

7 Appendix

7.1 Agreement summary

No	Agreement	Year	Country	GATS	Commitment	Concession
1	AUS-CHL	2008	Australia	57	57	0
			Chile	20	68	48
2	BRN-JPN	2007	Brunei	8	12	4
			Japan	53	63	10
3	CAN-PER	2008	Canada	43	59	17
			Peru	31	68	36
4	CHL-CRI	1999	Chile	20	65	45
			Costa Rica	6	55	49
5	CHL-JPN	2007	Chile	20	68	48
			Japan	53	68	15
6	CHL-SLV	1999	Chile	20	65	45
			El Salvador	13	42	29
7	CHN-NZL	2008	China	39	40	1
			New Zealand	54	56	1
8	CHN-PER	2009	China	39	40	1
			Peru	31	53	22
9	CHN-SGP	2008	China	39	40	1
			Singapore	38	42	5
10	CRI-MEX	1994	Costa Rica	6	58	52
			Mexico	41	57	17
11	EU-CHL	2002	Chile	20	54	34
			European Union	55	58	3
12	HND-TWN	2007	Honduras	7	56	49
			Taiwan (1)	65	74	9
13	IND-SGP	2005	India	33	37	5
			Singapore	38	56	18
14	JOR-SGP	2004	Jordan	50	51	1
			Singapore	38	42	4
15	JPN-CHE	2009	Japan	53	68	15
			Switzerland	60	73	13
16	JPN-IDN	2007	Indonesia	17	24	7
			Japan	53	63	10
17	JPN-MEX	2004	Japan	53	67	15
			Mexico	41	58	17
18	JPN-MYS	2005	Japan	53	63	10
			Malaysia	27	29	2
19	JPN-PHL	2006	Japan	53	63	10
			Philippines	16	28	11
20	JPN-SGP	2002	Japan	53	59	6
			Singapore	38	60	22
21	JPN-THA	2007	Japan	53	62	9
			Thailand	19	20	1
22	JPN-VNM	2008	Japan	53	55	2
			Vietnam	34	34	0
23	KOR-CHL	2003	Chile	20	66	46

			South Korea	49	61	12
24	KOR-IND	2009	India	33	38	6
			South Korea	49	50	2
25	KOR-SGP	2005	Singapore	38	71	33
			South Korea	49	58	10
26	MEX-GTM	2000	Guatemala	10	81	71
			Mexico	41	57	17
27	MEX-HND	2000	Honduras	7	61	54
			Mexico	41	57	17
28	MEX-SLV	2000	El Salvador	13	67	54
			Mexico	41	57	17
29	NZL-SGP	2000	New Zealand	54	63	9
			Singapore	38	56	18
30	PAK-CHN	2009	China	39	40	1
			Pakistan	20	33	13
31	PAK-MYS	2007	Malaysia	27	32	4
			Pakistan	20	31	11
32	PAN-CHL	2006	Chile	20	54	42
			Panama (2)	39	73	35
33	PAN-SGP	2006	Panama	40	73	32
			Singapore	38	63	26
34	PAN-SLV	2002	El Salvador	13	77	64
			Panama	40	69	29
35	PAN-TWN	2003	Panama	40	72	32
			Taiwan	62	72	10
36	PER-SGP	2008	Peru	31	67	36
			Singapore	38	55	18
37	SGP-AUS	2003	Australia	57	80	23
			Singapore	38	68	31
38	SLV-TWN	2007	El Salvador	13	64	51
			Taiwan	62	71	10
39	THA-AUS	2004	Australia	57	59	1
			Thailand	19	23	4
40	USA-AUS	2004	Australia	57	82	24
			United States	55	67	11
41	USA-BHR	2004	Bahrain	28	84	56
			United States	55	67	11
42	USA-CHL	2003	Chile	20	68	48
			United States	55	68	12
43	USA-COL	2006	Colombia	28	82	54
			United States	55	67	11
44	USA-JOR	2000	Jordan	50	56	5
			United States	55	55	0
45	USA-KOR	2007	South Korea	49	67	18
			United States	55	68	13
46	USA-MAR	2004	Morocco	18	75	57
			United States	55	67	11
47	USA-OMN	2006	Oman	48	81	32
			United States	55	67	11
48	USA-PAN	2007	Panama	40	76	36

			United States	55	67	11
49	USA-PER	2006	Peru	31	85	53
			United States	55	67	11
50	USA-SGP	2003	Singapore	38	76	38
			United States	55	67	11
51	ASEAN- AUS-NZ	2009	Australia	57	57	0
			Brunei	8	10	2
			Indonesia	17	22	5
			Malaysia	27	32	5
			New Zealand	54	55	1
			Philippines	16	21	5
			Singapore	38	40	3
			Thailand	19	20	0
			Vietnam	34	34	0
52	ASEAN-CHN	2007	Brunei	8	9	1
			China	39	40	1
			Indonesia	17	18	0
			Malaysia	27	29	1
			Philippines	16	19	2
			Singapore	38	44	6
			Thailand	19	20	1
			Vietnam	34	34	0
53	ASEAN-KOR	2007	Brunei	8	10	2
			Indonesia	17	23	6
			Malaysia	27	34	6
			Philippines	16	18	2
			Singapore	38	40	2
			South Korea	49	50	1
			Thailand	19	20	0
			Vietnam	34	34	0
54	CAFTA-DOM- USA	2004	Costa Rica	6	71	65
			Dominican Republic	27	82	55
			El Salvador	13	86	73
			Guatemala	10	86	75
			Honduras	7	77	70
			Nicaragua	25	77	52
			United States	55	67	11
55	EFTA-CHL	2003	Chile	20	54	34
			Iceland	54	54	0
			Liechtenstein	44	44	0
			Norway	59	59	0
			Switzerland	60	60	0
56	EFTA-KOR	2005	Iceland	54	54	0
			Liechtenstein	44	44	0
			Norway	59	59	0
			South Korea	49	49	0
			Switzerland	60	60	0
57	EFTA-MEX	2000	Iceland	54	54	0
			Liechtenstein	44	44	0
			Mexico	41	41	0

			Norway	59	59	0
			Switzerland	60	63	3
58	EFTA-SGP	2002	Iceland	54	55	1
			Liechtenstein	44	45	1
			Norway	59	62	3
			Singapore	38	61	24
			Switzerland	60	60	0
59	EU- CARIFORUM	2008	Antigua & Barbuda	13	39	26
			Bahamas (3)			
			Barbados	16	46	31
			Belize	10	31	21
			Dominica	7	36	29
			Dominican Republic	27	68	41
			European Union	55	64	8
			Grenada	14	35	21
			Guyana	15	59	44
			Jamaica	28	52	24
			St. Kitts & Nevis	5	28	23
			St. Lucia	13	37	24
			St. Vincent & the Grenadines	13	35	22
			Suriname	7	40	33
			Trinidad & Tobago	18	38	20
60	ASEAN (7th package)	2009	Brunei	8	31	23
			Indonesia	17	42	24
			Malaysia	27	43	16
			Philippines	16	35	19
			Singapore	38	42	4
			Thailand	19	38	18
			Vietnam	34	38	4
61	MERCOSUR (6th package)	2005	Argentina	34	70	36
			Brazil	20	59	39
			Paraguay	5	23	17
			Uruguay	16	45	28

Notes: ⁽¹⁾ Only mode 3 has been coded.

