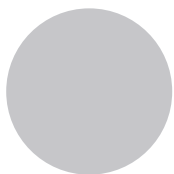
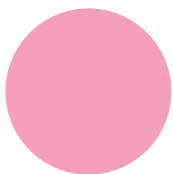
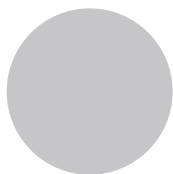
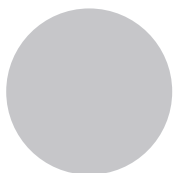
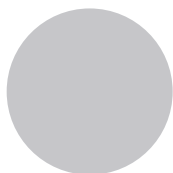




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INTERNATIONALIZATION
CREATIVITY

SHEEXPORTS FROM THE DOMINICAN REPUBLIC:
BOOSTING WOMEN'S ECONOMIC EMPOWERMENT THROUGH EXPORTS





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1. Introduction

During the last two decades, substantial research initiatives carried out by various international organizations have tried to unpack the existing gap between gender and economic prosperity; the starting hypothesis, in terms of scientific conjecture, is that if gender equality contributes to social wellbeing, then inequality represents a major generator of poverty.

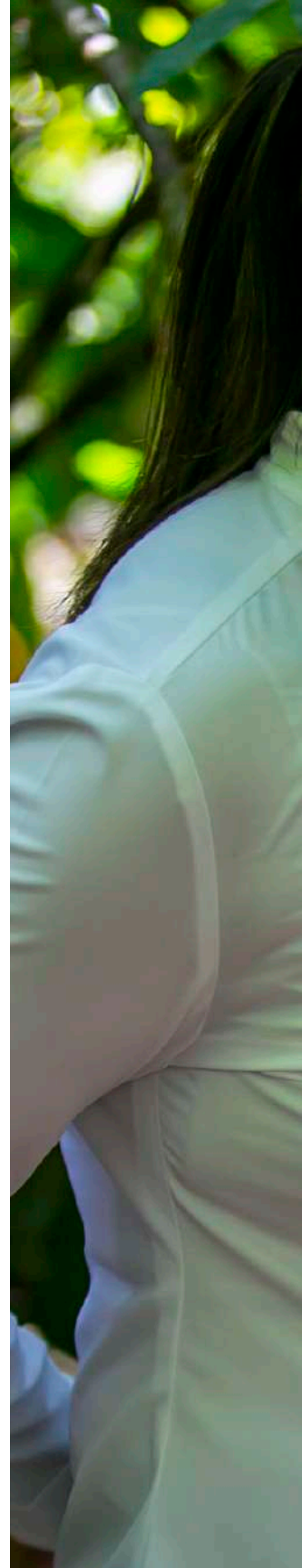
Focusing on that very issue, the 2022 World Economic Forum Global Gender Gap Report, dedicated to analyze the role of gender equality in post-pandemic economic recovery, highlights that:

“Wherever women have occupied positions of leadership, the response to the pandemic was generally quicker and more in keeping with social needs; however, in all spheres and sectors, women are not given as much decision-making power as men” .

All things considered and in line with the guidelines provided by the National Exports Promotion Plan (Plan Nacional de Fomento de las Exportaciones (PNFE)) , especially those provided in measure/action no. 1.1.1.3; ProDominicana is committed to develop and implement all the support actions in favor of the women exporters from the Dominican Republic. This will be done with a particular emphasis on the various obstacles that tend to prevent the participation of women in the many value chains associated with the production of goods and exportable services.

¹ World Economic Forum's Global Gender Gap Report;
<https://www.unwomen.org/sites/default/files/2021-12/Progress-on-the-sustainable-development-goals-the-gender-snapshot-2021-es.pdf>

² PNFE: <https://prodominicana.gob.do/Documentos/PD%20PNFERD%20W.pdf>





ProDominicana is proud to present the 3rd edition of the SheExports Study aimed to boost women's economic empowerment through exports; which we hope will offer female exporters better access to technical support, foreign markets promotion tools and the recognition of the tenacious effort and dedication from these entrepreneurs and exporters.

In this edition of SheExports, ProDominicana aims to do its part in:

- Helping to empower Dominican women to continue to take advantage of opportunities, putting them on a stronger path towards becoming more proactive and successful exporters, promoting the full and effective participation of women and equal leadership opportunities at all levels of employment and decision-making in the political, economic and public spheres.
- Raising awareness of the relationship between trade and gender equality and identifying a series of opportunities through which women can benefit from trade.
- Boosting the creation of public policies and initiatives based on promoting gender equality and female leadership within the productive apparatus.

We invite you to read and reflect on this special edition, which has been completed not only in the aim of conceptualizing the current situation, but also to continue actively contributing to the advancement, empowerment and development of women in international trade.

Biviana Riveiro

Angelina Biviana Riveiro Disla
Executive Director



2. The Impact of Women Entrepreneurs in Dominican Exports

2.1. The Importance of Closing the Gender Gap

It has been shown that the participation of women in international trade tends to improve their living conditions and favorably impacts the choices of different consumer groups, but the effect of greater impact and social transcendence is that it tends to increase the capacities and bargaining power of women in other sectors of economic life. However, in the report "Women and the Web" presented by INTEL with the support of the United Nations, the existing gender difference in developing countries is highlighted, in terms of access to technologies; about which they understand that it is a brake on the socioeconomic benefits that arise from access to the Internet. In the words of the INTEL representative

"The study demonstrates the huge overall gender difference present online and, most importantly, identifies specific ways in which the public, private and civil society sectors can work together to significantly improve Internet access for women and girls."

Taking the above into account, Internet access represents an objective to be pursued as part of our efforts to close the gender gap, especially as *women entrepreneurs use online tools for many more activities and purposes than their male counterparts*, according to the INTEL study; by closing this gender gap, we can boost women's participation in international trade. Taking this into account, and as expressed in an International Forum on Women and Trade (2017), it becomes clear that:

"Every woman able to benefit from trade is a woman capable of opening up new markets and new opportunities, a woman who can sell and share her ideas, support her community and sometimes even the people of her entire country."



Similarly, in the case of the United States, it has been proven that the average income of women-led exporting businesses is three (3) times higher than in women-led non-exporting businesses; Additionally, the report "THE ROLE OF TRADE IN PROMOTING GENDER EQUALITY" (2020), produced by the World Bank and the World Trade Organization, suggests the following likely outcomes generated by boosting the involvement of women in trade:



- Trade creates better jobs for women



- Trade will increase women's salaries and improve economic equality



- Women employed in high-export sectors will likely enjoy better advantages, empowerment and security



- In developing countries that double their manufactured exports, women increase their share of total manufacturing wages from 24% to 30%...

Based on this empirical evidence, the World Trade Organization (WTO) has repeatedly argued for the application of effective actions to provide equal economic opportunities for women in international trade, since they are not only justified from an economic point of view (global economic growth), but also due to their overall benefits for society. As a result, the challenges that must be faced and met with solutions are as follows: (i) how to include more women in the export sectors and (ii) what strategy should be used to provide new opportunities for women exporters.





As a matter of course, we cannot ignore the importance and the positive effects of closing the gender gap in other aspects of society, such as in education. To help illustrate this point, the table below displays the gender equality ranking provided by STATISTA. Based on this empirical evidence, the World Trade Organization (WTO) repeatedly maintains that effective measures are needed to provide equal economic opportunities to women in international trade, since they are not only justified from the economic point of view (expansion of the global economy), but its benefits extend to the entire social fabric. Derived from the above, the challenges that arise, and that we must respond to, are the following: (i) how to include more women in the export sector and, (ii) what strategy needs to be implemented to open new opportunities for women exporters.

Obviously, we cannot ignore the importance and favorable effect of gender reduction in other spheres of society, such as education; In this regard, the table below shows the ranking on gender equality estimated by STATISTA, based on the achievements of women and men in the dimensions of reproductive health, empowerment and the labor market.

As shown in the table below, Denmark was the country with the least gender inequality in the world in 2021; This country is accompanied by the other Nordic countries (Sweden, Norway and Finland) together with those of the Benelux (Belgium, the Netherlands and Luxembourg) and some Eastern European countries. In this group of countries a much more equitable distribution of wealth is observed; In addition, the case of Finland is relevant: it is not only relevant because of the reduction in the gender gap, but also because it is at the top of the happiest countries in the world and has a per capita income of \$42,000 in 2015.



*Table 1 - Gender Equality Ranking
Year 2021*

Country	Ranking
Denmark	0.01
Switzerland	0.02
Sweden	0.02
Norway	0.02
Finland	0.03
The Netherlands	0.03
Luxembourg	0.04
Iceland	0.04
Singapore	0.04
Belgium	0.05
Austria	0.05
United Arab Emirates	0.05
Italy	0.06

Fuente: Statista

2.2. Local Business Characterization

Companies led by women have represented an important participation in the export sector of the Dominican Republic, accumulating a total of 3,209 economic agents with export records from the beginning of 2012 to August 2022. Of this group, a total of 2,441 (76.1%) are natural persons and a total of 739 are legal persons (23.0%); In turn, as identified and pointed out in the first edition of this study on women exporters, the data reveals that businesswomen export sporadically and, furthermore, it is estimated that approximately 50% only exported during one year of the period analyzed.

In the particular case of 2021, there is a record of 554 companies led by women that sold their products to the external market, while for 2020 a total of 493 companies were identified, exhibiting a growth of 12.4% in the number of companies led by women.

From group of companies, 55% exported for an amount less than US\$10,000 (ten thousand dollars), and 1.1% exported for an amount that exceeded US\$10.0 million dollars (See Table 2).

Based on these results, it can be inferred that the group of companies led by women is characterized by small companies where 75.8% exported less than US\$50,000 (fifty thousand dollars) per year.






Table 2 - Number of Women-Led Business, by exported amount
Note: Including HS Code 7108 (Raw Gold) Value in Amount and %, Year 2021

Export value in USD	No. of Companies	%
≤10,000	306	55.1 %
10,000<X≤50 K	115	20.7 %
50 K<X≤100 K	28	5.1 %
100 K<X≤500 K	59	10.7 %
500 K<X≤1 M	16	2.9 %
1 M<X≤10 M	24	4.4 %
>10 M	6	1.1 %
Total	554	100 %

Source: Compiled by ProDominicana using data from DGA, DGII and ONE

2.3. Geographical Location

From the list of the 554 companies that exported during 2021, 25% of the companies led by women are located in Distrito Nacional and Santo Domingo. It should be noted that due to more than 75% of the companies are registered as individuals, a total of 361 companies do not have a defined location, which represent 54% of the total*. (See Table 3)



Table 3 - Location of women-led companies, by province
Note: Including HS Code 7108 (Raw Gold) Value in Amount and %, Year 2021

PROVINCE	QUANTITY	SHARE
Distrito Nacional	88	18%
Santo Domingo	34	7%
Santiago	26	5%
La Vega	11	3%
La Altagracia	7	1%
San Cristóbal	6	1%
Duarte	3	1%
Puerto Plata	3	1%
Valverde	3	0%
Españolat	2	0%
No Information	361	54%
Subtotal	544	91%
Other provinces	10	9%
Total	554	100%

