

# Mind the Break-Up: When Policy Disrupts Firms' Supply Chains

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(25% goods, 10% services; MNEs: 30% / 51%)
  - Existing evidence mostly short-run  $\Rightarrow$  less known **post-TCA**

# This Paper

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- 3 Show a key tension for firms exposed in **both goods and services**

# Main Findings (Preview)

## 1 Trade:

- ↓ in intermediates goods imports from the EU
- No effects on intermediates services imports from the EU

## 2 Firms and workers:

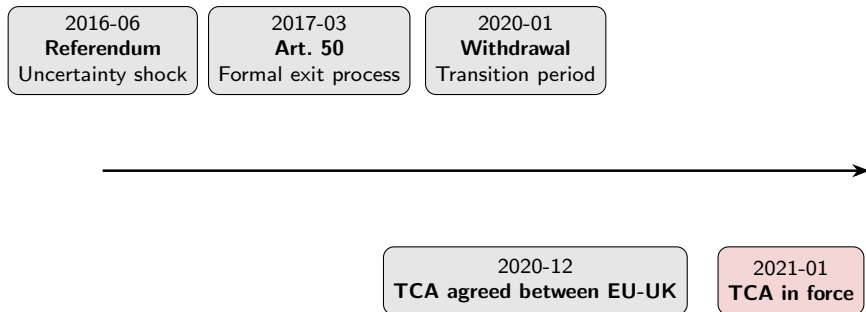
- ↓ firm employment and sales
- ↓ hours worked for professional/technical occupations
- ↓ pay for lower-skilled occupations

## 3 Goods & services firms:

- stickier import relationships
- but larger declines in performance

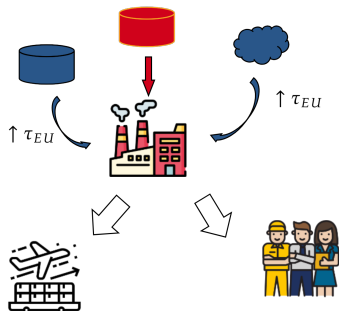
- Supply-chain disruptions: Alfaro and Chor (2023), Antras et al. (2024), 3) Boehm et al. (2019), Bonadio et al. (2021), Bown et al. (2021), Carvalho et al. (2021), Grossman et al. (2023, 2024), Handley and Limao (2022), Lafrogne-Joussier et al. (2022), Martin et al. (2023)
  - ▶ Effects of policy-induced changes (NTBs) and accounting the role of services
- Economic effects of Brexit: Arnold et al. (2025), Breinlich et al. (2020), Breinlich et al. (2022), Breinlich and Magli (2024), Javorcik et al. (2022), Crowley et al. (2020), Crowley et al. (2021), Douch and Edwards (2020), Flach et al. (2025), Freeman et al. (2025), Graziano et al. (2024), Jun et al. (2024)
  - ▶ TCA effects on UK firms' performances and workers

# Brexit Timeline & Policy Implications



- TCA:

- Ended free movement of goods, services, capital, and people
- Zero-tariff, zero-quota trade, but **new non-tariff barriers** (rules of origin, customs checks, regulatory divergence)
- Evidence on lower goods imports [Freeman et al. (2025)]



**Heterogeneity / exposure:** the increase in the cost of  $M_i$  depends on:

- Substitutability between domestic and foreign inputs
- Firm's exposure to the shock (proxied by pre-Brexit EU import shares)

# Exposure Measures (fixed in 2014)

- (1) I/O-weighted input exposure (goods/services separately)

$$\text{Exposure}_{f,2014}^{s,g} = \sum_k \left( \underbrace{\frac{\text{Imported Inputs}_j^k}{\text{Inputs}_j}}_{\lambda_j^k} \times \sum_{h \in k} \underbrace{\frac{\text{Imports}_{f(j)}^{h,EU}}{\text{Imports}_{f(j)}^h}}_{\omega_{f(j)}^{k,EU}} \right)$$

Intuition: sector import intensity  $\times$  firm EU import share.

- (2) EU import exposure scaled by firm size

$$\text{Exposure Share}_{f,2014}^{s,g} = \frac{\sum_k \text{Imports}_{EU,f,2014}^k}{\text{Sales}_{f,2014}}.$$

Intuition: EU intermediate dependence relative to firm activity.

Exposure

$f$ =firm;  $j$ =sector;  $g$ =goods;  $s$ =services;  $h$ =HS4 (goods), EBOPS (services);  $k$ =CPA

- **Trade (2014-2022)**

- **TiG/IDBR (HMRC):** universe of goods trade at firm level
- **ITIS (ONS):** services trade (large-firm panel + small-firm repeated cross-section)

- **Firms and workers (2014-2022)**

- **ABS (ONS):** sales, employment, wage bill, firm location
- **ASHE (ONS):** 1% worker sample linked to employers (wages, hours)

- **Merge and key objects**

- Common enterprise identifier  $\Rightarrow$  link **goods & services trade** to **firm outcomes** and **worker outcomes**
- Construct EU import exposure in **goods** and **services**
- Match quality:  $\sim$ 19m ITIS–TiG observations; 86% of trade value matched to ABS

