Productivity, markups, market power and business dynamism

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Office for National Statistics

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Concern about firms having more market power



Figure 4: The Change of the Revenue Weighted Distribution of Markups

- De Loecker & Eeckout (2021) business markups increasing globally, based on data on listed companies
- Coinciding with decrease in labour share

Concern about firms having more market power









Markup from De Loecker & Eeckout (2021), 2000 = 100 ••••• DLE 2021 US ••• DLE 2021 Europe



Markup from De Loecker & Eeckout (2021), 2000 = 100 01,01,01,01,01

Markup from De Loecker & Eeckout (2021), 2000 = 100 ----- This study UK





Dataset: Annual Business Survey

- ONS's Structural Business Survey to be representative of the business economy and inform the National Accounts. Annual Business Inquiry (1998-2008) + ABS (2009-2018)
- c.50,000 businesses per year
 - Effectively two surveys: Census of large businesses (employing approximately 10m workers), and stratified survey of smaller businesses



Coverage

- Non-farm, non-finance taxpaying business economy (SIC07)
 - Excludes farms within section A (agriculture, forestry & fishing)
 - Excludes all of section K (finance & insurance)
 - Excludes all of section O (public admin & defence)
 - Excludes government components of P (education) and Q (health), but includes nonprofits (e.g. includes universities)
 - Great Britain (excludes NI)



Production function estimation

- Firm-level PIM for all firms at all points in time.
 - Investment, either observed, or imputed based on average investment/worker from industry/size cell, or firm's history, or combination, depending on how many observations we have for the firm
- We estimate production functions at level of availability of deflators from national accounts (mostly 2-digit, with some 3-digit groups):
 - Gross output production function (Cobb-Douglas)
 - In(GO) = a0 + a1 * In(K) + a2 * In(L) + a3 * In(M)
 - Gross output production function (translog)
 - $\ln(GO) = a0 + a1 + \ln(K) + a2 + \ln(L) + a3 + \ln(M) + a4 + \ln(K)^{2} + a5 + \ln(L)^{2} + a6 + \ln(M)^{2} + a7 + \ln(K) + \ln(L) + a8 + \ln(K) + a9 + \ln(L) + \ln(M) + a9 + \ln(L) + a8 + \ln(K) + a9 + \ln(L) + a8 + \ln(K) + a9 + \ln(L) + a9$
 - Value-added equivalents



Stylised facts about business dynamism

- We have experienced falling business dynamism
- Job destruction and creation are lower in the 2010s than the 2000s

| | 1999-2007 | 2011-2019 | Change |
|-----------------------|-----------|-----------|--------|
| Job Creation | 5.12% | 4.82% | -0.31% |
| Entry | 1.31% | 1.12% | -0.20% |
| Continuers, growing | 3.81% | 3.70% | -0.11% |
| Job Destruction | 4.71% | 4.37% | -0.34% |
| Exit | 1.36% | 0.74% | -0.62% |
| Continuers, shrinking | 3.35% | 3.63% | 0.27% |
| Net Effect | 0.41% | 0.45% | 0.04% |

Table 2: Quarterly job creation and destruction rates by intensive and extensive margins.

Source: Office for National Statistics - Inter-Departmental Business Register (IDBR)



Stylised facts about business dynamism

 Job movement rate was slower in the 2010s than prerecession



Source: Office for National Statistics - Labour Force Survey (LFS)



Results – profits and markups



Profit margins

Approximate profit margin (profits/gross output), weighted by gross output



| Mean | | | | | | | | |
|--------|---------------------------------|--|-------------|---------------|-----------|-----------|--|--|
| Level | evel Average annual growth rate | | | | | | | |
| | | | | | | | | |
| 1998 | 2018 | | 1998-2007 | 2008-2010 | 2011-2019 | 1998-2019 | | |
| 13.6% | 14.4% | | 0.0% | -2.9% | 2.0% | 0.9% | | |
| | | | | | | | | |
| Median | | | | | | | | |
| Level | | | Average ann | ual growth ra | te | | | |
| | | | | | | | | |
| 1998 | 2018 | | 1998-2007 | 2008-2010 | 2011-2019 | 1998-2019 | | |
| 9.2% | 7.8% | | -0.6% | -4.0% | 1.6% | 0.1% | | |
| | | | | | | | | |



