution. So, this needs to be improved.

Another sector that is very important is financial management because you have to mobilise more domestic revenue as there are still serious macroeconomic challenges for Ghana. It is also a question of capacity, which brings me to the sector of education. Ghana needs well-educated people and a world class educational system to be fit for the future.

The government has realised that. That is why it has introduced the free SHS policy which is a good decision.

**B&FT: With bilateral relations, which areas are the two countries leveraging on**



**each other?**

We are in a very good situation here in German-Ghanaian cooperation. It's not only the Embassy, but we have about 15 other German organization here in Ghana. We have our cultural agencies, DAAD and Goethe-Institut. By the way, each year we have about four hundred students coming to Germany to study.

We have the GIZ, which is our development cooperation agency, we have two development banks KfW and DEG, and we have German army advisors here among others.

We have the Deutsche Welle Academy training journalists as well which brings us into a position that we can really work together in all spheres of society.

What has significantly improved during the last 12 months, is the political dialogue.

You will remember that President Akufo-Addo has been to Berlin already. This was in June for the launch of the G20 Africa partnership. This meeting had Chancellor Merkel in attendance and he also had dinner with our Federal President Steinmeier.

Very soon, probably in December, we are going to have a high-level representative from the German government to visit Ghana. So, you see, also in political dialogue, we have reached a new level of cooperation between our two countries.

**BF&T:** What will you say has been the contribution of German companies to the Ghanaian economy?

Very good question and let me say we at this Embassy are working very hard, with the German Chamber of Commerce and German companies here in Ghana to improve ties between the two economies. We see some encouraging signs. The trade volume has gone up by 20% in 2016.

This year we are seeing more German companies being interested in doing business in Ghana. But we have not arrived yet where we should be, because Germany is one of the strongest economies in the world and we would like to attract more companies to Ghana to come and help create jobs for Ghanaians.

When the Ghanaian President was in Germany in June, he had meetings with top

German industries officials which went very well. And we are following up because we want to see those who are ready to invest to come to Ghana and start businesses. But Ghana has to create favourable conditions for foreign investment. Let's put it simple: We can do more and Ghana can do more.

**B&FT:** What is your opinion about the issue of Ghana having more AID as against engaging TRADE with its development partners like Germany?

For the time being and years to come, Ghana should concentrate on both AID and TRADE. I am convinced that you need both for the moment in our cooperation. We still do need development aid, especially to develop agriculture. But it will be also important to move as the President has said from AID to TRADE.

Traditional development AID will never do the whole job. When you look at the kind of money you need for infrastructural investments in Ghana and Africa in the two decades to come, that will never come from development AID alone. So, you need more private investments. If you look at the world right now, there are trillions of US dollars which are idling around the world today waiting to be invested. Only 4% of this investment money is coming to Africa right now.

Due to the fact that Africa has the youngest population in the world, which is projected to reach close to 5 billion people at the end of the century, it has a huge potential. And in order to realise this potential and to generate economic development, we need to bring private investments to Africa, and that is exactly the idea of our G20 African Partnership.

**B&FT:** Between Ghana and Germany, which other areas is your country considering with regards to Trade, hoping to increase Trading?

German industries have a lot to offer, in the field of technology, also in the field of renewable energy and the challenge of the energy sector requiring some kind of renewable energy mix.

We are indeed very glad that the President

has made it clear that, all new PPA's should be in renewable energy. There is an ambitious programme coming from the side of the Ghanaian government to make sure that all government buildings are placed on renewable energy.

Let me also mention that, we have just concluded a new bilateral German-Ghanaian Reform Partnership. This will bring up to 100 million Euros to Ghana in 2017 and we are starting this year. We are left with negotiating the details of this partnership and this new German-Ghanaian partnership is meant to support the G20 compact with Ghana and Africa.

**B&FT:** How do our German partners ensure that the good people benefit from the millions of Euros that you doll out to our governments for development purposes or how do you ensure that these monies do not end up in individual pockets?

Let me give you a good example, one of the pillars of the new reform partnerships is vocational training. So, we – in a cooperation between our development agency GIZ and Ghanaian vocational training schools – will train and educate young Ghanaians to be in a better position to find jobs.

Yes, it's not enough to train people to find jobs only, you have to also create the jobs for the educated people. Public and private sector should work hand in hand.

And that is why we want to bring in our industries here. Companies like Siemens and others are already here in the energy sector and they would be the ones who will create jobs for the young Ghanaians who will be trained.

**B&FT:** In our quest to industrialise, the new government is introducing the "one district, one factory" program. Is your government in support by also pushing manufacturing companies to come to Ghana and explore setting up in some of these districts?

That is the philosophy of the new government and we are in full support of it. We want to bring more German companies to Ghana to invest to make sure that not only raw materials are exported, but make sure that value creation takes place in Ghana.

**B&FT:** What will be the footprints of Germany in Ghana, in the next five years?

We would be very happy to see, when the G20 partnership with Ghana takes off, that we have been able to bring more private investors to Ghana. We want to see more German companies operating in Ghana, creating jobs for the younger generations. That will be the kind of development in Ghana I would like to see.