# Stylised Facts

$$\ln M_{fct} = \beta_0 + \beta_1 \text{Brexit}_t \times EU_c + \beta_2 \text{TCA}_t \times EU_c + \beta_3 \text{TCA}_t \times EU_c \times \text{Service}_{ft} + \gamma_{ft} + \gamma_{fc} + \epsilon_{fct}$$

|                                        | (1)                                  | (2)                    | (3)                    | (4)                    |
|----------------------------------------|--------------------------------------|------------------------|------------------------|------------------------|
| <i>TCA × EU</i>                        | <b>-0.1999***</b><br><b>(0.0573)</b> | -0.1992***<br>(0.0575) | -0.1984***<br>(0.0576) | -0.2074***<br>(0.0585) |
| <i>Brexit × EU</i>                     | <b>0.0110</b><br><b>(0.0314)</b>     | 0.0111<br>(0.0314)     | 0.0111<br>(0.0314)     | 0.0110<br>(0.0314)     |
| <i>TCA × EU × Service<sub>f</sub></i>  |                                      | 0.0719*<br>(0.0293)    |                        |                        |
| <i>TCA × EU × Service<sub>EU</sub></i> |                                      |                        | 0.0593*<br>(0.0284)    |                        |
| <i>TCA × EU × Goods<sub>EU</sub></i>   |                                      |                        |                        | 0.1916<br>(0.1347)     |
| <i>Firm × Year</i>                     | Y                                    | Y                      | Y                      | Y                      |
| <i>Firm × Country</i>                  | Y                                    | Y                      | Y                      | Y                      |
| N                                      | 2,395,851                            | 2,395,851              | 2,395,851              | 2,395,851              |

Source: Own Computation. Standard errors in parenthesis are clustered at the country level.

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► Effects are mitigated if a firm is Importing services

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# Effects of Brexit and TCA on Firms' Performance

$$\ln(y_{ft}) = \beta_0 + \beta_4(Treat_{Pf} \times Brexit_t) + \beta_5(Treat_{Pf} \times TCA_t) + \gamma_f + \gamma_{jt} + \gamma_{rt} + \varepsilon_{ft}$$

$f$  firm;  $t$  year;  $j$  sector;  $r$  region.

- $y_{ft}$ : employment, average wage, sales
- **Treatment:**  $Treat_{Pf} = \mathbf{1}\{Exposure_{f,2014}^P > 0\}$  ;  $P$ =Goods, Services, Both
- **Coefficients of interest:**
  - $\beta_4$ : effect of the referendum on treated firms ( $Brexit_t = \mathbf{1}\{t > 2015\}$ )
  - $\beta_5$ : additional effect of the TCA implementation ( $TCA_t = \mathbf{1}\{t > 2020\}$ )
- **Identifying assumptions:**
  - Control group not exposed (treatment fixed pre-period; robustness: 2015)
  - No differential 2021 shocks (absorbed by  $\gamma_{jt}$  and  $\gamma_{rt}$ )
  - Account for pre-trends by controlling for the referendum period ( $Brexit_t$ )

# Results - Firms' Performance

|                                             | Ln Employment          |                        | Ln Average Wage      |                      | Ln Sales               |                        |
|---------------------------------------------|------------------------|------------------------|----------------------|----------------------|------------------------|------------------------|
|                                             | (1)                    | (2)                    | (3)                  | (4)                  | (5)                    | (6)                    |
| <i>Brexit</i> × <i>sh_tr<sub>G</sub></i>    | -0.0720***<br>(0.0088) | -0.0649***<br>(0.0085) | 0.0071<br>(0.0100)   | 0.0048<br>(0.0100)   | -0.0937***<br>(0.0135) | -0.0873***<br>(0.0134) |
| <i>TCA</i> × <i>sh_tr<sub>G</sub></i>       | -0.0508***<br>(0.0071) | -0.0452***<br>(0.0070) | -0.0276*<br>(0.0127) | -0.0319*<br>(0.0133) | -0.0822***<br>(0.0128) | -0.0759***<br>(0.0129) |
| <i>Brexit</i> × <i>sh_tr<sub>both</sub></i> |                        | -0.0448**<br>(0.0167)  |                      | 0.0139<br>(0.0166)   |                        | -0.0414<br>(0.0258)    |
| <i>TCA</i> × <i>sh_tr<sub>both</sub></i>    |                        | -0.0394*<br>(0.0178)   |                      | 0.0304<br>(0.0226)   |                        | -0.0438+<br>(0.0255)   |
| <i>Firm</i>                                 | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| <i>Region</i> × <i>Year</i>                 | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| <i>Sector</i> × <i>Year</i>                 | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| N                                           | 239,666                | 239,661                | 235,131              | 235,126              | 239,435                | 239,430                |

Source: Own Computation. Standard errors in parenthesis are clustered at the firm level.

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► Negative impact of Brexit Referendum and TCA

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► Firms exposed in **both goods and services** experience larger **real performance losses**

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|---------------------------------------------|------------------------|------------------------|----------------------|----------------------|------------------------|------------------------|
|                                             | (1)                    | (2)                    | (3)                  | (4)                  | (5)                    | (6)                    |
| <i>Brexit</i> × <i>sh_tr<sub>G</sub></i>    | -0.0720***<br>(0.0088) | -0.0649***<br>(0.0085) | 0.0071<br>(0.0100)   | 0.0048<br>(0.0100)   | -0.0937***<br>(0.0135) | -0.0873***<br>(0.0134) |
| <i>TCA</i> × <i>sh_tr<sub>G</sub></i>       | -0.0508***<br>(0.0071) | -0.0452***<br>(0.0070) | -0.0276*<br>(0.0127) | -0.0319*<br>(0.0133) | -0.0822***<br>(0.0128) | -0.0759***<br>(0.0129) |
| <i>Brexit</i> × <i>sh_tr<sub>both</sub></i> |                        | -0.0448**<br>(0.0167)  |                      | 0.0139<br>(0.0166)   |                        | -0.0414<br>(0.0258)    |
| <i>TCA</i> × <i>sh_tr<sub>both</sub></i>    |                        | -0.0394*<br>(0.0178)   |                      | 0.0304<br>(0.0226)   |                        | -0.0438+<br>(0.0255)   |
| <i>Firm</i>                                 | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| <i>Region</i> × <i>Year</i>                 | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| <i>Sector</i> × <i>Year</i>                 | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| N                                           | 239,666                | 239,661                | 235,131              | 235,126              | 239,435                | 239,430                |

Source: Own Computation. Standard errors in parenthesis are clustered at the firm level.