Profit margins



Profit margins

F

| | Mean | | | | | |
|------------------------------|-----------|-----------|-------------|---------------------|-----------|-----------|
| | Level | | Average gro | Average growth rate | | |
| | | | | | | |
| | 1997-1999 | 2017-2019 | 1998-2007 | 2008-2010 | 2011-2019 | 1998-2019 |
| All | 13.9% | 14.7% | 0.0% | -2.9% | 2.0% | 0.9% |
| | | | | | | |
| Non-manufacturing production | 33.8% | 27.7% | 0.3% | -6.1% | -0.2% | -1.4% |
| Manufacturing | 13.5% | 13.6% | 0.5% | 2.9% | -0.7% | 0.4% |
| Construction | 16.1% | 21.6% | 3.1% | -7.1% | 3.0% | 2.0% |
| Non-financial services | 12.6% | 13.5% | -0.9% | -3.1% | 3.4% | 1.5% |
| | | | | | | |
| | Median | | | | | |
| | Level | | Average gro | wth rate | | |
| | | | | | | |
| | 1997-1999 | 2017-2019 | 1998-2007 | 2008-2010 | 2011-2019 | 1998-2019 |
| All | 9.1% | 8.0% | -0.6% | -4.0% | 1.6% | 0.1% |
| | | | | | | |
| Non-manufacturing production | 25.9% | 15.9% | 0.7% | -6.7% | -0.1% | -1.7% |
| Manufacturing | 12.0% | 9.7% | -1.0% | 3.4% | -1.0% | -0.2% |
| Construction | 9.4% | 14.8% | 3.6% | -5.3% | 4.3% | 3.3% |
| Non-financial services | 7.9% | 6.9% | -1.7% | -3.8% | 2.8% | 0.8% |



De Loecker & Warczynski (2012)

• For a cost-minimising firm,



Output elasticity Inverse revenue share

- $\mu = \frac{p}{MC} > 1$ if firm has market power
- Firms with market power face downward-sloping demand curve, restrict production to increase price
- Wedge between output elasticity and revenue share therefore useful measure of market power



De Loecker & Warczynski (2012)

• For a cost-minimising firm,



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Intermediate consumption markup

- Elasticity of gross output wrt intermediate consumption calculated using a gross output translog production function in OLS
- Is a firm producing too little turnover because it could afford to buy more inputs (capital and labour fixed)

| IC markup | Mean | | | | | |
|------------------------------|-----------|-----------|-------------|-----------|-----------|-----------|
| | Level | | Average gro | wth rate | | |
| | | | | | | |
| | 1997-1999 | 2017-2019 | 1998-2007 | 2008-2010 | 2011-2019 | 1998-2019 |
| All | 115.7% | 126.3% | 0.8% | 0.2% | 0.1% | 0.5% |
| | | | | | | |
| Non-manufacturing production | 162.3% | 136.5% | -0.2% | 1.8% | -1.3% | -0.7% |
| Manufacturing | 108.4% | 117.1% | 1.1% | -0.7% | 0.0% | 0.6% |
| Construction | 122.9% | 120.0% | 0.2% | -0.4% | -0.3% | -0.1% |
| Non-financial services | 114.7% | 128.1% | 0.8% | 0.3% | 0.4% | 0.5% |
| | | | | | | |
| | Median | | | | | |
| | Level | | Average gro | wth rate | | |
| | | | | | | |
| | 1997-1999 | 2017-2019 | 1998-2007 | 2008-2010 | 2011-2019 | 1998-2019 |
| All | 103.4% | 107.1% | 0.4% | -0.7% | 0.3% | 0.3% |
| | | | | | | |
| Non-manufacturing production | 114.0% | 101.5% | 0.0% | -0.6% | -0.7% | -0.4% |
| Manufacturing | 98.8% | 113.1% | 1.8% | -1.1% | 0.1% | 0.7% |
| Construction | 114.1% | 109.1% | -0.3% | -0.3% | -0.1% | -0.2% |
| Non-financial services | 103.8% | 106.9% | 0.2% | -0.7% | 0.4% | 0.3% |





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Industry contributions to average markup growth