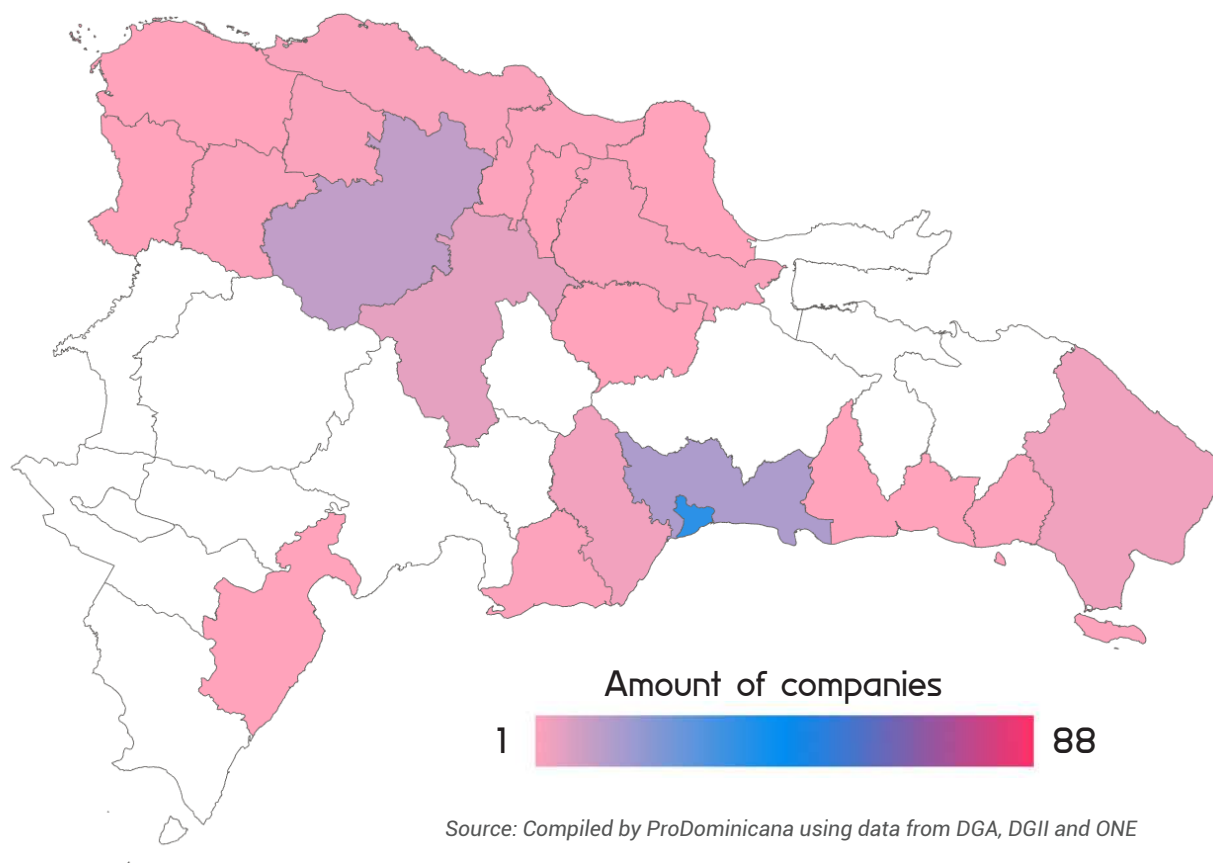
Note: The location of these women-led business is determined according to their registered business address. Meaning that some business may be operating in a different province from that indicated on their registered business address.

554 

Companies that exported during 2021, 25% of the companies led by women are in Distrito Nacional and Santo Domingo

Source: Compiled by ProDominicana using data from DGA, DGII and ONE

Illustration 1 - Location of women-led companies, by province Year 2021



Source: Compiled by ProDominicana using data from DGA, DGII and ONE

2.4. General Exports

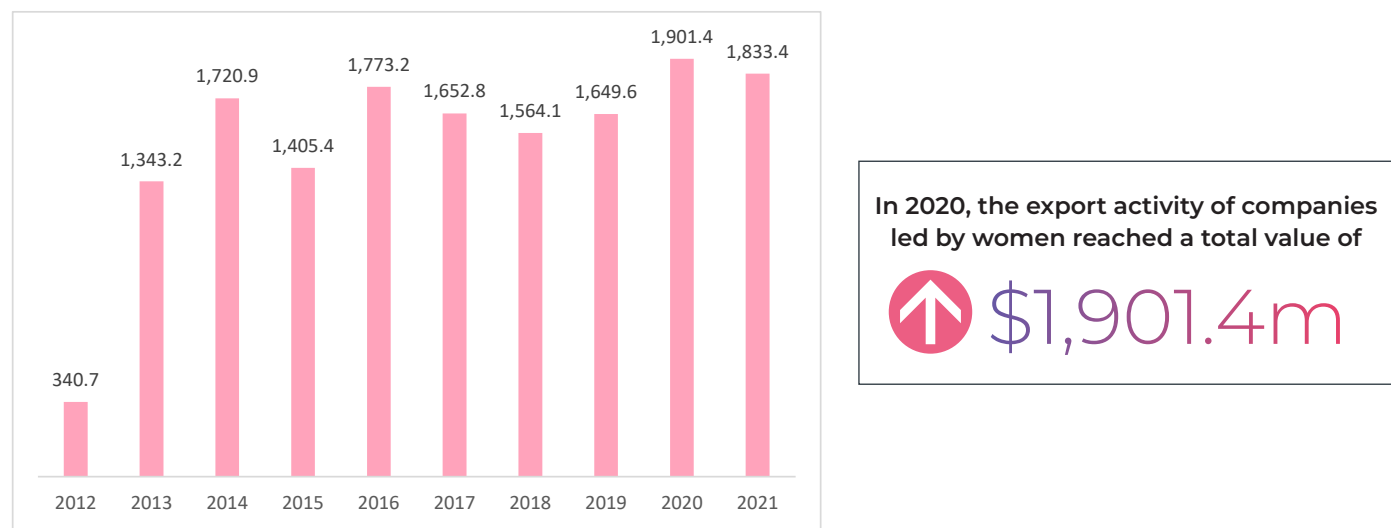
During 2021, the value of exports made by women-led businesses in the Dominican Republic reached a total of 1,833.4 million USD, making it the year with the second-highest export levels in the last decade, followed by the levels achieved in 2020. The outstanding results obtained in the last two years are due to the development of exports of different products, especially gold, which, together with other goods and services offered by these companies, has boosted national economic growth during this period.

During the year 2021, the value of exports from companies headed by women in the Dominican Republic reached the total sum of:

\$1,833.4m

In 2021, we see a drop of 3.6% in exports compared to 2020, when exports reached a sum of 1.9 billion (1,901,400,000) USD. Though there was a significant increase in exports in 2021 compared to the year 2019, which resulted in an export value of 1.6 billion (1,649,600,000) USD, representing an increase of 11.1%. The graph below illustrates the export rates during the period 2012 - 2021. (See Graph 1)

Graph 1 - Exports by women-led companies - Overview 2012 - 2021
Note: Including HS Code 7108 (Raw Gold)



Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

Graph 2 provides an overview of the values of Dominican exports from women-led companies, including the sums generated by gold exports during the first eight months of 2022. It can be observed that during the period of January - August 2022, the value of exported products reached 1.1 billion (1,109,000,000) USD, and for the same period of the year 2021, it reached a total amount of 1.2 billion (1,242,200,000); this demonstrates a decrease of 133.2 million USD with a negative variation of 10.7% . This contraction can be explained by the reduction in mining activity during the period of January - May and the drop in gold production, which according to the Central Bank of the Dominican Republic decreased by -17.6%(2022). This fluctuation had a notable impact, as it is the leading product in terms of export values among women-led companies in the country.

⁴ Due to the effects of the Russia-Ukraine conflict.

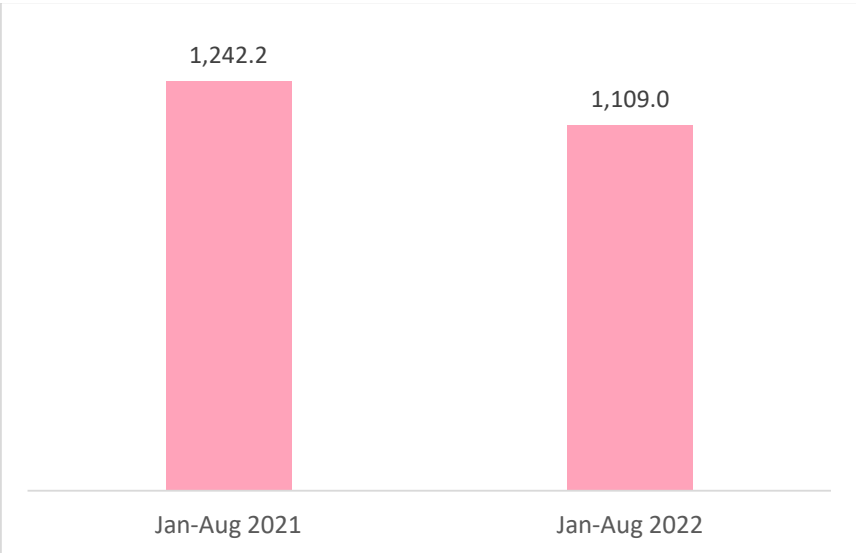
Graph 2 - Total Product Exports by Women-Led Businesses (Jan-Aug)

Note: Including HS Code 7108 (Raw Gold)

Value in \$MM USD; Period: January - August 2021-2022

Upon closer analysis, the values of total exports carried out by women-led companies during the months of January through August of the years 2021 and 2022, it can be perceived a fluctuating trend and constant variation in the exported amounts during this period. (See Graph 3)

Furthermore, it can be noted that for the considered period of 2022, the lowest exported values were recorded in January, with 108.9 million USD and in May, with 111.4 million USD. By this means, the maximum exported values for the measured period in 2022 were recorded in March, for a total of 168.8 million USD.



Source: Data Market, with data from the Dirección General de Aduanas (General Directorate of Customs)

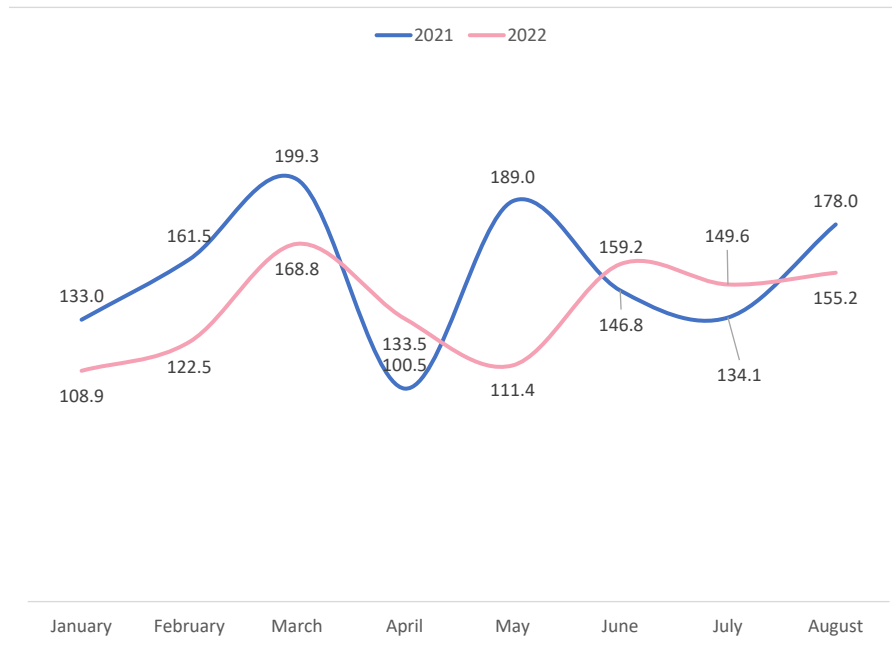
\$168.8m The highest value of exports for the period evaluated in 2022 was registered in March



Graph 3 - Total Product Exports by Women-Led Businesses (Jan-Aug)

Note: Including HS Code 7108 (Raw Gold)

Value in \$MM USD; Period: January - August 2021-2022



35
companies

Concentrate 90% of the value
exported by women exporters.

Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)



Graph 4 demonstrates the export trends of women-led business in the Dominican Republic during the last ten years, excluding gold exports. In 2020, a total value of 214.8 million was recorded, and in 2021 total exports value reached 251.1 million USD. This variation represents a total value increase of 36.3 million USD, with a 16.9% increment in exports compared to the year 2020. The figures recorded in 2021 also represent the highest level of export value for Dominican women-led businesses in the last five years.

From the 251.1 million USD in export value generated by woman-led enterprises in 2021, 90% is concentrated in thirty-five companies, 54% in five companies and 45% in three companies. These data demonstrate a significant concentration of certain women-led export companies, which support the continuous development of public policies aimed to the increase the participation of women in international trade, and to boost the incorporation of MSME's companies in the international market.

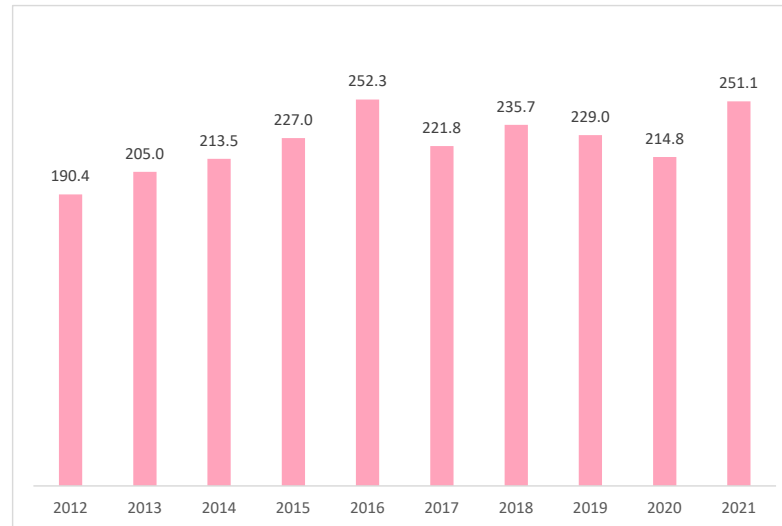
In regards of the recorded export levels, excluding the HS Code 7108 (Raw Gold), it can be observed in 2012 the exports value of women-led companies was 190.4 million USD. This value maintained a stable positive trend until 2016, when the recorded total reached the highest export value from women-led enterprises in the last ten years for 252.3 million USD. In 2017, exports decreased to 221.8 million USD, caused by the notorious 52% reduction in cocoa bean exports, which went from 61 million USD in 2016 to 30 million USD in 2017.



Graph 4- Exports by women-led companies - Overview 2012 - 2021

Note: Excluding HS Code 7108 (Raw Gold)

Value in \$MM USD; Period 2012-2021



Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

14.8%

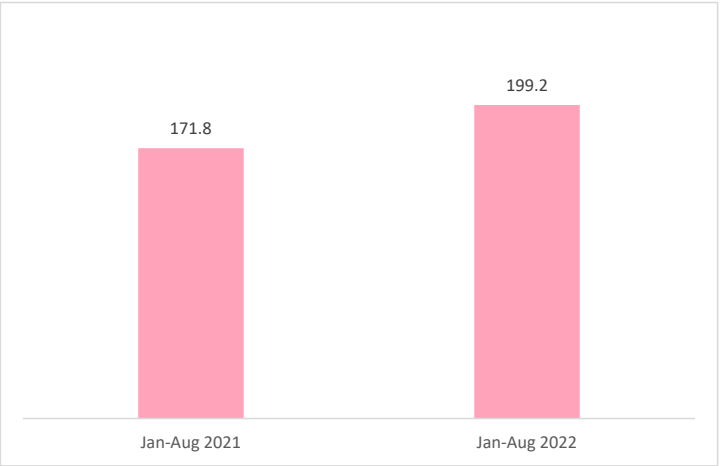
This represents an increase of 14.8% for 2022 compared to the same period of the previous year.



Looking at the value of exports by women-led companies, excluding raw gold products for the period January-August of 2021 and 2022, it can be noted a considerable growth in export value. This is caused by the fact that 196.9 million USD in export value was recorded for the analyzed period of 2022, as opposed to the same period in 2021, during which a total of 171.5 million USD in exports was recorded. This represents an increase of 14.8% for 2022 compared to the same period of the previous year. (See Graph 5)

These figures demonstrate the resilience and adaptability of women-led enterprises exports, which still in 2021 continued to experience the disruptions of the 2020 health crisis, were able to quickly resume their business operations, achieving high levels of export growth. It is precisely this resilient capacity and the perseverance in their work that marks the defining characteristic of our women exporters, illustrated by the fact that, for the current year 2022, a growing trend in the business activities carried out by these companies can be observed at the international level.

Graph 5- Total Product Exports by Women-Led Businesses (Jan-Aug)
Note: Excluding HS Code 7108 (Raw Gold)
Value in \$MM USD; Period: January - August 2021-2022



Source: Data Market, with data from the Dirección General de Aduanas (General Directorate of Customs)

Continuing with the exports of companies led by women, excluding HS Code 7108 (raw gold), Graph 6 reflects the monthly behavior of export flows during the period of January-August for both years.

The analyzed months in 2022 demonstrate larger values than obtained in 2021 along with a lower fluctuation rate, maintaining a more balanced export performance among these companies.

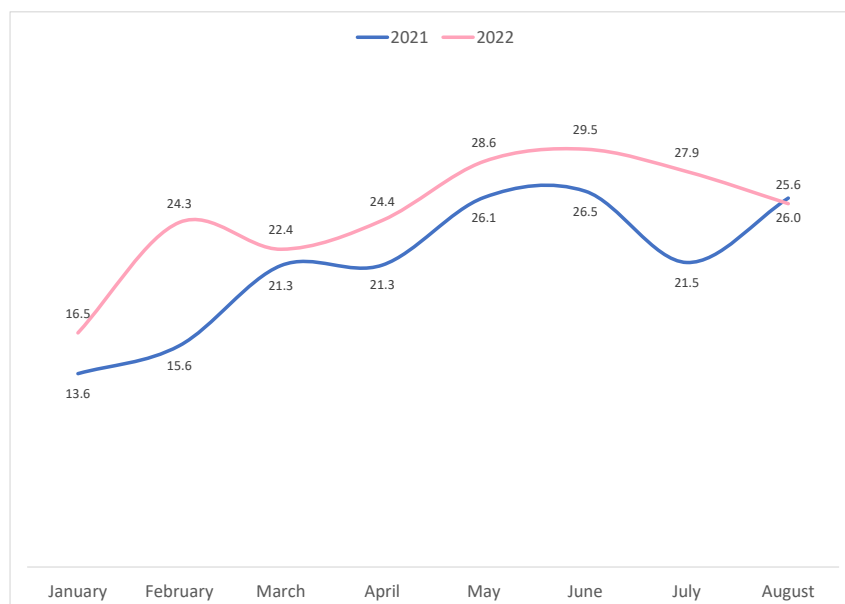
During the analyzed period in 2022, the lowest value was recorded in January for a total of 16.5 million USD, and the highest was recorded in June to the sum of 29.5 million USD. In 2021, the lowest value was also registered in January to the sum of 13.6 million USD, and the highest value was recorded at 26.5 million USD in June.



Graph 6 - Total Product Exports by Women-Led Businesses (Jan-Aug)

Note: Excluding HS Code 7108 (Raw Gold)

Value in \$MM USD; Period: January - August 2021-2022



Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

2.5. Exports by Target Market

In Table 4 we can assess the total monetary value of women-led businesses during the period 2019-2021, according to region of destination, including HS Code 7108 (raw gold). In 2021, 54% of these exports were shipped to Europe, 36% to Asia and 7% to Central America and the Caribbean.

These figures also reflect a significant growth in exports towards these regions over the last three years. As an example, the value of exports from women-led businesses to Europe has incremented by 20%, reaching a total of 767.4 million USD in 2019, followed by a total of 996.1 million USD in 2021.

There are also indications of increased growth in exports to Asia, as these particular exports registered a total value of 407.8 million USD in 2019 and 658.5 USD million in 2021, constituting a growth rate of 92% for this target region. This increase in a great extent is due a 101% increase in exports from women-led businesses to India (country in Asia).



Table 4 - Exports by Women-Led Businesses, by geographical region
Note: Including HS Code 7108 (Raw Gold)
Value in \$MM USD and %; Period: 2019-2021

REGIONS	2019	2020	2021	AV. GROWTH	SHARE % 2021
Europe	767.4	1,197.4	996.1	20%	54%
Asia	407.8	195.5	658.5	92%	36%
Central America and the Caribbean	102.4	94.8	120.9	10%	7%
North America	370.8	412.2	55.0	-38%	3%
South America	1.2	1.4	3.0	64%	0%
Rest of the World	0.0	0.1	0.0	600%	0%
Total	1,649.6	1,901.4	1,833.4	6%	100%

Source: Data Market, with data from the Dirección General de Aduanas (General Directorate of Customs)

In Table 5, we can observe export values from the period 2019-2021, including raw gold, for the ten largest importing countries. The figures show that in 2021, Switzerland was the top importer from Dominican women-led businesses, holding more than a 50% of total exports. Close after Switzerland, India is the second largest importer with a share of 35%, followed by Haiti with a share of 5%. In this order, 92% of export value in 2021 was concentrated in these three markets.

It is noticeable that the growth observed in exports to India, which at the beginning of 2019 was recorded at 402.7 million USD, reached 637.9 million USD in 2021, representing an increase of 101%. At the same time, significant growth can also be observed in exports to Indonesia, incrementing from 0.3 million USD in 2019 to 11.0 million USD in 2021, concluding in an average growth of 1524%, attributed to exports of cocoa beans.



Table 5 - Exports by Women-Led Businesses, by country/market Note: Including HS Code 7108 (Raw Gold) Value in \$MM USD and %; Period: 2019-2021

REGIONS	2019	2020	2021	AV. GROWTH	SHARE % 2021
Switzerland	718.3	1150.6	950.5	21%	52%
India	402.7	178.4	637.9	101%	35%
Haiti	68.9	66.2	86.1	13%	5%
United States	66.0	51.6	50.4	-12%	3%
Puerto Rico	12.8	15.3	15.2	10%	1%
The Netherlands	21.2	21.0	14.1	-17%	1%
Belgium	4.2	6.0	13.8	87%	1%
Indonesia	0.3	10.8	11.0	1524%	1%
United Kingdom	11.2	9.3	9.3	-8%	1%
Taiwan	2.2	1.4	4.9	110%	0%
Subtotal	1,307.9	1,510.6	1793.1	17%	98%
Other	341.8	390.8	40.2	-38%	2%
Total	1,649.6	1,901.4	1833.4	6%	100%

Source: Data Market, with data from the Dirección General de Aduanas (General Directorate of Customs)

In Table 6 we can assess the values of exports from women-led businesses in the year 2021, excluding exports of HS Code 7108 (raw gold). The region of Central America and the Caribbean is at the top of the list with the major share of a 48%, followed by North America with a 22%, Europe with an 18% and Asia with an 11%. These four regions represent the 99% of the total exports from these companies.

