What determines BITs?

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A B S T R A C T

Similar to bilateral or regional preferential trade agreements (PTAs), bilateral investment treaties (BITs) have proliferated over the past 50 years. The purpose of this study is to provide the first systematic empirical analysis of the economic determinants of BITs and of the likelihood of BITs between pairs of countries using a qualitative choice model, in a manner consistent with explaining PTAs. We develop the econometric specification for explaining the two based upon a general equilibrium model of world trade and foreign direct investment with three factors, two products, and trade and investment costs among multiple countries in the presence of national and multinational firms. The empirical model for BITs and PTAs is bivariate in nature and supports a set of hypotheses drawn from the general equilibrium model. Using the preferred empirical model for a sample of 12,880 country-pairs in the year 2000, we predict correctly 88% of all pairs with a BIT and a PTA, 81% with a BIT but no PTA, and 84% with a PTA but no BIT.

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1. Introduction

“The primary problem for researchers wishing to assess the impacts of policies to promote FDI is that policy adoption is endogenously determined.” (Aisbett, 2009, p. 396)

“The literature on BITs is limited, making it difficult to truly understand the determinants for signing.” (Tobin and Rose-Ackerman, 2005, p. 15)

One of the most notable economic events since World War II is the proliferation of preferential trade agreements (PTAs), including predominantly free trade agreements (FTAs) and some customs unions (CLUs). However, the proliferation of bilateral investment treaties (BITs) has been significant as well. For instance, in 2010 the U.S. government had 40 BITs in force while it had only 17 PTAs in force. Fig. 1 presents the numbers of BITs in existence in the world in every year from 1980 to 2007. Moreover, Table 1 indicates the numbers of country-pairs with BITs and with PTAs (including those with both) in the year 2000 for 161 countries. Table 1 shows, for this sample of 12,880 country-pairs, 923 pairs with a BIT but no PTA, 923 pairs with a PTA but no BIT, and 556 pairs with both. Yet in contrast to the vast international trade literatures on the theoretical net benefits and costs of FTAs and CLUs and on the empirically-estimated effects of FTAs and CLUs on trade flows, the literature on BITs is not only considerably smaller but dominated by legal and political science scholars rather than economists (cf., Salacuse, 1990; Sauvant and Sachs, 2009) and this issue will be discussed later in a sensitivity analysis.

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provide FDI inflows to developing and developed capital importing countries, much as PTAs have proliferated as instruments of trade liberalization among and between developed and developing countries.

Since the fundamental purpose of a BIT is to encourage FDI flows between country-pairs by reducing the relative cost of FDI and that of a PTA is to encourage trade between country-pairs by reducing the relative cost of trade, economic determinants of BITs may well share many similarities to those of PTAs. Since there has been no previous formal theoretical or econometric model of the determinants of BITs, our starting point is the new literature on the economic determinants of PTAs. This literature, surveyed in Freund and Ornelas (2009), starts with Baier and Bergstrand (2004), or BB, who developed a qualitative theoretical or econometric model of the likelihood of a pair of countries having a PTA in a given year. Motivated by a general equilibrium model of world trade with two factors, two monopolistically-competitive markets with national exporting firms, and explicit international and intracountry trade costs among multiple countries on multiple continents, the BB model suggests that country-pairs are more likely to have a PTA: (1) the closer they are to each other; (2) the more remote they are from other markets; (3) the larger their joint economic size; (4) the more similar their economic sizes; and (5) the larger the difference in the pairs’ relative factor endowments (up to a point). BB showed that all these economic factors were economically and statistically significant (with expected signs) in explaining cross-sectional variation in country-pairs’ probabilities of having PTAs with a pseudo-$R^2$ of 73%. Using a larger sample of 10,585 pairs in the year 2000, Egger and Larch (2008) predicted correctly about 781 of the 1263 pairs with PTAs (or 62%). Their pseudo-$R^2$ was considerably lower at 27% (as expected) due to their much larger and less selective sample.

However, the economic determinants of BITs are not likely to be explained by the same econometric model, due to several considerations. First, BITs potentially influence FDI flows. Consequently, while economic size and similarity help to predict PTAs, they may not simultaneously predict BITs; as mentioned, most BITs are between developed and developing countries (and the latter tend also to be economically smaller than the former). Other factors – such as bilateral trade and investment costs and relative factor endowments – are likely to have differing effects on explaining BITs relative to PTAs. Since FDI is generated by multinational enterprises (MNEs), a theoretical framework should incorporate MNEs’ behavior; consequently, a simple Helpman–Krugman–Heckscher–Ohlin general equilibrium model of trade as in BB is insufficient. An extension of the BB framework to include MNEs, FDI flows, and foreign affiliate sales (FAS), in the spirit of the “Knowledge–Capital” (KC) models of Markusen (2002) and Markusen and Maskus (2001, 2002), is a natural direction. Fortunately, Bergstrand and Egger (2007), or BE, extended the $2 \times 2 \times 2$ KC model

### Table 1

<table>
<thead>
<tr>
<th>BITs</th>
<th>Sum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes (1)</td>
<td>556</td>
</tr>
<tr>
<td>No (0)</td>
<td>1478</td>
</tr>
<tr>
<td>Sum</td>
<td>2034</td>
</tr>
</tbody>
</table>

Notes: There are 161 countries (12,880 pairs) in the sample.
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