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**Online Appendix for**

**Exports, Technical Measures,  
and Regulatory Heterogeneity**

**By**

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## Appendix

In this appendix we show re-estimations of the main regressions but instead of using  $JG_{odp}^{Int_d}$  as the measure of regulatory heterogeneity, we employ  $JG_{odp}$  and include  $C_{dp}$  as a separate control. Accordingly, in these regressions we are assessing the extent to which the share of technical measures imposed in destination country  $d$  and not present in Chile affect Chilean exports, after controlling for differences in the number of measures. Note that  $JG_{odp}^{Int_d}$  refers to counts of measures while  $JG_{odp}$  refers to shares. Therefore, the estimated beta coefficients of the regressions in this appendix are not directly comparable with those of the main manuscript.

Table A1: Regressions at the product-destination level

	Total exports (1)	Number of exporters (2)	Avg. exp. per firm (3)
<b>Ln (1+ Jaccard gap)</b>	-0.1302* (0.0748)	-0.0393** (0.0174)	-0.1131 (0.0906)
<b>Ln (1 + tariff)</b>	-2.1130*** (0.4132)	-0.2448*** (0.0819)	-1.1359** (0.4830)
<b>Number of measures in <math>d</math></b>	-0.0285*** (0.0072)	-0.0123*** (0.0015)	-0.0207* (0.0112)
<b>R2</b>	0.986	0.642	0.961
<b>Observations</b>	422,208	422,208	422,208

Note: The dependent variables are the total Chilean exports of product  $p$  to destination country  $d$  in year  $t$  (column 1), the number of exporters of product  $p$  to destination country  $d$ , and the average exports per firm of product  $p$  to destination country  $d$ . The explanatory variables are the Jaccard regulatory gap between destination country  $d$  and Chile in product  $p$  in year  $t$  (in logs), the applied tariff rate in destination country  $d$  to Chilean exports of product  $p$  in year  $t$  (in logs), and the number of regulatory measures imposed by destination country  $d$  on product  $p$  in year  $t$ . All the regressions include destination-year, product-year and destination-product fixed effects. Robust standard errors in parentheses. \*\*\*, \*\*, and \* imply significant at the 1%, 5% and 10% level, respectively.

Table A2: Regressions at the firm-product-destination level

	(1)	(2)	(3)
<b>Ln (1+ Jaccard gap)</b>	-0.1628*		-0.1506*
	(0.0938)		(0.0916)
<b>Ln (1 + tariff)</b>		-3.1891***	-2.8589***
		(0.4740)	(0.4508)
<b>Number of measures in <math>d</math></b>	-0.0268***		-0.0242***
	(0.0092)		(0.0091)
<b>R2</b>	0.971	0.971	0.971
<b>Observations</b>	747,474	747,474	747,474

Note: The dependent variable is the exports of firm  $f$  of product  $p$  to destination country  $d$  in year  $t$ . The explanatory variables are the Jaccard regulatory gap between destination country  $d$  and Chile in product  $p$  in year  $t$  (in logs), the applied tariff rate in destination country  $d$  to Chilean exports of product  $p$  in year  $t$  (in logs), and the number of regulatory measures imposed by destination country  $d$  on product  $p$  in year  $t$ . All the regressions include firm-product-destination, firm-product-year and destination-year fixed effects. Standard errors clustered at the product-destination level. \*\*\*, \*\*, and \* imply significant at the 1%, 5% and 10% level, respectively.

Table A3: Heterogeneous effects by type of technical measure

	(1)	(2)
<b>Ln (1+ Jaccard gap)</b>	-0.1506* (0.0916)	
<b>Ln (1+ Jaccard gap product measures)</b>		0.0438 (0.1272)
<b>Ln (1+ Jaccard gap conformity measures)</b>		-0.4678*** (0.0801)
<b>Ln (1 + tariff)</b>	-2.8589*** (0.4508)	-3.0093*** (0.4700)
<b>Number of measures in <math>d</math></b>	-0.0242*** (0.0091)	
<b>Number of product measures in <math>d</math></b>		-0.0207* (0.0109)
<b>Number of conformity measures in <math>d</math></b>		0.0087 (0.0236)
<b>R2</b>	0.971	0.971
<b>Observations</b>	747,474	747,474

Note: The dependent variable is the exports of firm  $f$  of product  $p$  to destination country  $d$  in year  $t$ . The explanatory variables are the Jaccard gap between destination country  $d$  and Chile in product  $p$  in year  $t$  (in logs) (column 1), the Jaccard gap between destination country  $d$  and Chile in product  $p$  in year  $t$  associated with product measures (column 2) and with conformity measures (column 2) (in logs), the applied tariff rate in destination country  $d$  to Chilean exports of product  $p$  in year  $t$  (in logs), and the number of product and conformity measures imposed by destination country  $d$  on product  $p$  in year  $t$ . All the regressions include firm-product-destination, firm-product-year and destination-year fixed effects. Standard errors clustered at the product-destination level. \*\*\*, \*\*, and \* imply significant at the 1%, 5% and 10% level, respectively.