⁽²⁾ Only mode 1 has been coded.

⁽³⁾ Bahamas is not a member of the WTO and was thus not coded.

Table A1: Summary of preferential trade agreements in dataset

7.2 Sector summary

Sector	Mode 1	Mode 3
1 Business services	43	45
2 Communication services	23	22
3 Construction and related engineering services		5
4 Distribution services	4	4
5 Educational services	5	5
6 Environmental services	4	4
7 Financial services	17	17
8 Health related and social services	3	3
9 Recreational, cultural and sporting services	4	4
10 Tourism and travel related services	3	3
11 Transport services	36	40

Table A2: Coded Subsectors per Sector and Mode of Supply

7.3 Descriptive statistics

Variable	N	Mean	SD	Min	Max
Country commitment	3685	52.49	32.35	0.00	100.00
Country GATS	3696	34.21	31.28	0.00	100.00
Partner commitment	3706	56.33	30.63	0.00	100.00
Partner GATS	3717	40.04	31.09	0.00	100.00
Net-concession	3675	1.94	34.33	-100.00	100.00
GDP ratio (log10)	3738	-0.65	1.71	-4.62	3.08
GDPxGDPpc ratio (log10)	3738	-0.71	2.25	-5.40	4.42
GDP difference (trillion US dollar)	3738	-2.04	7.54	-19.12	19.00
Country GVC share (in %)	3633	1.91	2.80	0.00	15.21
Partner GVC share (in %)	3633	0.98	2.04	0.00	12.61
Sector trade competitiveness	3591	-0.68	1.17	-5.45	3.41
Sector share in exports (in %)	3591	2.50	4.19	0.00	42.78
Services mode M3 (binary variable)	3738	0.52	0.50	0.00	1.00
Country GDPpc (in thousand USD)	3738	19.82	19.94	0.75	104.54
Partner GDPpc (in thousand USD)	3738	20.18	16.95	0.75	70.32
Agreement depth	3738	5.30	1.43	2.00	7.00
Sector share in employment (in %)	3570	6.31	4.68	0.17	23.11
Total services share (in % of GDP)	3738	57.43	10.92	28.01	81.17

