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**Determinants of C20 sector exports: Manufacture
of chemical substances and products in the period
2018-2021**

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Summary

The objective of this research is to determine the main factors that determine the export capacity of Ecuadorian companies in the C20 sector, manufacture of chemical substances and products during the period 2018-2021. A database was created with information from the Business Structural Survey (ENESEM) provided by the National Institute of Statistics and Censuses (INEC), the processing of the data was given through logistic regression analysis and the application of the logit model, finding that the size variable, measured by the value of the assets, It is the main determinant of the export capacity of this sector. This is largely due to the fact that larger companies have better access to resources and capabilities to face global markets, taking advantage of more efficient production systems, economies of scale, and access to financial and human resources. The rest of the variables analyzed, such as profitability (ROS, ROE, ROA), efficiency, seniority, foreign capital, and female leadership in management positions, were not statistically significant for the model. It was concluded that for the C20 sector in Ecuador, size plays a fundamental role in predicting the export capacity of firms.

Keywords:

Manufacturing industry; international trade; Determinants; size, sector C20.

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Abstract

The present research aims to determine the main factors that determine the export capacity of Ecuadorian companies in the C20 sector, manufacture of chemical substances and products during the period 2018-2021. A database was created with information from the Business Structural Survey (ENESEM) provided by the National Institute of Statistics and Censuses (INEC), the data processing was given through logistic regression analysis and the application of the logit model, finding that the size variable, measured by the value of assets, is the main determinant of the exporting capacity of that sector. This is largely due to the fact that larger companies have better access to resources and capabilities to face global markets, taking advantage of more efficient production systems, economies of scale, and access to financial and human resources. The rest of the variables analyzed, such as profitability (ROS, ROE, ROA), efficiency, age, foreign capital and female leadership in management positions, were not statistically significant for the model. It was concluded that for the C20 sector in Ecuador, size plays a fundamental role in predicting the export capacity of companies.

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Manufacturing industry; international trade; determining factors; size; sector C20.