

Not for publication Appendix for “Understanding Movements in Aggregate
and Product-Level Real Exchange Rates” by Ariel Burstein and Nir
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Deriving expression (3.3) in Section 3

Expression (3.3) is derived as follow:

$$\begin{aligned}
& \text{Var}(\Delta Q_{nijrr't}) \\
&= \text{Var}(\Delta P_{nirt} - \Delta P_{njr't}) \\
&= \text{Var}(\Delta P_{nirt}) + \text{Var}(\Delta P_{njr't}) - 2\text{Cov}(\Delta P_{nirt}, \Delta P_{njr't}) \\
&= \text{Var}(\Delta P_{nirt}) + \text{Var}(\Delta P_{njr't}) - 2[\text{Var}(\Delta P_{nirt})]^{0.5}[\text{Var}(\Delta P_{njr't})]^{0.5} \text{Correl}(\Delta P_{nirt}, \Delta P_{njr't}) \\
&= [\text{Var}(\Delta P_{nirt}) + \text{Var}(\Delta P_{njr't})] \left[1 - 2 \frac{[\text{Var}(\Delta P_{nirt})]^{0.5} [\text{Var}(\Delta P_{njr't})]^{0.5}}{\text{Var}(\Delta P_{nirt}) + \text{Var}(\Delta P_{njr't})} \text{Correl}(\Delta P_{nirt}, \Delta P_{njr't}) \right]
\end{aligned}$$

Additional details of proof to Lemma 1

Here we provide analytic expressions in terms of the model’s parameters for the sets of matched exported products and measures of latent competitors, defined in Appendix 1 of the paper.

Characterizing sets of matched products Recall that the set of matched products that are supplied in countries 1 and 2 by the same producer located in country 1 is given by:

$$N_{x1} = \left\{ n \in N \text{ s.t. } D \min \{ \bar{z}_{kn} \}_{k=1}^{K_1} \leq \min \left\{ \{ \bar{z}'_{kn} \}_{k=1}^{K_1} \cup \{ \bar{z}_{kn} \}_{k=K_1+1}^{K_1+K_2} \cup \{ D^* \bar{z}_{kn} \}_{k=K_1+K_2+1}^K \right\} \right\}.$$

The mass of N_{x1} is also equal to the mass of exporters from country 1 to country 2, m_1 . Using $\bar{z} = (\min \{ \bar{u}, \bar{u}' \})^\theta$, and the fact that \bar{u}'_{kn} is never used to export but only for MP, we have

$$m_1 = \text{Prob} \left(D^{1/\theta} \min \{ \bar{u}_{kn} \}_{k=1}^{K_1} \leq \min \left\{ \{ \bar{u}'_{kn} \}_{k=1}^{K_1} \cup \{ \bar{u}_{kn}, \bar{u}'_{kn} \}_{k=K_1+1}^{K_1+K_2} \cup D^{*1/\theta} \times \{ \bar{u}_{kn}, \bar{u}'_{kn} \}_{k=K_1+K_2+1}^K \right\} \right).$$

Using the assumption that \bar{u}_{kn} and \bar{u}'_{kn} are exponentially distributed,²⁷ and that producers that are indifferent between exporting or engaging in MP choose to export, m_1 is:

$$m_1 = \begin{cases} \frac{K_1 D^{-1/\theta}}{K_1 (D^{-1/\theta} + \lambda) + K_2 (1 + \lambda) + K_3 D^{*-1/\theta} (1 + \lambda)} & \text{if } D > 1 \\ \frac{K_1 (1 + \lambda)}{K_1 (1 + \lambda) + K_2 (1 + \lambda) + K_3 D^{*-1/\theta} (1 + \lambda)} & \text{if } D = 1 \end{cases}.$$

²⁷Specifically, we use the following properties of exponential distributions. Suppose $u \sim \exp(\mu)$ and $u' \sim \exp(\lambda)$ are independent, and $d > 0$, then (i) $du \sim \exp(\mu/d)$, (ii) $\min \{ u, u' \} \sim \exp(\mu + \lambda)$, and (iii) $\text{Prob}(u \leq u') = \mu / (\mu + \lambda)$.

