

Micro-level incentives and the mechanism of import substitution in Russian public procurement

Online Appendix A. Descriptive statistics

| Variable name | Description | Quantity | Mean | St. deviation | Min. | Max. |
|-------------------------------|--|----------|-------|---------------|-------|--------|
| Depending variables | | | | | | |
| <i>procurement_contract</i> | The firm was receiving public contracts (1 – yes, 0-no) | 1716 | .238 | .426 | 0 | 1 |
| <i>procurement_dependence</i> | Procurement contracts generates more than 10% of revenue (1 – yes, 0 -no) | 1716 | .152 | .359 | 0 | 1 |
| Independent variables | | | | | | |
| <i>certificate</i> | The company has international quality certification (1 - yes, 0 - no) | 1716 | 0.115 | .319 | 0 | 1 |
| <i>dependence_on_import</i> | Dependence of import | | | | | |
| <i>1</i> | No import | 1716 | .256 | .437 | 0 | 1 |
| <i>2</i> | Russian analogues are available | 1716 | .332 | .471 | 0 | 1 |
| <i>3</i> | Russian analogues are not available, but there is a sufficient choice of foreign suppliers | 1716 | .234 | .423 | 0 | 1 |
| <i>4</i> | Russian analogues are not available, the choice of foreign suppliers is very limited | 1716 | .178 | .383 | 0 | 1 |
| Control variables | | | | | | |
| Regionals' controls | | | | | | |
| <i>federal_district</i> | Federal district in Russia | | | | | |
| <i>1</i> | Moscow | 1716 | .115 | .320 | 0 | 1 |
| <i>2</i> | Northwestern | 1716 | .128 | .334 | 0 | 1 |
| <i>3</i> | Central (without Moscow) | 1716 | .214 | .410 | 0 | 1 |
| <i>4</i> | Southern | 1716 | .071 | .257 | 0 | 1 |
| <i>5</i> | North Caucasian | 1716 | .018 | .133 | 0 | 1 |
| <i>6</i> | Volga | 1716 | .208 | .406 | 0 | 1 |
| <i>7</i> | Ural | 1716 | .098 | .296 | 0 | 1 |
| <i>8</i> | Siberian | 1716 | .121 | .326 | 0 | 1 |
| <i>9</i> | Far Eastern | 1716 | .027 | .162 | 0 | 1 |
| <i>lngrp</i> | Logarithm of regional GDP per capita | 1716 | 6.262 | .486 | 5.226 | 7.261 |
| Firms' controls | | | | | | |
| <i>econom_activity</i> | Sector | | | | | |
| <i>1</i> | Food industry | 1716 | .139 | .346 | 0 | 1 |
| <i>2</i> | Textile, clothing and footwear industry | 1716 | .083 | .276 | 0 | 1 |
| <i>3</i> | Woodworking, timber ware, pulp & paper | 1716 | .145 | .352 | 0 | 1 |
| <i>4</i> | Chemicals, coke, petrochemicals, rubber and plastics | 1716 | .125 | .352 | 0 | 1 |
| <i>5</i> | Non-metal products | 1716 | .089 | .285 | 0 | 1 |
| <i>6</i> | Metallurgical products and metal ware | 1716 | .143 | .350 | 0 | 1 |
| <i>7</i> | Machines and equipment | 1716 | .066 | .248 | 0 | 1 |
| <i>8</i> | Electrical, electronic and optical equipment | 1716 | .058 | .233 | 0 | 1 |
| <i>9</i> | Vehicles and equipment | 1716 | .152 | .359 | 0 | 1 |
| <i>lnsize</i> | Logarithm of the average number of employees | 1716 | 3.436 | .986 | 2.303 | 10.083 |
| <i>est_year</i> | Age of the firm (by the period of establishment) | | | | | |
| <i>1</i> | Before 1992 | 1716 | .086 | .280 | 0 | 1 |
| <i>2</i> | 1992–1998 | 1716 | .086 | .280 | 0 | 1 |
| <i>3</i> | After 1998 | 1716 | .828 | .377 | 0 | 1 |
| <i>city_type</i> | Administrative status of the settlement | | | | | |
| <i>1</i> | Moscow | 1716 | .119 | .324 | 0 | 1 |

| | | | | | | |
|--|---|------|------|------|---|---|
| 2 | Regional / regional center | 1716 | .415 | .492 | 0 | 1 |
| 3 | Another city | 1716 | .439 | .496 | 0 | 1 |
| 4 | Urban-type settlement / village | 1716 | .027 | .162 | 0 | 1 |
| <i>ownership_structure</i> | | | | | | |
| Ownership structure | | | | | | |
| 1 | No foreign and state participation | 1716 | .943 | .232 | 0 | 1 |
| 2 | State participation | 1716 | .012 | .107 | 0 | 1 |
| 3 | Foreign participation | 1716 | .023 | .151 | 0 | 1 |
| 4 | State and foreign participation | 1716 | .001 | .027 | 0 | 1 |
| 5 | Refuse to answer | 1716 | .021 | .144 | 0 | 1 |
| <i>business_association</i> | | | | | | |
| Membership in business associations (1 - yes, 0 - no) | | | | | | |
| <i>assistance_to_government</i> | | | | | | |
| Providing assistance to government authorities (1 - yes, 0 - no) | | | | | | |
| <i>support_from_government</i> | | | | | | |
| The company received support from the authorities (1 - yes, 0 - no) ¹ | | | | | | |
| Respondents' controls | | | | | | |
| <i>gender</i> | | | | | | |
| Gender (1 – male, 0 – female) | | | | | | |
| <i>age</i> | | | | | | |
| Age | | | | | | |
| <i>position</i> | | | | | | |
| Position | | | | | | |
| 1 | CEO or executive director | 1716 | .596 | .491 | 0 | 1 |
| 2 | Deputy Director for Economics / Finance, Director for Economics, Financial Director | 1716 | .263 | .441 | 0 | 1 |
| 3 | Commercial Director | 1716 | .097 | .296 | 0 | 1 |
| 4 | Owner, member of the Management Board, member of board of Directors | 1716 | .044 | .205 | 0 | 1 |

¹ Support from the authorities means financial or organizational support from the federal, regional and local authorities. Organizational support is understood as any non-financial support, for example, assistance in contacts with Russian and foreign partners, assistance in contacts with other public agencies, in attracting investors.