# Appendix

## **A1. Descriptive Statistics**

Table A1. Full Sample

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Variable | Obs | Mean | Std. Dev. | Min | Max |
| TPP Evaluation | 552 | 1.27 | 0.56 | 0 | 2 |
| TPP Positive | 552 | 0.33 | 0.47 | 0 | 1 |
| Share Downstream | 525 | 0.29 | 0.32 | 0 | 1 |
| Share Upstream | 525 | 0.27 | 0.30 | 0 | 1 |
| Product Differentiation | 519 | 2.63 | 0.73 | 1 | 4 |
| Productivity | 533 | 3.59 | 0.98 | 1 | 5 |
| Import Input | 519 | 0.51 | 0.50 | 0 | 1 |
| SOE | 552 | 0.25 | 0.43 | 0 | 1 |
| I(*SK*) | 552 | 0.35 | 0.48 | 0 | 1 |
| I(*IND*) | 552 | 0.33 | 0.47 | 0 | 1 |
| Labor Intensive | 552 | 0.18 | 0.38 | 0 | 1 |
| Capital Intensive | 552 | 0.56 | 0.50 | 0 | 1 |

Table A2. Sub-Sample of TPP-aware Firms

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Variable | Obs | Mean | Std. Dev. | Min | Max |
| TPP Evaluation | 403 | 1.28 | 0.59 | 0 | 2 |
| TPP Positive | 403 | 0.35 | 0.48 | 0 | 1 |
| Share Downstream | 395 | 0.33 | 0.31 | 0 | 1 |
| Share Upstream | 395 | 0.31 | 0.30 | 0 | 1 |
| Product Differentiation | 395 | 2.59 | 0.74 | 1 | 4 |
| Productivity | 403 | 3.68 | 0.99 | 1 | 5 |
| Import Input | 396 | 0.58 | 0.49 | 0 | 1 |
| SOE | 403 | 0.24 | 0.43 | 0 | 1 |
| I(*SK*) | 403 | 0.35 | 0.48 | 0 | 1 |
| I(*IND*) | 403 | 0.33 | 0.47 | 0 | 1 |
| Labor Intensive | 403 | 0.17 | 0.38 | 0 | 1 |
| Capital Intensive | 403 | 0.60 | 0.50 | 0 | 1 |

## **A2. Sample Comparison**

Table A3 compares our sample of firm managers and the 2013 CFIS across a number of firm characteristics. Age of the firm is computed based on the year of the survey. Export as a percentage of sales is calculated only for firms that report export activities.

Table A3. Sample Comparison

|  |  |  |
| --- | --- | --- |
| Variable | 2013 CFIS | Our Survey |
| **Region** (%) |  |  |
| Eastern | 75.9 | 64 |
| Central | 16.7 | 23.7 |
| Western | 7.4 | 12.3 |
| **Registration Type** (%) |  |  |
| SOE | 23.6 | 24.6 |
| Private | 59.7 | 54.9 |
| Foreign | 9.9 | 10 |
| Collective | 1 | 3.3 |
| Joint Venture | 5.8 | 7.2 |
| **Industry** (%) |  |  |
| Textiles and Textile Products | 10 | 3 |
| Leather, Leather and Footwear | 2.3 | 2 |
| Wood and Products of Wood and Cork | 2.5 | 0.5 |
| Pulp, Paper, Printing and Publishing | 1.9 | 2.5 |
| Coke, Refined Petroleum and Nuclear Fuel | 0.6 | 0.4 |
| Chemicals and Chemical Products | 6.9 | 7.1 |
| Rubber and Plastics | 4.8 | 2.5 |
| Machinery | 11.5 | 10 |
| Electrical and Optical Equipment | 10 | 5.4 |
| Transport Equipment | 4.8 | 3.1 |
| Other | 44.7 | 63.5 |
| **Export as a Percentage of Sales** | 52.4 | 50.9 |
| **Age of the firm (in years)** | 10 | 11 |
| **Sample Size** | 345,101 | 552 |

