

FROM EUROPE TO PARAGUAY FROM PARAGUAY TO LATIN AMERICA

Mabetex Project Engineering was established in 1991 in the city of Lugano, Switzerland. Over the years, Mabetex has provided a fundamental input and contribution in the design of urban centers in large cities and economic development of more than twenty Eurasian countries.

Between These nations include the Republic of Kosovo, the Swiss Confederation, the Russian Federation, the Republic of Kazakhstan, the Republic of Georgia, the Italian Republic and the United Kingdom.

As the renowned US economist, Prof. Dr. Steve H. Hanke (of Johns Hopkins University) has said, "continuous, unceasing work with great dedication will always pay off," the MABETEX Group has been successful in all the projects implemented and was rewarded with prestigious prizes awarded by specialized institutions, which were involved in monitoring the execution of our projects in Europe and Asia. It is the intention of the business group to settle in our country shortly. The group's director, Beh- gjet Isa Pacolli, in this regard, affirms that "the renovation of the Kremlin, in the heart of Russia, by the Mabetex Group, has given exalted splendor to the years of the Russian Empire, and exalting a jewel of world architecture. This project - and many others in Europe - give us the professional experience, leadership and determination to venture into this new initiative in South America, beginning our participation in the economy of the Republic of Paraguay".

In this interview, he tells us about Mabetex and his investment expectations in the country.

COULD YOU TELL US ABOUT MABETEX AND THE ITEMS THAT MAKE UP THE GROUP?

The first infrastructure works are the introduction of a dynamic expansion of Mabetex in several countries, starting with the Republic of Sakha (Yakutia), Russian Federation, expanding in Kazakhstan, Uzbekistan, as well as in several countries of the South - East Asia, Southeast Europe, the Peninsula Balkan.

In this way, Mabetex became a multinational company and was chosen for the design and construction of the government infrastructure of the new capital city of Kazakhstan, Astana. In Astana, the Mabetex Group is recognized with five decorations - awarded by the Government of Kazakhstan - for having built the most prestigious palaces, buildings in that city, including the Akorda Presidential Palace, the National Parliament, various ministries and also great cultural works, such as the Classical Theater of Opera and Ballet, the Multi-Recreation Center functional areas, the Shuchinsk Olympic Games Center, the Stadium, the Hockey Arena and other iconic works.

Furthermore, in Astana the "Saranda" housing center is built where beauty meets quality. Mabetex is also a leading company in the planning and construction of medical centers, as evidenced by the construction of numerous hospitals with different specializations, located in various parts of the world; always taking into account the principles of Corporate Social Responsibility. In the Republic of Kosovo we have built the central building of the Executive Branch, the Palace of the National Assembly and the Swiss Diamond Hotel - Prishtina. In the City of Moscow we have recently inaugurated the Golden Ring Hotel, located in the historic center of the capital city of Russia. In Switzerland and Great Britain we have some projects that will be completed very soon.

Today, the Mabetex Group is fortified with the invaluable experience acquired in public works projects and with this immense value it is prepared to enter Paraguay and South America; We are convinced that our experience can contribute much to the economic and industrial development of various regions of Paraguay.

The Mabetex Group is a world leader in dynamism and efficiency, guaranteeing the professionalism of its staff and full respect for contracts, always paying the utmost attention to customer needs.

COULD YOU TELL US MORE ABOUT THE INTENTIONS OF SETTING UP THE GROUP IN PARAGUAY?

Our Mabetex team is very excited to open the regional office in Asunción very soon, where we have plans to venture into various areas of the Paraguayan economy. We are currently very interested in participating in the tourism and hotel sector which is constantly growing and becoming more and more competitive. We are planning to build a food factory - applying the latest technological generation - where the added value will be added to most of the raw materials within the food industry. With this factory we aspire to promote Paraguayan products of vegetable and animal origin in the most demanding markets of the European Union, Azerbaijan, Georgia, Central Asia and in the ASEAN countries. We will also be working closely, establishing alliances, with other Paraguayan companies such as the Mazzei venture, and the agro-livestock company Industrial Trociuk de Itapúa and with Banco REGIONAL S.A.E.C.A.

