



SECTOR

FOODS AND BEVERAGES

FOODS AND BEVERAGES SECTOR

Paraguay is positioned among the ten countries in the world that have the greatest availability of arable land per inhabitant with 4.8 million hectares of agricultural and livestock areas, which is equivalent to 0.71 hectares per person, more than triple the world average. 0.19 hectares (World Bank)

The countryside employs 20% of the Paraguayan workforce, directly. Added to this, there are thousands of jobs related to agricultural production in industries, commerce, transportation, and related services.

The production of goods from the countryside, related to agriculture, accounts for an important part of the national GDP, specifically 4.4% on average, during the last ten years.

The rural world, agricultural, livestock, and forestry production, as well as the other industrial, commercial, and service links of the different agricultural value chains, not only managed to stabilize the macroeconomy in 2020, but also contributed to containing the social imbalance caused by the pandemic.



SECTOR POTENTIAL

Paraguay has the potential to establish itself as a supplier of healthy and high-quality food worldwide.

It is currently a producer of: raw materials (commodities), semi-processed, processed foods and ingredients, dairy products and beverages such as mineral water, flavored water, juices, nectars; and finished foods such as cookies, nougats, baked goods, infusions, and sweeteners.

The country is going through a process of diversification of its energy matrix. In recent times, the production of non-traditional goods, oils and their by-products, including biofuels, bioplastics and other derivatives from soybeans,

sunflowers and eventually canola, has increased. Cassava has gained importance as a raw material for the production of bioplastics. The agroindustry presents growth opportunities in the field of aromatic and medicinal herbs, for the extraction of essential oils, the production of infusions and other uses.

Paraguay has a unique position at a regional and global level to aspire to be a leader in production and/or export in very high-growth sectors such as alternative medicine, the use of essential oils in personal care and health, and infusions used as drugs and luxury products with high added value.

The strategy in this field must be focused on the final added value, both through the development of intermediate and final products, as well as the development of private brands; also the attraction of investments from world leading brands, to stimulate production and, based on our productive advantages, manufacture their final products in the country.

In Paraguay there are more than 5,000 types of identified herbs, with popular applications based on the knowledge acquired over generations,

since ancient times. Almost 1,000 of them have already been analyzed in laboratories.

There is an abundance of tropical and citrus fruits, with enormous growth potential, such as oranges, grapefruit, mangoes, bananas, guavas, passion fruit, melons, among many others.

Paraguay offers excellent conditions for a wide variety of vegetables such as tomatoes, onions, cucurbits, beans, and manioc (cassava).



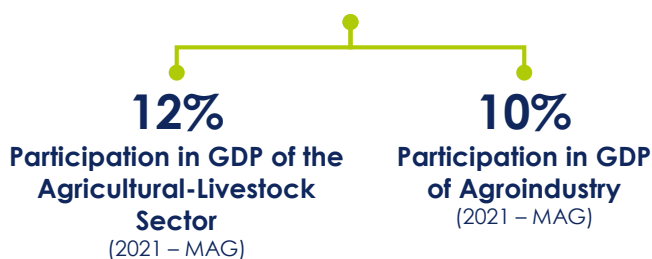
INVESTMENT INCENTIVE SCHEMES

- All current investment incentive scheme applies. ([View Country Profile](#))

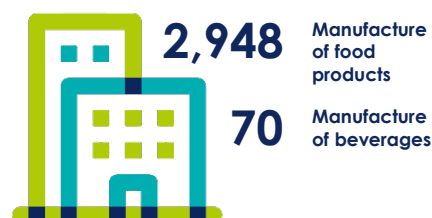


MAIN SECTOR INDICATORS

GDP



Number of companies (2010 – INE)



Number of employees (2010 – INE)

36,276

Woman
25%

Men
75%

Gender distribution
(2010 – INE)

Composition of companies according to their size (2010 – INE)



80%
Micro and small



13.5%
Medium

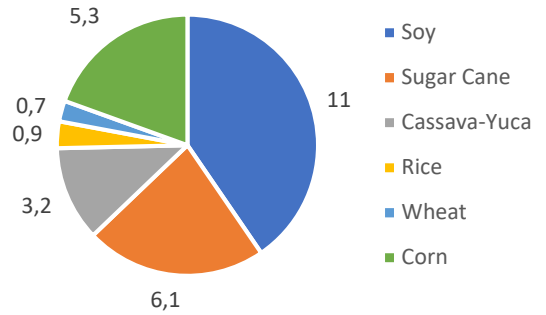


6.5%
Large

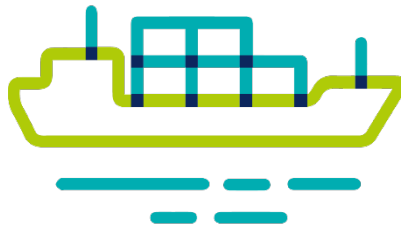
Geographical Locations of Companies



Production of main agricultural items in millions of tons (2018 – MAG)

