



Marjorie Webster – a pediatrician
and Wife of Dr. Ellis Lorenzo



Business, Trade & Investment Mission to Ghana

A transformative 5-day journey connecting international business leaders with Ghana's most influential figures, emerging opportunities, and strategic investment landscape

INTRODUCTION TO GUBA TOURS

GUBA Tours is a premier destination management and cultural diplomacy organisation dedicated to creating transformative travel, business, and investment experiences across Ghana. With a strong emphasis on heritage, community engagement, and economic collaboration, GUBA Tours curates high level itineraries that connect global leaders, investors, and organisations with Ghana's thriving business environment and rich cultural landscape.

Rooted in the values of excellence, professionalism, and authentic representation, GUBA Tours offers specialised services ranging from coordinated investment missions, corporate visits, business matchmaking, sector focused tours, and government engagements. Our team ensures that every delegation benefits from seamless logistics, strategic stakeholder interactions, and meaningful encounters that foster long-term partnerships between Ghana and the global community.

PREVIOUS BUSINESS TOURS & HIGH-LEVEL ENGAGEMENTS



GUBA Tours has built a strong reputation for coordinating high-level business delegations and investment-focused visits to Ghana, providing comprehensive support that blends logistics, cultural orientation, and professional engagement. Over the years, our team has assisted government officials, private-sector leaders, and international organisations seeking to understand Ghana's business landscape and explore partnership opportunities.



Among our notable missions are the business delegation led by the Former Mayor of Houston and the official visit of the Prime Minister of Anguilla. For both groups, GUBA Tours arranged strategic meetings with key government ministries, investment agencies, and senior industry executives, creating meaningful conversations around trade, infrastructure, tourism, energy, and cultural cooperation. These engagements strengthened diplomatic ties, expanded business networks, and opened doors for future collaboration between Ghana and these international partners.



Beyond these high-profile visits, GUBA Tours continues to support a wide range of business leaders, entrepreneurs, diaspora investors, and institutions exploring opportunities in Ghana. Our tailored approach ensures that each delegation gains relevant insights into key sectors, meets the right stakeholders, and experiences Ghana's vibrant economic and cultural environment. Through this work, GUBA Tours has become a trusted bridge connecting global partners with Ghana's growing potential.

Why Ghana? The West African Gateway

Regional Leadership

Ghana stands as West Africa's beacon of political stability, democratic excellence, and investor confidence. Its strategic position provides unparalleled access to ECOWAS markets spanning 400 million consumers.

Investment Excellence

Recognized globally for transparent governance, robust legal frameworks, and business-friendly policies. Ghana offers competitive incentives across agriculture, technology, energy, real estate, and manufacturing sectors.



Mission Overview: Five Days of Strategic Engagement

01

Foundation & Orientation

Welcome reception in Accra, cultural briefing, and delegation introductions establishing the groundwork for meaningful connections.

02

Institutional Framework

Deep-dive sessions with GIPC, Lands Commission, and GEPA exploring investment processes, regulations, and export opportunities.

03

Industry Immersion

Site visits to farming, real estate developments, and active commercial projects showcasing Ghana's economic pillars.

04

Leadership Dialogue

Private audiences with former President Kufuor, business titans, traditional leaders, and financial sector executives.

05

Partnership Building

Curated networking dinners, bilateral meetings, and collaborative discussions cementing long-term business relationships.

5 Days – Itinerary

Day 1

Arrival and Strategic kick off in Accra & Airport Pickup

- Cultural Airport Welcome
- Welcome Dinner & Network Reception with local business leaders and stakeholders

Day 4.

Reconnecting with History or Bespoke Investment meetings

Reconnecting with History

- Assin Manso Slave River Site
- Cape Coast Slave Castle
- Visit Former President John Agyekum Kuffour (TBC)

Bespoke Investment Meetings

- Tailored Business and Investment meetings with specific individuals or businesses.
- Business Registration Services

Day 2

Policy, Institutional Engagements and Real Estate Tour

- 24-hour Economy & Accelerated Export Development Program.
- Ghana Infrastructure Investment Fund (GIIF)
- Land Commission – Administration, Acquisition and Investments
- Visit a major residential and commercial construction, project site dialogue on real estate
- Tax advisory engagement
- Legal and Regulatory engagement with Law firms

Day 3

Industry, Ministry Visit, Investment and Business Opportunity meetings with

- Ghana Investment Promotion Centre
- Ghana Export Promotion Authority
- Ministry of Trade and Industry
- Ministry of Food & Agriculture
- Meeting with Financial & Capital Institutions/Banks

Day 5

Departure and Airport Drop Off

- Breakfast Debrief with Guest
- Airport Drop off

Investment Facilitation Framework



Project Briefs

Comprehensive documentation including capital requirements, investment structures, ROI projections, and realistic timeliness



Stakeholder Introductions

Direct connections to project sponsors, experienced developers and key government agencies.



Financial Structuring

Banking partnership through Fidelity Bank and institutions for investment structuring and risk mitigation.

High-level meetings facilitation with the Ministry of Trade and Industry, Ministry of Food and Agriculture, And Ghana Investment Promotion Centre (GIPC), subject to availability.

Strategic Institutional Engagements



Ghana Investment Promotion Centre

Senior officials outline priority sectors, investment incentives, company establishment processes, and Ghana's role as a regional gateway. Learn about streamlined approval systems and foreign investor protections.



Lands Commission

Navigate land acquisition with confidence through insights on transparency reforms, digital mapping initiatives, regulatory frameworks, and infrastructure development opportunities across key commercial corridors.



Ghana Export Promotion Authority

Explore Ghana's export powerhouses including cocoa, shea, textiles, and agri-processed goods. Understand certification requirements, quality standards, and partnership pathways with local producers.

