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## International Outsourcing Through Foreign Direct Investment and Intellectual Property Protection

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# **International Outsourcing through Foreign Direct Investment and Intellectual Property Protection**

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## Abstract

This paper studies international outsourcing through Foreign Direct Investment (FDI) by Multinational Enterprise (MNE). Outsourcing process is decomposed to two steps—choosing production location and shipping products back to home country. Outsourcing is measured as the ratio of affiliate sales over US parent sales. Based on cost comparison, Factors that affect production cost and factors that affect trade cost both matter. Improved Intellectual Property Protection (IPP) increases outsourcing by reducing the effective cost of skilled labor and by strengthening the impact of R&D. Bilateral data between US and other countries are used for empirical test. Least Squares (LS) regression is applied to positive outsourcing observations and the zero-outsourcing observations are added in the Tobit regression. IPP is significant in LS specifications but not in Tobit specifications. When the outsourced countries are divided into developed countries (DC's) and less developed countries (LDC's). IPP is only significant for the DC's. Possible reasons for different IPP effects are discussed. Industries also have diffe

## **I. Introduction**

International outsourcing becomes popular as more intermediate goods produced in foreign countries are imported back to the home countries, and are assembled and marketed back at home. The global outsourcing market was \$72 billion (U.S.) in 2002 and is predicted to rise to \$100 billion (U.S.) by 2005<sup>2</sup>.

International outsourcing is traditionally measured by imports of intermediate goods used for further production. A broader measure includes the final goods produced abroad, but marketed in the parent country, for example, Nike shoes (Feenstra and Hanson, 1996).

The input-output matrix has been used to calculate the level of outsourcing<sup>3</sup>, with imported intermediate goods identified by the keyword “part” in the industry description at the disaggregated level. If trade is the only channel of outsourcing, the outsourcing decision is simply based on finding the lowest prices globally.

Foreign direct investment (FDI) has become a more and more important channel of international outsourcing. On the one hand, the foreign country has advantage in labor cost, but does not have the technology know-how. While on the other hand, the Multinational Enterprise (MNE) operating abroad provides the production technique and ships the products back to home country.

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<sup>2</sup> This is reported by Sourcing Interest Group. Numbers reported by other agencies are different caused by the different measures used. The growth rate of outsourcing is predicted to be 10 to 15 percent by most of the agencies.

<sup>3</sup> This measure is used in many papers. See Hijzen, Gorg, and Hine (2003) for example

According to Rugman (1998), over half of the world trade involves MNE. In the past two decades, the affiliate sales back to US have accounted for more than 20 percent of US total imports<sup>4</sup>. Imports from affiliates explain a large portion of outsourcing. When the production involves higher technology intensity, the MNE chooses to operate in the host country and ship the products back to the parent country. This is the trend of outsourcing. It is thus important to examine outsourcing through FDI.

There is neither theoretical nor empirical analysis of outsourcing through FDI. The production fragmentation nature of outsourcing can be well explained by the vertical FDI theory<sup>5</sup> though. This paper is the first empirical study using FDI as the channel of outsourcing. Different from the current measure of international outsourcing that uses trade data, a new measure is developed using the sales data of the parent firms and of the foreign affiliates<sup>6</sup>. The determinants of outsourcing are derived from a simple model and are applied to empirical test.

In the rest of the paper, section II reviews the literature; section III discusses the theoretical model; section IV specified the empirical model and explains the empirical results; section V concludes.

## II. Literature Review

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<sup>4</sup> the percentage is calculated using BEA data.

<sup>5</sup> See section of literature review for vertical FDI theory.

<sup>6</sup> This measure excludes the pure imports of intermediate goods. As the determinant of such pure import is just price, it's not the interest of study. This paper focuses on the determinants of outsourcing through FDI.

Feenstra and Hanson 's (1996) model serves as the foundation of outsourcing analysis, where outsourcing is modeled as the shift of production from the North to the South. The South has lower cost of unskilled labor and higher capital return. When the technology intensity of the production rises, the relative cost of skilled labor increases faster in the South than in the North. The equilibrium technology intensity of outsourcing is reached when the unit cost is the same and the MNE is indifferent of the production location. When there is capital movement from the North to the South, the southern capital accumulation lowers capital return and lowers the unit cost. The equilibrium technology intensity of outsourcing increases, which means that more technology-intensive production is shifted to the South. The result in the labor market is increasing demand for skilled labor in both the North and the South.