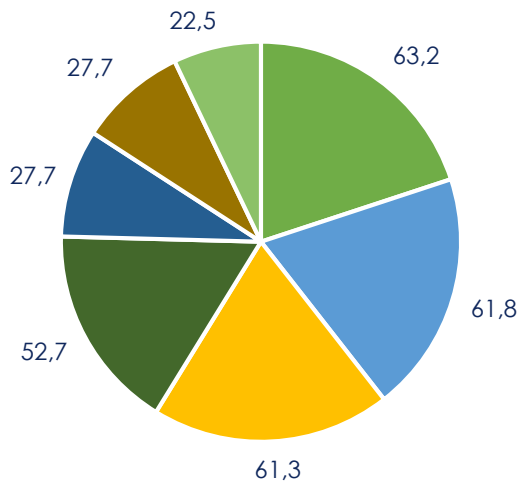


USD 375
Millions
Exports
(2021 – REDIEX)



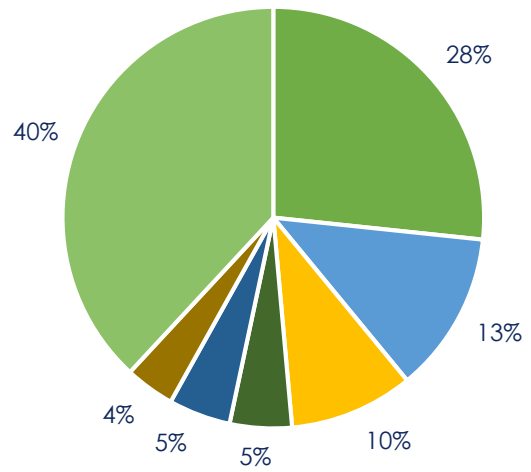
7%
Participation of total
of exports (2021 –
REDIEX)

Main export sectors (attended by the food and beverage platform) USD millions (2021 – REDIEX)



- Chía
- Aceites vegetales especiales
- Almidones
- Frutas
- Azúcar
- Sésamo
- Lácteos

Export Destinations (2021 – REDIEX)



- EE.UU.
- Brasil
- Alemania
- Otros Mercados
- Argentina
- Japón
- Países Bajos

Sesame seeds in Paraguay

Paraguay has been producing sesame seeds for 30 years. This crop involves more than 40.000 farmer families and currently between 40.000 and 50.000 tons of sesame seed are produced throughout the country (of three main varieties). Hand-harvested black and white sesame, are produced by small-scale farmers, with a strong social component. Also mechanically harvested sesame are produced in large fields with the use of advanced technology.

During the last years, Paraguay has been experiencing a sustained increase in sesame production, and the country is recognized in the most demanding markets worldwide, for the quality and safety of the seed, also stands out for its specific properties such as color, oil content, and its excellent flavor; both for direct consumption (in natura) and for the use in food industry.

Sesame crops area in Paraguay in the last years - All varieties
Surface in hectares.



*Goal in current harvest.

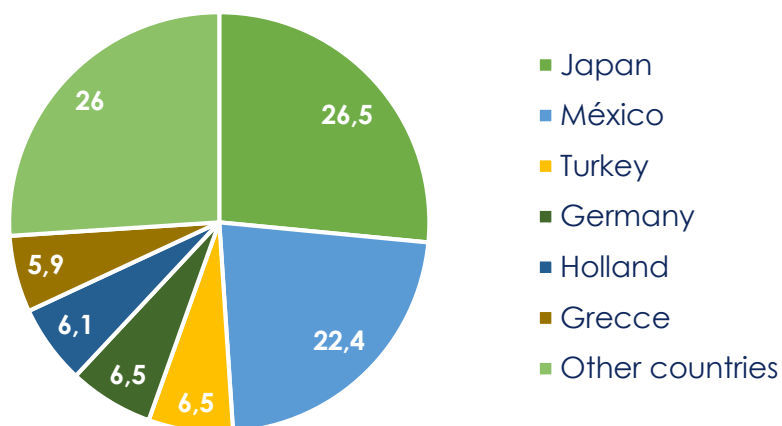
Source: CAPEXE, 2022.