Analogously, the mass of the set N_{x_2} is equal to m_2 and is given by:

$$m_2 = \begin{cases} \frac{K_2 D^{-1/\theta}}{K_1(1+\lambda) + K_2(D^{-1/\theta} + \lambda) + K_3(1+\lambda)D^{*-1/\theta}} & \text{if } D > 1 \\ \frac{K_2(1+\lambda)}{K_1(1+\lambda) + K_2(1+\lambda) + K_3(1+\lambda)D^{*-1/\theta}} & \text{if } D = 1. \end{cases}$$

The set of matched products that are supplied by country 3 producers in both countries 1 and 2, N_{x_3} , is given by:

$$N_{x_3} = \left\{ n \in N \text{ s.t. } D^* \min \{ \bar{z}_{kn} \}_{k=K_1+K_2+1}^K \leq \min \left\{ \{ \bar{z}_{kn} \}_{k=1}^{K_1} \cup \{ \bar{z}_{kn} \}_{k=K_1+1}^{K_1+K_2} \right\} \right\}.$$

Using a similar logic as above, we have:

$$m_3 = \frac{K_3(1+\lambda)D^{*-1/\theta}}{K_1(1+\lambda) + K_2(1+\lambda) + K_3(1+\lambda)D^{*-1/\theta}}.$$

Note that products that are exported from country 3 to country 1 are not necessarily exported to country 2 (and viceversa). Even though country 3 producers have the same cost of supplying both countries, country 1 and country 2 producers have different supply costs if $D > 1$. To see this, note that the measures of exporters from country 3 to country 1 and country 2, are given by:

$$m_{31} = \frac{K_3(1+\lambda)D^{*-1/\theta}}{K_1(1+\lambda) + K_2(D^{-1/\theta} + \lambda) + K_3(1+\lambda)D^{*-1/\theta}}, \text{ and}$$

$$m_{32} = \frac{K_3 D^{*-1/\theta}}{K_1(D^{-1/\theta} + \lambda) + K_2(1+\lambda) + K_3(1+\lambda)D^{*-1/\theta}}$$

are both higher or equal than m_3 .

Characterizing measures of latent competitors Recall that the mass of country 1 exporters facing a latent competitor from country 1 when selling in country 2, s_{12}^1 , is:

$$s_{12}^1 = Pr \left(D \min \{ \bar{z}_{kn} \}_{k=1}^{K_1} \leq \min \left\{ \{ \bar{z}'_{kn} \}_{k=1}^{K_1} \cup \{ \bar{z}_{kn} \}_{k=K_1+1}^{K_1+K_2} \cup D^* \{ \bar{z}_{kn} \}_{k=K_1+K_2+1}^K \right\} \right).$$

We now derive a closed form solution for this expression. To do so, we first introduce the following notation:

$$\begin{aligned} d &= D^{1/\theta} ; d^* = (D^*)^{1/\theta} ; k_3 = (1+\lambda)K_3/d^* \\ \bar{u} &\sim \exp(1) ; \bar{u}' \sim \exp(\lambda) \\ \bar{v}_1 &= \min \{ \bar{u}_k \}_{k=1}^{K_1} ; \bar{v}_2 = \min \{ \bar{u}_k \}_{k=K_1+1}^{K_1+K_2} ; \bar{v}_3 = \frac{1}{d^*} \min \{ \bar{u}_k, \bar{u}'_k \}_{k=K_1+K_2+1}^K \\ \bar{v}'_1 &= \min \{ \bar{u}'_k \}_{k=1}^{K_1} ; \bar{v}'_2 = \min \{ \bar{u}'_k \}_{k=K_1+1}^{K_1+K_2} \\ \bar{v}_1^{2nd} &= \min \{ \bar{u}_k \}_{k=1}^{K_1} ; \bar{v}_2^{2nd} = \min \{ \bar{u}_k \}_{k=K_1+1}^{K_1+K_2} \end{aligned}$$

