初探台灣飲料市場需求體系

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November 25, 2024

摘要

This paper investigates the long-term effects of job displacement on earnings and mental health using administrative health claims data from Taiwan. Focusing on job loss resulting from mass layoffs, our estimates suggest a displaced worker experienced a 40% decline in employment rates and a 67% earning loss in the year following a layoff. Even after ten years, employment and earnings do not fully recover. Displaced workers also experience a deterioration in mental health, particularly related to stress, with a 16% increase in outpatient visits for mental health issues and a 57% increase in medical costs for mental illness. The negative impact on mental health is more pronounced among workers with lower earnings, men, and older individuals.

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1 前言

1.1 研究背景

隨著健康意識的逐漸提升,飲料市場的需求格局正在發生顯著變化。台灣作爲一個消費者多樣化的市場,飲料需求受價格、收入及健康相關因素影響的特性具有研究價值。本研究以台灣飲料市場爲例,探討消費者行爲與需求系統的關聯,尤其關注健康意識的增強對不同飲料類別需求的影響。過去的相關研究爲本研究提供了堅實的理論基礎。Pokharel (2016)以「近似理想需求系統」(AIDS)模型分析美國市場不同飲料的需求彈性,發現非碳酸飲料具有奢侈品屬性,而咖啡與茶則被視爲必需品。Yohannes and Matsuda (2015)採用 LA/QUAIDS 模型分析日本市場,揭示了消費者年齡層與季節性變化對飲料需求的顯著影響。同時,Zhou and Liu (2024)指出,飲料製造商正響應健康需求,減少糖、鈉等成分,並引入健康標籤來吸引消費者。此外,Natarajan and Jayadevan (2022)強調了健康認知與媒體資訊在推動功能性飲料需求中的核心作用。

1.2 研究目的

為進一步驗證健康意識對台灣飲料市場的影響,本研究基於台灣經濟部工業產銷存動態調查 資料庫及勞動部勞動統計查詢網,蒐集了 1982 年至 2024 年間五大飲料類別(果蔬汁飲料、碳酸 飲料、運動飲料、咖啡飲料及茶類飲料)的月度銷售數據及收入數據。透過 AIDS 和 LA/AIDS 模型的應用,我們將探索健康意識提升如何影響台灣市場無糖與低糖飲料的需求,並評估價格與 支出變化對飲料需求的影響特徵。本研究期望填補台灣飲料市場健康需求相關研究的空白,為產 業策略規劃與政策制定提供實證支持。

2 文獻回顧

在探討台灣飲料市場的需求系統時,我們主要聚焦於消費者健康意識的增強,以及不同產品價格對於消費者偏好的影響。針對美國飲料市場,Pokharel (2016)的研究運用「近似理想需求系統」(AIDS)模型分析了不同飲料的需求彈性,揭示了各類產品在奢侈性和必需性上的特徵。

研究發現,非碳酸飲料的支出彈性較高,因此被視為奢侈品,而咖啡和茶則顯示其作為必需品的 屬性。這表明,消費者在價格和支出上對不同飲料的需求具有顯著的敏感性差異。

Yohannes and Matsuda (2015) 在日本市場的研究中,運用了 LA/QUAIDS 模型,分析健康標籤和功能性成分對消費者偏好的影響。該研究指出,不同年齡層的消費者對飲料的偏好存在顯著差異:年輕人更傾向於選擇果汁和牛奶,而老年人則偏好茶飲。此外,溫度對飲料需求的影響也十分顯著,隨著氣溫上升,冷飲的需求增加,而熱飲需求則有所下降。這些結果展示了人口統計因素與季節性變化在需求系統中的重要性,對於理解台灣市場中不同飲料在不同氣候條件下的需求特徵具有參考價值。

Zhou and Liu (2024)的研究表明,飲料製造商正逐步響應消費者對健康產品需求的變化,通過減少產品中的糖、鈉及人工甜味劑,並引入「低糖」、「低鈉」等健康標籤來吸引消費者。與此同時,Walton and Wittekind (2023)的文獻回顧聚焦於歐洲地區軟性飲料(soft drinks)的消費模式,結合各國代表性飲食調查數據,探討了健康意識增強、政策干預及人口結構對飲料需求的影響。這些研究為健康政策的制定及市場需求的精準分析提供了實證支持。

