

	<i>Dependent variable: Ratings from Farmers (Raters)</i>					
	Overall	Location	Quality	Price	Stock	Reputation
	(1)	(2)	(3)	(4)	(5)	(6)
Intercept	3.6269*** (0.1393)	3.4099*** (0.249)	3.722*** (0.1975)	2.9252*** (0.2193)	3.9246*** (0.1918)	4.1527*** (0.189)
Gender(F)	−0.0467 (0.0478)	0.2144*** (0.0954)	−0.202*** (0.0646)	0.026 (0.074)	−0.102 (0.0789)	−0.1698*** (0.0617)
Age of farmer	−0.0009 (0.0015)	0.0025 (0.0024)	−0.0011 (0.002)	−0.0006 (0.0023)	−0.0021 (0.0021)	−0.003 (0.0019)
Interaction	0.198*** (0.0561)	0.0981 (0.0841)	0.2248*** (0.0742)	0.1433** (0.0762)	0.3375*** (0.0796)	0.1864*** (0.0653)
Education(F)	0.0565 (0.0932)	0.1576 (0.1358)	0.0547 (0.1192)	0.0449 (0.1293)	−0.0021 (0.1062)	0.0275 (0.1161)
Tarmac	−0.003 (0.0023)	−0.0043 (0.005)	−0.0044 (0.003)	−0.0002 (0.0033)	−0.0074*** (0.0037)	0.0014 (0.0027)
Farmer marital status	−0.0575 (0.0632)	−0.0173 (0.1298)	−0.0926 (0.0867)	0.0996 (0.1047)	−0.1343 (0.089)	−0.1427 (0.0876)
R <sup>2</sup>	0.0158	0.0085	0.0157	0.0033	0.0239	0.0125
Adj. R <sup>2</sup>	0.0122	0.0049	0.0121	−0.0003	0.0204	0.0089
Number of obs.	1661	1661	1661	1661	1661	1661

\*\*\* $p < 0.01$ ; \*\* $p < 0.05$ ; \* $p < 0.1$ .

Note: Standard errors are clustered at the dealer level. The dependent variable is the rating given by the farmers and the main independent variable is farmer's gender. The dimensions based on which the ratings are given are overall average (model 1), location (model 2), quality (model 3), price (model 4), stock (model 5) and reputation (model 6). F refers to farmers.

Table 1: Regression results for the impact of farmer's (rater's) gender on the ratings given by the farmers to the agro-input dealers.

## 1 Results

- 1.1 Regression: Data from both seed and stack surveys: Impact of farmer's gender only on ratings from farmers (Table 1)
- 1.2 Regression: Data from both seed and stack surveys: Impact of dealer's gender on self-ratings (only dealers are present in the data) (Table 2)
- 1.3 Regression: Data from both seed and stack surveys: Impact of farmer's and dealer's gender on ratings from farmers (Table 3)

<i>Dependent variable: Self-ratings by dealers</i>						
	Overall	Location	Quality	Price	Stock	Reputation
	(1)	(2)	(3)	(4)	(5)	(6)
Intercept	4.1069*** (0.2515)	4.0071*** (0.4087)	3.4407*** (0.3821)	4.3116*** (0.3965)	4.1464*** (0.462)	4.6288*** (0.3498)
Dealer's gender	-0.1117** (0.0554)	-0.1703* (0.09)	-0.0676 (0.0842)	-0.0902 (0.0874)	-0.1356 (0.1018)	-0.0948 (0.0771)
Age of dealer	-0.0039* (0.0023)	0.0017 (0.0038)	-0.0016 (0.0035)	-0.0057 (0.0037)	-0.0124*** (0.0043)	-0.0017 (0.0032)
Education of dealer	0.0506 (0.2268)	-0.0617 (0.3687)	0.7945** (0.3447)	-0.1429 (0.3577)	-0.1361 (0.4168)	-0.2007 (0.3155)
R <sup>2</sup>	0.0145	0.01	0.0155	0.0072	0.0212	0.0045
Adj. R <sup>2</sup>	0.0075	0.0029	0.0084	0.0001	0.0142	-0.0026
Number of obs.	424	424	424	424	424	424

\*\*\* $p < 0.01$ ; \*\* $p < 0.05$ ; \* $p < 0.1$ .