Grossman and Helpman (2002) develop a general equilibrium analysis of outsourcing contract. They study the determinants of outsourcing location in a general equilibrium model. Several factors are recognized as key determinants such as the thickness of the domestic and foreign markets for input suppliers, the searching cost, the cost of customizing inputs, and the contracting environment. Rauch and Watson (2003) apply the contract theory to study firms' propensity of "starting small" with a trial order.

Other papers focus on the effects of international outsourcing. Wage effects, technology innovation and spillovers, and welfare effects are

vertical technology transfer from the developed country (DC) as an importer to the less developed country (LDC). The transferred technology can diffuse to other LDC firms. Even with such diffusion, both the DC importer and LDC supplier benefit because of the reduced double marginalization<sup>7</sup> problem. Deardorff (2001) examines the effects of "fragmentation," as the splitting of a production process into two or more steps that can be undertaken in different locations but that lead to the same final product. His findings demonstrate ambiguous welfare effect depending on the change in price; fragmentation is a force towards factor price equalization; for countries that gain from fragmentation, some factor owners could lose.

If those discussed above are classified as operational outsourcing, where cost minimization underpins the decision, strategic outsourcing is structured so that it is aligned with the company's long-term strategies. The changes that organizations expect from strategic outsourcing can include anything such as achieving a gain in competitive advantage or repositioning the organization in the marketplace (Chamberland, 2003). Chen, Ishikawa and Yu (2004) study the collusive effect of strategic outsourcing that could raise the prices of both intermediate and final goods. They examine different impacts of trade liberalization in the intermediate-good market and in the final-good market.

If outsourcing is regarded as production fragmentation, international outsourcing is basically vertical FDI combined with imports by the parent country. The analysis of

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<sup>7</sup> In the absence of diffusion upstream and entry downstream, two firms in bilateral monopoly impose a pecuniary vertical externality upon each other by charging a higher price than the marginal cost.

vertical FDI is supported by the endowment-base theory (Helpman-Krugman, 1985; Helpman, 1984). The production activities have different factor intensity and countries' factor endowments vary. With different endowment/non-factor price equalization, vertical FDI and two-stage production arise (Brainard, 1997). Empirically, factors that lower production cost such as lower labor cost, better infrastructure and economy of scales stimulate vertical FDI (Grubaugh, 1987; Wheeler and Mody, 1992).

Hanson, Mataloni, Slaughter (2003) examine the vertical production network in MNE using firm-level data. They study the affiliates' import of intermediate goods for further processing from the parent firm. They find that demand for imported inputs is higher when affiliates face lower wages for less-skilled labor, lower trade costs, and lower corporate income tax rates. It's not the outsourcing this paper analyzes. However, if the processed goods are shipped back to US, the measured outsourcing should be correlated to the affiliates' import demand.

Swenson's work represents the current empirical study with a specified outsourcing measure as the dependent variable. Swenson (2000) examines the operations of firms located in U.S. foreign trade subzones to study the responsiveness of outsourcing to international cost changes. He finds that firms reduce their reliance on foreign inputs when dollar depreciation increases the relative price of imported inputs. His work (Swenson, 2004) develops and tests a model of outsourcing decision in the presence of sunk entry cost. He further analyzes the production persistence that is consistent with sunk entry cost.

Despite the literature of production fragmentation (including FDI), there has been no specified measure of outsourcing through FDI, nor the determinants of outsourcing through FDI. The next section discusses a simple model of outsourcing through FDI.

### III. Theoretical Framework

There are  $k$  intermediate inputs. The production of each intermediate input  $x_i$  is Cobb-Douglas production function.

$$x_i = AL_i^u L_i^s$$



The production cost in the home country is

$$C_{i,H} = w_H L_i^u + q_{i,H} L_i^s, \quad (3)$$

where  $w_H$  is the wage rate for the unskilled worker and  $q_{i,H}$  is the wage rate for skilled worker in producing  $x_i$ .