此外,?提出了一個全面的消費行為模型,揭示了健康認知、社會影響和媒體資訊在驅動功能性飲料需求中的核心作用。該研究指出,消費者在面臨健康威脅時,對具有增強免疫力、抗氧化或促進整體健康功能的飲料表現出更高的需求彈性。

隨著消費者對含糖飲料(SSBs)健康風險的認知不斷加深,市場對低糖或無糖飲料的需求也呈現出顯著的增長趨勢,尤其在青少年和老年消費者群體中更爲明顯(Walton and Wittekind, 2023)。隨著健康意識的普及,飲料行業逐步向生產更健康的產品轉型,我們希望透過需求系統模型驗證這一趨勢是否同樣適用於台灣市場,並進一步探索台灣消費者對茶類飲料需求的潛在增長,以評估健康意識增強對需求的具體影響。

3 資料蒐集與處理

3.1 資料蒐集

本研究使用的資料主要來自於「經濟部工業產銷存動態調查資料庫」(經濟部統計處, 2024),涵蓋 5 種飲料類別(果蔬汁飲料¹、碳酸飲料²、運動飲料³、咖啡飲料⁴及茶類飲料⁵)的銷售量與銷售值的月資料,詳細記錄了每種飲料的市場表現。所有資料的涵蓋期間為 1982 年至 2024年,共收集到 547 筆月統計資料,確保了樣本的時間跨度,爲後續的 DSE (Demand System Estimation)分析提供了關鍵依據。

3.2 資料處理

在完成資料蒐集後,我們按步驟進行了資料處理,目的是提高數據的可靠性與一致性。首先, 我們使用 R 統計軟體對資料進行淸理,包括合併不同來源的數據、去除重複資料、以及處理遺漏 值等工作。對於部分遺漏值,考量到補值可能帶來的偏誤,我們選擇將無法合理塡補的觀察值移 除。此外,由於不同飲料類別的統計起始時間不一致,我們將分析的起始時間進行統一,確保資 料具有可比性。爲了進一步豐富研究變數,我們還根據銷售量與銷售值兩個變數計算並新增了每 種飲料的單位價格,爲我們後續使用模型估計去衡量價格對消費者需求的影響提供了必要的解釋 變數。

¹含天然果汁/蔬菜汁或還原果汁/蔬菜汁 10% 以上,直接供飲用之果汁/蔬菜汁飲料。

 $^{^2}$ 在除去鹵素飲用水中加壓,添加二氧化碳及果實香料、果汁;或可樂子實葉抽出液;或 Saraparilla 根抽出液等調味料之碳酸飲料。

 $^{^3}$ 具可調解人體電解質功能之飲料,調整爲等張滲透壓,以便自人體腸道迅速吸收,PH 値在 $2.5\sim3.8$ 之間,電解質濃度 (ug/ml) 則分別爲鈉離子 552 以下、鎂離子 24 以下、鉀離子 195 以下、氯離子 639 以下、鈣離子 60 以下、磷酸根離子 190 以下。

 $^{^4}$ 利用咖啡粉或咖啡豆研磨、浸泡、萃取、調理,添加奶精、糖水或調味料之飲料,其咖啡因若超過 200ppm 則需標示,但不得超過 500ppm。

 $^{^5}$ 利用茶葉或茶葉梗浸泡、萃取、調理,添加糖水或調味料之飲料,其咖啡因若超過 $200 \mathrm{ppm}$ 則需標示,但不得超過 $500 \mathrm{ppm}$ 。

3.3 敘述統計

3.4

4 研究設計

本文分別採用 AIDS (Almost Ideal Demand System) 和 LA/AIDS (Linear Approximate AIDS) 兩種需求系統模型進行分析。兩種方法皆用於分析多個商品的需求及其需求彈性,主要差別在於價格指數的處理方式,。以下兩節將分別敍述 AIDS 及 LA/AIDS 的模型架構。

需求函數

模型中各商品的的需求函數為:

$$w_i = \alpha_i + \sum_{j=1}^5 \gamma_{ij} \ln(P_j) + \beta_i \ln\left(\frac{X}{P}\right), \tag{1}$$

