Partnership among firms: Estimating the probability of contact from the Poisson model using repeated observations

by

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Abstract: The aim of this paper is to study the probability to find an opportunity of collaboration among small and medium sized firms by participating in the Europartenariat meeting created to encourage co-operation links. Contacts among firms are relatively few in number and are assumed to be generated by a Poisson process. Empirical results of different Poisson regression models with reference to parameters' estimates, predicted probabilities, and marginal effects on event probabilities have been obtained. They provide interesting results related to productive, technological, commercial, and financial projects, in terms of the dynamic behaviour of a typical European firm. Finally, normative evaluation of economic policy has been possible.

JEL Classification: C33, C35, L50.

1. Introduction

The aim of this paper is to study the probability to find contacts among firms interested in participating in the Europartenariat event created to encourage international business and co-operation links between European small and medium sized enterprises. The objective of the Europartenariat program is to support the economic development of EU less developed regions, declining industrial districts, rural and low-populated areas, by the promotion of the collaboration between small and medium sized firms located in those regions and other firms operating all over the EU and the rest of the world.

This program forms part of a wide group of networking actions, that is industrial policy interventions which aim to implement and strengthen networks among firms with a strong local impact in order to improve efficiency and aggregate districts across regions. A deep transformation of firms' structural organisations is needed in the development of the EU and a unique policy maker emerges as a regulator of the common market for all members. As long as the capability of strategic adjustment is less developed in some regions, a complete economic integration is difficult to realise. In this way, the Europartenariat meeting represents a typical example of industrial micro-policy whose objective is to support the development of less-favoured areas by promoting the creation of partnerships with firms operating in all state members. Microeconomic policies are intended to improve individual competence in creating opportunities of growth, avoiding direct interference in individual decisions. An interesting action is to favour the co-operation among firms by organising forms of contact where they can detect potential partners at limited costs.

We are interested in testing the success of this event in terms of micro-economic policy, by estimating the probability to find contacts among small and medium sized firms. Contacts among firms with common projects are relatively few in number and are modelled by a Poisson regression model. A panel-based analysis is applied using a pseudo-panel approach. Estimates of the Poisson model parameters have been implemented using the Generalised Estimating Equation (GEE) approach.

An overview of the paper is as follows. Section 2 presents the Europartenariat meeting describing objectives and organisation of the program. In section 3, we introduce the basic estimation problem of the probability to contact potential partners. In section 4 we present database building procedure and sample data structure. Section 5 introduces the Poisson regression model. Empirical results are reported in section 6 with reference to parameters' estimates, predicted

probabilities, and marginal effects on event probabilities. Finally, section 7 summarises concluding remarks and evidence.

2. The Europartenariat program

The Europartenariat program was launched by the European Commission in 1987 in order to stimulate the development of less-favoured regions by encouraging small and medium-sized business relationships with their counterparts all over the Community. Since then, the European authorities have organised 18 meetings. The participation rate of firms coming from more than 50 countries has been growing, reaching more than two thousands firms for each Europartenariat event. The program is jointly managed by XVI and XXII General Divisions.

Twice a year companies throughout Europe are invited to attend a two-day event during which they have the opportunity to meet potential partners from a host region selected by the Commission. Local companies are chosen on the strength of their performance levels in home and overseas markets and on their co-operation proposals for Europartenariat. The organisers tend to ensure the participation of quality companies from the widest cross section of industries.

An Europartenariat catalogue contains profiles of the participating host companies with details of their co-operation proposals. 80,000 copies of the catalogue are produced in five languages (English, French, Italian, Spanish, and German) and then distributed throughout 46 countries including EFTA, Central and Eastern European and Mediterranean countries. EC and overseas companies have the opportunity to identify from the catalogue those local companies which they would like to meet. Visiting companies receive support as to practical arrangements for their participation in a meeting without being charged of any fee[1].

3. Basic problem

The aim of this paper is to study the probability to find contacts among firms interested in participating in the Europartenariat event created to encourage international business and co-operation partnership between European small and medium sized enterprises[2]. We refer to a

[1] For Europartenariat events organised in Member States, two thirds of the cost is carried by the European Commission. The other third is paid by the host region. No fees are charged to the visiting companies.

[2] In this framework, the theoretical problem of searching a partnership has been faced proposing a search model in Bernardini and Bertarelli (1998b); while a simulation study related to the probability of contact among firms has been presented in (1998a).

representative European firm with two main characteristics: i) the firm is small-medium sized; ii) the firm operates in a less-favoured European region.

The main objectives in participating in the Europartenariat event are: i) create a joint venture; ii) find a distributor; iii) license technologies; iv) find components to complete a product; v) provide component to a product; vi) discuss joint research projects; vii) find a partner to subcontract research. In our analysis these objectives are grouped in four categories - productive, technological, commercial, and financial - and the related probability to find contacts are modelled separately. In order to study the behaviour of the European firm we have based our analysis on repeated cross-section observations collected by sequentially Europartenariat events. This information is characterised by several independent samples draws sequentially over time, where observations of the same population (EU firms) involve the same subjects. A panel-based analysis can be applied using a pseudo-panel approach. The basic idea is that the population observed in the survey can be partitioned in some groups, called cohorts, which are groups of individuals sharing some common time-invariant characteristics. The pseudo panel aggregates all the observations to cohort level; under few assumptions and some conditions usual longitudinal analysis can be performed on these cohorts (Deaton 1985, Moffit 1993). In order to define the cohort we consider as a common time-invariant characteristic the number of employees (see table A2 in Appendix A for a description of cohorts).

Contacts among firms in a given instant of time - measured by a nonnegative integer - are relatively few in number and are assumed to be generated by a Poisson process. For modelling such an event, a Poisson regression model is required.

4. Description of data

We have considered data of five Europartenariat meetings from 1992 to 1994, organised twice a year; specifically, we refer to Greece 1992, Italy 1992, France 1993, Scotland 1993, and Poland 1994. Data come from catalogues issued by Europartenariat organisers and distributed to European firms interested in visiting local firms. The main feature of a local (host) firm is the location in a less-favoured European region. The catalogue contains information about economic activity, import-export position and collaboration proposals of the host firm. In addition, information about turnover, imports and exports, year of foundation, etc..., is available.

All catalogues provide cross-section observations. We have already remarked in the previous section that the selected firms described in each catalogue change every time, so we cannot analyse

the same group of local companies over time. However, common characteristics are the location in a less-favoured European region, and the small-medium size. Such an information has been exploited in order to build a pseudo-panel data-set. In this framework, it is possible to study over time the behaviour of agents who share some features which are invariant over time. We can estimate the probability of contacting firms with common projects of collaboration using repeated observations, in order to study the effects of regional differences and the incidence of within-cohort heterogeneity. The research strategy guiding the reorganisation of data has been aimed at looking at these effects.

The panel contains information on 1839 firms observed for 5 meetings, with firm-meeting observations between 300 and 415 records. We analyse the aggregate behaviour with reference to 13 cohorts characterised by the number of employees[3]. Table 1 shows all relevant variables, and some related statistics. We observe the presence of different projects as to commercial, productive, technological, and financial collaborations. The highest relative frequency of firms is connected with commercial proposals (73%) and the lowest one refers to financial projects (17%). Looking at the distribution by sector (table 2), we note it is not uniform and specifically firms are more concentrated in mechanical, textile, and food sectors (14,3%, 12,8%, 12%, respectively), but the number of firms in other sectors is always significant. Import-export oriented firms are approximately uniformly distributed across cohorts, with an average frequency of 68,2% as to export-oriented firms, and 52,6% as to import-oriented ones. Looking at the distribution by cohort (table 3) approximately 31% of total firms is concentrated in the first and second cohorts related to firms with less than 25 employees; however, the presence of the firms in other cohorts is always significant.

5. The Poisson model

We consider the number of contacts generated by a stochastic process which can be described by a Poisson distribution. The model is based on the Poisson probability function:

$$f(y_{it}, q_{it}) = P(Y_{it} = y_{it}) = \frac{e^{-q_{it}} q_{it}^{y_{it}}}{y_{it}!}, \qquad for \quad y_{it} = 0,1,\ldots,\infty \quad q_{it} > 0, \tag{1}$$

where θ_{it} is the expected value of y_{it}, $E(y_{it})$.

If we express the model in terms of the observed y_{it}'s or its expectations $\theta_{it} = E(y_{it})$ we derive the formulation of the Poisson regression:

[3] Appendix A shows the partition of firms by dimension and summarises all sectors in 11 groups.

$$ln(q_{it}) = ln[E(y_{it})] = ln(x'_{it} b) \quad (2)$$

for $i = 1, ..., m$ and $t = 1, ..., n_i$, where there are n_i observations for each cohort identifier i.

This ensures that θ_{it} is always greater than zero because $\theta_{it} = \exp(x'_{it}\beta)$.

With reference to the within-group correlation structure, the correlation matrix is defined as:

$$R_{t,s} = \begin{cases} 1 & if \quad t = s \\ r & otherwise \end{cases} \quad (3)$$

In our analysis we estimate two different models, assuming the following correlation structures[4]:

i) an *independent* structure of within-group correlation (IP *model*), defined as

$$R_{t,s} = \begin{cases} 1 & if \quad t = s \\ 0 & otherwise \end{cases} \quad (4)$$

ii) a *multiplicative* correlation structure (ARP *model*), as an autoregressive AR(1) of the form

$$R_{t,s} = \begin{cases} 1 & if \quad t = s \\ r^{|t-s|} & otherwise \end{cases} \quad (5)$$

With reference to the latter assumption, an autoregressive formulation implies decreasing correlation as the distance among observations increases. This hypothesis seems to be convenient in our context. This reasoning involves an alternative interpretation if we refer to the location of different European regions instead of time. If we consider the sequence of Europartenariat events from 1992 to 1994 - Greece, Italy, France, Scotland, and Poland - we can assume that the correlation between two consequent events is greater than the correlation between two meetings far away from each other, because in the former case the two regions share more similar economic features than the latter one.

[4] Unstructured and exchangeable within-group correlation structures are also plausible assumptions to be tested, but convergence problems have arisen in the estimation.

6. Empirical results

In this section results about the empirical application are presented and discussed. Concerning to data, the selection of relevant variables has been implemented on the basis of the results obtained in a stepwise analysis[5]. Specifically, for the estimation we consider as independent variables: average turnover per employed, exports, imports, proportions of firms operating in different sectors, and dummies related to regional and cohort effects. Definitions and some descriptive statistics for the whole sample are shown in table 3.

Estimates of the Poisson model parameters have been implemented using the Generalised Estimating Equation (GEE) approach described in Liang and Zeger (1986). In the GEE approach a "working" correlation matrix is used and estimates of parameters are obtained by solving the generalised estimating equation. Specifically the working correlation matrix for the ARP model - described in section 5 - is calculated as a function of Toeplitz matrices.

6.1 *Parameters' estimates*

As we have already remarked in section 5, we estimate two models assuming independent and multiplicative correlation structures (IP model and ARP model) with reference to commercial, productive, technological, and financial projects.

Results concerning the ARP model, which assumes an autoregressive correlation structure, seem to fit better than the IP model for all four objectives, as it is shown in table 4a and table 4b. The correlation structure of ARP models decreases as the lag increases and then goes to zero; we find correlations ranging in the following intervals: [-0.51, 0.26], [-0.81, 0.65], [-0.68, 0.46] and [-0.34, 0.12] for commercial, productive, technological, and financial projects, respectively.

It is remarkable that the inclusion of cohort's dummies provides a much better fit of data - both in the IP and ARP models - than the correspondent models without them. However, as to some explanatory variables estimated coefficients are significant only in the ARP specification. A positive influence of the average turnover on the number of contacts emerges in commercial, productive, and technological objectives, even if the magnitude of the effect seems moderate.

[5] Most of the stepwise methods have been used as they quickly indicate how many explanatory variables may be needed in the model. Therefore the "best" single explained (dependent) variable and the "best" set of explanatory (independent) variables can be selected. More specifically, using the Efroymson's procedure we start with an empty subset, and at each step we add the independent variable which gives the largest reduction of the residual sum of squares. When each new variable is added to the subset, partial correlations are considered to see if any of the variables in the subset has to be dropped.

6.2 *Predicted probabilities*

Using equation (1) - presented in section 5 - we can calculate the predicted probability that the event count is equal to 0, 1, 2, 3, ... given some fixed values of independent variables. This equation expresses event probability as a function of parameters β and explanatory variables *x*, so it is possible to have a predicted probability of some "selected" sub-groups of interest or types of firms. These predicted probabilities tell us proportionally how many members of each group may have success in 1, 2, 3, ... contacts. Predicted probabilities are intuitively appealing because they give an idea of how much is likely a success in a contact for different firm's profiles.

The results related to the general models connected with all possible projects (table 6) show a typical Poisson distribution concentrated at low levels of events counts. We have also reported predicted values which restrict the analysis on one hand to regional aspects and on the other hand on dimensional ones. Tables summarising the related results are reported in Appendix B (table B1).

We have calculated the probability for different levels of turnover *per* employed as to all four objectives. Figure 1 presents these results. The probability to have 1, 3, 5, and 10 contacts associated to different projects, increases as the turnover increases, except for the financial objective. Commercial objectives are associated with the highest probabilities, while financial projects presents the smallest values.

Regional and cohort effects on the probability of contacting potential partners provide other interesting results we have reported in figure 2 and 3. With reference to regional effects, predicted probabilities are not uniform over time for each objective. As to commercial projects, this probability is partly increasing over time. The opposite arises for the financial and the technological cases. In productive projects, the probability is not constant, with no evidence of an always increasing or decreasing movement. It is difficult to accept the idea of no learning in the organisation of meetings even though data apparently show that the probability of finding contacts in Europartenariat events does not improve across time. We suspect regional differences strongly condition the success of the event.