The production cost in the foreign country is affected by the local IPP. To keep the proprietary technology within the company, the MNE pays higher wage to the skilled workers. The production cost in the home country is

$$C_{i,F} = w_F L_i^u + f(\mu, \phi) q_{i,F} L_i^s \quad (4)$$

where  $\mu$  is the level of IPP. When IPP in the foreign country is low, the MNE has to pay more to the skilled workers to prevent defection.  $\phi$  represent other factors that may cause the MNE to pay the skilled wage rate different than  $q_{i,F}$ <sup>8</sup>.  $f(\mu, \phi) q_{i,F}$  is the effective

marginal cost of the skilled labor with  $\frac{\partial f(\mu, \phi)}{\partial \mu} < 0$ .

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<sup>8</sup> Based on evidence from FDI literature, foreign-invested firms tend to pay higher wages in both developed and developing countries. Possible reasons are: foreign firms engage in relatively more technology- and/or more capital-intensive production in host countries; workers are more effective at rent sharing; higher wages reduce turnover and loss of firm-specific advanced technologies or trade secrets; foreign firms provide more productive on-the-job training. See Ting Gao, 2004; Aitken, Harrison and Lipsey, 1996; Lipsey and Sjöholm, 2001; Feliciano and Lipsey, 1999)

Assume further that the wage rate for the skilled worker in both the home country and the foreign country is determined by the wage rate for the unskilled worker and the technology intensity of  $x_i$ . Therefore,  $q_{i,j}$  ( $j = H, F$ ) can be written as

$$q_{i,j} = w_j z_i^{\theta_j}, \quad (5)$$

where  $z_i$  is the technology intensity of  $x_i$  and  $\theta_j$  reflects the importance of  $z_i$  in determining the skilled wage rate. This specification comes from the evidence of labor economic literature that biased technological change has been an important source of increased (relative) demand for skilled labor and of increased (relative) wage for skilled labor (Berman et al. , 1994; Baltagi and Rich, 2004). For both countries ( $j = H, F$ ),  $w_j$  is the unskilled wage which does not vary across industries. The skilled wage  $q_{i,j}$  varies across industry and is determined by the industrial technology intensity and the country specific parameter  $\theta_j$ . If  $\theta_H$  is greater than  $\theta_F$ , the wage gap between the skilled and the unskilled widens faster in the home country (H) than in the foreign country (F).

The MNE's problem is to determine the optimal amount of  $x_i$  to produce at home and in the foreign country. The optimal  $x_{i,H}$  and  $x_{i,F}$  can be solved from profit maximization. Let's assume that the MNE produces a fixed amount of the final good, which is  $Y_0$ . The home country is a small open economy and takes the price of the final good,  $P_0$ , as given.

The profit function of the firm is:

$$P_0 Y_0 - c_{i,H} x_{i,H}^{\frac{1}{\alpha+\beta}} - c_{i,F} x_{i,F}^{\frac{1}{\alpha+\beta}}, \quad (6)$$

where  $c_{i,H}$  and  $c_{i,F}$  are the unit cost of the intermediate input for the home country and the foreign country, respectively.  $c_{i,H}x_{i,H}^{\frac{1}{\alpha+\beta}}$  and  $c_{i,F}x_{i,F}^{\frac{1}{\alpha+\beta}}$  are the corresponding production costs, with  $\alpha + \beta > 1$  reflecting the increasing scale of economy.

Maximize profit subject to the constraint  $Y_0 = \sum_{i=1}^k \gamma_i (x_{i,H}^\rho + x_{i,F}^\rho)^{1/\rho}$  and the ratio of  $x_{i,H}$

and  $x_{i,F}$  is determined as below<sup>9</sup>:

$$\left(\frac{x_{i,F}}{x_{i,H}}\right)^{\frac{1}{\alpha+\beta}-\rho} = \frac{c_{i,H}}{c_{i,F}}, \quad (7)$$

When the affiliates ship the intermediate goods back to the parents, the trade cost is a factor that determines how much to outsource. Since the data are bilateral between the US and the foreign countries, it's only the trade cost back to US matters. Here I consider geographical distance as the only trade barrier. The unit cost of each intermediate input produced abroad is increased to  $t(d)c(x_{i,F})$ , where  $d$  is the distance between the home country and foreign country  $t(d) \geq 1$ .

