

Table A1 Coding of European Integration

European Integration	EU Office	European Association
0	0	0
1	0	<10
2	0	>= 10
3	1	< 10
4	1	>= 10

Table A2 Summary of the Variables

Variable	Observations	Mean	Standard Deviation	Min	Max
European Integration	304	2.289474	1.10881	1	4
EU office	304	.5888158	.4928598	0	1
European Association	304	4.131579	4.827977	0	34
Commission (Expert Groups)	304	.1447368	.3524154	0	1
EP	304	.2335526	.4237884	0	1
Firm Size	304	66.21942	84.75411	.001	549.763
Old MS	304	.9835526	.127398	0	1
RAI	304	18.99474	7.99503	0	29.3
Corporatism	304	3.146421	.940054	1.579599	4.625
Disproportionality	304	8.231546	6.233513	.73	17.66

Table A3 Ordered Instrumental Variable Analysis for Europeanization

VARIABLES	(1) Model 1	(2) Model 1
Commission IV	1.040*** (0.253)	1.027*** (0.255)
EP	0.989*** (0.169)	1.020*** (0.171)
Size	0.00376*** (0.00136)	0.00372*** (0.00137)
Old MS	0.498 (0.495)	0.319 (0.497)
RAI		0.0163** (0.00832)
_cut1	0.774 (0.498)	0.893* (0.493)
_cut2	0.794 (0.498)	0.913* (0.493)
_cut3	2.698*** (0.532)	2.832*** (0.527)
Constant	-1.195*** (0.0985)	-1.195*** (0.0986)
Observations	304	304

Standard errors in parentheses
 *** p<0.01, ** p<0.05, * p<0.1

Table A4 Linear Instrumental Variable Analysis for European Association

VARIABLES	(1) Model 1	(2) Model 2
Commission IV	22.74*** (5.088)	22.22*** (4.609)
EP	0.717 (1.285)	0.656 (1.257)
Size	-0.00514 (0.0108)	-0.00456 (0.0103)
Old MS	-0.772 (0.965)	-0.747 (0.979)
Corporatism	-0.825 (0.529)	
Disproportionality		0.101 (0.0678)
Constant	4.368** (2.114)	0.970** (0.410)
Observations	304	304

Robust standard errors in parentheses

*** p<0.01, ** p<0.05, * p<0.1

Table A5 Logistic Instrumental Variable Analysis for EU Office.

VARIABLES	Model 1	Model 2
Commission IV	0.187*** (0.0451)	0.182*** (0.0468)
EP	0.0708* (0.0403)	0.0656* (0.0396)
Size	0.00111*** (0.000183)	0.00111*** (0.000182)
Old MS	0.127*** (0.0259)	0.125*** (0.0190)
Disproportionality	-0.00546* (0.00308)	
Corporatism		0.0438** (0.0191)
Constant	-0.0423* (0.0249)	-0.221*** (0.0667)
Observations	304	304

Robust standard errors in parentheses

*** p<0.01, ** p<0.05, * p<0.1

Notes: Results from the instrumental variable analysis do not differ with respect to the explanatory variables but minor differences are present with respect to some control variables. For instance, in the logistic instrumental variable analysis whether a firm is based in an old MS affects whether that firm has a EU office. This may be explained by the fact that the covariance between Commission IV and Old MS is lower: firms based in old MS tend to be awarded tendering contracts as often as those based in new MS. This suggests that the instrumental variable is also functional to control for multicollinearity. In conclusion, after substituting access to the Commission with an exogenous instrumental variable results remain the same.