With reference to cohort effects, we observe:

i) *commercial objective*: high probabilities (more than 10%) are observed for cohorts from 5 to 10 (firms with a number of employee between 52 and 130); in small firms with less than 26 employees (cohorts 1 and 2) the predicted probabilities are always less than 1%.

ii) *productive objective*: the probability to have one contact is between 10% and 30% for all cohorts.

iii) *technological objective*: high probabilities (more than 10%) are observed for cohorts with a number of employees between 78 and 156 (cohorts 7, 9, 10, 11, and 12).

iv) *financial objective*: we find that the predicted probability to find one contact is always greater than 10%, and less than 30%; however, a probability to find three contacts is always less than 1%.

In addition, with reference to each cohort we have studied the evolution of predicted probabilities when the number of contacts increases. We note they are almost every time decreasing, except for the technological case where a positive correlation for cohorts 1-4 and cohort 13 emerges.

To summarise, for productive and financial projects they are at least equal to 10% (but less than 30%) for the event "1 contact", but they slump to less than 1% for more than 1 contact. It seems there are difficulties to single out more than one meeting. As to commercial and technological objectives, small firms have more difficulties than medium sized firms.

6.3 *Marginal effects on event probabilities*

We may look at the marginal effect of some variable on the probability of the event. We determine the marginal effect on event probability in Poisson models as the partial derivative of the probability with respect to an independent variable x_k. In general, the effect is given by the following equation:

$$\frac{\partial Prob(Y = y)}{\partial x_k} = \frac{b_k q_{it} e^{-q} \left(y q_{it}^{\,y-1} - q_{it}^{\,y} \right)}{y!} \qquad (6)$$

where $y = 0, 1, 2, 3 \ldots$, is the number of contacts among firms. The marginal effect on the probability changes as the value of independent variables varies (see Greene, 1990). Specifically, the marginal effect on the probability in the Poisson regression model measures the change of the expected probability to have y contacts given a unit change in x_k.

The marginal effects have been calculated with reference to the turnover per employed and the proportion of firms in the mechanical, textile, and food sectors. Results are shown in table 7 for the general model and in tables B2, B3, B4, and B5 (Appendix B) for regional and cohort effects.

As we expected, the marginal effects, connected with turnover changes, get smaller as the number of contacts *y* gets larger for all types of project, but the financial one. In addition, a negative variation of the expected probability comes from a 1% change of the participation rate of firms operating in mechanical, textile, and food sectors (see tables B3, B4, and B5 in Appendix B). These results emerge in the general model, as well as considering different regions. As to cohort effects, we do not observe a common behaviour.

7. Remarks and conclusions

The main interest of this paper consists of testing Poisson models as adequate tools to describe the probability to create contacts among firms interested in the participation to the Europartenariat meeting. The purpose of this event is to encourage international business and co-operation partnership between small and medium sized enterprises.

Contacts among firms are relatively few in number; this feature justifies the introduction of a Poisson regression model to describe the phenomena. Specifically, a panel-based analysis has been applied using a pseudo-panel approach. Estimates of the Poisson model parameters have been implemented using the Generalised Estimating Equation approach.

Moreover, we have analysed the effects of different types of objectives in estimating the probability. Productive, technological, commercial, and financial projects have been considered, and the related probabilities to find contacts have been specified separately. For each of them, we have estimated two models assuming independent and multiplicative correlation structures. The latter model seems to fit data better than the former one. Probabilities for different levels of turnover *per* employed have been calculated. We find that the probability to have some contacts associated to different projects, increases as the turnover increases, except for the financial one. In other words, firms with a high average turnover, that is low labour-intensive firms, have more chance to find contacts. Commercial objectives are associated with the highest probabilities, while financial projects present the smallest values.

Regional and cohort effects on the probability of contacting potential partners provide other interesting results. With reference to regional effects, it is not evident that the estimated probability of finding contacts in Europartenariat events improves across time. This evidence can be interpreted by the existence of regional differences among meetings. As to cohort effects, two main results emerge. First, predicted probabilities are almost every time decreasing when the number of contacts increases. It seems there are difficulties to single out more than one meeting. Second, small firms

have more difficulties than medium sized firms as to commercial and technological objectives. These results need a further investigation.

The marginal effects have been calculated with reference to the turnover per employed and to the proportion of firms operating in the mechanical, textile, and food sectors. Marginal effects connected with turnover changes are positive for all types of project, but the financial one, and get smaller when the number of contacts gets larger. In addition, a negative variation of the expected probability comes from an increase of the participation rate of firms included in mechanical, textile, and food sectors. The presence of the widest number of exposed sectors at the meeting seem to guarantee a high probability to find successful contacts.

We can conclude that our first goal to test Poisson models has been achieved. Estimation results give a good fit of data for all estimated models. Besides, the idea to analyse a European representative firm in a cohort-based framework has been effective for different reasons. First, we have been able to study the dynamic behaviour of a typical European firm. Second, normative evaluation of economic policy impact has been possible. Specifically, we have found the existence of local influences in the successful organisation of the Europartenariat event. Another interesting result of the cohort analysis is related to the emergence of quite important size differences among firms referred to alternative projects. Looking at the evidence, the *a priori* strategy to build different models, one for each project, has been profitable.

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Table 1: Regional distribution of firms by sectors and import-export activities

	N. firms	Sector 1	Sector 2	Sector 3	Sector 4	Sector 5	Sector 6	Sector 7	Sector 8	Sector 9	Sector 10	Sector 11	N. exp-firms	N. imp-firms
Greece	303	11	40	0	30	10	38	67	56	20	31	0	224	217
%	100	3,63	13,20	0,00	9,90	3,30	12,54	22,11	18,48	6,60	10,23	0,00	73,93	71,62
Italy	386	0	55	46	65	28	49	46	65	5	17	10	187	144
%	100	0,00	14,25	11,92	16,84	7,25	12,69	11,92	16,84	1,30	4,40	2,59	48,45	37,31
France	414	20	40	15	144	25	53	28	41	48	0	0	283	155
%	100	4,83	9,66	3,62	34,78	6,04	12,80	6,76	9,90	11,59	0,00	0,00	68,36	37,44
Scotland	335	31	17	34	34	25	20	45	37	21	41	16	190	105
%	100	9,25	5,07	10,15	10,15	7,46	5,97	13,43	11,04	6,27	12,24	4,78	56,72	31,34
Poland	401	49	46	33	50	46	36	50	29	32	30	0	304	272
%	100	12,22	11,47	8,23	12,47	11,47	8,98	12,47	7,23	7,98	7,48	0,00	75,81	67,83
Total	1839	111	198	128	323	134	196	236	228	126	119	26	1188	893
	100	6,04	10,77	6,96	17,56	7,29	10,66	12,83	12,40	6,85	6,47	1,41	64,60	48,56

Table 2: Regional distribution of firms by cohort

COHORT	Greece	Italy	France	Scotland	Poland	Total
1	21	70	81	91	56	319
	6,58%	21,94%	25,39%	28,53%	17,55%	100%
2	39	118	88	80	50	375
	10,40%	31,47%	23,47%	21,33%	13,33%	100%
3	26	56	62	35	34	213
	12,21%	26,29%	29,11%	16,43%	15,96%	100%
4	48	38	50	30	40	206
	23,30%	18,45%	24,27%	14,56%	19,42%	100%
5	27	17	18	14	11	87
	31,03%	19,54%	20,69%	16,09%	12,64%	100%
6	18	19	12	9	18	76
	23,68%	25,00%	15,79%	11,84%	23,68%	100,00%
7	9	10	20	12	11	62
	14,52%	16,13%	32,26%	19,35%	17,74%	100%
8	11	9	23	10	22	75
	14,67%	12,00%	30,67%	13,33%	29,33%	100%
9	15	2	4	6	6	33
	45,45%	6,06%	12,12%	18,18%	18,18%	100%
10	10	7	9	10	11	47
	21,28%	14,89%	19,15%	21,28%	23,40%	100%
11	7	8	3	4	6	28
	25,00%	28,57%	10,71%	14,29%	21,43%	100%
12	8	6	6	4	9	33
	24,24%	18,18%	18,18%	12,12%	27,27%	100%
13	64	26	38	30	127	285
	22,46%	9,12%	13,33%	10,53%	44,56%	100%
Firms *per* region	303	386	414	335	401	1839

Table 3: Description of variables and related statistics

Variable	*Description*	MIN	I PERC.	MEDIAN	III PERC.	MAX	MEAN	ST. DEV.	VAR.	SKEWN.	KURT.
ATURN	Turnover per employed*	8,79	49,37	88,64	116,96	313,78	91,64	58,32	3401,4	1,36	5,71
EXP	Exports	7,50	306,41	586,55	1237,25	7923,25	1158,05	1455,97	2119852	2,43	9,74
IMP	Imports	12,83	186,26	361,25	697,17	5696,94	685,45	983,45	967179,9	3,09	13,79
NS1	Relative number of firms in sector 1	0	0	0,037	0,110	0,25	0,0590	0,0669	0,0045	0,89	2,80
NS2	Relative number of firms in sector 2	0	0,038	0,097	0,179	0,333	0,1098	0,0932	0,0087	0,55	2,43
NS3	Relative number of firms in sector 3	0	0	0,037	0,111	0,333	0,0660	0,0812	0,0066	1,25	4,00
NS4	Relative number of firms in sector 4	0	0,067	0,143	0,250	0,611	0,1744	0,1426	0,0203	0,94	3,47
NS5	Relative number of firms in sector 5	0	0	0,077	0,111	0,333	0,0826	0,0890	0,0079	1,32	4,43
NS6	Relative number of firms in sector 6	0	0,025	0,105	0,147	0,5	0,1082	0,1026	0,0105	1,30	5,17
NS7	Relative number of firms in sector 7	0	0,050	0,128	0,211	0,5	0,1401	0,1166	0,0136	0,97	4,12
NS8	Relative number of firms in sector 8	0	0,043	0,120	0,182	0,5	0,1327	0,1150	0,0132	0,91	3,58
NS9	Relative number of firms in sector 9	0	0	0,021	0,091	0,247	0,0511	0,0632	0,0040	1,14	3,53
NS10	Relative number of firms in sector 10	0	0	0,026	0,102	0,286	0,0569	0,0721	0,0052	1,16	3,64
NS11	Relative number of firms in sector 11	0	0	0	0	0,25	0,0162	0,0498	0,0025	3,64	16,25
NEXP	Relative number of export-oriented firms	0,333	0,564	0,692	0,8	1	0,6820	0,1649	0,0272	-0,06	2,40
NIMP	Relative number of import-oriented firms	0,167	0,353	0,5	0,701	1	0,5260	0,2105	0,0443	0,25	2,42
NOBC	Relative number of firms with a commercial project	0,333	0,606	0,722	0,857	1	0,7282	0,1712	0,0293	-0,02	2,45
NOBP	Relative number of firms with a productive project	0	0,3	0,436	0,531	1	0,4179	0,1959	0,0384	0,17	3,55
NOBT	Relative number of firms with a technological project	0	0,252	0,333	0,462	0,857	0,3524	0,1725	0,2975	0,18	3,29
NOBF	Relative number of firms with a financial project	0	0,013	0,125	0,286	0,545	0,1677	0,1648	0,0272	0,80	2,47
OBC	Number of firms with a commercial project	1	6	12	29	81	20,3846	20,7061	428,7404	1,62	4,80
OBP	Number of firms with a productive project	0	3	7	18	68	12,0308	13,0444	170,1553	2,03	8,07
OBT	Number of firms with a technological project	0	3	6	13	48	9,9385	10,1810	103,6525	1,52	5,02
OBF	Number of firms with a financial project	0	1	3	6	33	4,8000	6,6572	44,3187	2,46	9,54

Table 4a: Parameter estimates from the Poisson model

	Commercial obj.				**Productive obj.**			
	Model Ind-Corr		*Model AR(1)-Corr*		*Model Ind-Corr*		*Model AR(1)-Corr*	
Expl. var.	*Coef.*	*Std. Err.*	*Coef.*	*Std. Err.*	*Coef.*	*Std. Err.*	*Coef.*	*Std. Err.*
aturn	0,0041	0,00117	0,0039	0,00110	0,0038	0,00159	0,0025	0,00096
exp	0,0000	0,00005	0,00001	0,00004	-0,00001	0,00007	0,0001	0,00004
imp	0,0000	0,00005	-0,0001	0,00006	0,00003	0,00006	-0,0001	0,00005
ns1	-7,0997	2,63824	-8,6451	2,50273	-10,8641	4,31241	-2,602	2,851
ns2	-12,252	2,574	-13,518	2,420	-14,384	4,179	-6,077	2,748
ns3	-12,565	2,415	-14,134	2,191	-14,706	3,984	-8,617	2,497
ns4	-12,487	2,437	-13,626	2,298	-13,890	4,063	-4,224	2,699
ns5	-13,819	2,634	-14,526	2,411	-16,376	4,252	-6,552	2,732
ns6	-10,568	2,372	-11,344	2,170	-12,470	4,005	-3,794	2,530
ns7	-12,923	2,516	-14,244	2,361	-15,126	4,147	-6,211	2,705
ns8	-9,971	2,528	-9,965	2,368	-13,795	4,144	-3,356	2,688
ns9	-17,921	3,038	-18,077	2,855	-20,199	4,620	-8,249	3,035
ns10	-12,333	2,504	-14,652	2,223	-14,249	4,093	-7,267	2,471
ns11	-12,341	2,938	-13,686	2,461	-18,095	4,888	-12,000	2,615
reg1	-0,4041	0,17669	-0,3991	0,16717	-0,4844	0,22986	-0,5451	0,15164
reg2	-0,4616	0,22916	-0,5644	0,22464	-0,5863	0,33039	-0,3172	0,24220
reg3	0,0899	0,20022	-0,0539	0,19434	-0,4697	0,27096	-0,9117	0,18141
reg4	-0,6959	0,22694	-0,7108	0,23660	-1,7018	0,33054	-1,0141	0,27093
coo1					0,0259	0,35089		
coo2	0,1320	0,14887	0,1951	0,13001	0,2283	0,28448	0,0338	0,11399
coo3	-0,4469	0,18577	-0,3387	0,17136	-0,2344	0,26203	-0,5040	0,15401
coo4	-0,4026	0,19995	-0,3581	0,18370	-0,5077	0,27123	-0,9037	0,16535
coo5	-1,1970	0,24936	-1,1150	0,22389	-1,3121	0,30098	-1,7624	0,20055
coo6	-1,5728	0,23522	-1,6365	0,20509	-1,9221	0,31497	-2,4815	0,18885
coo7	-1,8190	0,24270	-1,8289	0,20544	-1,8191	0,29057	-2,3468	0,18581
coo8	-1,4455	0,23270	-1,5177	0,21347	-1,4604	0,28452	-2,0260	0,19653
coo9	-2,6622	0,32771	-2,6274	0,29393	-2,7496	0,38011	-3,3397	0,27115
coo10	-2,1364	0,28930	-2,3037	0,26152	-2,0656	0,36040	-2,6922	0,24849
coo11	-2,7585	0,32784	-2,5614	0,25316	-2,0963	0,35503	-1,9148	0,21091
coo12	-2,5774	0,30724	-2,4202	0,25689	-2,2687	0,34107	-2,2584	0,19600
coo13	-0,3438	0,25248	-0,2905	0,23837			-0,4438	0,21194
constant	15,8014	2,41732	16,9235	2,23332	17,9040	4,07900	9,3075	2,57360