Whole sample A agriculture B oil & gas 20% C manufacturing D energy E water, sewerage & waste Oumulative percentage change F construction G wholesale & retail H transport I food & accommodation J information & communication L real estate M professional & technical services N administrative & support services P education Q health & social care -20% R arts, entertainment & recreation S other services 2001 1999 2019 2003 2005 2007 2009 2011 2013 2015 2017

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Comparisons with other studies

- With De Loecker & Eeckout 2021, Aquilante et al 2019 and De Loecker, Van Reenen and Obermeier (2020)
- The comparison is not strict we are using intermediate consumption, rather than cost of goods sold





Labour markups

- "To what extent could firms afford to employ more workers and increase production, if they didn't want to cannibalise their monopolistic pricing power?"
- For this, we use value-added production function (reduces noise)
- (If there were no adjustment costs, labour markup in a gross output production function should be the same as intermediate consumption markup)



| | IC | | Labour | |
|------------------------------|--------|--------|--------|--------|
| | Mean | | Mean | |
| | Level | | Level | |
| | | | | |
| | 1998 | 2019 | 1998 | 2018 |
| All | 115.7% | 126.3% | 168.4% | 186.5% |
| | | | | |
| Non-manufacturing production | 162.3% | 136.5% | 215.6% | 227.6% |
| Manufacturing | 108.4% | 117.1% | 158.9% | 175.6% |
| Construction | 122.9% | 120.0% | 219.7% | 287.6% |
| Non-financial services | 114.7% | 128.1% | 162.6% | 175.0% |
| | | | | |
| | Median | | Median | |
| | Level | | Level | |
| | | | | |
| | 1998 | 2019 | 1998 | 2018 |
| All | 103.4% | 107.1% | 132.4% | 129.4% |
| | | | | |
| Non-manufacturing production | 114.0% | 101.5% | 221.3% | 177.2% |
| Manufacturing | 98.8% | 113.1% | 135.6% | 145.6% |
| Construction | 114.1% | 109.1% | 136.4% | 200.0% |
| Non-financial services | 103.8% | 106.9% | 127.1% | 121.8% |



Industry contributions to the average labour markup growth



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Results - growth

Relationship between markups and dynamism

- What are the correlates of growth in size?
- Are higher markup firms less likely to grow and cause positive reallocation?
- Is it more difficult to grow and cause positive reallocation if it's a high markup industry?
- The evidence is still a bit mixed

Dependent variable: log employment growth over next 3 years

- 1-3 & 5-6, main variables
- 4, 8, including variables asked on the long ABS form, but fewer observations
- Observations weighted by workforce represented