Define a random variable $\tilde{w} \sim \exp(K_2 + k_3 + \lambda(K_1 + K_2))$. Then,

$$\begin{aligned}
s_{12}^1 &= \Pr(d\bar{v}_1 \text{ and } d\bar{v}_1^{2nd} < \min\{\bar{v}'_1, \bar{v}_2, \bar{v}'_2, \bar{v}_3\}) = \Pr\{\bar{v}_1 < \tilde{w}/d, \bar{v}_1^{2nd} < \tilde{w}/d\} \\
&= (K_2 + k_3 + \lambda(K_1 + K_2)) \times \\
&\quad \int_0^\infty \Pr\{\bar{v}_1 < \tilde{w}/d, \bar{v}_1^{2nd} < \tilde{w}/d\} \exp(-\tilde{w}(K_2 + k_3 + \lambda(K_1 + K_2))) d\tilde{w} \\
&= 1 - \frac{(K_2 + k_3 + \lambda(K_1 + K_2))}{K_1/d + K_2 + k_3 + \lambda(K_1 + K_2)} \\
&\quad - \frac{K_1(K_2 + k_3 + \lambda(K_1 + K_2))}{(K_1 - 1)/d + K_2 + k_3 + \lambda(K_1 + K_2)} + \frac{K_1(K_2 + k_3 + \lambda(K_1 + K_2))}{K_1/d + K_2 + k_3 + \lambda(K_1 + K_2)}.
\end{aligned}$$

The mass of country 1 exporters facing a latent competitor from country 2 when selling in country 1, s_{11}^2 , is:

$$s_{11}^2 = \Pr \left(\begin{array}{l} D \min\{\bar{z}_{kn}\}_{k=1}^{K_1} \leq \min\left\{\{\bar{z}'_{kn}\}_{k=1}^{K_1} \cup \{\bar{z}_{kn}\}_{k=K_1+1}^{K_1+K_2} \cup \{D^* \bar{z}_{kn}\}_{k=K_1+K_2+1}^K\right\} \\ \& D \min\{\bar{z}_{kn}\}_{k=K_1+1}^{K_1+K_2} \leq \min\left\{\min_2\{\bar{z}_{kn}\}_{k=1}^{K_1} \cup \{\bar{z}'_{kn}\}_{k=K_1+1}^{K_1+K_2} \cup \{D^* \bar{z}_{kn}\}_{k=K_1+K_2+1}^K\right\} \end{array} \right).$$

To provide an analytic expression for s_{11}^2 , define $\tilde{w} \sim \exp(k_3 + \lambda(K_1 + K_2))$. Then,

$$\begin{aligned}
s_{11}^2 &= \Pr\{\bar{v}_1 < \bar{v}_2/d, \bar{v}_2 < \tilde{w}/d, \bar{v}_1^{2nd} > d\bar{v}_2\} \\
&= K_1 K_2 (k_3 + \lambda(K_1 + K_2)) \times \\
&\quad \int_0^\infty \int_0^{\tilde{w}/d} (1 - \exp(-\bar{v}_2/d)) \exp(-\bar{v}_2 d(K_1 - 1) - \bar{v}_2 K_2) d\bar{v}_2 \exp(-\tilde{w}(k_3 + \lambda(K_1 + K_2))) d\tilde{w} \\
&= K_1 K_2 (k_3 + \lambda(K_1 + K_2)) \times \\
&\quad \left[\frac{\frac{1}{((K_1 - 1)d + K_2)(k_3 + \lambda(K_1 + K_2))} - \frac{1}{((K_1 - 1)d + K_2)((K_1 - 1) + K_2/d + k_3 + \lambda(K_1 + K_2))}}{\frac{1}{(1/d + (K_1 - 1)d + K_2)(k_3 + \lambda(K_1 + K_2))} + \frac{1}{(1/d + (K_1 - 1)d + K_2)(1/d^2 + K_1 - 1 + K_2/d + k_3 + \lambda(K_1 + K_2))}} \right]
\end{aligned}$$

