Do Deep Trade Agreements' Provisions *Actually* Increase – or Decrease – Trade and/or FDI?

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WU Wien
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Motivation

- More than fifteen years ago, (Baier & Bergstrand, 2007) asked the question: "Do Free Trade Agreements *Actually* Increase Members' International Trade?"
  - Providing unbiased and precise partial effects on bilateral aggregate international trade flows of the formation of an economic integration agreement (EIA)
- The past 30 years have witnessed the proliferation of "deep trade" agreements, or DTAs, that include many trade and FDI related provisions. DTA example
  - These provisions alter bilateral trade costs, but also bilateral FDI costs like employee costs.
- However, little is known about how the "deepness" (or sum of provisions) affects both trade and FDI activities, and less so the effect of individual provisions. background

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1. Motivation
   - Background
   - Contributions
2. Data
   - WB DTA database
   - MREID
   - Benchmark Results
3. Methodology: Econometric Problems and Solutions
   - A stylized model
   - Simulations
4. Econometric Specifications and Empirical Results
   - SV Results
5. Robustness
6. Comparative Statics
7. Conclusion

Related Literature

Back

1. Quantitative (partial) impacts of EIAs on bilateral trade (Baier & Bergstrand, 2007) and "deepness" of DTAs with:
   - Dummies (Baier et al., 2014, 2018)
   - Provision counts (Mattoo et al., 2017; Kohl et al., 2016; Mulabdic et al., 2017; Dhingra et al., 2018)
   - Classification algorithms & ML (Fontagne et al., 2022; Breinlich et al., 2021; Regmi & Baier, 2020)
2. Impact of EIAs on MNEs' bilateral FDI and/or FAS (Bergstrand & Egger, 2007; Mistura & Roulet, 2019; Buthe & Milner, 2014; Paniagua et al., 2015) and
   - "deepness" of DTAs (Grounder et al., 2019; Kox & Rojas-Romagosa, 2019; Laget et al., 2021; Larch & Yotov, 2022; Osnago et al., 2019)

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Theoretical Background

1. Theoretical MNE Models with Homogeneous Firm Productivities
   - "Knowledge-Capital" model (Markusen, 2002 & more)
   - "Knowledge-*and*-*Physical*-Capital" (Bergstrand & Egger, 2007)
   - Structural Armington model with physical capital accumulation (Anderson et al., 2019)
2. Theoretical MNE Models with Heterogeneous Firm Productivities (Ramondo, 2014; Ramondo & Rodriguez-Clare, 2013 and Arkolakis et al., 2018)
3. Property-Rights Issues (Antràs & Helpman, 2008)
   - "... deep (PTA) provisions may increase or decrease vertical FDI, depending on whether they improve the contractibility of inputs provided by headquarters (headquarter services) or by the suppliers (components)" (Osnago et al., 2019)
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Contributions

1. We aim to move beyond the estimation of a single partial effect representing a DTA (or EIA)
   - FDI (MREID): including foreign affiliates' revenues, employment, investment (assets) and costs
2. "Which provisions matter for trade and which for FDI?"
   - We use the Shapley Value approach from cooperative game theory to estimate the heterogeneous effects of set provisions on trade and FDI.
3. We examine the effects on FDI (trade) of provisions that positively affect trade (FDI), and the effects on FDI (trade) of provisions that negatively affect trade (FDI).
   - We find evidence that sets of provisions that positively (negatively) affect trade also negatively (positively) affect FDI.
4. Mechanisms: provisions that positively affect the number of affiliates lower affiliates' cost per employee (and increase employment)
   - provisions that positively affect trade, raise affiliates' cost per employee (and decrease employment)

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Data

- The data for our analysis come from three data sets:
  - The DTA database of the World Bank,
  - the International Trade and Production Database for Estimation v2 (ITPD-E) at the U.S. International Trade Commission (USITC) (Borchert et al., 2022), and
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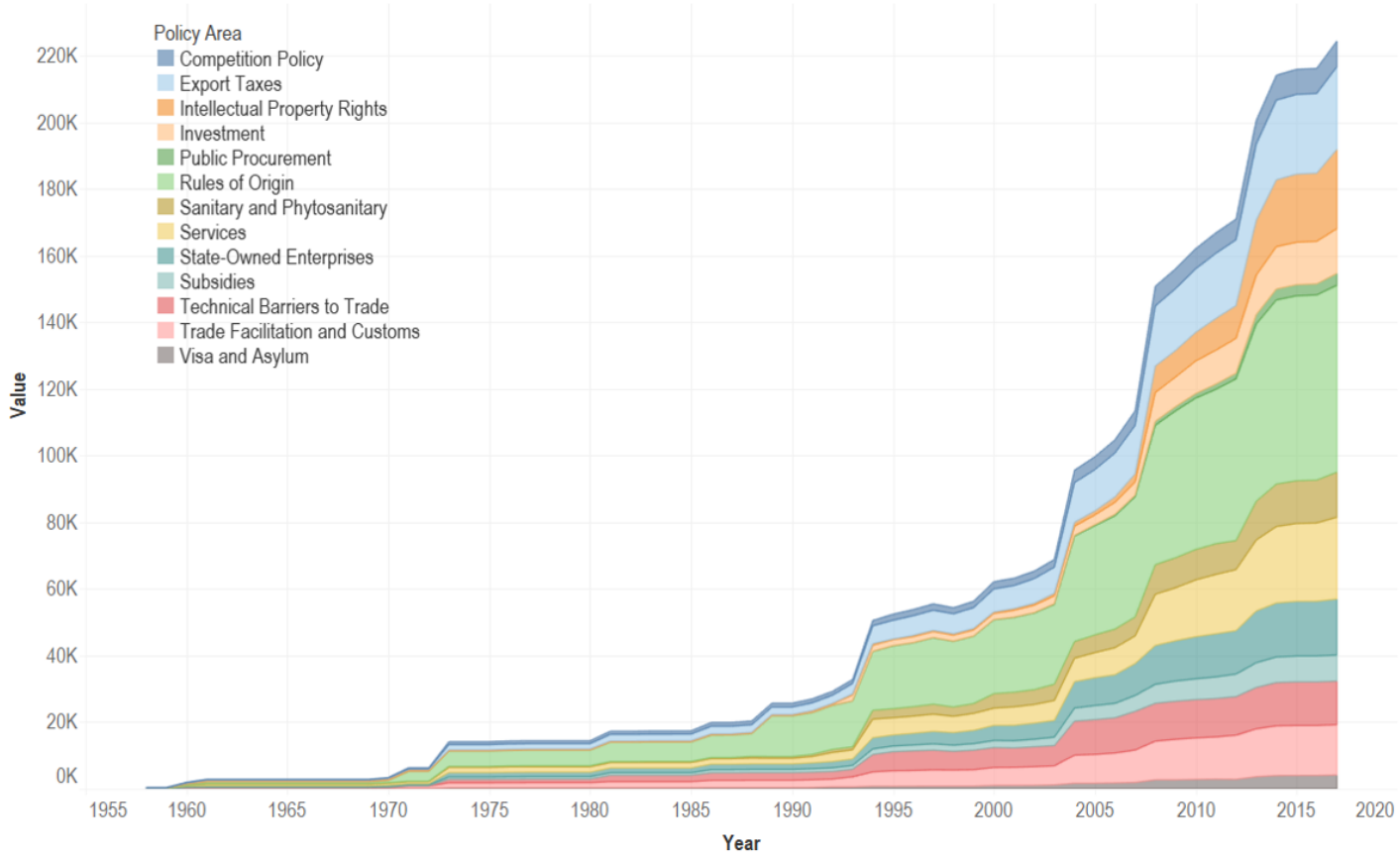
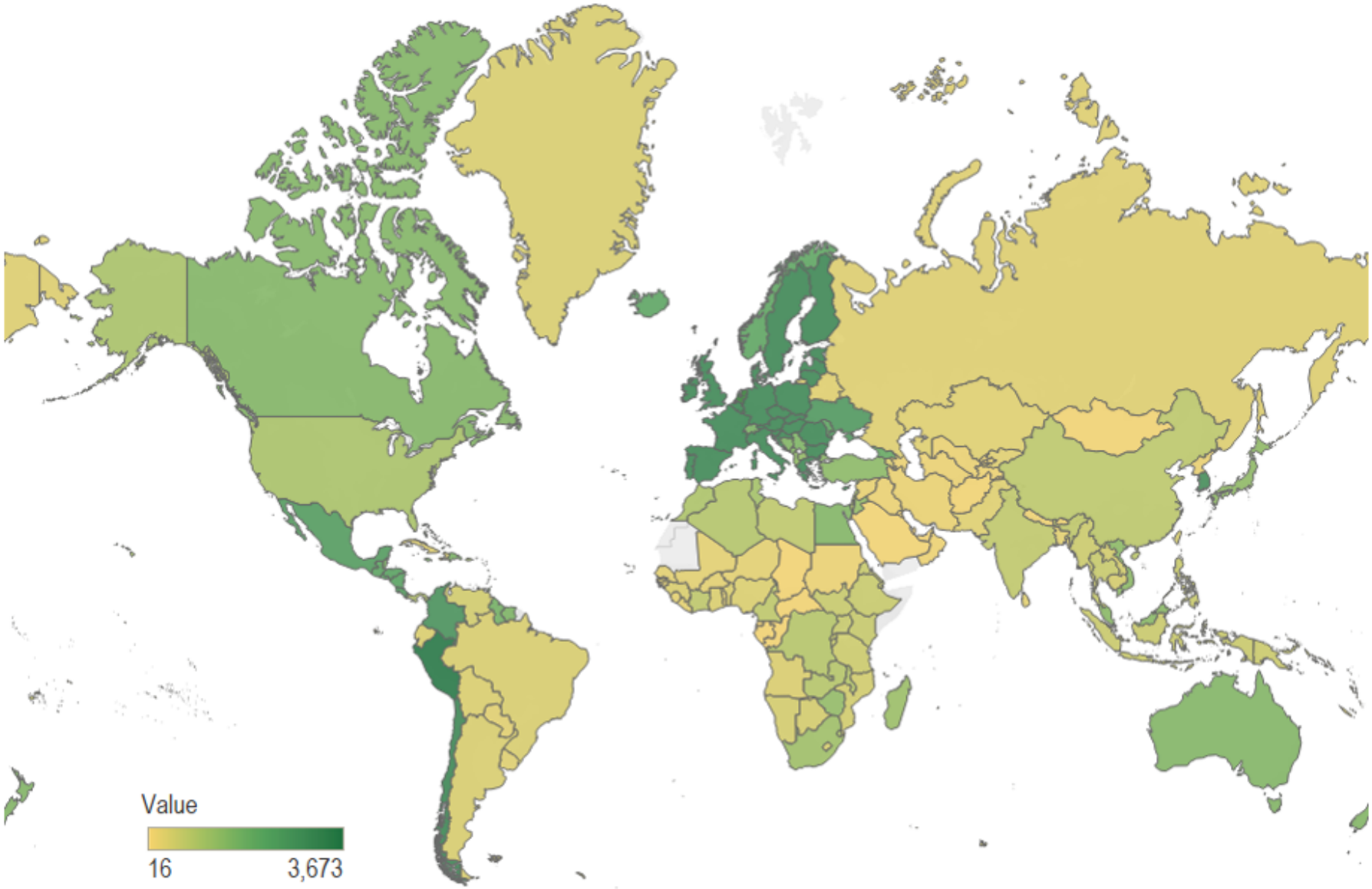
Deep Trade Agreements Database (World Bank)

We limit our analysis to the 164 provisions denoted by the World Bank as "Substantive Provisions", which "require specific integration/ liberalization commitments and obligations/ conditions."