**B&FT:** What do you have to say to your citizens and Ghanaians as you celebrate your Unity DAY?

Be optimistic about Ghana, as it has a lot of potential and is potentially a rich country, with a very young population. Germany and your international partners are here to help you to fully develop and prosper in the future. But it is first and foremost you Ghanaians who have to move Ghana forward.

Take the future into your own hands, work hard and you will see the positive outcome.

**B&FT:** What will you also say to investors back home who are currently contemplating whether they should invest in Ghana or not?

Come to Ghana, see the investment opportunities. Ghana is a democratic and stable country with great potential. Ghana can be your hub in West Africa. We are working hard to convince you that this is the right place in Africa to invest your money to get good returns on it.

**B&FT:** Thank you very much for your time, Mr. Ambassador

Thank you very much Norvan for coming as well.



## CONGRATULATIONS TO THE FEDERAL REPUBLIC OF GERMANY

Allianz Insurance congratulates the  
FEDERAL REPUBLIC OF GERMANY on  
the celebration of GERMAN UNITY DAY



## Welcome address by Foreign Minister Sigmar Gabriel

Almost three decades ago, we celebrated German reunification and the end of the division of Europe into East and West. To this day, people all over the world are moved when they recall how this separation was overcome.

We look back with gratitude at this historic opportunity and at the politicians who laid the foundations for reunification at the time – Willy Brandt and Helmut Kohl, who died this year.

This development was preceded by years of détente policies by then Federal Chancellor Willy Brandt, in which it had proved possible to achieve change through rapprochement despite the great differences between the systems. Germany's endeavours on behalf of European integration, reconciliation with its neighbouring countries and the rejection of nationalistic delusions of power created the framework for German unity.

Following German reunification and the wave of democracy and the rule of law that reached many countries in the world at the time, we now find ourselves in an era in which opposing interests are coming to the fore once again.

Global challenges have increased further in recent years. Geopolitical conflicts, terrorism, migration and refugee flows, poverty, hunger, epidemics and advancing climate change pose great tasks for societies worldwide.

We are still seeking what Willy Brandt called "global governance", that is, a policy characterised by global justice, the strength of the law and the

overcoming of national borders. In recent decades, the global community has made significant progress.

The 2030 Agenda for Sustainable Development is a milestone for the international community, serving both as a mandate and a promise.

Global challenges, such as climate change with its dramatic consequences including droughts and floods, can only be overcome if we work together and as equal partners. Pacifying regional conflicts and crises is also a global task. Stabilisation and development create opportunities for people's lives.

No country in the world can solve the international problems facing us on its own. None of these problems can be tackled by isolation. Instead, what we need are strong partners.

In view of its own history and its experiences as regards overcoming tyranny and establishing and consolidating a democratic state founded on the rule of law, our country is facing up to these challenges. Germany is willing to shoulder international responsibility.

That is why it is applying for a non-permanent seat on the United Nations Security Council for the 2019/20 term. We live in times of great challenges, and solving them will decide the future of humankind and the planet.

At the same time, we live in a world of wide-ranging new opportunities, which we should shape actively. The Day of German Unity is a good occasion to remind ourselves of this.

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#### ALLIANZ IN GHANA

Allianz Ghana is a 100% wholly owned subsidiary of Allianz Group, one of the leading financial service groups worldwide, active in all lines of insurance and asset management. With over 142,000 employees worldwide and headquarters in Munich, the Allianz Group serves 85.4 million customers in more than 70 countries. Since we began operations in 2009, Allianz Ghana has rapidly grown the number of satisfied customers as we strive to bring the best-in-class services and expertise of Allianz to the Ghanaian market.

#### OUR PRODUCTS

##### Motor Insurance

With our world-class service and prompt claim settlement, Allianz Insurance offers flexible Motor Insurance policy to meet our customers' needs. Allianz is chosen by over 50 million motorists worldwide to cover their cars. "Rest easy, be assured with Allianz Motor Insurance. We've got you covered".

##### Home Insurance

Our home insurance policy provides cover for your building and contents / personal effects in your home. Additional packages to our home policy include:  
Public Liability: provides cover to third parties whom due to your activities in your home might cause injury, death or third party property damage.  
Personal Accident compensation for you and your household whenever you sustain accidental body injury.

Rent: we pay for your 12 months' rent when any of the perils insured against cause damage to your building and renders it uninhabitable.

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Whether you're traveling for leisure or business, you'll appreciate the comprehensive coverage Allianz Travel Insurance products provide. We assisted over 25 million people last year plan for the unpredictable with financial protection and 24/7 support from our travel professionals around the world.

##### SME Insurance

Our innovative SME proposition mirrors the dynamic and competitive SME market and enables you to trade in a way that suits you – quickly and efficiently. Providing a wide range of covers, valuable and convenient services and a flexible means of trading, our SME proposition gives you all you need to deliver a superior service to your clients.

