



# PARAGUAY: COMPETITIVE SECTORS

## GSP+ REGIME



TETĀMBAE' APOPY  
HA NĒMU  
MOTENONDEHA  
MINISTERIO DE  
INDUSTRIA  
Y COMERCIO





# WHAT IS GSP+?



TETÄMBAE' APOPY  
HA NEMU  
MOTENONDEHA  
MINISTERIO DE  
INDUSTRIA  
Y COMERCIO

  
**GOBIERNO NACIONAL**  
Construyendo Juntos Un Nuevo Rumbo

**REDIEX**  
RED DE INVERSIONES Y EXPORTACIONES





# GSP+ : Generalized Scheme of Preference

## COMPETITIVE ADVANTAGES FOR EXPORTS



*Paraguay is the only country member of Mercosur with preferential access to the EU since January 2014.*

- 9,749 products are free of tariffs.
- Potential for production integration and export for products made in Paraguay.
- Direct access to a market of 500 million inhabitants (Besides platforms for various markets).



# FEASIBILITY OF EXPORT PRODUCTS

## PY-EU



TETĀMBA'E' APOPY  
HA NĒMU  
MOTENONDEHA  
MINISTERIO DE  
INDUSTRIA  
Y COMERCIO





# METODOLOGY

**14,000 items  
imported by the EU  
( jul/2013 – jun/2014)**



## SELECTION CRITERIA

GSP+ benefits must exceed 5% tariff

Growth in imports exceeding 5% vs. previous period

Current imports exceeding  
USD 50,000,000

**1,140 PRODUCTS MEET THESE CRITERIA**

# MAIN SECTORS



SECTORS	MFN TARIFFS	GSP+ TARIFFS
CLOTHING MANUFACTURE	12,0%	0,0%
FOOD	12,2%	0,0%
PLASTIC ARTICLES	6,5%	0,0%
PESTICIDE AND OTHERS	6,5%	0,0%
LEATHER	5,5%	0,0%
BALANCED AND OTHER FEED FOR ANIMALS	9,6%	0,0%
FOOTWEAR	17,0%	0,0%
WOOD	7,0%	0,0%



# MAIN SECTORS



SECTORS	MFN TARIFFS	GSP+ TARIFFS
CLOTHING MANUFACTURE	12,0%	0,0%
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PLASTIC ARTICLES	6,5%	0,0%
PESTICIDE AND OTHERS	6,5%	0,0%
LEATHER	5,5%	0,0%
BALANCED AND OTHER FEED FOR ANIMALS	9,6%	0,0%
FOOTWEAR	17,0%	0,0%
WOOD	7,0%	0,0%



# CLOTHING MANUFACTURE



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
6203	Suits and trousers, not knitted, for men	12,0%	Germany	France	UK
6109	T-Shirts, knitted	12,0%	Germany	France	UK
6110	Sweaters, pullovers and vests, knitted	12,0%	Germany	France	UK
6204	Dress., trousers, skirts, not knitted, for women	12,0%	Germany	UK	France
6202	Coats and jacktes, not knitted, for women	12,0%	Germany	France	Italy





# TOP BUYERS BY COUNTRY



BACK

CLOTHING

MANUFACTURE:

6203

Suits and trousers, not knitted, for men

12,0%

GERMANY

FRANCE

UNITED KINGDOM

Diesel Deutschland Gmbh

TNT (Groupe LBY)

J S Marketing

Mustang GMBH

Levi Strauss Continental

East Edge Sourcing

NEW YORKER Textil-  
Großhandels-, Import- Und  
Verwaltungsges. Mbh & Co. Kg

Vestiti

Full Support Healthcare

Requirements of origin 

# MANUFACTURING OR PROCESSING APPLIED TO NON-ORIGINATING MATERIALS THAT GIVES THEM THE CHARACTER OF ORIGINATING



BACK

## CLOTHING

### MANUFACTURE:

6203

Suits and trousers, not knitted, for men

12,0%

### CRITERIA 1

Fabric with manufacturing (including cutting)

### CRITERIA 2

Clothing preceded by printing accompanied by at least two preparatory operations or finishing operations (such as scouring, bleaching, mercerizing, heat setting, raising, calendering, shrink resistance processing, permanent finishing, decatizing, impregnating, mending and burling) where the value of the unprinted fabric used does not exceed **47,5%** of the ex-works price of the product.



# FOOD



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
2009	Fruits and vegetable juices	12,2%	Holand	Germany	Belgium
2103	Processed sauces; spices	7,7%	UK	France	Germany
1804	Butter, fat and cocoa oil	7,7%	Germany	Holand	Belgium
409	Natural honey	12,0%	Germany	France	UK
2101.20	Tea or mate extracts	6,0%	Holand	France	Germany



# TOP BUYERS BY COUNTRY



BACK

FOOD:

2009

Fruits and vegetable juices

12,2%

HOLAND

B. & S. Global Food Purchase BV

Deli XL

Döhler Holland BV

GERMANY

REWE-Zentral-AG

August Töpfer & Co. GmbH & Co. KG

Emil Roloff KG

BELGIUM

Deli XL SA

Eismann NV

Foodinvest NV

Requirements of origin





# MANUFACTURING OR PROCESSING APPLIED TO NON-ORIGINATING MATERIALS THAT GIVES THEM THE CHARACTER OF ORIGINATING



BACK

**FOOD:**

2009

Fruits and vegetable juices

12,2%

## CRITERIA 1

Manufacture from materials of any heading, except that of the product, in which the weight of sugar used does not exceed **40%** of the weight of the finished product.