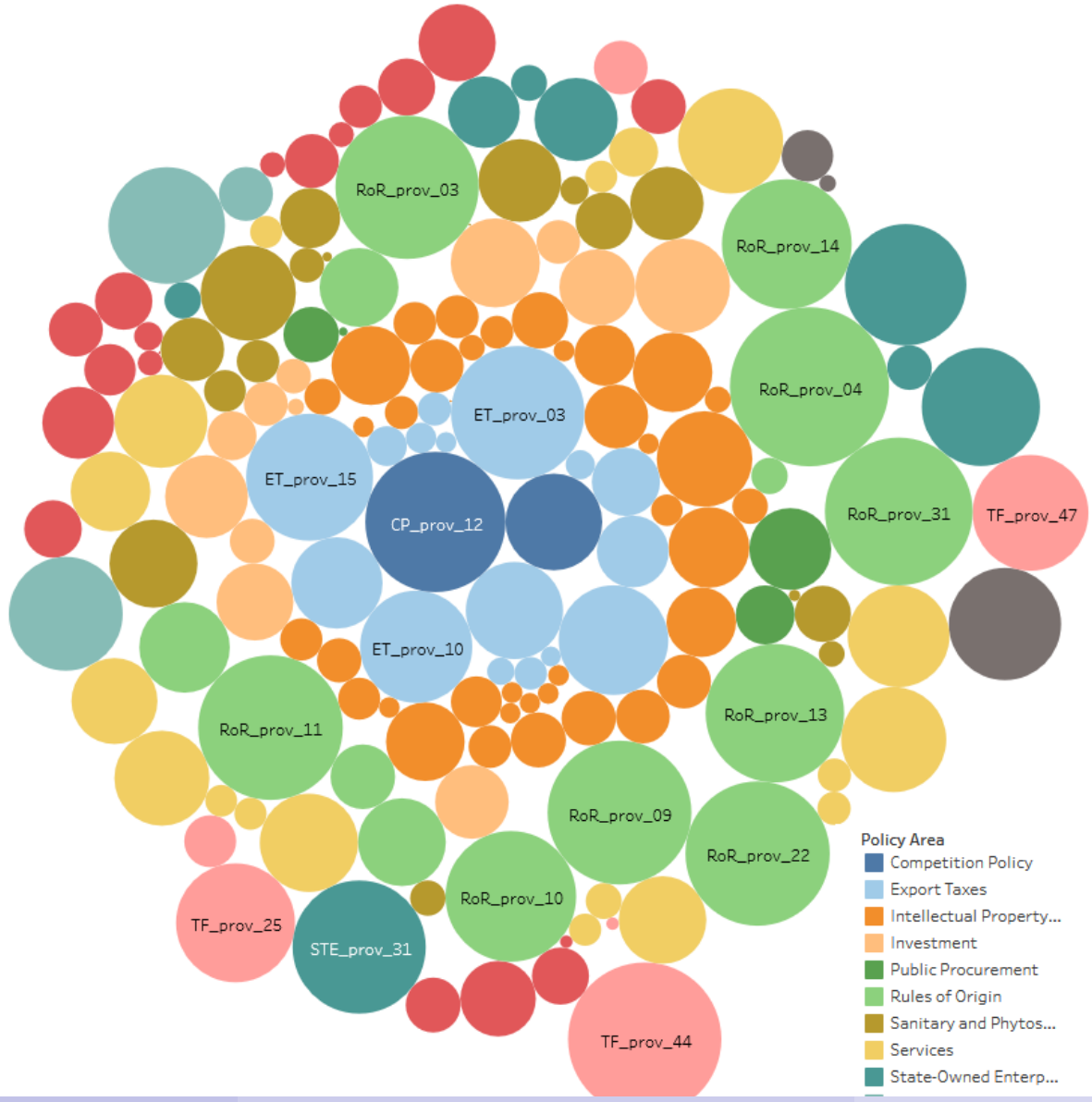


DTA Substantive Provision Concentration

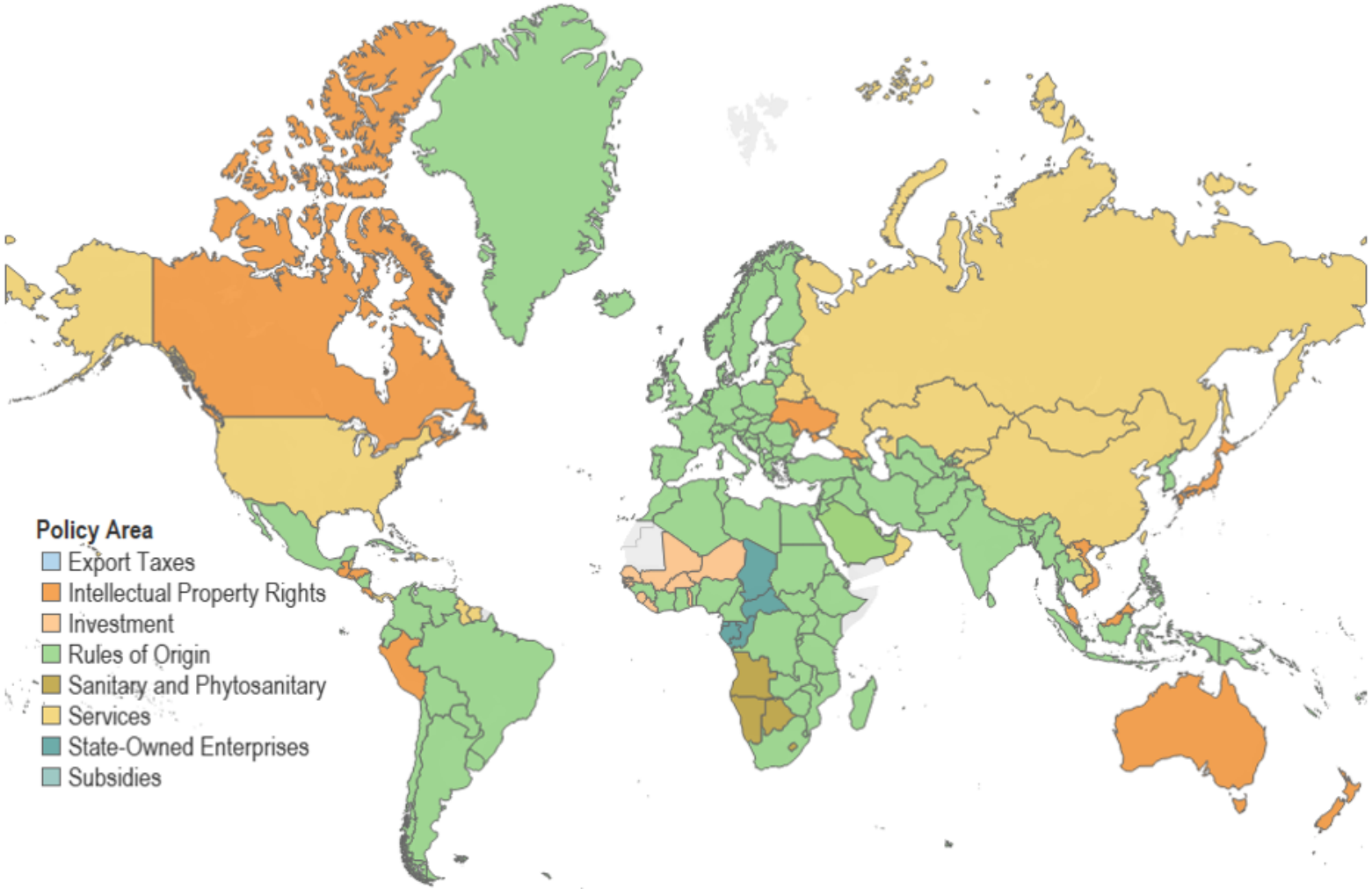


Policy Area Popularity

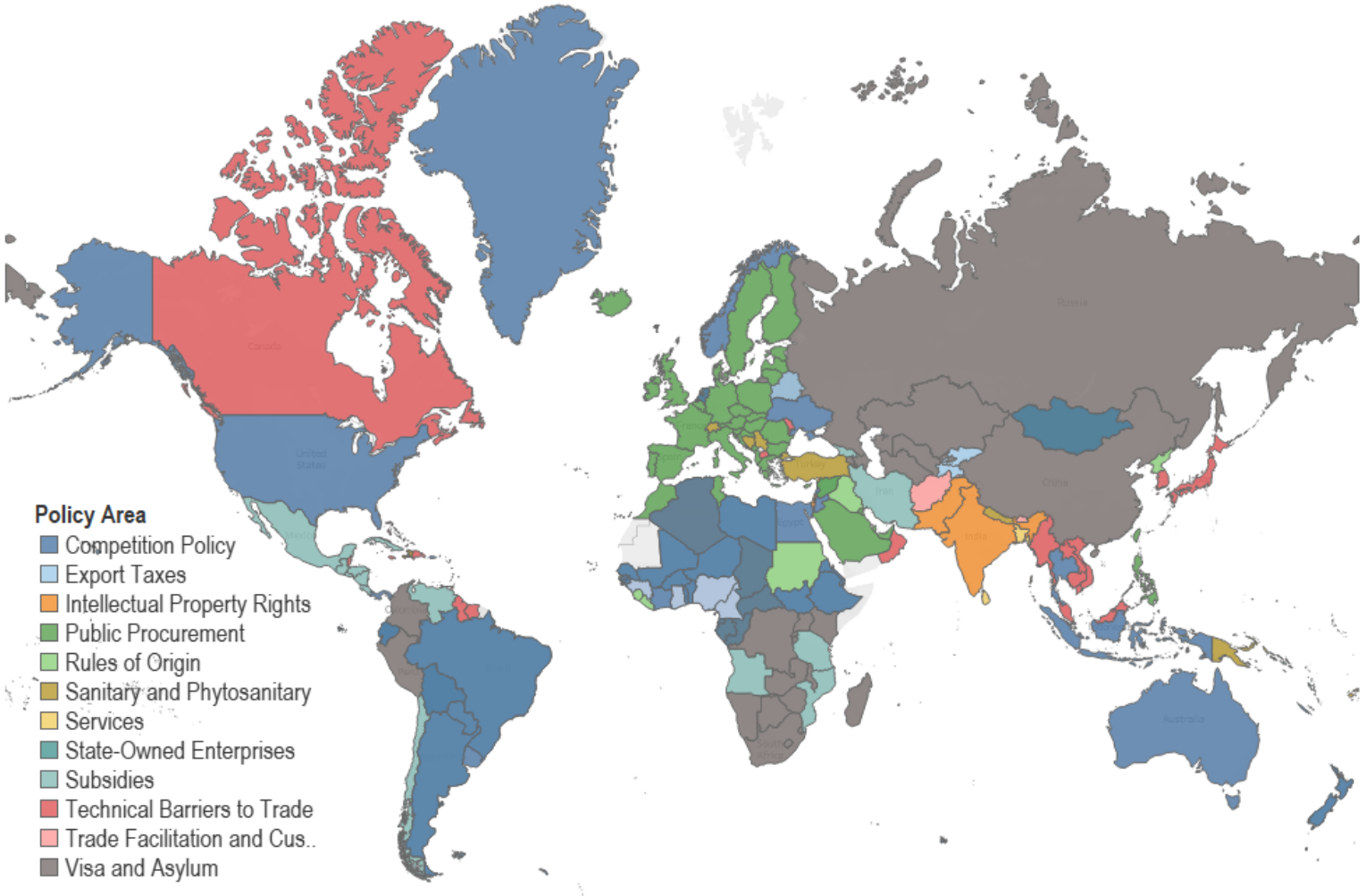
Substantive Provision Popularity



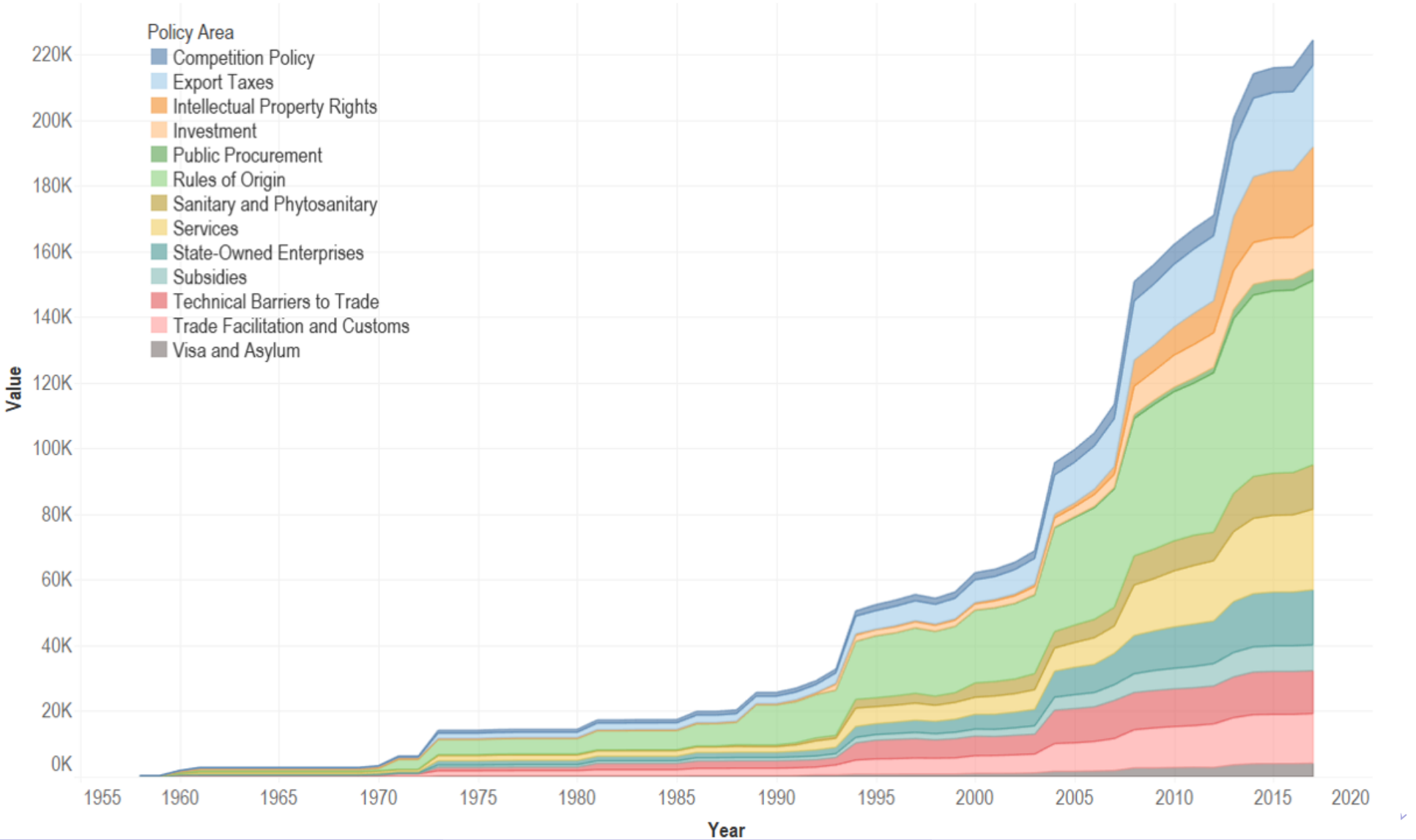
Most Popular Substantive Provision in a Country



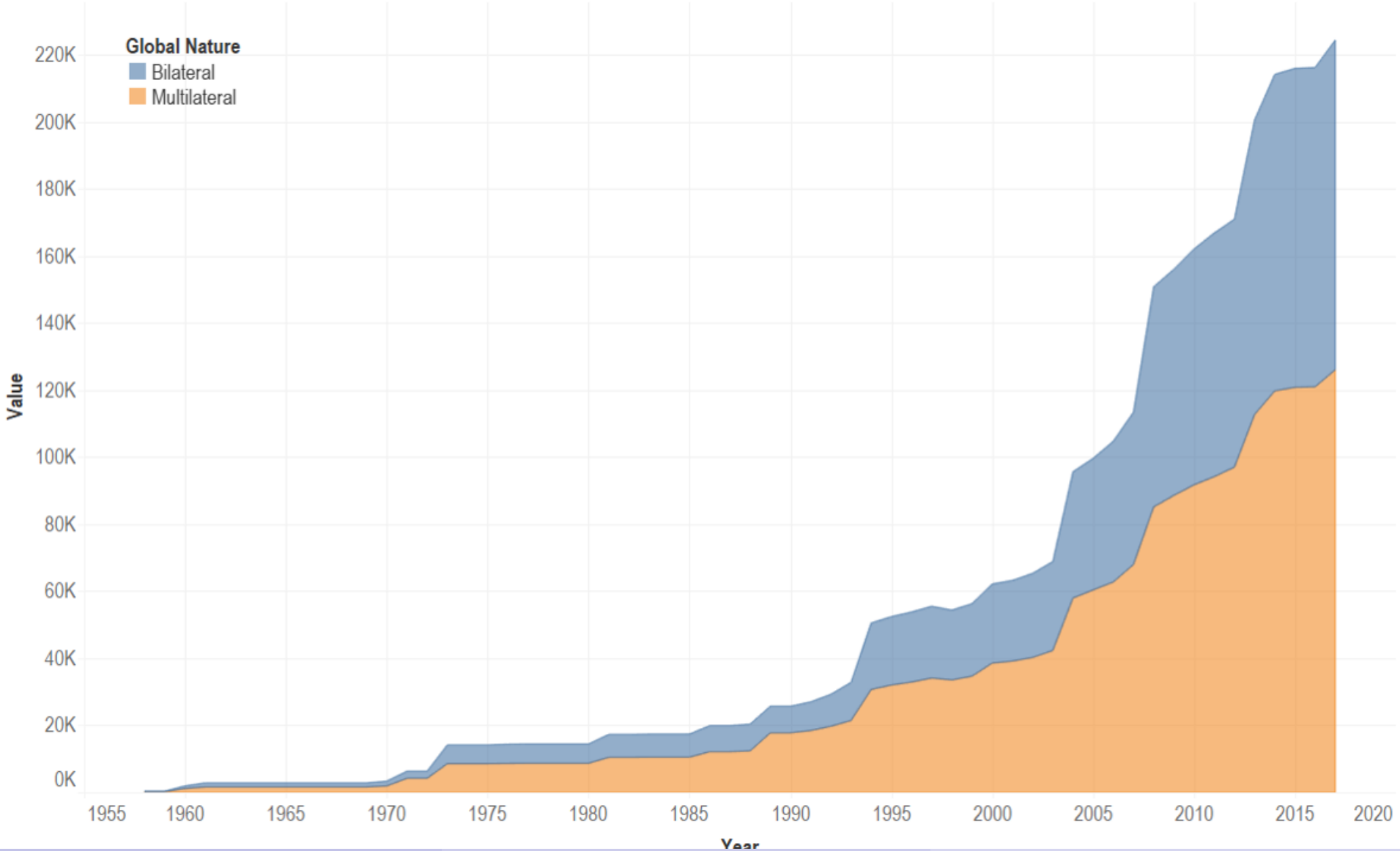
Least Popular Substantive Provision in a Country



Total Adoption of Substantive Provisions by Policy Area and Year



Total adoption of substantive provisions by multilateral vs. bilateral "nature"



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GRAVITY PORTAL

USITC Graviy Portal

- International Trade and Production Database for Estimation (ITPD-E)
  - Contains international and domestic trade for 265 countries in 1986-2019. It includes data for 170 industries in agriculture, mining, energy, manufacturing, and services.
- Dynamic Gravity Dataset (DGD)
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- Domestic and International Common Language Database (DICL)
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MREID (USTIC)