Note: This table shows the results of a multiple regression analysis. The dependent variable is the self-rating given by the dealers and the main independent variable is dealer's gender. The dimensions based on which the self-ratings are given are overall average (model 1), location (model 2), quality (model 3), price (model 4), stock (model 5) and reputation (model 6).

Table 2: Regression results looking at the impact of dealer's gender on their self-ratings.

<i>Dependent variable: Ratings from Farmers (Raters)</i>												
	Overall		Location		Quality		Price		Stock		Reputation	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
Intercept	3.6351*** (0.3122)	3.6243*** (0.3126)	3.6721*** (0.5486)	3.6718*** (0.5488)	3.4493*** (0.4159)	3.4284*** (0.4125)	2.7963*** (0.5358)	2.7856*** (0.5405)	4.0263*** (0.2449)	4.0119*** (0.2443)	4.2316*** (0.3045)	4.2239*** (0.3076)
Farmer's gender	−0.0424 (0.049)	−0.0872 (0.0578)	0.2209*** (0.095)	0.2198** (0.1089)	−0.2*** (0.0665)	−0.287*** (0.0782)	0.0301 (0.0764)	−0.0144 (0.0931)	−0.0916 (0.078)	−0.1516* (0.0943)	−0.1712*** (0.0642)	−0.203*** (0.0743)
Dealer's gender	0.0321 (0.0496)	0.0032 (0.0564)	0.0324 (0.0992)	0.0317 (0.1101)	0.06 (0.0625)	0.004 (0.0706)	0.0064 (0.075)	−0.0222 (0.0859)	0.0114 (0.0668)	−0.0273 (0.0735)	0.0505 (0.0577)	0.03 (0.0661)
Farmer's age	−0.0008 (0.0015)	−0.0008 (0.0015)	0.0026 (0.0024)	0.0026 (0.0025)	−0.0012 (0.002)	−0.0012 (0.002)	−0.0005 (0.0023)	−0.0005 (0.0024)	−0.0021 (0.0021)	−0.0022 (0.0021)	−0.0029 (0.0019)	−0.0029 (0.0019)
Interaction	0.2004*** (0.0563)	0.1987*** (0.0559)	0.1117 (0.0832)	0.1116 (0.0832)	0.2225*** (0.0747)	0.2192*** (0.0736)	0.138* (0.0764)	0.1362* (0.0763)	0.3374*** (0.0802)	0.3351*** (0.0794)	0.1926*** (0.0653)	0.1914*** (0.0653)
Farmer's education	0.0557 (0.0927)	0.0512 (0.0931)	0.1653 (0.1357)	0.1652 (0.1363)	0.0492 (0.1189)	0.0405 (0.1192)	0.0433 (0.1284)	0.0389 (0.1287)	−0.0081 (0.1064)	−0.0141 (0.1065)	0.0285 (0.1154)	0.0254 (0.1157)
Tarmac	−0.0027 (0.0023)	−0.0028 (0.0023)	−0.0036 (0.0049)	−0.0036 (0.0049)	−0.0043 (0.003)	−0.0043 (0.003)	−0.0004 (0.0032)	−0.0005 (0.0032)	−0.0074*** (0.0037)	−0.0074*** (0.0037)	0.0019 (0.0026)	0.0019 (0.0026)
Farmer's marital status	−0.0535 (0.0637)	−0.0458 (0.0641)	−0.0079 (0.1299)	−0.0077 (0.1308)	−0.0926 (0.0874)	−0.0777 (0.0871)	0.1044 (0.1058)	0.112 (0.1066)	−0.131 (0.089)	−0.1208 (0.0892)	−0.1404 (0.0886)	−0.135 (0.0877)
Dealer's age	−0.0005 (0.0019)	−0.0003 (0.0018)	0.0002 (0.0041)	0.0002 (0.0041)	0.0009 (0.0028)	0.0012 (0.0028)	−0.0013 (0.0029)	−0.0011 (0.0029)	−0.0026 (0.002)	−0.0024 (0.002)	0.0005 (0.0026)	0.0006 (0.0026)
Dealer's education	−0.011 (0.2565)	0.0022 (0.2572)	−0.3203 (0.4105)	−0.32 (0.4124)	0.2351 (0.3515)	0.2606 (0.3483)	0.1779 (0.4536)	0.1909 (0.4583)	−0.0147 (0.1299)	0.0029 (0.1303)	−0.133 (0.2204)	−0.1236 (0.2257)
Gender(F):Gender(D)		0.1474 (0.0996)		0.0037 (0.1774)		0.2857** (0.1305)		0.1459 (0.1544)		0.197 (0.1523)		0.1046 (0.1369)
R <sup>2</sup>	0.0164	0.0178	0.0103	0.0103	0.0169	0.0195	0.0038	0.0044	0.0246	0.0258	0.0139	0.0143
Adj. R <sup>2</sup>	0.011	0.0118	0.0048	0.0042	0.0115	0.0135	−0.0016	−0.0017	0.0193	0.0199	0.0085	0.0083
Number of obs.	1653	1653	1653	1653	1653	1653	1653	1653	1653	1653	1653	1653