Table 6 - Exports by Women-Led Businesses, by geographical region
Note: Excluding HS Code 7108 (Raw Gold) Value in \$MM USD and %; Period: 2019-2021

REGIONS	2019	2020	2021	AV. GROWTH	SHARE % 2021
Central America and the Caribbean	102.4	94.8	120.9	10%	48%
North America	70.7	53.6	55.0	-11%	22%
Europe	49.2	47.4	45.7	-4%	18%
Asia	5.4	17.5	26.6	137%	11%
South America	1.2	1.4	3.0	64%	1%
Rest of the World	0.0	0.1	0.0	600%	0%
Overall total	229.0	214.8	251.1	5%	100%

Source: Data Market, with data from the Dirección General de Aduanas (General Directorate of Customs)



Table 7 presents the countries with the most exports from women-led businesses, excluding gold. Here, we see that Haiti is the main destination, with a share of 35%, followed by the United States with 20% and Puerto Rico with a 6%. These three markets represent 60% of the total export value recorded in 2021. These countries are followed by the Netherlands, with a share of 6%, Belgium with 5%, and Indonesia and the United Kingdom, both with 4%. It becomes clear that 86% of the recorded export value of these companies is concentrated within these ten main destinations.

Table 7 - Exports by Women-Led Businesses, by country/market

Note: Excluding HS Code 7108 (Raw Gold)

Value in \$MM USD and %; Period: 2019-2021

REGIONS	2019	2020	2021	AV. GROWTH	SHARE % 2021
Haiti	68.9	66.2	86.1	13%	34%
United States	66.0	51.6	50.4	-12%	20%
Puerto Rico	12.8	15.3	15.2	10%	6%
The Netherlands	21.2	21.0	14.1	-17%	6%
Belgium	4.2	6.0	13.8	87%	5%
Indonesia	0.3	10.8	11.0	1524%	4%
United Kingdom	11.2	9.3	9.3	-8%	4%
India	0.3	0.4	6.0	759%	2%
Taiwan	2.2	1.4	4.9	110%	2%
Cuba	10.6	2.6	4.1	-8%	2%
Subtotal	197.7	184.5	214.8	5%	86%
Other	31.3	30.2	36.3	8%	14%
Total	229.0	214.8	251.1	5%	100%

Source: Data Market, with data from the Dirección General de Aduanas (General Directorate of Customs)

2.6. Exports according to tariff regime

In Table 8 it can be observed that in 2021, Dominican exports from women-led businesses (including gold exports) are primarily under the National Tariff Regime, with a total value of 1.76 billion (1,760,800,000) USD, representing a 96% of the total value, maintaining the same percentage levels as in 2020. Other regimes that represented major values were Free Trade Zones, accounting for a 3% of total exports and the Temporary Admission regime, with an 1%.

Table 8 - Exports by Women-Led Businesses, by tariff regime

Note: Including HS Code 7108 (Raw Gold)

Value in \$MM USD and %; Period: 2019-2021

REGIME	2019	2020	2021	AV. GROWTH	SHARE % 2021
National	1574.3	1829.7	1760.8	6%	96%
Free Trade Zones	54.2	49.9	59.0	5%	3%
Temporary Admission	20.3	21.5	13.6	-15%	1%
Re-exportation	0.8	0.3	0.0	-76%	0%
Overall total	1,649.6	1,901.4	1833.4	6%	100%

*Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)*





With Table 9 it can be determined which tariff regimes were employed the most by women-led companies (excluding HS Code 7108 - raw gold) with a 71% of exports being made under the National Regime, 23% under the Free Trade Zone Regime and 5% under the Temporary Admission Regime. It can also be noted that in the last three years the use of the National Regime has increased on average by a 6% and under the Free Trade Zones regime by a 5%.

Table 9 - Exports by Women-Led Businesses, by tariff regime

Note: Excluding HS Code 7108 (Raw Gold)

Value in \$M USD and %; Period: 2019-2021

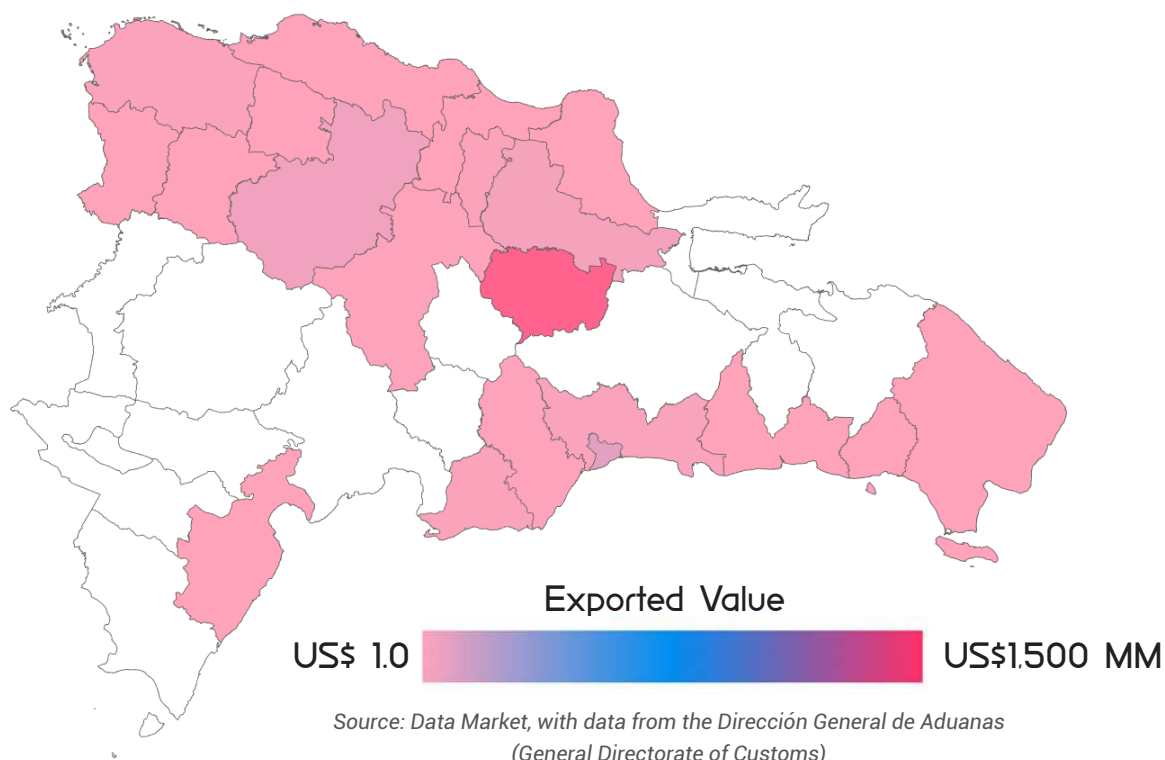
REGIME	2019	2020	2021	AV. GROWTH	SHARE % 2021
National	153.7	143.0	178.5	9%	71 %
Free Trade Zones	54.2	49.9	59.0	5%	23 %
Temporary Admission	20.3	21.5	13.6	-15%	5 %
Re-exportation	0.8	0.3	0.0	-76%	0%
Overall total	229.0	214.8	251.1	5%	100%

Source: Data Market, with data from the Dirección General de Aduanas (DGA)

2.7. Exports by Province

This analysis of exports by women-led companies in 2021 per province shows that, when including raw gold, an 87% of exports are concentrated in the province of Sánchez Ramírez, with a total value of 1.6 billion (1,588,100,000) USD; a 5% in Distrito Nacional, with a total of 88.4 million USD, a 2% in Santiago and an another 2% in Duarte. These figures show that a 96% of the exported value of these companies is concentrated in these four provinces.

Illustration 2 - Exports by women-led companies, by province
Note: Including HS Code 7108 (Raw Gold) Value in \$MM USD; Period: 2019-2021



At Table 10, it can be observed that out of the top five provinces from which women-led businesses are exporting their products, four of them show favorable growth trends during the period 2019-2021. These are Distrito Nacional, with a growth rate of an 8%, Sánchez Ramírez, with a 6%, Duarte with an average growth rate of 5%, and Santiago with a 3%, while the Monte Cristi province registered a negative growth of 10%.

Table 10 - Exports by women-led companies, by province

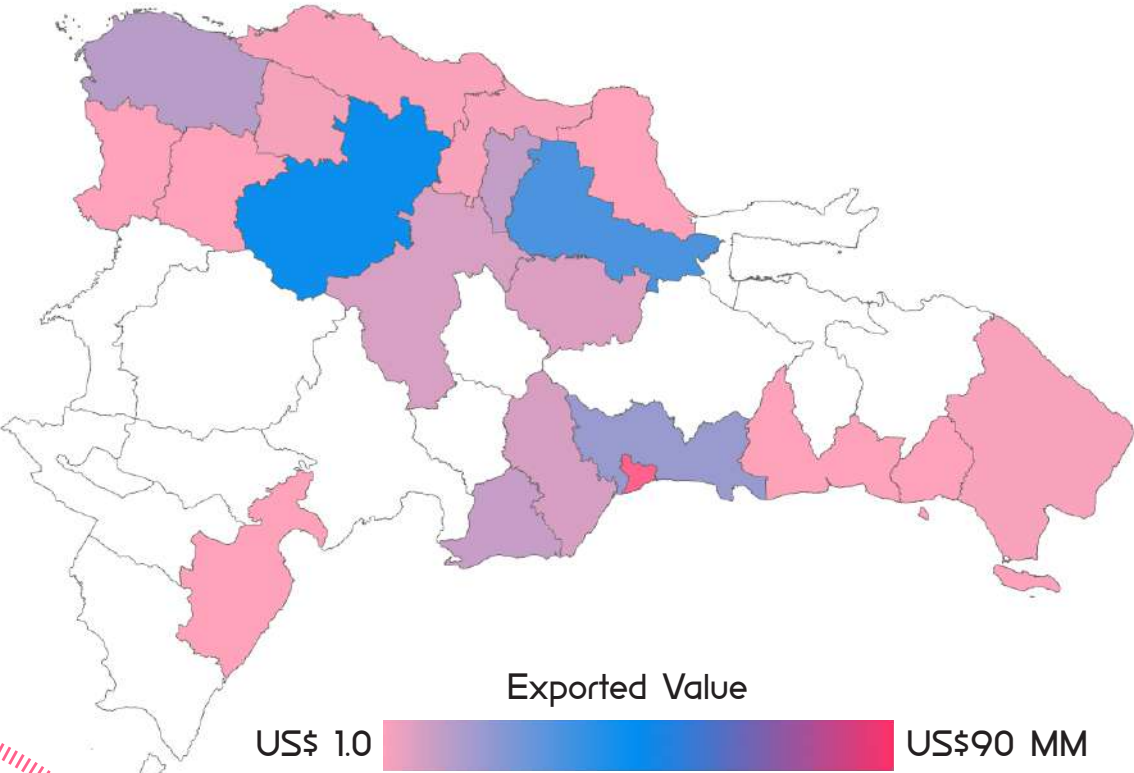
Note: Including HS Code 7108 (Raw Gold) Value in \$MM USD and %; Period: 2019-2021