| | | 1999 | -2005 | | | 2011 | -2016 | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) |
| Industry IC markup | -0.08* | | -0.10* | 0.05 | -0.09 | | -0.11* | -0.14* |
| Ln(IC markup) | -0.01 | | 0.05 | 0.24^{***} | 0.03 | | 0.08^{*} | 0.12 |
| Ln(OPW) | 0.18^{***} | 0.28^{***} | 0.27^{***} | 0.23^{***} | 0.11^{***} | 0.16^{***} | 0.15^{***} | 0.13^{***} |
| Ln(IC markup)*Ln(OPW) | 0.01 | | -0.01 | -0.06** | -0.00 | | -0.02^{*} | -0.02 |
| Industry Labour Markup | | 0.02 | 0.02 | 0.08 | | -0.00 | 0.00 | 0.00 |
| Ln(Labour Markup) | | -0.22^{***} | -0.23^{***} | -0.22^{***} | | -0.12^{***} | -0.14^{***} | -0.12^{***} |
| Ln(Labour Markup)*Ln(OPW) | | 0.02^{***} | 0.02^{***} | 0.03^{***} | | 0.01^{***} | 0.02^{***} | 0.01^{**} |
| Ln(Capital stock) | -0.02*** | -0.03*** | -0.03*** | -0.02*** | -0.00** | -0.01*** | -0.01*** | -0.01** |
| EU-owned | -0.06** | -0.07*** | -0.07*** | -0.03 | -0.03* | -0.05*** | -0.05** | -0.04* |
| Non-EU-owned | -0.04* | -0.05^{*} | -0.06* | -0.02 | -0.07*** | -0.08*** | -0.07*** | -0.06*** |
| Solely or predominantly North East | 0.02 | 0.01 | 0.01 | 0.05 | -0.02 | -0.02 | -0.02 | -0.03 |
| \dots North West | -0.01 | -0.01 | -0.01 | 0.05^{*} | -0.04^{*} | -0.05^{**} | -0.04^{*} | -0.07^{*} |
| Yorkshire & Humber | -0.01 | -0.01 | -0.01 | -0.02 | 0.01 | 0.01 | 0.01 | 0.00 |
| East Midlands | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| West Midlands | -0.01 | -0.00 | -0.00 | -0.01 | -0.02 | -0.02 | -0.02 | -0.03 |
| East England | -0.03*** | -0.03*** | -0.03*** | 0.02 | -0.00 | -0.00 | -0.00 | 0.00 |
| London | -0.11^{***} | -0.13^{***} | -0.12^{***} | -0.10^{***} | -0.04^{***} | -0.05*** | -0.04^{***} | -0.03* |
| \dots South East | -0.04^{***} | -0.05*** | -0.05^{***} | -0.04 | -0.03*** | -0.04^{***} | -0.04^{***} | -0.04^{**} |
| South West | -0.01 | -0.00 | -0.00 | 0.04 | -0.01 | -0.00 | -0.01 | -0.00 |
| Wales | -0.00 | -0.01 | -0.01 | 0.02 | 0.01 | 0.01 | 0.01 | 0.02 |
| \dots Scotland | 0.01 | 0.00 | 0.00 | 0.02 | -0.02^{*} | -0.03** | -0.03^{*} | -0.03 |
| Cross-UK | 0.02 | 0.04^{**} | 0.04^{**} | 0.01 | -0.03* | -0.02 | -0.02 | -0.04^{*} |
| Services trader | | | | 0.00 | | | | -0.02* |
| IT intensity | | | | -0.13 | | | | -0.10 |
| Advertising intensity | | | | 0.09 | | | | 0.04 |
| Year | Yes |
| 2-digit industry | Yes |
| N | 276,423 | $257,\!667$ | 247,767 | $24,\!305$ | $194,\!375$ | $191,\!035$ | 174,528 | 77,047 |
| | 0.093 | 0.130 | 0.123 | 0.122 | 0.043 | 0.055 | 0.054 | 0.050 |
| * $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$ | | | | | | | | |

Dependent variable: log employment growth over next 3 years

- 1-3 & 5-6, main variables
- 4, 8, including variables asked on the long ABS form, but fewer observations
- Observations weighted by workforce represented