\*\*\* $p < 0.01$ ; \*\* $p < 0.05$ ; \* $p < 0.1$ .

Note: Standard errors are clustered at the dealer level. The dependent variable is the rating given by the farmers and the main independent variables are farmer's and dealer's gender. The dimensions based on which the ratings are given are overall average (models 1, 2), location (models 3, 4), quality (models 5, 6), price (models 7, 8), stock (models 9, 10) and reputation (models 11, 12). Models 2, 4, 6, 8, 10 and 12 include an interaction between the farmer's and dealer's gender while the other models do not. F refers to the farmers and D refers to the dealers.

Table 3: Regression results for the impact of farmer's (rater's) and dealer's gender on the ratings given by the farmers to the dealers.

	<i>Dependent variable: Ratings from Farmers (Raters)</i>					
	Overall	Location	Quality	Price	Stock	Reputation
	(1)	(2)	(3)	(4)	(5)	(6)
Intercept	3.7047*** (0.1626)	3.2853*** (0.3348)	3.7886*** (0.2635)	2.9592*** (0.3001)	4.0316*** (0.2237)	4.4588*** (0.2374)
Gender(F)	0.0881 (0.0916)	0.2218* (0.1365)	-0.0248 (0.1155)	0.2126* (0.1292)	0.0688 (0.1347)	-0.0378 (0.1228)
Age of farmer	-0.0025 (0.0018)	0.0024 (0.0032)	-0.0019 (0.0027)	-0.0034 (0.0031)	-0.0035 (0.0028)	-0.006** (0.0023)
Interaction	0.0712 (0.0663)	0.0928 (0.1079)	-0.0264 (0.089)	0.0325 (0.1017)	0.1856** (0.0928)	0.0714 (0.0817)
Education(F)	0.0699 (0.1102)	0.2628 (0.1548)	0.0737 (0.1683)	0.0352 (0.1828)	-0.0714 (0.132)	0.0492 (0.1412)
Tarmac	-0.0065*** (0.0029)	-0.0083** (0.0056)	-0.0078** (0.0038)	-0.005 (0.0039)	-0.0101*** (0.005)	-0.0012 (0.0029)
Farmer marital status	0.143 (0.0975)	0.1493 (0.1874)	0.1532 (0.1387)	0.4572*** (0.1656)	0.0598 (0.1587)	-0.1043 (0.139)
R <sup>2</sup>	0.0143	0.0113	0.0079	0.0119	0.0153	0.0076
Adj. R <sup>2</sup>	0.0083	0.0052	0.0018	0.0059	0.0093	0.0016
Number of obs.	992	992	992	992	992	992

\*\*\* $p < 0.01$ ; \*\* $p < 0.05$ ; \* $p < 0.1$ .