The mass of country 1 exporters facing the same latent competitor from country 3 when selling in countries 1 and 2 is:

$$s_1^3 = \Pr \left(\begin{array}{l} D \min\{\bar{z}_{kn}\}_{k=1}^{K_1} \leq \min\left\{\{\bar{z}'_{kn}\}_{k=1}^{K_1} \cup \{\bar{z}_{kn}\}_{k=K_1+1}^{K_1+K_2} \cup \{D^* \bar{z}_{kn}\}_{k=K_1+K_2+1}^K\right\} \\ \& \min\{D^* \bar{z}_{kn}\}_{k=K_1+K_2+1}^K \leq \min\left\{\min_2\{\bar{z}_{kn}\}_{k=1}^{K_1} \cup \{\bar{z}_{kn}\}_{k=K_1+1}^{K_1+K_2}\right\} \end{array} \right)$$

Define the random variable $\tilde{w} \sim \exp(K_2 + \lambda(K_1 + K_2))$. Then,

$$\begin{aligned}
s_1^3 &= \Pr\{\bar{v}_3 < \tilde{w}, \bar{v}_1 < \bar{v}_3/d, \bar{v}_1^{2nd} > \bar{v}_3\} \\
&= K_1 (K_2 + \lambda(K_1 + K_2)) k_3 \times \\
&\quad \int_0^\infty \int_0^{\tilde{w}} (1 - \exp(-\bar{v}_3/d)) \exp(-\bar{v}_3(K_1 - 1)) \exp(-\bar{v}_3 k_3) \exp(-\tilde{w}(K_2 + \lambda(K_1 + K_2))) d\bar{v}_3 d\tilde{w} \\
&= K_1 (K_2 + \lambda(K_1 + K_2)) k_3 \times \\
&\quad \left[\frac{\frac{1}{(K_2 + \lambda(K_1 + K_2))(K_1 - 1 + k_3)} - \frac{1}{(K_1 - 1 + k_3)(K_2 + \lambda(K_1 + K_2) + K_1 - 1 + k_3)}}{\frac{1}{(K_2 + \lambda(K_1 + K_2))(1/d + K_1 - 1 + k_3)} + \frac{1}{(1/d + K_1 - 1 + k_3)(K_2 + \lambda(K_1 + K_2) + 1/d + K_1 - 1 + k_3)}} \right].
\end{aligned}$$

The mass of country 1 exporters facing a latent competitor from country 3 when selling in country 2 is:

$$s_{12}^3 = \Pr \left(\begin{array}{l} D \min \{ \bar{z}_{kn} \}_{k=1}^{K_1} \leq \min \left\{ \{ \bar{z}'_{kn} \}_{k=1}^{K_1} \cup \{ \bar{z}_{kn} \}_{k=K_1+1}^{K_1+K_2} \cup D^* \{ \bar{z}_{kn} \}_{k=K_1+K_2+1}^K \right\} \\ \& \min \{ D^* \bar{z}_{kn} \}_{k=K_1+K_2+1}^K \leq \min \left\{ D \min_2 \{ \bar{z}_{kn} \}_{k=1}^{K_1} \cup \{ \bar{z}'_{kn} \}_{k=1}^{K_1} \cup \{ \bar{z}_{kn} \}_{k=K_1+1}^{K_1+K_2} \right\} \end{array} \right).$$

Define the random variable $\tilde{w} \sim \exp(K_2 + \lambda(K_1 + K_2))$. Then,

$$\begin{aligned} s_{12}^3 &= \Pr \{ \bar{v}_3 < \tilde{w}, \bar{v}_1 < \bar{v}_3/d, \bar{v}_1^{2nd} > \bar{v}_3/d \} \\ &= K_1 (K_2 + \lambda(K_1 + K_2)) k_3 \times \int_0^\infty \\ &\quad \int_0^{\tilde{w}} (1 - \exp(-\bar{v}_3/d)) \exp(-\bar{v}_3/d(K_1 - 1)) \exp(-\bar{v}_3 k_3) d\bar{v}_3 \exp(-\tilde{w}(K_2 + \lambda(K_1 + K_2))) d\tilde{w} \\ &= K_1 (K_2 + \lambda(K_1 + K_2)) k_3 \times \\ &\quad \left[\frac{1}{((K_1-1)/d+k_3)((K_2+\lambda(K_1+K_2)))} - \frac{1}{((K_1-1)/d+k_3)(K_2+\lambda(K_1+K_2)+(K_1-1)/d+k_3)} \right. \\ &\quad \left. - \frac{1}{(K_1/d+k_3)(K_2+\lambda(K_1+K_2))} + \frac{1}{(K_1/d+k_3)(K_2+\lambda(K_1+K_2)+K_1/d+k_3)} \right]. \end{aligned}$$