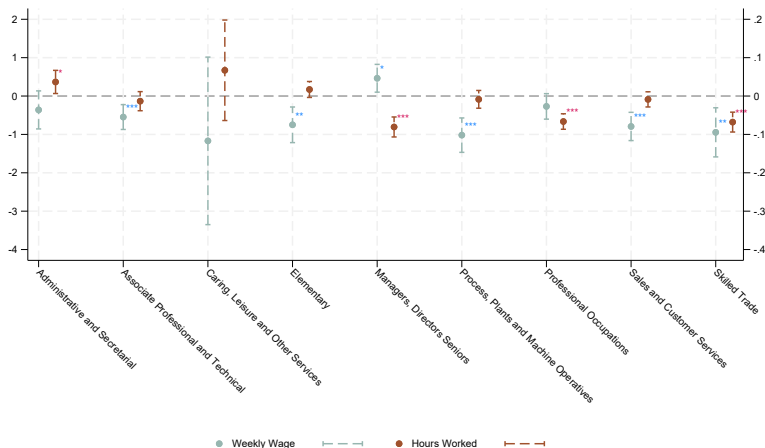
+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

# Effects of TCA on Workers

$$y_{it} = \gamma_0 + \gamma_1(Treat_{Pf} \times Brexit_t) + \gamma_2(Treat_{Pf} \times TCA_t) + \Gamma \Lambda_{it} + \delta_f + \delta_i + \delta_t + \eta_{it}$$

- $y_{it}$ : log weekly gross pay; total weekly hours in itemize
- $i$ =worker;  $f$ =firm;  $j$ =sector;  $P$ =goods ( $G$ ), services ( $S$ ), goods & services ( $GS$ );  $t$ =time
- $Treat_{Pf}$  :  $Exposure_{f,2014}^P > 0$ ,  $Brexit$  :  $t > 2015$ ,  $TCA$  :  $t > 2020$
- $\Lambda_{it}$  includes time-varying worker characteristics:
  - age, occupation (proxy for education)
  - tenure in the same firm and its square
  - dummies for being in the same firm as in 2016 and as in 2020

# Occupation Level - Goods and Services Exposure



Source: Own Computation. Regression coefficients. Errors clustered at the worker level.

Overall

Demographic

Goods

## Takeaway

Policy-driven GVC shocks (TCA) reduce EU input sourcing and generate sizable **real effects** on firms and workers

- **Firms:** Performance declines after the referendum and further after the TCA:
  - ↓ employment and sales
  - strongest losses for firms exposed in **both goods and services**
- **Workers:** Effects are heterogeneous across occupations:
  - ↓ hours for professional/technical occupations
  - ↓ pay for lower-skilled occupations
- **Policy implications:**
  - Services links can preserve trade relationships, but do not necessarily prevent **real adjustment costs**

# Thank you!

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# Exposure Summary Statistics, 2014

|                                          | (1)                 | (2)                | (3)                | (4)<br>No 0s       | (5)<br>No 0s       |
|------------------------------------------|---------------------|--------------------|--------------------|--------------------|--------------------|
| $\lambda_j^k$                            | 0.0024<br>(0.0157)  |                    |                    |                    |                    |
| $\omega_{f(j)}^{k,EU}$ Goods             | 0.03405<br>(0.1377) |                    |                    |                    |                    |
| $\omega_{f(j)}^{k,EU}$ Services          | 0.0085<br>(0.0766)  |                    |                    |                    |                    |
| Firm exposure Goods (I/O)                |                     | 0.0014<br>(0.0112) |                    | 0.0102<br>(0.0286) |                    |
| Firm exposure Services (I/O)             |                     | 0.0002<br>(0.0031) |                    |                    | 0.0035<br>(0.0147) |
| Firm exposure Goods (Share)              |                     |                    | 0.0175<br>(0.0811) | 0.1557<br>(0.1926) |                    |
| Firm exposure Services (Share)           |                     |                    | 0.0007<br>(0.0119) |                    | 0.0397<br>(0.0792) |
| Firm exposure Goods and Services (Share) |                     |                    | 0.0181<br>(0.0828) |                    |                    |

Source: Own Computation. The reference year is 2014.



# Summary Statistics Trade

|                                  | (1)<br>TiG-ITIS    | (2)<br>ABS-TiG-ITIS |
|----------------------------------|--------------------|---------------------|
| Goods Exports from the EU (%)    | 0.1424<br>(0.3123) | 0.3077<br>(0.3891)  |
| Goods Imports from the EU (%)    | 0.0948<br>(0.2706) | 0.2462<br>(0.3792)  |
| Services Imports from the EU (%) | 0.0254<br>(0.1418) | 0.1005<br>(0.2667)  |
| Services Exports from the EU (%) | 0.0274<br>(0.1441) | 0.0892<br>(0.2468)  |
| Manufacturing Firms (%)          | 0.0350<br>(0.0732) | 0.0192<br>(0.0261)  |
| Wholesale and Retails Firms (%)  | 0.0771<br>(0.1248) | 0.0078<br>(0.0151)  |
| Services Firms (%)               | 0.1002<br>(0.1474) | 0.2532<br>(0.3948)  |
| Observation                      | 1,267,977          | 125,459             |

Source: TiG, ITIS and ABS (ONS).



