

It Takes More Than A Moment: Revisiting The Link Between Firm Productivity and Aggregate Exports

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Outline

- ▶ Motivation, findings and contribution
- ▶ Theoretical model
- ▶ Estimation strategy
- ▶ Data
- ▶ Results
- ▶ Conclusions

Motivation: from micro to macro I

Firm heterogeneity and aggregate exports: i(r)resistible prominence of averages ("first moment")

- ▶ Macro: price competitiveness measured by average ULC; non-price competitiveness measured by average RD intensity
- ▶ Micro: "New trade models, same old gains?" (Arkolakis et al,12): in many trade models (including extensions of Melitz (03) with Pareto TFP distribution) a country's domestic trade share and *across-market constant* elasticity of trade to variable trade costs are sufficient statistics to estimate aggregate welfare gains from trade.
- ▶ That is: many new micro facts (ie, share of exporters, productivity distr., trade-induced reallocations) do not have a relevant macro impact

Motivation: from micro to macro II

However there are some contradicting hints

- ▶ Firm size distribution fat-tailed (granular economy): idiosyncratic shocks to individual (large) firms affect aggregate outcomes (Gabaix, 11; di Giovanni et al.,14; Mayer and Ottaviano, 07)
- ▶ Ample evidence of large heterogeneity of firms performances (TFP and labour productivity) both within and between countries (CompNet)
- ▶ "New trade models, new welfare implications" (Melitz-Redding, 15): moving beyond Arkolakis et al.'s parameter restrictions, trade share and trade elasticities are no longer sufficient statistics. Micro structure matters!

Motivation: from micro to macro III

However there are some contradicting hints

- ▶ Bas et al.(17): in a world of heterogeneous firms and no Pareto, trade elasticity to trade costs differ across markets; aggregate impact of ER shocks or trade policies changes.
- ▶ Firm-level evidence on firms' heterogeneous reaction to ER shocks (Berman et al, 12; Gopinath and Neiman, 14; Berthou and Dhyne, 18)

What we do

- ▶ Use a multi-country one-sector version of the Melitz (03) theoretical framework and derive a structural gravity equation
- ▶ Estimate gravity equation at the country-sector-year level
- ▶ Extract exporting country FE (at sector-year level) net of destination country FE and dyadic terms: multilateral resistance/competitiveness index /exporter capability
- ▶ Regress exporting country FE on different moments of TFP distribution: CompNet data allows to account for micro structure *across countries without firm-level data*
- ▶ ...comparing Pareto vs Lognormal

Findings and contribution

- ▶ Gravity/trade literature with heterogeneous firms: this only paper focusing on multilateral resistance term against many papers focusing on trade elasticities to variable trade costs (ER, tariffs, wages...)
- ▶ Find that higher moments of productivity distribution (skewness) are relevant for aggregate export performance (intensive margin): micro structure matters; "happy few" story holds
- ▶ Find evidence in support of Log Normal and against Pareto productivity distribution as in Bas et al. (17): implication for trade models (Head and Mayer, 14)

Gravity Model

We generalize Bas et al(17) and Helpman et al(08). Basic ingredients

- ▶ Country i exporting to country n in sector s at year t
- ▶ CES demand
- ▶ Iceberg trade cost
- ▶ Firms are heterogeneous in terms of TFP: start without imposing Pareto (as Helpman et al, 08) or Lognormal (as Bas et al., 17)

$$X_{ni} = E \left[Y^{\varepsilon-1} \mid Y \geq y_{ni}^* \right] \left(\frac{\varepsilon}{\varepsilon - 1} \right)^{1-\varepsilon} (m_i \tau_{ni})^{1-\varepsilon} A_n s_{ni}^x M_i^e \quad (1)$$

Need functional form for $F(y)$ to characterize $E \left[Y^{\varepsilon-1} \mid Y \geq y_{ni}^* \right]$

Gravity Model: Pareto

Assuming Pareto

$$F(y) = 1 - \left(\frac{y_{M,i}}{y} \right)^{k_i}$$

$y_{M,i} > 0$ and $k_i > 0$ are origin-specific Pareto scale and shape parameters