Note: Standard errors are clustered at the dealer level. The dependent variable is the rating given by the farmers and the main independent variable is farmer's gender. The dimensions based on which the ratings are given are overall average (model 1), location (model 2), quality (model 3), price (model 4), stock (model 5) and reputation (model 6). F refers to farmers.

Table 4: Regression results for the impact of farmer's (rater's) gender on the ratings given by the farmers to the agro-input dealers.

#### 1.4 Regression: Data from seed system surveys: Impact of farmer's gender only on ratings from farmers (Table 4)

#### 1.5 Regression: Data from seed system surveys: Impact of dealer's gender on self-ratings (only dealers are present in the data) (Table 5)

#### 1.6 Regression: Data from seed system surveys: Impact of farmer's and dealer's gender on ratings from farmers (Table 6)

<i>Dependent variable: Self-ratings by dealers</i>						
	Overall	Location	Quality	Price	Stock	Reputation
	(1)	(2)	(3)	(4)	(5)	(6)
Intercept	4.1497*** (0.2893)	4.0009*** (0.4526)	3.139*** (0.4296)	4.667*** (0.4436)	4.4849*** (0.5116)	4.4567*** (0.3774)
Dealer's gender	-0.0879 (0.0623)	-0.1009 (0.0975)	-0.0543 (0.0926)	-0.1065 (0.0956)	-0.102 (0.1102)	-0.0758 (0.0813)
Age of dealer	-0.0047* (0.0027)	0.0008 (0.0042)	-0.0023 (0.004)	-0.0085** (0.0042)	-0.0128*** (0.0048)	-0.0005 (0.0035)
Education of dealer	-0.0113 (0.2585)	-0.1112 (0.4045)	1.0224*** (0.3839)	-0.431 (0.3964)	-0.4492 (0.4572)	-0.0876 (0.3372)
R <sup>2</sup>	0.0127	0.0037	0.0244	0.0153	0.0219	0.0027
Adj. R <sup>2</sup>	0.0041	-0.005	0.0158	0.0067	0.0133	-0.006
Number of obs.	347	347	347	347	347	347

\*\*\* $p < 0.01$ ; \*\* $p < 0.05$ ; \* $p < 0.1$ .

Note: This table shows the results of a multiple regression analysis. The dependent variable is the self-rating given by the dealers and the main independent variable is dealer's gender. The dimensions based on which the self-ratings are given are overall average (model 1), location (model 2), quality (model 3), price (model 4), stock (model 5) and reputation (model 6).

Table 5: Regression results looking at the impact of dealer's gender on their self-ratings.