Table A4: Heterogeneous effects by type of technical measure and firm size

	(1)	(2)	(3)
<b>Ln (1+ Jaccard gap product measures)</b>	0.0438 (0.1272)	0.0852 (0.1307)	0.0875 (0.1298)
<b>Ln (1+ Jaccard gap conformity measures)</b>	-0.4678*** (0.0801)	-0.4511*** (0.0904)	-0.4424*** (0.0891)
<b>Ln (1+ Jaccard gap product measures) x small (T1)</b>		-0.4916* (0.2518)	
<b>Ln (1+ Jaccard gap conformity measures) x small (T1)</b>		-0.0705 (0.1513)	
<b>Ln (1+ Jaccard gap product measures) x small (Q1)</b>			-0.6274** (0.2706)
<b>Ln (1+ Jaccard gap conformity measures) x small (Q1)</b>			-0.1251 (0.1553)
<b>Ln (1 + tariff)</b>	-3.0093*** (0.4700)	-3.0111*** (0.4728)	-3.0272*** (0.4725)
<b>Number of product measures in <math>d</math></b>	-0.0207* (0.0109)	-0.0222** (0.0108)	-0.0221** (0.0108)
<b>Number of conformity measures in <math>d</math></b>	0.0087 (0.0236)	0.0086 (0.0237)	0.0066 (0.0238)
<b>R2</b>	0.971	0.971	0.971
<b>Observations</b>	747,474	747,474	747,474

Note: The dependent variable is the exports of firm  $f$  of product  $p$  to destination country  $d$  in year  $t$ . The explanatory variables are the Jaccard gap between destination country  $d$  and Chile in product  $p$  in year  $t$  (in logs) (column 1), the Jaccard gap between destination country  $d$  and Chile in product  $p$  in year  $t$  associated with product measures (column 2) and with conformity measures (column 2) (in logs), their interaction with a dummy that is equal to one if the firm is small, the applied tariff rate in destination country  $d$  to Chilean exports of product  $p$  in year  $t$  (in logs), and the number of product and conformity measures imposed by destination country  $d$  on product  $p$  in year  $t$ . A firm is considered small if the market share of its exports at the product level in its first year in the database is in the 1st tercile (T1) of the market share distribution, or alternatively in the 1st quartile (Q1) of the market share distribution. All the regressions include firm-product-destination, firm-product-year and destination-year fixed effects. Standard errors clustered at the product-destination level. \*\*\*, \*\*, and \* imply significant at the 1%, 5% and 10% level, respectively.

Table A5: Heterogeneous effects by type of technical measure and firm size. Alternative set of fixed effects

	(1)	(2)	(3)
<b>Jaccard gap intensity (product measures)</b>	-0.0322*** (0.0092)	-0.0198** (0.0094)	-0.0223** (0.0094)
<b>Jaccard gap intensity (conformity measures)</b>	-0.0394** (0.0190)	-0.0344* (0.0180)	-0.0343* (0.0178)
<b>Jaccard gap intensity (product measures) x small (T1)</b>		-0.1022*** (0.0108)	
<b>Jaccard gap intensity (conformity measures) x small (T1)</b>		-0.0362 (0.0322)	
<b>Jaccard gap intensity (product measures) x small (Q1)</b>			-0.1142*** (0.0118)
<b>Jaccard gap intensity (conformity measures) x small (Q1)</b>			-0.0668* (0.0361)
<b>Ln (1 + tariff)</b>	-2.1552*** (0.4186)	-2.1705*** (0.4238)	-2.1899*** (0.4208)
<b>R2</b>	0.879	0.881	0.881
<b>Observations</b>	2,205,628	2,205,628	2,205,628

Note: The dependent variable is the exports of firm  $f$  of product  $p$  to destination country  $d$  in year  $t$ . The explanatory variables are the Jaccard gap with intensity between destination country  $d$  and Chile in product  $p$  in year  $t$  associated with product requirements and with conformity requirements (column 2), their interactions with a dummy variable that is equal to 1 if the firm is small, and the applied tariff rate in destination country  $d$  to Chilean exports of product  $p$  in year  $t$  (in logs). A firm is considered small if the market share of its exports at the product level in its first year in the database is in the 1st tercile (T1) of the market share distribution, or alternatively in the 1st quartile (Q1) of the market share distribution. All the regressions include firm, product-destination, product-year and destination-year fixed effects. Standard errors clustered at the product-destination level. \*\*\*, \*\*, and \* imply significant at the 1%, 5% and 10% level, respectively.