PROVINCE	2019	2020	2021	AV. GROWTH	SHARE % 2021
Sánchez Ramírez	1429.0	1688.6	1588.1	6%	87%
Distrito Nacional	76.4	73.6	88.4	8%	5%
Santiago	40.4	36.5	42.3	3%	2%
Duarte	28.4	25.9	31.0	5%	2%
Monte Cristi	15.1	14.5	12.0	-10%	1%
No Information	12.7	13.9	11.3	-5%	1%
Santo Domingo	10.6	11.2	17.8	33%	1%
La Vega	10.1	7.2	6.8	-17%	0%
Peravia	9.1	7.6	9.8	6%	1%
Valverde	7.8	6.7	1.8	-43%	0%
Hermanas Mirabal	4.7	10.1	10.3	58%	1%
San Cristóbal	2.5	3.3	6.9	69%	0%
La Altagracia	1.0	0.3	0.9	60%	0%
Españat	1.0	0.9	0.8	-8%	0%
Puerto Plata	0.6	0.7	0.6	-3%	0%
La Romana	0.1	0.0	0.1	52%	0%
María Trinidad Sánchez	0.1	0.0	0.0	-	0%
Azua	0.0	0.0	0.0	-	0%
San Pedro de Macorís	0.0	0.0	0.0	39%	0%
Barahona	0.0	0.0	0.0	-59%	0%
Santiago Rodríguez	0.0	0.1	0.1	-	0%
Dajabón	0.0	0.1	0.3	-	0%
Overall total	1,649.6	1,901.4	1833.4	6%	100%

Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)



Illustration-3 Exports by women-led companies, by province Note: Excluding HS Code 7108 (Raw Gold)
Value in \$MM USD and %; Period: 2019-2021



Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

At a more detailed analysis of the contribution of each province in 2021 (excluding HS Code 7108 - raw gold), the Distrito Nacional province holds the first place with a total contribution of a 35%, followed by Santiago with a 17% and Duarte with a 12%. These three provinces show positive growth, as shown in the following table.



Table 11 - Exports by women-led companies, by province

Note: Excluding HS Code 7108 (Raw Gold) Value in \$MM USD and %; Period: 2019-2021

PROVINCE	2019	2020	2021	AV. GROWTH	SHARE % 2021
Distrito Nacional	76.4	73.6	88.4	8%	35%
Santiago	40.4	36.5	42.3	3%	17%
Duarte	28.4	25.9	31.0	5%	12%
Monte Cristi	15.1	14.5	12.0	-10%	5%
No Information	12.7	13.9	11.3	-5%	5%
Santo Domingo	10.6	11.2	17.8	33%	7%
La Vega	10.1	7.2	6.8	-17%	3%
Peravia	9.1	7.6	9.8	6%	4%
Sánchez Ramírez	8.4	1.9	5.8	62%	2%
Valverde	7.8	6.7	1.8	-43%	1%
Hermanas Mirabal	4.7	10.1	10.3	58%	4%
San Cristóbal	2.5	3.3	6.9	69%	3%
La Altagracia	1.0	0.3	0.9	60%	0%
Españolat	1.0	0.9	0.8	-8%	0%
Puerto Plata	0.6	0.7	0.6	-3%	0%
La Romana	0.1	0.0	0.1	52%	0%
María Trinidad Sánchez	0.1	0.0	0.0	-	0%
Azua	0.0	0.0	0.0	-	0%
San Pedro de Macorís	0.0	0.0	0.0	39%	0%
Barahona	0.0	0.0	0.0	-59%	0%
Santiago Rodríguez	0.0	0.1	0.1	-	0%
Dajabón	0.0	0.1	0.3	-	0%
Overall total	229.0	214.8	251.1	5%	100%

Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

2.8. Exports by Mode of Transportation

By assessing the value of exports made by women-led companies according to used mode of transportation, it can be observed that during the year 2021, 87% of exported products (including gold) were made by air, 8% by sea and 5% by land.

Table 12 - Exports by Women-Led Businesses, by mode of transportation

Note: Including HS Code 7108 (Raw Gold)

Value in \$MM USD and %; Period: 2019-2021

MODE OF TRANSPORTATION	2019	2020	2021	AV. GROWTH	SHARE % 2021
Air	1442.2	1701.2	1599.9	6%	87%
Sea	138.6	134.7	147.7	3%	8%
Land	68.8	65.6	85.7	13%	5%
Overall total	1,649.6	1,901.4	1833.4	6%	100%

*Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)*

Based on records from the Dominican Customs Administration, Table 13 shows the most commonly used ports for exports by women-led companies (including HS Code 7108 raw gold). These figures show that an 87% of exports from companies led by women used the Las Americas International Airport as their port of exit, 5% through the Multimodal Port of Caucedo, 3% through the Jimaní Administration, 1% through the Elías Piña Administration, 1% through the East Haina Administration and 1% through the Santo Domingo Administration.



Table 13 - Exports by Women-Led Businesses, by Customs Administration

Note: Including HS Code 7108 (Raw Gold) Value in \$MM USD and %; Period: 2019-2021

CUSTOMS ADMINISTRATION	2019	2020	2021	AV. GROWTH	SHARE % 2021
Las Américas International Airport	1431.3	1697.2	1593.7	6%	87%
Multimodal Port of Caucedo	81.5	91.5	99.7	11%	5%
Jimaní Administration	34.8	38.1	51.0	22%	3%
Elías Piña Administration	27.9	24.8	27.3	-1%	1%
East Haina Administration	34.4	21.8	25.6	-10%	1%
Santo Domingo Administration	11.0	14.6	16.0	21%	1%
Dajabón Administration	6.0	2.5	7.3	66%	0%
Punta Cana Airport	7.5	1.9	3.9	16%	0%
Puerto Plata Administration	4.6	3.5	3.3	-16%	0%
Manzanillo Administration	7.1	3.1	2.5	-38%	0%
Subtotal	1646.2	1899.1	1830.2	6%	100%
Other	3.4	2.4	3.2	1%	0%
Total	1,649.6	1,901.4	1833.4	6%	100%

Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

According to the results shown in Table 14, excluding gold exports, the total value of exports in 2021 divided by the mode of transportation are composed as follows: 59% exported by sea, 34% by land and 7% by air.



Table 14 - Exports by Women-Led Businesses, by mode of transportation

Note: Excluding HS Code 7108 (Raw Gold)
Value in \$MM USD and %; Period: 2019-2021

MODE OF TRANSPORTATION	2019	2020	2021	AV. GROWTH	SHARE % 2021
Sea	138.6	134.7	147.7	3%	59%
Land	68.8	65.6	85.7	13%	34%
Air	21.6	14.5	17.6	-6%	7%
Overall total	229.0	214.8	251.1	5%	100%

Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

By analyzing the figures shown in Table 15, national exports by women-led companies in 2021 (excluding gold) sorted by the Customs Administration, these were concentrated at a 40% in the Caucedo Multimodal Port administration, a 20% through the Jimaní Administration, an 11% through the Elías Piña Administration, a 10% through the East Haina Administration, a 6% through the Santo Domingo Administration and a 5% through Las Américas International Airport.

Table 15 - Exports by Women-Led Businesses, by Customs Administration

Note: Excluding HS Code 7108 (Raw Gold) Value in \$MM USD and %; Period: 2019-2021

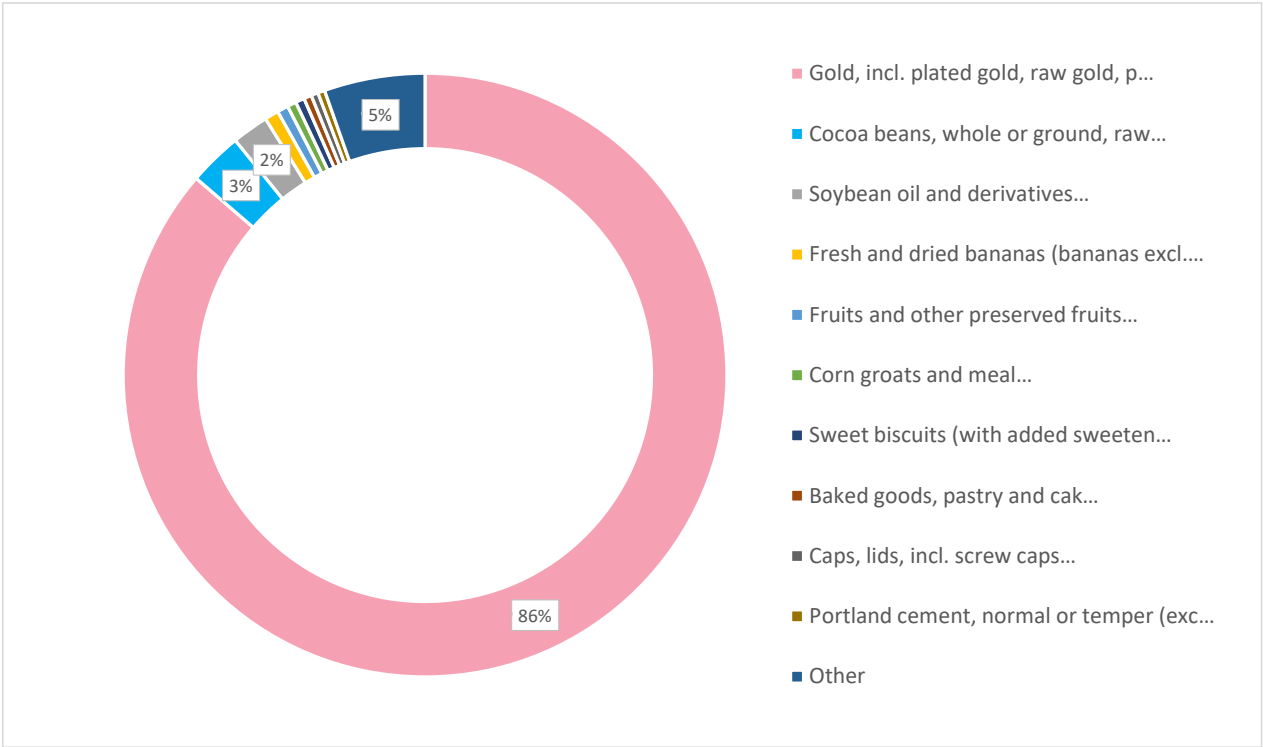
CUSTOMS ADMINISTRATION	2019	2020	2021	AV. GROWTH	SHARE % 2021
Multimodal Port of Caucedo	81.5	91.5	99.7	11%	40%
Jimaní Administration	34.8	38.1	51.0	22%	20%
Elías Piña Administration	27.9	24.8	27.3	-1%	11%
East Haina Administration	34.4	21.8	25.6	-10%	10%
Santo Domingo Administration	11.0	14.6	16.0	21%	6%
Las Américas International Airport	10.8	10.5	11.5	3%	5%
Dajabón Administration	6.0	2.5	7.3	66%	3%
Punta Cana Airport	7.5	1.9	3.9	16%	2%
Puerto Plata Administration	4.6	3.5	3.3	-16%	1%
Manzanillo Administration	7.1	3.1	2.5	-38%	1%
Subtotal	225.6	212.4	247.9	5%	99%
Other	3.4	2.4	3.2	1%	1%
Total	229.0	214.8	251.1	5%	100%

Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

2.9. Exports by Product Type

Analyzing the types of products that were exported by women-led businesses in 2021, gold is the most popular product with a share of 86%, followed by cocoa beans at 3%. These two products represent 89% of all products exported by these companies.