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With these companies and others we want to establish strategic alliances to better represent and speed up the globalization of Paraguayan organic brands and products in Europe and in the markets of the Association of Southeast Asian Nations (ASEAN) . As part of the promotion of Paraguayan products, we plan to obtain relevant certifications from several North American organizations that certify organic food products including: Ontario Organic Products Council, The Organic Trade Association from Canada; the Organic Trade Association (OTA).

In addition, under the framework of our organizational strategy we have a focus on Corporate Social Responsibility.

In Paraguay we want to implement several large-scale projects that would directly benefit indigenous communities and vulnerable families throughout the country.

The public works sector is another component where we are convinced to contribute something very valuable to the Guaraní nation. We are currently putting the finishing touches on an ambitious project for infrastructure, expansion and multi-dimensional development of the Encarnación Airport (Itapúa), where We aspire to transform this city of the country into the main gateway for connection and development of international trade in Paraguay; using the mechanism of air transport (air cargo) for the export of agricultural products - organic of the first level. In Encarnación we are also carrying out a feasibility study to develop the Business Tourism industry and the Business Travel sector. Itapúa has great potential for economic growth, it currently represents 36 percent of Paraguay's gross domestic product, and we are enthusiastic about contributing to this growth - with strategic projects - and of course we want to be part of the continuous growth of Itapúa and increase the international presence of products from this Paraguayan region.

In addition, we have received an invitation from the distinguished national deputy Sánchez de Da Silva to contribute to the urban development of the cities of Caaguazú and Coronel Oviedo.

Also, the construction of a four-star hotel in Colonel Oviedo - Caaguazú is in our immediate plans.

We are working very closely with our team consisting of: Ing. Agr. M. Sc. Rodolfo Grau Brizuela, Dr. Luis Viedma Vigo, Engineer Víctor Andrés Verón, Prof. Dr. Alberto Manuel Poletti Adorno and Peter Marko Tase (researcher of Foreign Policy and Paraguayan Studies).

WHAT ARE THE MAIN FACTORS THAT MOVE THE INTENTION TO INVEST?

The Mabetex Group is celebrating its 29 years of activities in the field of civil engineering and the development of large architectural projects; We are proud of our impeccable track record and in organizing EXPO 2017 in Astana, where the convention center was built by our team. Currently, Mabetex has subsidiaries in 18 countries; It is headquartered in Lugano, Switzerland, and maintains more than 14,000 employees.

For this reason, in the coming months, we will be opening our regional headquarters in Latin America in the city of Asunción, to contribute to the national economy of Paraguay and strengthen the country brand of this brave people, which maintains attractive macroeconomic policies for Foreign investment.

WHAT IS THE POTENTIAL YOU SEE IN THESE INVESTMENTS?

We are living in a volatile, complex, uncertain, ambiguous world and new times require new priorities, dynamism and pragmatic investment. Paraguay is managing the current economic crisis very well and

production growth is seen in the coming years. Three years ago I had a productive conversation with the First President of the Republic of Kazakhstan, the great leader Nursultan Nazarbayev; one of the topics discussed was the region of Latin America; In this pleasant conversation we were analyzing various countries in that region and Paraguay was the first country recommended - with impressive economic growth - by this great statesman and founder of modern Kazakhstan. From this moment on, I was convinced that Paraguay is a country with great potential, with a skilled workforce (60 percent of the population is under 36 years old), impressive fiscal, financial and macroeconomic policies. This conversation with President Nazarbayev gave me the necessary encouragement to make the decision and open our activities - very soon - in Paraguay and from Paraguay to the rest of Latin America.

WHY PARAGUAY?

Paraguay produces large quantities of grains, rice, corn and soybeans, this positions it as the factory in the region due to its own competitiveness. Plus, it has the potential of a fantastic water highway; It has two enormous rivers - waterways - such as the Paraguay and Paraná, which together are the second largest water force in the world.

At the same time, we affirm that, without infrastructure, the current economic model in the region will not be sustainable; We understand that the Paraguayan government is promoting infrastructure works that will force the Atlantic-Pacific traffic to pass through Paraguay, and we want to be part of this opportunity and take advantage of the advantages that Paraguay's geostrategic location offers.