Table A3: Descriptive Statistics

Figure A1: Country commitments in GATS

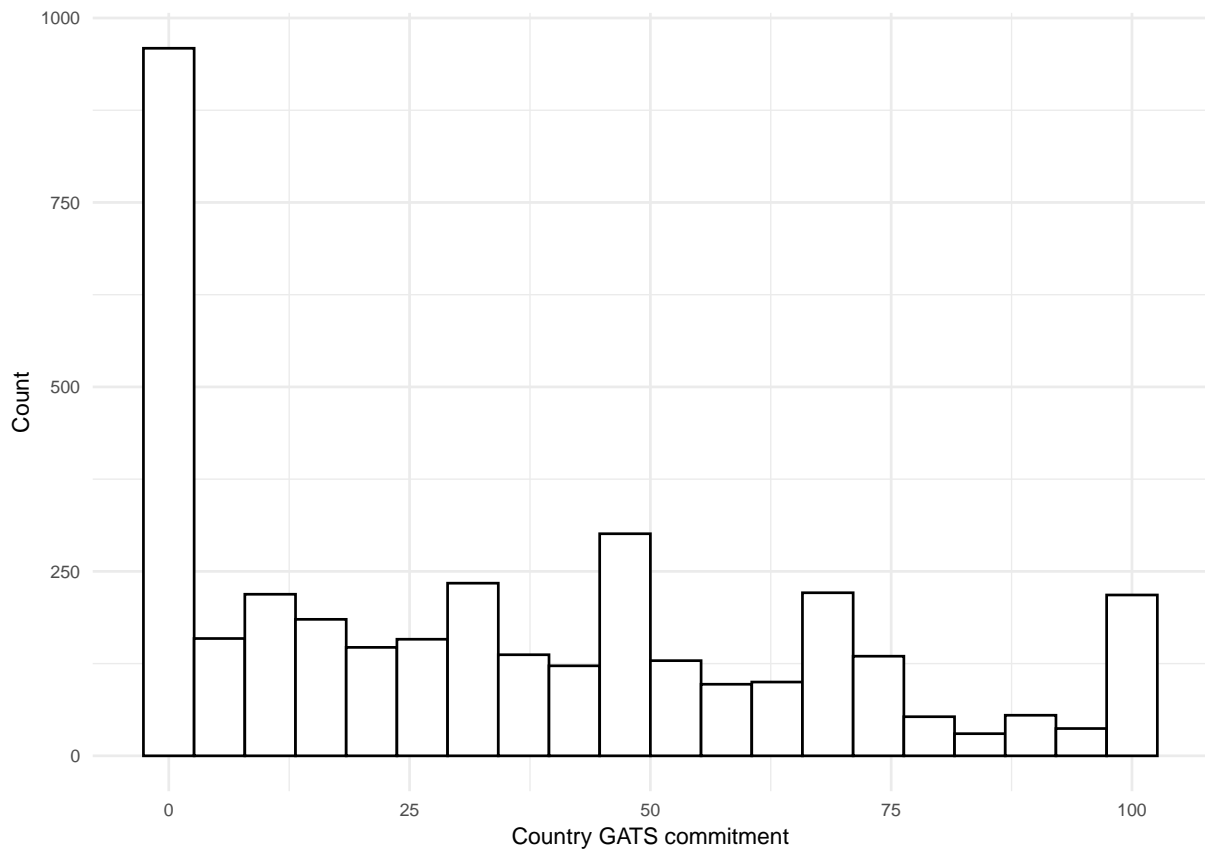


Figure A2: Partner commitments in PTAs

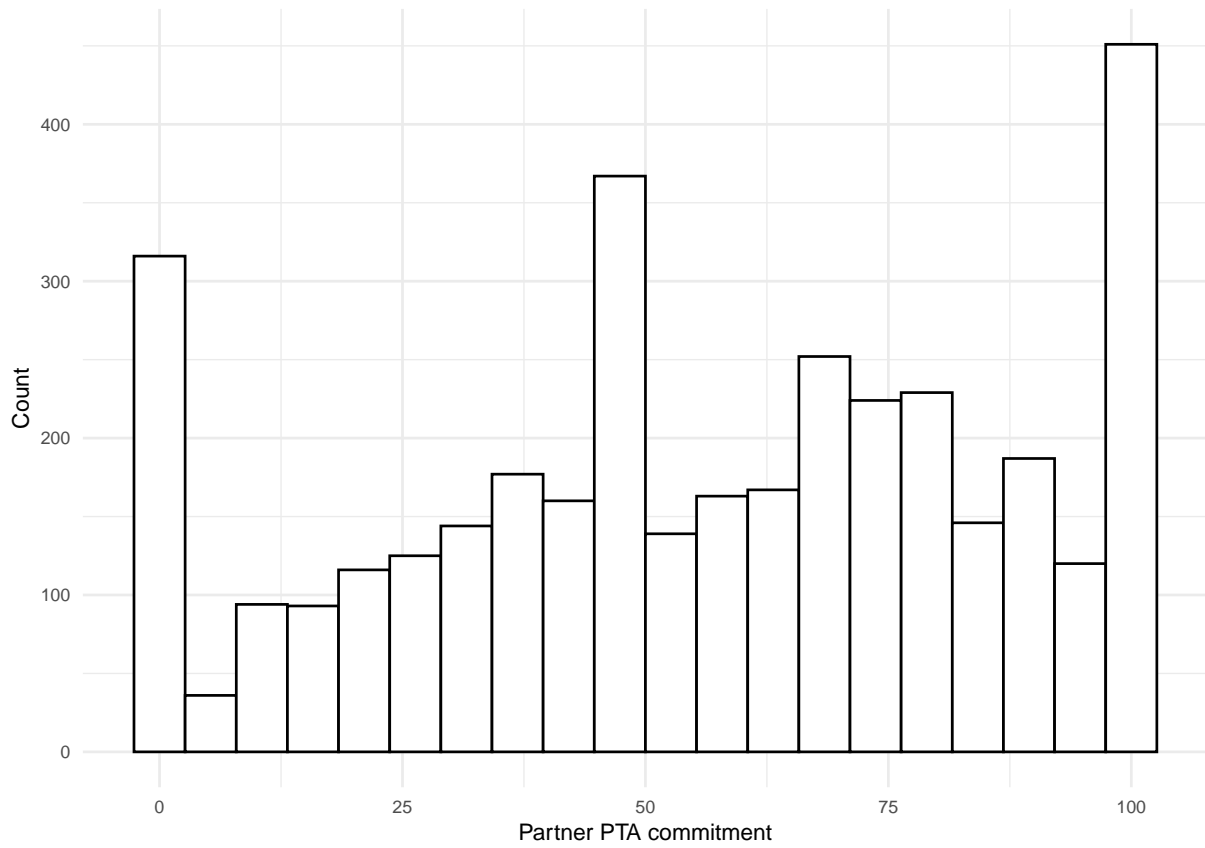


Figure A3: Partner commitments in GATS