Finally, the mass of country 1 exporters facing a latent competitor from country 3 when selling in country 1 is:

$$s_{11}^3 = \Pr \left(\begin{array}{l} D \min \{ \bar{z}_{kn} \}_{k=1}^{K_1} \leq \min \left\{ \{ \bar{z}'_{kn} \}_{k=1}^{K_1} \cup \{ \bar{z}_{kn} \}_{k=K_1+1}^{K_1+K_2} \cup \{ D^* \bar{z}_{kn} \}_{k=K_1+K_2+1}^K \right\} \\ \& \min \{ D^* \bar{z}_{kn} \}_{k=K_1+K_2+1}^K \leq \min \left\{ \min_2 \{ \bar{z}_{kn} \}_{k=1}^{K_1} \cup D \{ \bar{z}_{kn} \}_{k=K_1+1}^{K_1+K_2} \cup \{ \bar{z}'_{kn} \}_{k=K_1+1}^{K_1+K_2} \right\} \end{array} \right).$$

Define the random variable $\tilde{w} \sim \exp(\lambda(K_1 + K_2))$. Then,

$$\begin{aligned} s_{11}^3 &= \Pr \{ \bar{v}_1 < \bar{v}_2/d, \bar{v}_1 < \bar{v}_3/d, \bar{v}_1 < \tilde{w}/d, \bar{v}_3 < d\bar{v}_2, \bar{v}_3 < \tilde{w}, \bar{v}_1^{2nd} > \bar{v}_3 \} \\ &= \Pr \{ \bar{v}_3 < \bar{v}_2, \bar{v}_3 < \tilde{w}, \bar{v}_1 < \bar{v}_3/d, \bar{v}_1^{2nd} > \bar{v}_3 \} \\ &\quad + \Pr \{ \bar{v}_2 < \bar{v}_3 < d\bar{v}_2, \bar{v}_3 < \tilde{w}, \bar{v}_1 < \bar{v}_2/d, \bar{v}_1^{2nd} > \bar{v}_3 \} \\ &= s_1^3 + \Pr \{ \bar{v}_2 < \bar{v}_3 < d\bar{v}_2, \bar{v}_3 < \tilde{w}, \bar{v}_1 < \bar{v}_2/d, \bar{v}_1^{2nd} > \bar{v}_3 \} \end{aligned}$$

so using the definition of s_1^3 ,

$$\begin{aligned} s_{11}^3 &= s_1^3 + \Pr \{ \bar{v}_2 < \bar{v}_3 < d\bar{v}_2, \bar{v}_3 < \tilde{w}, \bar{v}_1 < \bar{v}_2/d, \bar{v}_1^{2nd} > \bar{v}_3 \} \\ &= s_1^3 + K_2 k_3 \times \\ &\quad \int_0^\infty \int_{\bar{v}_2}^{d\bar{v}_2} K_1 (1 - \exp(-\bar{v}_2/d)) \exp(-\bar{v}_3(K_1 - 1)) \times \\ &\quad \exp(-\bar{v}_3 \lambda(K_1 + K_2)) \exp(-\bar{v}_3 k_3) \exp(-\bar{v}_2 K_2) d\bar{v}_3 d\bar{v}_2 \\ &= s_1^3 + \frac{K_1 K_2 k_3}{\bar{K}} \left[\frac{1}{K_2 + \bar{K}} - \frac{1}{K_2 + d\bar{K}} - \frac{1}{1/d + K_2 + \bar{K}} + \frac{1}{1/d + K_2 + d\bar{K}} \right]. \end{aligned}$$

where $\bar{K} = K_1 - 1 + \lambda(K_1 + K_2) + k_3$. Note that $s_1^3 \leq s_{11}^3$ and $s_1^3 \leq s_{12}^3$. We obtain symmetric expressions for the shares of latent competitors from each country faced by country 2 exporters.