Table 4b: Parameter estimates from the Poisson model (continue)

	Technological obj.				**Financial obj.**			
	Model Ind-Corr		*Model AR(1)-Corr*		*Model Ind-Corr*		*Model AR(1)-Corr*	
Expl. var.	*Coef.*	*Std. Err.*	*Coef.*	*Std. Err.*	*Coef.*	*Std. Err.*	*Coef.*	*Std. Err.*
aturn	0,0050	0,00176	0,0019	0,00137	-0,0030	0,00375	-0,0024	0,0036
exp	0,0001	0,00007	0,0001	0,00005	0,00005	0,00014	0,00003	0,0001
imp	-0,000005	0,00007	-0,0001	0,00007	0,00001	0,00011	-0,00001	0,0001
ns1	-10,987	4,472	-4,957	3,389	-16,731	10,819	-15,379	10,694
ns2	-14,903	4,261	-9,010	3,219	-21,491	10,501	-20,375	10,190
ns3	-16,275	3,997	-12,152	2,917	-19,486	10,124	-20,175	9,720
ns4	-15,860	4,064	-9,653	3,050	-20,023	10,220	-19,466	9,993
ns5	-15,009	4,302	-8,898	3,145	-19,540	10,527	-18,269	10,226
ns6	-13,440	3,992	-8,065	2,905	-16,824	10,273	-16,120	10,039
ns7	-17,690	4,197	-11,707	3,128	-21,144	10,516	-20,629	10,196
ns8	-12,934	4,184	-5,537	3,137	-17,498	10,395	-16,060	10,164
ns9	-21,590	4,821	-12,680	3,710	-23,497	11,073	-21,940	10,676
ns10	-15,885	4,095	-12,370	2,904	-19,416	10,321	-19,322	9,810
ns11	-15,676	4,971	-12,986	3,387	-24,245	12,514	-22,887	12,004
reg1	0,4323	0,26513	0,5115	0,22014	0,5299	0,37973	0,4796	0,3706
reg2	-0,2707	0,35652	0,1549	0,31258	-0,8096	0,70630	-0,7650	0,6966
reg3	0,1061	0,30037	0,0134	0,25101	-0,5744	0,55826	-0,6208	0,5716
reg4	-1,1432	0,35898	-0,4796	0,33049	-2,9658	0,79721	-2,8904	0,7949
coo1					0,1432	0,66343		
coo2	0,0308	0,21887	-0,1875	0,15577	0,0840	0,58797	-0,1026	0,3055
coo3	-0,3864	0,26566	-0,6910	0,20535	-0,5491	0,54151	-0,5820	0,3493
coo4	-0,4876	0,29588	-0,9445	0,22179	-0,7014	0,53134	-0,7518	0,3934
coo5	-1,0994	0,34885	-1,5537	0,26496	-1,0122	0,54443	-1,1973	0,4283
coo6	-1,5207	0,35467	-2,1496	0,25181	-1,8409	0,55696	-2,1134	0,5074
coo7	-2,1978	0,38265	-2,7364	0,26283	-1,4721	0,49029	-1,6963	0,4920
coo8	-1,8281	0,35327	-2,3822	0,27343	-2,0986	0,59993	-2,4752	0,4860
coo9	-2,6347	0,44573	-3,0641	0,35263	-2,9028	0,60401	-3,1303	0,5954
coo10	-2,7110	0,46706	-3,3836	0,34434	-2,8826	0,71846	-3,2169	0,6751
coo11	-2,7762	0,41918	-2,7404	0,30205	-3,3535	0,75880	-3,2385	0,5916
coo12	-3,0676	0,47932	-3,0740	0,33058	-3,1170	0,69705	-3,3442	0,6634
coo13	-0,3846	0,37632	-0,7321	0,29838			-0,1698	0,6545
constant	18,1703	4,04040	12,6808	2,98221	22,6180	10,40011	21,9560	9,9287

Tab 5: Estimated within-cohort correlation
(AR1 model)

Within-cohort correlation										
Commercial obj.						**Productive obj.**				
1						1				
-0,511	1					-0,81	1			
0,2616	-0,511	1				0,6566	-0,81	1		
-0,134	0,2616	-0,511	1			-0,532	0,6566	-0,81	1	
0,0684	-0,134	0,2616	-0,511	1		0,4311	-0,532	0,6566	-0,81	1
Technological obj.						**Financial obj.**				
1						1				
-0,682	1					-0,342	1			
0,4654	-0,682	1				0,1172	-0,342	1		
-0,318	0,4654	-0,682	1			-0,04	0,1172	-0,342	1	
0,2166	-0,318	0,4654	-0,682	1		0,0137	-0,04	0,1172	-0,342	1

Tab 6: Predicted probabilities from the Poisson model
(general model)

N. of contacts	Commercial obj.	Productive obj.	Technological obj.	Financial obj.
1	6,00826E-07	4,16711E-09	2,30261E-09	1,27513E-10
3	3,6149E-20	1,20602E-26	2,03475E-27	3,4555E-31
5	6,52477E-34	1,04712E-44	5,39414E-46	2,80924E-52
7	5,60808E-48	4,32928E-63	6,80948E-65	1,08755E-73
10	1,68939E-69	4,35099E-91	1,15463E-93	3,1317E-106
15	3,6706E-106	1,5171E-138	2,074E-142	2,9296E-161
20	1,5448E-143	1,0247E-186	7,2159E-192	5,3083E-217
25	1,8971E-181	2,0195E-235	7,3261E-242	2,8067E-273
30	8,686E-220	1,4839E-284	2,7731E-292	0

Tab 7: Marginal effects on probabilities from the Poisson model related to per-capita turnover (general model)

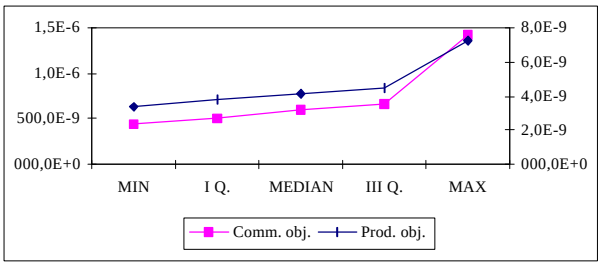
N. of contacts	Commercial obj.	Productive obj.	Technological obj.	Financial obj.
1	2,3E-09	1,0E-11	4,3E-12	-3,0E-13
3	4,2E-22	8,9E-29	1,1E-29	-2,5E-33
5	1,3E-35	1,3E-46	5,1E-48	-3,3E-54
7	1,5E-49	7,5E-65	9,0E-67	-1,8E-75
10	6,6E-71	1,1E-92	2,2E-95	-7E-108
15	2,1E-107	5,6E-140	5,9E-144	-1,0E-162
20	1,2E-144	5,0E-188	2,7E-193	-2,5E-218
25	1,8E-182	1,2E-236	3,4E-243	-1,7E-274
30	1,0E-220	1,1E-285	1,6E-293	0

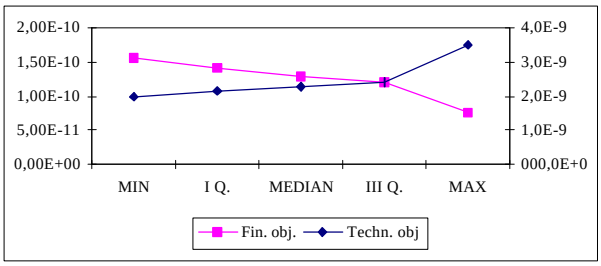
Tab 8: Marginal effects on probabilities from the Poisson general model for mechanical, textile, and food sectors

	Mechanical sector			
N. of contacts	**Comm. obj.**	**Prod. obj**	**Techn. obj**	**Fin. obj.**
1	-8,2E-06	-1,8E-08	-2,2E-08	-1,2E-09
3	-1,5E-18	-1,5E-25	-5,9E-26	-1,0E-29
5	-4,4E-32	-2,2E-43	-2,6E-44	-1,4E-50
7	-5,3E-46	-1,3E-61	-4,6E-63	-7,3E-72
10	-2,3E-67	-1,8E-89	-1,1E-91	-3,0E-104
15	-7,5E-104	-9,6E-137	-3,0E-140	-4,2E-159
	Textile sector			
N. of contacts	**Comm. obj.**	**Prod. obj**	**Techn. obj**	**Fin. obj.**
1	-8,6E-06	-2,6E-08	-2,7E-08	-1,5E-09
3	-1,5E-18	-2,2E-25	-7,1E-26	-1,2E-29
5	-4,6E-32	-3,3E-43	-3,2E-44	-1,6E-50
7	-5,6E-46	-1,9E-61	-5,6E-63	-8,9E-72
10	-2,4E-67	-2,7E-89	-1,4E-91	-3,7E-104
15	-7,8E-104	-1,4E-136	-3,6E-140	-5,1E-159
	Food sector			
N. of contacts	**Comm. obj.**	**Prod. obj**	**Techn. obj**	**Fin. obj.**
1	-6,0E-06	-1,4E-08	-1,3E-08	-7,1E-10
3	-1,1E-18	-1,2E-25	-3,4E-26	-5,7E-30
5	-3,3E-32	-1,8E-43	-1,5E-44	-7,8E-51
7	-3,9E-46	-1,0E-61	-2,6E-63	-4,2E-72
10	-1,7E-67	-1,5E-89	-6,4E-92	-1,7E-104
15	-5,5E-104	-7,6E-137	-1,7E-140	-2,4E-159

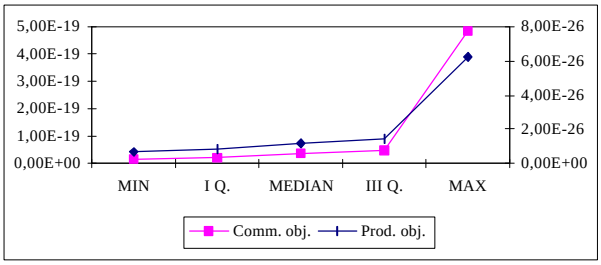
Fig. 1 Per-capita turnover effects on the probability of contacting firms

