

FREQUENTLY ASKED QUESTIONS (FAQs)

GERMAN DESK GHANA @ ACCESS BANK

1. Q: What is the German Desk Ghana?

A: The German Desk represents a strategic partnership/alliance between Access Bank, the German Development Finance Institution (Deutsche Investitions - und Entwicklungsgesellschaft mbH – "DEG") and the Delegation of German Industry and Commerce in Ghana (AHK Ghana).

2. Q: What is the purpose of the German Desk Ghana?

A: The German Desk has been established to:

- ▶ Foster German-Ghanaian business relations and help close the financing gaps hampering trade activities in Ghana and the sub-region.
- ▶ To consolidate & provide a platform to strengthen the relationship between Ghana, various enterprises and German Corporates.
- ▶ To serve as a financial intermediary by providing tailor-made financial support and solutions to Ghanaian based German companies and Ghanaian companies wishing to acquire German equipment or use German services.

3. Q: Is the German Desk Ghana the first of its kind in Access Bank?

A: No. The German Desk – Financial Support and Solutions in Ghana is the second between Access Bank and DEG. The first one has been active in Nigeria since October 2017, where the new services have been very well received.

4. Q: Are there other German Desks?

A: Yes there are. The German Desk Ghana's opening is the sixth German Desk, the third of its kind in Africa. The global network of German Desks spans from Peru, via Kenya and Nigeria to Indonesia and Bangladesh.

5. Q: Where will the German Desk Ghana be situated?

A: The Desk shall reside at the Head Office of Access Bank (Ghana) Plc in Accra, Ghana. It will operate within the Corporate Banking Division of the Bank.

6. Q: Who will manage the German Desk?

A: The Head of the Desk shall be bilingual (German-English), skilled in general banking business, with a profound knowledge in international trade finance. He/she shall have a wealth of experience in the execution of several financial projects in different countries.

7. Q: Who are the Partners of this alliance?

A: The German Desk partnership includes Access Bank (Ghana) Plc, the German Development Finance Institution (Deutsche Investitions - und Entwicklungsgesellschaft mbH – "DEG") and the Delegation of German Industry and Commerce in Ghana (AHK Ghana)

8. Q: Who are DEG?

A: DEG, (the German Development Finance Institution (Deutsche Investitions - und Entwicklungsgesellschaft mbH), is a subsidiary of the German Development

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Finance Institution, KfW. They support the private sector as a means of development, provides equity, mezzanine finance, long-term debt and guarantees to support entrepreneurial activities in developing and emerging economies. They have supported over 3,300 entrepreneurial investments till date and financed investments in around 80 countries across the globe. They were established in 1962.

9. Q: Who are AHK Ghana?

A: AHK Ghana (the Delegation of German Industry and Commerce in Ghana) is part of the worldwide German Chamber Network. The Delegation offers substantial information and assistance to German and West African companies exploring new markets.

10. Q: Who is Access Bank (Ghana) Plc?

A: Access Bank (Ghana) Plc is a commercial bank duly licensed to conduct banking business under the Banking Act. It has its registered office at Starlets 91 Road, Opposite Accra Sports Stadium, Osu, Accra. Access Bank Ghana is a subsidiary of Access Bank Plc, Nigeria.

11. Q: What services will the German Desk provide?

A: The Desk will:

1. Provide banking/ financial advisory services for German private sector companies establishing businesses in Ghana and surrounding countries if possible.
2. Cooperate with the Commercial Consulate of the German embassy, the local Delegation of German Industry and Commerce, the Ghanaian-German Business Association as well as other institutions to provide local insights in the area of both economic and business regulations for German businesses seeking to explore business opportunities and partnerships in Ghana.
3. Serve as a one-stop shop in the provision of all banking services. This will include banking account, provision of short to medium facilities, trade finance and transaction banking services and other requisite financing needs of companies being engaged in German-Ghanaian business activities.
4. Create financing solutions for investments of Ghana and other surrounding countries private sector companies in connection with the purchase of German equipment and/or services or their export activities.

12. Q: Why Access Bank?

A: Access Bank is one of the leading banks in Africa today, with over 29 million customers and footprints in 7 African countries including Nigeria with presence in major global market centers such London, Dubai, Lebanon etc. The partnership is in furtherance of the achievement of Access Bank' strategic objective, which is to become "Africa's Gateway to the World".

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13. Q: Where can I find more information about the German Desk?

A: You may visit the website: www.ghana.accessbankplc.com or contact the officers of the German Desk directly. See contact details below. Also refer to monthly/quarterly/semi-annually newsletter that will be published to highlight thoughts and projections on critical macro issues and its impact of businesses.

14. Q: Who can I contact regarding information on the German Desk?

A: You may contact the following persons assigned to the desk:

Sebastian Barroso da Fonseca and Philip Ampofo

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