FDI is modeled as the channel of outsourcing. The other factor that may play a role is the investment barrier in the foreign country. When the investment barrier is high, the

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<sup>9</sup> If the production of the intermediate good  $x_i$  is constant return to scale, i.e.  $\alpha + \beta = 1$ ; and the intermediate goods produced in the home country and the foreign country are perfect substitute, i.e.  $\rho = 1$ ,  
or if  $\frac{1}{\alpha+\beta} - \rho = 0$

effective cost of the intermediate product

$$= \left(\frac{A_F}{A_H}\right)^{\frac{1}{\alpha+\beta}} \left(\frac{w_H}{w_F}\right) f(\boldsymbol{\mu}, \boldsymbol{\phi})^{-\frac{\beta}{\alpha+\beta}} \left(\frac{z_i^{\theta_H}}{z_i^{\theta_F}}\right)^{\frac{\beta}{\alpha+\beta}} \frac{1}{t(d)} \frac{1}{I(\boldsymbol{\tau})} \quad (11)$$

Take natural log of (11)

Ginarte and Walter G. Park (1997). They examined the patent laws of a comprehensive number of countries, considering five components of the laws: duration of protection, extent of coverage, membership in international patent agreements, provisions for loss of protection, and enforcement measures. The GP index ranges from 0 to 5 with a bigger number indicating higher IPP. Industrial technology intensity is measured by R&D performed by and for the affiliates as a share of sales by affiliates. The descriptive statistics are reported in Appendix 2.

The functional forms for  $t(d)$  and  $I_F(\tau)$  are

$$t(d) = e^{(d-d_{US-CAN})/2400} \quad (14)$$

By specifying the shipping cost as above, Canada is treated as the benchmark. Shipping from Canada to US doesn't increase the unit cost of the intermediate input. The distance difference is adjusted by 2400, which is roughly half the distance between the east coast and the west coast in kilometers.

$$I_F(\tau) = e^{Ave(\tau)} \quad (15)$$

The investment cost is the index developed by Carr, Markusen and Maskus (2001). I

$$f(\mu, \phi) = e^{\frac{5-\mu}{5}} e^{\phi}. \quad (16)$$

The revised IPP index,  $\frac{5-\mu}{5}$ , ranges from zero to one with decreasing IPP level.  $e^{\frac{5-\mu}{5}}$  is thus the effect of IPP on skilled wage. the effective cost of skilled labor is not affected with perfect IPP ( $\mu = 5$ ), but  $e$  times higher with the poorest IPP ( $\mu = 0$ ).

Use the functional forms above and rewrite the empirical equation as

$$\ln \frac{x_{i,F}}{x_{i,H}} = \phi \gamma_3 + \gamma_1 \ln \frac{A_F}{A_H} + \gamma_2 \ln \frac{w_H}{w_F} + \gamma_3 \left( \frac{5-\mu}{5} \right) + \gamma_4 \ln z_i + \gamma_5 \ln t(d) + \gamma_6 \ln I(\tau). \quad (17)$$

$\phi \gamma_3$  is a constant which captures other factors that affect the skilled wage that MNE pays and it could be either positive or negative.  $\gamma_1$  is expected to be positive as higher productivity in the foreign country encourages US outsourcing.  $\gamma_2$  is also expected to be positive because higher wage gap between the US and the foreign country is the incentive to outsource. Higher IPP lowers the effective cost of skilled labor and  $\gamma_3$  should be negative<sup>11</sup>. Based on the assumption of equation (5),  $\gamma_4$  should be positive if the wage gap between the skilled and the unskilled increases faster in the US than in other countries, and negative otherwise. We will find out which is supported by the data. Investment cost and trade cost discourage outsourcing and the coefficients of these two should be negative.

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<sup>11</sup> Based on the functional form of  $f(\mu, \phi)$ ,  $\mu$  is measured by GP index, but the revised IPP index,  $\frac{5-\mu}{5}$ , is used as a regressor. A higher value of this transform index actually indicates lower IPP protection.

There are 448 observations left after cleaning the data set. 247 of them have no sales from foreign affiliates back to US, which means “0” outsourcing. I first run the LS (least square) regression using the positive outsourcing data; Secondly, the Tobit model is applied to all the 448 observations; lastly, instrumental variables are added to address the issue of endogeneities of wage rate and R&D share. For all the regressions, industry dummies are added to capture industrial characteristics not modeled in the equation. I do not want to use country dummies because that would sweep out some of the important variation. Region dummies are discussed later in this section. The dependent variable and the independent variables are in ratios<sup>12</sup> and there is no worry about the data being non-stationary over time.