Additional details of proof to Lemma 2

Here we prove that r_i , the fraction of exporters from country i facing the same latent competitor when selling in countries 1 and 2, is decreasing in D , for $i = 1$ and 2. We focus on r_1 , but given that the expressions for r_2 are symmetric, the same proof applies, and a similar logic applies for r_3 . Recall that $r_1 = (s_{12}^1 + s_{11}^2 + s_1^3)/m_1$. We will show that s_{12}^1/m_1 , s_{11}^2/m_1 , and s_1^3/m_1 are decreasing in d , where $d = D^{1/\theta}$. Consider first the term s_{12}^1/m_1 . Using the expressions above, we have

$$\begin{aligned} \frac{s_{12}^1}{m_1} &= 1 - \frac{d(K_2 + k_3 + \lambda(K_1 + K_2))(K_1(1/d + \lambda) + K_2(1 + \lambda) + k_3)}{(K_1 - 1)/d + K_2 + k_3 + \lambda(K_1 + K_2)} \\ &\quad + \frac{d(K_2 + k_3 + \lambda(K_1 + K_2))(K_1(1/d + \lambda) + K_2(1 + \lambda) + k_3)}{K_1/d + K_2 + k_3 + \lambda(K_1 + K_2)} \\ &= 1 - \frac{d(K_2 + k_3 + \lambda K_1 + \lambda K_2)}{K_1 - 1 + d(K_2 + k_3 + \lambda K_1 + \lambda K_2)}, \end{aligned}$$

which is decreasing in d . Consider now the second term, s_{11}^2/m_1 . Defining $k = (K_1 + K_2)\lambda$, we have from the expressions above that

$$\frac{s_{11}^2}{m_1} = d(K_1/d + K_2 + k_3 + k) \left[\frac{\frac{1}{((K_1-1)d+K_2)(k_3+k)} - \frac{1}{((K_1-1)d+K_2)(K_1-1+K_2/d+k_3+k)}}{-\frac{1}{(1/d+(K_1-1)d+K_2)(k_3+k)} + \frac{1}{(1/d+(K_1-1)d+K_2)(1/d^2+K_1-1+K_2/d+k_3+k)}} \right].$$

After some tedious algebra, one can show that $\frac{s_{11}^2}{m_1}$ is decreasing in d . Consider now the third term, s_1^3/m_1 . Using the expressions above, we have

$$\frac{s_1^3}{m_1} = k_3 \frac{K_1 + d(K_2 + k_3 + \lambda K_1 + \lambda K_2)}{(K_1 + K_2 + k_3 + \lambda K_1 + \lambda K_2 - 1)(1 + d(K_1 - 1) + d(K_2 + k_3 + \lambda K_1 + \lambda K_2))}.$$

If the term g is decreasing in d , where

$$g = \frac{K_1 + dK_2 + dk_3 + d\lambda(K_1 + K_2)}{K_1 + K_2 + k_3 + \lambda(K_1 + K_2) - 1},$$

then s_1^3/m_1 is decreasing in d . Let's define $x = (K_2 + k_3 + \lambda K_1 + \lambda K_2)$, so

$$g = \frac{K_1 + dx}{1 + d(K_1 - 1) + dx}$$

Then,

$$\begin{aligned} \frac{\partial g}{\partial d} &= \frac{x[1 + d(K_1 - 1) + dx] - (K_1 + dx)(K_1 - 1 + x)}{[1 + d(K_1 - 1) + dx]^2} \\ &= \frac{-x(K_1 - 1) - K_1(K_1 - 1)}{[1 + d(K_1 - 1) + dx]^2} < 0. \end{aligned}$$

So, the third term is decreasing in d .