Pulling producers together to improve the country's economy

Paraguay has rapidly increased its agricultural production in recent years, so how can it continue its meteoric rise into the future?

Paraguay is an agricultural powerhouse that has made huge strides in agro-export, pulling together its hundreds of small-scale farmers, and in the process creating one of the most productive sectors in the region and the world. The underlying strength of the sector has been the increasing interest in productivity, which has seen an ever-increasing doubling or tripling of output per hectare, and has seen Paraguay become a production leader in many areas such as beef, soy and onions.

Juan Eudes Afara, Vice President of Paraguay, has been a key player pushing the sector to increase production and help transform the Paraguayan economy. "Perhaps the most important thing we need to do is to continue building the infrastructure of agricultural production in the country. Also vital are the international relations with the Paraguayans to ensure that the isolation that we had in the past is overcome, that the lifting of the embargo is developed properly to this point and the international trade will continue with our friends."

As Afara explains, “Paraguay is seeking allies in all markets of the world, because, as a major food producer that is increasing productivity each year, we have the growth and we know in a few years we will be the world’s largest player in the food sector. We want the knowledge, we want the machines and the knowhow. And, we ideally want Japan because we feel that they have given us a helping hand to grow areas. This is the reason we talk so much about Japan.”

Afara has given this message to some 300 producers in his stable to over 13,000 and the progressive approach looks set to continue into the future, with emphasis from Paraguay on its new initiatives within the Mercosur and the Pacific Alliance, taking advantage of the potential that the country builds in the world. As Afara expands, "The agricultural sector becomes further united, which will lead to more improvements in the sector productivity. This urgently improves expansion of international sales in the desire of the farmers to improve the lot of their farmer clients, and of the Paraguayan farmers, and of the agriculture sector to feed the world."

"Paraguay is a major producer of food, so our view is that we must seek out alliances that lead us to these markets."

President Horacio Cartes and Vice President Juan Eudes Afara: moving forward together
The finance sector goes on strong in strength

After escaping the recession and the bumps down the road relatively unscathed, the Paraguayan banking sector is a model of success.

The microeconomic situation in Paraguay has some unique characteristics, in that it has a high labor force rate of around 5 percent in agriculture, industry and international reserves that total 30 percent of GDP, which is four times the amount of the external national debt. On top of that, the country has a relatively new and very dynamic financial industry with a strong capitalization of 14 percent and a growing number of third parties such as the IMF, the World Bank, at that time, Contra McEnroy, President

The World Bank, 2013

Sudameris Bank

Paraguay is improving its production methods to great success for businesses, and for its rapidly improving international reputation.

With 2015 fast approaching, the reforms of the Cartes government has led to real growth in business, and for its rapidly improving international reputation.

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A nation with high yield beckons

Paraguay's huge production potential in the seed and grain sector is only hampered by a lack of foreign investment.

Paraguay's agricultural success can easily be measured. In just under 18 years, the country has managed to become the world's premier producer of soybeans, sugar and renewable energy, the second largest exporter of rice and the fifth largest exporter of corn, the seventh largest exporter of cotton and the third largest exporter of wood. The list is seemingly endless.

Filling the nation's coffers

The number of agencies and companies dedicated to helping farmers and agriculturalists grow in the country is impressive, with the likes of Bioexport, Fondo Ganadero, GICAL and others making a real difference to the country's coffers.

Bioexport, established in 2003 with the principal objective of recruiting, promoting, preparing and exporting family-farming products, and, under its subsidiary Bioexport Trading, the country's premier seed exporter, is now on a mission to make greater gains in Asian markets, particularly Japan.

As the company's CEO, Arturo Fernández, Paraguay boasts a good geographical position and is a heart that beats strong in South America. We are a heart that is different. He is a businessperson with a long-term vision and the kind of mindset and he understands that we are going to see a huge accumulation of resources and more equal distribution of the country's resources.

As President Martin Maciel is sure that “in 2015, we are going to see a huge accumulation of resources and more equal distribution of the country’s resources. We are going to see a huge accumulation of resources and more equal distribution of the country's resources."

“With the revenues of our hydroelectric plants, we could build new schools and colleges in every county. It's also more revenue for all children so they have the opportunity to study. It's more important to give those college opportunities to build their own businesses that's what they want."

Arthur Fernández, CEO, Bioexport

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"We are want to be competitive, and it's not easy to find capital. We are working with access to the Rio Grande del Sur, we can get our shipments out more quickly and at a lower price. The infrastructure challenge we never addressed before, but it is being addressed by President Cartes and that is a blessing."

"We have water, we have land, and most importantly, foreign government support. Foreign aid to help us achieve our economic growth; therefore, we are in the position of rice, citrus fruits, soy or wheat. We must attract foreign investment and we need to work in a slanted forest."