In Paraguay, the main exporting companies are member of the Paraguayan Chamber of Sesame Exporters - CAPEXSE. Every year, these companies are working in the promotion of the sesame crop in the country; providing technical support to the farmers, and managing cooperation agreements with the most important government institutions in the agricultural sector.

Paraguayan sesame main markets - 2021

Country	Volume TM	%
Japan	9.455,0	26,5
México	8.000,0	22,4
Turkey	2.330,0	6,5
Germany	2.335,0	6,5
Holland	2.162,0	6,1
Grecce	2.106,0	5,9
Other countries	9.271,0	26,0
TOTAL 2021		35.659 TM

Paraguayan Ssame - Main Markets (%) - 2021



Paraguayan sesame - Main Markets - July 2022

Country	C Volume TM	%
México	5.112,0	39,1
Japan	4.627,0	35,4
E.E.U.U.	668,0	5,1
Argentina	528,0	4,0
Taiwán	450,0	3,4
Myanmar	450,0	3,4
Other Countries	1.237,0	9,5
TOTAL 2021		13.072 TM

Chia seeds in Paraguay

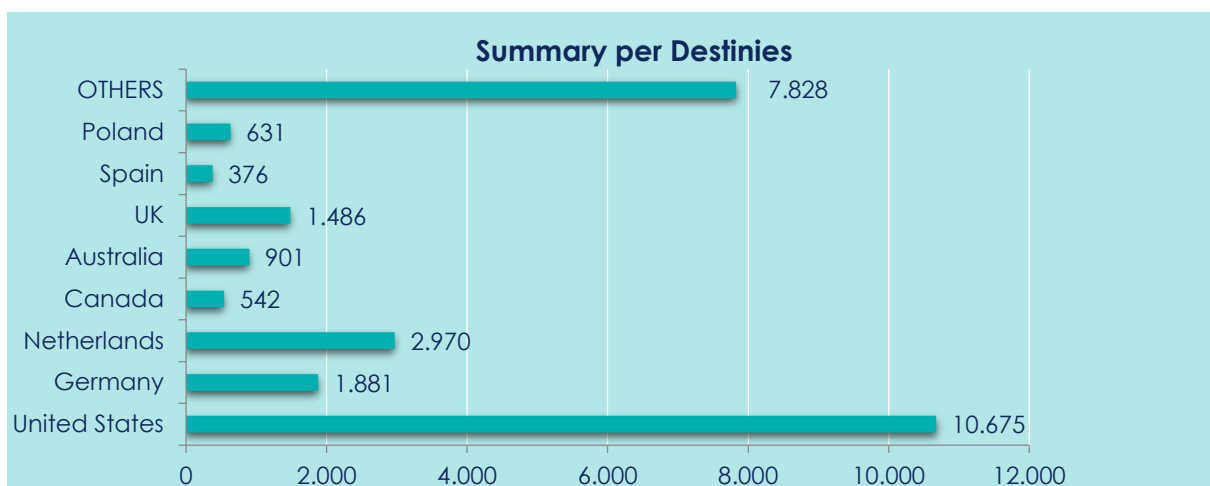
Chia seeds has been producing in Paraguay since years in small areas, and the production gradually increased until Paraguay became the world's largest producer of chia seeds, with an annual production of 20,000 - 30,000 tons per year.

The chia seeds produced in Paraguay, satisfy the most demanding markets in the world and is exported to more than 30 countries, standing

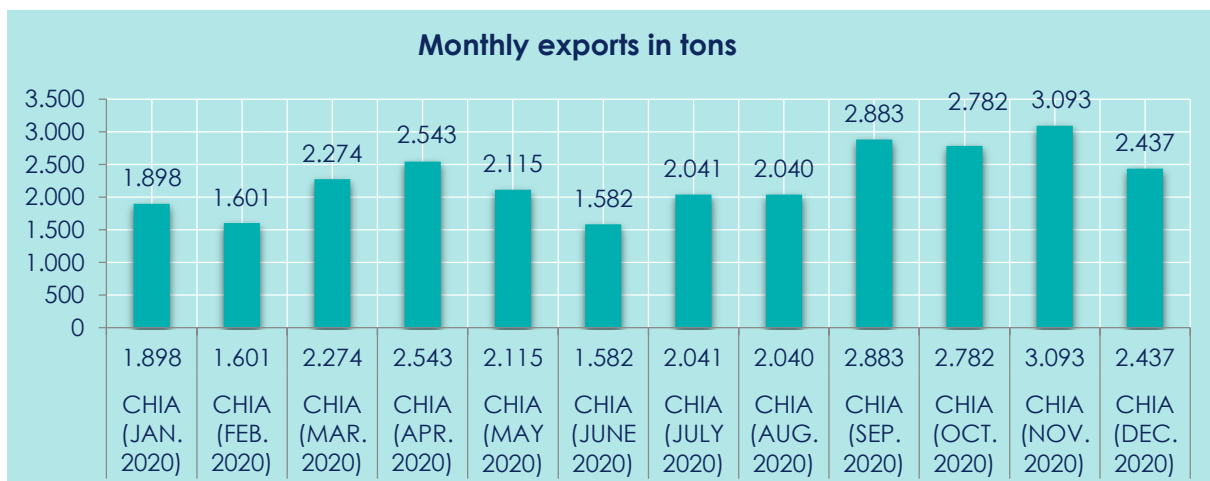
out for the quality of the grains and the special manage of food safety in all the stages of production (fields production) and the processing in the companies facility.