| | | 1999 | -2005 | | | 2011 | -2016 | |
|--|---------------|---------------|---------------|---------------|-------------|---------------|---------------|---------------|
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) |
| Industry IC markup | -0.08* | | -0.10* | 0.05 | -0.09 | | -0.11* | -0.14* |
| Ln(IC markup) | -0.01 | | 0.05 | 0.24^{***} | 0.03 | | 0.08^{*} | 0.12 |
| Ln(OPW) | 0.18^{***} | 0.28^{***} | 0.27^{***} | 0.23*** | 0.11*** | 0.16^{***} | 0.15^{***} | 0.13*** |
| Ln(IC markup)*Ln(OPW) | 0.01 | | -0.01 | -0.06** | -0.00 | | -0.02* | -0.02 |
| Industry Labour Markup | | 0.02 | 0.02 | 0.08 | | -0.00 | 0.00 | 0.00 |
| Ln(Labour Markup) | | -0.22^{***} | -0.23^{***} | -0.22^{***} | | -0.12^{***} | -0.14^{***} | -0.12^{***} |
| Ln(Labour Markup)*Ln(OPW) | | 0.02^{***} | 0.02^{***} | 0.03^{***} | | 0.01^{***} | 0.02^{***} | 0.01^{**} |
| Ln(Capital stock) | -0.02*** | -0.03*** | -0.03*** | -0.02*** | -0.00** | -0.01*** | -0.01*** | -0.01^{**} |
| EU-owned | -0.06** | -0.07*** | -0.07*** | -0.03 | -0.03* | -0.05*** | -0.05** | -0.04* |
| Non-EU-owned | -0.04* | -0.05^{*} | -0.06* | -0.02 | -0.07*** | -0.08*** | -0.07*** | -0.06*** |
| Solely or predominantly North East | 0.02 | 0.01 | 0.01 | 0.05 | -0.02 | -0.02 | -0.02 | -0.03 |
| North West | -0.01 | -0.01 | -0.01 | 0.05^{*} | -0.04^{*} | -0.05^{**} | -0.04^{*} | -0.07^{*} |
| Yorkshire & Humber | -0.01 | -0.01 | -0.01 | -0.02 | 0.01 | 0.01 | 0.01 | 0.00 |
| East Midlands | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| West Midlands | -0.01 | -0.00 | -0.00 | -0.01 | -0.02 | -0.02 | -0.02 | -0.03 |
| East England | -0.03*** | -0.03*** | -0.03*** | 0.02 | -0.00 | -0.00 | -0.00 | 0.00 |
| London | -0.11^{***} | -0.13^{***} | -0.12^{***} | -0.10^{***} | -0.04*** | -0.05*** | -0.04^{***} | -0.03* |
| \dots South East | -0.04^{***} | -0.05*** | -0.05^{***} | -0.04 | -0.03*** | -0.04^{***} | -0.04^{***} | -0.04^{**} |
| South West | -0.01 | -0.00 | -0.00 | 0.04 | -0.01 | -0.00 | -0.01 | -0.00 |
| \dots Wales | -0.00 | -0.01 | -0.01 | 0.02 | 0.01 | 0.01 | 0.01 | 0.02 |
| \ldots Scotland | 0.01 | 0.00 | 0.00 | 0.02 | -0.02^{*} | -0.03** | -0.03* | -0.03 |
| Cross-UK | 0.02 | 0.04^{**} | 0.04^{**} | 0.01 | -0.03* | -0.02 | -0.02 | -0.04^{*} |
| Services trader | | | | 0.00 | | | | -0.02* |
| IT intensity | | | | -0.13 | | | | -0.10 |
| Advertising intensity | | | | 0.09 | | | | 0.04 |
| Year | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| 2-digit industry | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| N | 276,423 | $257,\!667$ | 247,767 | $24,\!305$ | $194,\!375$ | $191,\!035$ | 174,528 | 77,047 |
| R^2 | 0.093 | 0.130 | 0.123 | 0.122 | 0.043 | 0.055 | 0.054 | 0.050 |
| * $p < 0.05$, ** $p < 0.01$, *** $p < 0.001$ | | | | | | | | |

Dependent variable: log GVA growth over next 3 years

- Fewer observations where we also survey the firm 3 years later – but these heavily skew to larger firms
- 1-3 & 5-6, main variables
- 4, 8, including variables asked on the long ABS form, but fewer observations
- Observations weighted by workforce represented