# Summary Statistics Workers

| <b>Panel A: Worker and Firm Characteristics</b> |          |            |
|-------------------------------------------------|----------|------------|
|                                                 | Mean     | SD         |
| Employment (Enterprise)                         | 12,275.7 | (33,649.6) |
| Gross Weekly Pay (£)                            | 633.335  | (536.053)  |
| Total Hours Worked                              | 39.1478  | (6.92947)  |
| Worker Age                                      | 41.0004  | (12.3749)  |
| Female Workers (%)                              | 0.17708  | (0.20779)  |
| Workers in Manufacturing (%)                    | 0.01384  | (0.03793)  |
| Workers in Wholesale and Retail (%)             | 0.00535  | (0.01908)  |
| Workers in Services (%)                         | 0.44648  | (0.31468)  |
| <b>Panel B: Occupational Composition</b>        |          |            |
| Managers, Directors and Seniors (%)             | 0.01073  | (0.03164)  |
| Professional Occupations (%)                    | 0.04048  | (0.08103)  |
| Associate Professional and Technical (%)        | 0.02245  | (0.05352)  |
| Administrative and Secretarial (%)              | 0.01713  | (0.04416)  |
| Skilled Trade (%)                               | 0.00664  | (0.02230)  |
| Caring, Leisure and Other Services (%)          | 0.00574  | (0.02009)  |
| Sales and Customer Services (%)                 | 0.00481  | (0.01765)  |
| Process, Plant and Machine Operatives (%)       | 0.00621  | (0.02124)  |
| Elementary Occupations (%)                      | 0.01215  | (0.03466)  |
| Observations                                    | 989,196  |            |
| Unweighted Number of Workers                    | 325,810  |            |

Source: ABS and ASHE(ONS).

# Summary Statistics Treated-Control

|                                                                   | (1)<br>Exposed<br>(Goods) | (2)<br>Non Exposed<br>(Goods) | (3)<br>Exposed<br>(Services) | (4)<br>Non Exposed<br>(Services) |
|-------------------------------------------------------------------|---------------------------|-------------------------------|------------------------------|----------------------------------|
| <b>Panel A: Exposure using I/O table</b>                          |                           |                               |                              |                                  |
| Employment                                                        | 855.034<br>(5566.118)     | 200.78<br>(1420.752)          | 1258.222<br>(7796.894)       | 245.8911<br>(1915.583)           |
| Wage Bill                                                         | 31334.92<br>(136411)      | 6799.228<br>(46885.57)        | 57996.94<br>(199148.8)       | 8142.837<br>(54678.8)            |
| Sales                                                             | 245658.4<br>(1351008)     | 39138.44<br>(644138.6)        | 427134.7<br>(2424996)        | 51743.02<br>(645272.6)           |
| N                                                                 | 50,767                    | 393,560                       | 13010                        | 431,317                          |
| <b>Panel B: Exposure using share of EU imports on total sales</b> |                           |                               |                              |                                  |
| Employment                                                        | 828.6495<br>(5142.521)    | 187.58<br>(1401.277)          | 1044.824<br>(6482.046)       | 240.4199<br>(1915.787)           |
| Wage Bill                                                         | 31999.13<br>(129281.3)    | 6041.254<br>(45181.08)        | 48867.64<br>(170475.1)       | 7810.417<br>(54062.63)           |
| Sales                                                             | 244259.8<br>(1588303)     | 33869.86<br>(515208.8)        | 367997.3<br>(2482674)        | 48801.59<br>(566650.7)           |
| N                                                                 | 60,960                    | 383,367                       | 19,395                       | 424,932                          |

Source: Own Computation.



# Results - Firms' Performance, I/O Exposure

|                                          | Ln Employment          |                        | Ln Average Wage      |                      | Ln Sales               |                        |
|------------------------------------------|------------------------|------------------------|----------------------|----------------------|------------------------|------------------------|
|                                          | (1)                    | (2)                    | (3)                  | (4)                  | (5)                    | (6)                    |
| <b>Panel A: I/O exposure measure</b>     |                        |                        |                      |                      |                        |                        |
| <i>Brexit</i> × <i>tr<sub>G</sub></i>    | -0.0691***<br>(0.0087) | -0.0619***<br>(0.0083) | 0.0107<br>(0.0097)   | 0.0077<br>(0.0103)   | -0.0853***<br>(0.0145) | -0.0781***<br>(0.0141) |
| <i>TCA</i> × <i>tr<sub>G</sub></i>       | -0.0485***<br>(0.0069) | -0.0430***<br>(0.0066) | -0.0262*<br>(0.0126) | -0.0313*<br>(0.0129) | -0.0737***<br>(0.0138) | -0.0647***<br>(0.0137) |
| <i>Brexit</i> × <i>tr<sub>both</sub></i> |                        | -0.0500**<br>(0.0182)  |                      | 0.0204<br>(0.0202)   |                        | -0.0487<br>(0.0315)    |
| <i>TCA</i> × <i>tr<sub>both</sub></i>    |                        | -0.0440**<br>(0.0169)  |                      | 0.0415+<br>(0.0241)  |                        | -0.0726*<br>(0.0285)   |
| <i>Firm</i>                              | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| <i>Region</i> × <i>Year</i>              | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| <i>Sector</i> × <i>Year</i>              | Y                      | Y                      | Y                    | Y                    | Y                      | Y                      |
| N                                        | 250,382                | 250,382                | 245,710              | 245,710              | 249,977                | 249,977                |