Additionally, in Paraguay we have a large production of the black chia comparing to the white chia. These can be conventional seeds and organic certified for many countries (Japan, USA, UE, etc).

Paraguayan sesame main markets - 2021



Paraguayan chia exports 2021



Paraguayan companies in Korea LAC 2022

Dulsan Organica S.A. is a Paraguayan company that has been operating since 2007, with more than 15 years of experience, we are dedicated to the trade, processing and export of agricultural products in general, the main items being black and white hand-harvested sesame seeds, white mechanized harvest sesame seeds, chia seeds and peanuts, as well as medicinal herbs.

The company has a technical staff with 10 field professionals, 7 business units installed in the main production areas along the country, and a supplier network made up of more than 8.000 farmer families distributed in more than 30 cities throughout the country.

Annually Dulsan Organic sales between 3.000 to 4.000 tons of sesame seeds in all its varieties and 1.500 to 2.000 tons of chia seeds.

Dulsan Organica main clients are in Japan, Mexico, Russia, and the European Union. We stand out for our personalized service and for the quality and safety of our products.

For more information visit www.dulsan.com.py

Comercial Kemagro S.A. is a company incorporated in April 2015, but with sesame experience since 2000. The company was formed as result of the strategic alliance between AGRO NEBAI's shareholders, the Economist Ms. Renate Randecker and the field and quality assistance provided by the Agronomic Eng. Mr. Jose Luis Vera. The team has over 20 years of experience in international trade, with strong relationships in the Far and Near East, Europe and the Americas.

Comercial Kemagro has a long commercial activity experience and was by far, the largest "middleman" of Sesame, Chia and other small grains produced by small and middle farmers. The company consolidate its experience in the international trade knowledge and relationships of the commercial team, plus the field experience in agriculture based on over 30 years of trade with the small and middle farmers, providing them with finance, soil preparation, seed and agrochemicals, services that allow the company to purchase large volumes of products on time and at competitive prices.

Annually exporting 5.000 tons of Natural Sesame Grain and as a second line some 100 mt of Black Chia Grains. Our main customer for sesame is in Japan the company Toyota Tsusho Foods Corp, but we are also exporting to the main trading companies there.

Products:

- **Black and White, Sweet Sesame Grains (K2 variety)** are offered, mostly Conventional but also Organic. Food Premium Grades with cleanliness 99,95% min. Color Sorted.
- **Black Chia Grains, Conventional**, Food Premium 99,9% Min. Color Sorted, are included.

For more information visit www.kemagro.com.py



Unitex rapidly evolved into a prestigious and trusted company in the Paraguayan seed market. Closely working with producers and industry professionals, Unitex seeks to reach the balance between the work on the fields, processing of raw materials, the distribution products and services to final customers, both in Paraguay as well as to international Markets worldwide. 21 years of business experience.

Products: Sesame seeds and Chia

Sesame seeds are extremely rich in oil, possess a high amount of proteins, antioxidants, methionine, calcium, iron, zinc and its properties help reduce the level of blood cholesterol. They are used in gastronomy, especially in oriental food, and to produce a wide variety of products such as halva sweets or tahini, to breads for hamburgers. Sesame from UNITEX S.A. It is processed and managed in-factory, thus guaranteeing the highest standard of quality and purity. A truly first quality product!

