

G H A N A

Club 700



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GHANA INVESTMENT PROMOTION CENTRE



THE GHANA CLUB 100 2009 AWARDS LAUNCH

Presented by
Robert Ahomka-Lindsay
Chief Executive Officer

20th February 2009



Ghana: Africa's Golden Gateway





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GHANA CLUB 100

The 2009 Awards



AGENDA



- Background
- Previous Criteria for Awards
- Review of Criterion
- New Criterion & Awards



GHANA CLUB 100 BACKGROUND



- The Ghana Investment Promotion Centre (GIPC) introduced a system of ranking for the top 100 companies in Ghana in 1997
- The ranking system named GHANA CLUB 100 was instituted as part of GIPC's advocacy role
- The maiden event of the GC 100 was held at the Banquet Hall of the State House on 23rd March 1998 at a working lunch.
- Award winners were presented with plaques by then Vice President John Evans Atta-Mills



PREVIOUS CRITERIA FOR AWARDS



PARAMETER	2003	2004	2005
Size	25%	25%	20%
Profitability	25%	25%	25%
Growth	30%	25%	30%
Employment	-	25%	15%
Net Assets	20%	-	-



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- The criteria was modified each year from 1998 through 2005 to meet changing demands in the market
- The yearly changes made it difficult to compare rankings year on year
- There arose a need to reconstitute parameters for eligibility, criteria and categories for ranking corporate Ghana on a long term basis and to reflect the development goals of Ghana



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THE REVIEW



- The objectives for the GC 100 should be clearly defined and the criteria to be assessed should be verifiable
- The institution that undertakes the survey must be legitimate, credible and must have an impeccable reputation
- The criteria used in ranking must not be changed from year to year. This gives the impression of a moving “goalpost” and does not allow for accurate year on year comparisons



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- **GC100 to focus on the private sector**
- **For companies with government shareholding, government shares should be below 50%**
- **Public sector institutions must be honored in separate award programmed from the GC 100**
- **Metrics for public sector to include service delivery / customer charters, and performance benchmarks**



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- **Determinants should be restricted to a maximum of four and the weightings should be re-adjusted**
- **Weighting for employment to be reduced in favour of corporate social responsibility**
- **Corporate social responsibility may be a difficult parameter to use as measurability may pose a problem**



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- **Growth and profitability should have a higher weighting**
- **Consideration should be given to how much companies contribute to taxation since it has a direct impact on the Ghanaian economy**
- **Encourage good corporate governance and disclosure**



THE REVIEW



- In conducting the review of GC100 Rankings, criteria used by other recognized institutions were considered:
- **GHANA BUSINESS CODE:** Corporate Social Responsibility (contribution to community welfare), Submission of evaluation reports, GhBC certification, Special investigations report
- **FORTUNE:** Revenue, Profit and Market capitalization



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- **FORBES MAGAZINE:** Revenue, Profits, Assets, Market value and Employees
- **TOP 500 (South Africa):** Revenue, Revenue per employee, Percentage of female employees and Percentage of black employees including non-executive and executive directors. Black Economic Empowerment (BEE)
- **FT GLOBAL:** Net income, Market capitalization, Share price, P/E ratio



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THE 2009 GC100



- The 2009 Ghana Club 100 has the following objectives:
 - To serve as the basis for evaluating the corporate and financial performance of Ghanaian enterprises.
 - To encourage good corporate governance particularly transparency, disclosure and accountability of Ghanaian enterprises
 - Encourage and promote Entrepreneurship
 - Reward innovation & Celebrate start-ups
 - Encourage greater participation from different but strategic sectors of the economy
 - To develop a uniform basis for assessing CSR of Ghanaian Enterprises



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AWARDS



- **GC100 Company of the Year:-**
 - Agriculture
 - Financial Services
 - Information Communication & Telecommunication
 - Infrastructure
 - Petroleum & Mining Services
 - Services
 - Manufacturing
 - Tourism
 - Health
 - Education



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AWARDS



- **GC100.....of the Year:-**
 - Entrepreneur
 - Emerging Business
 - Corporate Social Responsibility Business
 - Training & Development Business
 - Listed Company Business
- **Ghana's Most Respected Business**



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NEW CRITERIA



- A number of changes are proposed to bring the eligibility criteria in line with the stated objectives:
 - Ranking will be top 10 enterprises in 10 sectors – 100 Enterprises
 - Overall winner of those will vie for : Ghana's Most Respected Business Award
 - Other category winners may or may not be in the GC 100 list
 - New Matrix



NEW CRITERIA



The matrix will only account for 65% of score:

Criteria	Parameter	Weightage
Size	Absolute Turnover	15%
Growth	% Growth in Turnover	30%
Profitability	Total Return on Equity	20%



NEW CRITERIA



- The balance of 35% will be based on Peer review done via questionnaire, that will seek to ascertain some of the softer and strategic elements:-
 - CSR framework as per Ghana Code of xxx
 - Peer review on performance, management. Strategic plans. Presentations etc
 - Companies to be in good standing with statutory authorities such as IRS, VAT, SSNIT , RGD
 - GC100 Enterprises to file most recent three year audited accounts (for this years awards- 2006, 2007 & 2008) as appropriate.

Suggestions.....?????



Time Table



- Questionnaire to be completed by 28th February 2009
- Data collection commences on 9/3/09 to 30/4/09
- GIPC Team Collation of results to be completed by 18th May 2009
- Award Ceremony to be held on 29th May 2009 at the Accra International Conference to close The Ghana Investment Forum 2009
- Final artwork for adverts and profiles for Ghana Club 100 Special Magazine to be received by 5th June 2009



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CONTACT



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