

Determinants of Export Performance of Pakistan: Evidence from the Firm-Level Data

MUSLEH UD DIN, EJAZ GHANI, and TARIQ MAHMOOD

This paper explores the determinants of export performance at the level of firms in respect of their characteristics and supply side constraints. The analysis is based on a survey of export-oriented firms in four major sectors. The results indicate a relationship between the better performance of foreign-owned firms to their better know-how and resources compared to the domestically owned firms. Export performance is positively affected by the level of investment in market/client oriented technologies. Lack of certification of product and process standards is the main supply side constraint adversely affecting the firms' export performance. Facilitation measures like export processing zones, internationally recognised testing labs, and industrial clusters would be helpful in improving the export performance of firms.

JEL classification: F1, L1, L6

Keywords: Trade, Exports, Firms, Performance, Manufacturing

1. INTRODUCTION

Exports are widely believed to play a crucial role in the development process. Access to the global market allows domestic firms to achieve economies of scale and thus enhance their profitability. Being a source of foreign exchange earnings, higher exports enable a country to meet its growth and development needs through import of capital goods and raw materials. Exports lead to an improvement in economic efficiency by increasing the degree of competition; and contribute to productivity gains through diffusion of technical knowledge and learning by doing.¹ Export-led growth of East Asian countries and the recent growth achievements of India and China through their integration with global markets has brought export promotion to the forefront in development policy agendas of most developing countries.

Despite vigorous efforts to promote exports, Pakistan's exports as a proportion of its GDP have made no significant gains over the years with the country's share in global exports standing at a meagre 0.13 percent. In order to understand why Pakistan's exports have failed to pick up despite favourable export policies, this paper analyses the determinants of export performance at the level of firms in terms of their specific characteristics and supply side constraints. The analysis is based on a survey of export-

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¹Krugman (1984).

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Pakistan Rashid Amjad, Shahid Javed Burki, 2015-04-13 This book discusses the fundamental constraints that need to be overcome to move the economy of Pakistan to higher growth

Identifying Supply-side Constraints to Export Performance in Ecuador Paulo Correa, Mariam Dayoub, Manuela Francisco, 2007 The authors apply a Heckman selection model to the 2003 Investment Climate Survey ICS to investigate supply side constraints to export performance at the firm level in Ecuador To correct for the non random truncation problems they use the Heckman selection model to estimate the probability of exporting export propensity and the share of total sales that are exported export intensity by Ecuadorian firms They develop a baseline model with 12 independent variables divided into three categories idiosyncratic characteristics technology and business environment The authors develop three other models with the addition of variables related to trade integration business environment and infrastructure Results corroborate with the hypothesis implicit in the Heckman model which considers both decisions made by a firm whether to export and how much of its sales to export to be interdependent In the Ecuadorian case they find three important results for the firm s export performance technology matters infrastructure does not and trade orientation is significant with specialized firms tending to have smaller export intensity when their main trade partners are countries of the Andean Community and the opposite happening if the United States is their main trade partner The authors find a robust and stable relationship for export propensity and intensity with size import of inputs labor regulations in house research and development quality certification web use and foreign ownership Also capacity utilization and trade with the United States positively affect export intensity while trade within the Andean Community has the opposite effect in the outcome variable But they find no significant relationship for the infrastructure variables

Pakistan International Monetary Fund. Middle East and Central Asia Dept., 2016-01-12 This Selected Issues paper reviews Pakistan s tax regime evaluates the level and composition of tax revenues and estimates tax buoyancy and efficiency Despite recent progress under the program Pakistan s tax revenue remains very low relative to comparator developing countries and the tax effort expected for the country s level of development This reflects narrow tax bases overgenerous tax concessions and exemptions weak and fragmented revenue administrations and structural features of the economy The findings suggest that unlocking tax revenue potential requires broadening tax bases strengthening revenue administration and taxpayer compliance eliminating distortionary tax expenditures and rationalizing tax policy for greater efficiency and equity through a comprehensive and front loaded reform agenda

Handbook of Research on Managerial Practices and Disruptive Innovation in Asia Ordoñez de Pablos, Patricia, Zhang, Xi, Chui, Kwok Tai, 2019-08-30 Collaboration in business allows for equitable opportunities and inclusive growth as the economy rises while also permitting partnering organizations to adopt and utilize the latest successful practices and management However a market in stasis may require a displacement in order to allow businesses to grow and create new alliances and partnerships toward a shared economy There is a need for studies

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Policy Solutions for Economic Growth in a Developing Country Nassir Ul Haq Wani,2024-06-17 Perspectives on Afghanistan s Trade and Development offers a rich and varied policy analysis for those who wish to design a policy to bolster exports from Afghanistan and for academicians researchers and students who wish to gain greater insight into this developing economy

