



ABSTRACT

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Abstract:

Export prices and firms' internationalization in the processed food sector: The Peruvian case

Companies level of internationalization is related to price growth rate and the number of foreign market destinations of each company/product. Although it is recognized that prices affect exports, little is known about how the company's internationalization in stable and new markets is affected by such prices change especially in the processed food sector. Moreover, changes in the number of exporters (entrance and exit) affected by prices have limited studies in Peru. So, is important to grade the level of internationalization in each exporter and the processed food sector in general to define the right policies in this sector.

The aim of this work is to examine the effect of export prices variations on the internationalization strategy of processed food firms in Peru during the period 2012-2018. From 2012, customs databases are available to study trends considering destination countries, prices, total US\$FOB value based on Harmonized System Codes.



The results of this study aim at answering the following research questions,

- (1) What is the effect of prices variations in the total US\$FOB export value?
- (2) How do variations in prices influence the number of exporting firms in the sector of processing food?
- (3) What is the effect of prices changes in the proportion between large firms and SMEs that export processed food in Peru?
- (4) How is the scope or number of destination markets influenced by prices variations in the processed food sector?
- (5) How do prices affect the portfolio diversification of exporting firms in the processed food industry in Peru?