Gravity equation becomes:

$$X_{ni} = \varepsilon \frac{k_i}{k_i - \varepsilon + 1} (m_i)^\mu M_i^e f_{ni} S_{ni}^x (m_n)^{1-\mu}$$

$$\ln X_{ni} = \underbrace{\ln \varepsilon}_{\text{constant}} + \underbrace{\ln \left(\frac{k_i}{k_i - \varepsilon + 1} (m_i)^\mu M_i^e \right)}_{l_i} + \underbrace{\ln (f_{ni} S_{ni}^x)}_{l_{ni}} + \underbrace{\ln (m_n)^{1-\mu}}_{l_n}$$

Gravity Model: Pareto

Exporter FE thus evaluates to

$$l_i = \mu \ln m_i + \ln M_i^e + \ln \frac{k_i}{k_i - \varepsilon + 1}$$

Proposition

Consider the intensive margin gravity under Pareto. After controlling for input prices and number of producers, exporter FE: (P1) does not depend on the mean and variance of the TFP distribution; (P2) increases with skewness.

$$\text{skewness} = \frac{2(k_i + 1)}{k_i - 3} \sqrt{\frac{k_i - 2}{k_i}}$$

Gravity Model: Lognormal

Assuming log-normal

$$Y = e^X \text{ with } \ln Y = X \sim N(\mu_i, \sigma_i^2)$$

X is normal random variable with mean μ_i and variance σ_i^2

$$\begin{aligned} \ln X_{ni} = & \underbrace{\ln \left(\frac{\varepsilon}{\varepsilon - 1} \right)^{1-\varepsilon}}_{\text{constant}} + \underbrace{\ln \left((m_i)^{1-\varepsilon} M_i^e e^{(\varepsilon-1)\mu_i + \frac{1}{2}(\varepsilon-1)^2 \sigma_i^2} \right)}_{I_i} \\ & + \underbrace{\ln \left(\frac{\Phi \left((\varepsilon - 1) \sigma_i - \frac{\ln y_{ni}^* - \mu_i}{\sigma} \right)}{1 - \Phi \left(\frac{\ln y_{ni}^* - \mu_i}{\sigma_i} \right)} (\tau_{ni})^{1-\varepsilon} s_{ni}^x \right)}_{I_{ni}} + \underbrace{\ln A_n}_{I_n} \end{aligned}$$

Gravity Model: LogNormal

Exporter FE

$$\ln l_i = -(\varepsilon - 1) \ln m_i + \ln M_i^e + (\varepsilon - 1) \mu_i + \frac{1}{2} (\varepsilon - 1)^2 \sigma_i^2$$

Proposition

Consider the intensive margin gravity under Log-Normal. After controlling for input prices and number of firms, exporter FE increases: (L1) with simple mean of TFP distribution; (L2) and with skewness (increasing in dispersion) of TFP distribution.

Estimation - step 1: gravity

Estimate the gravity equation to retrieve I_i .

Problem: lack of data on share of exporting firms causes an omitted variable bias when estimating the intensive margin and therefore exporter FE

Solution: two-stage approach by Helpman et al. (08) to correct for zeros and firms' heterogeneity in the extensive margin

1. estimate the probability that i export to n i.e.

$$p_{ni} = Pr(Exp_{ni} = 1 | \mathbf{x}_n, \mathbf{x}_{ni}, \mathbf{x}_i) = \Phi(\gamma_0 + \gamma_n - \gamma_i + \delta\tau_{ni} - \lambda C_{ni}),$$

2. estimate gravity on positive trade flows by OLS

$$\ln X_{ni} = \beta_0 + I_i + I_n + \ln \tau_{ni} + \hat{z}_{ni} + \hat{z}_{ni}^2 + \hat{z}_{ni}^3 + \hat{\eta}_{ni} + u_{ni} \quad \forall X_{ni} > 0.$$

\hat{z} : predicted value from first stage (accounts for firm heterogeneity in decision to export); η_{ni} : inverse Mills ratio (accounts for zero trade flows)

Estimation - step 2: FE and productivity distribution

With exporter FE, test two alternative hypothesis for TFP distribution: Pareto vs Lognormal

$$\hat{l}_i = \beta_0 + \beta_1 \ln M_i^e + \beta_2 \text{Mean}_i + \beta_3 \text{Skew}_i + \Gamma_i + e_i.$$