其中, w_i 表示第 i 類飲料的支出比例,定義爲該類飲料的支出占總支出的比例,即:

$$w_i = \frac{P_i Q_i}{X}. (2)$$

在這裡, P_i 是第 i 類飲料的價格, Q_i 是該類飲料的消費數量,而 $X = \sum_{i=1}^5 P_i Q_i$ 是所有飲料的總支出,可能會隨月收入的變化而改變。此外, $\ln(P_j)$ 是第 j 類飲料價格的自然對數,用於反映價格變化對需求的影響。模型的待估參數包括 α_i 、 γ_{ij} 和 β_i ,分別具有以下意義:

- α_i : 基礎支出比例,表示在其他條件不變時,第 i 類飲料的消費佔比。
- γ_{ij} : 描述第 j 類飲料價格對第 i 類飲料支出的影響。
- β_i : 支出彈性,反映總支出變動對第 i 類飲料需求的影響。

價格指數

價格指數 P 用於調整總支出的影響。在 AIDS 模型中,其非線性表達式為:

$$\ln(P) = \alpha_0 + \sum_{j=1}^{5} \alpha_j \ln(P_j) + \frac{1}{2} \sum_{j=1}^{5} \sum_{k=1}^{5} \gamma_{jk} \ln(P_j) \ln(P_k), \tag{3}$$

其中, α_0 是基準常數,用於表示價格指數的基本水平; α_j 是第 j 類飲料價格的影響係數; γ_{jk} 是第 j 和第 k 類飲料價格的交叉效應,用於衡量價格互動對需求的影響。由於價格指數 P 的非線性形式較難直接處理,在 LA/AIDS 模型中,通常會選擇線性近似方法來簡化價格指數的計算,例如使用 Stone 指數:

$$\ln(P) \approx \ln(P) = \sum_{j=1}^{5} w_j \ln(P_j). \tag{4}$$

彈性

AIDS 模型允許我們計算三種類型的需求彈性:

支出彈性 (η_i):

$$\eta_i = 1 + \frac{\beta_i}{w_i},\tag{5}$$

該彈性表示總支出變化對第 i 類飲料需求的影響。

• 自價格彈性 (ε_{ii}) :

$$\varepsilon_{ii} = -1 + \frac{\gamma_{ii}}{w_i} - \beta_i \ln(X/P), \tag{6}$$

該彈性衡量第 i 類飲料價格變化對其自身需求的影響,通常爲負值。

• 交叉價格彈性 (ε_{ij}) :

$$\varepsilon_{ij} = \frac{\gamma_{ij}}{w_i} - \beta_i \ln(X/P), \tag{7}$$

該彈性衡量第 j 類飲料價格變化對第 i 類飲料需求的影響。若 $\varepsilon_{ij}>0$,則說明兩者爲替代品;若 $\varepsilon_{ij}<0$,則爲互補品。

總結來說,AIDS模型的核心特徵在於其價格指數的非線性特性,使其能夠精確捕捉多商品之間的需求互動與價格影響。通過支出彈性、自價格彈性和交叉價格彈性的計算,該模型能夠有效分析商品之間的需求關係,並為市場需求預測和政策評估提供有力的工具。

5 研究結果

igure ?? presents our estimated dynamic effects of displaceme

5.1 使用 AIDS 模型分析

Figures 1a and 1b show that the employment and annual earnings decline sharply in the year following displacement and recover limitedly ten years after displacement. Specifically, we note approximately a 30% decrease in the probability of employment and a 40% reduction in the annual earnings, ten years after the year of displacement. Consistent with graphical evidence on labor market outcomes, Figure ?? suggests that compared to the control group, displaced workers had higher utilization of medical services due to mental illness. Importantly, prior to layoff, these outcomes of the displaced workers align closely with those of the non-displaced counterparts, suggesting that their post-displacement differences are not driven by differential pre-trends between treatment and control groups.

5.2 使用 LAAIDS 模型分析

Figure ?? presents our estimated dynamic effects of displacement on earnings and employment from model (??). Before the reference year (two years before displacement), earnings for workers who will be displaced and non-displaced workers follow a similar trend. In the year prior to displacement, there was a significant decline in earnings by roughly 2,000 NTD, economically small compared to previous years.⁶ Annual earnings for displaced workers drop by around 270,000 NTD in the year of displacement and 340,000 NTD in the year following

 $^{^6}$ Lachowska et al. (2020) and Schmieder et al. (2023) also found a significant earning loss prior to displacement using data from the U.S. and Germany.

displacement (about 67%). While there is a small recovery in annual earnings two years after displacement, a substantial long-term effect is still visible ten years after a mass layoff. Similarly, Figure ?? (a) shows the probability of employment mirrors the earnings trend, with a sharp initial decline (about 40%) in the year after displacement and a partial recovery thereafter. After ten years, the employment probability remains nearly 30% lower than before the displacement.