Source: Own Computation. Standard errors in parenthesis are clustered at the firm level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

# Stylised Facts - Services Imported Inputs

|                                               | (1)                | (2)                  |
|-----------------------------------------------|--------------------|----------------------|
| $TCA \times EU$                               | 0.0014<br>(0.0249) |                      |
| $Brexit \times EU$                            | 0.0156<br>(0.0292) |                      |
| $Goods Imports, Log$                          |                    | 0.0283**<br>(0.0098) |
| $TCA \times EU = 1 \times Goods Imports, Log$ |                    | -0.0135<br>(0.0110)  |
| $Firm \times Year$                            | Y                  | Y                    |
| $Firm \times Country$                         | Y                  | Y                    |
| $Country \times Year$                         |                    | Y                    |
| N                                             | 382,160            | 36,382               |

Source: Own Computation. Standard errors in parenthesis are clustered at the country level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

# Stylised Facts - Large Firms

|                                                   | (1)                    | (2)                    |
|---------------------------------------------------|------------------------|------------------------|
| $TCA \times EU$                                   | -0.2019***<br>(0.0580) | -0.1992***<br>(0.0585) |
| $Brexit \times EU$                                | 0.0110<br>(0.0314)     | 0.0111<br>(0.0314)     |
| $TCA \times EU \times Large \text{ (Employment)}$ | 0.0656<br>(0.0890)     |                        |
| $TCA \times EU \times Large \text{ (Turnover)}$   |                        | -0.0200<br>(0.0839)    |
| $Firm \times Year$                                | Y                      | Y                      |
| $Firm \times Country$                             | Y                      | Y                      |
| N                                                 | 2,395,851              | 2,395,851              |

Source: Own Computation. Standard errors in parenthesis are clustered at the country level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

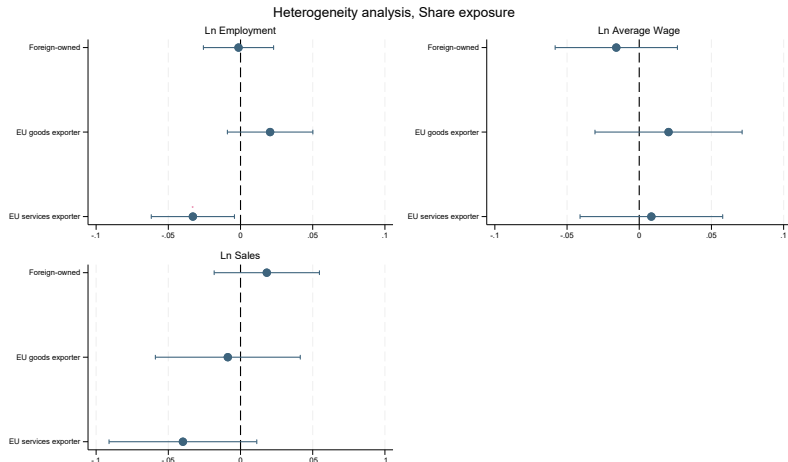
# Correlation Matrix

|                                    | <i>Goods&amp;Services<br/>Importer</i> | <i>Large Firm<br/>(Employment)</i> | <i>Large Firm<br/>(Sales)</i> |
|------------------------------------|----------------------------------------|------------------------------------|-------------------------------|
| <i>Goods&amp;Services Importer</i> | 1.0                                    |                                    |                               |
| <i>Large Firm (Employment)</i>     | 0.0055                                 | 1.0                                |                               |
| <i>Large Firm (Sales)</i>          | -0.0091                                | 0.4413                             | 1.0                           |

Source: Own Computation.



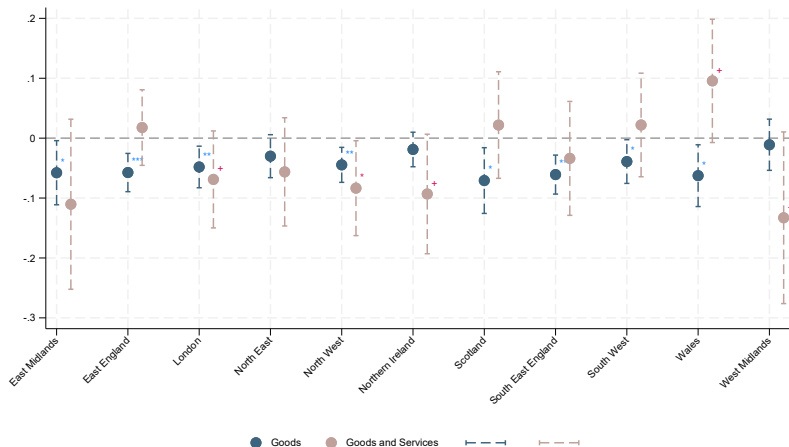
# Results - Firms' Performance, Heterogeneity



Source: Own Computation.



