



# SDG IMPACT a global investment platform

Focus on Ghana

July 2021



# Moving from financing to investment: SDG Impact offers tools for investors **to direct capital to the achievement of the SDGs**

Investors identify **lack of viable pipeline and market intelligence** as main barrier to SDG-aligned investment



## Impact Management

A means to better decisions that drive investment capital to where it is needed

- SDG Impact Standards
- SDG Impact Seal
- SDG Impact Training



## Impact Intelligence

Produces data and insights needed for increasing financial flows to the SDGs

- SDG Investor Maps
- Interactive SDG Investment Platform



## Impact Facilitation

Fosters matchmaking and collaboration to realize investments

- SDG Impact Investor Convenings
- SDG Impact Policy Dialogues

# SDG Investor Maps **translate SDG needs & policy priorities into actionable investment opportunities**

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- Country-specific market **intelligence backed by data** and evidence



- **Produced locally** based on secondary and primary research



- Provided as a **public good to investors** and governments



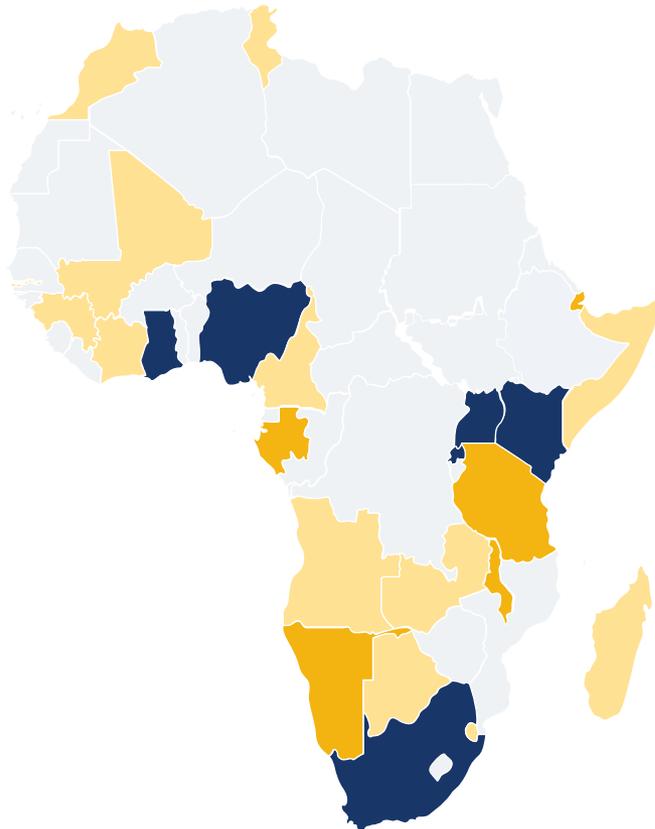
- Findings are made available through an **online platform** for easy access by domestic and foreign investors



- **Impact facilitation events bring findings to life:** UNDP Country Offices lead investor convenings and policy dialogues to mobilize private sector capital and policy changes

SDG Maps: 15 completed, 14 under development & 12 uploaded  
Brazil, Colombia, Ghana, India, Jordan, Kenya, Nigeria, Paraguay, Rwanda, South Africa, Turkey and Uganda.