## 2. Empirical Results

Insert Table 1 here

Table 1 reports the results of LS regression using the positive outsourcing observations. As specified in equation (17), the dependent variable is outsourcing, which is the affiliate sales back to US as a share of sales of the US parents. In the first column, all the coefficients are significant and the signs are as predicted except that of IPP. Higher IPP, as a protection of proprietary technology, may increase affiliates R&D expenditure<sup>13</sup>. Considering this effect of IPP through R&D expenditure, I add an interactive term between IPP and R&D share. The results are in column 2. All the coefficients are significant including the interactive term. IPP has positive effect on outsourcing (negative

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<sup>12</sup> Distance and IPP are not in ratios, but they only vary across country.

<sup>13</sup> Later in this section, instruments are added to deal with the endogeneity of R&D expenditure.



coefficient on the revised IPP index<sup>14</sup>) and R&D has positive effect on outsourcing. The coefficient of the interactive term is negative which means that higher IPP protection (lower index) strengthens the R&D effect. At last let's take a look at the industry effect. Industry dummies are added for food, chemical, metal, transportation and electronic

American countries decreases outsourcing. The reason could be the political instability of some South American countries or the financial crises they experienced during this time period. Let's now come back to distance whic

All the instrumental variables except land endowment are likely to increase technological opportunity.

The data of the land area, capital formation, education, and infrastructure are from the World Development Indicator. Land is in squared kilometers; capital formation is in percentage of GDP; education is the enrolment ratio for secondary school; infrastructure is proxied by electricity capacity per capita. The other two instruments, net property of the affiliate and number of employees in the affiliate, are from BEA data.

Insert Table 3 and 4 here

Table 3 and table 4 report the results with the above instruments. In table 3, the Two-stage Least Square (2SLS) regression results are in column one. All the coefficients are



the LDC's (8.3% in the DC's and 4.2% in the LDC's). Lower R&D share indicates higher intensive use of unskilled labor in the LDC's. As discussed in equation (5), industrial technology intensity (proxied by R&D share) determines the skilled wage cost. Lower R&D share leads to lower skilled wage. Therefore, both reasons suggested above could contribute the insignificant IPP for the LDC's.

## 2.1 Summary of Empirical Results

Putting all the results from the above specifications, I find the following results that describe the determinants of outsourcing.

### Result 1

Wage, productivity, and investment cost, as determinants of production and operation cost, are factors that affect the choice of production location. They are significant for all the specification.

### Result 2

Distance explains the share of outsourcing, but not the decision of outsourcing or not. In the LS estimation using positive outsourcing observations, distance decreases the share of outsourcing. This is consistent with the gravity theory of trade. Being far away just lowers the imports back to US, which is the second step of outsourcing activity. In the Tobit analysis, when zero-outsourcing decisions account for more than half of the observations, distance is not significant in any of the specifications. In comparing the

LDC's group and DC's group, distance is significant for DC's but not for LDC's. The interpretation is that the effects of production cost in LDC's dominate.

### Result 3

Based on the model, IPP influences outsourcing through changing the effective cost of skilled labor as well as its interaction with R&D. For the LS specifications, IPP and R&D are significant, so is the interaction between the two. The Tobit results, however, reveal insignificant coefficients of IPP. The interaction between IPP and R&D is always significant, though. IPP level itself, modeled as an influence on skilled wage, is significant for LS specifications but insignificant for Tobit specification. The explanation is that IPP is more likely to affect outsourcing share after the outsourcing decision has been made. In the Tobit specification with half of the observations of dependent variable being zero, other variables dominate in determining outsourcing or not in the first place. IPP behaves differently for the LDC's and DC's, too. LDC's have insignificant IPP effect due to possible reasons discussed earlier.

### Result 4

The industrial effects are explained by the industry dummies. LS specification demonstrate positive and significant effect on outsourcing for being electronic industry.

ive impact on outsourcing compared with the machinery.

Therefore, industrial characteristics matter more in determining outsourcing or not. For

the positive outsourcing data, only being the electronic industry significantly increases outsourcing share.