Table: Testing hypothesis

| | Theory | Empirical Model | |
|-----------|--|------------------|------------------|
| | Comparative Statics | Mean | Skewness |
| Pareto | $\frac{dl_i}{dk_i} < 0; \frac{dskew}{dk_i} > 0 \rightarrow$ | $\beta_2 = 0$ | $\beta_3 \neq 0$ |
| LogNormal | $\frac{dl_i}{d\mu_i} > 0; \frac{dl_i}{d\sigma_i^2}; \frac{dskew}{d\sigma_i^2} > 0 \rightarrow$ | $\beta_2 \neq 0$ | $\beta_3 \neq 0$ |

Data sources

Gravity

- ▶ BACI database (CEPII), or OECD bilateral
- ▶ Gravity GeoDist (CEPII)
- ▶ RTA (Larch)

Productivity distribution

- ▶ CompNet database: comparable economic indicators for 18 EU countries. Main source: Central Banks and NSI micro level databases
- ▶ At the country-sector-year level, CompNet provides different moments of TFP distribution: unweighted average; median; coefficient of variation; 10th, 20th, 80th, and 90th percentiles; skewness
- ▶ Two samples: full sample: all firms, 1996-2015 vs *20E sample: firms with more than 20 employees, 2001-15*

Data Source CompNet: 6th wave

- ▶ Countries: Belgium, Croatia, Czech Rep, Denmark, Finland, France, Germany, Hungary, Italy, Lithuania, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden.
- ▶ Sectors: manufacturing sectors at NACE 2-digit rev.2 (with the exclusion of Coke and Petroleum 19, and Tobacco 12)
- ▶ Time period: 2001-2015
- ▶ Productivity measured as labor productivity (value added per worker) and *TFP* (*Olley-Pakes/Wooldridge procedure*)
- ▶ We eliminate observational units that are obtained with less than 10 observations (at least 10 firms by sector, year, and country)
- ▶ Unbalanced panel: about 4,000 obs

Gravity model: First stage

| Sector (NACE 2-digit) | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 20 | 21 |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <i>In Distance</i> | -0.962*** (0.0653) | -0.868*** (0.0393) | -0.908*** (0.0281) | -1.176*** (0.0514) | -1.032*** (0.0430) | -1.023*** (0.0405) | -1.205*** (0.0452) | -1.314*** (0.0507) | -1.078*** (0.0319) | -1.205*** (0.0660) | -1.018*** (0.0379) |
| Religion | -0.312*** (0.102) | 0.578*** (0.0784) | 0.335*** (0.0556) | 0.125 (0.101) | 0.406*** (0.0989) | 0.334*** (0.0787) | 0.149* (0.0818) | 0.395*** (0.0849) | 0.194*** (0.0631) | 0.243** (0.106) | 0.138* (0.0755) |
| Const. | 11.10*** (0.801) | 14.63*** (0.596) | 11.90*** (0.393) | 10.63*** (0.661) | 7.473*** (0.506) | 11.08*** (0.546) | 12.27*** (0.578) | 13.63*** (0.775) | 12.85*** (0.397) | 11.87*** (0.875) | 11.23*** (0.553) |
| Obs | 11,360 | 32,455 | 38,661 | 15,641 | 18,506 | 27,408 | 30,692 | 21,844 | 37,142 | 11,405 | 24,846 |
| Pseudo R ² | 0.459 | 0.579 | 0.510 | 0.501 | 0.560 | 0.580 | 0.579 | 0.541 | 0.561 | 0.513 | 0.557 |
| Sector (NACE 2-digit) | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 |
| <i>In Distance</i> | -1.250*** (0.0580) | -1.256*** (0.0463) | -1.185*** (0.0452) | -1.256*** (0.0506) | -0.930*** (0.0601) | -1.240*** (0.0743) | -1.217*** (0.0650) | -1.006*** (0.0488) | -0.981*** (0.0369) | -1.154*** (0.0416) | -0.977*** (0.0582) |
| Religion | 0.168* (0.101) | -0.137* (0.0779) | 0.208** (0.0917) | 0.165* (0.0986) | 0.447*** (0.0995) | 0.318*** (0.105) | 0.404*** (0.122) | 0.409*** (0.0904) | 0.275*** (0.0601) | 0.151* (0.0775) | 0.182* (0.103) |
| Const. | 9.331*** (0.771) | 8.493*** (0.539) | 11.56*** (0.833) | 9.815*** (0.562) | 7.463*** (0.899) | 9.357*** (0.862) | 10.39*** (0.887) | 10.25*** (0.620) | 7.345*** (0.473) | 7.741*** (0.495) | 7.188*** (0.747) |
| Obs | 17,438 | 19,205 | 21,770 | 15,650 | 10,053 | 11,909 | 9,382 | 24,518 | 26,659 | 30,333 | 13,997 |
| Pseudo R ² | 0.602 | 0.583 | 0.592 | 0.579 | 0.565 | 0.624 | 0.547 | 0.613 | 0.535 | 0.624 | 0.544 |