Sustaining Tanzania's Economic Development Oliver Morrissey,Joseph Semboja,Maureen Were,2024 This book investigates the performance of firms and households in Tanzania and the strategies they adopt to navigate shocks achieve sustainability and build resilience to sustain their growth and development The contributions show that Tanzania like many countries faces a challenging future but is better positioned to do so than it has been

Data-Driven Monetization Strategies for Economic Insights Olga Ergunova,Tawheed Nabi,Pooja Kansra,Utkarsh Gupta,2025-09-12 Harnessing data for economic insights is a critical driver of innovation competitiveness and growth in today s digital economy The ability to transform raw information into actionable strategies enables organizations to optimize operations anticipate market trends and create new revenue streams This not only strengthens individual business but also fuels broader economic development influencing industries job markets and consumer experiences At the same time responsible data monetization requires balancing profitability with ethical considerations to maintain trust and sustainability in the data driven marketplace Data Driven Monetization Strategies for Economic Insights explores the broader implications of data driven decision making emphasizing the role of economic insights in shaping business strategies improving operational efficiency and fostering innovation It delves into both the strategic and practical aspects of data monetization offering frameworks case studies and actionable tools to transform information into financial outcomes Covering topics such as artificial intelligence data assets and monetization strategies this book is an excellent resource for business leaders entrepreneurs educators researchers data analysts and more

Evidence on Productivity, Comparative Advantage, and Networks in the Export Performance of Firms Mr.Luca Antonio Ricci,Mr.Federico Trionfetti,2011-04-01 This paper tests the effect of comparative advantage size and networking on the firm probability of exporting The closest theoretical framework is the one of Bernard Redding and Schott 2007 with firm heterogeneity across countries and industries We use a recently assembled multi country multi industry firm level dataset and construct original measures of comparative advantage The results show that firms are more likely to export if they belong to the comparative

advantage industry if they enjoy a higher productivity or if they benefit from foreign domestic or communication networks

Malaysia and the Muslim World: Harnessing the OIC Market Through Trade and Islamic Finance (UUM Press) Irwan Shah Zainal Abidin, 2021-03-01 As the collective voice of the Muslim world and as the second largest inter governmental organisation after the United Nations the Organisation of Islamic Cooperation OIC is without doubt the best platform for the Muslim community or the Ummah to address issues which have afflicted them in so many ways be it politically economically or socially Since September 11 2001 Islam and the Islamic community worldwide has been attacked into so many unjust accusations which is now known as Islamophobia The basic premise of this book is that one of the main factors which caused this unnecessary prejudice hate and fear against Islam and the Muslim world is the fact that the Muslim community has failed to optimally harness its economic potentials to build a greater and stable political and social community which they have all the capacities to become This book argues that one of the solutions to overcome this state of affair is for a few like minded countries in the OIC like Malaysia to initiate policies and programmes of economic empowerment for the Muslim world This can be done by enhancing Malaysia OIC trade and investment linkages and promoting crucial sectors such as Islamic finance and Islamic social finance This book is not merely to provide detailed discussions on these issues based on the empirical results but also highlighted some policy implications and provides future directions for Malaysia to play a crucial role in unlocking the economic potentials of the Ummah so that it can be strengthened further for the betterment of the Muslim world at large Enhancing Food Security and Trade Resilience in Sustainable Agricultural Systems Wenjin

Long,, Catherine Keske, Fuyou Guo, 2025-10-23 Food security is a critical global challenge influenced by complex interactions between agriculture trade and market dynamics As countries navigate the impacts of climate change and economic fluctuations sustainable agricultural practices become essential for ensuring a stable food supply International trade agreements such as the China Pakistan Free Trade Agreement and the pathways established by the Belt and Road Initiative significantly shape domestic agricultural economies Understanding how these agreements affect food access sovereignty and production sustainability is crucial for developing resilient food systems Despite the recognised importance of these interconnections there is limited research that comprehensively examines the interplay between trade policies and sustainable agricultural practices in supporting food security Many existing studies focus on individual aspects neglecting the integrated nature of these systems This Research Topic aims to fill this gap by exploring how trade dynamics local agricultural strategies and policy frameworks can enhance food security and resilience By synthesising diverse case studies and analyses we aim to identify best practices and effective pathways to strengthen both trade and local agricultural sustainability in various contexts *Pakistan Development Review* ,2007 **Foreign Direct Investment in South Asia**

Pravakar Sahoo, Geethanjali Nataraj, Ranjan Kumar Dash, 2013-10-01 During the 1990s the governments of South Asian countries acted as facilitators to attract FDI As a result the inflow of FDI increased However to become an attractive FDI

destination as China Singapore or Brazil South Asia has to improve the local conditions of doing business This book based on research that blends theory empirical evidence and policy asks and attempts to answer a few core questions relevant to FDI policy in South Asian countries Which major reforms have succeeded What are the factors that influence FDI inflows What has been the impact of FDI on macroeconomic performance Which policy priorities reforms needed to boost FDI are pending These questions and answers should interest policy makers academics and all those interested in FDI in the South Asian region and in India Pakistan Bangladesh Sri Lanka and Pakistan