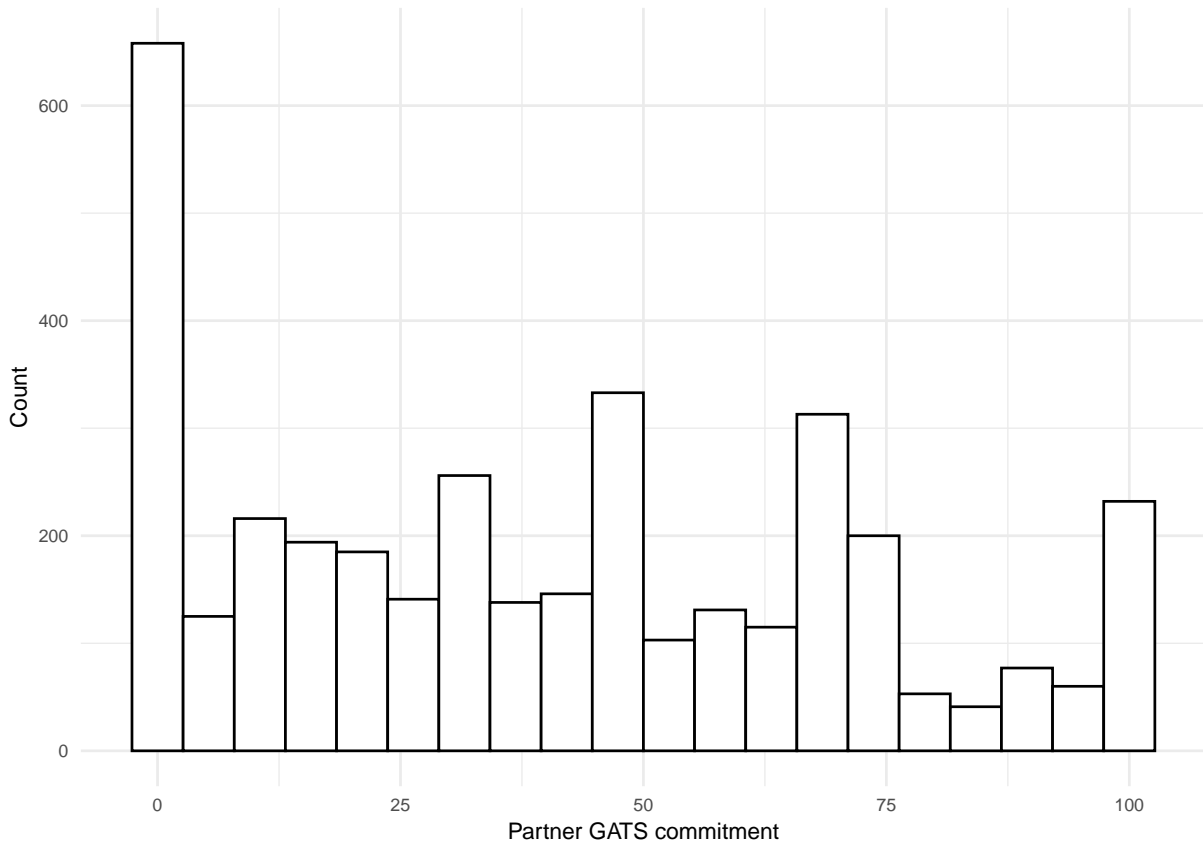


Figure A4: Net concessions of country

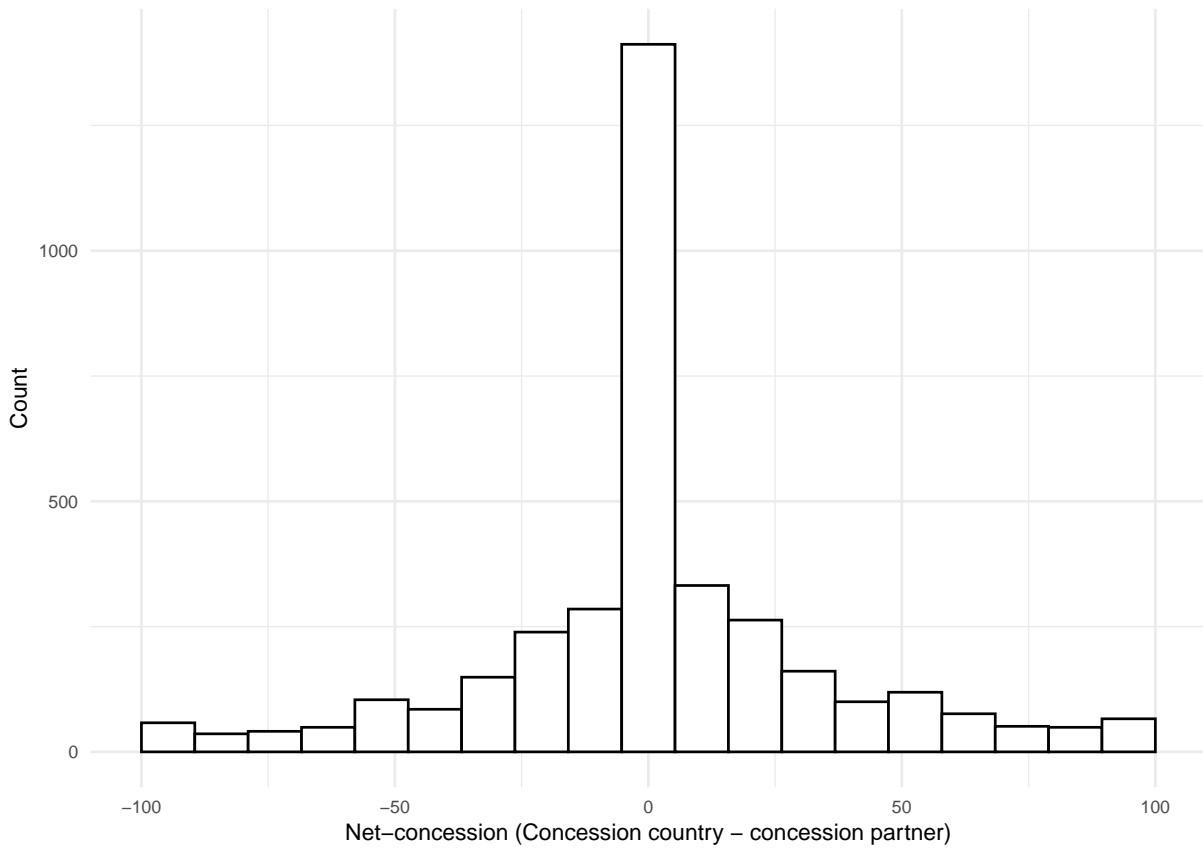


Figure A5: GDP ratio (Log10) between country and partner

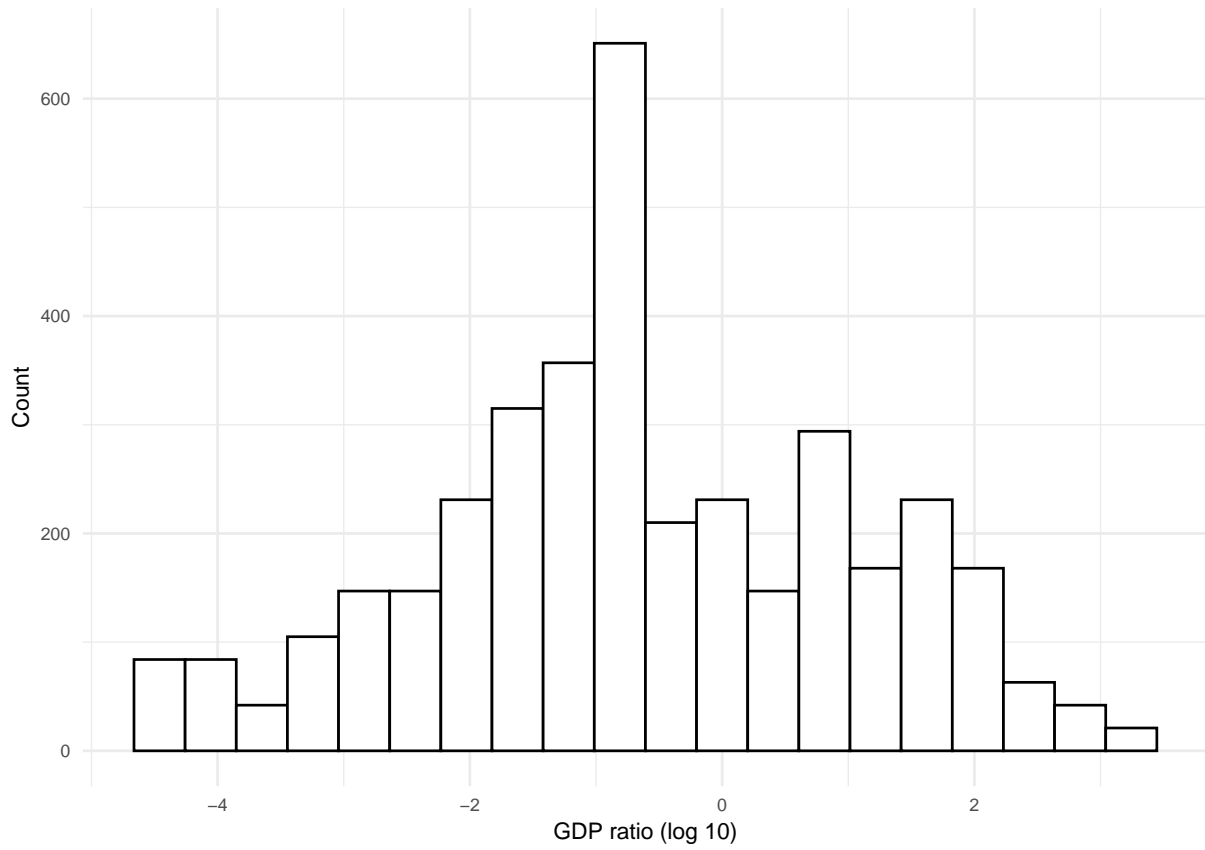