# 6 of the 15 Maps completed are in Africa more under development



Completed



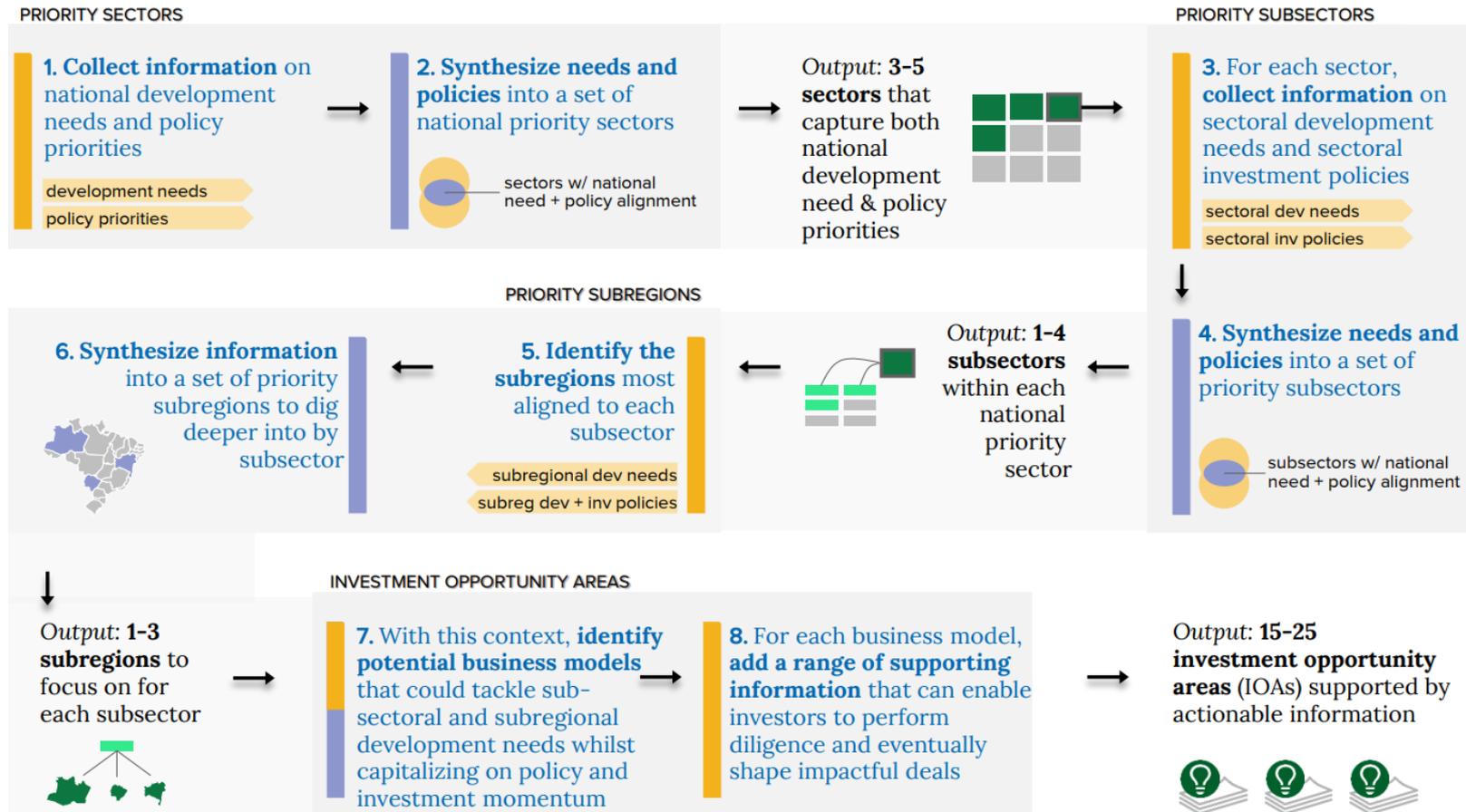
Ongoing



**In the pipeline for 2021:**

Angola, Botswana, Cameroon, Cote d'Ivoire, Eswatini, Guinea, Mali, Morocco, Somalia, The Gambia, Tunisia and Zambia.