#### Result 5

Being developed countries significantly decreases outsourcing, which proves the nature of outsourcing as vertical FDI

#### Result 6

In nearly all the regression results, the coefficients ( $\gamma_4$ ) of R&D are positive and significant. According to the empirical equation(12) and (13),  $\gamma_4 = \frac{\beta}{\alpha + \beta}(\theta_H - \theta_F)$ .  $\alpha$  and  $\beta$  are positive constants, so  $(\theta_H - \theta_F)$ 's are positive.  $\theta_H$  is for US and  $\theta_F$  is for all the other countries. As discussed earlier about equation (5), the positive  $(\theta_H - \theta_F)$  means that wage gap between the skilled and the unskilled widens faster in the home country (H) than in the foreign country (F) when experiencing same technology advancement. It would be interesting to find out  $(\theta_H - \theta_F)$  country by country. However, the data set only has three years and six industries which do not allow regressions for each country. Using the results of Table 5, we can have a rough comparison between US vs. LDC's and US vs. DC's. In column one for LDC's,  $\gamma_4$ (the coefficient of R&D) is 0.028. In column two for DC's,  $\gamma_4$ (the coefficient of R&D) is 0.0023.  $(\theta_H - \theta_F)$  between US and LDC's is ten times that between US and DC's. With the increase in technology intensity, the wage gap between skilled labor and unskilled labor widens faster in the US than in both LDC's and other DC's. However, the rate that the gap widens in other DC's is much closer to that of

the US. In other words, with the same increase in technology intensity, the LDS's that usually have advantage in unskilled labor cost also have advantage in skilled labor cost.

#### IV. Conclusion

This paper studies international outsourcing through FDI by MNE. Outsourcing process is decomposed to two steps—choosing production location and shipping products back to home country. Outsourcing is measured as the ratio of affiliate sales over US parent sales. Based on cost comparison, Factors that affect production cost and factors that affect trade cost both matter. IPP affects outsourcing through its influence on effective wage cost as well as R&D expenditure. Improved IPP increases outsourcing by reducing the effective cost of skilled labor and by strengthening the impact of R&D. LS regression is applied to positive outsourcing observations and the zero-outsourcing observations are added in the Tobit regression. IPP is significant in LS specifications, but not in Tobit specifications. The outsourced countries are divided into developed countries (DC's) and less developed countries (LDC's). IPP is only significant for the DC's. The different results of the LS estimation and the Tobit estimation demonstrate how the determinants affect the share for those who have positive outsourcing, and for those who face the decision of outsource or not. Possible reasons of different IPP effects are discussed. Industry effects also demonstrate different impact on outsourcing. This is the first empirical paper that uses FDI data to analyze outsourcing. Most of the results are consistent with the theoretical analysis. In the future, I plan to do the empirical study at disaggregated industry levels which can provide more variation in R&D. With the



additions of extremely high R&D sectors and extremely low R&D sectors, IPP effect could be better analyzed.

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**Rauch and Watson** Starting small in an unfamiliar environment

Table 1 LS estimation (with positive observations of the independent variable)

Independent variable: Affiliate sales to US/Sales of US parents

Dependent Variables	(i) Coefficient (t-statistic)	(ii) Coefficient (t-statistic)
C	4.595** (2.1)	7.410* (2.49)
Log(Wage ratio) (US/Foreign)	3.225* (4.9)	3.119* (4.676)
Log(Productivity) (Foreign/US)	3.743* (3.275)	3.486* (3.007)
Log(Distance)	-1.928* (-4.075)	-1.901* (-3.997)
Log(Investment cost)	-1.882* (-3.681)	-1.976* (-3.78)
Log(R&D) (Affiliate)	0.362** (2.171)	0.831* (2.533)
IP(inverse)	-4.123** (-1.843)	-12.866** (-2.17)
IP(inverse)*log(R&D)		-1.532*** (-1.696)
FOOD	-0.552 (-0.846)	-0.556 (-0.869)
CHEM	-0.355 (-0.604)	-0.344 (-0.601)
META	0.021 (0.035)	0.031 (0.034)