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This policy is designed for commercial entities and covers damage or loss to the insured property as a result of fire, impact, aircraft, windstorm, flood, bursting of pipe, earthquake, lightning and explosion.

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# German Institutions in Ghana

## Delegation of German Industry and Commerce in Ghana (AHK)

The Delegation of German Industry and Commerce in Ghana (AHK Ghana) aims to enhance bilateral trade and investments between Ghana and Germany.

AHK Ghana offers substantial information and assistance to enter the German market and also provides up-to-date information on economic and commercial issues, and various services to facilitate market entry for businesses.

AHK Ghana is an expert in renewable energy matters in West Africa and the initiator of the WACEE.

The WACEE has grown significantly since its inception in 2012, and due to its scope of waste management and renewable energy as well as the combination of trade fair and conference is unique in Ghana and West Africa.



Business Lunch with Vice President Dr. Mahamudu Bawumia, German Ambassador Christoph Retzlaff and German enterprises, organized by KAS & AHK

## DEG

For 55 years DEG has been a reliable partner to private-sector enterprises operating in developing and emerging-market countries. DEG invests in profitable projects that contribute to sustainable development in all sectors of the economy in Ghana, from agribusiness to infrastructure and manufacturing to services. The financial sector is a further focus in order to facilitate reliable access to investment capital locally.



DEG invests in financial institutions, which in turn provide capital

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## DW Akademie in Ghana

DW Akademie is Germany's leading organization for international media development. Its focus in Ghana is on strengthening journalism education programs, professionalizing coverage of community issues and supporting media houses in giving marginalized groups a voice.

DW Akademie works with the Ghana Institute of Journalism, the National Film and Television Institute, the Ghana Community Radio Network and Joy FM. DW Akademie also works with the Media Foundation for West Africa and Penplusbytes to improve access to information.

All projects are funded by Germany's Federal Ministry for Economic Cooperation and Development.



Young journalists trained by the DW Akademie reporting on the streets in Accra

## DAAD

DAAD is the world's largest funding organization for the international exchange of students and researchers. It supports the internationalization of German universities, promotes German studies and the German language abroad, assists developing countries in establishing effective universities and advises decision makers on matters of cultural, education and development policy. The DAAD is represented by 56 Information Centers including the DAAD Information Center Accra.

The DAAD Information Center Accra was established in October 2000. It provides counseling to prospective students who are planning to study and conduct research in Germany. It holds a monthly introductory session on study and research opportunities in Germany as well as other Info-Events.

The information Center is located at the Goethe-Institut Accra, next to Nafti, East Cantonments.



Consultation on "Studying in Germany"

## Germany Trade & Invest (GTAI)

Germany Trade & Invest is the economic development agency of the Federal Republic of Germany. In 2014 Germany Trade & Invest opened its new office in Accra from where it informs German companies about trade and investment opportunities in West and Central Africa.

Increasing interest from German companies in Africa requires more relevant business information about the region.

GTAI reports regularly about latest developments in different sectors like construction, food and beverage industry, agriculture or mining, thus boosting trade and investment in the sub-region.

## Key Events



**Youth in Africa Conference:** Regional conference on "Youth in Africa" organized by the German Embassy in Accra – January 2017 © German Embassy Accra



**Visit Thomas Silberhorn:** RVisit of German Deputy Minister for Economic Cooperation and Development, Thomas Silberhorn in Ghana. – March 2017



**German business commu**  
Vice President Dr. Bawumia and Cerr  
launch of regular meetings between I  
German business community – March



**The Ghana Skills Development Initiative:** Ambassador Christoph Retzlaff together with the Ambassador of the European Union to Ghana William Hanna launched the Ghana Skills Development Initiative III in the Ashanti Region – February 2017 © German Embassy Accra



**G20 Africa Conference:** German Chancellor Angela Merkel welcomes the President of Ghana Nana Akufo-Addo to G20 Afrika Partnership Conference in Berlin - June 2017 © dpa



**E-Waste:** Launch of German Ghanaian 25 Mio Euro E-waste project – March 2017 © German Embassy Accra



**Reform partnership on Renewable Energy:** Commitment between H.E. Christoph Retzlaff, Ambassador of the Federal Republic of Germany to Ghana and Mr. Boakye Agyarko, Minister for Energy. Renewal to intensify cooperation in the area of renewable energy in Ghana - March 2017 © German Embassy Accra



**Long-term planning workshop on WASCAL:** Ambassador Christoph Retzlaff at the opening of the long term planning workshop of the German funded WASCAL - May 2017 © German Embassy Accra



**Financial support to irriga**  
Financial support to an irrigation projec  
NCO TEERE – May 2017 © German



## its 2017



**Dr. Bawumia:**  
sador Retzlaff at the  
in government and the  
AHK Ghana



**Lecture @ Centre for European Studies/ 4b - Lecture**  
**@ Centre for European Studies:** Ambassador Christoph Retzlaff holds a lecture on lessons the AU could draw from the EU at the Centre for European Studies of the University of Ghana – April 2017 © German Embassy Accra



