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Determinants of the export of sector A01: Agriculture, Livestock, Hunting and Related Service Activities, period 2018-2021

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DEDICATION

To my beloved parents, inextinguishable Light of my path, inexhaustible source of love, dedication and sacrifice. This research is the fruit of years of effort and dedication, but it is also a living testimony of the immense support that you have given me at every step of this university journey. Your words of encouragement have been the balm that healed my wounds in times of difficulty, and your loving arms have been the refuge where I found the strength to continue. More than a personal achievement, this work represents the dream of a family united by unbreakable bonds of love and trust. For this reason, I dedicate each line of this thesis to you, as a humble tribute to your unconditional dedication, your constant motivation and the invaluable teaching that, with perseverance, discipline and a solid family, every dream is possible to achieve. Thank you for being the foundation on which I have built my present and my future.

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Resumen

Este estudio examina los factores que influyen en la probabilidad de exportación de las empresas del sector A01 en Ecuador durante 2018-2021, utilizando datos de la Superintendencia de Compañías. Se realizó un modelo de regresión logística. El cual identificó al tamaño de la empresa y la rentabilidad sobre el patrimonio (ROE) como determinantes estadísticamente significativos. Las empresas más grandes y rentables tienen mayor probabilidad de exportar. Los resultados sugieren que las empresas del sector deben enfocarse en aumentar su tamaño y rentabilidad para mejorar sus posibilidades de exportación. Además, se encontró que Pichincha es la provincia con mayor volumen de exportaciones, lo que indica ventajas comparativas para sus empresas y oportunidades de aprendizaje para el resto. En general, el estudio brinda información valiosa para que las empresas del sector incrementen su capacidad exportadora, contribuyendo al desarrollo económico y fortalecimiento del sector.

Palabras clave: Competitividad, Internacionalización, Empresas exportadoras, Sector A01, Modelo Logit.

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Abstract

This study examines the factors that influence the export probability of firms in the A01 sector in Ecuador during 2018-2021, using data from the Superintendency of Companies . A logistic regression model identified firm size and return on equity (ROE) as statistically significant determinants. Larger and more profitable firms are more likely to export. The results suggest that firms in the sector should focus on increasing their size and profitability to improve their chances of exporting. In addition, Pichincha was found to be the province with the highest volume of exports, indicating comparative advantages for its firms and learning opportunities for the rest. Overall, the study provides valuable information for companies in the sector to increase their export capacity, contributing to the economic development and strengthening of the sector.

Keywords: Competitiveness, Internationalization, Export Companies, Sector A01, Logit Model.