Chia seeds have a high nutritional content. It does not need to be grinded for consumption and can be added to shakes, sprinkled on salads, soups, cereals, oats, or yogurt, and mixed in literally any recipe. Chia from UNITEX S.A. It is processed in-factory, thus guaranteeing the highest standard of quality and purity

For more information visit www.unitex.com.py

Aleman Paraguayo Canadiense S.A. – ALPACASA. Since 1998 Alpacasa is offering domestic and internationally, a wide range of products and solutions in a variety of sectors.

Alpacasa process and export conventional and organic Chia and Sesame grains under BRC, KOSHER, NOP, JAS & EU certification standards for the most demanding markets in Europe, USA, Asia. Close collaboration with medium and large-scale farmers improves the traceability of our products

Also, the company manufactures and exports essential oils to the global cosmetics industry.

For more information visit www.alpacasa.com

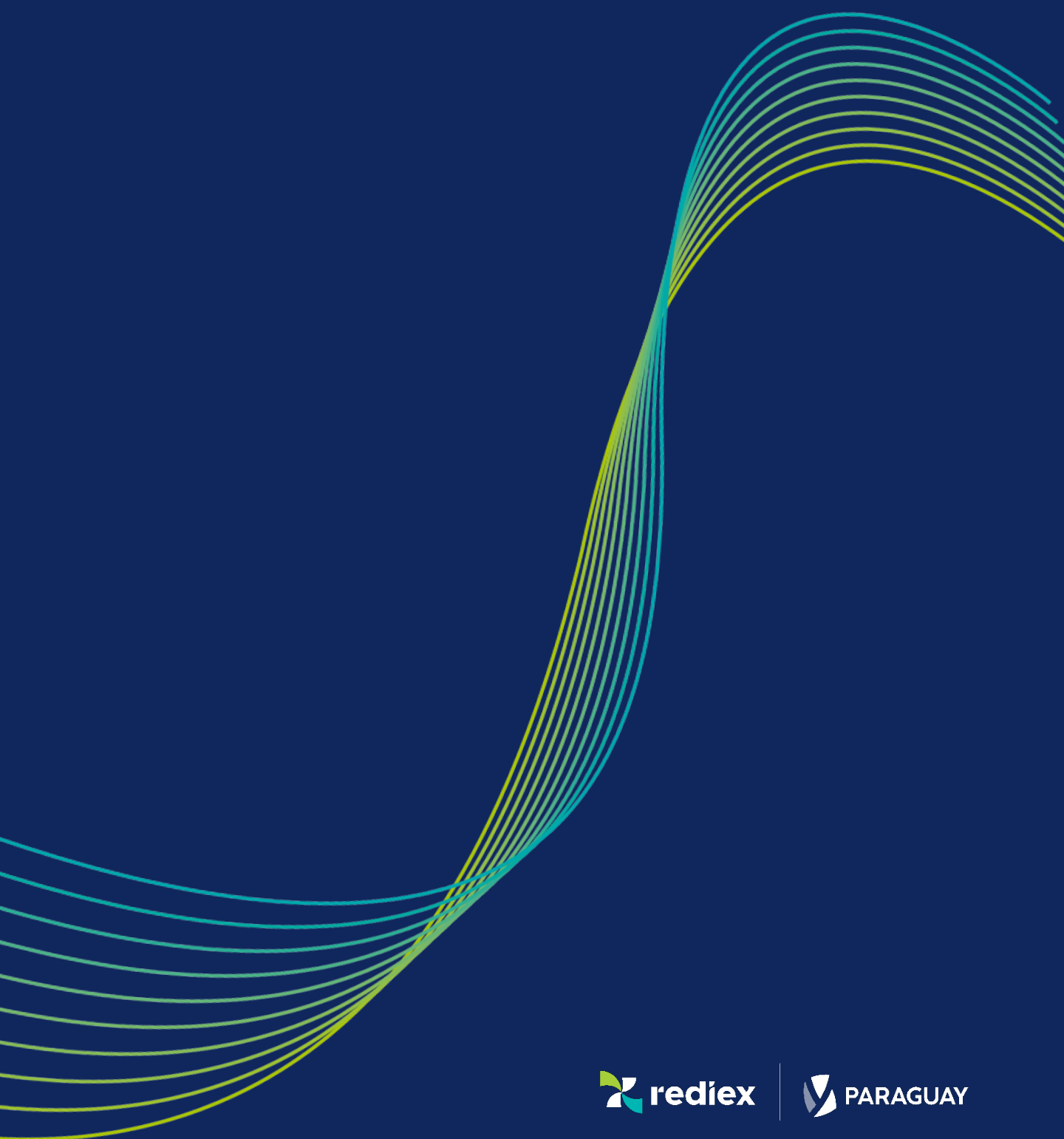


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