## **A3. Robustness Checks**

Table A4. Position in the Global Supply Chain and Evaluation of TPP

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Model: | Model A1 | Model A2 | | Model A3 | Model A4 | | Model A5 | Model A6 | |
| Dependent Variable: | Positive | Negative | Positive | Positive | Negative | Positive | Positive | Negative | Positive |
| Share Downstream | 1.030\*\* | 0.518 | 1.091\*\* | 0.939\*\* | 0.382 | 0.991\*\* | 1.450\*\*\* | 0.108 | 1.570\*\*\* |
|  | (0.423) | (0.839) | (0.441) | (0.376) | (0.754) | (0.389) | (0.455) | (1.028) | (0.488) |
| Share Upstream | -0.0955 | -0.300 | -0.127 | -0.133 | -0.466 | -0.199 | 0.0121 | -1.174 | 0.113 |
|  | (0.438) | (0.979) | (0.445) | (0.419) | (0.842) | (0.426) | (0.485) | (1.186) | (0.493) |
| Prod. Differentiation | 0.209 | 0.292 | 0.258 | 0.229 | 0.341 | 0.278\* | 0.265 | 0.597\* | 0.431\*\* |
|  | (0.171) | (0.322) | (0.178) | (0.155) | (0.283) | (0.160) | (0.186) | (0.316) | (0.200) |
| Productivity | 0.555\*\*\* | 0.375 | 0.606\*\*\* | 0.582\*\*\* | 0.236 | 0.615\*\*\* | 0.713\*\*\* | 0.544\*\* | 0.738\*\*\* |
|  | (0.138) | (0.243) | (0.144) | (0.143) | (0.214) | (0.148) | (0.158) | (0.248) | (0.164) |
| Import Input | 0.420 | 0.462 | 0.485\* | 0.409 | 0.397 | 0.460\* | 0.688\*\* | 1.183\*\* | 0.692\*\* |
|  | (0.274) | (0.475) | (0.281) | (0.260) | (0.434) | (0.267) | (0.296) | (0.533) | (0.309) |
| SOE | -0.286 | 0.151 | -0.256 | -0.153 | -0.258 | -0.181 | -0.495 | -1.531\*\* | -0.561\* |
|  | (0.286) | (0.469) | (0.293) | (0.286) | (0.518) | (0.281) | (0.313) | (0.758) | (0.324) |
| Labor Intensive |  |  |  | -0.178 | 1.139 | -0.0567 |  |  |  |
|  |  |  |  | (0.366) | (0.723) | (0.375) |  |  |  |
| Capital Intensive |  |  |  | -0.0493 | 0.909 | 0.0437 |  |  |  |
|  |  |  |  | (0.304) | (0.660) | (0.310) |  |  |  |
| Constant | -3.97\*\*\* | -3.992\*\* | -4.140\*\*\* | -3.807\*\*\* | -4.740\*\*\* | -4.023\*\*\* | -4.907\*\*\* | -5.502\*\*\* | -5.326\*\*\* |
|  | (1.064) | (1.884) | (1.109) | (0.781) | (1.278) | (0.809) | (1.118) | (2.003) | (1.195) |
| Industry FE | ✓ | ✓ | ✓ |  |  |  | ✓ | ✓ | ✓ |
|  |  |  |  |  |  |  |  |  |  |
| Observations | 403 | 403 | 403 | 383 | 383 | 383 | 368 | 368 | 368 |

Note: Robust standard errors in parentheses. Models A1, A3, and A5 are estimated with binomial logistic regressions; Model A2, A4, and A6 are estimated with Multinomial logistic regressions, with “unknown / mixed / no effect” evaluations of the TPP as the baseline category. Industry fixed effects included but not reported. The coefficient estimates in A3 and A4 are the averages across ten imputations, and the standard errors are the square roots of the sum of the within and between variance estimates with an adjustment for the number of imputations.\*\*\* p<0.01, \*\* p<0.05, \* p<0.1