| | | 1999- | -2005 | | | 2011- | -2016 | |
|------------------------------------|----------------------------|---------------|-----------------|----------------|-----------------|-----------------|-----------------|---------------|
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) |
| | | | | | | | | |
| Industry IC markup | -0.16 | | -0.21^{**} | -0.29 | -0.06 | | -0.08 | -0.06 |
| Ln(IC markup) | -0.35*** | | -0.07 | 0.17 | -0.60*** | | -0.41^{***} | -0.41^{***} |
| Ln(OPW) | -0.19^{***} | -0.11^{***} | -0.08*** | -0.00 | -0.26^{***} | -0.17^{***} | -0.16^{***} | -0.17^{***} |
| Ln(IC markup)*Ln(OPW) | 0.08^{***} | | 0.01 | -0.06 | 0.13^{***} | | 0.08^{**} | 0.09^{**} |
| Industry Labour Markup | | 0.01 | 0.03 | 0.13 | | -0.02 | -0.01 | -0.01 |
| Ln(Labour Markup) | | -0.29^{***} | -0.31^{***} | -0.41^{***} | | -0.34^{***} | -0.29^{***} | -0.26^{***} |
| Ln(Labour Markup)*Ln(OPW) | | 0.04^{***} | 0.04^{***} | 0.06^{**} | | 0.04^{***} | 0.03^{**} | 0.03^{*} |
| Ln(Capital Stock) | -0.01 | -0.01 | -0.02^{*} | -0.01 | -0.01 | -0.01^{*} | -0.02** | -0.01^{*} |
| EU-owned | -0.01 | -0.02 | -0.02 | -0.06 | -0.02 | -0.04 | -0.03 | -0.04 |
| Non-EU-owned | 0.04 | 0.04 | 0.02 | -0.11* | -0.00 | 0.00 | -0.01 | -0.01 |
| | 0.02 | 0.00 | 0.02 | 0.00 | 0.05 | 0.00 | 0.05 | 0.00 |
| Solely or predominantly North East | -0.03 | -0.02 | -0.02 | -0.02 | 0.05 | 0.06 | 0.05 | 0.06 |
| North West | -0.01 | -0.01 | -0.01 | -0.00 | 0.02 | 0.02 | 0.01 | -0.00 |
| Yorkshire & Humber | -0.02 | -0.01 | -0.01 | 0.03 | 0.02 | 0.03 | 0.03 | 0.04 |
| East Midlands | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| West Midlands | -0.05 | -0.04 | -0.04 | -0.08 | 0.04 | 0.04 | 0.04 | 0.06 |
| $\dots East England$ | -0.00 | 0.00 | -0.00 | 0.05 | 0.04 | 0.04 | 0.04 | 0.04 |
| London | 0.08^{**} | 0.04 | 0.04 | 0.10 | 0.11^{***} | 0.08^{**} | 0.07^{*} | 0.07^{*} |
| \dots South East | 0.01 | 0.01 | 0.00 | 0.04 | 0.03 | 0.01 | 0.01 | 0.01 |
| \dots South West | 0.02 | 0.04 | 0.04 | 0.13 | 0.03 | 0.03 | 0.03 | 0.03 |
| Wales | -0.07^{*} | -0.05 | -0.06 | 0.10 | 0.03 | 0.04 | 0.03 | 0.04 |
| \dots Scotland | -0.00 | -0.00 | -0.01 | 0.08 | -0.06 | -0.07^{*} | -0.08* | -0.07 |
| Cross-UK | -0.00 | -0.01 | -0.00 | 0.02 | -0.05 | -0.06* | -0.05 | -0.05 |
| Services trader | | | | 0.07 | | | | 0.02 |
| IT intensity | | | | -0.28 | | | | -0.29* |
| Advertising intensity | | | | 0.32 | | | | 0.13 |
| Vear | $\mathbf{V}_{\mathbf{PS}}$ | Ves | $V_{\Theta S}$ | Ves | Ves | Ves | Ves | Ves |
| 2-digit industry | Ves | Vec | Ves | Vec | Vec | Vec | Vec | Vee |
| N N | 68 801 | 60.201 | 68 150 | 8 256 | 51.264 | 50.006 | 50 609 | 40.976 |
| $\frac{1}{R^2}$ | 00,091 | 09,391 | 00,109 0.007 | 0,200 0.120 | 01,304 0.176 | 02,220 0.170 | 00,090 0.178 | 40,270 |
| 11 | 0.097 | 0.101 | 0.097 | 0.129 | 0.170 | 0.170 | 0.170 | 0.100 |

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

Dependent variable: log GVA growth over next 3 years

- Fewer observations where we also survey the firm 3 years later – but these heavily skew to larger firms
- 1-3 & 5-6, main variables
- 4, 8, including variables asked on the long ABS form, but fewer observations
- Observations weighted by workforce represented



