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MINISTÉRIO DO
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FIRST BILATERAL EVALUATION OF THE GENDER AND TRADE CHAPTER IN A TRADE AGREEMENT CHILE-BRAZIL

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BACKGROUND

- The study is the result of the implementation of the Trade and Gender Chapter of the Free Trade Agreement between Brazil and Chile, which has been in force since 2022.
- It brings together the efforts of four government agencies from both countries: the Ministry of Development, Industry, Trade and Services of Brazil; ApexBrasil; Chile's Undersecretariat for International Economic Relations (SUBREI); and ProChile.
- The study was launched in 2025 at Expo Osaka, Japan, during the Women's Week organized by the Brazil Pavilion.



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METHODOLOGY FOR THE JOINT CHILE-BRAZIL STUDY



- Cross-editing, text coordination, institutional logo design, translation into both languages (Portuguese-Spanish), regular meetings and arrangements for a joint launch event (EXPO OSAKA-JAPAN).
- Joint development of the study from the outset, rather than through separate modules or independently.
- Statistical Characterization of the Participation of Women-Led Enterprises in Bilateral Exports (2021-2024):
 - Number of women-led companies and export values.
 - Exports by sector (services were excluded).
 - Regions of origin of exports.
 - Exports by company size.
 - Years of exporting and evolution over time.
 - Participation gap of WLEs in bilateral exports.
 - Success stories from women-led companies exporting to Brazil and Chile.

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CHILE - DATA COLLECTION AND ANALYSIS

- International consolidation of the methodology developed by SUBREI:
- Strategic partnerships with government agencies (National Customs Service; Internal Revenue Service; Civil Registry and Identification Service and Government Procurement Service-ChileCompra, among others).
- Inter-agency information-sharing agreements (personal data protection).
- Cross-referencing administrative records data and conducting key statistical calculations.
- Qualitative information: Interviews and surveys.
- Definition of women-led enterprises (WLEs):

1. A company tax identification number (RUT) is associated with at least one female legal representative, and when an individual taxpayer identification number (RUT) is reported as “Female”.
2. The database of analyzed firms included companies certified with the ChileCompra “Women-Owned Business Seal” (>50% of the company’s ownership belongs to women; the company has a female CEO; and >50% of the company’s legal representatives are women).
3. WLEs participating in various support and development programs implemented by the National Customs Service, CORFO, and SERCOTEC, as well as from women-led non-profit legal entities engaged in export activities.





BRAZIL - DATA COLLECTION AND ANALYSIS

- **Foreign trade data:** firm identifier, month, partner country, product, value and quantity
- **National Registry of Legal Entities:**
 - Open access version contains the names of the partners;
 - There is no information available on the shareholding or the gender of each partner;
 - Solution: The Census database provides the number of individuals in Brazil with each particular name, broken down by gender; The names in the list of partners were then associated with the gender of higher frequency;
 - Definition of women-led companies: companies with more than 50% of women in their partnership structure.

BRAZIL - MAIN FINDINGS

- The number of women-led companies exporting to Chile increased from 474 in 2021 to 526 in 2023, 507 in 2024;
- The total value exported by these companies rose from US\$ 187 million in 2021 to more than US\$ 397 million in 2024 (112%);
- The result is driven by medium and large companies; and by the Southeast region in Brazil;
- In 2021, Chile ranked as the fifth main destination for Brazilian exports by women-led companies. In 2024, Chile reached fourth place, behind only the United States, Argentina, and China.



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CHILE - MAIN FINDINGS

- The number of Chilean WLEs exporting to Brazil increased from 287 to 321 companies, growing at an average annual rate of 3.8%.
- WLE exports to Brazil reached nearly US\$ 1.42 billion, with an average annual growth of 4% during the period.
- Brazil remained the third largest destination market for WLE exports by export value.
- Export diversification also increased significantly: the number of exported tariff lines rose from 428 to 542.
- As a result, Brazil moved from the 8th to the 4th position among destination markets for WLE exports by number of products exported between 2022 and 2024.



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THANK YOU!

Scan to access the study in Spanish and Portuguese