1. Time span: 12 years (2010-2021)
2. Bilateral
3. Countries: 185
4. Sectors: 25
5. Domestic data for all variables
6. FDI variables
    1. Extensive margin: (number of affiliates)
    2. Revenues and costs
    3. Employees and cost per employee
    4. Investment: Assets (tangible and intangible)
7. FDI types
    1. Total
    2. Greenfield
    3. Mergers and Acquisitions

overview search variables Affiliates flows world map MREID Summary Stats

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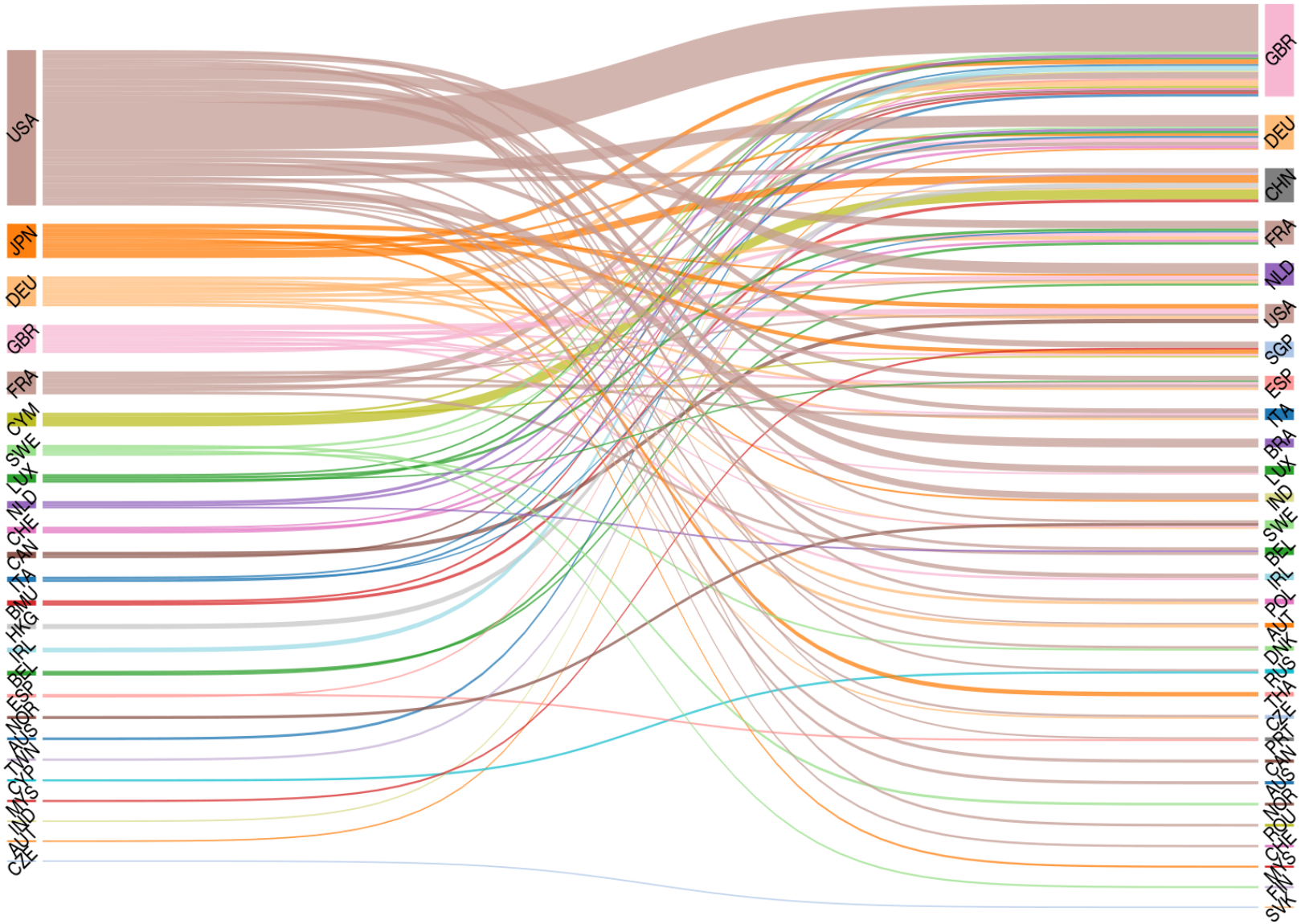
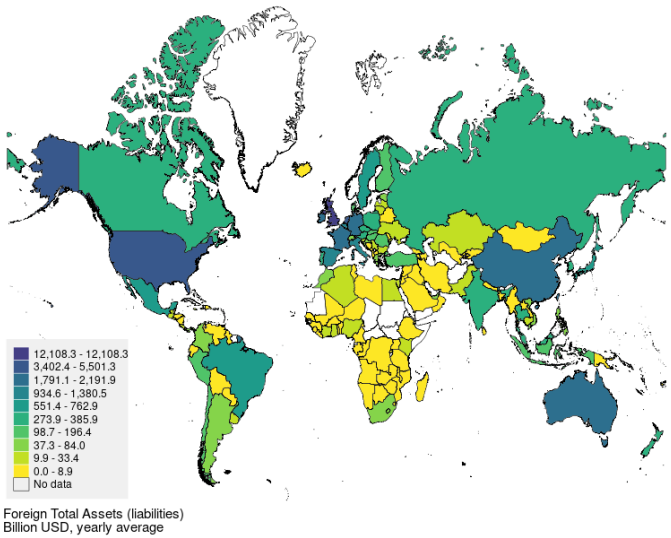
Foreign investment flows (affiliates)

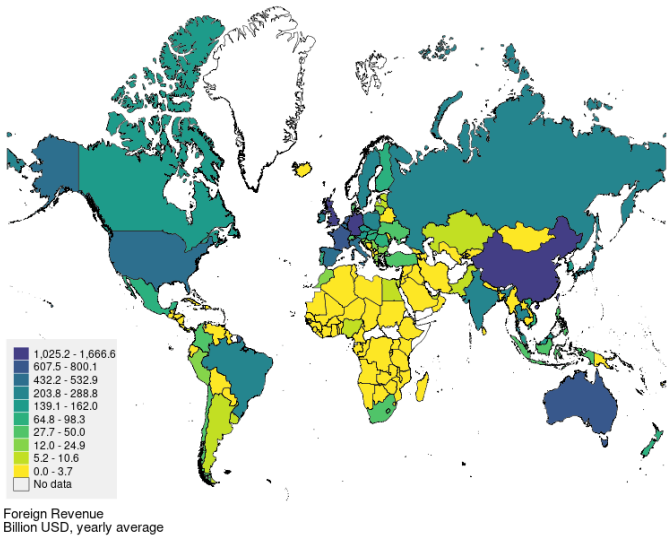


(a) Foreign Total Assets (liabilities)



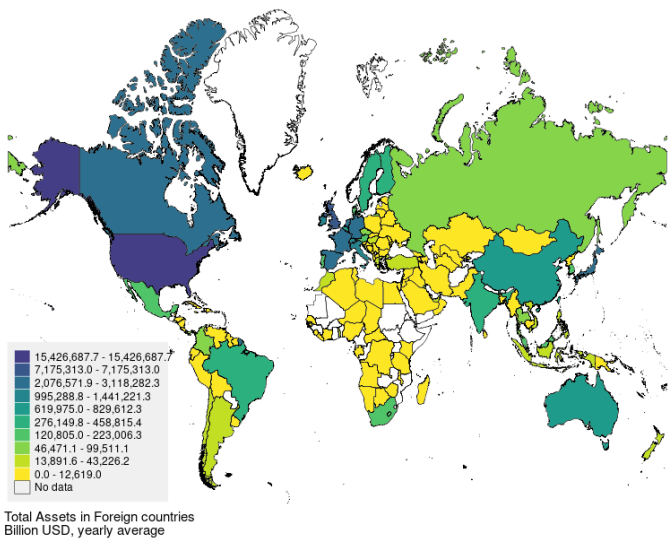
Foreign Total Assets (liabilities)
Billion USD, yearly average

(b) Revenue in foreign countries



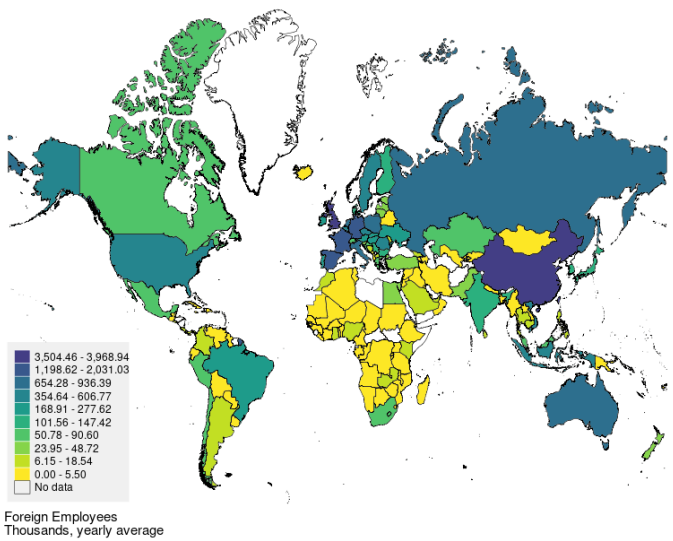
Foreign Revenue
Billion USD, yearly average

(c) Total Assets in Foreign Countries



Total Assets in Foreign countries
Billion USD, yearly average

(d) Employees in foreign countries



Foreign Employees
Thousands, yearly average

MREID Summary Statistics

Table: Summary statistics at the host country by ownership (totals)

0.8

	Panel A: Domestic			Panel B: Fore	
	mean	max	sd	mean	max
Extensive	5,869	164,199	19,246	1,984	54,430
Revenue	136,628	3,570,717	471,000	86,441	1,666,594
Employees	246,864	4,783,207	764,243	152,329	3,968,938
Total assets	763,302	28,438,464	3,351,904	316,189	12108262
Fixed assets	132,133	5,199,483	540,606	113,942	4,000,906
Revenue/emp	1,029	21,801	2,667	3,583	227,384
N		139			175

Notes: Revenue and assets in million USD; Rev/emp th. USD.
Foreign statistics at the host country level, year averages
Averages per host country

MREID Summary Statistics

Table: Summary statistics at the host country by ownership (per affiliate)

	Panel A: Domestic			Panel B: Foreign		
	mean	max	sd	mean	max	sd
Revenue	76	970	171	93	1,224	188
Employees	250	3,829	624	282	5,095	697
Total assets	424	11,394	1,224	431	5,505	749
Fixed assets	51	1,490	160	94	3,915	428

Notes: Revenue and assets in million USD
Foreign statistics at the host country level, year averages
Averages per affiliate

The combined use of ITPD-E & MREID, imposes several limitations in terms of countries (138) and time coverage (2010 to 2019). Summary stats

ITPD-E, MREID, WB-DTA

	mean	sd	min	max	units
Trade	4424.3	182238.3	0	25e+06.1	Million USD
FDI (affiliates)	45.47	1420.8	0	0.16e+06	Number
Employee Costs	1021919.0	10530676.4	0.00480	656991234.5	Thousand USD
Cost per Employee	371.3	8535.3	0.00000357	0.814e+06	Thousand USD
Employees	2790.4	68677.1	0	6.15e+06	Number
Tangible Assets	471045.8	14339034.6	0	1.96e+09	Thousand USD
Intangible Assets	133920.6	4680586.6	0	811e+06.4	Thousand USD
Revenues	1580736.2	41027474.3	0	4.48e+09	Thousand USD
DTA (dummy)	0.195	0.396	0	1	
Substantive provisions	7.871	16.00	0	120	
+1	27.95	18.64	2	120	
All provisions	46.60	96.61	0	595	
+1	165.1	116.6	16	595	
Non-substantive provisions	38.73	80.94	0	480	
+1	137.1	98.91	13	480	
Observations	190440				

	Panel A: trade			Panel B: FDI (affiliates)		
	(1)	(2)	(3)	(4)	(5)	(6)
DTA provisions	0.0006*			0.0001**		
	(0.00)			(0.00)		
DTA substantive provisions		0.0032*			0.0006**	
		(0.00)			(0.00)	
DTA non-substantive provisions			0.0008*			0.0002**
			(0.00)			(0.00)
Observations	190440	190440	190440	190440	190440	190440
R^2	0.998	0.998	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes	Yes	Yes

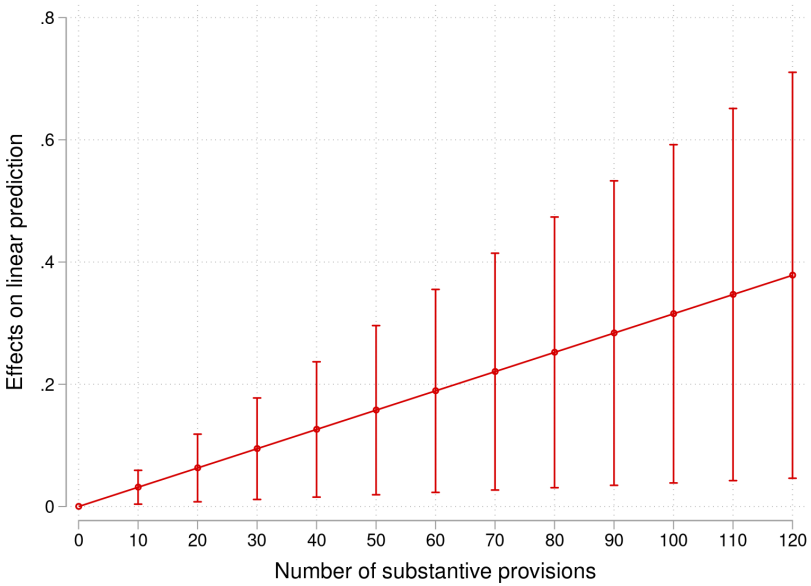
PPML. Robust standard errors in (), clustered by country pair

Domestic data included

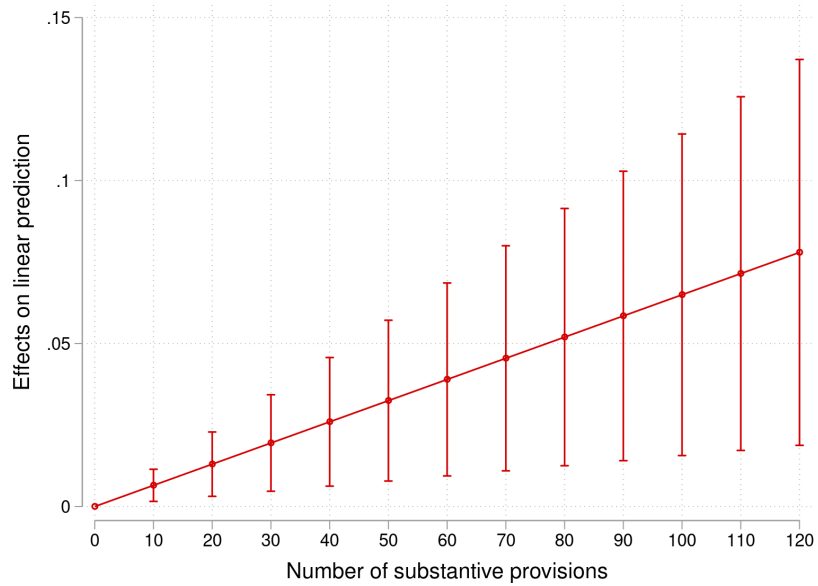
* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Conditional Marginal Effects of the sum of substantive provisions

(a) Trade

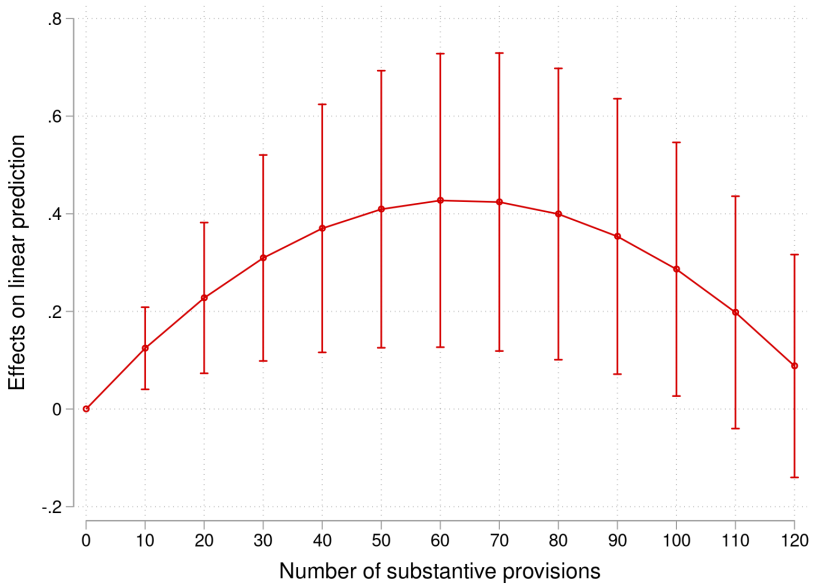


(b) FDI (affiliates margin)



Conditional Marginal Effects of the number of substantive provisions (non-linear)

(a) Trade



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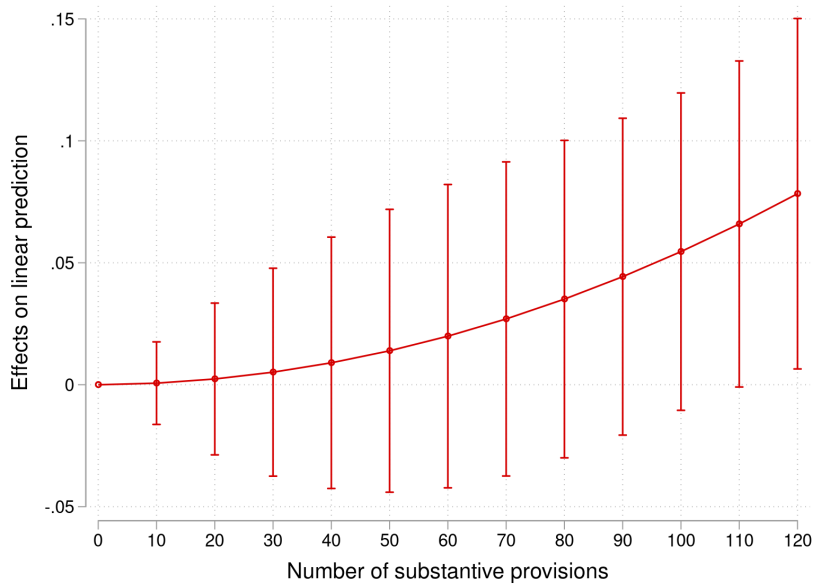

