

# Pharmaceutical and vaccine manufacturing in Ghana.

Opportunities for international businesses

## Ghana.

An emerging pharmaceutical hub with favourable investment conditions—your gateway to West Africa and a opportunity to grow alongside an expanding African market.



### Growing pharma manufacturing landscape and ecosystem

- **38 established manufacturers** (*mostly* generics) with increasing technical capabilities for non-sterile and sterile products
- **14 new manufacturers** setting up facilities (e.g. in vaccines and other biologics)
- Regionally **leading research and training institutions** and West Africa's first **bioequivalence testing** centre



### Targeted investment and tax incentives

- **0% VAT on local production**, exemptions on imported inputs and essential medicines complemented by a growing list of drugs **reserved for local production**
- Full **repatriation of profits** and a 5-year tax loss carry-forward period
- 10 year **exemption on income tax** for new entrants



### Strong regulatory and policy Support

- Ghana Food and Drugs Authority (FDA) at **WHO Maturity Level 3** and a **Regional Centre of Regulatory Excellence** with efficient registration timelines
- Political stability, **strong government backing** and development-partner support are strengthening the industry ecosystem and helping local manufacturers reach **GMP standards**—creating a reliable environment for **partnerships**.



### Procurement advantages and market access

- **15% marginal preference** in local public tenders for local manufacturing
- Framework **contracting by government for bulk procurement** of essential drugs
- A **thriving domestic medicines market** for 34 million people with 719 million USD in 2024, expected to grow by 11% annually to 1.1 billion USD by 2029
- A **gateway to West Africa** through the ECOWAS internal market of about 420 million people. Ghanaian manufacturers' growing regional exports are supported by regulatory reliance of several countries on the Ghana FDA
- Ghanaian companies increasingly target the broader **African market** (1.5 billion people) through the emerging African Continental Free Trade Area

Implemented by:

# Partnership Opportunities.

Collaborating with Ghanaian stakeholders can unlock market access and strengthen local capabilities.



## Manufacturing Partnerships

As Ghanaian manufacturers expand technical capacities and product portfolios (e.g. vaccines and biologicals), there are growing opportunities for tech transfers, JVs, licensing, contract manufacturing etc.



## Technological optimisation

Assist in upgrading facilities to international GMP standards via technical assistance, equipment support, and collaboration on automation, digitalization, and greening



## Skills development

Equipment and expertise is needed to train and upskill the local workforce in line with global industry standards, e.g. in areas such as pharmaceutical technology and biomanufacturing



## Research & development

Ghana has regionally leading research institutions that seek to further enhance laboratory and research capacities, e.g. on formulation, clinical trials and commercialisation of local innovations

## How We Support.

The PharmaVax Ghana Programme supports partnerships between international businesses and Ghanaian stakeholders.

Co-funded by the European Union and Germany's Federal Ministry for Economic Cooperation and Development (BMZ), the programme strengthens the ecosystem of Ghana's pharmaceutical and vaccine manufacturing industry. In addition to technical support to prepare local manufacturers for international partnerships, we offer a suite of services that help international businesses engage with Ghana—enabling partnerships, joint projects, and market entry.

- **Support matchmaking and provide insights into Ghana's pharmaceutical market** to include facilitating initial partnership discussions, events, and delegations (in collaboration with industry associations and chambers of commerce where relevant)
- **Technical and legal support for Ghanaian firms** strengthening B2B projects, enabling international companies to collaborate with reliable, market-ready partners
- **Cost-sharing** for initiatives that align commercial goals with sustainable development—for example, training programmes or locally run R&D in partnership with international companies contributing funding, equipment, or expertise
- **Public tenders of services and goods** to implement programme activities, such as specialist support for manufacturers, skills development initiatives, and equipment

## Let's discuss.

We are excited to explore potential collaborations and hear any innovative ideas you may have. Together, we can identify the best ways to work.

Contact: Viktor Siebert, [viktor.siebert@giz.de](mailto:viktor.siebert@giz.de)

Published by Deutsche Gesellschaft für  
Internationale Zusammenarbeit (GIZ) GmbH  
Registered offices Bonn and Eschborn, Germany  
Programme GIZ – PharmaVax Ghana  
Capital Place (Block A), 11 Patrice Lumumba Road  
Airport residential area - Accra - Ghana  
[www.giz.de](http://www.giz.de)  
Contact Dr. Holger Till, [PharmaVaxGH@giz.de](mailto:PharmaVaxGH@giz.de)  
As at November 2025, Accra

This publication was produced with the financial support of the European Union (EU) and the German Federal Ministry for Economic Cooperation and Development (BMZ). Its contents are the sole responsibility of GIZ and do not necessarily reflect the views of the EU or the BMZ.

The geographical map used is for informational purposes only and does not constitute recognition of international boundaries or regions; GIZ makes no claims concerning the validity, accuracy or completeness of the maps nor assumes any liability resulting from the use of the information therein.