Figure A6: GDP x GDPpc ratio (Log10) between country and partner

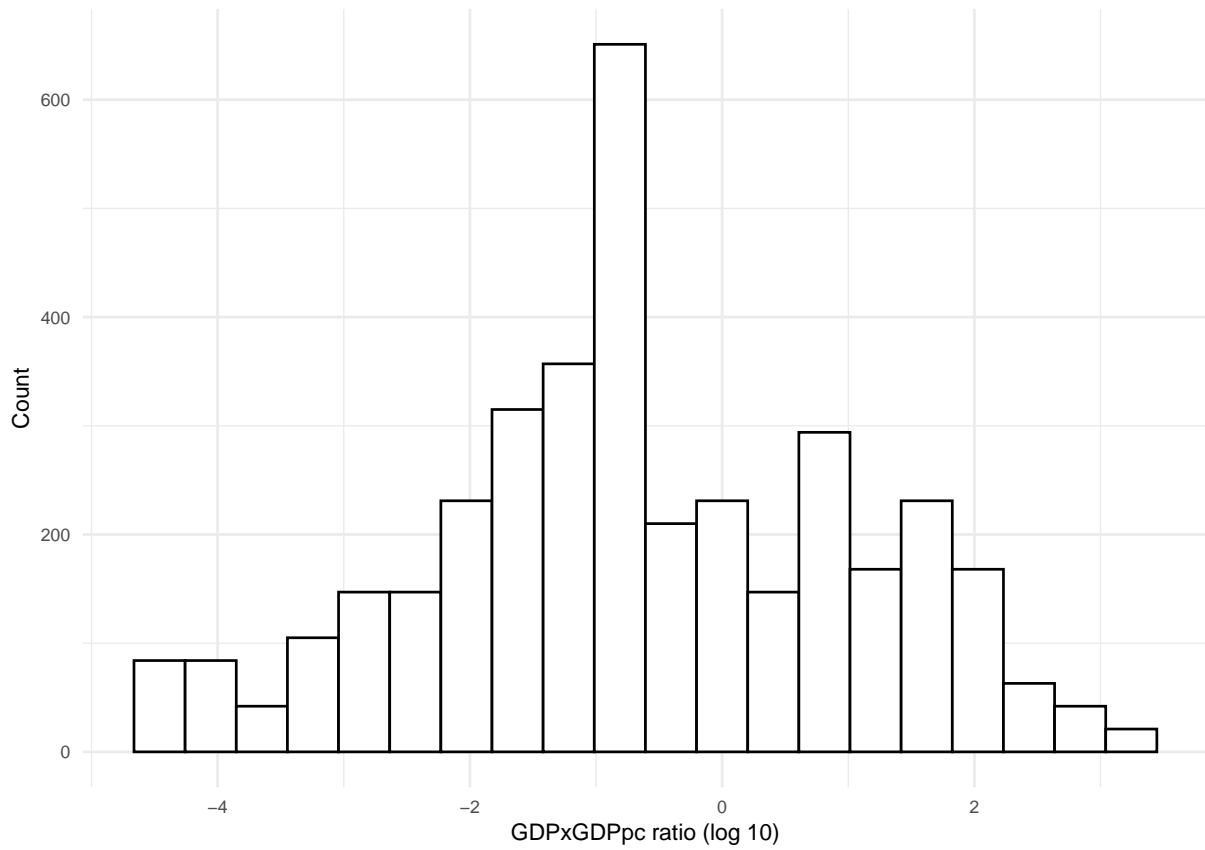


Figure A7: GDP difference (trillion US dollar) between country and partner

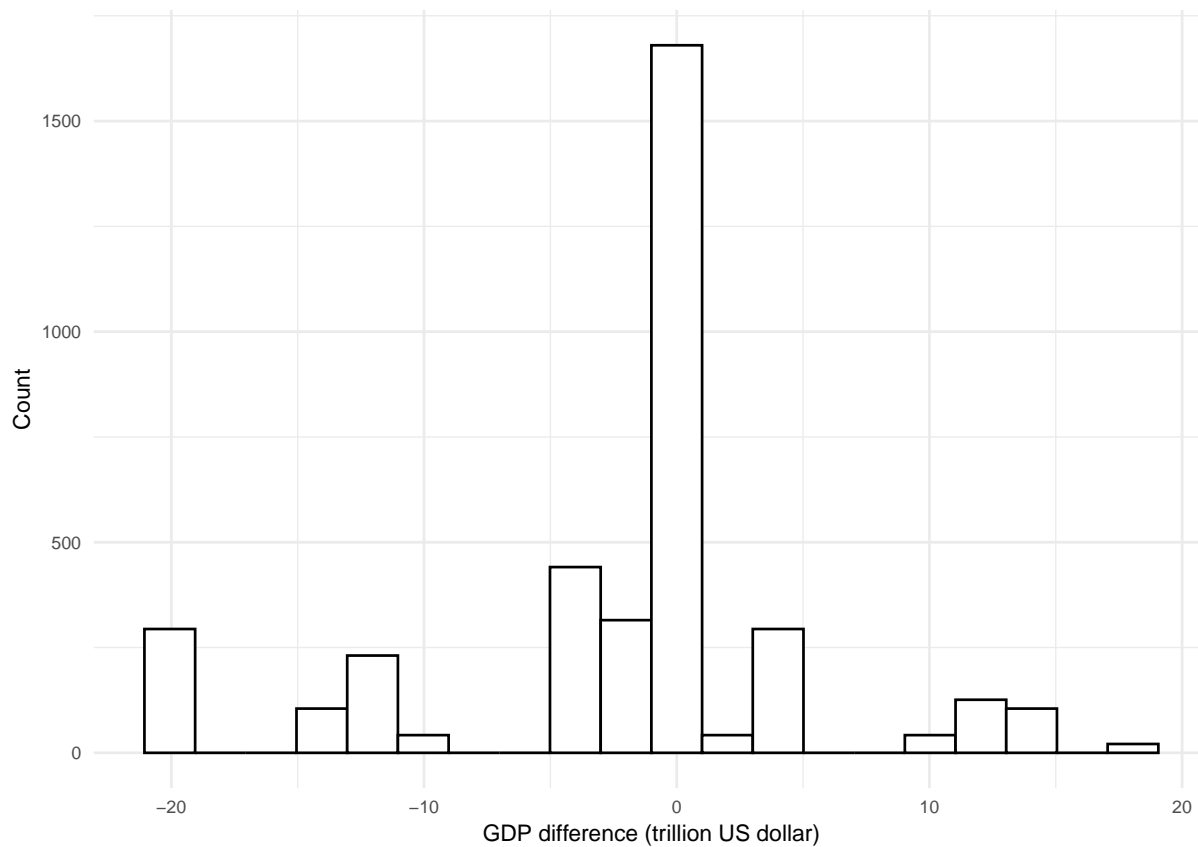