A stylized model

- To illustrate the problems of estimating "deepness" (OVB, MC, and OAB) in our context, we consider a hypothetical world of:
  - six countries: ESP, DEU, USA, CAN, BRZ, and ARG.
  - four provisions:
    - D_1 INV ($\times 0.5$)
    - D_2 EXP, D_3 CPP, D_4 TBT ($\times 2$)
  - three DTAs:
    - EU: D_1, D_2, D_3, D_4
    - NAFTA: D_1, D_2
    - MSUR: D_2, D_4

$$X_{ijt} = \left(\prod_{p=1}^{P} e^{\beta_p D_{p,ijt}} \right) \varepsilon_{ijt}.$$

OVB, MC

homogenous

	D_1 halves trade, the rest double trade				
	(1)	(2)	(3)	(4)	(5)
D_1 INV	0.586**				0.000
	(0.24)				(.)
D_2 EXP		0.925***			-0.000
		(0.14)			(0.00)
D_3 CPP			1.388***		1.390***
			(0.00)		(0.00)
D_4 TBT				1.286***	-0.004
				(0.26)	(0.00)
N	36	36	36	36	36
R^2	0.178	0.615	1.000	0.463	1.000

Standard errors in parentheses

Over-Aggregation Bias (OAB)

$$\ln X_{ij} = \left(\underbrace{\beta_1^- + \beta_2^+}_{\beta_{NA}} \right) D_{NA} + \left(\underbrace{\beta_1^- + \beta_2^+ + \beta_3^+ + \beta_4^+}_{\beta_{EU}} \right) D_{EU} + \left(\underbrace{\beta_2^+ + \beta_4^+}_{\beta_{MS}} \right) D_{MS} + \ln \varepsilon_{ij},$$

Over-Aggregation Bias (OAB)

- "Deepness"

$$\ln X_{ij} = \beta_{SP} SPROV_{ij} + \ln \varepsilon_{ij}$$

$$\hat{\beta}_{SP} = \frac{\beta + \beta + \beta - \beta}{4} = \frac{1}{2}\beta$$

	(1)	(2)
SPROV	0.346***	
	(0.04)	
D_{NA}		-0.002
		(0.00)
D_{EU}		1.384***
		(0.00)
D_{MS}		1.387***
Observations	36	36
$R^2 2$	0.68	1.00

Standard errors in parentheses

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

- "Deep" trade agreements estimates:

$$E[\ln X_{ij} | D_{NA}, SPROV = 2] = 2 \times \hat{\beta}_{SP} = \beta \neq \beta_{NA} = 0$$
$$E[\ln X_{ij} | D_{EU}, SPROV = 4] = 4 \times \hat{\beta}_{SP} = 2 \times \beta = \beta_{EU} = 2\beta$$
$$E[\ln X_{ij} | D_{MS}, SPROV = 2] = 2 \times \hat{\beta}_{SP} = \beta \neq \beta_{MS} = 2\beta$$

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Shapley Value

- First Step

$$\ln X_{ij} = \beta_{SP} SPROV_{ij} + \ln \varepsilon_{ij} \tag{1}$$

$$\ln X_{ij} = \beta_n D_{n,ij} + \beta_{SP-n} \cdot (SPROV - D_n)_{ij} + \ln \varepsilon_{ij}. \tag{2}$$

$$ShapV(D_n) \equiv \underbrace{\hat{\beta}_{SP} \overline{SPROV}}_{\hat{\beta}_{DTA}} - \underbrace{\hat{\beta}_{SP-n} \cdot (\overline{SPROV - D_n})}_{\hat{\beta}_{DTA-n}} \tag{3}$$

- Second Step:

$$\ln X_{ij} = \underbrace{\beta^{+}_{SP} SPROV^{+}_{ij}}_{ShapV(D_n)>0} + \underbrace{\beta^{-}_{SP} SPROV^{-}_{ij}}_{ShapV(D_n)<0} + \ln \varepsilon_{ij} \tag{4}$$

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Shapley Values, Deepnes & DTA estimates

- We can now reconcile the "deepness" measure of equation (2) with the individual effect of each DTA:

$$\begin{aligned} E[\ln X_{ij}|SPROV^{+}=1, SPROV^{-}1=1] &= E[\ln X_{ij}|D_{NA}] = \beta-\beta=0 \\ E[\ln X_{ij}|SPROV^{+}=3, SPROV^{-}1=1] &= E[\ln X_{ij}|D_{EU}] = 3\beta-\beta=2\beta \\ E[\ln X_{ij}|SPROV^{+}=2, SPROV^{-}1=0] &= E[\ln X_{ij}|D_{MS}] = 2\beta \end{aligned}$$

- The deepness measure of (1) (OAB) is the weighted average marginal effects of (2):

$$\beta_{SP} = \frac{1}{2}\left(\beta_{SP}^{+}\overline{SPROV}_{ij}^{+} - |\beta_{SP}^{-}|\overline{SPROV}_{ij}^{-}\right). \quad (5)$$

- We can recover the DTA coefficient from the positive and negative SV coefficients:

$$\hat{\beta}_{DTA} \cong \overline{SPROV}_{ij} \times \frac{1}{2}\left(\beta_{Sb}^{+}\overline{SPROV}_{ij}^{+} - |\beta_{Sb}^{-}|\overline{SPROV}_{ij}^{-}\right). \quad (6)$$

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Shapley Values in a toy world

	(1)	(2)	(3)	(4)	(5)
		First Step			Second step
D_1 INV	-0.696***				
	(0.00)				
PROV w/o INV	0.693***				
	(0.00)				
D_2 EXP		0.346			
		(0.21)			
PROV w/o EXP		0.346***			
		(0.10)			
D_3 CPP			1.388***		
			(0.00)		
PROV w/o CPP			-0.001*		
			(0.00)		
D_4 TBT				0.346	
				(0.25)	
PROV w/o TBT				0.346***	
				(0.07)	
$SPROV^+$					0.693***
					(0.00)
$SPROV^-$					-0.696***
					(0.00)
$Shapv(D_n)$	-0.464	0.346	0.925	0.115	

Simulations on a full dataset

Second stage ⏩ First Stage ⏩ Data generation

	(1) All individual	(2) Shapley individual	(3) Shapley Grouped
Positive provisions	-0.1762***	0.2767***	0.5107***
	(0.06)	(0.01)	(0.05)
Negative provisions	0.2415***	-0.1338***	-0.4201***
	(0.07)	(0.01)	(0.04)
Distance	-0.8851***	-0.5842***	-0.6808***
	(0.07)	(0.07)	(0.08)
N	16628	16628	17074
OriginFE	Yes	Yes	Yes
DestinationFE	Yes	Yes	Yes
First Stage success (%)	39.02	67.07	90.91

Standard errors in parentheses

OLS Robust standard errors in (), clustered by country pair

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Recommendations for Estimating Structural Gravity

Yotov et al. (2016)

- **Recommendation 1:** *Use Panel Data*.
- Estimation efficiency and pair-fixed-effects methods for endogeneity
- Recommendation 2: *Allow for Adjustment in Trade Flows (or not!: Egger et al., 2021)*
  - adjustment in bilateral trade flows in response to trade policy
- Recommendation 3: *Include Intra-national Trade Flows.*
  - consistency with gravity theory & identification of the effects of bilateral trade policies
  - Identification of the effects of country-specific trade policies
    - The effects on international trade are measured relative to the effects on intra-national trade
- Recommendation 4: *Use Directional Time-varying Fixed Effects*
  - importer-time and exporter-time fixed effects
- Recommendation 5: *Employ Country-Pair Fixed Effects*
  - Endogeneity and all time-invariant bilateral trade costs
- Recommendation 6: Estimate Gravity with PPML
  - Heteroskedasticity, zero trade flows and ensures that the gravity fixed effects are identical to their corresponding structural terms)

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Structural gravity with Shapley Value >0

- First Step

$$X_{ijt} = \exp\left(\beta_{SP}(SPROV_{ijt} \times BRDR_{ij}) + \lambda_{it} + \lambda_{jt} + \lambda_{ij} + \chi_{ijt}\right) \times \varepsilon_{ijt},$$

$$X_{ijt} = \exp\left(\begin{array}{c}\left(\ \beta_n \cdot D_{n,ijt} + \beta_{SP-n} \cdot (SPROV_{ijt} - D_{n,ijt})\ \right) \times BRDR_{ij} \\ + \lambda_{it} + \lambda_{jt} + \lambda_{ij} + \chi_{ijt}\end{array}\right) \times \varepsilon_{ijt}.$$

$$ShapV(D_n) \equiv \underbrace{\hat{\beta}_{SP}\overline{SPROV}}_{\hat{\beta}_{DTA}} - \underbrace{\hat{\beta}_{SP-n} \cdot (\overline{SPROV - D_n})}_{\hat{\beta}_{DTA-n}}$$

- Second Step:

$$X_{ijt} = \exp\left(\begin{array}{c}\left(\ \underbrace{\beta^{+}_{SP}SPROV^{+}}_{ShapV(D_n)>0} + \underbrace{\beta^{-}_{SP}SPROV^{-}}_{ShapV(D_n)<0}\ \right) \times BRDR_{ij} \\ + \lambda_{it} + \lambda_{jt} + \lambda_{ij} + \chi_{ijt}\end{array}\right) \times \varepsilon_{ijt},$$

15+1 Reasons Why Gravity Should Be Estimated with Domestic Trade (Yotov, 2022)

- The use of domestic trade flows in gravity estimations is:

1. consistent with trade theory of the intensive margin of trade,
2. available and
    1. it does not matter much which to use! (Campos et al., 2021),
3. consistent with trade theory of the extensive margin of trade.
4. The use of domestic trade flows allows:
    - for estimation of the effects of international borders and home biases,
5. for estimation of heterogeneous domestic and regional trade costs,
6. for a systematic analysis of the determinants of domestic trade costs,
7. for country-specific asymmetries in the vector of international trade costs,
8. for identification of the trade-diversion effects of bilateral trade policies,
9. for identification of the effects of non-discriminatory trade policies on bilateral trade flows,
10. for identification of the effects of country-specific characteristics on bilateral trade flows,
11. for identification of the country-specific effects of trade policies,
12. to a solution to "The Distance Puzzle of International Trade",
13. for solving "The Missing Globalization Puzzle",
14. for solving the puzzle that "Larger Countries Should Be Richer than Smaller Countries",
15. for solving the puzzle of "The Missing WTO Effects".

Endogeneity & Identifying country-specific effects in structural gravity

Heid et al. (2020) & Beverelli et al. (2018)

- $\texttt{BRDR}_{ij}$ is an exogenous dummy that identifies international flows
- $(\sum_i SPROV_{ij}) \times \texttt{BRDR}_{ij}$ is an exogenous variable (Nizalova & Murtazashvili, 2016)
- $(\sum_i SPROV_{ij}) \times \texttt{BRDR}_{ij}$ is country-j-specific and not collinear with MRT and can be used to identify the spillover effect sum of all provisions at country j from all origins

Table: Descriptive Statistics

	Panel I: SV Individual			Panel II: SV Group		
	Number	mean	sd	Number	mean	sd
positive-trade SV	79	0.0677	0.0621	100	0.0665	0.0790
negative-trade SV	85	-0.0726	0.0487	64	-0.0784	0.0540
positive-FDI SV	97	0.00426	0.00599	82	0.0102	0.00751
negative-FDI SV	67	-0.00696	0.00583	82	-0.00886	0.00603

Table: Correlation matrix of Shapley values

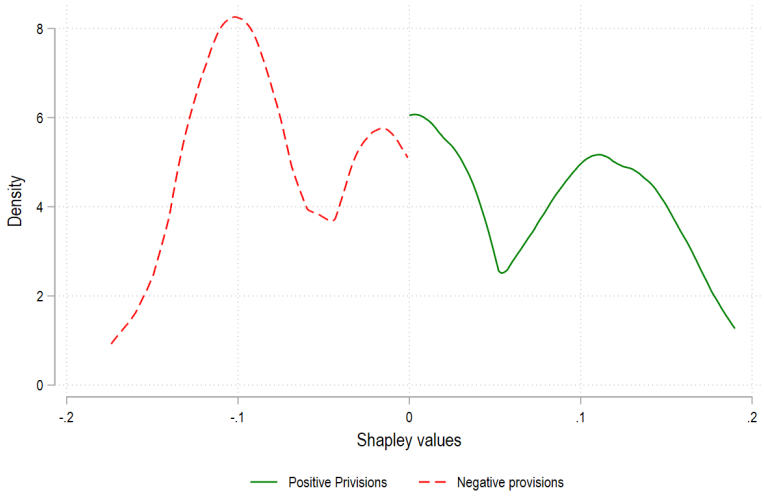
	SV trade (indv)	SV FDI (indv)	SV trade (group)
SV FDI (indv)	-0.550**	1	
SV trade (group)	0.925***	-0.527*	1
SV FDI (group)	-0.370	0.819***	-0.421

Notes: * $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$

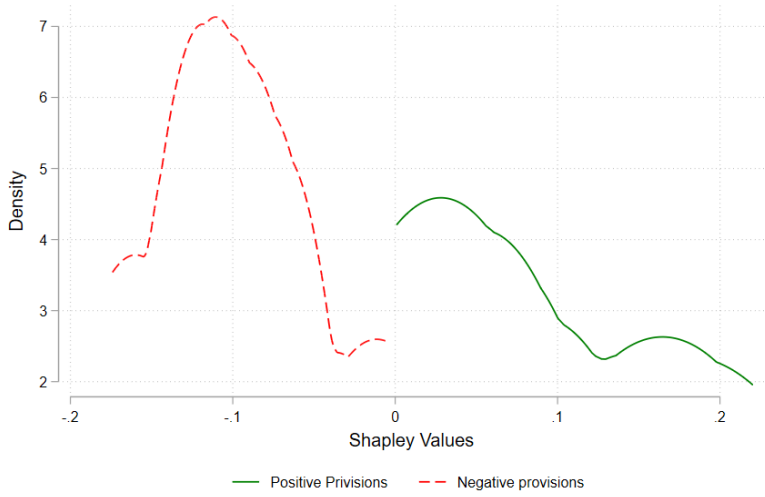
The individual Shapley values are the averages per type and policy area group

First stage: Distribution of Shapley Values

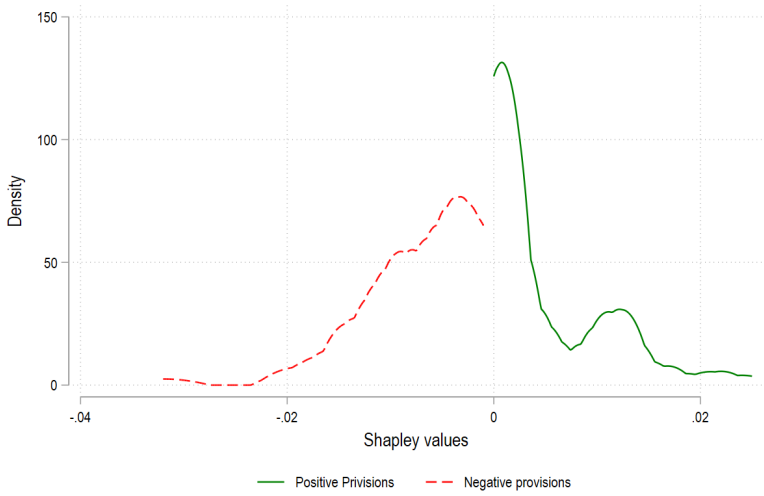
(a) Shapley values on Trade (indv)



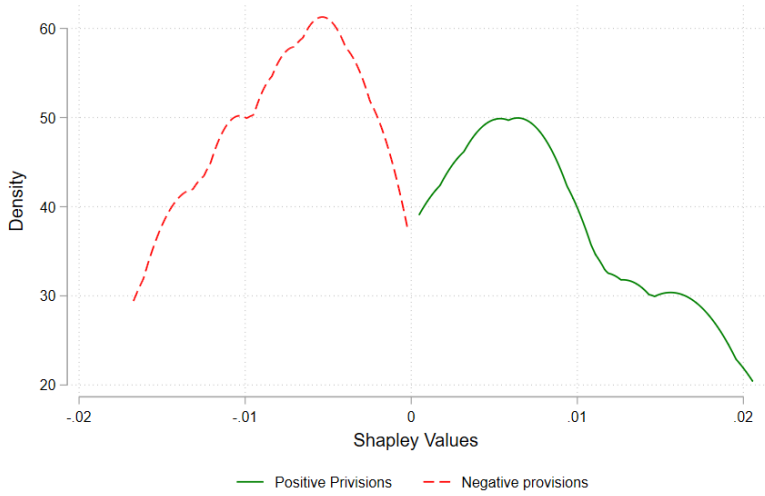
(b) Shapley values on Trade (group)



