

# ENERGY CATALYST INTERNATIONAL VISIT TO GHANA

Calling UK based energy innovators to  
access markets in Ghana – West Africa

## ENERGY CATALYST INTERNATIONAL BROKERAGE

Innovate UK is inviting ambitious businesses interested in applying for future Energy Catalyst funding, to register their interest in joining an international brokerage trip to Ghana.

Delivered in partnership with Innovate UK EDGE and Innovate UK KTN, the programme of support consists of a preparation phase, followed by a 7-day country visit, and post-visit support from Innovate UK EDGE

## BENEFITS

- Explore energy access opportunities in Ghana
- A better understanding of the challenges and opportunities of doing business in Ghana
- Improve your knowledge of the Energy Catalyst programme and the opportunities available
- Find potential innovation collaborators and partners

## WHY GHANA?

Ghana has a population of 32.37 million, and an economy that grew 4.1% in 2021. With English as the official language and similar business and legal systems to the UK, it provides a friendly business environment for UK companies. Services form the bulk of the economy, followed by industry and agriculture. Ghana's Government has set out a plan for industrialisation and economic diversification providing opportunities for UK companies. Government policy in the energy sector pushes for a significant increase and diversification in its energy resources. This includes a Renewable Energy Master Plan, an investment-focused framework for development and promotion of Ghana's rich renewable energy resources to propel economic growth, improve social life and reduce effects of climate change. This energy policy is embodied in the Strategic National Energy Plan 2006-2020.

## ENERGY SECTOR IN GHANA – Clean Cooking

Ghana's power supply sources are from hydroelectricity, thermal fuelled by crude oil, natural gas and diesel, solar and imports from La Cote D'Ivoire. Ghana also exports power to Togo, Benin, and Burkina Faso. Ongoing grid expansions would allow further exports to other neighbouring countries in the sub region. Ghana currently has six 127MW turbines, which are the main source of electricity in the country. Currently, almost 30% of the population do not have access to electricity, according to the latest World Bank data.

Many Ghanaians, particularly in rural areas, rely on traditional biomass and waste for household cooking and heating. The power sector is mainly government regulated but the government has opened the sector to allow private sector participation in electricity generation to address erratic power supply.

The Ghanaian Clean Cooking Alliance highlight that 22 million people are reliant on solid fuels for cooking, so there is a market for improved cooking innovation across the country.

## KEY DATES

APPLICANT  
BRIEFING -  
13 JULY 2022

APPLICATION  
DEADLINE -  
14 AUG 2022

PRE VISIT  
BRIEFINGS - W/C  
29 AUG AND W/C  
12 SEP 2022

INNOVATION  
VISIT - W/C 10  
OCT 2022

## WHAT TO EXPECT:

Energy Catalyst international brokerage is a structured programme around three main phases and each business will have support from Innovate UK EDGE for the duration of the offering, including developing an action plan to capitalise on the opportunities identified. The three main phases are:

- Getting ready: Pre-visit briefing to build knowledge and understanding of the market and potential opportunities, including how to do business, cultural aspects, how to protect your IP and training on how to improve your pitch and articulate your value proposition.
- Market visit: Access to NGOs, local businesses, academics, and governments who will be able to provide information about local opportunities and with potential to become partners.
- Helping you make the best of the opportunity: Support from Innovate UK EDGE to follow up and take advantage of the opportunities identified.

## INNOVATION VISIT ITINERARY

Travel will be subject to the entry rules of Ghana. Should travel not be permitted, the programme will be delivered virtually or postponed

DATE	ACTIVITY
Sat, 8th October 2022	Depart from London Heathrow
Sun, 9th October 2022	Arrive in Accra, Ghana
Mon, 10th October - Fri, 14th October 2022	Activities for the week include: pitching sessions, meetings with government, key industry players, NGOs, and academia, sites and rural visits.
Tue, 11th - Thurs, 13th October 2022	Clean Cooking Forum 2022
Sat, 15th October 2022	Depart Accra, Ghana
Sun, 16th October 2022	Arrive at London Heathrow

The final itinerary will be dependent on the individual objectives and interest of successful applicants.

## WHAT IS THE COST?

Innovate UK will fund and organise flights, accommodation, in-market travel, and conference fees for successful applicants. Innovate UK will also pay for any reasonable adjustments throughout the initiative. Only one representative from each business will be funded. On acceptance to the initiative a commitment fee of £500 will be obtained from each delegate, which will be refunded on completion of the full activities and agreed action plan. Non-completion after formal acceptance may result in forfeiting some or all the commitment fee.

## HOW TO APPLY?

The Energy Catalyst international brokerage trip is a competitive application process where only the best applications will be successful following an evaluation process. All applications must be made online and received no later than 1st Aug. Successful applicants will be notified w/c 22nd August 2022. Innovate UK is committed to improving the diversity of who we support. As such, we welcome applications from under-represented groups.

[APPLY HERE](#)

## ADDITIONAL INFORMATION & ASSISTANCE:

For more information on Energy Catalyst, please contact the Energy Catalyst Team via [energycatalyst@iuk.ukri.org](mailto:energycatalyst@iuk.ukri.org)

For any additional information related to the visit, please contact: [Gail.Leathley@innovateukedge.ukri.org](mailto:Gail.Leathley@innovateukedge.ukri.org)

## TO APPLY FOR THIS PROGRAMME, YOU MUST

Be a UK based innovation-led organisation with ambitions in energy access markets

Be able to attend and complete all activities

## FOCUS AREAS

We welcome applications with a focus on clean cooking with technologies and business models that can provide low carbon, affordable and reliable cooking solutions to meet Sustainable Development Goal 7 ('Affordable and clean energy')