# PLASTIC ARTICLES



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
3926	Other articles made of plastic	6,5%	Germany	France	UK
3902	Polym. primary forms of propylene	6,5%	Germany	Italy	France
3901	Polymers of ethylene, in primary forms	6,5%	Germany	Belgium	Italy
3906	Acrylic polymers in primary forms	6,5%	Germany	France	Italy
3908	Polyamides in primary forms	6,5%	Germany	Belgium	Italy





# TOP BUYERS BY COUNTRY



BACK

## PLASTIC ARTICLES:

3926

Other articles made of plastic

12,0%

### GERMANY

Gries-Deco-Company GmbH

Kreyenhop & Kluge GmbH & Co. KG

KAHEKU Schönes Wohnen GmbH

### FRANCE

Plastiques Pöppelmann France

Gp Décors

Böwe Systec France

### UNITED KINGDOM

L B Plastics Ltd

Smiffy's

Data Plastics

Requirements of origin



# MANUFACTURING OR PROCESSING APPLIED TO NON-ORIGINATING MATERIALS THAT GIVES THEM THE CHARACTER OF ORIGINATING



BACK

**PLATIC ARTICLES:**

3926

Other articles made of plastic

12,0%

## CRITERIA 1

Manufacture from materials of any heading, except that of the product.

## CRITERIA 2

Manufacture in which the value of all the materials used does not exceed **50%** of the ex-works price of the product.

# PESTICIDES AND OTHERS



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
3808.91	Pesticide	6,0%	France	Spain	Italy
3808.92	Fungicide	6,0%	France	Germany	UK
3808.93	Herbicide	6,0%	France	Germany	UK
3808.99	Plants protectors	6,0%	France	Spain	Italy
3808.94	Desinfectants	6,0%	Germany	Belgium	France





# TOP BUYERS BY COUNTRY



BACK

## PESTICIDES AND OTHERS:

3808.91

Pesticides

6,0%

FRANCE

Univar

Hydrachim

SC Johnson Sas

SPAIN

Brenntag Química, S.A.

Zelnova, S.A.

Comercial Química Massó, S.A.

ITALY

BAYER, SpA

COSWELL, SpA

ZAPI INDUSTRIE CHIMICHE, SpA

Requirements of origin



# MANUFACTURING OR PROCESSING APPLIED TO NON-ORIGINATING MATERIALS THAT GIVES THEM THE CHARACTER OF ORIGINATING



BACK

## PESTICIDES AND OTHERS:

3808.91

Pesticides

6,0%

### CRITERIA 1

### CRITERIA 2

Manufacture from materials of any heading, except that of the product. However, materials of the same heading as the product provided that their total value does not exceed **20%** of the ex-works price of the product used.

Manufacture in which the value of all the materials used does not exceed **50%** of the ex-works price of the product.

# LEATHER



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
4202.12	Leather purses	9,7%	Germany	France	UK
4104.41	Leather tanning "crust"	6,5%	Austria	Hungary	Italy
4107.12	Prep. Leather after tanning	5,5%	Italy	Germany	Croatia
4203.29	Protective leather gloves	9,0%	Germany	France	UK
4203.30	Leather belts	5,0%	Germany	France	UK





# TOP BUYERS BY COUNTRY



BACK

LEATHER: 4202.12 Leather purses 9,7%

GERMANY

FRANCE

United Kingdom

Royalbeach Spielwaren und Sportartikel Vertriebs GmbH

Seton

E M C Advertising Gifts Ltd

JÜSCHA GmbH

Samsonite S.A.

Absatzplus Agentur für Werbeartikel e. K.

Mouchet Burry

Requirements of origen 

# MANUFACTURING OR PROCESSING APPLIED TO NON-ORIGINATING MATERIALS THAT GIVES THEM THE CHARACTER OF ORIGINATING



BACK

**LEATHER:**

4202.12

Leather Purses

9,7%

## CRITERIA 1

Re-tanning leather and pretanned skins or tanned subheadings 4104 11, 4104 19, 4105 10, 4106 21, 4106 31 or 4106 91.

## CRITERIA 2

Manufacture from materials of any heading, except that of the product.

