

India Pavilion at Power & Energy Ghana Expo

Accra International Conference Centre, Ghana

11th, 12th, 13th October, 2023

Indo-Ghanaian relations have traditionally been warm and friendly. The strong foundation of our bilateral relations was laid by India's first Prime Minister, Pt. Jawaharlal Nehru, and Ghana's first President, Dr. Kwame Nkrumah. As members of the Commonwealth, India maintains a High Commission in Accra and Ghana has its High Commission in New Delhi.

India's export to Ghana was amounted to US\$M 1109.46 in 2021 – 2022 and US\$M 862.50 in 2020 – 2021; which indicates the growth of 28.63%.

Ghana's total import of electrical items, power energy equipments and machineries, together touched US\$M 743 in 2020; a whopping growth of roughly 48% from 2019. Insulated wires, accumulators, transformers, convertors, switching and electrical circuits form were the majority of the imports. Ghanaian thrust on renewable sources for power generation, with solar photovoltaic and wind / hydro energy being the priority, Ministry and Government encouraging private sector involvement and participation in the sector in increasing power generation. Common & public amenities requiring power requirements like street lights, energy monitory gadgets to save power & electrical at commercial and industrial units, decentralized power systems to generate electricity for deprived pockets of the country are among demand areas identified by Ghana Investment Promotion Centre.

Power & Energy - Ghana Expo is would be the finest marketing and reaching out platform for global manufacturers and exporters of all products and items related to power energy and electrical and engineering to exhibit and meet with their partners and distributors and end customers in the Ghana and West African region. The expo is organized under the auspices of the Ministry of Energy & Ministry of Trade & Investment of Ghana and also with the support of all major chambers and sectoral associations in Ghana, including the AGI, Ghana National Chamber, Ghana Electrical Contractors Association, Ghana Electrical Dealers Association etc.

Market insights:

- 5000 MW+ installed Power Generation capacity, still can't meet demand
- Huge transmission losses (25%) impacting country economical & industrial growth
- 10-15% rise in annual demand for power from residential and commercial sector
- More power generation needed from renewable sources of energy

Indian Exhibits:

▪ Automation systems & equipments ▪ Battery ▪ Components & Accessories ▪ Consultancy
Generation of electrical energy ▪ Electrical Control Devices ▪ Electrical Distribution & Transmission ▪
Electrical Substations ▪ Electricity measuring, metering & control ▪ Electronics ▪ Energy efficiency &
Conservation ▪ Generation of Electrical Energy ▪ HVAC Equipment & Accessories ▪ Installation
equipment ▪ Insulation material ▪ Insulators ▪ Intelligent Business Products ▪ Lighting & Lighting
systems ▪ Maintenance & services ▪ Power Distribution & Control ▪ Power Electronics ▪ Power
Transmission equipments ▪ Process Control Products ▪ Renewable energies & new energies ▪ Solar,
Hydro, Wind, Thermal Power equipment ▪ Switchgear & Control Gear ▪ Training & education ▪
Transformer & Generators ▪ Turn Key contracting ▪ Wires & Cables ▪ & many more

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Why Ghana:

- Ghana with a population of 31 million and total installed power generation capacity of over 5000 MW in 2021 – is a power exporter to its neighbors and 85% of the populations have access to power, majorly urban population.
- Ghana has made significant progress in last decade in increasing electricity generation and access, resulting in high economic growth. However inefficiencies lie besides these improvements including extraordinarily high distribution losses and electricity is quite expensive in Ghana.
- About 25% of electricity generated in Ghana is lost at the retail end, caused partially by dilapidated infrastructure as well as commercial losses.
- Ongoing grid expansions, which include the completion of transmission lines and Bulk Supply Points across the nation, will allow further exports to other neighboring countries in the sub region.
- Hydro generation as well as thermal generation fueled by crude oil, natural gas, diesel continue to be the main sources of Ghana's power supply. Ghana also exports power to Togo, Benin and Burkina Faso.
- The total installed capacity for existing plants in Ghana is 5,134 MW, Thermal Power generation accounts for the largest share – about 6%, followed by Hydro Power – 33% and balance from renewable source.

International Business Visitors:

▪ Company owners / partners ▪ Consulting Engineers, Project Developers and Construction companies ▪ Contractors, Developer & Engineers ▪ Electrical contractors, Installation Engineers, Dealers & Distributors ▪ Environment Agencies and Government Personnel ▪ Facility Managers & Directors ▪ Government Ministries, Energy Departments & Agencies ▪ Importers, Distributors & Agents ▪ Independent Power Producers ▪ Industrial Co-generators / Self Generators ▪ Interior / Lighting Designers ▪ Manufacturers ▪ Marketing, Sales & Liaison personnel ▪ On-site Power & Back Up ▪ Power distributors & dealers ▪ Original Equipment Manufacturers ▪ Project Directors & Managers

Travel from India:

From metro cities of India to Accra, Ghana - One stop &/or multi stopover flights available through Addis Ababa (Ethiopia), Nairobi (Kenya), Dubai (UAE), Doha (Qatar), Abuja (Nigeria), Lagos (Nigeria), Kigali (Rwanda)

Nearest International Airport at Ghana: Kotaka International Airport

ICC Deliverables to Indian Exhibitors:

- Subsidized 6 Sqm. standard booths at INR 85,000 + 18% GST (first come first serve basis)
- Side open booth cost additional 15% (subject to availability)
- Complimentary Visa Invitation Letter from Origin Country for confirmed exhibitor
- Complimentary Business Directory Listing
- Complimentary Business Networking

Indian Exhibitors:

- To bear the cost of Travel, Accommodation, Food, Visa charges & formalities
- To bear the cost of Cargo (if any) and clearance thereof; preferably the miniature of the products, printed materials etc.
- To fulfill the visa formalities, travel related formalities, insurance, vaccination formalities etc.
- To abide the rules of Ghana and entry / exit formalities
- To abide the rules set by the Organizer