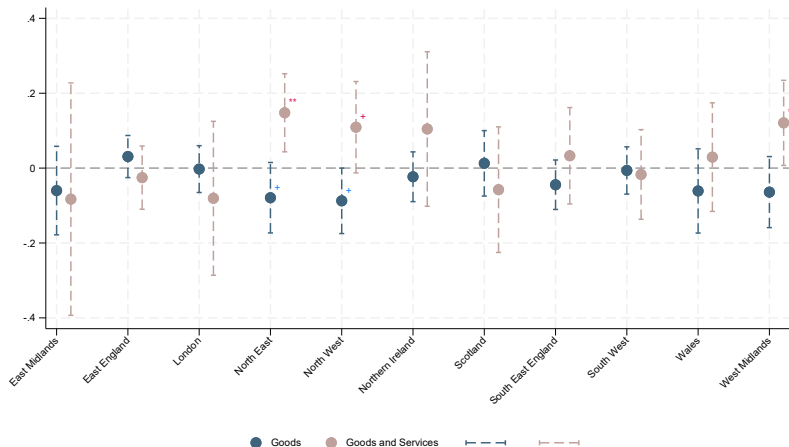
# Results - Firms' Employment, Regional Impact



Source: Own Computation.



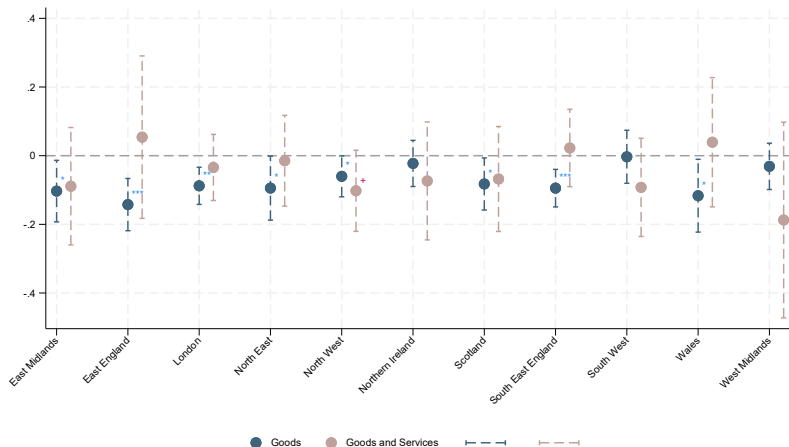
# Results - Firms' Average Wage, Regional Impact



Source: Own Computation.



# Results - Firms' Sales, Regional Impact



Source: Own Computation.



# Effects of TCA on Firm Employment

|                                    | (1)                    | (2)                    | (3)                    | (4)                    | (5)                    | (6)                    |
|------------------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| $Brexit \times tr_G$               | -0.0691***<br>(0.0087) | -0.0679***<br>(0.0086) |                        |                        | -0.0619***<br>(0.0083) | -0.0611***<br>(0.0083) |
| $TCA \times tr_G$                  | -0.0485***<br>(0.0069) | -0.0518***<br>(0.0069) |                        |                        | -0.0430***<br>(0.0066) | -0.0467***<br>(0.0066) |
| $Brexit \times tr_{both}$          |                        |                        | -0.0849***<br>(0.0188) | -0.0816***<br>(0.0187) | -0.0500**<br>(0.0182)  | -0.0471**<br>(0.0181)  |
| $TCA \times tr_{both}$             |                        |                        | -0.0731***<br>(0.0173) | -0.0729***<br>(0.0172) | -0.0440**<br>(0.0169)  | -0.0412*<br>(0.0168)   |
| $Exporter_{EU,G} = 1$              |                        | 0.0646***<br>(0.0067)  |                        | 0.0632***<br>(0.0068)  |                        | 0.0645***<br>(0.0068)  |
| $Exporter_{EU,S} = 1$              |                        | 0.0370***<br>(0.0082)  |                        | 0.0331***<br>(0.0082)  |                        | 0.0350***<br>(0.0081)  |
| <i>Firm</i>                        | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| <i>Region</i> $\times$ <i>Year</i> | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| <i>Sector</i> $\times$ <i>Year</i> | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| N                                  | 250,382                | 250,382                | 250,382                | 250,382                | 250,382                | 250,382                |

Source: Own Computation. Standard errors are clustered at the industry level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

# Effects of TCA on Firm Wage Bill

|                             | (1)                    | (2)                   | (3)                    | (4)                    | (5)                  |
|-----------------------------|------------------------|-----------------------|------------------------|------------------------|----------------------|
|                             |                        |                       | log(Wage bill)         |                        |                      |
| Brexit $\times$ Treat_G     | -0.0558***<br>(0.0105) |                       | -0.0524***<br>(0.0107) | -0.0538***<br>(0.0110) |                      |
| TCA $\times$ Treat_G        | -0.0717***<br>(0.0136) |                       | -0.0684***<br>(0.0135) | -0.0720***<br>(0.0138) |                      |
| Brexit $\times$ Treat_S     |                        | -0.0484**<br>(0.0186) | -0.0361+<br>(0.0191)   |                        |                      |
| TCA $\times$ Treat_S        |                        | -0.0542**<br>(0.0206) | -0.0365+<br>(0.0205)   |                        |                      |
| Brexit $\times$ Treat_both  |                        |                       |                        | -0.0140<br>(0.0221)    | -0.0425*<br>(0.0174) |
| TCA $\times$ Treat_both     |                        |                       |                        | 0.0023<br>(0.0268)     | -0.0458*<br>(0.0230) |
| Firm FE                     | Y                      | Y                     | Y                      | Y                      | Y                    |
| Sector $\times$ Year FE     | Y                      | Y                     | Y                      | Y                      | Y                    |
| Local Area $\times$ Year FE | Y                      | Y                     | Y                      | Y                      | Y                    |
| N                           | 223,644                | 223,644               | 223,644                | 223,644                | 223,644              |
| Adj. $R^2$                  | 1                      | 1                     | 1                      | 1                      | 1                    |