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650.355 -



Table 3 LS with instruments

Independent variable: Sales affiliates to US/Sales of US parents

Dependent Variables	(i) Coefficient (t-statistic)	(ii) Coefficient (t-statistic)	(iii) Coefficient (t-statistic)
C	9.412** (2.3)	47.102* (2.496)	27.74** (2.44)
Log(Wage ratio) (US/Foreign)	4.215* (2.725)	4.960** (1.857)	5.622** (2.08)
Log(Productivity) (Foreign/US)	5.170* (2.488)	4.643 (1.3)	8.474** (2.19)
Log(Distance)	-1.704* (-3.444)	-1.100 (-1.233)	-2.374* (-2.64)
Log(Investment cost)	-1.859* (-2.816)	-3.565* (-2.58)	-1.730 (-1.57)
IP(inverse)	-2.180 (-0.75)	-122.537** (-2.182)	-14.83*** (-1.87)
Log(R&D) (Affiliate)	1.447* (2.615)	7.382* (2.53)	3.118** (2.5)
IP(inverse)*R&D		-20.409** (-2.15)	
Developed dummy (=1 for developed countries)			-7.738** (-2.03)
S. America dummy (=0 for S. American countries)			
FOOD	0.184 (0.21)	0.784 (0.516)	2.086 (1.2)
CHEM	-1.062 (-1.35)	0.0445 (0.31)	-1.269 (-0.96)
META	0.645 (0.748)	1.385 (0.913)	2.617 (1.5)
TRAN	-0.935 (-1.103)	0.3675 (0.233)	0.490 (0.31)
ELEC	1.814* (2.443)	1.6705 (1.312)	2.045*** (1.67)



Table 5 Less Developed Countries (LDC's) vs. Developed Countries (DC's)

Independent variable: Sales affiliates to US/Sales of US parents

Independent variable

C

Log(Wage ratio)  
(US/Foreign)

Log(Productivity)  
(Foreign/US)

Log(Distance)

Log(Investment cost)

Appendix 1 Deriving Unit Cost for Cobb-Douglas Function

$$\text{Minimize } C_{i,H} = w_H L_i^u + q_{i,H} L_i^s \quad (1)$$

$$\text{Subject to } x_i = A L_i^u{}^\alpha L_i^s{}^\beta = 1 \quad (2)$$

$$\text{Lagrange} = w \cdot L_i^u + q_i \cdot L_i^s + \lambda(1 - A L_i^u{}^\alpha L_i^s{}^\beta)$$

$$\frac{\partial La}{\partial L_i^u} = w - \lambda \cdot A \cdot \alpha \cdot L_i^{u \alpha - 1} \cdot L_i^s{}^\beta = 0 \quad (3)$$

$$\frac{\partial La}{\partial L_i^s} = q - \lambda \cdot A \cdot \beta \cdot L_i^u{}^\alpha \cdot L_i^{s \beta - 1} = 0 \quad (4)$$

$$\frac{\partial La}{\partial \lambda} = 1 - A L_i^u{}^\alpha L_i^s{}^\beta = 0 \quad (5)$$

From (3) and (4),

$$\frac{w}{q} = \frac{\alpha \cdot L_i^s}{\beta \cdot L_i^u}; \quad (6)$$

$$L_i^s = \frac{\beta w}{\alpha q} \cdot L_i^u. \quad (7)$$

Plug (7) into (1),

$$1 = A \cdot L_i^u{}^\alpha \cdot \left( \frac{\beta w}{\alpha q} \cdot L_i^u \right)^\beta. \quad (8)$$

Solve for  $L_i^u$

$$L_i^u = \left( \frac{q^\beta \cdot \alpha^\beta}{A \cdot w^\beta \beta^\beta} \right)^{\frac{1}{\alpha + \beta}} \quad (9)$$

$$L_i^s = \frac{\beta w}{\alpha q} \cdot \left( \frac{q^\beta \cdot \alpha^\beta}{A \cdot w^\beta \beta^\beta} \right)^{\frac{1}{\alpha + \beta}} \quad (10)$$

Plug (9) and (10) into (1) and the minimum unit cost is

$$c_{i,H} \oplus \frac{\alpha_i + \beta_i}{A_H \alpha_i^{\alpha_i} \beta_i^{\beta_i} \overline{\alpha_i + \beta_i}} w_H^{\alpha_i} q_{i,H}^{\beta_i} \overline{\alpha_i + \beta_i}$$



## Appendix 2 Descriptive Statistics

Log(Wage ratio) (US/Foreign)	
Log(Productivity) (Foreign/US)	
Log[(Distance <sub>US-Canada</sub> )/2400]	
Log(Investment cost)	
IP(inverse)	
Log(R&D)	