| | | 1999 | -2005 | | | 2011 | -2016 | |
|---|---------------|---------------|----------|-------------|---------------|---------------|-------------|-------------|
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) |
| | | | | | | | | |
| Industry IC markup | -0.16 | | -0.21** | -0.29 | -0.06 | | -0.08 | -0.06 |
| $\operatorname{Ln}(\operatorname{IC}\operatorname{markup})$ | -0.35^{***} | | -0.07 | 0.17 | -0.60*** | | -0.41*** | -0.41*** |
| Ln(OPW) | -0.19^{***} | -0.11^{***} | -0.08*** | -0.00 | -0.26^{***} | -0.17^{***} | -0.16*** | -0.17*** |
| Ln(IC markup)*Ln(OPW) | 0.08^{***} | | 0.01 | -0.06 | 0.13^{***} | | 0.08^{**} | 0.09^{**} |
| Industry Labour Markup | | 0.01 | 0.03 | 0.13 | | -0.02 | -0.01 | -0.01 |
| Ln(Labour Markup) | | -0.29^{***} | -0.31*** | -0.41*** | | -0.34^{***} | -0.29*** | -0.26*** |
| Ln(Labour Markup)*Ln(OPW) | | 0.04^{***} | 0.04*** | 0.06^{**} | | 0.04^{***} | 0.03** | 0.03^{*} |
| Ln(Capital Stock) | -0.01 | -0.01 | -0.02* | -0.01 | -0.01 | -0.01^{*} | -0.02** | -0.01^{*} |
| | 0.01 | 0.00 | | 0.00 | 0.00 | 0.04 | | 0.04 |
| EU-owned | -0.01 | -0.02 | -0.02 | -0.06 | -0.02 | -0.04 | -0.03 | -0.04 |
| Non-EU-owned | 0.04 | 0.04 | 0.02 | -0.11* | -0.00 | 0.00 | -0.01 | -0.01 |
| Solely or predominantly North East | -0.03 | -0.02 | -0.02 | -0.02 | 0.05 | 0.06 | 0.05 | 0.06 |
| North West | -0.01 | -0.01 | -0.01 | -0.00 | 0.02 | 0.02 | 0.01 | -0.00 |
| Yorkshire & Humber | -0.02 | -0.01 | -0.01 | 0.03 | 0.02 | 0.03 | 0.03 | 0.04 |
| East Midlands | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| West Midlands | -0.05 | -0.04 | -0.04 | -0.08 | 0.04 | 0.04 | 0.04 | 0.06 |
| East England | -0.00 | 0.00 | -0.00 | 0.05 | 0.04 | 0.04 | 0.04 | 0.04 |
| London | 0.08** | 0.04 | 0.04 | 0.10 | 0.11*** | 0.08** | 0.07^{*} | 0.07^{*} |
| South East | 0.01 | 0.01 | 0.00 | 0.04 | 0.03 | 0.01 | 0.01 | 0.01 |
| South West | 0.02 | 0.04 | 0.04 | 0.13 | 0.03 | 0.03 | 0.03 | 0.03 |
| Wales | -0.07* | -0.05 | -0.06 | 0.10 | 0.03 | 0.04 | 0.03 | 0.04 |
| Scotland | -0.00 | -0.00 | -0.01 | 0.08 | -0.06 | -0.07* | -0.08* | -0.07 |
| Cross-UK | -0.00 | -0.01 | -0.00 | 0.02 | -0.05 | -0.06* | -0.05 | -0.05 |
| | 0.00 | 0.01 | 0.00 | 0.02 | 0.00 | 0.00 | 0.00 | 0.00 |
| Services trader | | | | 0.07 | | | | 0.02 |
| IT intensity | | | | -0.28 | | | | -0.29^{*} |
| Advertising intensity | | | | 0.32 | | | | 0.13 |
| 17 | 3.7 | 37 | 3.7 | 37 | 37 | 37 | 37 | 37 |
| Year | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| 2-digit industry | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| N | 68,891 | 69,391 | 68,159 | 8,256 | 51,364 | 52,226 | 50,698 | 40,276 |
| <u></u> | 0.097 | 0.101 | 0.097 | 0.129 | 0.176 | 0.170 | 0.178 | 0.183 |

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

Thank you for listening

Next steps

- Updating datasets in the secure services
- Incorporating more data sources
- Bringing up to the present



Elasticity estimation



Production function estimation

- Wooldridge (2009) one-step estimator
- ACF (2015) GMM procedure
- Collard-Wexler & De Loecker (2016), add IV to first stage to control for imperfectlymeasured capital stocks
- De Ridder et al (2021), add control for market power (4-digit market share)
- Survey is stratified by size (and the strata size varies depending on ONS's policy at the time). From the perspective of estimating regressions, the data fed in has an arbitrary number of small and large firms each year => run with weights in the regression and GMM for amount of turnover or GVA represented by the observation