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Gravity model: Second stage

| Sector (NACE 2-digit) | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 20 | 21 |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <i>ln Distance</i> | -1.288*** (0.0275) | -1.067*** (0.0322) | -0.973*** (0.156) | -1.233*** (0.0242) | -1.278*** (0.0274) | -1.111*** (0.0255) | -1.452*** (0.0286) | -1.541*** (0.0255) | -1.109*** (0.0463) | -1.373*** (0.0229) | -0.829*** (0.0233) |
| Cons. | 14.93*** (0.488) | 14.54*** (0.471) | 17.24*** (1.367) | 16.41*** (0.481) | 19.10*** (0.479) | 15.51*** (0.394) | 15.22*** (0.362) | 22.97*** (0.261) | 10.27*** (0.662) | 18.35*** (0.676) | 11.11*** (0.442) |
| Obs | 37,114 | 29,591 | 16,797 | 36,387 | 35,492 | 32,722 | 32,203 | 33,127 | 12,473 | 37,005 | 31,610 |
| R ² | 0.808 | 0.773 | 0.535 | 0.828 | 0.823 | 0.792 | 0.762 | 0.785 | 0.608 | 0.849 | 0.802 |
| Sector (NACE 2-digit) | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 |
| <i>ln Distance</i> | -1.413*** (0.0203) | -1.442*** (0.0238) | -1.509*** (0.0300) | -1.339*** (0.0209) | -1.000*** (0.0180) | -1.173*** (0.0181) | -1.108*** (0.0185) | -1.407*** (0.0270) | -1.087*** (0.0303) | -1.330*** (0.0225) | -0.997*** (0.0195) |
| Cons. | 21.78*** (0.215) | 17.76*** (0.529) | 21.81*** (0.307) | 24.20*** (0.249) | 16.29*** (0.436) | 24.19*** (0.459) | 21.77*** (0.701) | 15.24*** (0.430) | 15.02*** (0.603) | 25.52*** (0.513) | 15.99*** (0.475) |
| Obs | 35,970 | 34,581 | 33,707 | 35,788 | 37,062 | 36,843 | 37,092 | 33,879 | 32,935 | 31,380 | 36,162 |
| R ² | 0.873 | 0.846 | 0.799 | 0.874 | 0.879 | 0.872 | 0.899 | 0.841 | 0.715 | 0.842 | 0.866 |

^a OLS regression. Dependent variable: log of export value. Importer-Year and Exporter-Year fixed effects included. Standard errors are clustered at exporter-year level and are reported in parenthesis. Significance level: * 0.10 > value ** 0.05 > value *** 0.01 > value.

Gravity Output

- ▶ Fixed effects descriptive statistics [here](#)
- ▶ Fixed effects vs trade balance [here](#)

TFP distribution: Pareto vs LogNormal

We need parameters k and y_M (Pareto) and μ σ (LogNormal). CompNet provides both sample mean m and standard deviation s (of variables in levels). Following Head (2016), we can define

$$k_i = 1 + \sqrt{1 + m_i^2/v_i}$$

$$y_{M,i} = m_i(k_i - 1)/k_i.$$

| | Head (2016) | Lognormal Properties |
|--|---|---|
| | $\sigma_i = \sqrt{\ln(m_i^2 + v_i) - 2 \ln m_i}$ $\mu_i = \ln m_i - \sigma_i^2/2$ | Dispersion = $\frac{e^{\mu_i + \sigma_i^2/2}}{e_i^\mu} = e^{\sigma_i^2/2}$ P50 = e^{μ_i} |

