## **Updated Snapshot: Paraguay (PAR)**



# 3D Health Indicators 2012-2016 100% 90% 80% 70% PAR16 Q=94% PAR15 PAR13 PAR12 PAR13 PAR12 10% 10%

**Growth in Participant Months** 

### **KPIs** Yr Growth Finances Quality 84% 94% 85% 15 73% 14 +1% 75% 87% 13 +5% 66%

63%

12

# NPPR Status Yr Phase 16 No phase 15 No phase 14 No phase 13 No phase 14 No phase 15 No phase 16 No phase 17 No phase 18 No phase

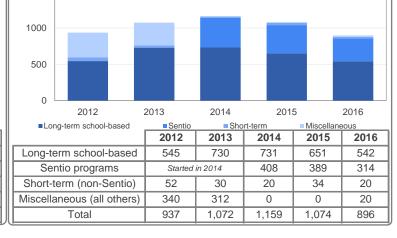
### **Sending (Pax Mos) 2012-2016**

-10%

### 1000 500 0 2012 2013 2014 2015 2016 Long-term school-based Sentio Short-term Miscellaneous 2012 2013 2015 2016 2014 Long-term school-based 830 795 732 730 670 Sentio programs Started in 2014 5 40 20 10 5 Short-term (non-Sentio) 13 11 7 Miscellaneous (all others) 10 0 0 0 Total 812 747 775 701 853

### Hosting (Pax Mos) 2012-2016

10%



Quality Assessment 2014-2016

	Hosting CSE			Sending CSE					Overall	Bonus/	Final	
Quality	host fam	school	other stu	other nat fam	stu	nat fams	other host fams	other schools	PSE	Eval Score	Penalty	Quality Score
2016 Network Total	78%	85%	94%	92%	94%	92%	78%	85%	92%	88%	-1%	87%
2016 (CSE16, PSE16-15)	97%	100%	92%	97%	91%		86%	79%	95%	92%	+2%	94%
2015 (CSE15, PSE15-14)		88%	91%	88%	100%	96%	80%	79%	95%	90%	-5%	85%
2014 (CSE14, PSE14-13)	82%		89%	96%	93%		86%	85%	95%	89%	-2%	87%

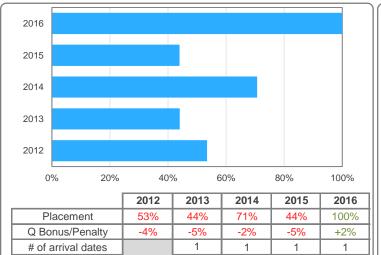
**Key Financial Numbers in Effective USD 2013-2015** 

Finances	Annual Turnover	% of total	Total Expenses	% of total	Net Results	% of unr. net assets	Current Assets	% of expenses	Unr. Net Assets	% of expenses
2015 Network Total	183,453,070	100%	178,003,152	100%	5,449,918	8%	116,051,027	65%	70,545,137	40%
2015	1,266,071	1%	1,100,638	1%	165,433	18%	1,205,446	110%	923,005	84%
2014	1,231,479	1%	1,200,678	1%	30,801	4%	1,047,754	87%	875,651	73%
2013	1,244,405	1%	1,151,642	1%	92,763	11%	1,100,189	96%	865,893	75%

<sup>\*\*\*</sup>Unrestricted Net Assets is meaningless because these are negative

# **Updated Snapshot: Paraguay (PAR)**

### **On-time Placement Performance**

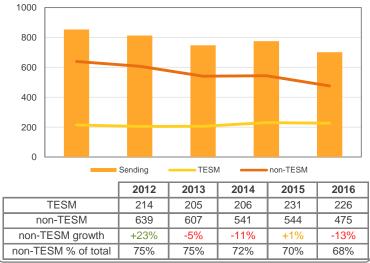


0

0

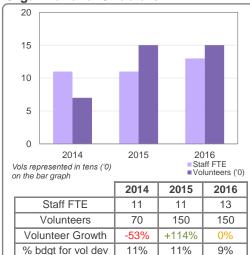
0

### **Country Diversification (Pax Mos Sending)**

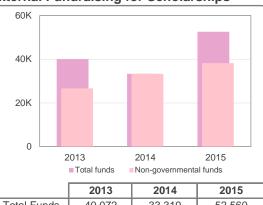


### **Organizational Structure**

# of delayed pax

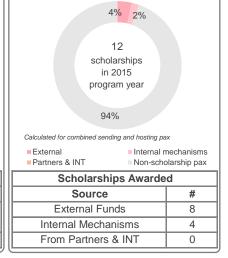


### **External Fundraising for Scholarships**



	2013	2014	2015
Total Funds 40,072		33,319	52,560
Non-gov 26,667		33,319	38,199
% of total 67%		100%	73%
Non-gov Fun	ds Growth	+25%	+15%

### Scholarships Awarded (2015)



### **Education and ICL**

Learning Program Participants (started and completed)								
Level	W	1 - 3	QT					
Staff & Vols	43	23	8					
% of Total	26.4%	14.1%	4.9%					

W = What Every AFSer Should Know About Intercultural Learning, 1 - 3 = LP levels 1, 2, and 3: QT = Qualified Trainers

**AFS Market Share and Competitor Landscape** 

Estimated Market Share (Latest Year Available)								
Outbound	Inbound non-fee paying	Inbound fee & non-fee						
N/A	N/A	N/A						

Non-fee paying = not paying tuition and hosted in volunteer host families Fee paying = paying tuition and often hosted in paid host families

Orientations								
	PD	Α	PA	MS	PR	EOS	PoR	Other
Pax	•	•	•	•		•	•	
Host Fams	•	•	•			•		
Nat Fams	•		•			•		
Sch/CPOs	•	•	•			•		
Attendance:	0% (blank)	1-25	% <b>(</b>	26-50%	)	51-75% 🗨	76-100	% ●
PD = pre-departure, A = arrival, PA = post-arrival, MS = mid-stay, PR = pre-return,								

	Competitors									
٦	Sending (sc programs)	Hosting (sc programs)								
	Rotary, YFU, EF	Rotary, YFU								
1	Sending (18+ programs)	Hosting (18+ programs)								
	AIESEC, IE, Global Education, Inter Express, Stael Ruffinelli	Peace Corps, JICA, KOIKA								

### **Educational System and Accreditation**

	Educational Designation & Credit Agreement
	Designated as an Educational Entity
	(Full) Credit Agreement
	(Partial) Credit Agreement
77.	- ( - (

### Ties to

EOS = end-of-stay, PoR = post-return, Oth = other

the world around AFS								
International Exposure and Collaboration with Others								
Joint project/new affiliation	1							
External forum or event	ı							

### **Market Environment Market Trends and Forecasts**

The majority of families that seek school exchange programs prefer English destinations. There is also a raising interest in continental Europe (Germany, Italy, Switzerland, and France). These destinations are in line with the underlying motivation for language learning as all of them offer attractive language options. While outbound participants still prefer longer programs, the semester duration is becoming more and more popular for school re-entry reasons.