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Researchers:

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 Adam Osman

Sector(s): Finance

Location: Egypt

Sample: 219 rug producers

Target group: Small and medium enterprises

Outcome of interest: Earnings and income Market access

AEA RCT registration number: AEARCTR-0000069

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Research Papers: Exporting and Firm Performance: Evidence from a Randomized Experiment

Partner organization(s): Aid to Artisans, Hamis Carpets

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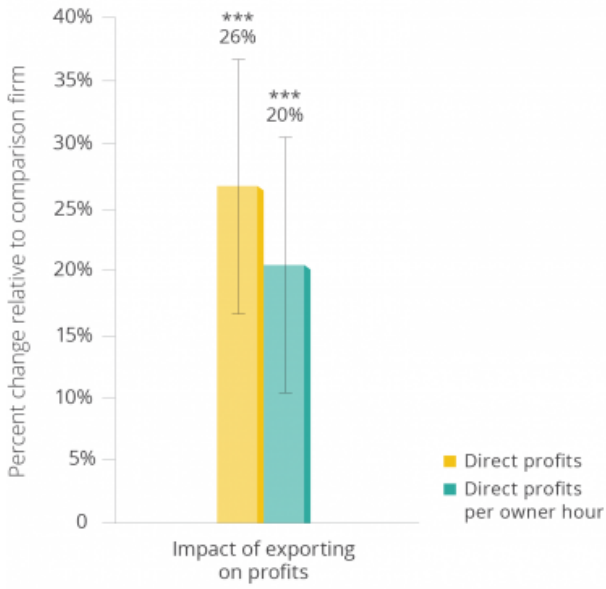


Woman pushing fabric through a sewing machine

Photo credit: Haitham Fahmy, J-PAL

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Exporting firms earned higher profits

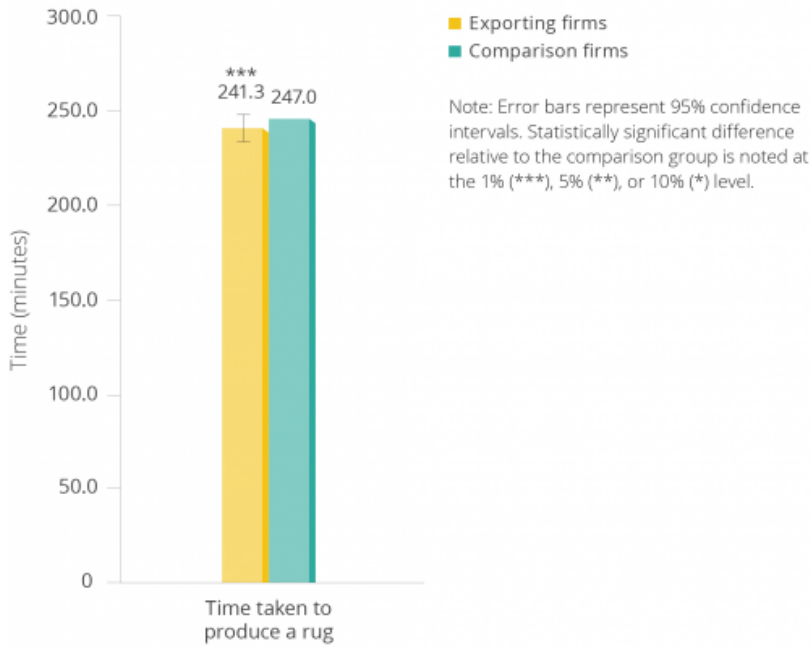
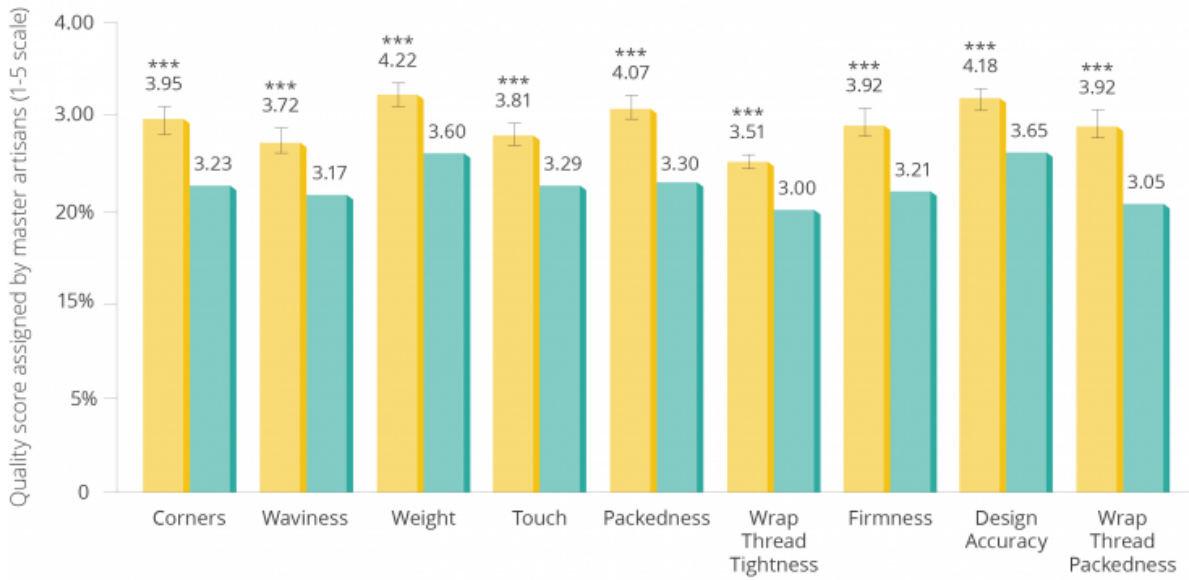


Note: Error bars represent 95% confidence intervals. Statistically significant difference relative to the comparison group is noted at the 1% (***) level.

The impact of exporting on profits is statistically significant at the 1% level (***). The impact on direct profits is 26%, and the impact on direct profits per owner hour is 20%. Both impacts are statistically significant at the 1% level (***). The 95% confidence interval for direct profits is 16.5% to 35.5%, and for direct profits per owner hour it is 10.5% to 30.5%.

Figure 2 .

Exporting firms produced higher quality rugs in a similar amount of time



The data indicates that exporting firms consistently produce higher quality rugs across multiple attributes compared to comparison firms, while maintaining a similar production time. The quality scores for exporting firms are significantly higher (p < 0.01) for all attributes measured.

The time taken to produce a rug is also similar between the two groups, with exporting firms taking 241.3 minutes and comparison firms taking 247.0 minutes. This suggests that the higher quality of rugs produced by exporting firms is achieved without a significant increase in production time.

The statistical significance of the quality differences is supported by the 95% confidence intervals and the p-values (***). The time difference is not statistically significant, as indicated by the lack of asterisks on the time bars.

Abstract
Introduction
1. Theoretical Framework
2. Data and Sample
3. Empirical Strategy
4. Results
5. Discussion
6. Conclusion
References
Appendix
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Figures

Atkin, David, Amit K. Khandelwal, and Adam Osman. "Exporting and Firm Performance: Evidence from a Randomized Trial." Working Paper, April 2015.