

Equation no. Dep.var.:	(1.1.a) Exporter (1/0)	(1.2.a) Export %	(1.3.a) Exported Value	(1.4.a) Sales/ Employment
Method	OLS	OLS	OLS	OLS
Exporter (1/0)	-	-	-	0.1904*** (0.0457)
Log Age (years)	0.0286*** (0.0084)	0.0613 (0.4458)	0.1980*** (0.0520)	0.0392 (0.0278)
Foreign owned (1/0)	0.1980*** (0.0179)	14.7259*** (0.9545)	1.2647*** (0.1119)	0.4686*** (0.0602)
State owned (1/0)	-0.0491* (0.0246)	-3.9915** (1.3084)	-0.5499*** (0.1531)	-0.0715 (0.0813)
Quality certificate (1/0)	0.1370*** (0.0152)	2.5126** (0.8078)	0.8827*** (0.0925)	0.3257*** (0.0500)
Medium size (20-99 employees)	0.1336*** (0.0139)	5.6990*** (0.7382)	0.8303*** (0.0855)	-0.0823 (0.0462)
Large size (>=100 employees)	0.2062*** (0.0172)	10.1909*** (0.9182)	2.0856*** (0.1068)	-0.1524** (0.0579)
Construction	-0.1539*** (0.0267)	-3.7964** (1.4236)	-0.7931*** (0.1646)	0.5740*** (0.0882)
Manufacturing	0.1866*** (0.0232)	12.2257*** (1.2375)	1.0909*** (0.1437)	0.3196*** (0.0770)
Tourism	-0.1914*** (0.0328)	-4.1025* (1.7502)	-0.5675** (0.2077)	-0.0657 (0.1109)
Trade	-0.0646** (0.0231)	-1.4917 (1.2310)	-0.2338 (0.1437)	0.7727*** (0.0769)
Transport	0.1384*** (0.0294)	13.0671*** (1.5665)	0.9428*** (0.1818)	0.5143*** (0.0969)
Lithuania	0.0194 (0.0182)	1.8551 (0.9678)	0.3607*** (0.1067)	1.0475*** (0.0575)
Poland	-0.0815*** (0.0153)	-4.4639*** (0.8134)	-0.1409 (0.0936)	1.4927*** (0.0508)
Slovakia	0.0377* (0.0188)	1.1359 (1.0023)	0.1684 (0.1165)	0.1812** (0.0627)
2004	-0.0455** (0.0156)	-0.7694 (0.8294)	-0.0941 (0.0995)	0.4988*** (0.0527)
2007	-0.0811*** (0.0177)	-0.1083 (0.9431)	0.3177** (0.1115)	2.3687*** (0.0597)
2011	-0.0822*** (0.0180)	-0.3299 (0.9602)	0.3575** (0.1138)	2.8012*** (0.0608)
Constant	0.1371*** (0.0300)	2.2926 (1.5980)	-0.4374* (0.1905)	-0.5105*** (0.1021)
Sample	All	All	All	All
Number of obs.	5,075	5,075	3,971	3,904
R ²	0.24	0.22	0.33	0.59

Standard errors in parentheses

* $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$