Figure A8: Global value chains (GVCs) of country with partner

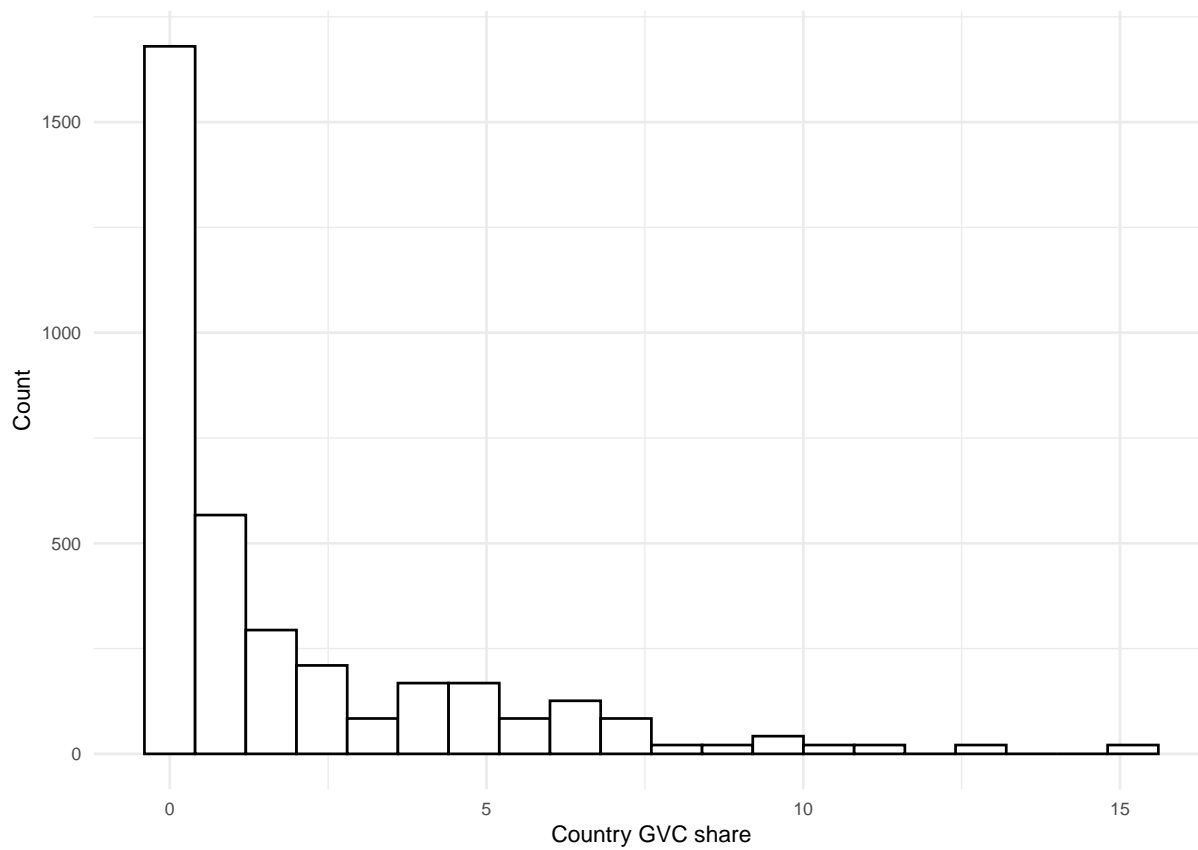


Figure A9: Global value chains (GVCs) of partner with country

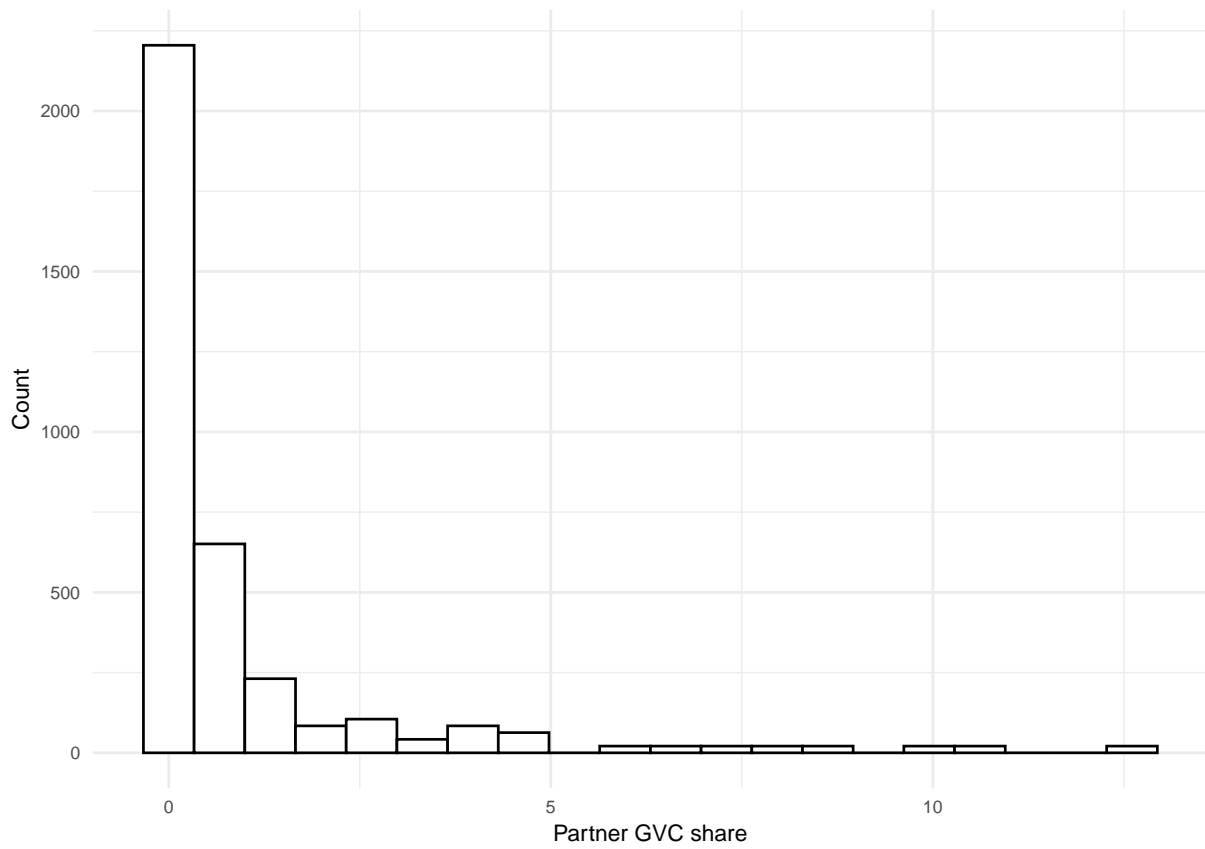
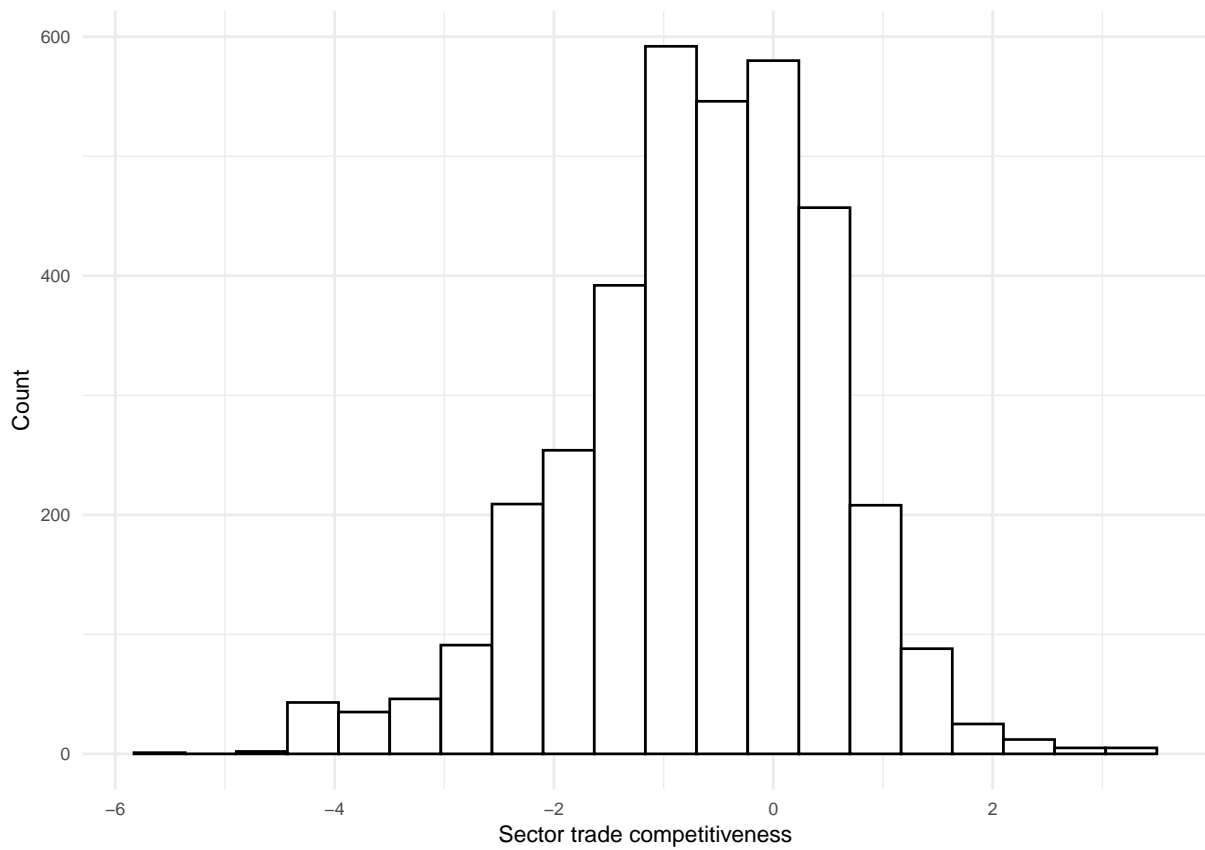