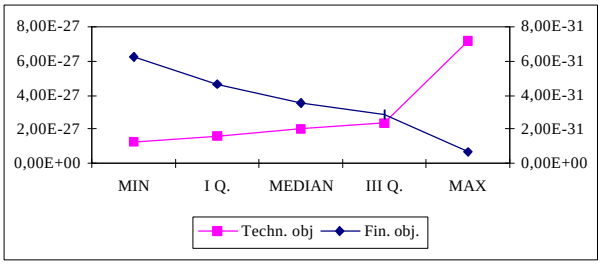
a) *Probability to have 1 contact*



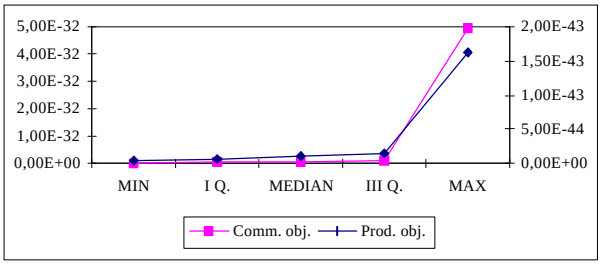


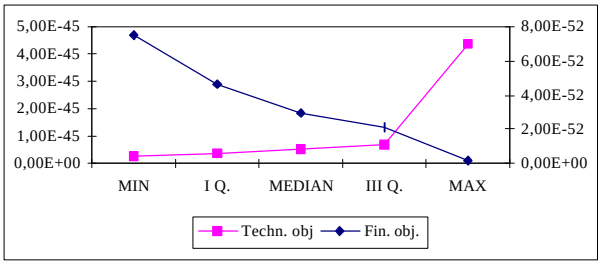
b) *Probability to have 3 contacts*



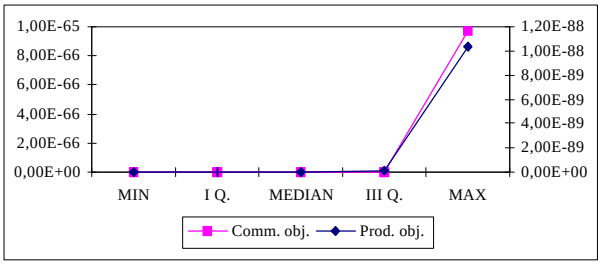


b) *Probability to have 5 contacts*





b) *Probability to have 10 contacts*



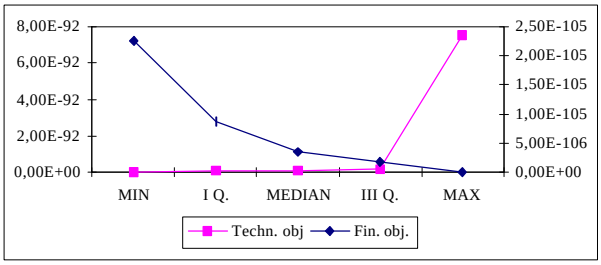
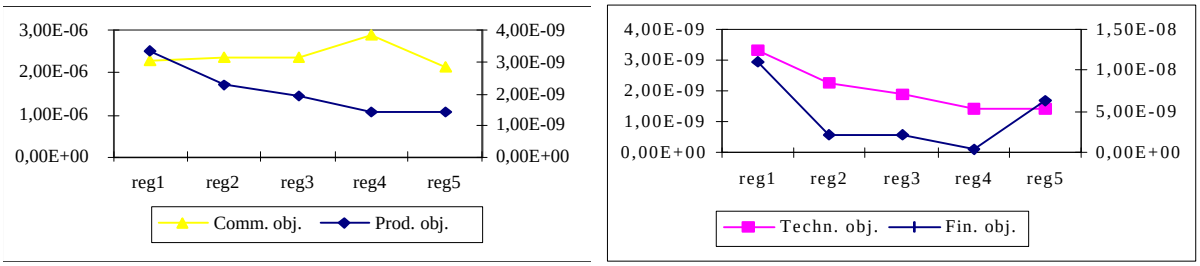
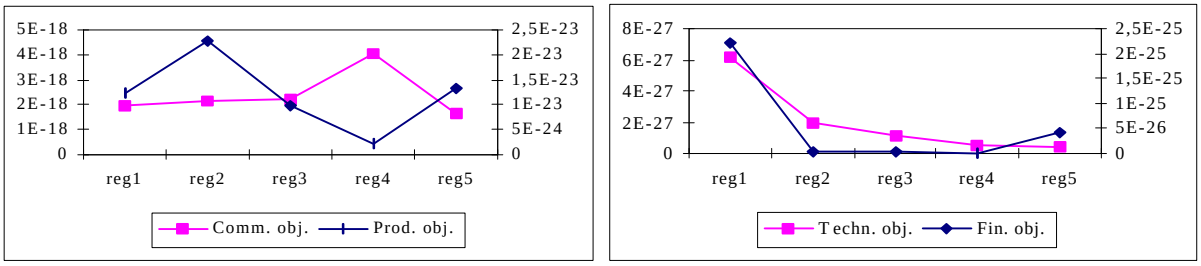


Fig. 2 Regional effects on the probability of contacting firms

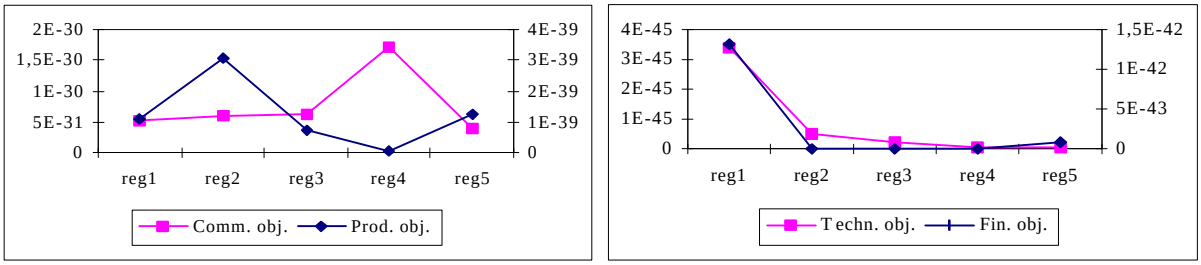
a) *Probability to have 1 contact*



b) *Probability to have 3 contacts*



c) *Probability to have 5 contacts*



d) *Probability to have 10 contacts*

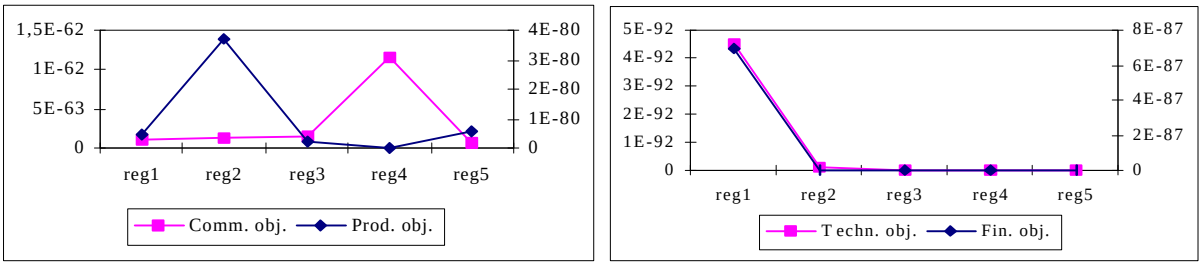
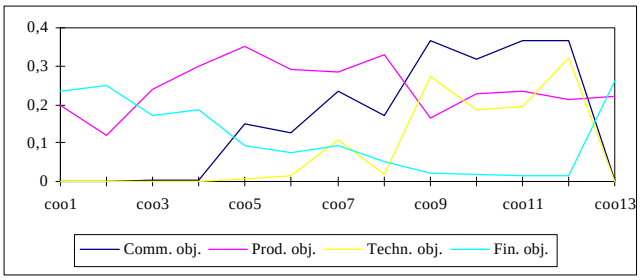
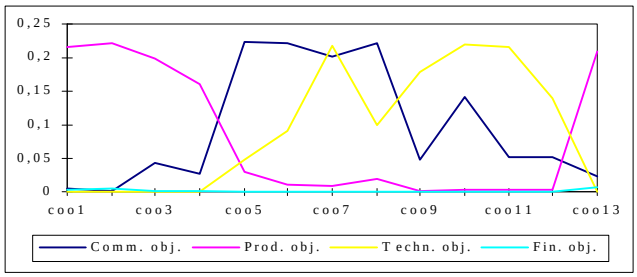


Fig. 3 Cohort-effects on the probability of contacting firms

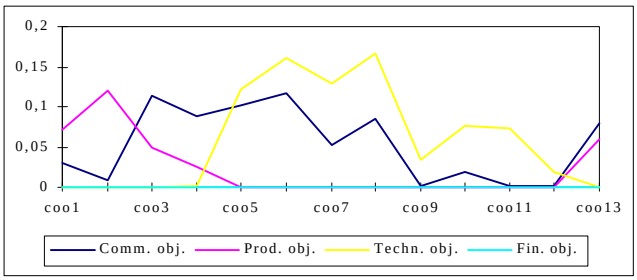
a) *Probability to have 1 contact*



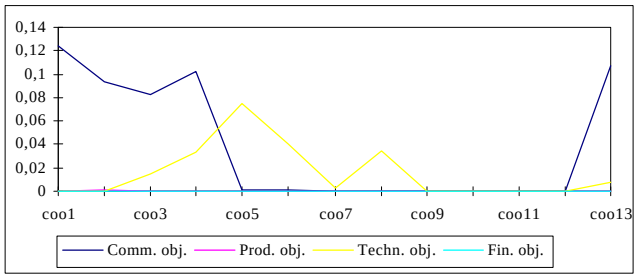
b) *Probability to have 3 contacts*



c) *Probability to have 5 contacts*



d) *Probability to have 10 contacts*



Appendix A

Table A1 Sectors

Sector	Description
S1	Building (materials, products and services)
S2	Chemicals and pharmaceuticals (plastic materials, rubbers, glass, and ceramics)
S3	Electronics, electrical products
S4	Mechanics
S5	Transport services and manufacturing
S6	Paper, wood, and furniture
S7	Textiles, leather, and footwear
S8	Food
S9	Trade services
S10	R&D
S11	Computing and software

Table A2 Cohorts

Cohort	Number of employees (n)
1	$n < 13$
2	$13 \leq n < 26$
3	$26 \leq n < 39$
4	$39 \leq n < 52$
5	$52 \leq n < 65$
6	$65 \leq n < 78$
7	$78 \leq n < 91$
8	$91 \leq n < 104$
9	$104 \leq n < 117$
10	$117 \leq n < 130$
11	$130 \leq n < 143$
12	$143 \leq n < 156$
13	$n \geq 156$

Appendix B: Predicted probabilities and marginal effects from the Poisson model

Tab B1: Predicted probabilities from the Poisson model
(regional and cohort effects)

	Commercial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	2,27746E-06	1,9688E-18	5,10592E-31	6,3056E-44	1,03454E-63	1,759E-97	5,7929E-132	5,5671E-167	1,9947E-202
reg2	2,34357E-06	2,14529E-18	5,89136E-31	7,70415E-44	1,37731E-63	2,70204E-97	1,0267E-131	1,1385E-166	4,7068E-202
reg3	2,3709E-06	2,22122E-18	6,24296E-31	8,35546E-44	1,54661E-63	3,21527E-97	1,2947E-131	1,5213E-166	6,6646E-202
reg4	2,89877E-06	4,05968E-18	1,70566E-30	3,41249E-43	1,15447E-62	6,55724E-96	7,2139E-130	2,3159E-164	2,7719E-199
reg5	2,14479E-06	1,64438E-18	3,78218E-31	4,1425E-44	5,67656E-64	7,14946E-98	1,7441E-132	1,2416E-167	3,2952E-203
coo1	0,000312948	0,005654957	0,030655436	0,079134598	0,124078403	0,042143452	0,002772526	5,32261E-05	3,80962E-07
coo2	4,1866E-05	0,001110589	0,008838267	0,033493568	0,093410198	0,082845072	0,014231499	0,000713409	1,33332E-05
coo3	0,004670897	0,042202785	0,114393986	0,147654259	0,081856202	0,004915245	5,71677E-05	1,94026E-07	2,45513E-10
coo4	0,002422114	0,026597673	0,087622149	0,137456367	0,102101645	0,009983821	0,000189092	1,04509E-06	2,15347E-09
coo5	0,14871317	0,224040223	0,101256711	0,021792263	0,000822549	5,60718E-07	7,40353E-11	2,85258E-15	4,09772E-20
coo6	0,127467373	0,222115034	0,116112273	0,02890407	0,001357131	1,3311E-06	2,52878E-10	1,40189E-14	2,89752E-19
coo7	0,234568858	0,201383732	0,05186802	0,006361443	0,000103295	1,72627E-08	5,58787E-13	5,27823E-18	1,85882E-23
coo8	0,172981688	0,222066292	0,085523685	0,015684507	0,000465682	2,12783E-07	1,8832E-11	4,86362E-16	4,68306E-21
coo9	0,365218686	0,047599298	0,001861099	3,46512E-05	3,32801E-08	4,99396E-14	1,4515E-20	1,2311E-27	3,89292E-35
coo10	0,318892946	0,141874054	0,018935741	0,00120349	7,28994E-06	2,35511E-10	1,4737E-15	2,69098E-21	1,83198E-27
coo11	0,366858709	0,052575556	0,002260425	4,62783E-05	5,12506E-08	9,75109E-14	3,59351E-20	3,86446E-27	1,5494E-34
coo12	0,366514597	0,051281251	0,00215252	4,30246E-05	4,59634E-08	8,2361E-14	2,85853E-20	2,89513E-27	1,0932E-34
coo13	0,001967358	0,022882208	0,079842432	0,132663149	0,107415401	0,012126754	0,000265176	1,69211E-06	4,02557E-09

	Productive objective								
	1	3	5	7	10	15	20	25	30
reg1	4,19796E-08	1,233E-23	1,08645E-39	4,55867E-56	4,68404E-81	1,6946E-123	1,1875E-166	2,4284E-210	1,8514E-254
reg2	5,16084E-08	2,29091E-23	3,05084E-39	1,93468E-55	3,69349E-80	3,7523E-122	7,3837E-165	4,2399E-208	9,077E-252
reg3	3,88559E-08	9,77734E-24	7,38084E-40	2,65321E-56	2,16178E-81	5,3133E-124	2,5294E-167	3,5139E-211	1,82E-255
reg4	2,42061E-08	2,36386E-24	6,92532E-41	9,66137E-58	1,90317E-83	4,389E-127	1,9605E-171	2,5554E-216	1,2418E-261
reg5	4,30008E-08	1,32519E-23	1,22519E-39	5,39394E-56	5,95667E-81	2,4302E-123	1,9205E-166	4,4287E-210	3,8075E-254
coo1	0,19676474	0,21650599	0,071468359	0,011234103	0,000264677	8,22555E-08	4,95136E-12	8,69738E-17	5,69585E-22
coo2	0,121433758	0,220844894	0,120491537	0,031304476	0,001567194	1,71054E-06	3,61624E-10	2,23092E-14	5,13118E-19
coo3	0,240328209	0,198459846	0,049165652	0,005800049	8,8844E-05	1,34722E-08	3,95696E-13	3,39148E-18	1,08373E-23
coo4	0,297855455	0,160413079	0,025917628	0,001994029	1,60871E-05	8,37923E-10	8,45362E-15	2,48877E-20	2,73171E-26
coo5	0,34984503	0,029851781	0,000764163	9,31499E-06	4,73935E-09	2,46659E-15	2,48649E-22	7,31441E-30	8,02194E-38
coo6	0,29295553	0,010676081	0,000116719	6,07653E-07	8,62909E-11	5,35343E-18	6,43295E-26	2,25576E-34	2,94905E-43
coo7	0,284806664	0,009357137	9,22268E-05	4,32864E-07	5,26181E-11	2,51918E-18	2,33612E-26	6,3217E-35	6,37792E-44
coo8	0,32991064	0,019983478	0,000363134	3,14227E-06	9,56204E-10	2,1129E-16	9,04313E-24	1,12944E-31	5,25912E-40
coo9	0,162762865	0,001068884	2,10585E-06	1,97563E-09	2,14616E-14	1,83545E-23	3,04042E-33	1,4697E-43	2,6487E-54
coo10	0,228480213	0,003711677	1,80889E-05	4,19794E-08	1,77424E-12	1,46036E-20	2,32818E-29	1,08312E-38	1,87865E-48
coo11	0,236822496	0,004275542	2,31569E-05	5,97243E-08	2,95732E-12	3,16928E-20	6,5786E-29	3,98485E-38	8,99903E-48
coo12	0,212501914	0,002809011	1,11395E-05	2,10358E-08	6,52587E-13	3,20816E-21	3,05483E-30	8,48829E-40	8,79348E-50
coo13	0,219388957	0,208321835	0,059343899	0,00805004	0,000152045	3,26899E-08	1,36134E-12	1,65434E-17	7,49529E-23