5.3

We discuss a number of robustness checks for our main findings in Online Appendix ??, including different matching techniques, different estimation methods, and different choices of samples. In general, our main results are robust to these changes. Moreover, we conduct a set of subgroup analyses and discuss these results in the Online Appendix ??. To sum up, our analysis suggests that the negative effect of job displacement on mental health appears to be more pronounced among lower-income workers, men, and older individuals.

6 結論

地區的限制性 Using Taiwan's administrative data, we examined the effects of job displacement on employment, earnings, and mental health. Due to the mandatory and generous nature of Taiwan's NHI, our study are less likely to suffer from sample attrition and to be confounded with changes in health insurance enrollment. On the other hand, the comprehensive NHI data allows us to explore the impact of displacement on both outpatient and inpatient healthcare use.

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表格

表 1: AIDS 及 LAAIDS 模型估計結果與顯著性

(a) Alpha 參數

變數	(1)	(2)
alpha 1	1.238***	1.164***
	(0.085)	(0.079)
alpha 2	0.537***	0.418***
	(0.129)	(0.116)
alpha 3	-0.300***	-0.269***
	(0.074)	(0.063)
alpha 4	0.694***	0.760***
	(0.063)	(0.056)
alpha 5	-1.169***	-1.073***
	(0.220)	(0.192)

(b) Beta 參數

變數	(1)	(2)
beta 1	-0.091***	-0.085***
	(0.007)	(0.007)
beta 2	-0.026*	-0.017.
	(0.011)	(0.010)
beta 3	0.030***	0.028***
	(0.006)	(0.005)
beta 4	-0.060***	-0.065***
	(0.005)	(0.005)
beta 5	0.147***	0.139***
	(0.019)	(0.016)

Notes: 此表展示 AIDS 模型中各項參數的估計值及 其顯著性檢驗結果。如 alpha 1 的估計值為 1.237, 表明該參數對模型中需求分配的影響為正,且數值 較大,標準誤為 0.085,顯示估計結果穩定。所有參 數的 p 值均遠小於 0.05,表示這些參數在統計上顯 著,同時也可看到 AIDS 模型在解釋台灣飲料市場 需求方面具有良好表現。

(c) AIDS 及 LAAIDS 模型估計結果與顯著性

	AID5 侯至	
變數	(1)	(2)
gamma 1 1	-0.007	0.081***
	(0.025)	(0.018)
gamma $1 \ 2$	-0.137***	-0.112***
	(0.023)	(0.017)
gamma 1 3	0.017.	-0.015*
	(0.010)	(0.007)
gamma 1 4	-0.024	0.031*
	(0.020)	(0.013)
gamma 1.5	0.152***	0.015
	(0.031)	(0.017)
gamma 2.1	-0.137***	-0.112***
	(0.023)	(0.017)
gamma $2\ 2$	-0.111**	-0.119***
	(0.036)	(0.028)
gamma $2 \ 3$	-0.052***	-0.060***
	(0.012)	(0.009)
gamma $2 \ 4$	-0.008	0.017
	(0.026)	(0.017)
gamma 2.5	0.308***	0.274***
	(0.030)	(0.024)
gamma 3 1	0.017.	-0.015*
	(0.010)	(0.007)
gamma $3\ 2$	-0.052***	-0.060***
9.9	(0.012)	(0.009)
gamma 3 3	-0.050***	-0.037***
commo 2 1	(0.007) $0.060***$	(0.005) $0.039***$
gamma 3 4	(0.008)	(0.006)
gamma 3 5	0.025.	0.074***
gamma o o	(0.014)	(0.011)
gamma 4 1	-0.024	0.031*
80111110 1 1	(0.020)	(0.013)
gamma 4 2	-0.008	0.017
8	(0.026)	(0.017)
gamma $4\ 3$	0.060***	0.039***
G	(0.008)	(0.006)
gamma 4 4	0.135***	0.170***
	(0.029)	(0.019)
gamma 4.5	-0.163***	-0.257***
	(0.020)	(0.012)
gamma 5.1	0.152***	0.015
	(0.031)	(0.017)
gamma 5 2	0.308***	0.274***
	(0.030)	(0.024)
gamma $5 3$	0.025.	0.074***
	(0.014)	(0.011)
gamma 5 4	-0.163***	-0.257***
	(0.020)	(0.012)
gamma 5 5	-0.322***	-0.106**
	(0.062)	(0.037)