"Paraguay is a land of opportunity where there is room for everyone, be it roads, harbors, good telecommunications, and a wide range of things that Japanese industry could come and rival and cultivate a taste of the new production order. T"
Paraguay receives a large number of tourists every day who want to know what attractions are present in this area. Culture, nature, abundance in water resources and the variety of monuments are attractive.

We are now focused on marketing our country internationally. We participate in a variety of fairs and events in Japan. In July and October every year, but this is only a small number of our potential market in Japan. The Paraguayan government has been working hard to promote our country in Japan, and we are making a concerted effort to attract tourists from Japan to Paraguay.

According to figures from 2010, Japan is the second largest country that sends tourists to Paraguay in 2010. This is because we are a great destination for ecological tourism, cultural tourism, and adventure tourism.

It is well known that the Japanese prefer traditional countries and culture, to beach holidays, so it would be possible to increase the number of tourists from Japan in the future.

With this in mind, we have our companies that create jobs, produce to sell to everyone. They are producing to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. We have our companies that create jobs, produce to sell to everyone. 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The building blocks of growth

With the need for infrastructure worthy of a 21st-century emerging economy, Paraguay is looking for PPPs and other ventures with Japanese investors to raise the capital needed.

With infrastructure such a crucial part of Paraguay’s modernization, there is now great potential to attract more foreign investment in order to provide the capital needed. Japan has been watching this closely and until now has invested in the South American country, but most of the investments have been within the government’s sights. Japanese country, is firmly committed to working on infrastructure such as a road network, in the Andean country.

Training a new generation of Paraguayan workers

Ties between Japan and Paraguay are improving by the day, with partnership and collaborations found in the most unlikely places.

Japan’s ambassador in Paraguay, Yoshihisa Ueda, is keen to see closer ties between his homeland and Paraguay and more collaboration between the two countries. He has also worked on making Japan and the Japanese community more accessible to Paraguay and Paraguayan students.

“Stimulated by Japanese immigration and the demand for workers in various sectors, students from Paraguay have begun arriving in Japan. The demand for Japanese institutions has been identified in the Paraguayan education, health, and tourism sectors, but there are also opportunities in the construction, agriculture, and hospitality sectors,” Ueda continues.

Ueda says that Japan decided to send their students to Paraguay as part of the wider push for tourism in the Andean country. “Japan’s main goal is to send these students as an opportunity for them to experience new cultures. They have at least one chance to live in a different environment and gain new skills,” Ueda says.

There are now about 100 students in Paraguay and the number is expected to grow as Japanese institutions begin to expand their operations in Paraguay. “The Japanese government and the Japanese Embassy in Paraguay are working closely to ensure that the students have the best possible experience in Paraguay,” Ueda adds.

“Paraguay needs a new generation of professionals who can work in various sectors. One of the most important roles is infrastructure development. The new face of education is the education and the economic capacity to help us speed up our investments in infrastructure,” the ambassador says.

As a teacher and a student, Ueda understands the importance of education in developing countries. “Education and infrastructure are the pillars of development. Without them, we cannot achieve sustainable development,” he says.

The new face of education

One of the most interesting links is to have the South American country in the Japanese educational system. This is a very important step in the development of Paraguay’s education sector. “The future of Paraguay is in the hands of its young people. Our main objective is to provide them with the best possible education,” Ueda says.

For industrial development, Paraguay is working to be part of the international market. “Paraguay has the potential to become a leader in the region and the world. We are working on developing the economy, and the new generation of professionals will be a key factor in this process,” Ueda concludes.

This report was produced by Global Insight and can also be read online at www.paraguayglobalinsight.net.
Paraguay. Land of opportunities

Paraguay is undergoing rapid development in terms of infrastructural growth and lack of industrialization, which are vital to its future.

Encouraging competition
In order to harmonize the interests of the productive sectors of the economy, such as agriculture and manufacturing, the Ministry of Industry and Commerce, led by Leite, is working to make Paraguay an attractive destination for investment. Leite stresses the importance of the country’s competitive advantages and its ability to accommodate foreign investors.

Industriallization, commercialization and a business-friendly environment are driving growth in Paraguay.

Paraguay is known as the “land of opportunities,” and businesses are flocking to the region, attracted by its low costs, high quality of life, and strong economic growth. Business people don’t need to worry about high taxation and Paraguay has a friendly culture.

The government is working hard to ensure a diverse economy and high value-added products and services are developed in the country.

Paraguay has a strong focus on industrial development and has established a Special Economic Zone (SEZ) to attract foreign investment. The government is also investing in infrastructure projects, such as the construction of roads and bridges, to improve connectivity.

In conclusion, Paraguay is a land of opportunities with a bright future, full of potential for growth and development. It is a place where businesses can thrive and where investment can lead to prosperity and change.

By: Ignacio Ibarra, President of Fujikura Automotive Paraguay