- We take the OLS elasticity of output
- Concern that the other estimation methods give too high or too negative values for coefficients
- Concern that the other estimation methods give too low returns to scale
- Correcting output for the ACF first stage is often too blunt, too many firms have implausibly high "shocks" compared to reasonable changes in turnover and valueadded

| 1.2 | Lasticity of output wrt labour (soli | nid) and wrt capital (snaded), cobb-do | ouglas production function, weighted by GVA | |
|-----|--|--|--|---|
| 0.8 | 0.8 | | | |
| 0.4 | | | | |
| | 19 Minutation of paper and paper products 17 Manufacture of paper and of products of wood and 17 Manufacture of wood and of products 16 Manufacture of leather and related products 13 Manufacture of wearing apparel 14 Manufacture of textiles 12 Manufacture of textiles 12 Manufacture of beverages 11 Manufacture of beverages 10 Manufacture of food products 10 Manufacture of food products 10 Manufacture of crude petroleum and natural gas 09 Mining support service activities 08 Extraction of crude petroleum and natural gas 03 Fishing and aquaculture 04 Crop and animal production, hunting and related | 35 Electricity, gas, or machinery 33 Repair and installation of machinery 33 Repair annufacturing 32 Other manufacture of furniture 31 Manufacture of other transport equipment n.e.c. 30 Manufacture of motor vehicles, trailers and sem 30 Manufacture of motor vehicles, trailers and sem 29 Manufacture of motor vehicles, trailers and optical 29 Manufacture of electrical equipment 27 Manufacture of computer, electronic and optical 26 Manufacture of fabricated metal products, excep 26 Manufacture of basic metals 25 Manufacture of other non-metallic mineral products 24 Manufacture of other non-metallic products an 22 Manufacture of basic pharmaceutical products 21 Manufacture of chemicals and chemical products 20 Manufacture of chemicals and refined petroleum produ 20 Manufacture of coke and refined petroleum produ | 68 Real esservice activities 63 Information service activities 64 Telecommunications 65 Computer programming and broadcasting activities 66 Programming and broadcasting activities 59 Motion picture, video and television programme 59 Programming activities 58 Publishing activities 58 Publishing activities 58 Publishing and courier activities 59 Postal and courier activities 50 Mater transport 51 Air transport and transport via pipelines 52 Warehousing and transport via pipelines 54 Accommodation 55 Accommodation 56 Food and beverage service activities for transport. 57 Accommodation 58 Publishing and support activities and motor 59 Notal and courier activities and motor 50 Water transport and transport via pipelines 50 Water transport and transport via pipelines 51 Air transport and transport of motor vehicles and motor 50 Water trade, except of motor vehicles and motor 41 Retail trade, except of motor vehicles and motor 42 Civil engineering 43 Specialised construction activities 44 Construction of buildings 45 Wholesale and retail trade and other waste manageme 47 Retail trade, except of motor vehicles and motor 48 Waste collection, treatment and supply 38 Waste collection, treatment and supply 36 Water collection, treatment and air conditioning su 36 Water collection, treatment and air conditioning su | 96 Other personal services and personal services 95 Repair of computers and present and recreation 94 Activities of membership organisations 93 Sports activities and amusement and recreation 94 Activities of membership activities 93 Sports activities and entertainment activities 94 Creative, arts and entertainment activities 97 Residential care activities 88 Social work activities 87 Residential care activities 88 Social work activities 87 Residential care activities 88 Social work activities 87 Residential care activities 88 Social work activities 89 Creative, arts and entertainment accommodation 90 Creative, arts and entertainment accommodation 91 Libraries, archives, office support and other 88 Education 89 Education 80 Security and investigation activities 81 Services to buildings and landscape activities 81 Services to buildings and other reservat 80 Security and investigation activities 71 Rental and leasing activities 73 Advertising and market research 74 Other professional, scientific and technical ac 75 Veterinary activities 76 Activities of head offices; management consulta 77 Activities of head offices; management consulta 70 Activities of head offices; management consulta 71 Architectural and engineering activities 72 Secientific rate activities 73 Advertising activities 74 Other activities 75 Veterinary activities 76 Legal and accounting activities 77 Activities of head offices; management consulta |

Elasticity of output wrt labour (solid) and wrt capital (shaded), cobb-douglas production function, weighted by GVA

Different results for mean IC markup (turnover weighted)



Different results for mean labour markup (value-added weighted)



Different results for mean labour markup, estimated from gross output and weighted by turnover





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