Testing Pareto: baseline

| | (1) | (2) | (3) | (4) | (5) | (6) |
|-------------------|------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|
| | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE |
| $k(\text{TFP})$ | -.20902*** (.02407) | | -.20196*** (.02302) | -.20141*** (.02295) | | |
| Skew(TFP) | | .03827*** (.01481) | | | .03204** (.01515) | .03082** (.01522) |
| $y_M(\text{TFP})$ | | | .00037*** (9.2e-05) | | .00055*** (9.9e-05) | |
| Mean(TFP) | | | | .00021*** (5.1e-05) | | .00032*** (5.7e-05) |
| ln N.Firms | .77433*** (.02396) | .71377*** (.03011) | .77292*** (.02396) | .77265*** (.02396) | .71526*** (.03025) | .71522*** (.03024) |
| Cons. | 1.5563*** (.17737) | 1.1996*** (.20619) | 1.5293*** (.17562) | 1.5329*** (.17545) | 1.1826*** (.2064) | 1.1907*** (.20617) |
| Obs. | 4153 | 4153 | 4153 | 4153 | 4153 | 4153 |
| R ² | .97181 | .97067 | .97187 | .97187 | .97081 | .97081 |

^a Country, Sector and Year fixed effects included. Bootstrapped SE (500 reps) reported in parenthesis

Testing LogNormal: baseline

| | (1) | (2) | (3) | (4) | (5) |
|------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE |
| μ (TFP) | .07146*** (.01705) | | | .08132*** (.01554) | |
| ln P50(TFP) | | .07327*** (.01722) | .07736*** (.01667) | | .08243*** (.01587) |
| σ^2 (TFP) | .14606** (.05785) | .14846*** (.0576) | | | |
| Dis(TFP) | | | .08321** (.03939) | | |
| Skew(TFP) | | | | .03165** (.01529) | .03051** (.01539) |
| ln N.Firms | .7248*** (.03044) | .72473*** (.03044) | .72461*** (.03054) | .71964*** (.03064) | .71962*** (.03066) |
| Cons. | .88119*** (.22559) | .87643*** (.22608) | .8753*** (.22649) | .85408*** (.22368) | .85537*** (.22442) |
| Obs. | 4153 | 4153 | 4153 | 4153 | 4153 |
| R ² | .97087 | .97088 | .97086 | .97089 | .97088 |

^a Country, Sector and Year fixed effects included. Bootstrapped SE (500 reps) reported in parenthesis

Robustness Pareto: different FEs

| | (1) | (2) | (3) | (4) | (5) | (6) |
|---------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE |
| $k(\text{TFP})$ | -.20196*** (.02545) | -.20141*** (.0242) | -.21187*** (.02816) | -.21128*** (.02674) | -.19871*** (.02705) | -.19814*** (.02727) |
| $y_M(\text{TFP})$ | .00037*** (9.4e-05) | | .00033*** (9.4e-05) | | .00037*** (9.9e-05) | |
| Mean(TFP) | | .00021*** (5.6e-05) | | .00019*** (5.6e-05) | | .00021*** (5.3e-05) |
| ln N.Firms | .77292*** (.03778) | .77265*** (.035) | .78163*** (.03821) | .78138*** (.03528) | .76621*** (.03632) | .76594*** (.03491) |
| Cons. | 1.5293*** (.24027) | 1.5329*** (.22846) | 1.8578*** (.24474) | 1.8605*** (.23729) | 1.71*** (.41768) | 1.7136*** (.41503) |
| Obs. | 4153 | 4153 | 4153 | 4153 | 4153 | 4153 |
| R ² | .97187 | .97187 | .97267 | .97267 | .97412 | .97412 |
| Year F.E. | yes | yes | no | no | no | no |
| Sector F.E. | yes | yes | yes | yes | no | no |
| Country F.E. | yes | yes | no | no | yes | yes |
| Country x Year F.E. | no | no | yes | yes | no | no |
| Sector x Year F.E. | no | no | no | no | yes | yes |