(c) Shapley values on FDI (indv)



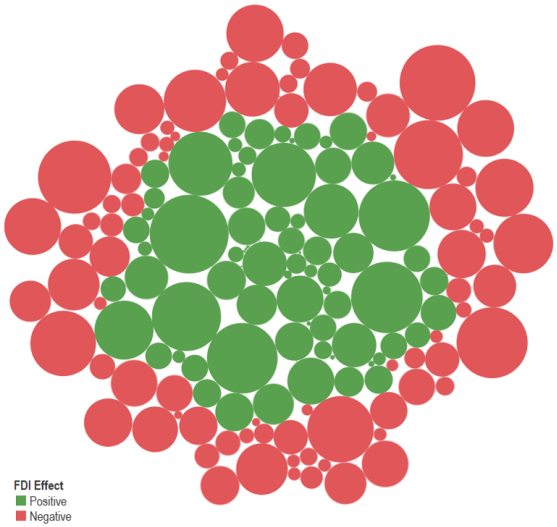
(d) Shapley values on FDI (group)



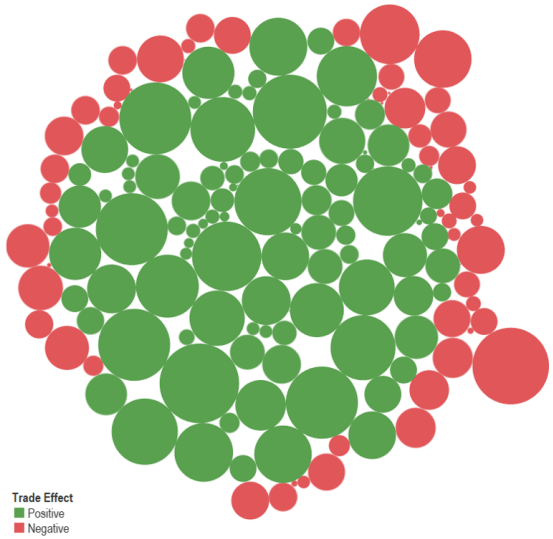
First Stage: Positive and Negative Shapley Values by Provisions & popularity

first stage

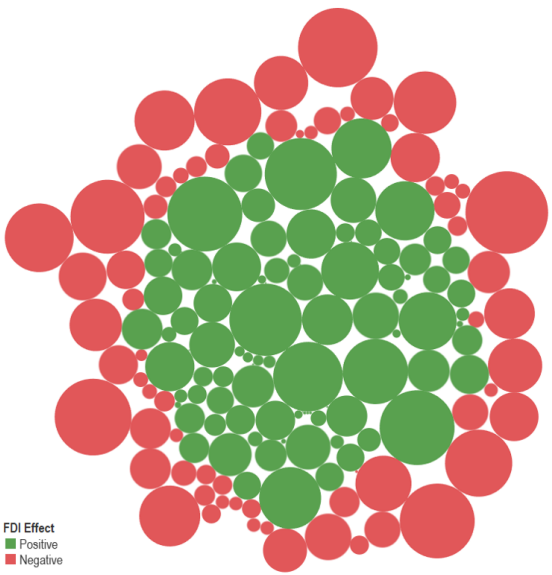
(a) Shapley Values (indv) trade



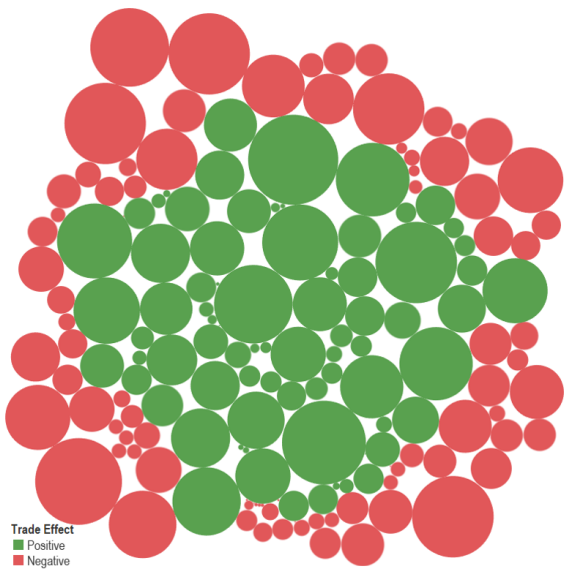
(b) Shapley Values (group) trade



(c) Shapley Values (indv) FDI



(d) Shapley Values (group) FDI



Policy Area	Shapley Value (indv)		Shapley Value (group)	
	trade	FDI	trade	FDI
Public Procurement	-0.136	0.009	-0.166	0.011
Investment	-0.079	-0.006	-0.122	-0.008
Trade Facilitation	-0.048	-0.001	-0.056	0.001
Sanitary	-0.029	0.004	-0.046	0.020
Export Taxes	-0.026	0.002	-0.048	-0.005
IPR	-0.016	0.003	-0.031	0.007
Subsidies	-0.015	-0.003	0.028	-0.003
Tech Barriers	0.000	0.000	-0.001	0.001
Rules of Origin	0.004	-0.000	0.098	-0.002
Migration	0.025	0.002	0.099	0.006
Services	0.053	-0.006	0.125	-0.013
State Owned Enter.	0.089	-0.007	0.189	-0.015
Competition Policy	0.124	-0.004	0.155	-0.006

Notes: averages of Shapley Values

	Panel A: trade		Panel B: FDI (affiliates)	
	(1)	(2)	(3)	(4)
Positive-trade provisions (group Shapley)	0.0209***		-0.0017	
	(0.01)		(0.00)	
Negative-trade provisions (group Shapley)	-0.0358***		0.0048**	
	(0.01)		(0.00)	
Positive-FDI provisions (group Shapley)		-0.0020*		0.0049***
		(0.01)		(0.00)
Negative-FDI provisions (group Shapley)		0.0121**		-0.0017*
		(0.01)		(0.00)
Observations	190440	190440	190440	190440
R^2	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes

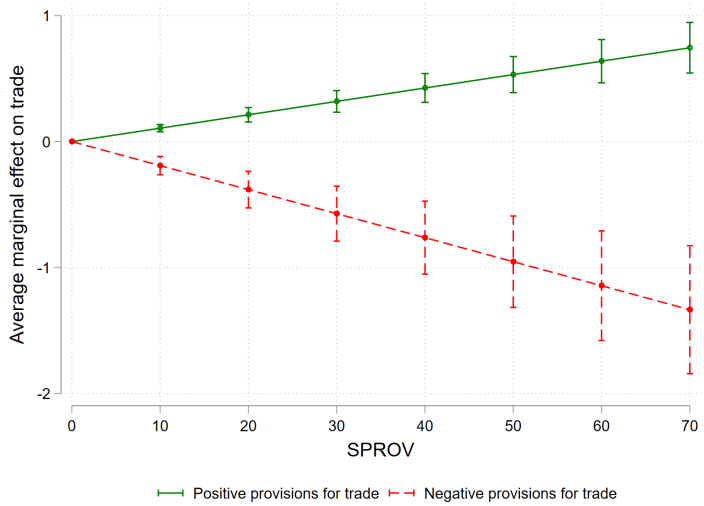
PPML, Robust standard errors in (), clustered by country pair

Domestic data included

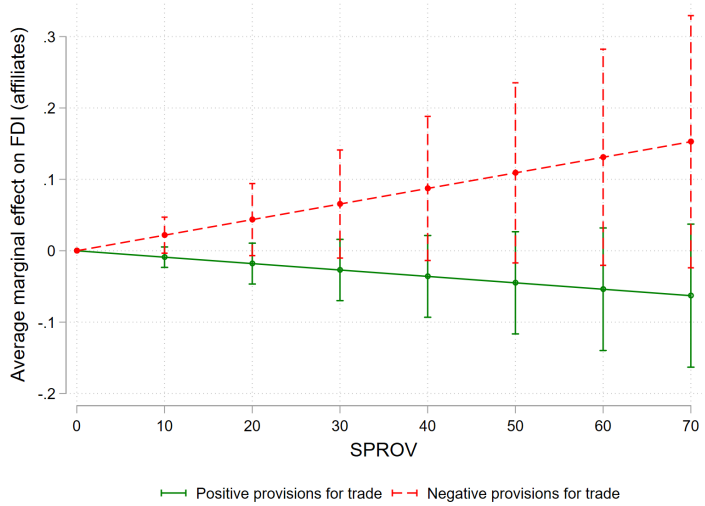
* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Positive and Negative Substantive Provisions (grouped Shapley effects)

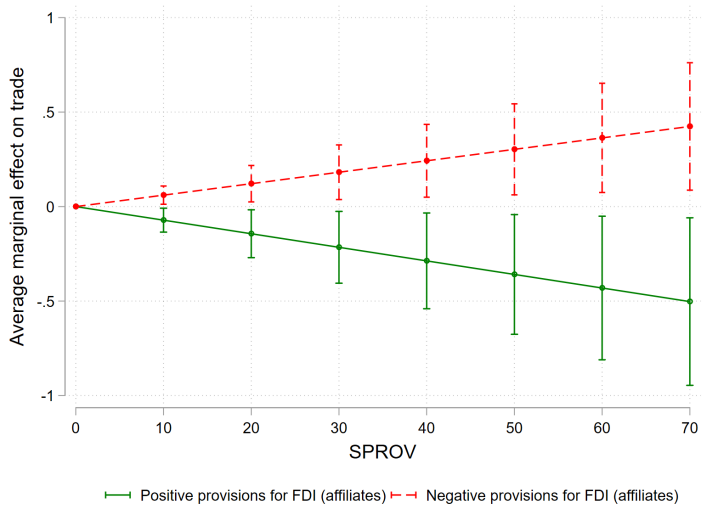
(a) Trade effects using SV of trade



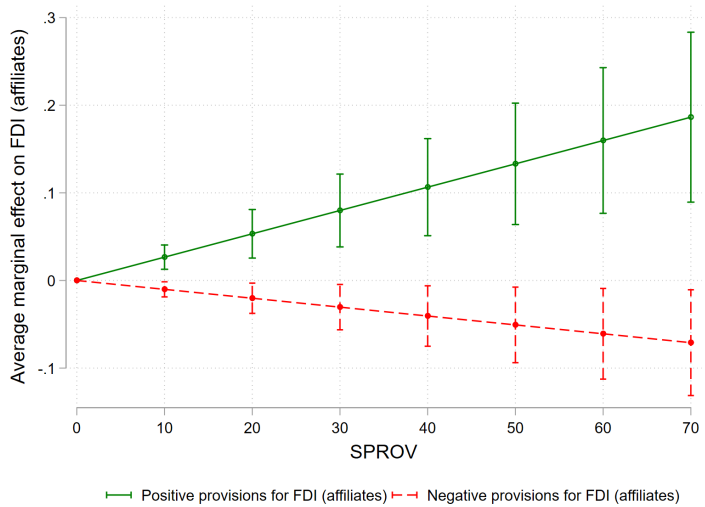
(b) FDI effects using SV of trade



(c) Trade effects using SV of FDI



(d) FDI effects using SV of FDI



Second stage: Effects on Various MNE Variables (group SV)

Indv

	(1) Employee costs	(2) Costs per employee	(3) Employees	(4) Tangible Assets	(5) Intangible Assets	(6) Revenues
			Panel I			
Positive-FDI provisions (group Shapley)	-0.0508***	-0.0566**	0.0123	-0.0041	0.0148	-0.0067
	(0.01)	(0.03)	(0.01)	(0.01)	(0.01)	(0.01)
Negative-FDI provisions (group Shapley)	0.0287***	0.0382**	-0.0092	0.0018	-0.0135*	0.0055
	(0.01)	(0.02)	(0.01)	(0.01)	(0.01)	(0.01)
			Panel II			
Positive-trade provisions (group Shapley)	0.0436***	0.0106	-0.0109***	-0.0051	-0.0231**	0.0015
	(0.01)	(0.01)	(0.00)	(0.01)	(0.01)	(0.00)
Negative-trade provisions (group Shapley)	-0.0859***	-0.0100	0.0187**	0.0087	0.0353*	0.0004
	(0.03)	(0.03)	(0.01)	(0.01)	(0.02)	(0.01)
Observations	18784	16187	190440	190440	190440	190440
OriginxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes	Yes	Yes

PPML, Robust standard errors in parenthesis, clustered by country pair

Domestic data included

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Robustness

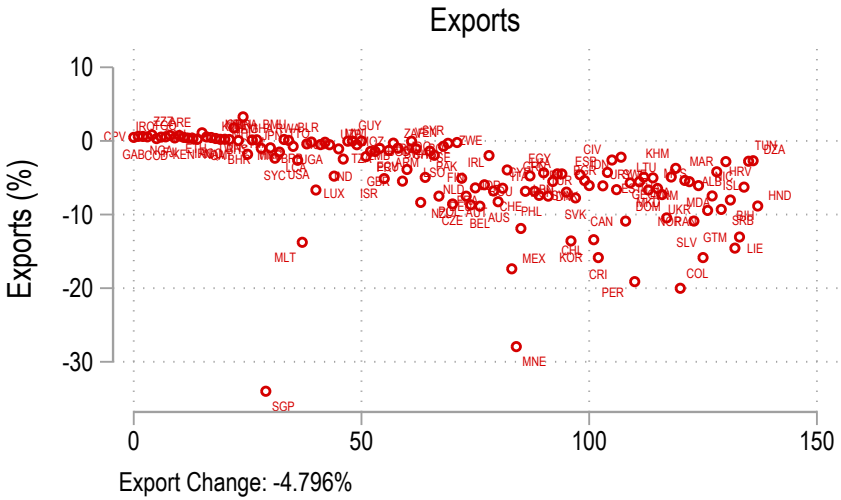
- Alternative Econometric Specifications
  - ⏩ OLS, IPP
  - ⏩ Lags
  - ⏩ 2010-2017
  - ⏩ INT×year
- Averages per Affiliate ⏩ averages
- Further Decomposition of Positive and Negative Trade and FDI Provisions: Multilateral vs. Bilateral Provisions ⏩ Bi-multilateral
- Spillover Effects of Country-Specific Provisions ⏩ spillovers

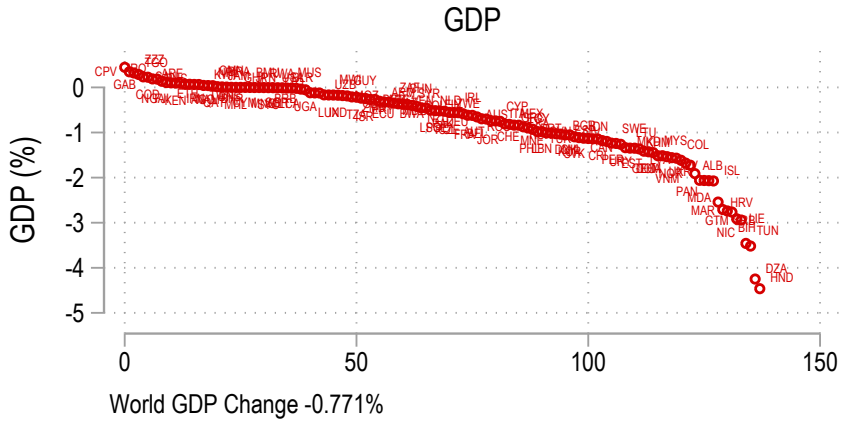
Robustness: Country-specific provisions (sum at destination)

