

## 論題：From Production Pioneer to Export Pioneer

### 要旨

The production and export pioneers, which are respectively the first firms to produce and export a new product for a country, play a key role in economic growth because they contribute to expanding the production and export basket in the country. In this paper, we examine how production pioneers are born and how their existence leads to the birth of export pioneers, utilizing a rich plant-product matched dataset for Indonesia during 2000-2012. Our main empirical findings are as follows. Foremost, existing production pioneers, as well as existing production followers (i.e., the second and subsequent producers of new products), tend to become export pioneers. However, these cases do not account for the majority of export pioneers. Most (about 87 percent) export pioneers start production and exporting of a new product in the same year. In particular, the plant with the export experience is more likely to become a synchronous pioneer of production and export. It is also found that production pioneers and export pioneers are likely to have prior international business experience and to be more productive and younger. Finally, we discuss the theoretical mechanism underlying these findings by constructing a simple oligopoly model that incorporates strategic interactions among plants.