# BALANCED AND OTHER FEED FOR ANIMALS



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
2309.90	Balanced for other animals	9,6%	Holand	Garmany	France
2309.10	Balanced for dogs and cats	9,6%	UK	Italy	Germany
2308.00	Remnants of corn for animals	1,6%	UK	Holand	Ireland
2302.50	Remnants of legumes	5,1%	Latvia	Belgium	Poland
1214.90	Fodder roots	5,8%	Ireland	Belgium	Italy





# TOP BUYERS BY COUNTRY



BACK

BALANCED AND OTHER FEED  
FOR ANIMALS

2309.90

Balanced for other animals

9,6%

HOLAND

Coöperatie Fromfarmers UA

O. Bouman BV

Agrifirm Feed BV

GERMANY

Alfred C. Toepfer International GmbH

Degro Vertriebs GmbH & Co. KG  
Niederlassung Willich

HAGEN Deutschland GmbH & Co. KG

FRANCE

Provimi France

Etablissements Michel

Vital Concept

Requirements of origin



# MANUFACTURING OR PROCESSING APPLIED TO NON-ORIGINATING MATERIALS THAT GIVES THEM THE CHARACTER OF ORIGINATING



BACK

**BALANCED AND OTHER FEED  
FOR ANIMALS**

2309.90

Balanced for other animals

9,6%

## CRITERIA

Manufacture from materials of any heading, except that of the product, in which: all the materials of Chapters 2 and 3 used are wholly obtained, and weight of the materials of Chapters 10 and 11 and headings 2302 and 2303 used does not exceed **20%** of the weight of the finished product and the individual weight of sugar and the materials of Chapter 4 used does not exceed **40%** of the weight of the finished product, and the total combined weight of sugar and the materials of chapter 4 used does not exceed **60%** by weight of the finished product.

# FOOTWEAR



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
6403	Footwear with uppers of leather	8,0%	Germany	France	Italy
6404	Footwear with uppers of textile materials	17,0%	Germany	France	UK
6402	Other footwear of rubber or plastics	16,9%	Germany	France	UK
6405	Other footwear	17,0%	Germany	UK	France
6401	Waterproof footwear of rubber or plastics	17,0%	UK	Germany	France





# TOP BUYERS BY COUNTRY



BACK

FOOTWEAR:

6403

Footwear with uppers of leather

8,0%

## GERMANY

Deichmann SE Marketingabteilung

Strenesse AG

Clarks Shoes Vertriebs GmbH

## FRANCE

Bally France SAS

Hirica

Heyraud Chaussures

## ITALY

3A ANTONINI, SpA

COMPAR, SpA

FRAU, SpA

Requirements of origin 

# MANUFACTURING OR PROCESSING APPLIED TO NON-ORIGINATING MATERIALS THAT GIVES THEM THE CHARACTER OF ORIGINATING



BACK

**FOOTWEAR:**

6403

Footwear with uppers of leather

8,0%

## CRITERIA

Manufacture from materials of any heading, except from assemblies of upper fixed to inner soles or to other sole components of heading 6408.

# WOOD



BACK

NOMENC.	ITEM	SAVING	TOP IMPORT COUNTRIES		
4412	Plated wood or plywood	7,0%	Germany	UK	France
4410	Wood boards	7,0%	Germany	Poland	France
4411	Fibreboard of wood	7,0%	France	Germany	UK
4408	Sheets for wood plated	7,0%	Italy	Germany	France
4418	Pieces of wood for construction	3,0%	Germany	UK	Denmark





# TOP BUYERS BY COUNTRY



BACK

WOOD:

4412

Plated wood or plywood

7,0%

## GERMANY

Hansa Holz Wilhelm Krüger GmbH

Robert Neudeck GmbH & Co. KG

Enno Roggemann GmbH & Co. KG  
Niederlassung Wandlitz OT Basdorf

## UNITED KINGDOM

Thorogood Timber plc

Nicks Co Timber Ltd

Adapt Formwork Ltd

## FRANCE

PBM Import

Exploitations Forestières Barillet

Union des Artisans du Bois

Requirement of origin



# ELABORACIÓN O TRANSFORMACIÓN APLICADA A LAS MATERIAS NO ORIGINARIAS QUE LES CONFIERE EL CARÁCTER DE ORIGINARIAS



BACK

**MADERA:**

4412

Plated wood or plywood

7,0%

## CRITERIA

Transformation into rods and moldings.

# MAIN SECTORS



END

SECTORS	MFN TARIFFS	GSP+ TARIFFS	IMP. 2013 EU. USD MIL MILL .
CLOTHING MANUFACTURE	12,0%	0,0%	183
FOOD	12,2%	0,0%	503
PLASTIC ARTICLES	6,5%	0,0%	214
PESTICIDE AND OTHERS	6,5%	0,0%	13
LEATHER	5,5%	0,0%	23
BALANCED AND OTHER FEED FOR ANIMALS	9,6%	0,0%	34
FOODWEAR	17,0%	0,0%	50
WOOD	7,0%	0,0%	47
<b>TOTAL EUROPEAN UNION IMPORTS DURING 2013 (IN USD MILLIONS)</b>			<b>1.068</b>





# PARAGUAY:

COMPETITIVE SECTORS

**GSP+ REGIME**

Av. Mcal. López 3333

Tel: (+595 21) 616 3028

e-Mail: [info@rediex.gov.py](mailto:info@rediex.gov.py)

## GRACIAS



TETĀ MBAE' APOPY  
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