Robustness Lognormal: different FEs

| | (1) | (2) | (3) |
|------------------------|-----------------------|-----------------------|-----------------------|
| | Exp. FE | Exp. FE | Exp. FE |
| $\sigma^2(\text{TFP})$ | .14606** (.06056) | .18092*** (.06388) | .15337** (.06208) |
| $\mu(\text{TFP})$ | .07146*** (.01742) | .06063*** (.01792) | .07262*** (.0181) |
| ln N.Firms | .7248*** (.04188) | .73149*** (.04233) | .72002*** (.03927) |
| Cons. | .88119*** (.2772) | 1.2222*** (.2773) | 1.043** (.46282) |
| Obs. | 4153 | 4153 | 4153 |
| R ² | .97087 | .9716 | .97322 |
| Year F.E. | yes | no | no |
| Sector F.E. | yes | yes | no |
| Country F.E. | yes | no | yes |
| Country x Year F.E. | no | yes | no |
| Sector x Year F.E. | no | no | yes |

Robustness: Dyadic Gravity

- ▶ Pareto [here](#)
- ▶ LogNormal [here](#)
- ▶ Pareto with different FEs [here](#)
- ▶ LogNormal with different FEs [here](#)

Conclusions

- ▶ We provide an analytical framework to reconcile micro level characteristics (productivity) and aggregate outcomes export
- ▶ We show that LogNormal distribution describes better productivity distribution (it has important consequences for welfare analysis)
- ▶ Our framework is relatively parsimonious in terms of data: not necessary the full population but only moments
- ▶ Prominence of skewness for aggregate outcomes

Next on agenda

- ▶ Counterfactual analysis to quantitatively assess importance of mean and skewness for aggregate exports
- ▶ Endogeneity: how to identify causal effect of productivity on exports excluding reverse causality (learning by exporting)?
- ▶ ...further suggestions?

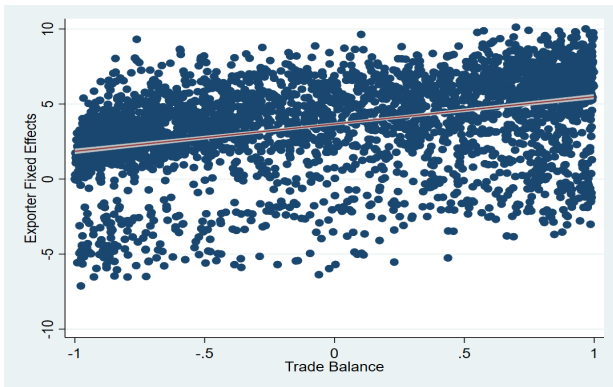
Exporter FE: country averages

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| | | | | | | | | |
|-----------|-------------|----------------|----------|---------|----------|----------|---------|--------|
| Belgium | Croatia | Czech Republic | Denmark | Finland | France | Germany | Hungary | Italy |
| 3.366 | -0.369 | 2.112 | 2.301 | 2.093 | 4.240 | 5.107 | 1.586 | 4.587 |
| Lithuania | Netherlands | Poland | Portugal | Romania | Slovakia | Slovenia | Spain | Sweden |
| 0.118 | 3.469 | 2.469 | 2.147 | 1.268 | 1.047 | 0.696 | 3.778 | 2.776 |

Exporter FE and Trade Balance

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Source: authors elaborations on BACI data. Each point identifies the triple origin, sector, year. Trade balance: ratio between export minus imports to total trade (exports plus imports). Vertical axis: log of exporter FE

Robustness Pareto: dyadic gravity

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| | (1) | (2) | (3) | (4) | (5) | (6) |
|-------------------|------------------------|-----------------------|------------------------|------------------------|-----------------------|------------------------|
| | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE |
| $k(\text{TFP})$ | -.18924*** (.02381) | | -.18453*** (.02324) | -.18392*** (.02316) | | |
| Skew(TFP) | | .042** (.01697) | | | .03733** (.01737) | .03627** (.01746) |
| $y_M(\text{TFP})$ | | | .00025* (.00013) | | .0004*** (.00014) | |
| Mean(TFP) | | | | .00015** (7.5e-05) | | .00024*** (7.9e-05) |
| ln N.Firms | .79967*** (.02831) | .73932*** (.03448) | .79852*** (.02835) | .79827*** (.02835) | .74018*** (.03473) | .74019*** (.03473) |
| Cons. | 3.9743*** (.19928) | 3.6702*** (.23304) | 3.9571*** (.19922) | 3.959*** (.19917) | 3.6593*** (.23403) | 3.6651*** (.23383) |
| Obs. | 3841 | 3841 | 3841 | 3841 | 3841 | 3841 |
| R ² | .88762 | .88455 | .88772 | .88773 | .8848 | .88483 |