Figure A10: Sector trade competitiveness



7.4 Robustness checks

Table A4: Commitments in trade negotiations (Additional variables)

	Model 1	Model 2	Model 3	Model 4	Model 5	Model 6	Model 7
GDP ratio (log10)	-2.95*** (0.37)	-2.95*** (0.37)	-2.90*** (0.38)	-2.95*** (0.37)	-2.96*** (0.37)	-3.39*** (0.38)	-3.25*** (0.38)
Country GVC share	0.73* (0.39)	0.73* (0.39)	0.79** (0.39)	0.73* (0.39)	0.53 (0.40)	0.27 (0.40)	0.03 (0.41)
GDP ratio x Country GVC share	0.38** (0.17)	0.39** (0.17)	0.39** (0.17)	0.38** (0.17)	0.18 (0.19)	0.39** (0.17)	0.19 (0.19)
Partner GVC share	3.82*** (0.58)	3.82*** (0.58)	3.72*** (0.58)	3.82*** (0.58)	3.92*** (0.58)	3.54*** (0.58)	3.32*** (0.59)
GDP ratio x Partner GVC share	-1.97*** (0.29)	-1.97*** (0.29)	-1.87*** (0.30)	-1.97*** (0.29)	-1.92*** (0.29)	-2.06*** (0.29)	-1.79*** (0.30)
Country GATS	0.70*** (0.01)	0.70*** (0.01)	0.70*** (0.01)	0.70*** (0.01)	0.70*** (0.01)	0.69*** (0.01)	0.70*** (0.01)
Partner commitment	-0.05*** (0.02)	-0.05*** (0.02)	-0.05** (0.02)	-0.05*** (0.02)	-0.05** (0.02)	-0.04** (0.02)	-0.03* (0.02)
Partner GATS	0.11*** (0.02)	0.11*** (0.02)	0.11*** (0.02)	0.11*** (0.02)	0.11*** (0.02)	0.11*** (0.02)	0.10*** (0.02)
Sector trade competitiveness	-0.01 (0.39)	-0.01 (0.39)	-0.02 (0.40)	-0.01 (0.39)	-0.12 (0.40)	-0.68* (0.41)	-0.77* (0.43)
Sector share in exports	-0.42*** (0.12)	-0.42*** (0.12)	-0.40*** (0.12)	-0.42*** (0.12)	-0.40*** (0.12)	-0.42*** (0.12)	-0.39*** (0.12)
Services mode: M3	0.05 (0.68)						0.08 (0.68)
Country GDPpc			-0.07 (0.05)				-0.10** (0.05)
Partner GDPpc			-0.04 (0.06)				0.01 (0.06)
Agreement depth				31.28*** (4.24)			29.76*** (4.37)
Sector share in employment					0.21* (0.12)		0.21 (0.13)
Total services share (% of GDP)						0.22*** (0.05)	0.28*** (0.05)
(Intercept)	10.86*** (2.11)	10.86*** (2.12)	13.44*** (3.18)	-176.82*** (25.66)	9.32*** (2.28)	-1.00 (3.32)	-182.14*** (26.69)
R ²	0.69	0.69	0.69	0.69	0.69	0.70	0.70
Adj. R ²	0.69	0.69	0.69	0.69	0.69	0.69	0.69
Num. obs.	3444	3444	3444	3444	3423	3444	3423

***p < 0.01; **p < 0.05; *p < 0.1. Entries are unstandardised coefficients from a linear regression model. Standard errors in parentheses. Dependent variables range from 0 to 100 with higher values representing higher country commitments. Sector fixed effects and agreement fixed effects not shown.