**G20 Africa Conference:** German Federal President Frank-Walter Steinmeier greets Ghana's president Nana Addo Dankwa Akufo-Addo during a reception at the end of the G20 Africa Partnership Conference in Berlin - June 2017 © dpa



**Donation science equipment to KNUST:** Donation of a scientific instrument to the Germany alumni and their colleagues at KNUST in Kumasi – July 2017 © German Embassy Accra



**G20 Africa Conference:** Ghana's foreign minister Shirley Botchwey and German Ambassador Christoph Retzlaff at the Foreign Office in Berlin – June 2017 © Florian Caertner/ photothek.net



**Visit of German Deputy Ministers Kitschelt and Gatzert:**  
Visit of Deputy Minister Dr. Friedrich Kitschelt, Federal Ministry for Economic Cooperation and Development, and Deputy Minister Werner Gatzert, Federal Ministry of Finance, to follow up on Compacts with Africa and Reform-Partnership initiative - July 2017 © KNV



**G20 Business Meeting:** Ghana's President Nana Akufo-Addo, together with Foreign Minister Shirley Botchwey, Minister of Finance Ken Ofori-Atta and Minister of Education Matthew Prempeh meet German business representatives at a conference organized by the German Chamber of commerce and Industry and by SAFRI - June 2017 © Konrad-Adenauer-Stiftung



**Election observation course @ KAIPTC:**  
German Deputy Head of Mission Hans-Helge Sander opened an election observation course at the German funded KAIPTC – August 2017 © German Embassy Accra



**Press conference on results of G20 Afr Conf in Berlin:**  
German Embassy hosts a press conference with Heads of World Bank Ghana and IMF Ghana on the results of the G20 Africa Conference in Berlin – June 2017 © German Embassy Accra



**ject in Upper East Region:**  
ast Region of Ghana by the  
ra



**G20 Africa Conference:** The German Chancellor Angela Merkel with the President of Ghana Nana Akufo-Addo and Presidents of other African countries and stakeholders at the G20 Africa Partnership Conference in Berlin - June 2017 © dpa

## German Institutions in Ghana

### Friedrich Ebert Stiftung (FES)

The Friedrich-Ebert-Stiftung (FES) is committed to the ideas and basic values of social democracy. It was founded in 1925 as the political legacy of Germany's first democratically elected President, Friedrich Ebert.

The Government of Ghana and FES signed an agreement of collaboration in 1969. FES Ghana's main objectives are the promotion of democracy, social justice, security and economic development.

As a non-profit organization, FES Ghana works together with trade unions, political parties, local NGOs and academic institutions to achieve its aims. Its annual flagship programmes are the Young Leaders Programme (YLP) and the Women in Politics Training (WIPT).



FES Resident Director Fritz Kopsieker and German Ambassador Christoph Retzlaff at the Graduation Ceremony of the Young Leaders Programme 2016

### Goethe-Institut

The Goethe-Institut is Germany's cultural institute, active worldwide. In Ghana it has been encouraging cultural exchange and learning the German language since 1961.

It is located in Accra, where it invites people to study, experience culture and meet friends. A canteen offers food and drinks and an open-air stage allows the Goethe-Institut to invite everybody interested for weekly film screenings and other regular cultural events like our Abansuro nights, reading sessions and exhibitions.

As a centre for learning and interaction open to the public, the Goethe-Institut offers a library, which is well equipped with books, movies, music and self-teaching materials.



10th National German Cultural Festival at the Goethe-Institut

### GLZ-Gesellschaft für Internationale Zusammenarbeit

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH supports Ghana for over 30 years and currently promotes sustainable development in different regions via 56 programmes and projects in the following priority areas: agriculture, governance and sustainable economic development.

Additionally, our portfolio extends to other areas such as peace and security, renewable energy and climate and environment.

GIZ's work in Ghana is commissioned primarily by the German Federal Ministry for Economic Cooperation and Development, but we also implement projects with the support of other German ministries, European Union institutions, governments of other countries and the private sector.



Due to the contribution of GIZ and its partners, 188.621 farmers increased their income between 2010 and 2015

### German Swiss International School (GSIS)

In the middle of the megacity of Accra lies this jewel of a school. What is special here, is that tradition and modern life have co-existed peacefully for years.

The GSIS-Accra is a bilingual all day school with periods of relaxation and concentrated learning. Lessons are taught across classes and include children with special challenges.

Our work in school is based on the quality framework for German Schools Abroad, the Thuringia curriculum and the Cambridge Program. The social background and the West African symbols inspire us in living together and learning in the international school community.



Method Training at the GSIS

# German Institutions in Ghana

## KfW Development Bank in Ghana

**Active** in Ghana since 1961 KfW, on behalf of the German Government, has committed close to 1 billion Euros for promoting development. We are both an experienced bank and a development institution with financing expertise, an expert knowledge of development policy and many years of national and international experience.