State-owned enterprises in Africa and the economics of public service delivery Fulufhelo G. Netswera, Omololu M. Fagbadebo, Nirmala Dorasamy, 2023-03-01 This book intends to provide a continuous assessment of the crisis in governance in Africa As it is there are huge deficits in the capacity of African states to harness vast human and material resources to promote good governance This manifests in pervasive corruption collapsed service delivery collapsed state owned enterprises eroded social trust capital flight escalating levels of poverty and wars human insecurity and stunted growth The public sector is the pulse of service delivery because the entire governance system revolves around the sourcing of materials and services mostly from the private sector in order to achieve its public policy intents The procurement process therefore ordinarily ought to yield positive economic outcomes and an efficiency driven system in favour of the government itself and its service recipients However this more often than not is not the case Despite its enormous wealth the African continent is in an economic quagmire a dilemma that requires multi facet research activities This is the motivation for this book

A Note on Competitiveness and Structural Transformation in Pakistan Jesus Felipe, 2007

Determinants of Export Growth at the Extensive and Intensive Margins José Guilherme Reis, 2013 As globalization progresses and investment is mobile it is ever more important for policy makers to understand drivers of growth and exports at the micro level Which products are being produced and exported Which firms populate the domestic economy Are they successful in exporting How are firms affected by exogenous shocks and policy intervention Through the use of descriptive statistics and econometric analysis this paper assesses the trade competitiveness of Pakistan using micro data The case of Pakistan is interesting since the country's recent trade policy has reverted to a protectionist path since the mid 2000s and trade performance is stagnating as indicated by a decrease in its trade to gross domestic product ratio over the past decade and low levels of sophistication of exports The main findings of the paper are the following Like many other countries Pakistan posts a high concentration of exports in the hands of a limited number of large exporters The dominance of few exporters has increased over time and it seems associated with the changes in trade policy Low rates of product innovation and experimentation and a low ability of the Pakistani export sector to enter into new higher growth sectors are other features emerging from the data All in all the mediocre performance seems to be associated with internal problems with trade related incentives business environment and governance in addition to the well known external constraints

Economic Growth and Financial Development Muhammad Shahbaz, Alaa Soliman, Subhan Ullah, 2021-09-21 This book

looks into the relationship between financial development economic growth and the possibility of a potential capital flight in the transmission process It also examines the important role that financial institutions financial markets and country level institutional factors play in economic growth and their impact on capital flight in emerging economies By presenting new theoretical insights and empirical country studies as well as econometric approaches the authors focus on the relationship between financial development and economic growth with capital flight in the era of financial crisis Therefore this book is a must read for researchers scholars and policy makers interested in a better understanding of economic growth and financial development of emerging economies alike

Trade Competitiveness Diagnostic Toolkit Jose Guilherme Reis, Thomas Farole, 2012-03-12 This toolkit provides a framework guidelines and practical tools for conducting an analysis of a country's trade competitiveness in terms of growth and share performance diversification and quality

Trade Policy Issues in Asian Development Prema-chandra Athukorala, 1998-11-05 This study examines issues of trade policy in the light of the experience of developing Asian economies Case studies highlight rapidly unfolding issues in trade and development with reference to Sri Lanka Malaysia India Indonesia Pakistan South Korea Taiwan and Thailand The issues explored include trade liberalization and industrial adjustment

Geo-economics In South Asian Environment Rakesh Kumar, Harjit Singh, 2025-04-02 Drawing on empirical research this book offers a rigorous insight into a variety of issues related to evolving geopolitics bilateral regional sub regional trade agreements as well as the urgent need for the revival of geo economics for mutual gains Acknowledging the evolving regional geopolitics the book also attempts to put forward the potential challenges and opportunities in regional trade and economic cooperation in South Asia in post pandemic period It also explores how social forces like shared cultural religious linguistic and historical linkages have the potential to act as a bridge to fill the gap in trade and economic cooperation The rich collections of chapters not only enrich the understanding of the reasons behind the low level of regional trade and economic cooperation in South Asia but also offer new insight into the facts to adopt and apply progressive regional trade policy in the fast changing business environment and evolving new geopolitics in the region in the post pandemic era

Proceedings of 4th International Conference on Machine Learning, Advances in Computing, Renewable Energy and Communication Anuradha Tomar, Sukumar Mishra, Y. R. Sood, Pramod Kumar, 2024-12-13 This book gathers selected papers presented at International Conference on Machine Learning Advances in Computing Renewable Energy and Communication MARC 2023 held in Glocal University Saharanpur Uttar Pradesh India during 28-29 November 2023 This book discusses key concepts challenges and potential solutions in connection with established and emerging topics in advanced computing renewable energy and network communications

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