Tab B1: Predicted probabilities from the Poisson model (continue)
(regional and cohort effects)

	Technological objective								
	1	3	5	7	10	15	20	25	30
reg1	3,32311E-09	6,11622E-27	3,37709E-45	8,87937E-64	4,52568E-92	5,0894E-140	1,1086E-188	7,0465E-238	1,6699E-287
reg2	2,27141E-09	1,95315E-27	5,03846E-46	6,18928E-65	1,00738E-93	1,6902E-142	5,4928E-192	5,2089E-242	1,8417E-292
reg3	1,91304E-09	1,16687E-27	2,1352E-46	1,86053E-65	1,80916E-94	1,2864E-143	1,7716E-193	7,1196E-244	1,0667E-294
reg4	1,44208E-09	4,99823E-28	5,19714E-47	2,57332E-66	1,07184E-95	1,855E-145	6,2181E-196	6,0825E-247	2,2183E-298
reg5	1,39514E-09	4,52585E-28	4,40457E-47	2,04121E-66	7,69851E-96	1,1292E-145	3,2079E-196	2,6594E-247	8,2196E-299
coo1	1,88637E-11	2,46961E-09	9,6995E-08	1,81406E-06	5,54685E-05	0,002661882	0,024742456	0,06711208	0,067868034
coo2	1,89628E-11	2,48162E-09	9,7429E-08	1,82147E-06	5,56627E-05	0,002668613	0,024780983	0,067151447	0,067842038
coo3	2,74337E-07	1,48129E-05	0,000239949	0,00185088	0,014990226	0,078585487	0,079797281	0,023644917	0,002612126
coo4	1,7524E-06	7,50396E-05	0,000963982	0,005896959	0,033729375	0,099035942	0,056323413	0,009347361	0,000578357
coo5	0,005640818	0,047981472	0,122440851	0,148785228	0,075344485	0,003890647	3,89138E-05	1,13577E-07	1,2359E-10
coo6	0,015359463	0,090972232	0,161645244	0,136772163	0,040243091	0,000840746	3,40212E-06	4,01735E-09	1,76862E-12
coo7	0,109777296	0,217357645	0,129109609	0,03651934	0,002076878	2,80355E-06	7,33023E-10	5,59282E-14	1,59093E-18
coo8	0,018279585	0,100777768	0,166680346	0,131275825	0,034687799	0,000605779	2,0491E-06	2,02263E-09	7,44348E-13
coo9	0,274150193	0,178097337	0,034709435	0,003221205	3,44283E-05	2,86569E-09	4,62014E-14	2,17362E-19	3,81259E-25
coo10	0,188477796	0,218816732	0,076211781	0,012639922	0,000322752	1,147E-07	7,89524E-12	1,58589E-16	1,18765E-21
coo11	0,195533696	0,216873449	0,072162641	0,011434025	0,000272628	8,64319E-08	5,30749E-12	9,51061E-17	6,35381E-22
coo12	0,321606973	0,139239778	0,018085164	0,001118568	6,50449E-06	1,96313E-10	1,14762E-15	1,95771E-21	1,24511E-27
coo13	7,57331E-08	4,73053E-06	8,86453E-05	0,00079101	0,007971006	0,060147256	0,087908337	0,037492833	0,005961741

	Financial objective								
	1	3	5	7	10	15	20	25	30
reg1	1,09629E-08	2,19598E-25	1,31962E-42	3,77619E-60	6,91034E-87	3,0366E-132	2,5846E-178	6,4196E-225	5,9447E-272
reg2	2,20376E-09	1,78379E-27	4,33154E-46	5,00867E-65	7,44533E-94	1,0739E-142	3,0003E-192	2,4461E-242	7,435E-293
reg3	2,12991E-09	1,61039E-27	3,65277E-46	3,94543E-65	5,29473E-94	6,4404E-143	1,5174E-192	1,0432E-242	2,674E-293
reg4	4,04588E-10	1,10379E-29	9,03408E-50	3,52095E-70	3,2387E-101	9,7431E-154	5,6772E-207	9,6534E-261	0
reg5	6,37447E-09	4,31698E-26	8,77078E-44	8,48549E-62	3,05264E-89	8,9158E-136	5,0438E-183	8,3263E-231	5,1246E-279
coo1	0,235555174	0,004185308	2,23092E-05	5,66266E-08	2,73758E-12	2,819E-20	5,62257E-29	3,27249E-38	7,10116E-48
coo2	0,249643376	0,005291231	3,36445E-05	1,01872E-07	6,41657E-12	1,02692E-19	3,18332E-28	2,87958E-37	9,71147E-47
coo3	0,170141499	0,001249031	2,75079E-06	2,88484E-09	3,70391E-14	4,18513E-23	9,15945E-33	5,8497E-43	1,39285E-53
coo4	0,188227806	0,001792852	5,12303E-06	6,97091E-09	1,32274E-13	2,86595E-22	1,20274E-31	1,47293E-41	6,72508E-52
coo5	0,094752221	0,000175006	9,69705E-08	2,55862E-11	4,1457E-17	1,48731E-27	1,03351E-38	2,09572E-50	1,58438E-62
coo6	0,073924066	7,9026E-05	2,5344E-08	3,87045E-12	2,76141E-18	2,52484E-29	4,47143E-41	2,31081E-53	4,45233E-66
coo7	0,093530765	0,000167816	9,03306E-08	2,31535E-11	3,59195E-17	1,19859E-27	7,74679E-39	1,46109E-50	1,0274E-62
coo8	0,050656426	2,41083E-05	3,44208E-09	2,34021E-13	4,95963E-20	5,99683E-32	1,40445E-44	9,59832E-58	2,44563E-71
coo9	0,022671304	2,03438E-06	5,47659E-11	7,0205E-16	1,21814E-23	2,27367E-37	8,21999E-52	8,67199E-67	3,41093E-82
coo10	0,018821873	1,15479E-06	2,12551E-11	1,86297E-16	1,8275E-24	1,31856E-38	1,84268E-53	7,51462E-69	1,14254E-84
coo11	0,016737307	8,08524E-07	1,17171E-11	8,08595E-17	5,54162E-25	2,19936E-39	1,69071E-54	3,79266E-70	3,17194E-86
coo12	0,016365142	7,55199E-07	1,0455E-11	6,89235E-17	4,41036E-25	1,56124E-39	1,07047E-54	2,14183E-70	1,59773E-86
coo13	0,261511753	0,006423506	4,73341E-05	1,66095E-07	1,30519E-11	3,02007E-19	1,35354E-27	1,77024E-36	8,63172E-46

Tab B2: Marginal effects on probabilities from the Poisson model related to per-capita turnover (regional and cohort effects)

	Commercial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	8,9E-09	2,3E-20	9,9E-33	1,7E-45	4,0E-65	1,0E-98	4,5E-133	5,4E-168	2,3E-203
reg2	9,1E-09	2,5E-20	1,1E-32	2,1E-45	5,4E-65	1,6E-98	8,0E-133	1,1E-167	5,5E-203
reg3	9,2E-09	2,6E-20	1,2E-32	2,3E-45	6,0E-65	1,9E-98	1,0E-132	1,5E-167	7,8E-203
reg4	1,1E-08	4,7E-20	3,3E-32	9,3E-45	4,5E-64	3,8E-97	5,6E-131	2,3E-165	3,2E-200
reg5	8,4E-09	1,9E-20	7,4E-33	1,1E-45	2,2E-65	4,2E-99	1,4E-133	1,2E-168	3,9E-204
coo1	-1,1E-05	-1,6E-04	-6,5E-04	-1,1E-03	-2,0E-04	7,5E-04	1,0E-04	3,0E-06	2,9E-08
coo2	-1,9E-06	-4,2E-05	-2,6E-04	-7,3E-04	-9,5E-04	7,7E-04	4,1E-04	3,4E-05	9,0E-07
coo3	-1,2E-04	-7,2E-04	-1,1E-03	-2,1E-04	8,4E-04	1,5E-04	2,8E-06	1,3E-08	2,2E-11
coo4	-6,7E-05	-5,3E-04	-1,1E-03	-6,0E-04	7,5E-04	2,7E-04	8,8E-06	6,9E-08	1,8E-10
coo5	-1,2E-03	-5,7E-06	7,9E-04	3,4E-04	2,2E-05	2,6E-08	4,9E-12	2,4E-16	4,3E-21
coo6	-1,1E-03	-2,0E-04	8,0E-04	4,2E-04	3,6E-05	6,1E-08	1,7E-11	1,2E-15	3,0E-20
coo7	-1,2E-03	5,7E-04	5,5E-04	1,2E-04	3,1E-06	8,6E-10	3,9E-14	4,7E-19	2,0E-24
coo8	-1,2E-03	1,9E-04	7,4E-04	2,6E-04	1,3E-05	1,0E-08	1,3E-12	4,2E-17	5,0E-22
coo9	1,6E-04	3,9E-04	3,0E-05	8,3E-07	1,2E-09	2,7E-15	1,1E-21	1,2E-28	4,4E-36
coo10	-7,9E-04	7,6E-04	2,5E-04	2,5E-05	2,4E-07	1,2E-11	1,1E-16	2,4E-22	2,0E-28
coo11	1,0E-04	4,2E-04	3,6E-05	1,1E-06	1,8E-09	5,3E-15	2,7E-21	3,6E-28	1,8E-35
coo12	1,2E-04	4,2E-04	3,4E-05	1,0E-06	1,6E-09	4,5E-15	2,1E-21	2,7E-28	1,2E-35
coo13	-5,6E-05	-4,8E-04	-1,0E-03	-7,0E-04	6,9E-04	3,1E-04	1,2E-05	1,1E-07	3,4E-10

	Productive objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	1,0E-10	9,1E-26	1,3E-41	7,9E-58	1,2E-82	6,3E-125	5,8E-168	1,5E-211	1,4E-255
reg2	1,3E-10	1,7E-25	3,8E-41	3,3E-57	9,1E-82	1,4E-123	3,6E-166	2,6E-209	6,7E-253
reg3	9,6E-11	7,2E-26	9,1E-42	4,6E-58	5,3E-83	2,0E-125	1,2E-168	2,2E-212	1,3E-256
reg4	6,0E-11	1,7E-26	8,5E-43	1,7E-59	4,7E-85	1,6E-128	9,7E-173	1,6E-217	9,2E-263
reg5	1,1E-10	9,8E-26	1,5E-41	9,3E-58	1,5E-82	9,0E-125	9,5E-168	2,7E-211	2,8E-255
coo1	-7,6E-04	2,3E-04	4,3E-04	1,2E-04	4,8E-06	2,5E-09	2,1E-13	4,8E-18	3,8E-23
coo2	-6,9E-04	-1,6E-04	5,0E-04	2,8E-04	2,6E-05	4,9E-08	1,5E-11	1,2E-15	3,4E-20
coo3	-7,3E-04	3,8E-04	3,4E-04	6,8E-05	1,7E-06	4,2E-10	1,7E-14	1,9E-19	7,4E-25
coo4	-5,8E-04	4,7E-04	2,0E-04	2,6E-05	3,2E-07	2,7E-11	3,8E-16	1,4E-21	1,9E-27
coo5	2,5E-04	1,7E-04	8,1E-06	1,4E-07	1,1E-10	8,7E-17	1,2E-23	4,4E-31	5,8E-39
coo6	3,8E-04	6,7E-05	1,3E-06	9,8E-09	2,0E-12	1,9E-19	3,1E-27	1,4E-35	2,1E-44
coo7	3,9E-04	5,9E-05	1,0E-06	7,0E-09	1,2E-12	9,0E-20	1,1E-27	3,8E-36	4,6E-45
coo8	3,2E-04	1,2E-04	3,9E-06	4,9E-08	2,2E-11	7,5E-18	4,3E-25	6,8E-33	3,8E-41
coo9	3,2E-04	7,4E-06	2,5E-08	3,3E-11	5,2E-16	6,7E-25	1,5E-34	9,0E-45	1,9E-55
coo10	3,9E-04	2,5E-05	2,1E-07	6,9E-10	4,2E-14	5,3E-22	1,1E-30	6,6E-40	1,4E-49
coo11	3,9E-04	2,8E-05	2,7E-07	9,8E-10	7,0E-14	1,1E-21	3,2E-30	2,4E-39	6,6E-49
coo12	3,8E-04	1,9E-05	1,3E-07	3,5E-10	1,6E-14	1,2E-22	1,5E-31	5,2E-41	6,4E-51
coo13	-7,5E-04	3,1E-04	3,8E-04	9,1E-05	2,9E-06	1,0E-09	5,9E-14	9,2E-19	5,1E-24

Tab B2: Marginal effects on probabilities from the Poisson model related to per-capita turnover (regional and cohort effects) (continue)