The programmes and projects financed mainly involve public sector players in developing countries and emerging economies – from their conception and execution to monitoring their success. Our goal is to help our partner countries fight poverty, maintain peace, protect both the environment and the climate and shape globalisation in an appropriate way.



KfW finances via the Outgrower Value Chain Fund (OVCF) projects in agriculture.

## Konrad-Adenauer-Foundation (KAS)

The Konrad-Adenauer-Foundation (KAS) was founded in 1955 and was named after the first Christian-Democratic Chancellor of the Federal Republic of Germany, Konrad Adenauer. The Foundation advocates for peace, freedom and justice through civic and political education.

It finds its source and point of reference in the Christian understanding that human beings are created by God with equality, difference and imperfection.

The Foundation was established in Ghana 1966; currently KAS seeks to promote democratic and economical processes through activities and programs with its partners from Civil Society Organizations, Political Parties and Government Institutions.



Conference with our partner organizations "Institute of Green Growth Solutions", Special Guest of Honour: Vice-President Mahamudu Bawumia

## Kofi Annan International Peacekeeping Training Centre (KA IPTC)

**Established** in 2004 as a government institution of the Republic of Ghana, the KA IPTC offers internationally recognised training courses, academic courses and innovative research programmes that aim to expand regional peacekeeping capacities.

It was assigned the training mandate by the Economic Community of West African States (ECOWAS) and has subsequently been acknowledged as a regional Training Centre of Excellence.

Germany - through the Federal Foreign Office, the Federal Ministry of the Interior, the Federal Ministry for Economic Cooperation and Development and the Federal Ministry of Defence - has supported the KA IPTC from the very beginning, with up to 30 million euros in total und up to 3.6 million euros for 2017 alone.



Entrance of the KA IPTC

## Physikalisch-Technische Bundesanstalt (PTB)

The Physikalisch-Technische Bundesanstalt (PTB) is the national metrology institute of Germany. It was founded in 1887.

For more than 50 years, PTB has shared its core competences in international development cooperation by supporting developing and emerging economies in the field of quality infrastructure.

PTB's bilateral collaboration with Ghana started in 2005. As part of the German Development Cooperation, two ongoing projects aim at increasing agricultural production through development and implementation of quality standards along different value chains. They are implemented in cooperation with Ghanaian partner institutions like the Ghana Standards Authority (GSA).



Analysis of Mango Juice by the Ghana Standards Authority

## Savings Banks Foundation for International Cooperation (Sparkassenstiftung)

For 25 years now, Sparkassenstiftung has been supporting financial institutions in developing, emerging and transition countries. Sparkassenstiftung pursues the objective to enhance the professionalism of its partner institutions, thus enabling them to offer their customers a permanent access to financial products.

Since mid-2010 Sparkassenstiftung has been advising the Ghana Co-operative Credit Union Association (CUA) in further developing their Training Centre CUTraC. With own conference and hotel facilities, CUTraC offers tailored and affordable training opportunities to Credit Unions.

In 2016, Sparkassenstiftung has expanded its commitment in vocational training in the microfinance sector to a collaboration with GHAMFIN (Ghana Microfinance Institution Network).



The concept of savings (Susu) enabled Ama to become an entrepreneur. Now she has her own small shop.

On the Occasion of the 26th Anniversary of German Unification, the Ghanaian-German Economic Association (GGEA) extends our best wishes to the President and the people of the Federal Republic of Germany

## NEED assistance in your BUSINESS RELATIONS?

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**CORPORATE HEAD HUNTING**  
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## Germany's G20 Presidency 2017:

# A Focus on Africa

## The G20 "Compact with Africa" and the Ghanaian-German Reform-Partnership



**G20 AFRICA PARTNERSHIP**  
**INVESTING IN A COMMON FUTURE**

BERLIN, 12 - 13 JUNE 2017



To strengthen sustainable and inclusive economic development in Africa and to boost private sector investment, Germany made the "G20 Africa Partnership" a top priority of its G20 Presidency. Germany invited the Heads of State of selected African countries to the G20 Africa Partnership Conference "Investing in a Common Future" in Berlin, on 12th and 13th of June 2017.

Ghana's President, H.E. Nana Addo Dankwa Akufo-Addo, and his Minister of Finance, Honorable Ken Ofori Atta, as well as the Foreign Minister, Honorable Shirley Ayorkor Botchwey, followed the invitation. Ghana became one of the first seven "Compact with Africa" countries.

The G20 partnership intends to facilitate mutual commitments between African countries, G20 partners and International Financial Institutions (AfDB, WB, IMF). The "Compact with Africa" (CwA) aims at creating a conducive environment for private sector investment by supporting business and financial framework reforms and reforms on the macroeconomic level.

In this process the Governments of the participating African countries are in the driver's seat: They define and prioritize their commitments; they themselves set targets and timelines as reassurances for private investors.

At the Berlin conference, President Akufo-Addo's speech received much attention and praise: The President urged African governments to assume responsibility for the economic and social transformation of

their countries.