^a Country, sector and year fixed effects included. Bootstrapped SE (500 reps) reported in parenthesis

Robustness LogNormal: dyadic gravity

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| | (1) | (2) | (3) | (4) |
|------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| | Exp. FE | Exp. FE | Exp. FE | Exp. FE |
| μ (TFP) | .05867*** (.01897) | | .06616*** (.01759) | |
| ln P50(TFP) | | .06167*** (.019) | | .06603*** (.01798) |
| σ^2 (TFP) | .13105* (.0725) | | | |
| Dis(TFP) | | .08478* (.04894) | | |
| Skew(TFP) | | | .03682** (.01736) | .03605** (.01738) |
| ln N.Firms | .74947*** (.03537) | .74936*** (.03542) | .74404*** (.03506) | .74383*** (.03508) |
| Cons. | 3.419*** (.26023) | 3.4172*** (.26078) | 3.3878*** (.25576) | 3.3942*** (.25652) |
| Obs. | 3841 | 3841 | 3841 | 3841 |
| R ² | .88487 | .88484 | .88503 | .885 |

^a Country, sector and year fixed effects included. Bootstrapped SE (500 reps) reported in parenthesis

Robustness Pareto: dyadic gravity and different FEs

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| | (1) | (2) | (3) | (4) | (5) | (6) |
|---------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE | Exp. FE |
| $k(\text{TFP})$ | -.18453*** (.02455) | -.18392*** (.02386) | -.19249*** (.02647) | -.19186*** (.02559) | -.18885*** (.02351) | -.18834*** (.02238) |
| $y_M(\text{TFP})$ | .00025* (.00014) | | .00019 (.00014) | | .00028*** (.00011) | |
| Mean(TFP) | | .00015* (8.7e-05) | | .00012 (7.6e-05) | | .00016*** (5.5e-05) |
| ln N.Firms | .79852*** (.04131) | .79827*** (.03894) | .79902*** (.02672) | .79881*** (.02751) | .81394*** (.02473) | .81373*** (.02493) |
| Cons. | 3.9571*** (.27016) | 3.959*** (.26095) | 4.7143*** (.24503) | 4.7149*** (.24482) | 3.9073*** (.40507) | 3.9097*** (.40827) |
| Obs. | 3841 | 3841 | 3841 | 3841 | 3841 | 3841 |
| R ² | .88772 | .88773 | .89215 | .89217 | .91807 | .91808 |
| Year F.E. | yes | yes | no | no | no | no |
| Sector F.E. | yes | yes | yes | yes | no | no |
| Country F.E. | yes | yes | no | no | yes | yes |
| Country x Year F.E. | no | no | yes | yes | no | no |
| Sector x Year F.E. | no | no | no | no | yes | yes |

Robustness LogNormal: dyadic gravity and different FEs

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| | (1) | (2) | (3) |
|------------------------|-----------------------|-----------------------|-----------------------|
| | Exp. FE | Exp. FE | Exp. FE |
| $\sigma^2(\text{TFP})$ | .13105* (.06776) | .18286*** (.06473) | .09089 (.06141) |
| $\mu(\text{TFP})$ | .05867*** (.02091) | .04079** (.01921) | .05782*** (.0171) |
| In N.Firms | .74947*** (.04654) | .74821*** (.03282) | .76411*** (.03069) |
| Cons. | 3.419*** (.33405) | 4.2201*** (.28276) | 3.3752*** (.44136) |
| Obs. | 3841 | 3841 | 3841 |
| R ² | .88487 | .88915 | .91506 |
| Year F.E. | yes | no | no |
| Sector F.E. | yes | yes | no |
| Country F.E. | yes | no | yes |
| Country x Year F.E. | no | yes | no |
| Sector x Year F.E. | no | no | yes |