	Technological objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	6,3E-12	3,5E-29	3,2E-47	1,2E-65	8,5E-94	1,4E-141	4,2E-190	3,3E-239	9,4E-289
reg2	4,3E-12	1,1E-29	4,7E-48	8,2E-67	1,9E-95	4,8E-144	2,1E-193	2,5E-243	1,0E-293
reg3	3,6E-12	6,6E-30	2,0E-48	2,5E-67	3,4E-96	3,6E-145	6,7E-195	3,4E-245	6,0E-296
reg4	2,7E-12	2,8E-30	4,9E-49	3,4E-68	2,0E-97	5,2E-147	2,3E-197	2,9E-248	1,3E-299
reg5	2,6E-12	2,6E-30	4,1E-49	2,7E-68	1,4E-97	3,2E-147	1,2E-197	1,3E-248	4,6E-300
coo1	-9,6E-13	-1,2E-10	-4,2E-09	-7,2E-08	-1,9E-06	-6,5E-05	-3,7E-04	-3,8E-04	2,5E-04
coo2	-9,6E-13	-1,2E-10	-4,2E-09	-7,2E-08	-1,9E-06	-6,5E-05	-3,7E-04	-3,8E-04	2,5E-04
coo3	-8,8E-09	-4,2E-07	-5,9E-06	-3,8E-05	-2,3E-04	-4,4E-04	3,0E-04	3,1E-04	5,9E-05
coo4	-5,0E-08	-1,8E-06	-2,0E-05	-1,0E-04	-3,8E-04	-1,9E-04	4,2E-04	1,6E-04	1,5E-05
coo5	-6,5E-05	-3,7E-04	-4,9E-04	-4,0E-05	4,1E-04	5,8E-05	9,4E-07	3,8E-09	5,3E-12
coo6	-1,4E-04	-5,1E-04	-2,9E-04	2,7E-04	3,1E-04	1,4E-05	9,0E-08	1,4E-10	8,0E-14
coo7	-5,1E-04	-1,8E-04	3,8E-04	2,4E-04	2,6E-05	6,1E-08	2,3E-11	2,3E-15	8,0E-20
coo8	-1,6E-04	-5,2E-04	-2,4E-04	3,1E-04	2,8E-04	1,1E-05	5,5E-08	7,3E-11	3,4E-14
coo9	-5,0E-04	3,4E-04	2,0E-04	3,0E-05	5,2E-07	7,0E-11	1,6E-15	9,4E-21	2,0E-26
coo10	-5,8E-04	1,5E-04	3,4E-04	1,0E-04	4,5E-06	2,7E-09	2,6E-13	6,7E-18	6,1E-23
coo11	-5,8E-04	1,7E-04	3,3E-04	9,5E-05	3,8E-06	2,0E-09	1,7E-13	4,0E-18	3,3E-23
coo12	-3,7E-04	3,6E-04	1,2E-04	1,1E-05	1,0E-07	4,9E-12	4,0E-17	8,6E-23	6,7E-29
coo13	-2,6E-09	-1,5E-07	-2,4E-06	-1,8E-05	-1,4E-04	-4,9E-04	1,1E-04	4,0E-04	1,2E-04

	Financial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-2,6E-11	-1,6E-27	-1,6E-44	-6,3E-62	-1,6E-88	-1,1E-133	-1,2E-179	-3,8E-226	-4,2E-273
reg2	-5,2E-12	-1,3E-29	-5,2E-48	-8,3E-67	-1,8E-95	-3,8E-144	-1,4E-193	-1,5E-243	-5,3E-294
reg3	-5,1E-12	-1,2E-29	-4,3E-48	-6,6E-67	-1,3E-95	-2,3E-144	-7,2E-194	-6,2E-244	-1,9E-294
reg4	-9,6E-13	-7,9E-32	-1,1E-51	-5,9E-72	-8E-103	-3,5E-155	-2,7E-208	-5,7E-262	0,0E+00
reg5	-1,5E-11	-3,1E-28	-1,0E-45	-1,4E-63	-7,3E-91	-3,2E-137	-2,4E-184	-5,0E-232	-3,7E-280
coo1	-3,8E-04	-2,7E-05	-2,5E-07	-9,0E-10	-6,3E-14	-9,8E-22	-2,6E-30	-1,9E-39	-5,0E-49
coo2	-3,8E-04	-3,3E-05	-3,7E-07	-1,6E-09	-1,5E-13	-3,6E-21	-1,5E-29	-1,7E-38	-6,9E-48
coo3	-3,2E-04	-8,3E-06	-3,1E-08	-4,7E-11	-8,6E-16	-1,5E-24	-4,3E-34	-3,5E-44	-9,9E-55
coo4	-3,4E-04	-1,2E-05	-5,8E-08	-1,1E-10	-3,1E-15	-1,0E-23	-5,7E-33	-8,7E-43	-4,8E-53
coo5	-2,0E-04	-1,2E-06	-1,1E-09	-4,2E-13	-9,8E-19	-5,3E-29	-4,9E-40	-1,2E-51	-1,1E-63
coo6	-1,6E-04	-5,5E-07	-3,0E-10	-6,4E-14	-6,5E-20	-9,0E-31	-2,1E-42	-1,4E-54	-3,2E-67
coo7	-2,0E-04	-1,2E-06	-1,1E-09	-3,8E-13	-8,5E-19	-4,3E-29	-3,7E-40	-8,7E-52	-7,3E-64
coo8	-1,1E-04	-1,7E-07	-4,1E-11	-3,9E-15	-1,2E-21	-2,1E-33	-6,7E-46	-5,7E-59	-1,7E-72
coo9	-5,3E-05	-1,4E-08	-6,5E-13	-1,2E-17	-2,9E-25	-8,1E-39	-3,9E-53	-5,2E-68	-2,4E-83
coo10	-4,4E-05	-8,2E-09	-2,5E-13	-3,1E-18	-4,3E-26	-4,7E-40	-8,8E-55	-4,5E-70	-8,2E-86
coo11	-3,9E-05	-5,7E-09	-1,4E-13	-1,3E-18	-1,3E-26	-7,8E-41	-8,0E-56	-2,3E-71	-2,3E-87
coo12	-3,8E-05	-5,4E-09	-1,2E-13	-1,1E-18	-1,0E-26	-5,6E-41	-5,1E-56	-1,3E-71	-1,1E-87
coo13	-3,8E-04	-4,0E-05	-5,2E-07	-2,6E-09	-3,0E-13	-1,1E-20	-6,3E-29	-1,0E-37	-6,1E-47

Tab B3: Marginal effects on probabilities from the Poisson model related to mechanical sector (regional and cohort effects)

	Commercial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-3,1E-05	-8,0E-17	-3,5E-29	-6,0E-42	-1,4E-61	-3,6E-95	-1,6E-129	-1,9E-164	-8,2E-200
reg2	-3,2E-05	-8,8E-17	-4,0E-29	-7,3E-42	-1,9E-61	-5,5E-95	-2,8E-129	-3,9E-164	-1,9E-199
reg3	-3,2E-05	-9,1E-17	-4,3E-29	-8,0E-42	-2,1E-61	-6,6E-95	-3,5E-129	-5,2E-164	-2,7E-199
reg4	-3,9E-05	-1,7E-16	-1,2E-28	-3,3E-41	-1,6E-60	-1,3E-93	-2,0E-127	-7,9E-162	-1,1E-196
reg5	-2,9E-05	-6,7E-17	-2,6E-29	-4,0E-42	-7,7E-62	-1,5E-95	-4,8E-130	-4,2E-165	-1,3E-200
coo1	4,0E-02	5,7E-01	2,3E+00	3,7E+00	7,0E-01	-2,6E+00	-3,6E-01	-1,1E-02	-1,0E-04
coo2	6,6E-03	1,5E-01	9,2E-01	2,6E+00	3,3E+00	-2,7E+00	-1,4E+00	-1,2E-01	-3,2E-03
coo3	4,0E-01	2,5E+00	3,7E+00	7,3E-01	-2,9E+00	-5,1E-01	-9,8E-03	-4,7E-05	-7,6E-08
coo4	2,3E-01	1,9E+00	3,7E+00	2,1E+00	-2,6E+00	-9,4E-01	-3,1E-02	-2,4E-04	-6,4E-07
coo5	4,1E+00	2,0E-02	-2,8E+00	-1,2E+00	-7,8E-02	-9,2E-05	-1,7E-08	-8,5E-13	-1,5E-17
coo6	3,9E+00	7,1E-01	-2,8E+00	-1,5E+00	-1,3E-01	-2,1E-04	-5,8E-08	-4,2E-12	-1,1E-16
coo7	4,1E+00	-2,0E+00	-1,9E+00	-4,1E-01	-1,1E-02	-3,0E-06	-1,3E-10	-1,6E-15	-7,0E-21
coo8	4,2E+00	-6,8E-01	-2,6E+00	-9,0E-01	-4,6E-02	-3,5E-05	-4,4E-09	-1,5E-13	-1,7E-18
coo9	-5,8E-01	-1,4E+00	-1,0E-01	-2,9E-03	-4,1E-06	-9,6E-12	-3,8E-18	-4,0E-25	-1,5E-32
coo10	2,8E+00	-2,6E+00	-8,7E-01	-8,8E-02	-8,3E-04	-4,3E-08	-3,7E-13	-8,6E-19	-7,1E-25
coo11	-3,6E-01	-1,5E+00	-1,3E-01	-3,8E-03	-6,3E-06	-1,9E-11	-9,3E-18	-1,3E-24	-6,1E-32
coo12	-4,2E-01	-1,5E+00	-1,2E-01	-3,6E-03	-5,7E-06	-1,6E-11	-7,4E-18	-9,5E-25	-4,3E-32
coo13	2,0E-01	1,7E+00	3,6E+00	2,4E+00	-2,4E+00	-1,1E+00	-4,2E-02	-3,8E-04	-1,2E-06

	Productive objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-1,8E-07	-1,6E-22	-2,3E-38	-1,3E-54	-2,0E-79	-1,1E-121	-1,0E-164	-2,6E-208	-2,3E-252
reg2	-2,2E-07	-2,9E-22	-6,4E-38	-5,7E-54	-1,6E-78	-2,4E-120	-6,2E-163	-4,5E-206	-1,2E-249
reg3	-1,6E-07	-1,2E-22	-1,6E-38	-7,8E-55	-9,1E-80	-3,4E-122	-2,1E-165	-3,7E-209	-2,3E-253
reg4	-1,0E-07	-3,0E-23	-1,5E-39	-2,9E-56	-8,0E-82	-2,8E-125	-1,7E-169	-2,7E-214	-1,6E-259
reg5	-1,8E-07	-1,7E-22	-2,6E-38	-1,6E-54	-2,5E-79	-1,5E-121	-1,6E-164	-4,7E-208	-4,8E-252
coo1	1,3E+00	-3,9E-01	-7,3E-01	-2,1E-01	-8,3E-03	-4,3E-06	-3,6E-10	-8,2E-15	-6,6E-20
coo2	1,2E+00	2,8E-01	-8,6E-01	-4,9E-01	-4,4E-02	-8,5E-05	-2,6E-08	-2,0E-12	-5,8E-17
coo3	1,2E+00	-6,5E-01	-5,8E-01	-1,2E-01	-2,9E-03	-7,3E-07	-3,0E-11	-3,3E-16	-1,3E-21
coo4	1,0E+00	-8,1E-01	-3,5E-01	-4,4E-02	-5,6E-04	-4,7E-08	-6,5E-13	-2,4E-18	-3,3E-24
coo5	-4,2E-01	-2,9E-01	-1,4E-02	-2,5E-04	-1,9E-07	-1,5E-13	-2,0E-20	-7,5E-28	-9,9E-36
coo6	-6,6E-01	-1,1E-01	-2,2E-03	-1,7E-05	-3,5E-09	-3,3E-16	-5,3E-24	-2,3E-32	-3,7E-41
coo7	-6,7E-01	-1,0E-01	-1,8E-03	-1,2E-05	-2,1E-09	-1,5E-16	-1,9E-24	-6,6E-33	-8,0E-42
coo8	-5,5E-01	-2,0E-01	-6,7E-03	-8,5E-05	-3,8E-08	-1,3E-14	-7,4E-22	-1,2E-29	-6,5E-38
coo9	-5,5E-01	-1,3E-02	-4,3E-05	-5,7E-08	-8,9E-13	-1,1E-21	-2,5E-31	-1,5E-41	-3,3E-52
coo10	-6,6E-01	-4,2E-02	-3,6E-04	-1,2E-06	-7,3E-11	-9,1E-19	-1,9E-27	-1,1E-36	-2,4E-46
coo11	-6,7E-01	-4,8E-02	-4,6E-04	-1,7E-06	-1,2E-10	-2,0E-18	-5,5E-27	-4,2E-36	-1,1E-45
coo12	-6,4E-01	-3,2E-02	-2,2E-04	-6,0E-07	-2,7E-11	-2,0E-19	-2,5E-28	-8,9E-38	-1,1E-47
coo13	1,3E+00	-5,4E-01	-6,6E-01	-1,6E-01	-4,9E-03	-1,7E-06	-1,0E-10	-1,6E-15	-8,7E-21

Tab B3: Marginal effects on probabilities from the Poisson model related to mechanical sector (continue)
(regional and cohort effects)