表 2: AIDS 模型支出彈性估計結果

	果蔬汁份額	碳酸飲料份額	運動飲料份額	咖啡飮料份額	茶飲料份額
支出彈性	0.52	0.85	1.41	0.54	1.34

Notes: 此表格顯示五種飲料類型的支出彈性 (Expenditure Elasticities),反映了消費者對於總支出變化的敏感度。正彈性值代表需求量隨總支出增加而增加,例如運動飲料份額的支出彈性為 1.412,表示當總支出增加 1% 時,運動飲料的需求增加約 1.41%。負彈性值若存在,則表示總支出增加反而減少該商品的需求。此表中大多數彈性值大於 1,意味著台灣消費者對飲料類別的需求相對敏感,特別是運動飲料和茶飲。

表 3: LA/AIDS 模型支出彈性估計結果

	果蔬汁份額	碳酸飲料份額	運動飲料份額	咖啡飮料份額	茶飮料份額
支出彈性	0.55	0.91	1.38	0.50	1.32

Notes: Standard deviations in parentheses, and standard errors in brackets. The treatment group comprises workers who underwent a mass layoff (firm reducing its employment by over 90%), and the comparison group comprises workers who were employed at a stable firm (no more than a 30% employment decrease) and had continuous employment during the sample period. All dollars are adjusted with CPI and displayed in 2016 NT\$ (1 NT\$ 0.033 US\$). The cumulative number of outpatient visits and cumulative medical expenses of mental illness are accumulated from the fifth to second years prior to the (pseudo) displacement. The statistics in the After Matching columns are weighted by entropy balancing (EB). The variables included in the matching process are all variables in the Individual Characteristics and Firm Characteristics panel.

*** significant at the 1 percent level, ** significant at the 5 percent level, and * significant at the 10 percent level.

表 4: AIDS 模型 Marshallian 需求彈性估計結果

-	果蔬汁價格	碳酸飮料價格	運動飮料價格	咖啡飮料價格	茶飮料價格
果蔬汁份額	-0.45	-0.50	-0.04	0.26	0.22
碳酸飮料份額	-0.59	-1.55	-0.33	0.07	1.54
運動飮料份額	-0.27	-0.90	-1.57	0.48	0.84
咖啡飮料份額	0.37	0.16	0.34	0.42	-1.82
茶飮料份額	-0.06	0.56	0.15	-0.65	-1.33

Notes: 此表展示 AIDS 模型中各項參數的估計值及其顯著性檢驗結果。如 alpha 1 的估計值為 1.237,表明該參數對模型中需求分配的影響爲正,且數值較大,標準誤爲 0.085,顯示估計結果穩定。所有參數的 p 值均遠小於 0.05,表示這些參數在統計上顯著,同時也可看到 AIDS 模型在解釋台灣飲料市場需求方面具有良好表現。

表 5: LAAIDS 模型 Marshallian 需求彈性估計結果

	果蔬汁價格	碳酸飮料價格	運動飮料價格	咖啡飮料價格	茶飮料價格
果蔬汁份額	-0.04	-0.42	-0.20	0.57	-0.47
碳酸飮料份額	-0.51	-1.63	-0.36	0.18	1.42
運動飮料份額	-0.66	-0.96	-1.41	0.19	1.47
咖啡飮料份額	0.84	0.32	0.17	0.77	-2.60
茶飮料份額	-0.35	0.52	0.26	-0.89	-0.85

Notes: Standard deviations in parentheses, and standard errors in brackets. The treatment group comprises workers who underwent a mass layoff (firm reducing its employment by over 90%), and the comparison group comprises workers who were employed at a stable firm (no more than a 30% employment decrease) and had continuous employment during the sample period. All dollars are adjusted with CPI and displayed in 2016 NT\$ (1 NT\$ 0.033 US\$). The cumulative number of outpatient visits and cumulative medical expenses of mental illness are accumulated from the fifth to second years prior to the (pseudo) displacement. The statistics in the After Matching columns are weighted by entropy balancing (EB). The variables included in the matching process are all variables in the Individual Characteristics and Firm Characteristics panel.