# The SDG Investor Maps process follows a standardized 8-step methodology

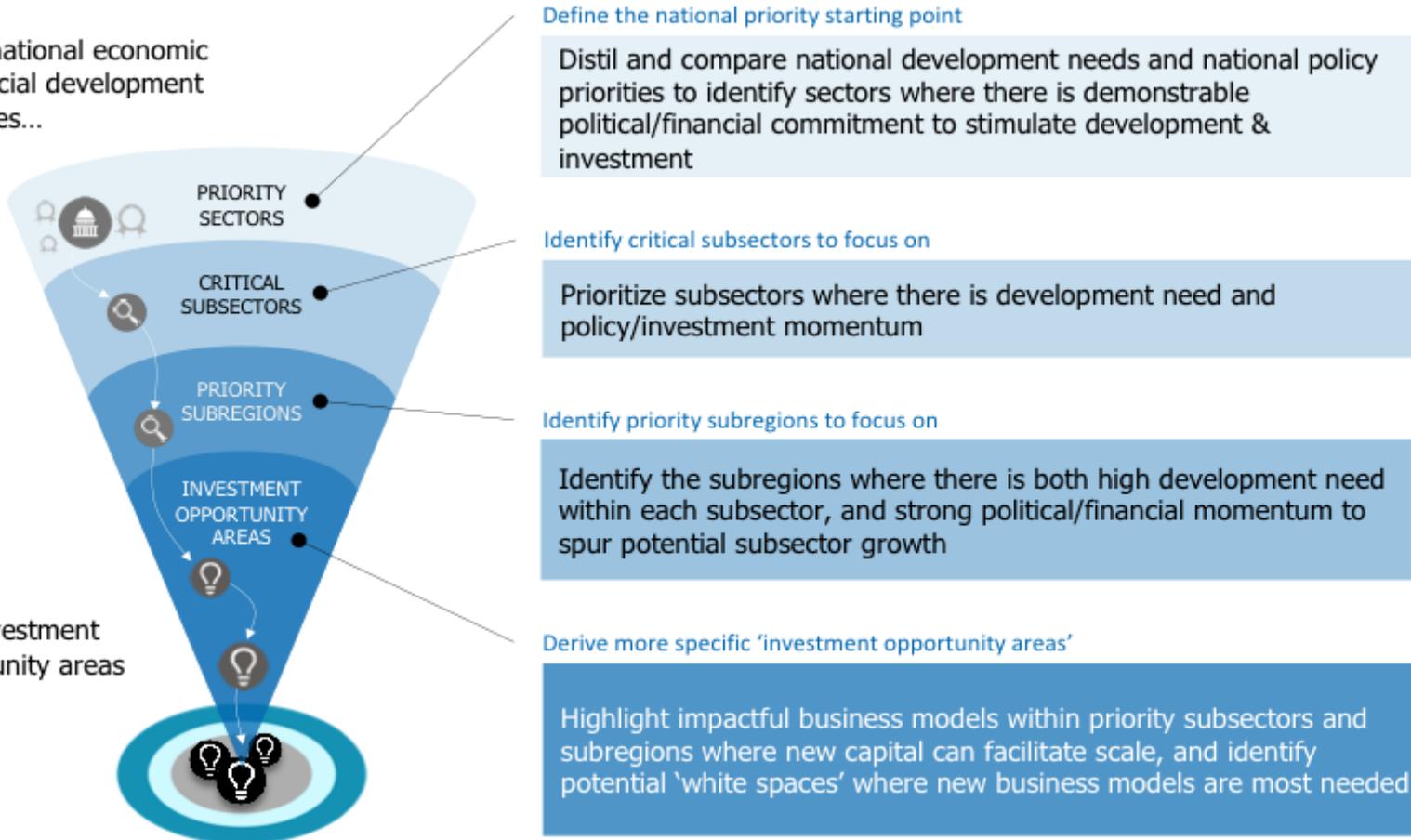


# SDG Investor Maps identify **concrete, investable solutions** to pressing needs at country level

Filtering down from **national priorities** to derive **Investment Opportunity Areas (IOAs)**

From national economic and social development priorities...

...to investment opportunity areas



# Ghana identified 5 key priority sectors/areas where development needs and policy priorities intersect



## AGRICULTURE

Agricultural products  
Meat, Poultry & Dairy  
Storage & packaging  
infrastructure  
Agricultural development  
& innovation



**Agriculture** accounted for 17% of national GDP and 29% of total employment in 2019. Total sales for 2019 is USD 13.2 billion. Estimated growth at 5.6% on average between 2020 and 2025.



Government is committed to raising the productivity and value addition in the agriculture with initiatives such as Planting for Food and Jobs, One Village, One Dam.



## INFRA- STRUCTURE

Real estate  
Engineering &  
Construction Services  
Waste Management  
Water Utilities & Services



SDG 6 - Clean Water and Sanitation and SDG 9 - Industry, Innovation and Infrastructure are reported to be a major challenge and only moderately improving.



By 2021 Ghana wants to achieve over 80% basic water access, 36% of safely managed water access and 30% of improved liquid waste management and over 80% of solid waste management.



## TECHNOLOGY AND COMMUNICATION

Internet media & services



Although challenges persists the population using the internet and mobile broadband subscriptions indicators are on track to achieve the SDG showing 39% (2017) and 92% (2018).



The government is planning to expand national ICT infrastructure through collaboration with private sector and achieve the status of regional ICT hub

# Ghana identified 5 key priority sectors/areas where development needs and policy priorities intersect(cont.)



 Achievement of SDG 3 - Good health and wellbeing (I) is still a major challenge for Ghana, and the country's Human Development Index score was quite low at 0.596 in 2018

 The National Health Insurance Scheme is to deliver a resilient healthcare delivery system, achieve sustainable financing for health, reach Universal Health Coverage and reduce barriers.



 In Ghana SDG 7 (Affordable and Clean Energy) and SDG 8 (Responsible Consumption and Production) signal a major and significant challenge

 Most prominent governmental program in manufacturing is the One District, One District which aims at scaling the manufacturing across the country.