Source: Own Computation. Standard errors are clustered at the industry level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

# Effects of TCA on Firm Average Wage

|                                          | (1)                  | (2)                  | (3)                | (4)                 | (5)                  | (6)                  |
|------------------------------------------|----------------------|----------------------|--------------------|---------------------|----------------------|----------------------|
| <i>Brexit</i> × <i>tr<sub>G</sub></i>    | 0.0107<br>(0.0097)   | 0.0105<br>(0.0098)   |                    |                     | 0.0077<br>(0.0103)   | 0.0074<br>(0.0103)   |
| <i>TCA</i> × <i>tr<sub>G</sub></i>       | -0.0262*<br>(0.0126) | -0.0258*<br>(0.0126) |                    |                     | -0.0313*<br>(0.0129) | -0.0310*<br>(0.0129) |
| <i>Brexit</i> × <i>tr<sub>both</sub></i> |                      |                      | 0.0256<br>(0.0192) | 0.0261<br>(0.0193)  | 0.0204<br>(0.0202)   | 0.0210<br>(0.0204)   |
| <i>TCA</i> × <i>tr<sub>both</sub></i>    |                      |                      | 0.0205<br>(0.0239) | 0.0214<br>(0.0238)  | 0.0415+<br>(0.0241)  | 0.0421+<br>(0.0240)  |
| <i>Exporter<sub>EU,G</sub></i> = 1       |                      | -0.0064<br>(0.0092)  |                    | -0.0074<br>(0.0092) |                      | -0.0063<br>(0.0091)  |
| <i>Exporter<sub>EU,S</sub></i> = 1       |                      | 0.0072<br>(0.0109)   |                    | 0.0085<br>(0.0109)  |                      | 0.0086<br>(0.0109)   |
| <i>Firm</i>                              | Y                    | Y                    | Y                  | Y                   | Y                    | Y                    |
| <i>Region</i> × <i>Year</i>              | Y                    | Y                    | Y                  | Y                   | Y                    | Y                    |
| <i>Sector</i> × <i>Year</i>              | Y                    | Y                    | Y                  | Y                   | Y                    | Y                    |
| N                                        | 245,710              | 245,710              | 245,710            | 245,710             | 245,710              | 245,710              |

Source: Own Computation. Standard errors are clustered at the industry level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

# Effects of TCA on Firm Sales

|                                    | (1)                    | (2)                    | (3)                    | (4)                    | (5)                    | (6)                    |
|------------------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| $Brexit \times tr_G$               | -0.0853***<br>(0.0145) | -0.0841***<br>(0.0144) |                        |                        | -0.0781***<br>(0.0141) | -0.0774***<br>(0.0140) |
| $TCA \times tr_G$                  | -0.0737***<br>(0.0138) | -0.0773***<br>(0.0138) |                        |                        | -0.0647***<br>(0.0137) | -0.0687***<br>(0.0138) |
| $Brexit \times tr_{both}$          |                        |                        | -0.0927**<br>(0.0321)  | -0.0887**<br>(0.0320)  | -0.0487<br>(0.0315)    | -0.0451<br>(0.0315)    |
| $TCA \times tr_{both}$             |                        |                        | -0.1164***<br>(0.0290) | -0.1157***<br>(0.0289) | -0.0726*<br>(0.0285)   | -0.0691*<br>(0.0285)   |
| $Exporter_{EU,G} = 1$              |                        | 0.0703***<br>(0.0112)  |                        | 0.0682***<br>(0.0111)  |                        | 0.0702***<br>(0.0112)  |
| $Exporter_{EU,S} = 1$              |                        | 0.0472***<br>(0.0129)  |                        | 0.0423**<br>(0.0130)   |                        | 0.0447***<br>(0.0130)  |
| <i>Firm</i>                        | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| <i>Region</i> $\times$ <i>Year</i> | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| <i>Sector</i> $\times$ <i>Year</i> | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| N                                  | 249,977                | 249,977                | 249,977                | 249,977                | 249,977                | 249,977                |

Source: Own Computation. Standard errors are clustered at the industry level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