Table A5. Position in the Global Supply Chain and Evaluation of TPP

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Model: | Model A7 | Model A8 | | Model A9 | Model A10 | | ModelA11 | Model A12 | |
| Dependent Variable: | Positive | Negative | Positive | Positive | Negative | Positive | Positive | Negative | Positive |
| Share Donwstream | 1.867\*\*\* | 0.900 | 1.938\*\* | 1.697\*\* | 0.672 | 1.761\*\* | 2.672\*\*\* | 0.919 | 2.941\*\*\* |
|  | 0.711 | (1.541) | (0.485) | (0.670) | (1.336) | (0.688) | (0.793) | (1.910) | (0.829) |
| Share Upstream | 0.0675 | -0.215 | 0.0342 | 0.0238 | -0.577 | -0.0539 | 0.327 | -0.978 | 0.410 |
|  | 0.983 | (0.943) | (0.440) | (0.421) | (0.827) | (0.431) | (0.475) | (1.134) | (0.487) |
| Product Differentiation | 0.239 | 0.302 | 0.285 | 0.243 | 0.339 | 0.288\* | 0.307\* | 0.569\* | 0.457\*\* |
|  | 0.168 | (0.337) | (0.175) | (0.155) | (0.292) | (0.160) | (0.184) | (0.336) | (0.199) |
| Productivity | 0.571\*\*\* | 0.344 | 0.612\*\*\* | 0.583\*\*\* | 0.213 | 0.611\*\*\* | 0.721\*\*\* | 0.625\*\* | 0.763\*\*\* |
|  | 0.144 | (0.257) | (0.148) | (0.144) | (0.218) | (0.148) | (0.164) | (0.277) | (0.172) |
| Import Input | 0.397 | 0.488 | 0.463 | 0.397 | 0.474 | 0.452\* | 0.669\*\* | 1.470\*\* | 0.674\*\* |
|  | 0.284 | (0.506) | (0.291) | (0.268) | (0.444) | (0.274) | (0.316) | (0.629) | (0.332) |
| SOE | -0.288 | 0.131 | -0.257 | -0.0990 | -0.309 | -0.128 | -0.487 | -1.918\*\* | -0.555 |
|  | (0.303) | (0.480) | (0.307) | (0.290) | (0.559) | (0.293) | (0.342) | (0.967) | (0.355) |
| tppSK = 1 | 1.198\*\* | -0.252 | 1.179\*\* | 1.187\*\*\* | -0.424 | 1.157\*\*\* | 1.710\*\*\* | -0.242 | 1.800\*\*\* |
|  | (0.477) | (1.075) | (0.485) | (0.441) | (0.990) | (0.448) | (0.531) | (1.377) | (0.550) |
| 1.tppSK#c.finalshare | -2.764\*\*\* | 0.898 | -2.268\*\*\* | -2.347\*\*\* | 0.928 | -2.257\*\* | -3.602\*\*\* | 0.733 | -3.771\*\*\* |
|  | (0.998) | (2.233) | (1.010) | (0.908) | (1.881) | (0.928) | (1.116) | (2.687) | (1.140) |
| tppIndo = 1 | 0.0835 | 1.154 | 0.213 | 0.139 | 1.004 | 0.254 | 0.120 | 1.404 | 0.218 |
|  | (0.492) | (0.768) | (0.500) | (0.473) | (0.738) | (0.481) | (0.558) | (0.902) | (0.587) |
| 1.tppIndo#c.finalshare | 0.0015 | -0.757 | -0.0262 | 0.135 | -0.997 | 0.0399 | -0.0340 | -4.617\* | 0.00738 |
|  | (0.983) | (1.873) | (1.011) | (0.923) | (1.813) | (0.948) | (1.116) | (2.777) | (1.219) |
| Labor Intensive |  |  |  | -0.228 | 1.273\* | -0.103 |  |  |  |
|  |  |  |  | (0.389) | (0.709) | (0.397) |  |  |  |
| Capital Intensive |  |  |  | -0.0170 | 0.951 | 0.0715 |  |  |  |
|  |  |  |  | (0.319) | (0.655) | (0.323) |  |  |  |
| Constant | -4.501\*\*\* | -4.404\*\* | -4.666\*\*\* | -4.388\*\*\* | -5.093\*\*\* | -4.602\*\*\* | -5.706\*\*\* | -6.434\*\*\* | -6.230\*\*\* |
|  | (1.194) | (2.084) | (1.214) | (0.816) | (1.388) | (0.842) | (1.363) | (2.295) | (1.434) |
| Industry FE | ✓ | ✓ | ✓ |  |  |  | ✓ | ✓ | ✓ |
|  |  |  |  |  |  |  |  |  |  |
| Observations | 403 | 403 | 403 | 383 | 383 | 383 | 368 | 368 | 368 |

Note: Robust standard errors in parentheses. Models A7, A9, and A11 are estimated with binomial logistic regressions; Model A8, A10, and A12 are estimated with Multinomial logistic regressions, with “unknown / mixed / no effect” evaluations of the TPP as the baseline category. Industry fixed effects included but not reported. The coefficient estimates in A7 and A8 are the averages across ten imputations, and the standard errors are the square roots of the sum of the within and between variance estimates with an adjustment for the number of imputations.\*\*\* p<0.01, \*\* p<0.05, \* p<0.1