For the Ghana SDG Investor Map, we are grateful for the contributions from **PWC, Business for Peace Foundation (Norway), International Chamber of Commerce, Ministry of Finance and the Ghana Investment Promotion Centre (GIPC)**

# SDG Investor Maps result in IOA data sets for presentation in the **SDG Investment Platform**

The screenshot displays the SDG Investment Platform interface. On the left, a dark blue banner reads "UN SDG INVESTMENT PLATFORM" and "Global investing for sustainable growth." Below this, it states "Get instant access to global resources, networks and tools around SDG investing." The main content area features a grid of investment opportunity cards, each with a title, image, and IRR/Timeframe information:

- Urban connectivity infrastructure (IRR: 17-21%, Timeframe: 5y)
- Distributed community solar generation technology (IRR: 12-17%, Timeframe: 5y)
- Sustainable ranch (IRR: 17-21%, Timeframe: 5y)
- Energy transmission infrastructure (IRR: 17-21%, Timeframe: 5y)
- Affordable housing rental finance (IRR: 17-21%, Timeframe: 5y)
- Storage infrastructure grain value chains (IRR: 17-21%, Timeframe: 5y)
- Mixed plantation forestry for commercial timber (IRR: 17-21%, Timeframe: 5y)

On the right, a world map shows investment opportunity areas (IOAs) highlighted in green and yellow, with numbers indicating the count of opportunities in each region: 32 in Europe, 110 in Asia, 99 in Africa, and 23 in Australia. A sidebar on the right contains search and filter options, including a search bar, language selection (EN, FR, ES), and a table of investment opportunity areas:

NAME	TYP. IRR	TYP. TIME
Rail freight transportation and operation	15%-23%	5-10yrs >
Affordable higher education student financing	15%-23%	5-10yrs >
Technical / vocational online learning platforms	15%-23%	5-10yrs >
Mixed plantation forestry for sustainable commercial timber production	15%-23%	5-10yrs >

At the bottom of the sidebar, there is a link: "EXPLORE 298 MORE OPPORTUNITIES".

The **SDG Investment Platform** (<https://sdginvestorplatform.undp.org/>) will present the collected data and bring market intelligence and impact measurement tools to the desktop for foreign and domestic investors.



## SAMPLE INVESTMENT OPPORTUNITY AREA

### Affordable irrigation systems and dams



**Business Model:** Invest in small scale solutions such as affordable irrigation solar systems and water dams through private investment in one-stop-shop solutions and pay-as-you-go models or lease to own model.



### AGRICULTURE Irrigation Systems



#### GEOGRAPHY

Countrywide: Northern, Upper West, North East, Upper East, Savannah, Ahafo, Kumasi, Brong Ahafo, Greater Accra.



#### DEVELOPMENT NEED

Low percentage of irrigated land in Africa, being only 1.6%. In 2018, **0.036 million ha** was equipped for irrigation **out of 4,7 million ha** of arable land. Lower than **1,9 million potential**.



#### EXPECTED DEVELOPMENT OUTCOME

Improved **food security** for the entire nation and **nutrition** at household level. Increased **Agric value chain** development



#### STAKEHOLDERS IMPACTED

**Farmers**, food markets, **small and medium size farmers**, households that live from the agriculture sector and livestock farmers.



#### SAMPLE ENABLING ENVIRONMENT

Few financial incentives for irrigation development, but incentives for foreign companies are applicable as well as current active support from international financial institutions

**IMP CLASSIFICATION:** Contribute to solution.



#### MARKET SIZE CONSIDERATIONS

Investments in Agritech startups grew at 63% between 2010 and 2015 at **63% CAGR**, like FinTech. Study shows Agritech sector will likely grow to **USD 22.5 billion** in value by 2025.



#### INDICATIVE RETURN PROFILE

For Ghana is **14% for small scale irrigation** and **6% for dams**.



#### TIMEFRAME EXPECTATION

**Short to medium term for small scale irrigation** and long-term for integrated solutions. Timeframe **between 7 to 10 years**.



#### SELECTION OF ACTORS

**Investors:** International Financial Institutions  
**Companies:** Agrimat, Dizengoff, B-AGRIC, Ghana Green Irrigation.  
**Public sector:** Ghana Irrigation Development Authority.



#### CASE STUDY & FURTHER INFORMATION

**Farmerline:** Focused on providing digital solutions for farmers.



## SAMPLE INVESTMENT OPPORTUNITY AREA

### e-Healthcare solutions



**Business Model:** Development and up-scaling of systems and databases of information on health data of patients and individuals along with track'n'trace system for medical supplies, clinics and hospital operations and management



**HEALTHCARE**  
e-Healthcare solutions



#### GEOGRAPHY

Accra, Kumasi and Tamale



#### DEVELOPMENT NEED

Health services is delivered in a silo manner with almost an inexistent vertical and horizontal integration. The **data** available in the health system is **unreliable, fragmented and inaccessible in real time**.