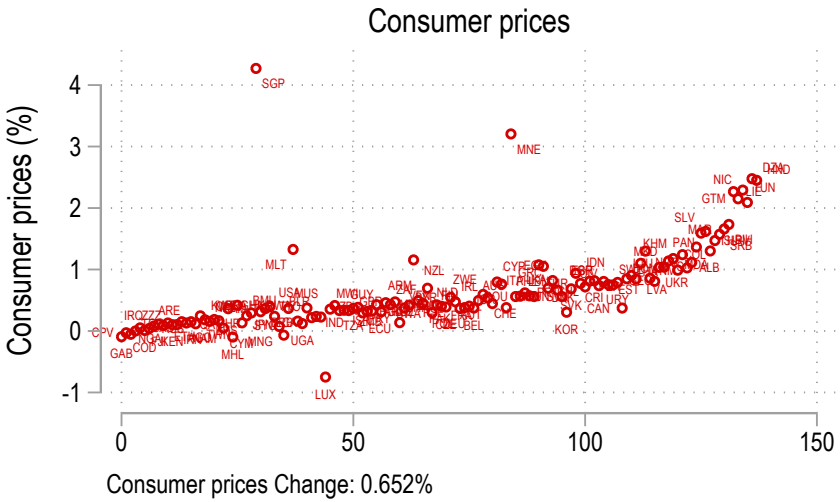
	Panel A: Trade		Panel B: FDI	
	(1)	(2)	(3)	(4)
Positive-Trade Provisions	0.0179***		0.0002	
	(0.00)		(0.00)	
Negative-Trade Provisions	-0.0339***		0.0001	
	(0.01)		(0.00)	
Positive-Trade provisions (Sum at destination)	0.0022***		-0.0004***	
	(0.00)		(0.00)	
Negative-Trade provisions (Sum at destination)	-0.0043***		0.0011***	
	(0.00)		(0.00)	
Positive-FDI provisions		-0.0257***		0.0024
		(0.01)		(0.00)
Negative-FDI Provisions		0.0142**		-0.0009
		(0.01)		(0.00)
Positive-FDI provisions (Sum at destination)		-0.0009**		0.0003**
		(0.00)		(0.00)
Negative-FDI provisions (Sum at destination)		0.0011***		-0.0003***
		(0.00)		(0.00)
Observations	190440	190440	190440	40249
R^2	0.987	0.987	0.961	0.961
OriginxYear FE	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes

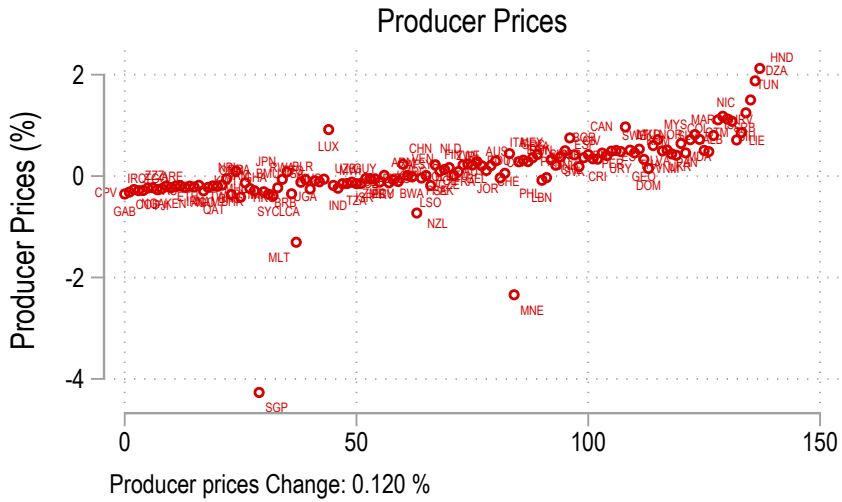
Counterfatual 1 ▸▸ Structural gravity

CLF: DTA without positive Shapley trade provisions

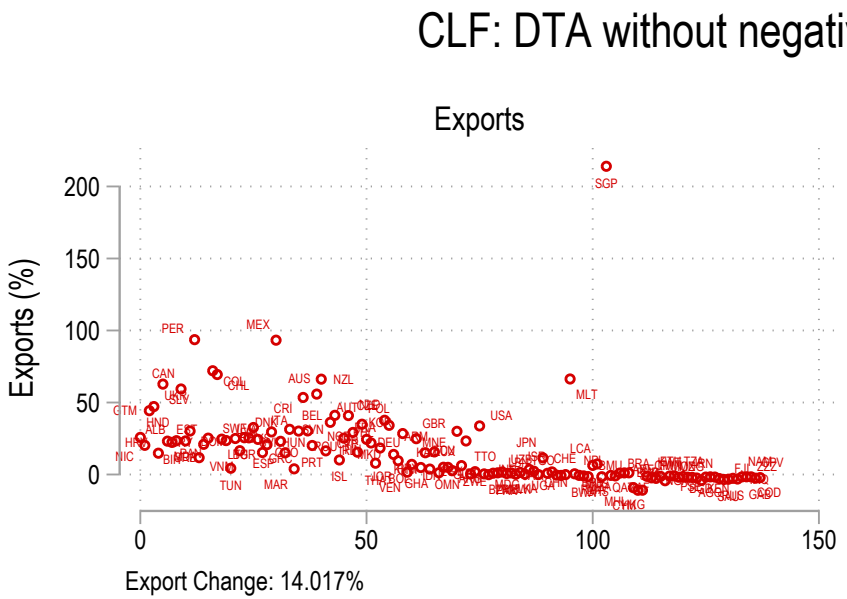


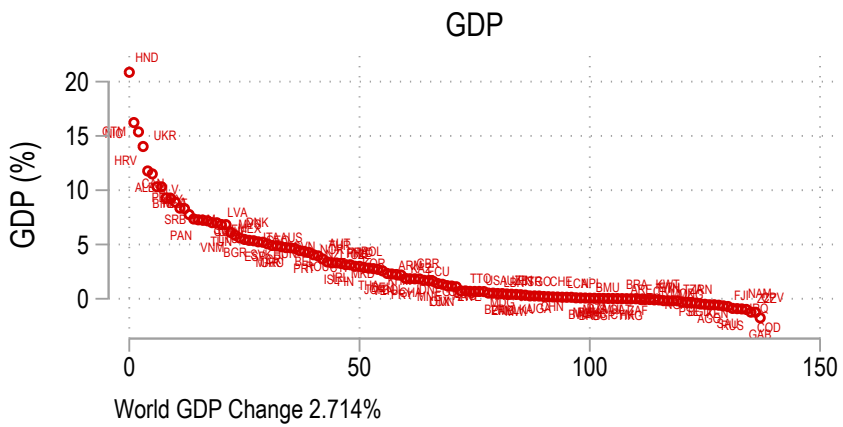


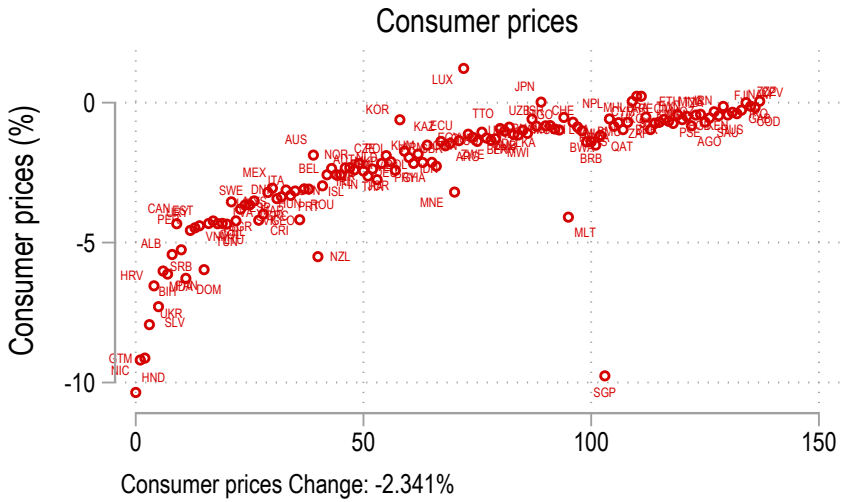


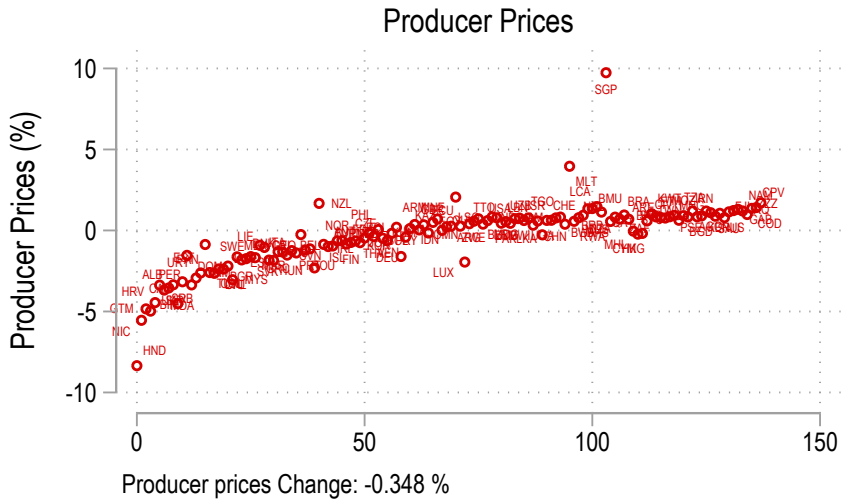


Counterfatual 2









Conclusions

- We develop a new methodology to estimate the effect of DTA with heterogeneous provisions
- When we apply the Shapley value method to trade and FDI datasets we discover that:
  - Over-aggregated estimates of "deepness" underestimate (overestimate) the effect of "positive" ("negative") provisions
  - positive provisions for trade affect negatively FDI and viceversa
  - Unravel the puzzle of non-significant estimates of FDI/MNE variables
- We provide a useful guide for policymakers:
  - Which provisions (or group of provisions) matter for trade and which for FDI?
- Robustness
  - Alternative Econometric Specifications
  - Multilateral vs. Bilateral Provisions
  - Country-specific provisions
  - FDI: Averages per Affiliate
  - Numerical Comparative Statics & counterfactuals

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Thanks

DTAs beyond trade: obligations & liberalizations

Back

"Deep trade agreements... are fundamentally different than the previous generation of PTAs. They aim not only to create market access between members but also to establish broader economic integration rights in goods, services, and factor markets." (Pascal Lamy, DG WTO)

"The United States recognizes the importance of intellectual property ***protection****. China recognizes the importance of establishing and implementing a comprehensive legal system of intellectual property* ***protection and enforcement*** *as it transforms from a major intellectual property consumer to a major intellectual property producer."*
Economic and Trade Agreement Between the Government of the United States of America and the Government of the People's Republic of China, (2020, boldface added)

MREID Overview

Back

- MREID spans 12 years from 2010 through 2021
- 362,845 parent companies (or Global Ultimate Owner) and 1,132,707 affiliates.
  - 351,600 are foreign affiliates from 70,661 parent companies
- 186 countries
  - 11 countries that only have outward FDI
  - 14 countries that only have inward FDI
  - 139 countries with domestic data
- 25 sectors (two digits)
- 1,132,000 raw observations per year at the firm level
  - 27,340 at the country-sector level
  - 4410 at the country pair level

Search strategy

Back

- Keep companies with more than 1 million USD in Revenue or Assets.
- Majority control threshold (50.01%)
- Active companies
- Mistakes are corrected
- Select domestic and foreign affiliates
- Entry and exit
  - Entry: Date of incorporation
  - Exit: Affiliates with more than four or more consecutive years without reports on any of the key financials.

MREID Variables

Back

- Affiliates: Count of foreing affiliates and domestic opertations
- Revenue: Total operating revenues (= net sales + other operating revenues + stock variations) excluding taxes.
- Employees: Total number of employees included in the company's payroll.
- Investment: Total assets and fixed assets.
  - Total assets: The sum of total current assets (e.g., financial assets) and fixed assets.
  - Fixed assets: Tangible fixed assets, intangible fixed assets, and other fixed assets.

Summary Statistics

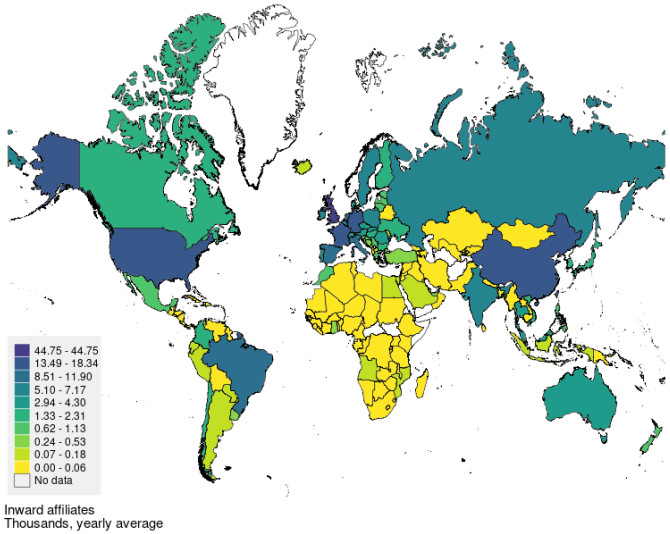
Back

Table: Summary statistics at the country-pair (foreign affiliates)

	Panel A: Totals			Panel B: Average per affiliate		
	mean	max	sd	mean	max	sd
Affiliates	90	25,299	536			
Revenue	3,940	609,312	20,362	57	5,772	236
Employees	7,029	1,735,375	43,965	191	156,239	2,619
Total assets	14,480	6,309,828	132,300	221	56,616	1,432
Fixed assets	5,198	1,615,221	48,817	60	15,276	507
Revenue/emp	48,251	65,794,332	1,282,092			
4410 pairs						

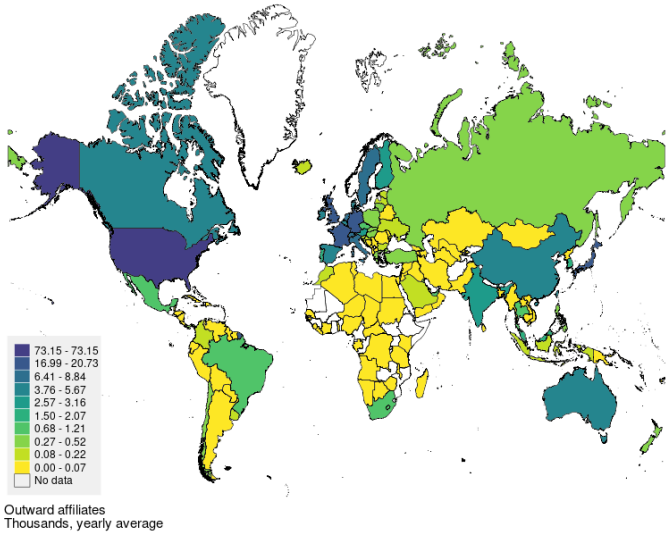
Notes:Revenue and assets in million USD . Rev/emp th. USD.
Statistics at the host country-pair level, yearly averages

(a) Inward affiliates



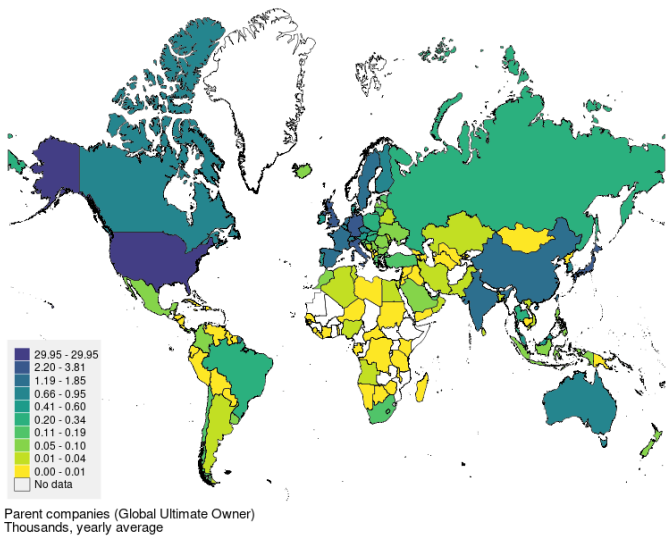
Inward affiliates
Thousands, yearly average

(b) Outward affiliates



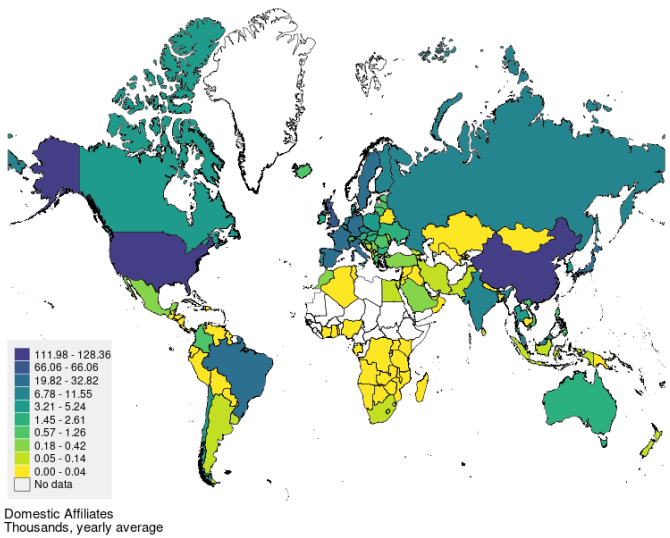
Outward affiliates
Thousands, yearly average