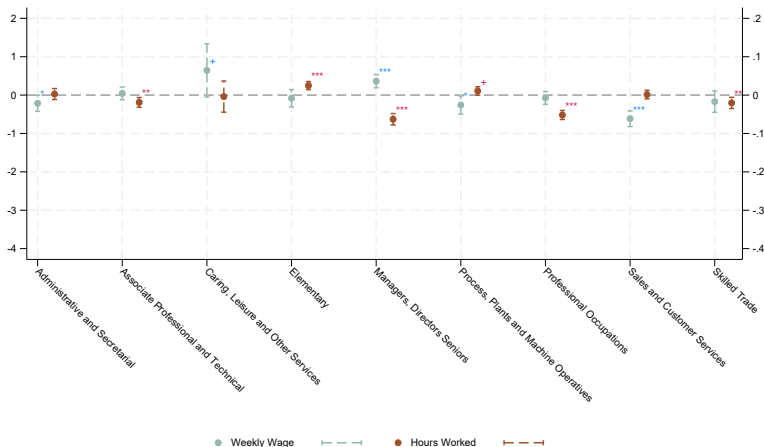
# Effects of TCA on Workers

|                                | (1)                    | (2)                    | (3)                    | (4)                    | (5)                    | (6)                    |
|--------------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
|                                | Total hours worked     |                        |                        | Weekly gross wage, log |                        |                        |
| Brexit x tr_G                  | -0.0432<br>(0.0353)    | -0.2264***<br>(0.0374) |                        | 0.0077***<br>(0.0019)  | 0.0080***<br>(0.0021)  |                        |
| TCA x tr_G                     | -0.1241**<br>(0.0467)  | -0.0036<br>(0.0495)    |                        | -0.0147***<br>(0.0027) | -0.0111***<br>(0.0030) |                        |
| Brexit x tr_both               |                        | 0.7883***<br>(0.1064)  |                        |                        | -0.0018<br>(0.0040)    |                        |
| TCA x tr_both                  |                        | -0.5082***<br>(0.1242) |                        |                        | -0.0161**<br>(0.0058)  |                        |
| Brexit x tr_S                  |                        |                        | 0.3907***<br>(0.0685)  |                        |                        | 0.0015<br>(0.0031)     |
| TCA x tr_S                     |                        |                        | -0.3550***<br>(0.0821) |                        |                        | -0.0254***<br>(0.0045) |
| Worker age                     | -0.0083***<br>(0.0009) | -0.0083***<br>(0.0009) | -0.0083***<br>(0.0009) | 0.0041***<br>(0.0000)  | 0.0041***<br>(0.0000)  | 0.0041***<br>(0.0000)  |
| Years in the same firm         | 0.0066*<br>(0.0031)    | 0.0066*<br>(0.0031)    | 0.0067*<br>(0.0031)    | 0.0150***<br>(0.0002)  | 0.0150***<br>(0.0002)  | 0.0150***<br>(0.0002)  |
| Years in the same firm, square | -0.0002**<br>(0.0001)  | -0.0002**<br>(0.0001)  | -0.0002**<br>(0.0001)  | -0.0003***<br>(0.0000) | -0.0003***<br>(0.0000) | -0.0003***<br>(0.0000) |
| Same firm as in 2016           | 0.0960<br>(0.5662)     | 0.0730<br>(0.5663)     | 0.0750<br>(0.5661)     | 0.0722+<br>(0.0389)    | 0.0727+<br>(0.0389)    | 0.0729+<br>(0.0389)    |
| Same firm as in 2021           | -0.1576<br>(0.6452)    | -0.1674<br>(0.6469)    | -0.1729<br>(0.6466)    | -0.0040<br>(0.0386)    | -0.0046<br>(0.0385)    | -0.0058<br>(0.0384)    |
| Individual FE                  | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| Year FE                        | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| Enterprise FE                  | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| Occupation FE                  | Y                      | Y                      | Y                      | Y                      | Y                      | Y                      |
| N                              | 1,012,104              | 1,012,104              | 1,012,104              | 1,011,809              | 1,011,809              | 1,011,809              |

Source: Own Computation. Standard errors are clustered at the worker level.

+ ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )

# Occupation Level - Goods Exposure



Source: Own Computation.



# Demographic

|                                 | (1)                              | (2)                    | (3)                    | (4)                    |
|---------------------------------|----------------------------------|------------------------|------------------------|------------------------|
|                                 | Goods                            |                        | Goods & Services       |                        |
| Panel A: Total hours worked     |                                  |                        |                        |                        |
| <i>TCA × sh_treat#Male</i>      | -0.0897 <sup>+</sup><br>(0.0537) |                        | -0.5008***<br>(0.1190) |                        |
| <i>TCA × sh_treat#Female</i>    | -1.0248***<br>(0.0650)           |                        | -1.3060***<br>(0.1340) |                        |
| <i>TCA × sh_treat#Old</i>       |                                  | -0.0720<br>(0.0532)    |                        | -0.4040***<br>(0.1148) |
| <i>TCA × sh_treat#Young</i>     |                                  | -0.2920***<br>(0.0706) |                        | -0.7298***<br>(0.1469) |
| N                               | 962,991                          | 962,991                | 962,991                | 962,991                |
| Panel B: Weekly gross wage, log |                                  |                        |                        |                        |
| <i>TCA × sh_treat#Male</i>      | -0.0153***<br>(0.0030)           |                        | -0.0325***<br>(0.0055) |                        |
| <i>TCA × sh_treat#Female</i>    | -0.1214***<br>(0.0042)           |                        | -0.1286***<br>(0.0086) |                        |
| <i>TCA × sh_treat#Old</i>       |                                  | -0.0224***<br>(0.0031) |                        | -0.0294***<br>(0.0057) |
| <i>TCA × sh_treat#Young</i>     |                                  | -0.0850***<br>(0.0042) |                        | -0.1134***<br>(0.0078) |
| N                               | 962,704                          | 962,704                | 962,704                | 962,704                |
| Individual FE                   | Y                                | Y                      | Y                      | Y                      |
| Year FE                         | Y                                | Y                      | Y                      | Y                      |
| Enterprise FE                   | Y                                | Y                      | Y                      | Y                      |
| Occupation FE                   | Y                                | Y                      | Y                      | Y                      |
| Worker controls                 | Y                                | Y                      | Y                      | Y                      |

Source: Own Computation. Standard errors are clustered at the worker level.

<sup>+</sup> ( $p < 0.1$ ) \* ( $p < 0.05$ ), \*\* ( $p < 0.01$ ), \*\*\* ( $p < 0.001$ )