Strategic Institutional Engagements



Construction Companies

Connect with leading construction firms at the forefront of Ghana's infrastructure growth. These companies provide insights into modern building technologies, sustainable construction practices and largescale project delivery.



Tax Advisors

Gain expert guidance on Ghana's tax policies, compliance requirements and investment related incentives. Tax professionals offer clarity on corporate tax planning, double taxation agreements and sector specific reliefs that help[businesses optimize financial strategies



Lawyers (Legal Firm)

Benefit from legal expertise covering company incorporation, contract drafting, investment protection and regulatory compliance. Legal practitioners help businesses navigate Ghana's commercial laws ,intellectual property rules, dispute resolution channels and due diligence processes

Priority Investment Sectors



Agriculture & Agribusiness

Cocoa, cashew, shea, and aquaculture present transformation opportunities with value-addition and export potential.



Digital Technology

Fintech, e-commerce, and ICT infrastructure drive Ghana's position as West Africa's emerging tech hub.



Real Estate & Infrastructure

Mixed-use developments, commercial properties, and affordable housing address growing urban demand across major cities.



Energy & Utilities

Oil, gas, solar, and hydro energy projects support industrial growth and regional power distribution ambitions.



Tourism & Hospitality

Cultural heritage sites, eco-tourism, and hospitality infrastructure capitalize on Ghana's growing global appeal.



Manufacturing

Textile production, food processing, and industrial manufacturing benefit from trade agreements and skilled workforce.





Industry Immersion: Farm Experience

Travel beyond Accra's business district to witness Ghana's globally renowned cocoa industry firsthand. Walk through active plantations, observe traditional and modern harvesting techniques, and understand the full value chain from farm to export.

Industry experts discuss sustainability challenges, fair trade practices, quality control standards, and opportunities for value added processing. This immersive experience connects delegates tangibly to one of Ghana's most significant economic pillars and export commodities.

Key Insights

- Production processes and quality standards
- Sustainability and certification requirements
- Supply chain and export logistics
- Investment opportunities in processing

High-Level Leadership Encounters

Audience with the Ga Mantse

Private meeting with the King of the Ga people offering rare insight into traditional leadership, cultural heritage, community development roles, and the deep respect Ghana holds for its chieftaincy institutions.

Former President John Agyekum Kuffour

Exclusive conversation with one of Africa's most respected statesmen exploring Ghana's growth trajectory, economic reforms, governance excellence, and West Africa's evolving business landscape.

Ibrahim Mahama, Engineers & Planners

Meet the founder of West Africa's foremost mining, construction, and logistics company. Gain insights into large-scale industrial operations, infrastructure development, and entrepreneurial innovation.

Private Sector & Financial Leadership

Energy Entrepreneur & Philanthropist

Recognized leader in Ghana's oil and gas sector sharing insights on energy innovation, petroleum services, offshore operations, and indigenous entrepreneurship driving the nation's industrial ambitions.

Financial Sector Executive

Private discussion on investment financing, capital markets, foreign exchange frameworks, digital banking advancements, and practical partnership opportunities within Ghana's sophisticated financial ecosystem.

Real Estate Industry Leaders

Strategic analysis of residential and commercial trends, land value patterns, emerging development corridors, and investment potentials across Accra, Tema, Kumasi, and coastal regions.



Post – Mission Value

Comprehensive Investment Report

Detailed summary of opportunities reviewed, financial projections, and risk assessments for each sector

Meeting Documentation

Professional notes from all stakeholder engagements with clear action items and next steps

Ongoing Partnership

Continued facilitation through GUBA's established local network for seamless deal execution

GUBA Trade and Investment Conference (Barbados) – H.E Juliette Sunderland, Government of Barbados Commissioner to Ghana (Mid). Lady Akosua Dentaa Amoateng MBE – CEO & President GUBA Enterprise (Right)

Mission Benefits: What Delegates Gain

■ Direct Access

Unfiltered conversations with decision-makers, government officials, traditional leaders, and business titans who shape Ghana's economic future and investment climate.

■ Market Intelligence

Comprehensive understanding of regulatory frameworks, sector opportunities, risk factors, competitive landscapes, and practical entry strategies for West African markets.

■ Strategic Networks

Curated networking receptions, bilateral meetings, and collaborative discussions establishing relationships that extend far beyond the five-day mission timeline.

■ Cultural Context

Deep appreciation for Ghana's heritage, values, business customs, and the hospitality that underpins every partnership, providing essential foundation for successful collaboration.



Sylvester Turner – Former Mayor of Houston



Bell Ribeiro-Addy – Former UK Trade Envoy to Ghana
Dr. Cassiel Ato Forson – Minister for Finance of Ghana

A Gateway to Endless Possibility

This transformative mission opens doors to one of Africa's most dynamic economies. Each engagement deepens insight, each conversation builds trust, and each connection lays the foundation for sustainable partnership and shared prosperity.

Limited to 15 distinguished delegates, this carefully curated experience offers unparalleled access to Ghana's investment landscape, leadership ecosystem, and the collaborative future that awaits visionary business leaders ready to embrace West Africa's potential.

PROPOSAL COST BREAKDOWN

Total package Cost GBP 3,500

Duration : 5 Days
Accommodation
Transportation and Logistics
GUBA Tours Facilitation and
Administration Fee

Business, Trade and Investment Mission

Cultural and Tourism
Experiences
Meals and Hospitality
Corporate Engagements
Business Meetings

Value Provided in This Package

Professional Coordination
High Level Business Access
Comfort and Efficiency
Authentic Cultural
Understanding
Safety, Reliability and
Convenience