Graph 7 - Exports by Women-Led Businesses, by product type Note: Including HS Code 7108 (Raw Gold) Value in %, Year 2021



Source: Data Market, with data from the Dirección General de Aduanas (General Directorate of Customs)

Looking at the number of exports made by women-led companies in 2021, Table 16 shows that gold exports registered a total value of 1.6 billion (1,582,300,000) USD, followed by cocoa bean exports with a total value of 52.7 million USD. It can also be noted that the values of other exported products such as soybean oil, which reached an amount of 35.9 million USD; fresh or dried bananas, 13.7 million USD; canned fruits and other preserved fruits, 10.9 million USD; and corn groats and meal 8.8 million USD. Sweet biscuits are also a main export product, with an export value of 8.7 million USD in 2021, along with baked goods, with a total export value of 7.6 million USD.

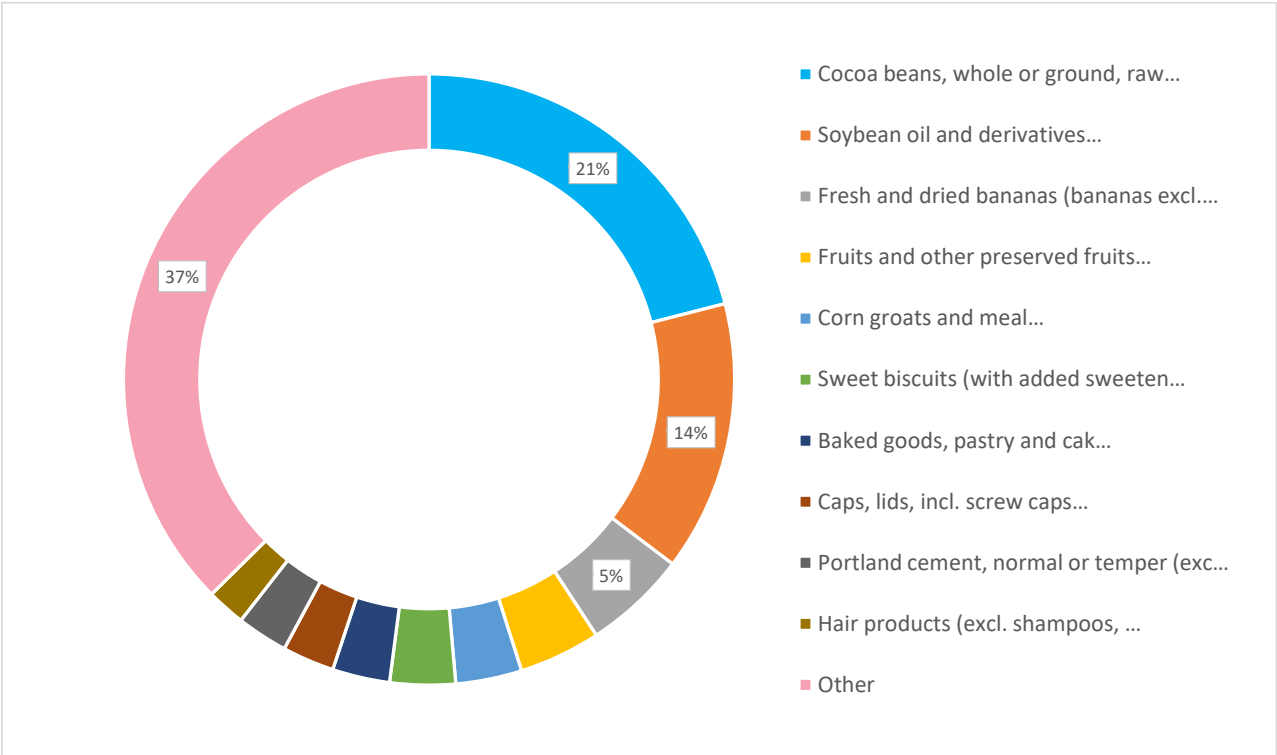
*Table 16 - Exports by women-led companies, by product Note: Including HS Code 7108 (Raw Gold)
Value in \$MM USD and %; Period: 2019-2021*

PRODUCTS	2019	2020	2021	AV. GROWTH	SHARE % 2021
7108.12 - Gold incl. plated gold, raw gold...	1420.6	1686.6	1582.3	6%	86%
1801.00 - Cocoa beans, whole or ground, raw cocoa...	45.6	47.9	52.7	8%	3%
1507.90 - Soybean oil and derivatives...	11.2	18.2	35.9	80%	2%
0803.90 - Fresh and dried bananas (bananas excl....)	0.5	11.8	13.7	1192%	1%
0812.90 - Fruits and other preserved fruits...	0.3	0.4	10.9	1283%	1%
1103.13 - Corn groats and meal...	10.4	10.1	8.8	-8%	0%
1905.31 - Sweet biscuits (with added sweetener...	13.4	14.1	8.7	-17%	0%
1905.90 - Baked goods, pastry and cak...	0.3	0.3	7.6	1115%	0%
8309.90 - Caps, lids, incl. screw caps...	2.0	4.6	6.9	92%	0%
2523.29 - Portland cement, normal or temper (exc...	9.9	3.2	6.8	23%	0%
Subtotal	1514.2	1797.2	1734.3	8%	95%
Other	135.5	104.2	99.0	-14%	5%
Total	1,649.6	1,901.4	1833.4	6%	100%

Source: Data Market, with data from the Dirección General de Aduanas
(General Directorate of Customs)

Excluding gold exports from the total value of exported goods, Graph 8 shows that cocoa beans become the most popular product exported by Dominican women-led companies with a share of 21%, followed by soybean oil, which represents a 14% of exported products. Fresh or dried banana exports also stand out with a share of 5%, along with canned fruits and other preserved fruits, which represent 4%, among others.

Graph 8 - Exports by Women-Led Businesses, by product type
 Note: Excluding HS Code 7108 (Raw Gold)
 Value in %, Year 2021



Source: Data Market, with data from the Dirección General de Aduanas
 (General Directorate of Customs)

Table 17 shows the sums generated by exported products as well as the share of each product when HS Code 7108 (raw gold) is excluded.

*Table 17 - Exports by women-led companies, by product**
Note: Excluding HS Code 7108 (Raw Gold) Value in \$MM USD and %; Period: 2019-2021

PRODUCTS	2019	2020	2021	AV. GROWTH	SHARE % 2021
1801.00 - Cocoa beans, whole or ground, raw cocoa...	45.6	47.9	52.7	8%	21%
1507.90 - Soybean oil and derivatives...	11.2	18.2	35.9	80%	14%
0803.90 - Fresh and dried bananas (bananas excl....)	0.5	11.8	13.7	1192%	5%
0812.90 - Fruits and other preserved fruits...	0.3	0.4	10.9	1283%	4%
1103.13 - Corn groats and meal...	10.4	10.1	8.8	-8%	3%
1905.31 - Sweet biscuits (with added sweetener...	13.4	14.1	8.7	-17%	3%
1905.90 - Baked goods, pastry and cak...	0.3	0.3	7.6	1115%	3%
8309.90 - Caps, lids, incl. screw caps...	2.0	4.6	6.9	92%	3%
2523.29 - Portland cement, normal or temper (exc...	9.9	3.2	6.8	23%	3%
3305.90 - Hair products (exc. Shampoos, ...	2.9	7.9	5.1	67%	2%
Subtotal	96.5	118.5	157.2	28%	63%
Other	132.5	96.3	93.9	-15%	37%
Total	229.0	214.8	251.1	5%	100%

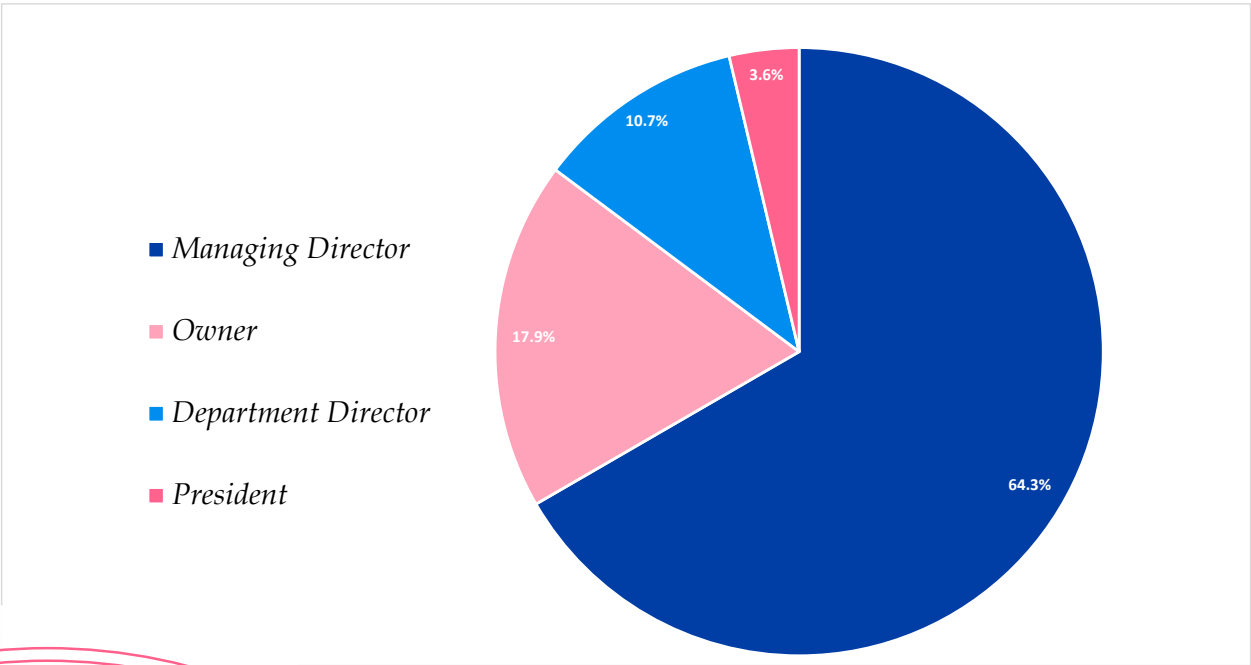
*Source: Data Market, with data from the Dirección General de Aduanas
 (General Directorate of Customs)*

3. Survey by Sector: Service Needs of Women Exporters

This section shares the results of a survey conducted to Dominican companies led by women, in the aim of gathering first-hand information from these companies. This survey was carried out as a digital questionnaire sent directly to companies that fit into the category of women exporters, including the community of ProDominicana service beneficiaries.

All the responses provided via the questionnaire were completed by women occupying managerial roles in the women-led companies, which a 64.3% were provided by general managers of the referred companies, 17.9% by owners and 10.7% by departmental managers.

Graph 9 – Answers: "What is your role in the company?"
Value in %, Year 2022



Source: Own elaboration using data from the Women Exporters Survey, October 2022.