"If we, Africans, are to transform our stagnant jobless economies built on the export of raw materials and unrefined goods to value added economies that provide jobs to build strong middle-class societies that lift the mass of our people out of poverty, then we must take our destinies into our own hands and assume responsibility for this" he explained.

The President elaborated that the "building of new sustainable African civilization where there is accountable governance, respect for rule of law, individual liberties and human rights" was essential. The President made a very convincing case for Ghana's reform orientation, putting a lot of emphasis on skills development and vocational training.

During the conference, President Akufo-Addo met with Federal President Dr. Frank-Walter Steinmeier, Chancellor Dr. Angela Merkel, a number of Heads of State and the heads of the International Monetary Fund, the Worldbank and the African Development Bank.

The Minister of Finance, Honorable Ken Ofori Atta, met his counterparts during the Sessions on Macroeconomic, Business and Financing Framework. He also signed a "Joint Declaration of Intent" with the German Federal Minister for Economic Cooperation and Development, Dr. Gerd Müller. The Declaration is proof of the close partnership between Ghana and Germany complementing Ghana's reform efforts under the Compact with Africa.

Ghana is a beacon of democratic stability in the region. Looking at its democratic credentials, its success in poverty reduction and the Ghanaian government's ambitious plans for economic transformation, Germany had decided to accompany and support the G20 compact efforts in Ghana with a bilateral "Reform-Partnership".

In Berlin, both countries now agreed upon focusing on the sectors of Renewable Energies and Energy Efficiency. To get private investment into Renewables, the financial sector will have to play an important role. To make sure that this support leads to decent jobs in Ghana, technical and vocational education and training (TVET) will complement the measures.

By Germany providing up to 100 million Euro of additional support and by Ghana setting and implementing an ambitious reform agenda, both sides are confident to trigger private sector investment and to contribute to the goals of the G20 "Compacts with Africa".

Currently Ghana, Ethiopia, Ivory Coast, Morocco, Rwanda, Senegal and Tunisia are part of the G20 compact process and are elaborating their investments compacts. Following an invitation by the Ghanaian government, representatives of the Compact with Africa countries and further interested countries came together for a peer-to-peer exchange in Accra on 6th September 2017.

The Vice-President, Dr. Bawumia, opened the conference, calling on the participants to discuss the role the Compact

could play for African economic transformation. Honorable Ken Ofori-Atta stated that the Compact offered support to African countries "to redouble our efforts in pursuing our own agenda and importantly a framework that offers us the opportunity to work together".

The consensus statement of the event reflects the ownership and the common understanding of the involved governments: They intend to use the current momentum to foster private investments and undertake necessary reform steps.

The G20 Africa partnership is seen as an important opportunity on the road towards sustainable development. At the same time, country representatives stressed the need of maintaining fiscal discipline and macroeconomic stability as a prerequisite for development.

Consistent with the Compact approach, German development cooperation in Ghana has a focus on technical and vocational training and aims for more jobs and better income in the agricultural sector. To complement its private sector engagement, German Development Cooperation supports Good Governance with a focus on domestic revenue mobilisation at the national as well as the district level.

Since the start of bilateral Development Cooperation Germany has provided 1.8 billion USD development funding to Ghana.

## GIZ in Ghana – A Partner for Over 30 Years

By John COCHRANE

The Republic of Ghana and the Federal Republic of Germany have been partners in international development cooperation for more than 30 years. GIZ opened its office in Accra in 1983.

We perform all our work here in support of the Government of Ghana's (GoG's) development goals. Over the last three decades this has covered a broad range of sectors. Today, this work is firmly embedded within the Ghana Shared Growth and Development Agenda (GSGDA) II.

Together with our national partners we aim to achieve sustainable, equitable economic growth and faster poverty reduction in a democratic environment.

We operate in Ghana chiefly on the German Government's behalf, receiving the bulk of our commissions from the BMZ. International development partners such as the Bill and Melinda Gates Foundation, DGIS, the EU, SECO and USAID have also entrusted us to carry out their work in Ghana.

Most of the programmes and projects we support have successfully brought together national and international private companies, the public sector and civil society groups to collaborate on development initiatives.

International institutions, governments, private foundations and private companies that wish to support GoG in achieving its sustainable

development goals can all benefit from our long-standing experience in the country.

### Supporting GoG's key priorities

All the projects and programmes we implement are aligned with the current bilateral cooperation agreement between the two governments.

At their last negotiations in 2015, the two sides agreed to focus on three priority areas – governance, agriculture and sustainable economic development.

This means deepening good governance at the national and sub-national levels, particularly financial governance, so that Ghana can fund its development agenda more efficiently and effectively, and ultimately leave aid dependency behind.

It includes developing agricultural value chains in order to reduce poverty and protect food security. And it involves developing inclusive financial services for economically active poor groups, while modernising Ghana's vocational training system.

### National, regional and global aspirations

We are also supporting GoG for instance in

building a low-carbon economy by increasing renewable energy use. This national goal forms part of Ghana's contribution to the global climate agenda.