	<i>Dependent variable: Ratings from Farmers (Raters)</i>											
	Overall		Location		Quality		Price		Stock		Reputation	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
Intercept	3.3948*** (0.4338)	3.3996*** (0.4394)	2.9745*** (0.5948)	2.9768*** (0.5966)	3.0736*** (0.5523)	3.0794*** (0.5618)	2.7021*** (0.7536)	2.7068*** (0.7611)	3.8122*** (0.3363)	3.8197*** (0.3347)	4.4115*** (0.3199)	4.4152*** (0.3206)
Farmer's gender	0.0816 (0.094)	-0.0282 (0.1156)	0.2164 (0.1383)	0.164 (0.1784)	-0.0321 (0.1197)	-0.1647 (0.1496)	0.21 (0.1318)	0.1022 (0.1617)	0.0645 (0.1364)	-0.1067 (0.1579)	-0.0506 (0.125)	-0.1356 (0.1507)
Dealer's gender	0.0226 (0.0579)	-0.016 (0.0634)	0.1544* (0.1095)	0.136 (0.1197)	0.0617 (0.083)	0.0151 (0.0849)	-0.036 (0.0901)	-0.0739 (0.102)	-0.0303 (0.0892)	-0.0904 (0.0922)	-0.0368 (0.0669)	-0.0667 (0.072)
Farmer's age	-0.0025 (0.0018)	-0.0025 (0.0019)	0.0024 (0.0032)	0.0024 (0.0032)	-0.002 (0.0027)	-0.002 (0.0027)	-0.0034 (0.0032)	-0.0034 (0.0032)	-0.0035 (0.0028)	-0.0036 (0.0028)	-0.006** (0.0023)	-0.0061** (0.0023)
Interaction	0.0692 (0.0657)	0.0684 (0.0647)	0.0915 (0.1078)	0.0911 (0.1075)	-0.0301 (0.0888)	-0.0312 (0.0878)	0.031 (0.1011)	0.0301 (0.1005)	0.1841** (0.0925)	0.1828** (0.0914)	0.0697 (0.0799)	0.0691 (0.0794)
Farmer's education	0.0826 (0.1099)	0.0759 (0.1105)	0.2551 (0.1606)	0.2519 (0.1609)	0.0921 (0.1625)	0.084 (0.162)	0.0501 (0.1871)	0.0435 (0.1871)	-0.0561 (0.1342)	-0.0665 (0.1358)	0.0717 (0.1353)	0.0665 (0.1369)
Tarmac	-0.0066*** (0.0028)	-0.0066*** (0.0028)	-0.0079* (0.0054)	-0.0079* (0.0053)	-0.008** (0.0037)	-0.0081** (0.0037)	-0.0053 (0.004)	-0.0054 (0.0039)	-0.0103*** (0.005)	-0.0105*** (0.005)	-0.0012 (0.0029)	-0.0013 (0.0029)
Farmer's marital status	0.1385 (0.0984)	0.1506 (0.0985)	0.1521 (0.1917)	0.1578 (0.1902)	0.1478 (0.1383)	0.1623 (0.1381)	0.4523*** (0.1687)	0.4641*** (0.1695)	0.0544 (0.1584)	0.0732 (0.1615)	-0.1139 (0.1392)	-0.1046 (0.1393)
Dealer's age	0.004* (0.0024)	0.0042** (0.0023)	0.0018 (0.0061)	0.0019 (0.0061)	0.0062* (0.0034)	0.0065** (0.0034)	0.003 (0.0038)	0.0032 (0.0038)	0.0034 (0.0036)	0.0037 (0.0036)	0.0055** (0.0033)	0.0057** (0.0033)
Dealer's education	0.1682 (0.3463)	0.168 (0.3536)	0.2023 (0.3629)	0.2022 (0.3662)	0.4891* (0.4476)	0.4888* (0.4567)	0.1686 (0.6231)	0.1684 (0.6306)	0.1157 (0.1523)	0.1153 (0.1614)	-0.1347 (0.186)	-0.1349 (0.1911)
Gender(F):Gender(D)		0.2904** (0.1614)		0.1384 (0.2174)		0.3507* (0.212)		0.2851 (0.2434)		0.4529** (0.2477)		0.2248 (0.208)
R <sup>2</sup>	0.0183	0.0228	0.0152	0.0156	0.0146	0.0175	0.0131	0.0147	0.0167	0.0214	0.0131	0.0146
Adj. R <sup>2</sup>	0.0093	0.0128	0.0062	0.0055	0.0056	0.0075	0.0041	0.0046	0.0077	0.0114	0.004	0.0046
Number of obs.	992	992	992	992	992	992	992	992	992	992	992	992

\*\*\*  $p < 0.01$ ; \*\*  $p < 0.05$ ; \*  $p < 0.1$ .

Note: Standard errors are clustered at the dealer level. The dependent variable is the rating given by the farmers and the main independent variables are farmer's and dealer's gender. The dimensions based on which the ratings are given are overall average (models 1, 2), location (models 3, 4), quality (models 5, 6), price (models 7, 8), stock (models 9, 10) and reputation (models 11, 12). Models 2, 4, 6, 8, 10 and 12 include an interaction between the farmer's and dealer's gender while the other models do not. F refers to the farmers and D refers to the dealers.

Table 6: Regression results for the impact of farmer's (rater's) and dealer's gender on the ratings given by the farmers to the dealers.