(c) Parent firm (GUO)



Parent companies (Global Ultimate Owner)
Thousands, yearly average

(d) Domestic Affiliates



Domestic Affiliates
Thousands, yearly average

OVB, MC

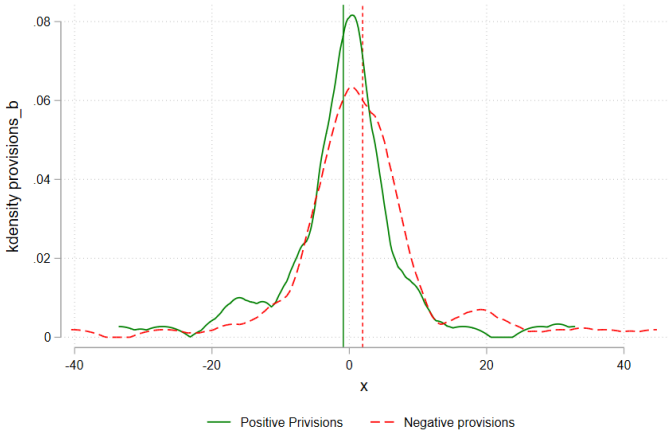
Back

	All provisions double trade				
	(1) × 7.19	(2) × 6.36	(3) × 7.20	(4) × 13.11	(5)
D_1 INV	1.972***				0.000
	(0.24)				(.)
D_2 EXP		1.849***			1.386***
		(0.14)			(0.00)
D_3 CPP			1.974***		0.004
			(0.24)		(0.00)
D_4 TBT				2.574***	1.382***
				(0.36)	(0.00)
N	36	36	36	36	36
R^2	0.711	0.865	0.712	0.652	1.000

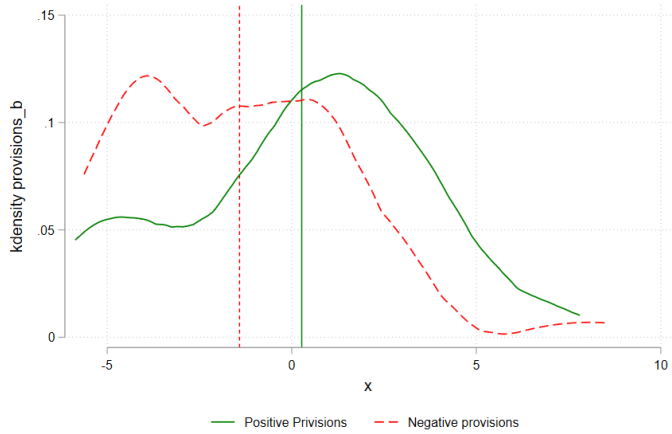
Simulations on the full dataset

Back

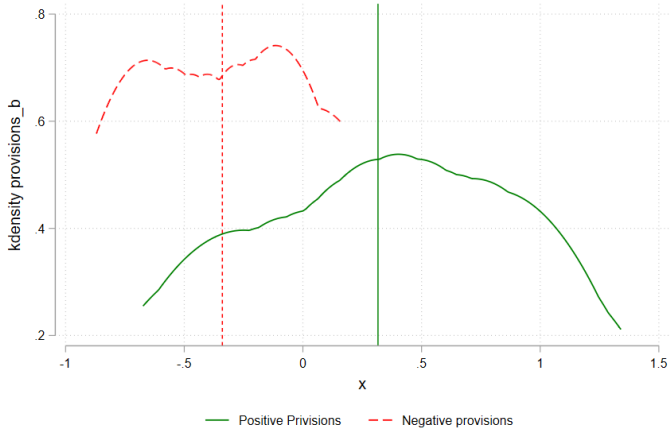
(a) All individual provisions



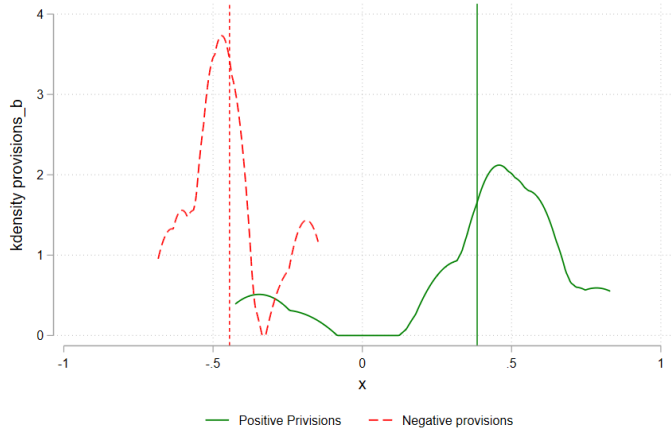
(b) Shapley individual provisions



(c) All grouped provisions (obligations, liberalizations)



(d) Shapley grouped provisions (obligations, liberalizations)



Simulations: Data generating process

Back

We perform simulations on a cross-section of our full dataset. We have constructed theoretically-driven fictitious trade according to the following algorithm:

$$\ln SX_{ij} = \left(\begin{array}{c} \sum_{n=1}^{N/2}(2+e_{1,ij})D_{n,ij}^{+} + \sum_{n=N/2+1}^{N}(1/2+e_{2,ij})D_{n,ij}^{-} \\ +e_{3,i}\lambda_i + e_{4,j}\lambda_j - 0.7\ln Dist_{ij} \end{array} \right) \times$$
$$\times(100+e_5),$$

	Panel A: trade		Panel B: FDI (affiliates)	
	(1)	(2)	(3)	(4)
DTA dummy	0.2577***	0.1060**	0.0503*	0.0561*
	(0.08)	(0.05)	(0.03)	(0.03)
Observations	190440	190440	190440	190440
R^2	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes
FTA/BIT controls	No	Yes	No	Yes

PPML, Robust standard errors in (), clustured by country pair

Domestic data included

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

	Panel A: trade			Panel B: FDI (affiliates)		
	(1)	(2)	(3)	(4)	(5)	(6)
log provisions	0.0370**			0.0090**		
	(0.02)			(0.00)		
log substantive provisions		0.0608**			0.0121**	
		(0.03)			(0.01)	
log non-substantive provisions			0.0381**			0.0093**
			(0.02)			(0.00)
Observations	190440	190440	190440	190440	190440	190440
R^2	0.998	0.998	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes
BIT/FTA control	Yes	Yes	Yes	Yes	Yes	Yes

PPML, Robust standard errors in (), clustered by country pair

Domestic data included

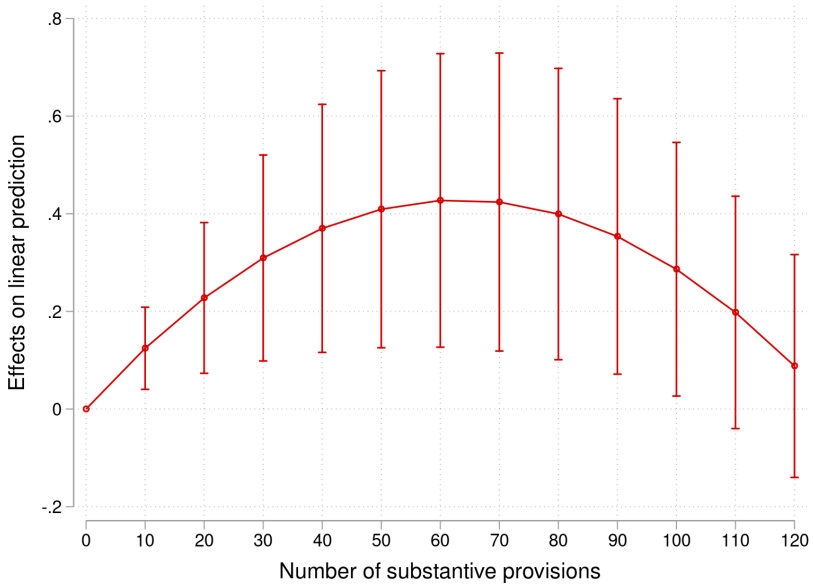
Log stands for inverse hyperbolic sine

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

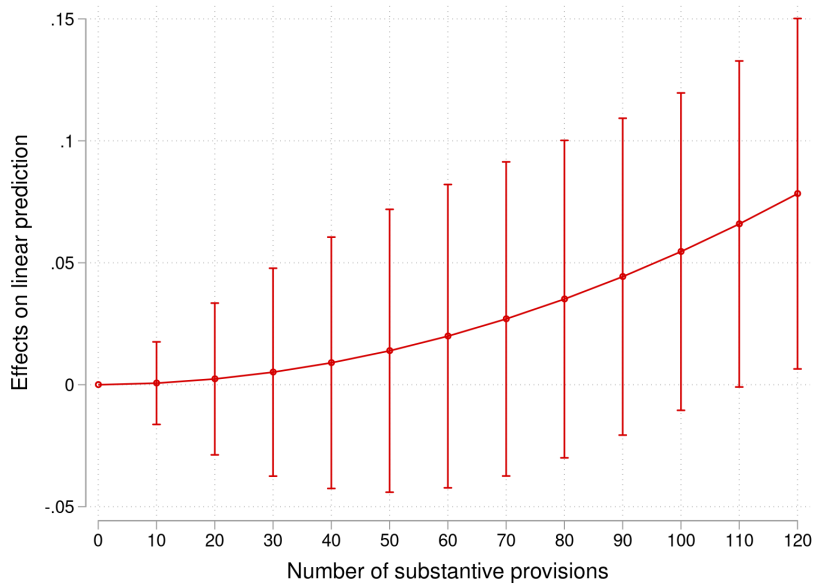
Conditional Marginal Effects of the number of substantive provisions (non-linear)

Back

(a) Trade



(b) FDI (affiliates margin)



	(1) trade	(2) FDI (affiliates)
substantive provisions	0.0135***	-0.00004
	(0.00)	(0.00)
substantive provisions squared	-0.0001***	0.00001
	(0.00)	(0.00)
Observations	190440	190440
R^2	0.998	0.998
OriginxYearFE	Yes	Yes
DestinationxYearFE	Yes	Yes
PairFE	Yes	Yes
FTA/BIT control	Yes	Yes

PPML, Robust standard errors in (), clustered by country pair

Domestic data included

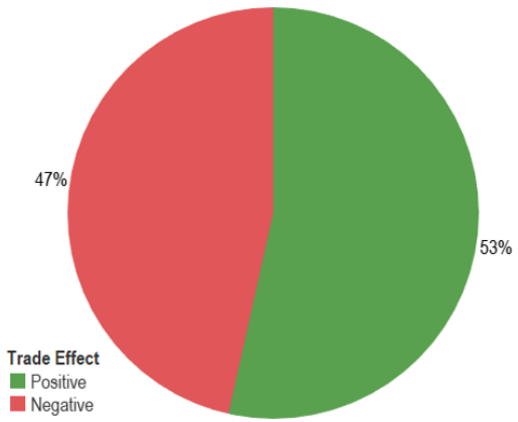
Log stands for inverse hyperbolic sine

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

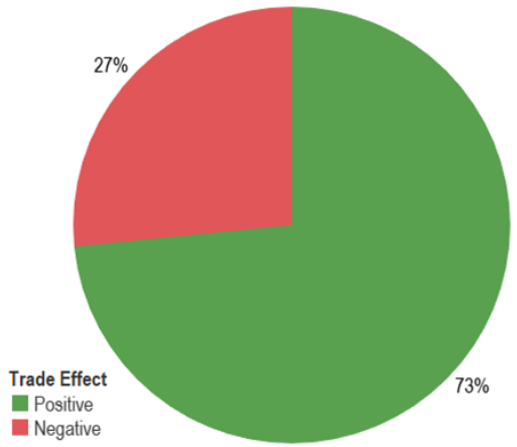
Distributions of the Shapley Values of Provisions Using Pie Charts

Back

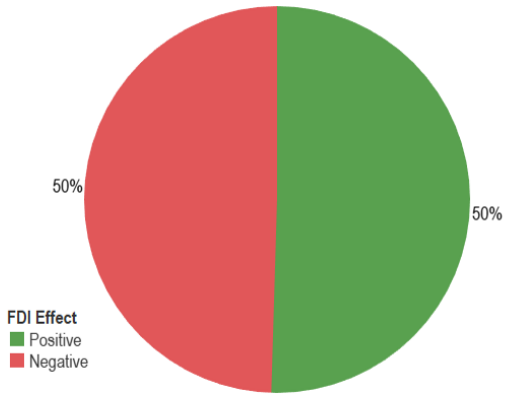
(a) Shapley Values (indv) trade



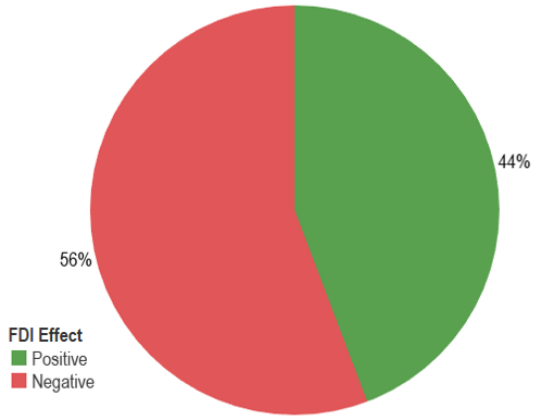
(b) Shapley Values (group) trade



(c) Shapley Values (indv) FDI



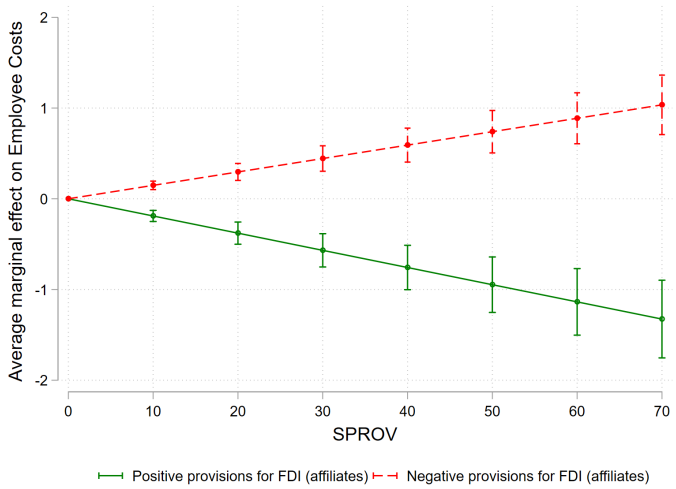
(d) Shapley Values (group) FDI



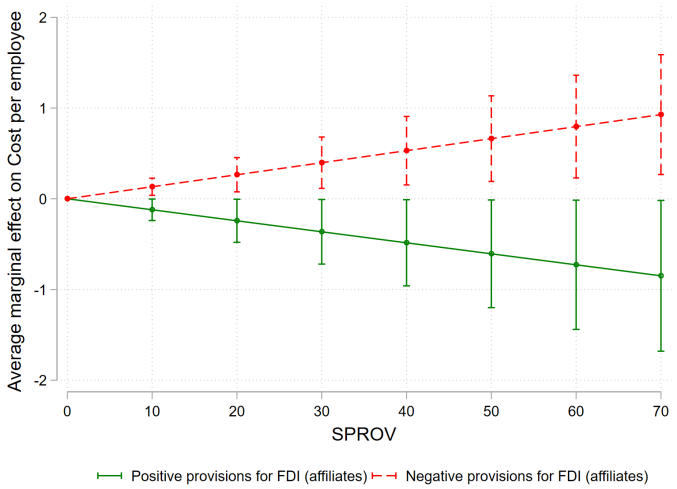
Second stage: Effects on Various MNE Variables (indv SV)