Other projects support climate change mitigation and adaptation. Last but not least, we are supporting the Kofi Annan International Peacekeeping Training Centre in delivering a regional contribution to peace across Africa.

### Leveraging commercial interests

One particular focus of our work involves linking business interests with development goals. In many cases, creating a business mindset among beneficiaries is one key result. We also operate two programmes designed specifically to mobilise private funds for development.

### Holistic support that brings us closer together

Two instruments that continue to set GIZ apart from others are our 'integrated experts' and 'development workers', which complement our more conventional forms of support. Integrated experts are senior advisors employed directly by the Ghanaian institution concerned, making them a part of the structures in which they operate. One example is our actuary employed by the National Insurance Commission. Development workers operate on a hands-on basis, alongside beneficiaries, helping translate sometimes complex planning ideas into practical implementation. They also feed lessons learned on the ground back upwards into planning processes. One example is our seamstress employed in the vocational training of dressmakers.

Both help align our work more closely with our Ghanaian partners' needs.

### Working together worldwide

As a provider of international cooperation services for sustainable development and international education work, we are dedicated to building a future worth living around the world. GIZ has over 50 years of experience in a wide variety of areas, including economic development and employment, energy and the environment, and peace and security. The diverse expertise of our federal enterprise is in demand around the globe, with the German Government, European Union institutions, the United Nations, the private sector and governments of other countries all benefiting from our services. We work with businesses, civil society actors and research institutions, fostering successful interaction between development policy and other policy fields and areas of activity. The German Federal Ministry for Economic Cooperation and Development (BMZ) is our main commissioning party.

All these commissioning parties and cooperation partners place their trust in GIZ by working together with us to generate ideas for political, social and economic change, develop these into concrete plans and implement the envisaged change processes. Since we are a public benefit federal enterprise, German and European values are central to our work. Together with our partners in national governments worldwide and cooperation partners from the private sector, academia and civil society we work to deliver flexible and effective solutions that offer people better prospects and sustainably improve their living conditions.

## Safer Mobility by Continental

**Founded** in Hanover, Germany, in 1871, Continental is now one of the world's leading automotive suppliers. Since our establishment we have worked for one ultimate goal: to bring safety to the streets without compromising driving comfort or pleasure. Early inventions included the world's first tyre with a tread pattern in 1904, to the visionary eContact electric vehicle tyre range and our ever growing technological automotive innovations. We constantly develop our expertise in mobility, transport and processing.

Safety is at the heart of everything we do. Every day we have over 230,000 highly-skilled employees in 56 countries producing forward-thinking solutions and products, as well as operating and delivering at an impeccable

standard.

This is why we are one of the most trusted tyre brands with one in three vehicles in Europe leaving the production line with Continental tyres. When braking counts, you can count on us.

German engineering and accuracy is legendary. As the inventors of the first tread pattern tyre in the world, Continental seeks to prove this inventive spirit with every new product. Our centre of our engineering experience can be found in Hanover, Germany.

The research facility with its enormous and internationally renowned test race track, the Contidrom, bundles the expertise of over 1000 hardworking scientists, engineers and

designers. Every new test follows one simple purpose: making driving safer. All that, of course, to the highest German standards. This has been our aim for over 140 years and counting.

This is the precision and promise we have brought to Ghana when we established Continental Tyre West Africa in Accra on 20 April 2016. Our expansion in the region forms a crucial part of our overall growth strategy across the continent.

The success of this venture is largely due to our relationship with our partners, KalTire, Viramsun, Samir Engineering, FanMilk, Alliance Motors, Max Professional, to name but a few of our partners in Ghana, and our

established network of distributors in West Africa region stretching from Nigeria down to Angola.

Together we bring a comprehensive multi-brand product offering comprising Continental, General Tire and Matador to the market. This ensures we can meet the needs and budgets across the full spectrum of the replacement tyre market, from individual customers through to fleet, rental and government sectors.

Continental is the company's premium product range, providing class-leading performance, safety and braking. It has a high level of original equipment (OE) fitment amongst the world's top automotive manufacturers.

Trusted American brand, General Tire, is the quality offering, matching proven performance with superb value-for-money. Matador is the company's budget contender, which competes on price but retains a high level of quality and reliability.

## Save money on your electricity bill with ecoligo

**ecoligo** is a German company with offices in Frankfurt, Berlin and Accra. The company was founded by Martin Baart and Markus Schwanninger, who between them have a combined experience in the commercial solar energy space of more than 20 years and have worked on more than a hundred commercial solar projects in Africa. Both co-founders are certified experts in project financing of commercial solar energy projects.

### What We Offer

Our model is simple: We design, plan, finance, build and maintain solar systems for commercial clients. No hassle, no hidden fees, no need to be an expert yourself – we take care of everything, and you save money from day one.

You only pay per kWh and we are cheaper than grid electricity.

We require no upfront payment, and after the contract is over, we transfer the ownership of the solar system to you – free of charge. We raise the funds on our own, dedicated crowd-investing platform and then we sell the cheap, solar energy to you over 5-20 years.