	Technological objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-3,2E-08	-1,8E-25	-1,6E-43	-6,0E-62	-4,4E-90	-7,4E-138	-2,1E-186	-1,7E-235	-4,8E-285
reg2	-2,2E-08	-5,7E-26	-2,4E-44	-4,2E-63	-9,7E-92	-2,4E-140	-1,1E-189	-1,3E-239	-5,3E-290
reg3	-1,8E-08	-3,4E-26	-1,0E-44	-1,3E-63	-1,7E-92	-1,9E-141	-3,4E-191	-1,7E-241	-3,1E-292
reg4	-1,4E-08	-1,4E-26	-2,5E-45	-1,7E-64	-1,0E-93	-2,7E-143	-1,2E-193	-1,5E-244	-6,4E-296
reg5	-1,3E-08	-1,3E-26	-2,1E-45	-1,4E-64	-7,4E-94	-1,6E-143	-6,2E-194	-6,4E-245	-2,4E-296
coo1	4,9E-09	6,0E-07	2,2E-05	3,7E-04	9,7E-03	3,3E-01	1,9E+00	2,0E+00	-1,3E+00
coo2	4,9E-09	6,0E-07	2,2E-05	3,7E-04	9,7E-03	3,4E-01	1,9E+00	2,0E+00	-1,3E+00
coo3	4,5E-05	2,1E-03	3,0E-02	2,0E-01	1,2E+00	2,3E+00	-1,5E+00	-1,6E+00	-3,0E-01
coo4	2,5E-04	9,4E-03	1,0E-01	5,1E-01	2,0E+00	9,8E-01	-2,2E+00	-8,1E-01	-7,8E-02
coo5	3,3E-01	1,9E+00	2,5E+00	2,1E-01	-2,1E+00	-3,0E-01	-4,8E-03	-2,0E-05	-2,7E-08
coo6	7,4E-01	2,6E+00	1,5E+00	-1,4E+00	-1,6E+00	-7,3E-02	-4,6E-04	-7,4E-07	-4,1E-10
coo7	2,6E+00	9,4E-01	-1,9E+00	-1,3E+00	-1,3E-01	-3,1E-04	-1,2E-07	-1,2E-11	-4,1E-16
coo8	8,4E-01	2,7E+00	1,2E+00	-1,6E+00	-1,4E+00	-5,4E-02	-2,8E-04	-3,8E-07	-1,7E-10
coo9	2,6E+00	-1,8E+00	-1,0E+00	-1,6E-01	-2,7E-03	-3,6E-07	-8,0E-12	-4,8E-17	-1,0E-22
coo10	3,0E+00	-7,6E-01	-1,7E+00	-5,3E-01	-2,3E-02	-1,4E-05	-1,3E-09	-3,4E-14	-3,1E-19
coo11	3,0E+00	-8,8E-01	-1,7E+00	-4,9E-01	-2,0E-02	-1,0E-05	-8,9E-10	-2,1E-14	-1,7E-19
coo12	1,9E+00	-1,9E+00	-5,9E-01	-5,8E-02	-5,3E-04	-2,5E-08	-2,0E-13	-4,4E-19	-3,4E-25
coo13	1,3E-05	7,5E-04	1,2E-02	9,4E-02	7,2E-01	2,5E+00	-5,4E-01	-2,0E+00	-6,1E-01

	Financial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-1,1E-07	-6,4E-24	-6,4E-41	-2,6E-58	-6,7E-85	-4,4E-130	-5,0E-176	-1,5E-222	-1,7E-269
reg2	-2,1E-08	-5,2E-26	-2,1E-44	-3,4E-63	-7,2E-92	-1,6E-140	-5,8E-190	-5,9E-240	-2,2E-290
reg3	-2,1E-08	-4,7E-26	-1,8E-44	-2,7E-63	-5,1E-92	-9,3E-141	-2,9E-190	-2,5E-240	-7,7E-291
reg4	-3,9E-09	-3,2E-28	-4,4E-48	-2,4E-68	-3E-99	-1,4E-151	-1,1E-204	-2,3E-258	0,0E+00
reg5	-6,2E-08	-1,3E-24	-4,2E-42	-5,7E-60	-2,9E-87	-1,3E-133	-9,7E-181	-2,0E-228	-1,5E-276
coo1	-1,5E+00	-1,1E-01	-1,0E-03	-3,6E-06	-2,6E-10	-4,0E-18	-1,1E-26	-7,8E-36	-2,0E-45
coo2	-1,6E+00	-1,4E-01	-1,5E-03	-6,5E-06	-6,0E-10	-1,5E-17	-6,0E-26	-6,8E-35	-2,8E-44
coo3	-1,3E+00	-3,4E-02	-1,3E-04	-1,9E-07	-3,5E-12	-6,0E-21	-1,7E-30	-1,4E-40	-4,0E-51
coo4	-1,4E+00	-4,8E-02	-2,4E-04	-4,5E-07	-1,2E-11	-4,1E-20	-2,3E-29	-3,5E-39	-1,9E-49
coo5	-8,2E-01	-4,9E-03	-4,6E-06	-1,7E-09	-4,0E-15	-2,1E-25	-2,0E-36	-5,0E-48	-4,6E-60
coo6	-6,6E-01	-2,2E-03	-1,2E-06	-2,6E-10	-2,6E-16	-3,6E-27	-8,6E-39	-5,6E-51	-1,3E-63
coo7	-8,1E-01	-4,7E-03	-4,3E-06	-1,5E-09	-3,4E-15	-1,7E-25	-1,5E-36	-3,5E-48	-3,0E-60
coo8	-4,6E-01	-6,9E-04	-1,6E-07	-1,6E-11	-4,8E-18	-8,7E-30	-2,7E-42	-2,3E-55	-7,1E-69
coo9	-2,1E-01	-5,8E-05	-2,6E-09	-4,7E-14	-1,2E-21	-3,3E-35	-1,6E-49	-2,1E-64	-9,9E-80
coo10	-1,8E-01	-3,3E-05	-1,0E-09	-1,3E-14	-1,8E-22	-1,9E-36	-3,6E-51	-1,8E-66	-3,3E-82
coo11	-1,6E-01	-2,3E-05	-5,6E-10	-5,5E-15	-5,3E-23	-3,2E-37	-3,3E-52	-9,1E-68	-9,2E-84
coo12	-1,6E-01	-2,2E-05	-5,0E-10	-4,6E-15	-4,3E-23	-2,3E-37	-2,1E-52	-5,2E-68	-4,6E-84
coo13	-1,6E+00	-1,6E-01	-2,1E-03	-1,1E-05	-1,2E-09	-4,3E-17	-2,6E-25	-4,2E-34	-2,5E-43

Tab B4: Marginal effects on probabilities from the Poisson model related to textile sector (regional and cohort effects)

	Commercial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-3,2E-05	-8,4E-17	-3,6E-29	-6,3E-42	-1,5E-61	-3,8E-95	-1,7E-129	-2,0E-164	-8,5E-200
reg2	-3,3E-05	-9,2E-17	-4,2E-29	-7,7E-42	-2,0E-61	-5,8E-95	-2,9E-129	-4,1E-164	-2,0E-199
reg3	-3,4E-05	-9,5E-17	-4,4E-29	-8,3E-42	-2,2E-61	-6,9E-95	-3,7E-129	-5,4E-164	-2,8E-199
reg4	-4,1E-05	-1,7E-16	-1,2E-28	-3,4E-41	-1,6E-60	-1,4E-93	-2,1E-127	-8,2E-162	-1,2E-196
reg5	-3,1E-05	-7,0E-17	-2,7E-29	-4,1E-42	-8,1E-62	-1,5E-95	-5,0E-130	-4,4E-165	-1,4E-200
coo1	4,2E-02	6,0E-01	2,4E+00	3,8E+00	7,3E-01	-2,8E+00	-3,8E-01	-1,1E-02	-1,1E-04
coo2	6,9E-03	1,5E-01	9,6E-01	2,7E+00	3,5E+00	-2,8E+00	-1,5E+00	-1,3E-01	-3,3E-03
coo3	4,2E-01	2,6E+00	3,9E+00	7,6E-01	-3,1E+00	-5,3E-01	-1,0E-02	-4,9E-05	-7,9E-08
coo4	2,5E-01	1,9E+00	3,9E+00	2,2E+00	-2,7E+00	-9,8E-01	-3,2E-02	-2,5E-04	-6,7E-07
coo5	4,3E+00	2,1E-02	-2,9E+00	-1,2E+00	-8,2E-02	-9,6E-05	-1,8E-08	-8,9E-13	-1,6E-17
coo6	4,1E+00	7,4E-01	-2,9E+00	-1,6E+00	-1,3E-01	-2,2E-04	-6,0E-08	-4,3E-12	-1,1E-16
coo7	4,2E+00	-2,1E+00	-2,0E+00	-4,3E-01	-1,1E-02	-3,1E-06	-1,4E-10	-1,7E-15	-7,3E-21
coo8	4,4E+00	-7,1E-01	-2,7E+00	-9,4E-01	-4,8E-02	-3,7E-05	-4,6E-09	-1,5E-13	-1,8E-18
coo9	-6,0E-01	-1,4E+00	-1,1E-01	-3,0E-03	-4,3E-06	-1,0E-11	-4,0E-18	-4,2E-25	-1,6E-32
coo10	2,9E+00	-2,8E+00	-9,1E-01	-9,2E-02	-8,7E-04	-4,5E-08	-3,9E-13	-9,0E-19	-7,4E-25
coo11	-3,8E-01	-1,6E+00	-1,3E-01	-4,0E-03	-6,6E-06	-2,0E-11	-9,8E-18	-1,3E-24	-6,4E-32
coo12	-4,4E-01	-1,5E+00	-1,3E-01	-3,7E-03	-5,9E-06	-1,7E-11	-7,8E-18	-9,9E-25	-4,5E-32
coo13	2,1E-01	1,7E+00	3,8E+00	2,6E+00	-2,5E+00	-1,1E+00	-4,4E-02	-4,0E-04	-1,2E-06

	Productive objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-2,6E-07	-2,3E-22	-3,4E-38	-2,0E-54	-2,9E-79	-1,6E-121	-1,5E-164	-3,8E-208	-3,4E-252
reg2	-3,2E-07	-4,3E-22	-9,5E-38	-8,4E-54	-2,3E-78	-3,5E-120	-9,2E-163	-6,6E-206	-1,7E-249
reg3	-2,4E-07	-1,8E-22	-2,3E-38	-1,2E-54	-1,3E-79	-5,0E-122	-3,1E-165	-5,5E-209	-3,4E-253
reg4	-1,5E-07	-4,4E-23	-2,2E-39	-4,2E-56	-1,2E-81	-4,1E-125	-2,4E-169	-4,0E-214	-2,3E-259
reg5	-2,7E-07	-2,5E-22	-3,8E-38	-2,3E-54	-3,7E-79	-2,3E-121	-2,4E-164	-6,9E-208	-7,1E-252
coo1	1,9E+00	-5,8E-01	-1,1E+00	-3,1E-01	-1,2E-02	-6,4E-06	-5,4E-10	-1,2E-14	-9,7E-20
coo2	1,7E+00	4,2E-01	-1,3E+00	-7,2E-01	-6,5E-02	-1,2E-04	-3,8E-08	-3,0E-12	-8,5E-17
coo3	1,8E+00	-9,5E-01	-8,5E-01	-1,7E-01	-4,3E-03	-1,1E-06	-4,4E-11	-4,8E-16	-1,9E-21
coo4	1,5E+00	-1,2E+00	-5,2E-01	-6,4E-02	-8,2E-04	-6,9E-08	-9,6E-13	-3,6E-18	-4,8E-24
coo5	-6,2E-01	-4,2E-01	-2,0E-02	-3,6E-04	-2,7E-07	-2,2E-13	-3,0E-20	-1,1E-27	-1,5E-35
coo6	-9,7E-01	-1,7E-01	-3,3E-03	-2,5E-05	-5,1E-09	-4,8E-16	-7,8E-24	-3,4E-32	-5,4E-41
coo7	-9,8E-01	-1,5E-01	-2,6E-03	-1,8E-05	-3,1E-09	-2,3E-16	-2,8E-24	-9,6E-33	-1,2E-41
coo8	-8,1E-01	-3,0E-01	-9,9E-03	-1,2E-04	-5,6E-08	-1,9E-14	-1,1E-21	-1,7E-29	-9,6E-38
coo9	-8,1E-01	-1,9E-02	-6,3E-05	-8,3E-08	-1,3E-12	-1,7E-21	-3,7E-31	-2,3E-41	-4,9E-52
coo10	-9,8E-01	-6,2E-02	-5,3E-04	-1,7E-06	-1,1E-10	-1,3E-18	-2,8E-27	-1,7E-36	-3,5E-46
coo11	-9,9E-01	-7,1E-02	-6,7E-04	-2,5E-06	-1,8E-10	-2,9E-18	-8,0E-27	-6,1E-36	-1,7E-45
coo12	-9,5E-01	-4,7E-02	-3,3E-04	-8,8E-07	-3,9E-11	-2,9E-19	-3,7E-28	-1,3E-37	-1,6E-47
coo13	1,9E+00	-7,9E-01	-9,6E-01	-2,3E-01	-7,2E-03	-2,6E-06	-1,5E-10	-2,3E-15	-1,3E-20

Tab B4: Marginal effects on probabilities from the Poisson model related to textile sector (continue)
(regional and cohort effects)