Table A5: Net-concessions in trade negotiations

	Model 1	Model 2
GDP ratio (log10)	-11.41*** (0.52)	-11.02*** (0.55)
Country GVC share	0.65 (0.44)	0.29 (0.61)
GDP ratio x Country GVC share		0.18 (0.27)
Partner GVC share	1.15** (0.58)	5.96*** (0.91)
GDP ratio x Partner GVC share		-3.14*** (0.46)
Sector trade competitiveness	-1.68*** (0.61)	-1.59*** (0.61)
Sector share in exports	-1.40*** (0.19)	-1.39*** (0.19)
(Intercept)	-7.84*** (2.88)	-8.87*** (2.88)
R ²	0.32	0.33
Adj. R ²	0.30	0.31
Num. obs.	3444	3444

*** $p < 0.01$; ** $p < 0.05$; * $p < 0.1$. Entries are unstandardised coefficients from a linear regression model. Standard errors in parentheses. Dependent variables range from -100 to 100 with higher values representing higher country net-concessions. Sector fixed effects and agreement fixed effects not shown.

Table A6: Commitments in trade negotiations (Linear mixed effects models)

	Model 1	Model 2
GDP ratio (log10)	-3.00*** (0.36)	-2.93*** (0.37)
Country GVC share	0.35 (0.26)	0.51 (0.38)
GDP ratio x Country GVC share		0.29* (0.17)
Partner GVC share	0.61* (0.34)	3.50*** (0.57)
GDP ratio x Partner GVC share		-1.83*** (0.28)
Country GATS	0.70*** (0.01)	0.70*** (0.01)
Partner commitment	-0.04** (0.02)	-0.03* (0.02)
Partner GATS	0.11*** (0.02)	0.10*** (0.02)
Sector trade competitiveness	-0.04 (0.39)	0.03 (0.39)
Sector share in exports	-0.40*** (0.12)	-0.39*** (0.12)
(Intercept)	28.16*** (3.08)	28.40*** (3.12)
AIC	30078.42	30042.85
BIC	30152.16	30128.87
Log Likelihood	-15027.21	-15007.42
Num. obs.	3444	3444
Num. groups: agreement	60	60
Num. groups: sector	11	11
Var: agreement (Intercept)	198.48	221.20
Var: sector (Intercept)	47.33	46.51
Var: Residual	335.04	330.50

*** $p < 0.01$; ** $p < 0.05$; * $p < 0.1$. Entries are unstandardised coefficients from a linear mixed effects model. Standard errors in parentheses. Dependent variables range from 0 to 100 with higher values representing higher country commitments. Sector random effects and agreement random effects not shown.

Table A7: Commitments in trade negotiations (Tobit models)

	Model 1	Model 2
GDP ratio (log10)	-3.75*** (0.45)	-3.68*** (0.46)
Country GVC share	0.42 (0.34)	0.65 (0.48)
GDP ratio x Country GVC share		0.40* (0.21)
Partner GVC share	0.88* (0.45)	3.79*** (0.71)
GDP ratio x Partner GVC share		-1.96*** (0.36)
Country GATS	0.92*** (0.02)	0.92*** (0.02)
Partner commitment	-0.08*** (0.02)	-0.07*** (0.02)
Partner GATS	0.16*** (0.02)	0.16*** (0.02)
Sector trade competitiveness	-0.26 (0.48)	-0.15 (0.48)
Sector share in exports	-0.58*** (0.15)	-0.56*** (0.15)
(Intercept):1	-1.45 (2.63)	-2.32 (2.62)
(Intercept):2	3.07*** (0.01)	3.07*** (0.01)
Log Likelihood	-12401.97	-12386.45
DF	6809	6807
Num. obs.	6888	6888

*** $p < 0.01$; ** $p < 0.05$; * $p < 0.1$. Entries are unstandardised coefficients from a tobit model. Standard errors in parentheses. Dependent variables range from 0 to 100 with higher values representing higher country commitments. Sector random effects and agreement random effects not shown.

Table A8: Commitments in trade negotiations (aggregated to sector level regardless of mode of supply)

	Model 1	Model 2
Explanatory variables		
GDP ratio (log10)	-2.90*** (0.46)	-2.85*** (0.48)
Country GVC share	0.47 (0.35)	0.70 (0.50)
GDP ratio x Country GVC share		0.38* (0.22)
Control variables		
Partner GVC share	0.85* (0.47)	3.71*** (0.74)
GDP ratio x Partner GVC share		-1.90*** (0.37)
Country GATS	0.72*** (0.02)	0.72*** (0.02)
Partner commitment	-0.09*** (0.03)	-0.08*** (0.03)
Partner GATS	0.17*** (0.03)	0.15*** (0.03)
Sector trade competitiveness	-0.04 (0.49)	0.01 (0.49)
Sector share in exports	-0.33** (0.15)	-0.32** (0.15)
(Intercept)	10.77*** (2.94)	9.97*** (2.93)
R ²	0.70	0.71
Adj. R ²	0.69	0.70
Num. obs.	1824	1824

*** $p < 0.01$; ** $p < 0.05$; * $p < 0.1$. Entries are unstandardised coefficients from a linear regression model. Standard errors in parentheses. Dependent variables range from 0 to 100 with higher values representing higher country commitments. Sector fixed effects and agreement fixed effects not shown.

Table A9: Commitments in trade negotiations (Alternative calculations of market power)

	Model 1	Model 2	Model 3	Model 4
Country GVC share	0.64** (0.28)	0.86*** (0.29)	0.34 (0.28)	0.64* (0.34)
Partner GVC share	0.68* (0.37)	1.44*** (0.52)	0.54 (0.35)	1.83*** (0.47)
GDPxGDPpc ratio (log10)	-1.92*** (0.26)	-1.95*** (0.27)		
GDPxGDPpc ratio x Country GVC share		0.30*** (0.11)		
GDPxGDPpc ratio x Partner GVC share		-0.55*** (0.20)		
GDP difference			-0.66*** (0.07)	-0.52*** (0.09)
GDP difference x Country GVC share				0.08* (0.04)
GDP difference x Partner GVC share				-0.25*** (0.06)
Country GATS	0.71*** (0.01)	0.70*** (0.01)	0.70*** (0.01)	0.69*** (0.01)
Partner commitment	-0.06*** (0.02)	-0.06*** (0.02)	-0.06*** (0.02)	-0.05*** (0.02)
Partner GATS	0.12*** (0.02)	0.12*** (0.02)	0.12*** (0.02)	0.12*** (0.02)
Sector trade competitiveness	-0.11 (0.39)	0.00 (0.39)	0.07 (0.39)	0.14 (0.39)
Sector share in exports	-0.40*** (0.12)	-0.39*** (0.12)	-0.43*** (0.12)	-0.42*** (0.12)
(Intercept)	12.12*** (2.12)	12.06*** (2.12)	14.20*** (2.10)	13.68*** (2.11)
R ²	0.69	0.69	0.69	0.69
Adj. R ²	0.68	0.68	0.68	0.68
Num. obs.	3444	3444	3444	3444

*** $p < 0.01$; ** $p < 0.05$; * $p < 0.1$. Entries are unstandardised coefficients from a linear regression model. Standard errors in parentheses. Dependent variables range from 0 to 100 with higher values representing higher country commitments. Sector fixed effects and agreement fixed effects not shown.