Interested in learning more? Then call us on 0553864622 or email us at hello@ecoligo.com.



## DEG: more than finance

For 55 years DEG has been a reliable partner to private sector enterprises operating in developing and emerging market countries. We provide our customers with tailor made solutions, including financing, promotional

programmes and advice tailored to individual needs.

They can thus develop successfully and sustainably, while generating local added value and creating qualified jobs. With our portfolio of around EUR 8.6 billion in over 80

countries we're one of the world's largest private-sector development financiers.

Thanks to our many years of experience in Ghana, we can provide expert assistance to companies for the realization of their investment projects.

Ghana is an important country for DEG with focus on cooperating with its financial institutions, agribusiness / manufacturing companies and infrastructure projects.

Our current portfolio in Ghana stands at EUR 100 million, which is invested in form of senior loans, mezzanine capital and equity investments.

## GIZ. Solutions that work

We provide services worldwide in the field of international cooperation for sustainable development.



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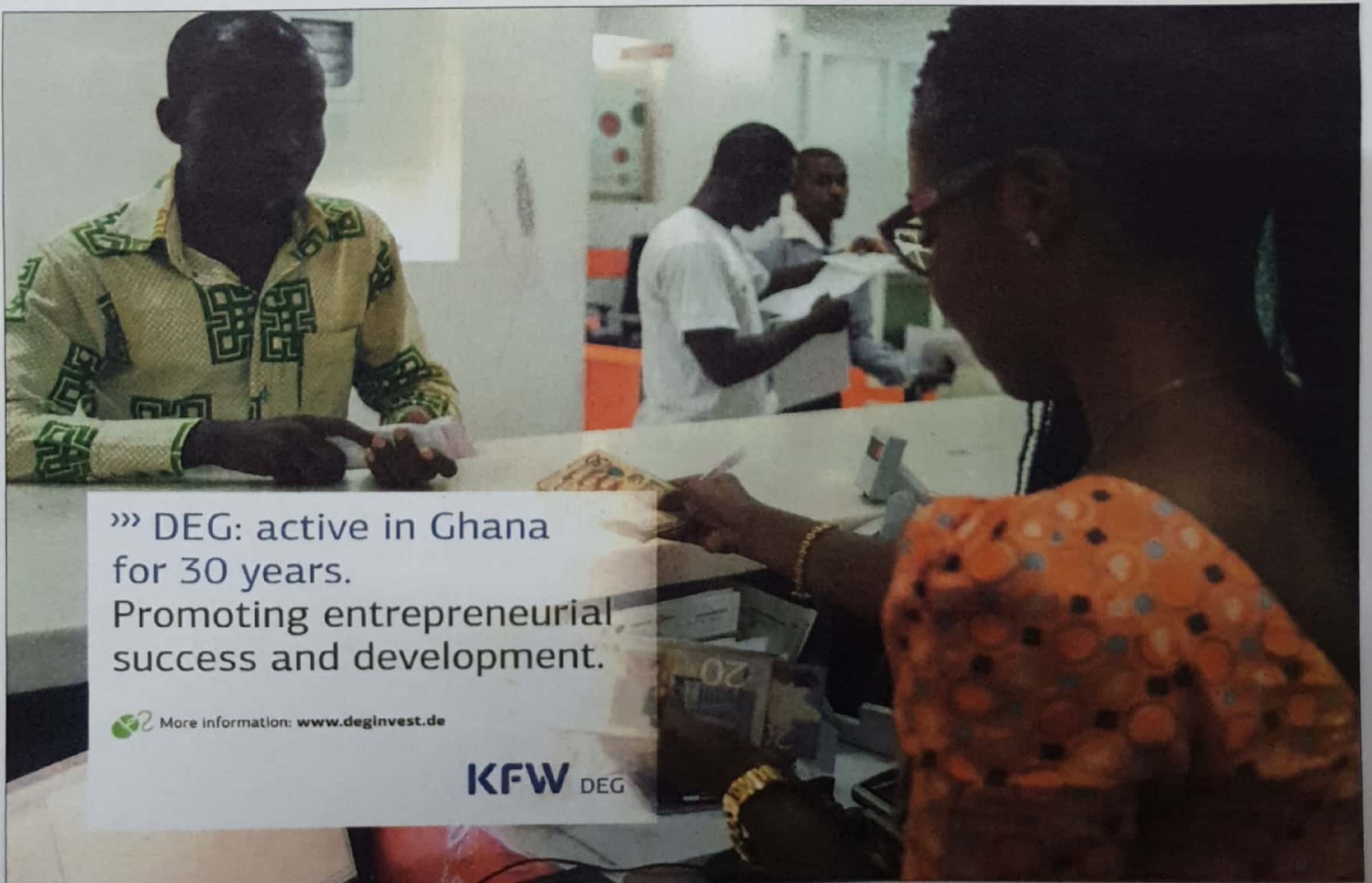
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**Cooperation with the Private Sector**  
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More information: [www.deginvest.de](http://www.deginvest.de)

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