#### EXPECTED DEVELOPMENT OUTCOME

Improved **healthcare delivery and quality**. Improved monitoring and management of **maternal care, children nutrition**.



#### STAKEHOLDERS IMPACTED

Doctors, medical staff, health facilities, medical supply providers, patients, **women and children, society in general**.



#### SAMPLE ENABLING ENVIRONMENT

The environment for investment in **health digitalization** is **very conducive** in Ghana and there exists a number of **fiscal incentives** for investors interested in **digital solutions**.

**IMP CLASSIFICATION:** Benefit Stakeholders.



#### MARKET SIZE CONSIDERATIONS

About **4,000 healthcare facilities** in Ghana. **Out-patient** reached **28.5 million** countrywide and **inpatient admissions** **1.5 million** in 2017.



#### INDICATIVE RETURN PROFILE

The estimated return rate for investor is between **23.1% - 27.1%**.



#### TIMEFRAME EXPECTATION

Short Term 3-5 years.



#### SELECTION OF ACTORS

**Investors:** USAid, Global Financing Facility, World Bank, IFC.

**Companies:** Bisa, Dokita, the SOFTtribe Limited.

**Public Sector:** Ministry of Communication, Ministry of Health, Christian Health Association of Ghana, UNICEF, WHO, JICA.



#### CASE STUDY & FURTHER INFORMATION

[PharmAccess Group](#)

# SDG investor facilitation to convene governments, private sector and financial intermediaries



The 2021  
**SDG Investment fair**  
COVID-19 and beyond:  
Building forward by scaling long-term investment for sustainable development  
13-14 April 2021

- **SDG Investment Fairs at global and national level** support direct informal interaction among governments, private sector and financial intermediaries to accelerate mobilization of investment for the SDGs.
- **In 2021, Kenya, Ghana, Jamaica & Pakistan** presented portfolios at the global SDG Investment fair.
- Ghana presented **16 SDG related infrastructure projects**. These projects will be uploaded on the **SDG investor platform**

## 2021 SDG Investment Fair

Ghana Rising: Sustainable Infrastructure Post COVID-19



Mr. Ken Ofori-Atta  
Hon. Minister for Finance



Mr. Yofi Grant  
CEO, Ghana Investment Promotion Council (GIPC)



Ms. Marlon Kpakpah  
Chief Director, Ministry of Planning



Mr. Charles Paul Iheanacho Abani  
United Nations (UN)  
Resident Coordinator



Mr. David Collison  
Director, Public Investments and Assets Division, Mof

The Government of Ghana is participating in the **2021 SDG Investment Fair** hosted by UN DESA on April 13-14th. Ghana aims to leverage infrastructure investment to bounce back from the COVID-19 pandemic. The SDG Fair connects Ghana with private sector investors: potential partners for achieving its economic growth and development outcomes. Ghana is investment ready; with technical support from UNOPS, a pipeline of 16 SDG-linked projects will be showcased at the fair. The Government of Ghana will present on the 14th April at 09:00 am EDT. To join the event please click [HERE](#).

### Summary of Project Pipeline

<b>16</b> projects	<b>6</b> sectors	<b>8</b> collaborating ministries	<b>2</b> priority projects
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**10** Transportation Projects



**2** Energy Projects



**1** Green Infrastructure Project



**1** Solid Waste Project



**1** Education Project



**1** Housing Project

**Collaborating Ministries:**  
Ministry of Finance, Ministry of Transport, Ministry of Railways Development, Ministry of Energy, Ministry of Works and Housing, Ministry of Education, Ministry of Planning, Coastal Development Authority, Ministry of Local Government, Decentralisation and Rural Development - Department of Parks and Gardens




# Going forward for Ghana, an opportunity to engage

## 2021 and beyond

- Sector specific **SDG Impact Investor Convenings** will run for the year for the selected sectors.
- A **second iteration of the SDG Investor Map** is in the plan. It will include Investment Opportunities in the **Arts, Culture and Sports** sectors
- SDG Investor Maps for **selected MMDAs** in the context of COVID-19 Recovery Planning and Integrated Financing Frameworks is planned.
- Use the **methodology** to screen more investment opportunities and avail them to the global platform.

# Thank you

## Global Investors for Sustainable Development Alliance