Back

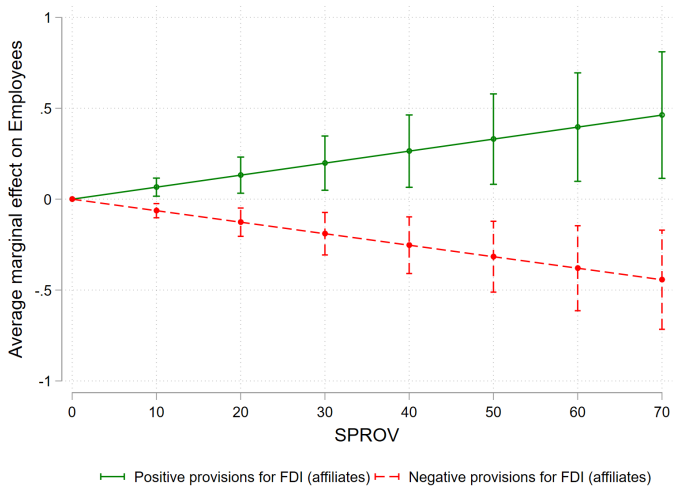
(a) Employee costs



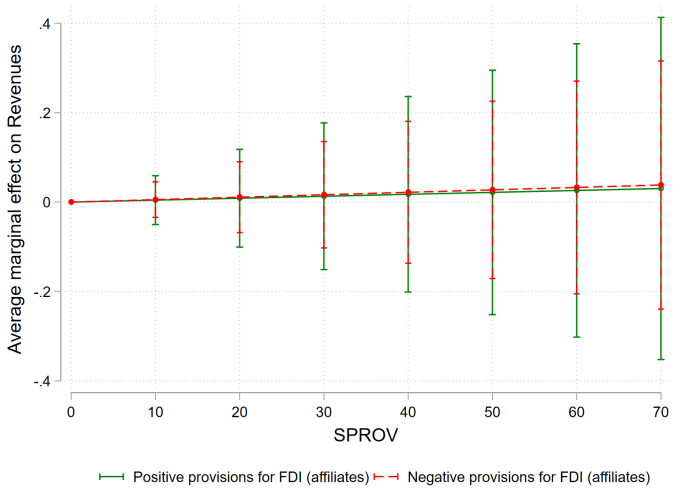
(b) Cost per employees



(c) Number of Employees



(d) Revenues



	Panel A: trade		Panel B: FDI (affiliates)	
	(1)	(2)	(3)	(4)
Positive-trade provisions (indv. Shapley)	0.0177***		-0.0008	
	(0.00)		(0.00)	
Negative-trade provisions (indv. Shapley)	-0.0106***		0.0014	
	(0.00)		(0.00)	
Positive-FDI provisions (indv. Shapley)		-0.0171***		0.0043***
		(0.01)		(0.00)
Negative-FDI provisions (indv. Shapley)		0.0161***		-0.0024**
		(0.00)		(0.00)
Observations	190440	190440	190440	190440
R^2	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes

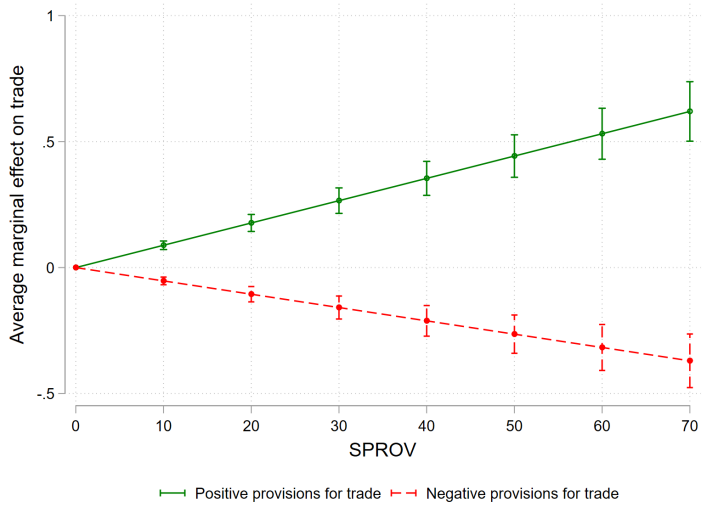
PPML, Robust standard errors in (), clustered by country pair

Domestic data included

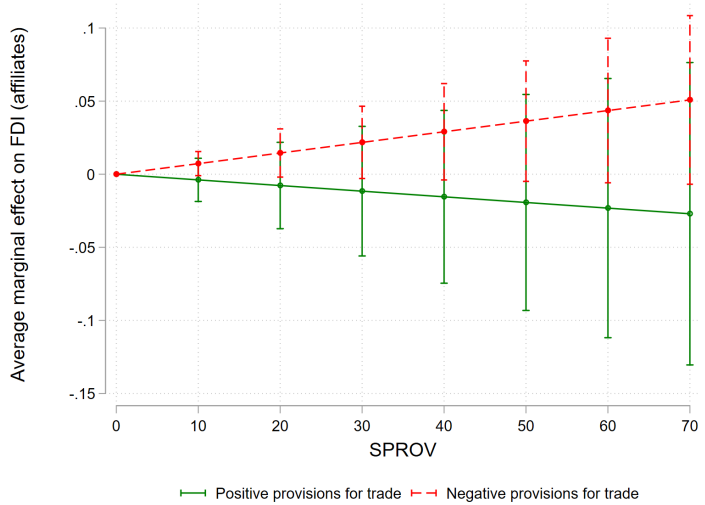
* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Second stage: individual Shapley method

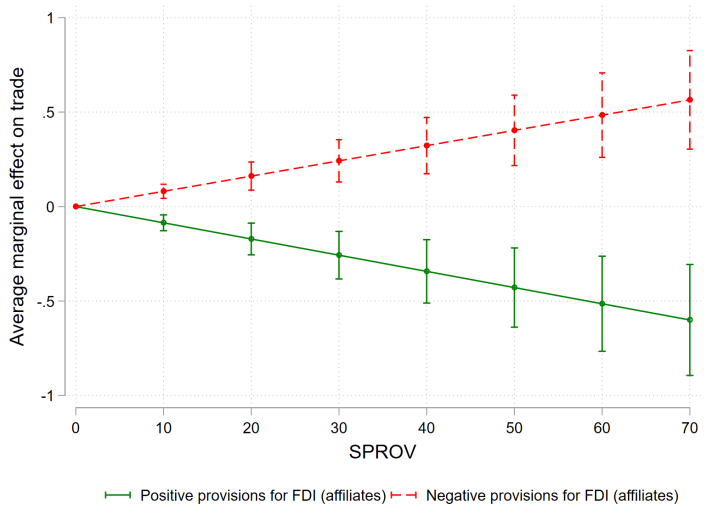
(a) Trade effects using SV of trade



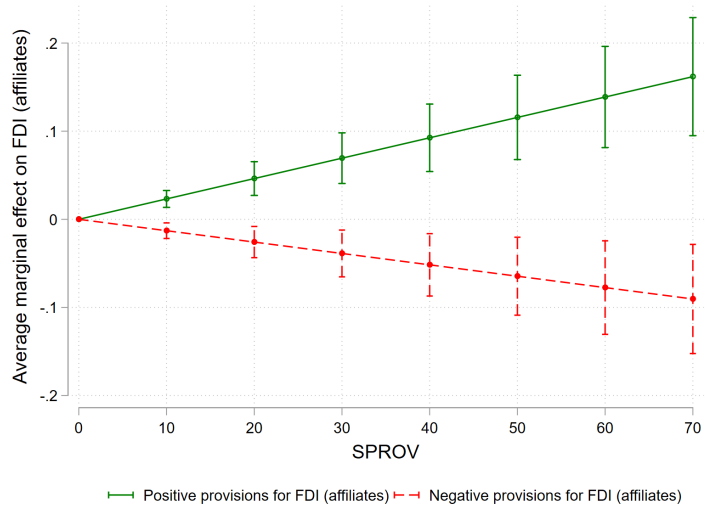
(b) FDI effects using SV of trade



(c) Trade effects using SV of FDI



(d) FDI effects using SV of FDI



Second stage: Effects on Various MNE Variables (indv SV)

plots Group SV

	(1) Employee costs	(2) Costs per employee	(3) Employees	(4) Tangible Assets	(5) Intangible Assets	(6) Revenues
			Panel I			
Positive-FDI provisions (indv. Shapley)	-0.0394*** (0.01)	-0.0277* (0.01)	0.0120** (0.01)	-0.0010 (0.01)	0.0111 (0.01)	-0.0010 (0.01)
Negative-FDI provisions (indv Shapley)	0.0293*** (0.01)	0.0287** (0.01)	-0.0116** (0.00)	0.0002 (0.01)	-0.0138* (0.01)	0.0027 (0.00)
			Panel II			
Positive-trade provisions (indv. Shapley)	0.0205 (0.02)	-0.0187 (0.02)	-0.0065* (0.00)	-0.0057 (0.01)	-0.0038 (0.01)	0.0009 (0.00)
Negative-trade provisions (indv Shapley)	-0.0163 (0.01)	0.0162 (0.01)	0.0034 (0.00)	0.0031 (0.00)	-0.0024 (0.01)	0.0013 (0.00)
Observations	18784	16187	190440	190440	190440	190440
OriginxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes	Yes	Yes

PPML, Robust standard errors in parenthesis, clustered by country pair

Domestic data included

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Robustness: Averages per affiliate

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	(1) Employee costs	(2) Cost per Employee	(3) Employees	(4) Tangible Assets	(5) Intangible Assets	(6) Revenues
			Panel I			
Positive-FDI Provisions	-0.0272*	-0.0429**	0.0391**	0.0132	-0.0055	0.0067
	(0.02)	(0.02)	(0.02)	(0.01)	(0.02)	(0.01)
Negative-FDI Provisions	0.0159*	0.0233**	-0.0311***	-0.0138	-0.0142	-0.0067
	(0.01)	(0.01)	(0.01)	(0.01)	(0.01)	(0.01)
			Panel II			
Positive-Trade Provisions	0.0099	0.0287*	-0.0112	-0.0137	-0.0302*	-0.0087
	(0.02)	(0.02)	(0.01)	(0.01)	(0.02)	(0.01)
Negative-Trade Provisions	-0.0214	-0.0575**	0.0130	0.0162	0.0254	0.0124
	(0.03)	(0.03)	(0.01)	(0.01)	(0.03)	(0.01)
Observations	42288	18134	42288	42288	42288	42288
Origin-Year FE	Yes	Yes	Yes	Yes	Yes	Yes
Destination-Year FE	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes	Yes	Yes

Notes: Estimation uses PPML. Robust standard errors are in parentheses, clustered by country pair.

Robustness: OLS, IPP

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	Panel I: OLS				Panel II: IPP correction			
	Panel I.A: trade		Panel I.B: FDI (affiliates)		Panel II.A: trade		Panel II.B: FDI (affiliates)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Positive-Trade Provisions	0.0086***		-0.0038***		0.0241***		-0.0019	
	(0.00)		(0.00)		(0.01)		(0.00)	
Negative-Trade Provisions	-0.0235***		0.0083***		-0.0405**		0.0054	
	(0.00)		(0.00)		(0.02)		(0.00)	
Positive-FDI Provisions		-0.0021		0.0048***		-0.0138		0.0054**
		(0.00)		(0.00)		(0.01)		(0.00)
Negative-FDI Provisions		-0.0004		-0.0033***		0.0131		-0.0020
		(0.00)		(0.00)		(0.01)		(0.00)
Observations	190440	190440	190440	190440	190440	190440	190440	190440
R^2	0.945	0.995	0.995	0.945	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

PPML, Robust standard errors in parenthesis, clustered by country pair

Domestic data included, Group Shapley method

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Robustness: Lags

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	Individual Shapley Method				Group Shapley Method			
	Panel I.A: trade		Panel I.B: FDI (affiliates)		Panel II.A: trade		Panel II.B: FDI (affiliates)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Positive-Trade (t-1) Provisions	0.0267***		-0.0006		0.0306***		-0.0016	
	(0.00)		(0.00)		(0.01)		(0.00)	
Negative-Trade (t-1) provisions	-0.0155***		0.0012		-0.0523***		0.0045*	
	(0.00)		(0.00)		(0.01)		(0.00)	
Positive-FDI (t-1) provisions		-0.0223***		0.0038***		-0.0151*		0.0045***
		(0.01)		(0.00)		(0.01)		(0.00)
Negative-FDI (t-1) Provisions		0.0237***		-0.0022**		0.0164**		-0.0018*
		(0.00)		(0.00)		(0.01)		(0.00)
Observations	171396	171396	171396	171396	171396	171396	171396	171396
R^2	0.998	0.998	0.998	0.998	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

PPML, Robust standard errors in parenthesis, clustered by country pair

Domestic data included

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

Robustness: 2010-2017

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	Panel I: Individual Shapley Method				Panel II: Group Shapley Method			
	Panel I.A: trade		Panel I.B: FDI (affiliates)		Panel II.A: trade		Panel II.B: FDI (affiliates)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Positive-Trade provisions	0.0145***		-0.0031**		0.0190***		-0.0009	
	(0.00)		(0.00)		(0.00)		(0.00)	
Negative-Trade provisions	-0.0113***		0.0024***		-0.0382***		0.0028	
	(0.00)		(0.00)		(0.01)		(0.00)	
Positive-FDI provisions		0.0024*		-0.0229***		0.0010		-0.0296***
		(0.00)		(0.00)		(0.00)		(0.01)
Negative-FDI provisions		-0.0012		0.0164***		0.0001		0.0167***
		(0.00)		(0.00)		(0.00)		(0.01)
Observations	152352	152352	152352	152352	152352	152352	152352	152352
R^2	0.998	0.998	0.998	0.998	0.998	0.998	0.998	0.998
OriginxYear FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
DestinationxYear FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Pair FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
FTA/BIT controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
INTxYear FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

PPML, Robust standard errors in parenthesis, clustered by country pair

Domestic data included, period 2010-2017

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$

	Panel A: Trade		Panel B: FDI (affiliates)	
	(1)	(2)	(3)	(4)
Positive-Trade provisions (Bilateral)	0.0348***		0.0001	
	(0.01)		(0.00)	
Negative-Trade provisions (Bilateral)	-0.0274***		0.0051	
	(0.01)		(0.00)	
Positive-Trade provisions (Multilateral)	0.0100**		-0.0023	
	(0.00)		(0.00)	
Negative-Trade provisions (Multilateral)	0.0036		0.0073**	
	(0.01)		(0.00)	
Positive-FDI provisions (Bilateral)		-0.0614***		0.0099**
		(0.02)		(0.00)
Negative-FDI provisions (Bilateral)		0.0094**		-0.0014
		(0.00)		(0.00)
Positive-FDI provisions (Multilateral)		0.0165***		0.0021
		(0.00)		(0.00)
Negative-FDI provisions (Multilateral)		0.0181*		-0.0029
		(0.01)		(0.00)
Observations	190440	190440	190440	190440

Structural Gravity equation

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$$X_{ij} = \left(\frac{t_{ij}}{\Pi_i P_j}\right)^{1-\sigma} Y_i E_j, \tag{7}$$

$$P_j^{1-\sigma} = \sum_i \left(\frac{t_{ij}}{\Pi_i}\right)^{1-\sigma} Y_i, \tag{8}$$

$$\Pi_i^{1-\sigma} = \sum_j \left(\frac{t_{ij}}{P_j}\right)^{1-\sigma} E_j, \tag{9}$$

$$p_j = \frac{Y_j^{\frac{1}{1-\sigma}}}{\gamma_j \Pi_j}. \tag{10}$$

where P_j is the CES consumer price index given by $P_j = \left[\sum_i (\gamma_i p_{ij})^{1-\sigma}\right]^{\frac{1}{1-\sigma}}$.
Empirically (3) becomes:

$$X_{ij} = \exp(T_{ij} + \pi_i + \chi_j) \times \varepsilon_{ij} \tag{11}$$

For our counterfactual analysis, we rely on the structure of the theoretical model described above and PPML's property highlighted by Fally (2015 JIE) that the estimates of the fixed effects from gravity estimations are perfectly consistent with the structural gravity terms.

The MRT $\Pi_i^{1-\sigma}$ and $P_j^{1-\sigma}$ can be recovered from the fixed effects as follows:

$$\widetilde{\Pi_i^{1-\sigma}} = E_0 Y_i \exp(-\widetilde{\pi}_i), \tag{12}$$

and

$$\widetilde{P_j^{1-\sigma}} = \frac{E_j}{E_0} \exp(-\widetilde{\chi}_j), \tag{13}$$

where $\widetilde{\pi}_i$ and $\widetilde{\chi}_j$ are the estimated fixed effects from Equation (11), and E_0 denotes the expenditure of the country chosen as numéraire.

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- The three-step GEPPML procedure from Anderson et al., (2018), uses equations (7), (12) and (13) to calculate counterfactual effects by changing the trade cost vectors and then obtain counterfactual values for
  - output, $Y_i^c = (p_i^c / p_i)\, Y_i$,
  - expenditures, $E_i^c = (p_i^c / p_i)\, E_i$
  - trade flows, $\widetilde{X}_{ij}^c$.
  - consumer and producer prices ($\left(\widetilde{\Pi_i^{1-\sigma}}\right)^c$ and $\left(\widetilde{P_j^{1-\sigma}}\right)^c$)
- The reported results are then the percentage changes between baseline and counterfactual values, i.e., for output $\text{Output}\% = (Y_i^c - Y_i)/Y_i \times 100$.