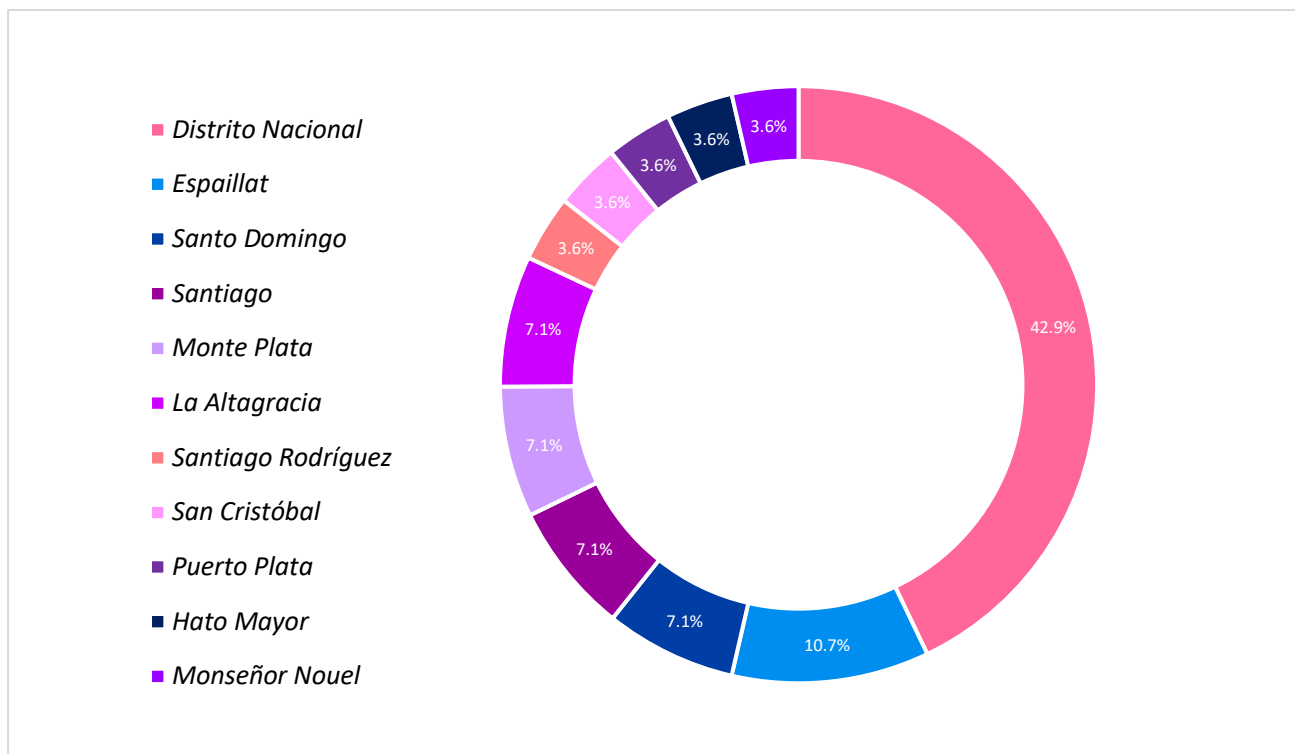


3.1. Characterization of Businesses

Regarding the location in the national territory per provinces where the participating women-led companies of the survey are based, the results revealed the following distribution:

42.9%
ARE LOCATED IN
DISTRITO NACIONAL

Graph 10 – Answers: "In which province is the company based?"
Value in %, Year 2022

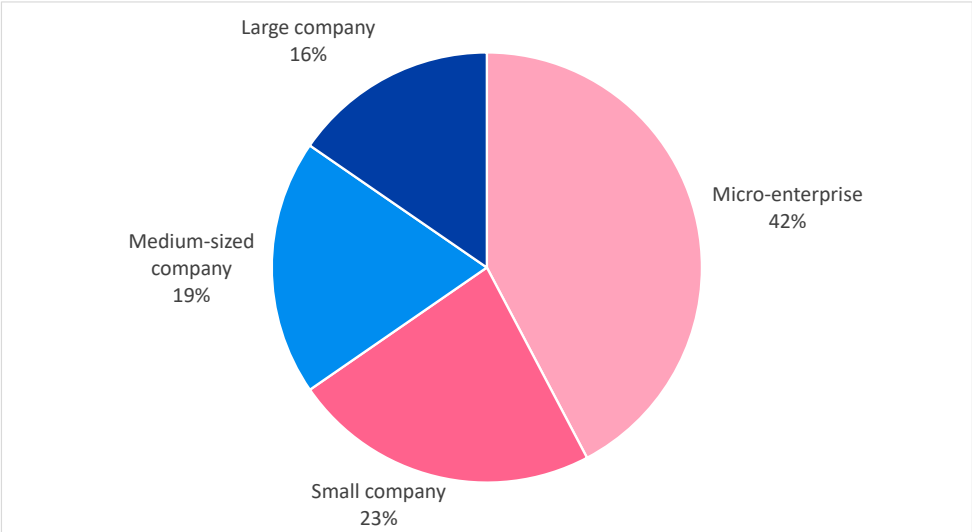


Source: Own elaboration using data from the Women Exporters Survey, October 2022

Regarding the range of the gross sales revenue of the women-led companies, Graph 11 shows the distribution:



Graph 11 – Answers: "What range of gross sales revenue does the company fall under?" Value in %, Year 2022



Source: Own elaboration using data from the Women Exporters Survey, October 2022

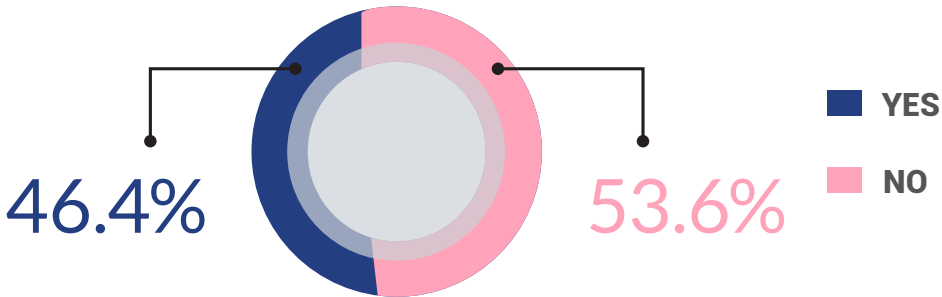
3.2. Assessment of Corporate Services

From the total number of women who filled out the questionnaire, 46.4% stated that they are active clients or have received services from ProDominicana, while the remaining 53.6% responded that they are not clients nor have received services from ProDominicana.





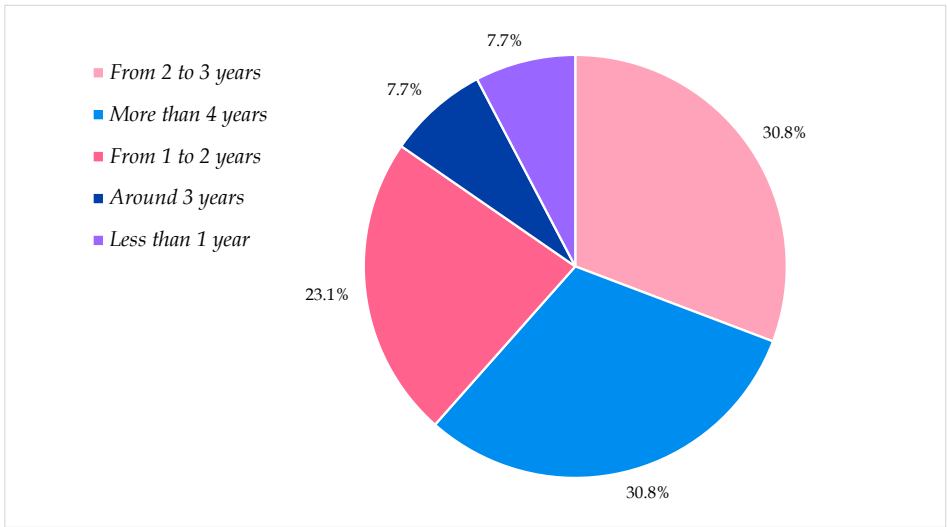
Graph 12 – Answers: “Are you a client of or have you received services from ProDominicana?” Value in %, Year 2022



Source: own elaboration using data from the Women Exporters Survey, October 2022.

The following graph shows the length of time that the women-led companies have been receiving services provided by ProDominicana.

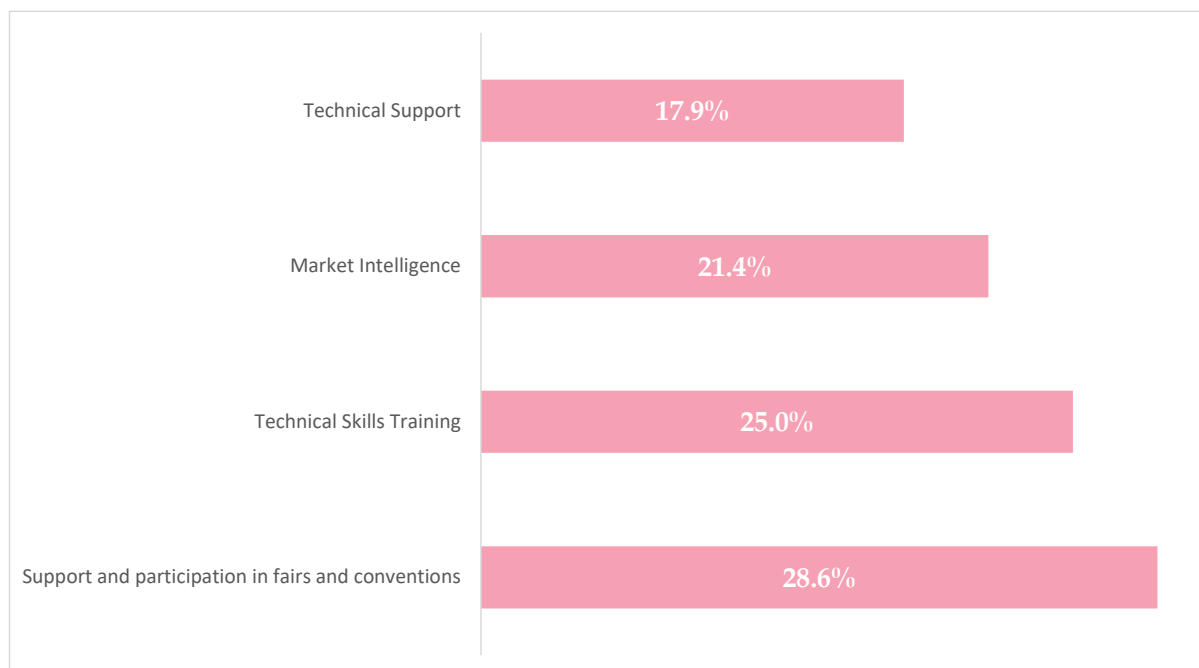
Graph 13 – Answers: “For how long have you been receiving services from ProDominicana?” Value in %, Year 2022



Source: Own elaboration using data from the Women Exporters Survey, October 2022.

The women that were part in the survey stated that they have received multiple services from ProDominicana, as can be seen in the graphs.