*** significant at the 1 percent level, ** significant at the 5 percent level, and * significant at the 10 percent level.

表 6: AIDS 模型 Hicksian 需求彈性估計結果

	果蔬汁價格	碳酸飮料價格	運動飮料價格	咖啡飮料價格	茶飲料價格
果蔬汁份額	-0.35	-0.41	-0.00	0.33	0.44
碳酸飮料份額	-0.43	-1.40	-0.26	0.18	1.91
運動飮料份額	-0.01	-0.65	-1.46	0.67	1.45
咖啡飮料份額	0.48	0.25	0.38	0.49	-1.59
茶飮料份額	0.19	0.80	0.25	-0.48	-0.76

Notes: 此表根據未補償需求 (Uncompensated Demand) 計算馬歇爾需求彈性,反映價格變動對需求的影響,並考慮了收入效應。自價格彈性: 如果蔬汁的自價格彈性為 -0.452,顯示價格每上升 1%,需求減少 0.452%。該值大於希克斯彈性,因為馬歇爾彈性包含收入效應。交叉價格彈性: 例如果蔬汁對茶飲的交叉價格彈性為 0.215,說明兩者之間的替代效應較低。相比希克斯彈性,馬歇爾彈性對政策制定更為重要,因為它包含了市場中實際的收入和價格變動對需求的綜合影響。

表 7: LAAIDS 模型 Hicksian 需求彈性估計結果

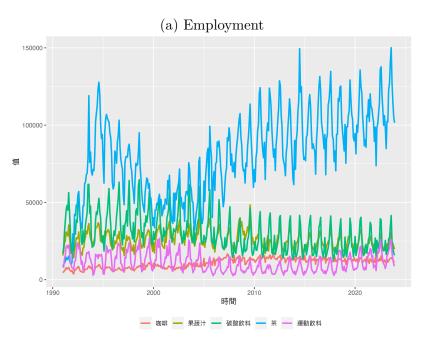
	果蔬汁價格	碳酸飮料價格	運動飮料價格	咖啡飮料價格	茶飮料價格
果蔬汁份額	0.07	-0.32	-0.16	0.64	-0.23
碳酸飮料份額	-0.34	-1.47	-0.29	0.30	1.81
運動飮料份額	-0.40	-0.72	-1.31	0.37	2.06
咖啡飮料份額	0.94	0.41	0.21	0.84	-2.39
茶飮料份額	-0.10	0.75	0.35	-0.72	-0.28

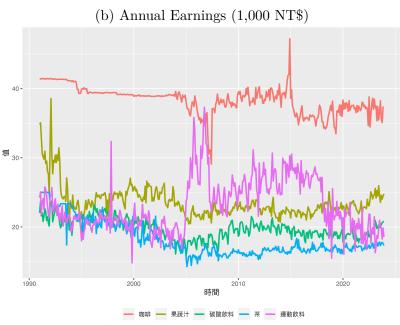
Notes: Standard deviations in parentheses, and standard errors in brackets. The treatment group comprises workers who underwent a mass layoff (firm reducing its employment by over 90%), and the comparison group comprises workers who were employed at a stable firm (no more than a 30% employment decrease) and had continuous employment during the sample period. All dollars are adjusted with CPI and displayed in 2016 NT\$ (1 NT\$ 0.033 US\$). The cumulative number of outpatient visits and cumulative medical expenses of mental illness are accumulated from the fifth to second years prior to the (pseudo) displacement. The statistics in the After Matching columns are weighted by entropy balancing (EB). The variables included in the matching process are all variables in the Individual Characteristics and Firm Characteristics panel.

*** significant at the 1 percent level, ** significant at the 5 percent level, and * significant at the 10 percent level.

圖片

圖 1: Trend in Employment and Annual Earnings





Notes: These figures illustrate the change (from the baseline year) in (a) the proportion of employment (employed at least one month) and (b) annual earnings (NT\$1,000) for the treatment group (i.e., displaced workers) and the comparison group (i.e., non-displaced workers) from five years before to ten years after the (pseudo) displacement year. The vertical axis displays the outcomes at event time t relative to the baseline

year (t = -2). The horizontal axis refers to the number of years from the (pseudo) displacement year.