

Exporter Dynamics Database

List of Measures and Definitions

The firm types used in the database are defined as follows:

- $Exporter_t$: any firm that exports in year t ;
- $Entrant_t$: a firm that does not export in year $t-1$ but exports in year t ;
- $Exiter_t$: a firm that exports in year $t-1$ but does not export in year t ;
- $Incumbent_t$: a firm that exports in both years $t-1$ and t ;
- $2^{nd} \text{ Year Incumbent}_t$: a firm that exports in years $t-1$, t , and $t+1$;
- $1^{st} \text{ Year Surviving Entrant}_t$: a firm that does not export in year $t-1$ but exports in both years t and $t+1$;
- $2^{nd} \text{ Year Surviving Entrant}_t$: a firm that does not export in year $t-1$ but exports in years t , $t+1$ and $t+2$;
- $3^{rd} \text{ Year Surviving Entrant}_t$: a firm that does not export in year $t-1$ but exports in years t , $t+1$, $t+2$ and $t+3$.

A graphical illustration of the firm types is provided below where YES indicates that the firm exports in a given year and NO indicators that the firm does not export in a given year:

Year	t-1	t	t+1	t+2	t+3
$Exporter_t$		YES			
$Entrant_t$	NO	YES			
$Exiter_t$	YES	NO			
$Incumbent_t$	YES	YES			
$2^{nd} \text{ Year Incumbent}_t$	YES	YES	YES		
$1^{st} \text{ Year Surviving Entrant}_t$	NO	YES	YES		
$2^{nd} \text{ Year Surviving Entrant}_t$	NO	YES	YES	YES	
$3^{rd} \text{ Year Surviving Entrant}_t$	NO	YES	YES	YES	YES

CODE	MEASURES	LEVEL OF DISAGGREGATION					
		Country - Year	Country Destination - Year	Country - HS2 Product - Destination - Year	Country - Product/Sector - Year		
					HS2 & HS4	HS6	ISIC
A	BASIC CHARACTERISTICS						
1,2,3,4,5	N. Exporters, Entrants, Exitters, Surviving Entrants, Incumbents	✓	✓	✓	✓	✓	✓
6,7,8,9,10	MMS & Q1Q3 (Export Value per Exporter, Entrant, Exiter, Surviving Entrant, Incumbent)	✓	✓	✓	✓	✓	✓
11 & 12	MMS & Q1Q3 (Growth of Incumbents and Surviving Entrants)	✓	✓	✓	✓	✓	✓
B	CONCENTRATION						
1	Herfindahl Index	✓	✓	✓	✓	✓	✓
2	Share of top 5%, 10%, 25% Exporters in Total Export Value	✓	✓	✓	✓	✓	✓
3	MMS (N. HS6 Products per Exporter)	✓	✓	✓	✓	NA	✓
4	MMS (N. Destinations per Exporter)	✓	NA	NA	✓	✓	✓
5	MMS (N. Exporters per HS6 Product)	✓	✓	✓	✓	NA	✓
6	MMS (N. Exporters per Destination)	✓	NA	NA	✓	✓	✓
C	FIRM DYNAMICS						
1	Firm Entry Rate= N. Entrants / N. Exporters	✓	✓	✓	✓	✓	✓
2	Firm Exit Rate= N. Exitters / N. Exporters	✓	✓	✓	✓	✓	✓
3	Entrant 1 st Year Survival Rate= N. Surviving Entrants / N. Entrants	✓	✓	✓	✓	✓	✓
4	Share of Entrants= Total export value of Entrants / Total export value in that year	✓	✓	✓	✓	✓	✓
5	Entrant 2 nd Year Survival Rate= N. 2 nd Year Surviving Entrants / N. Entrants	✓	✓	✓	✓	✓	✓
6	Entrant 3 rd Year Survival Rate= N. 3 rd Year Surviving Entrants / N. Entrants	✓	✓	✓	✓	✓	✓

D	PRODUCT DYNAMICS						
1	MMS (Product Entry Rate of Incumbents) = (N. HS6 products not exported in t-1 but exported in t by a specific Incumbent / N. all HS6 products exported by the same Incumbent in t)	✓	✓	✓	✓	NA	✓
2	MMS (Product Entry Rate of Surviving Entrants) = (N. HS6 products not exported in t-1 but exported in t by a specific Surviving Entrant / N. all HS6 products exported by the same Surviving Entrant in t)	✓	✓	✓	✓	NA	✓
3	MMS (Share of New Products in TEV of Incumbents)= (Export value of new HS6 products exported by a specific Incumbent / Total export value of the same Incumbent)	✓	✓	✓	✓	NA	✓
4	MMS (Share of New Products in TEV of Surviving Entrants)= (Export value of new HS6 products exported by a specific Surviving Entrant / Total export value of the same Surviving Entrant)	✓	✓	✓	✓	NA	✓
5	MMS (Product Exit Rate of Incumbents) = (N. HS6 products exported by a specific Incumbent in t but not in t+1/ N. all HS6 products exported by the same Incumbent in t)	✓	✓	✓	✓	NA	✓
6	MMS (Product Survival Rate of Incumbents) = (N. HS6 products not exported in t-1 but exported in both t and t+1 by a specific Incumbent /N. all HS6 products not exported in t-1 but exported in t by the same Incumbent)	✓	✓	✓	✓	NA	✓
E	DESTINATION DYNAMICS						

1	MMS (Destination Entry Rate of Incumbents) = (N. destinations not exported in t-1 but exported in t by a specific Incumbent / N. all destinations exported by the same Incumbent in t)	✓	NA	NA	✓	✓	✓
2	MMS (Destination Entry Rate of Surviving Entrants) = (N. destinations not exported in t-1 but exported in t by a specific Surviving Entrant / N. all destinations exported by the same Surviving Entrant in t)	✓	NA	NA	✓	✓	✓
3	MMS (Share of New Destinations in TEV of Incumbents)= (Value of new destinations exported by a specific Incumbent / Total export value of the same Incumbent)	✓	NA	NA	✓	✓	✓
4	MMS (Share of New Destinations in TEV of Surviving Entrant)= (Value of new destinations exported by a specific Surviving Entrant / Total export value of the same Surviving Entrant)	✓	NA	NA	✓	✓	✓
5	MMS (Destination Exit Rate of Incumbents) = (N. destinations exported by a specific Incumbent in t but not in t+1/ N. all destinations exported by the same Incumbent in t)	✓	NA	NA	✓	✓	✓
6	MMS (Destination Survival Rate of Incumbents) = (N. destinations not exported in t-1 but exported in both t and t+1 by a specific Incumbent / N. all destinations not exported in t-1 but exported in t by the same Incumbent)	✓	NA	NA	✓	✓	✓
F	UNIT PRICE						
1,2,3,4,5	MMS (unit price (USD/KG) per Exporter, Entrant, Exiter, Surviving Entrant, Incumbent)	NA	NA	✓	✓	✓	NA

Notes: MMS indicate Mean, Median, Standard Deviation; Q1Q3 indicate the 25th and the 75th percentiles respectively; N indicates Number of; EV indicates Export Value; and TEV indicates Total Export Value.