*Graph 14 – Answers: "What kind of services did you receive?"
Value in %, Year 2022*

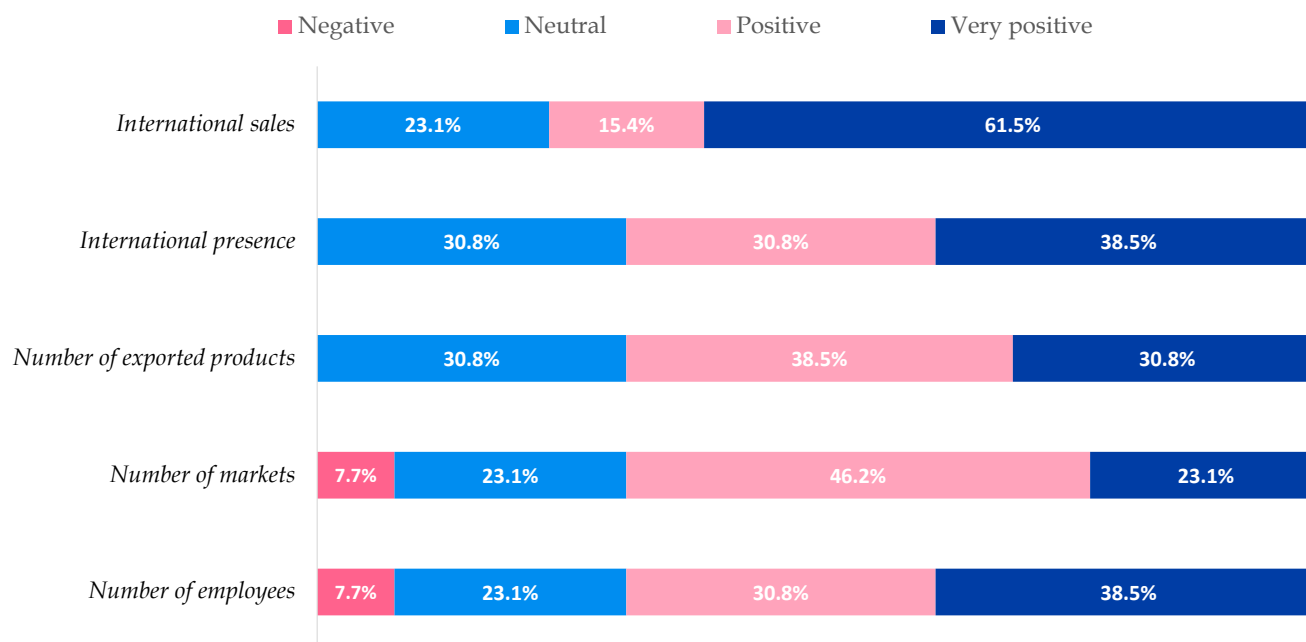


Source: Own elaboration using data from the Women Exporters Survey, October 2022.

The survey contributed key information regarding how women-led companies perceived the impact of services provided by ProDominicana on their export activities.



Graph 15 – Answers: “How would you describe the impact of the services provided by ProDominicana on the following aspects?”
Value in %, Year 2022



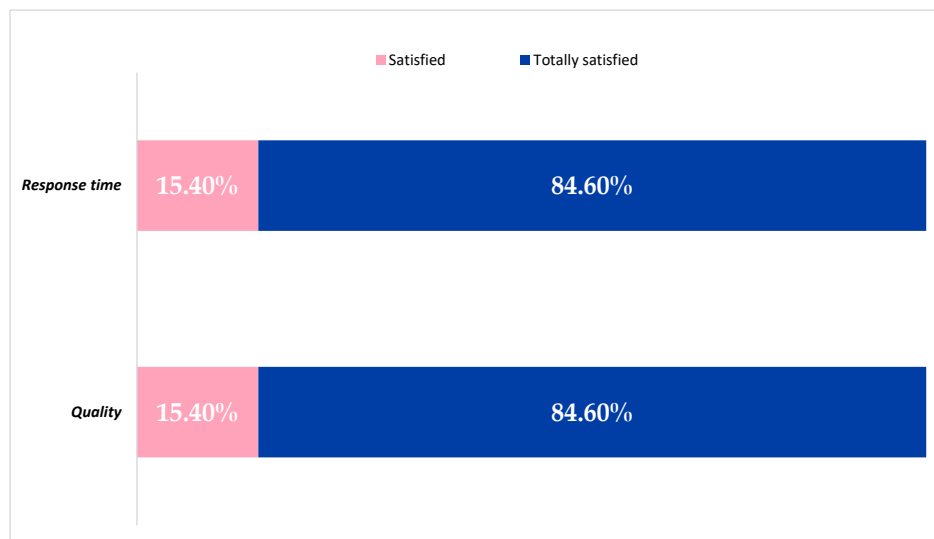
Source: Own elaboration using data from the Women Exporters Survey, October 2022.

Regarding the quality of the services provided, the survey showed an average rating of 4.86%, with 84.6% of the companies participating in the survey describing themselves as “totally satisfied” and 15.4% as “satisfied”.





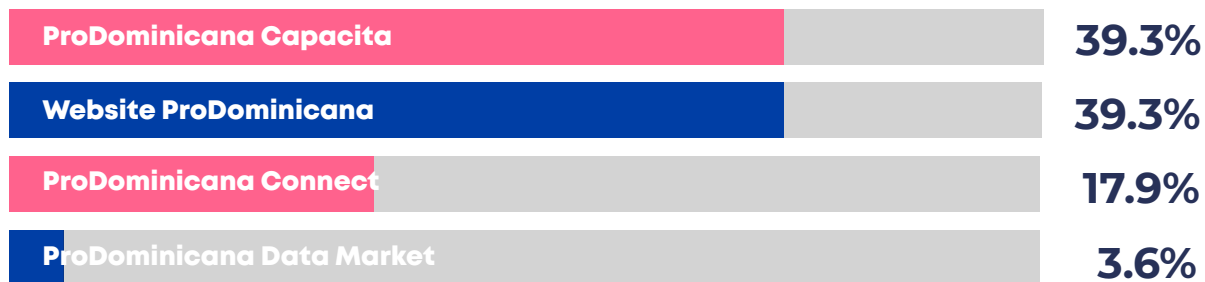
Graph 16 – Answers: “How satisfied were you with the quality and response time of the services provided?”
Value in %, Year 2022



Source: Own elaboration using data from the Women Exporters Survey, October 2022.

ProDominicana provides a variety of tools aimed at helping exporting companies, as shown in the graph and through the use of these tools by female exporters.

Graph 17 – Answers: “Have you used any of these ProDominicana platforms?”
Value in %, Year 2022



Source: Own elaboration using data from the Women Exporters Survey, October 2022.

As for the participation of the companies in women exporter events, 61.5% said that they had participated in these events, while a 38.5% said that they had not participated.

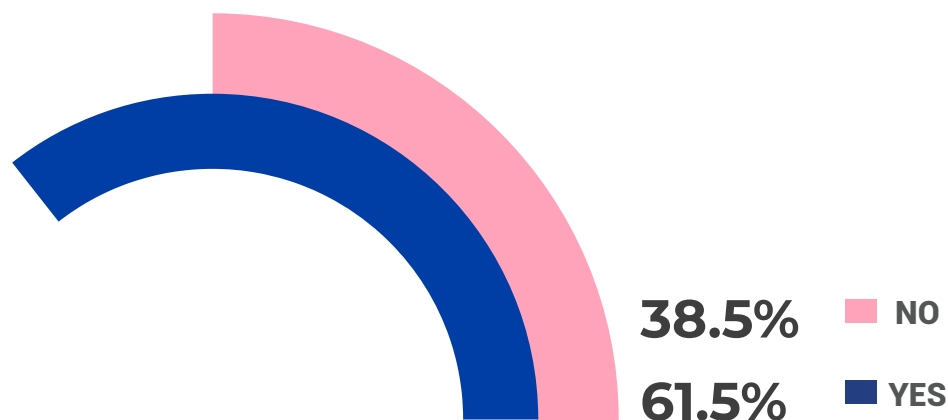


61.5%

said that they had
participated in
these events



Graph 18 – Answers: "Have you attended any women exporter events?"
Value in %, Year 2022



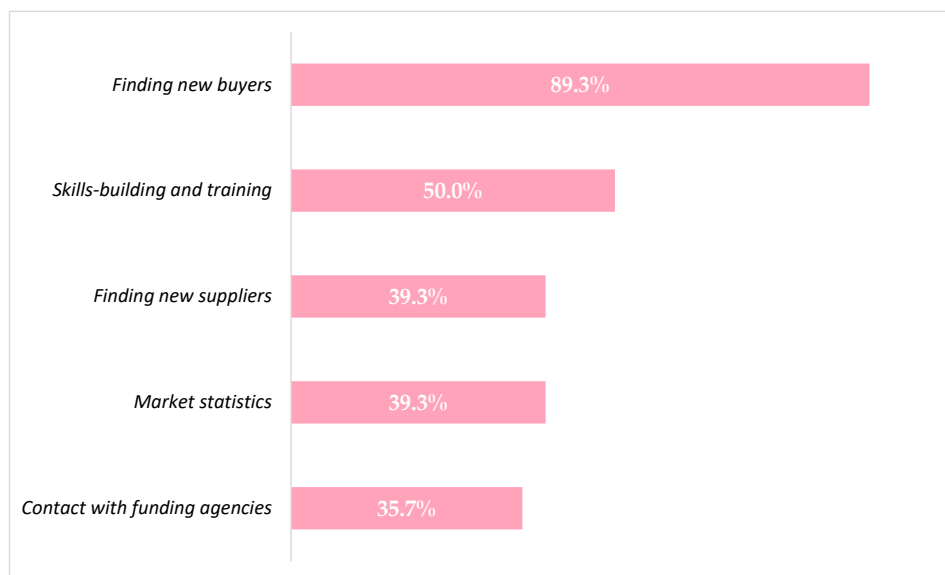
Source: Own elaboration using data from the Women Exporters Survey, October 2022.

3.3. Company constraints and needs

A total of 89.3% of the companies answered that they require help identifying new buyers, a 50% described a need for training and coaching, while a 39.3% answered that they need advisory identifying new suppliers, and the same percentage indicated they need assistance regarding access to market statistics.



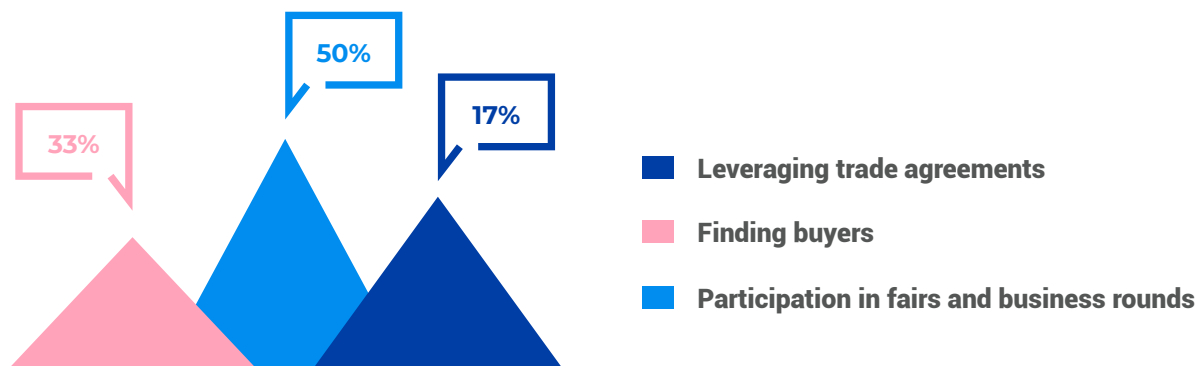
Graph 19 – Answers: "Which technical support would you need to increase your exports?"
Value in %, Year 2022



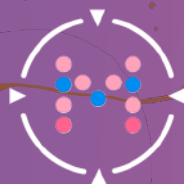
Source: Own elaboration using data from the Women Exporters Survey, October 2022.

The information collected in the survey shows that women-led businesses in the country wish to obtain guidance and advice from ProDominicana in order to boost their presence in foreign markets and continue to develop and promote their exports.

Graph 20 – Answers: "What new kinds of corporate services would you like to receive?"
Value in %, Year 2022



Source: own elaboration using data from the Women Exporters Survey, October 2022



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