	Technological objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-3,9E-08	-2,1E-25	-2,0E-43	-7,3E-62	-5,3E-90	-8,9E-138	-2,6E-186	-2,1E-235	-5,9E-285
reg2	-2,7E-08	-6,9E-26	-2,9E-44	-5,1E-63	-1,2E-91	-3,0E-140	-1,3E-189	-1,5E-239	-6,5E-290
reg3	-2,2E-08	-4,1E-26	-1,2E-44	-1,5E-63	-2,1E-92	-2,3E-141	-4,1E-191	-2,1E-241	-3,7E-292
reg4	-1,7E-08	-1,8E-26	-3,0E-45	-2,1E-64	-1,3E-93	-3,3E-143	-1,5E-193	-1,8E-244	-7,8E-296
reg5	-1,6E-08	-1,6E-26	-2,6E-45	-1,7E-64	-9,0E-94	-2,0E-143	-7,5E-194	-7,8E-245	-2,9E-296
coo1	6,0E-09	7,2E-07	2,6E-05	4,5E-04	1,2E-02	4,1E-01	2,3E+00	2,4E+00	-1,6E+00
coo2	6,0E-09	7,3E-07	2,6E-05	4,5E-04	1,2E-02	4,1E-01	2,3E+00	2,4E+00	-1,6E+00
coo3	5,5E-05	2,6E-03	3,7E-02	2,4E-01	1,4E+00	2,8E+00	-1,9E+00	-1,9E+00	-3,7E-01
coo4	3,1E-04	1,1E-02	1,2E-01	6,2E-01	2,4E+00	1,2E+00	-2,6E+00	-9,8E-01	-9,5E-02
coo5	4,1E-01	2,3E+00	3,1E+00	2,5E-01	-2,5E+00	-3,6E-01	-5,9E-03	-2,4E-05	-3,3E-08
coo6	8,9E-01	3,2E+00	1,8E+00	-1,7E+00	-1,9E+00	-8,9E-02	-5,6E-04	-9,0E-07	-5,0E-10
coo7	3,1E+00	1,1E+00	-2,3E+00	-1,5E+00	-1,6E-01	-3,8E-04	-1,4E-07	-1,4E-11	-4,9E-16
coo8	1,0E+00	3,2E+00	1,5E+00	-1,9E+00	-1,7E+00	-6,6E-02	-3,4E-04	-4,6E-07	-2,1E-10
coo9	3,1E+00	-2,1E+00	-1,2E+00	-1,9E-01	-3,2E-03	-4,4E-07	-9,7E-12	-5,9E-17	-1,3E-22
coo10	3,6E+00	-9,2E-01	-2,1E+00	-6,5E-01	-2,8E-02	-1,7E-05	-1,6E-09	-4,2E-14	-3,8E-19
coo11	3,6E+00	-1,1E+00	-2,0E+00	-5,9E-01	-2,4E-02	-1,3E-05	-1,1E-09	-2,5E-14	-2,0E-19
coo12	2,3E+00	-2,3E+00	-7,2E-01	-7,1E-02	-6,4E-04	-3,1E-08	-2,5E-13	-5,4E-19	-4,1E-25
coo13	1,6E-05	9,1E-04	1,5E-02	1,1E-01	8,7E-01	3,1E+00	-6,6E-01	-2,5E+00	-7,4E-01

	Financial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-1,3E-07	-7,7E-24	-7,7E-41	-3,1E-58	-8,1E-85	-5,3E-130	-6,1E-176	-1,9E-222	-2,1E-269
reg2	-2,6E-08	-6,3E-26	-2,5E-44	-4,1E-63	-8,7E-92	-1,9E-140	-7,0E-190	-7,2E-240	-2,6E-290
reg3	-2,5E-08	-5,7E-26	-2,1E-44	-3,2E-63	-6,2E-92	-1,1E-140	-3,6E-190	-3,1E-240	-9,4E-291
reg4	-4,7E-09	-3,9E-28	-5,3E-48	-2,9E-68	-4E-99	-1,7E-151	-1,3E-204	-2,8E-258	0,0E+00
reg5	-7,5E-08	-1,5E-24	-5,1E-42	-7,0E-60	-3,6E-87	-1,6E-133	-1,2E-180	-2,4E-228	-1,8E-276
coo1	-1,9E+00	-1,3E-01	-1,2E-03	-4,4E-06	-3,1E-10	-4,8E-18	-1,3E-26	-9,5E-36	-2,5E-45
coo2	-1,9E+00	-1,6E-01	-1,8E-03	-7,9E-06	-7,2E-10	-1,8E-17	-7,3E-26	-8,3E-35	-3,4E-44
coo3	-1,6E+00	-4,1E-02	-1,5E-04	-2,3E-07	-4,2E-12	-7,2E-21	-2,1E-30	-1,7E-40	-4,9E-51
coo4	-1,7E+00	-5,8E-02	-2,9E-04	-5,5E-07	-1,5E-11	-5,0E-20	-2,8E-29	-4,3E-39	-2,3E-49
coo5	-9,9E-01	-5,9E-03	-5,6E-06	-2,1E-09	-4,8E-15	-2,6E-25	-2,4E-36	-6,1E-48	-5,5E-60
coo6	-8,0E-01	-2,7E-03	-1,5E-06	-3,1E-10	-3,2E-16	-4,4E-27	-1,0E-38	-6,7E-51	-1,6E-63
coo7	-9,8E-01	-5,7E-03	-5,2E-06	-1,9E-09	-4,2E-15	-2,1E-25	-1,8E-36	-4,3E-48	-3,6E-60
coo8	-5,6E-01	-8,3E-04	-2,0E-07	-1,9E-11	-5,8E-18	-1,0E-29	-3,3E-42	-2,8E-55	-8,6E-69
coo9	-2,6E-01	-7,1E-05	-3,2E-09	-5,7E-14	-1,4E-21	-4,0E-35	-1,9E-49	-2,5E-64	-1,2E-79
coo10	-2,2E-01	-4,0E-05	-1,2E-09	-1,5E-14	-2,1E-22	-2,3E-36	-4,3E-51	-2,2E-66	-4,0E-82
coo11	-1,9E-01	-2,8E-05	-6,8E-10	-6,6E-15	-6,5E-23	-3,9E-37	-4,0E-52	-1,1E-67	-1,1E-83
coo12	-1,9E-01	-2,6E-05	-6,1E-10	-5,6E-15	-5,2E-23	-2,7E-37	-2,5E-52	-6,3E-68	-5,6E-84
coo13	-1,9E+00	-2,0E-01	-2,6E-03	-1,3E-05	-1,5E-09	-5,2E-17	-3,1E-25	-5,1E-34	-3,0E-43

Tab B5: Marginal effects on probabilities from the Poisson model related to food sector (regional and cohort effects)

	Commercial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-2,3E-05	-5,9E-17	-2,5E-29	-4,4E-42	-1,0E-61	-2,6E-95	-1,2E-129	-1,4E-164	-6,0E-200
reg2	-2,3E-05	-6,4E-17	-2,9E-29	-5,4E-42	-1,4E-61	-4,0E-95	-2,0E-129	-2,8E-164	-1,4E-199
reg3	-2,4E-05	-6,6E-17	-3,1E-29	-5,8E-42	-1,5E-61	-4,8E-95	-2,6E-129	-3,8E-164	-2,0E-199
reg4	-2,9E-05	-1,2E-16	-8,5E-29	-2,4E-41	-1,2E-60	-9,8E-94	-1,4E-127	-5,8E-162	-8,3E-197
reg5	-2,1E-05	-4,9E-17	-1,9E-29	-2,9E-42	-5,7E-62	-1,1E-95	-3,5E-130	-3,1E-165	-9,9E-201
coo1	2,9E-02	4,2E-01	1,7E+00	2,7E+00	5,1E-01	-1,9E+00	-2,6E-01	-7,7E-03	-7,4E-05
coo2	4,8E-03	1,1E-01	6,7E-01	1,9E+00	2,4E+00	-2,0E+00	-1,0E+00	-8,8E-02	-2,3E-03
coo3	3,0E-01	1,8E+00	2,7E+00	5,3E-01	-2,2E+00	-3,7E-01	-7,2E-03	-3,4E-05	-5,5E-08
coo4	1,7E-01	1,4E+00	2,7E+00	1,5E+00	-1,9E+00	-6,8E-01	-2,2E-02	-1,8E-04	-4,7E-07
coo5	3,0E+00	1,5E-02	-2,0E+00	-8,7E-01	-5,7E-02	-6,7E-05	-1,3E-08	-6,3E-13	-1,1E-17
coo6	2,8E+00	5,2E-01	-2,0E+00	-1,1E+00	-9,2E-02	-1,6E-04	-4,2E-08	-3,0E-12	-7,7E-17
coo7	3,0E+00	-1,5E+00	-1,4E+00	-3,0E-01	-8,0E-03	-2,2E-06	-9,9E-11	-1,2E-15	-5,1E-21
coo8	3,1E+00	-5,0E-01	-1,9E+00	-6,6E-01	-3,4E-02	-2,6E-05	-3,2E-09	-1,1E-13	-1,3E-18
coo9	-4,2E-01	-1,0E+00	-7,6E-02	-2,1E-03	-3,0E-06	-7,0E-12	-2,8E-18	-3,0E-25	-1,1E-32
coo10	2,0E+00	-1,9E+00	-6,4E-01	-6,4E-02	-6,1E-04	-3,1E-08	-2,7E-13	-6,3E-19	-5,2E-25
coo11	-2,7E-01	-1,1E+00	-9,2E-02	-2,8E-03	-4,6E-06	-1,4E-11	-6,8E-18	-9,3E-25	-4,5E-32
coo12	-3,1E-01	-1,1E+00	-8,8E-02	-2,6E-03	-4,2E-06	-1,2E-11	-5,4E-18	-6,9E-25	-3,2E-32
coo13	1,4E-01	1,2E+00	2,7E+00	1,8E+00	-1,8E+00	-8,0E-01	-3,1E-02	-2,8E-04	-8,7E-07

	Productive objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-1,4E-07	-1,2E-22	-1,8E-38	-1,1E-54	-1,6E-79	-8,5E-122	-8,0E-165	-2,0E-208	-1,9E-252
reg2	-1,7E-07	-2,3E-22	-5,1E-38	-4,5E-54	-1,2E-78	-1,9E-120	-5,0E-163	-3,6E-206	-9,1E-250
reg3	-1,3E-07	-9,8E-23	-1,2E-38	-6,2E-55	-7,3E-80	-2,7E-122	-1,7E-165	-2,9E-209	-1,8E-253
reg4	-8,1E-08	-2,4E-23	-1,2E-39	-2,3E-56	-6,4E-82	-2,2E-125	-1,3E-169	-2,1E-214	-1,3E-259
reg5	-1,4E-07	-1,3E-22	-2,1E-38	-1,3E-54	-2,0E-79	-1,2E-121	-1,3E-164	-3,7E-208	-3,8E-252
coo1	1,0E+00	-3,1E-01	-5,8E-01	-1,7E-01	-6,6E-03	-3,4E-06	-2,9E-10	-6,5E-15	-5,2E-20
coo2	9,4E-01	2,2E-01	-6,9E-01	-3,9E-01	-3,5E-02	-6,7E-05	-2,0E-08	-1,6E-12	-4,6E-17
coo3	9,9E-01	-5,2E-01	-4,6E-01	-9,3E-02	-2,3E-03	-5,8E-07	-2,4E-11	-2,6E-16	-1,0E-21
coo4	8,0E-01	-6,5E-01	-2,8E-01	-3,5E-02	-4,4E-04	-3,7E-08	-5,2E-13	-1,9E-18	-2,6E-24
coo5	-3,3E-01	-2,3E-01	-1,1E-02	-2,0E-04	-1,5E-07	-1,2E-13	-1,6E-20	-6,0E-28	-7,9E-36
coo6	-5,2E-01	-9,1E-02	-1,8E-03	-1,3E-05	-2,8E-09	-2,6E-16	-4,2E-24	-1,9E-32	-2,9E-41
coo7	-5,3E-01	-8,0E-02	-1,4E-03	-9,5E-06	-1,7E-09	-1,2E-16	-1,5E-24	-5,2E-33	-6,3E-42
coo8	-4,4E-01	-1,6E-01	-5,4E-03	-6,7E-05	-3,0E-08	-1,0E-14	-5,9E-22	-9,2E-30	-5,2E-38
coo9	-4,4E-01	-1,0E-02	-3,4E-05	-4,5E-08	-7,1E-13	-9,1E-22	-2,0E-31	-1,2E-41	-2,6E-52
coo10	-5,3E-01	-3,3E-02	-2,8E-04	-9,4E-07	-5,8E-11	-7,2E-19	-1,5E-27	-9,0E-37	-1,9E-46
coo11	-5,3E-01	-3,8E-02	-3,6E-04	-1,3E-06	-9,6E-11	-1,6E-18	-4,3E-27	-3,3E-36	-9,0E-46
coo12	-5,1E-01	-2,6E-02	-1,8E-04	-4,7E-07	-2,1E-11	-1,6E-19	-2,0E-28	-7,0E-38	-8,8E-48
coo13	1,0E+00	-4,3E-01	-5,2E-01	-1,2E-01	-3,9E-03	-1,4E-06	-8,0E-11	-1,3E-15	-6,9E-21

Tab B5: Marginal effects on probabilities from the Poisson model related to food sector (continue)
(regional and cohort effects)

	Technological objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-1,8E-08	-1,0E-25	-9,3E-44	-3,4E-62	-2,5E-90	-4,2E-138	-1,2E-186	-9,8E-236	-2,8E-285
reg2	-1,3E-08	-3,2E-26	-1,4E-44	-2,4E-63	-5,6E-92	-1,4E-140	-6,1E-190	-7,2E-240	-3,1E-290
reg3	-1,1E-08	-1,9E-26	-5,9E-45	-7,2E-64	-1,0E-92	-1,1E-141	-2,0E-191	-9,9E-242	-1,8E-292
reg4	-8,0E-09	-8,3E-27	-1,4E-45	-1,0E-64	-5,9E-94	-1,5E-143	-6,9E-194	-8,4E-245	-3,7E-296
reg5	-7,7E-09	-7,5E-27	-1,2E-45	-7,9E-65	-4,3E-94	-9,4E-144	-3,6E-194	-3,7E-245	-1,4E-296
coo1	2,8E-09	3,4E-07	1,2E-05	2,1E-04	5,5E-03	1,9E-01	1,1E+00	1,1E+00	-7,4E-01
coo2	2,8E-09	3,4E-07	1,2E-05	2,1E-04	5,6E-03	1,9E-01	1,1E+00	1,1E+00	-7,4E-01
coo3	2,6E-05	1,2E-03	1,7E-02	1,1E-01	6,6E-01	1,3E+00	-8,8E-01	-9,2E-01	-1,7E-01
coo4	1,5E-04	5,4E-03	5,9E-02	2,9E-01	1,1E+00	5,6E-01	-1,2E+00	-4,6E-01	-4,5E-02
coo5	1,9E-01	1,1E+00	1,5E+00	1,2E-01	-1,2E+00	-1,7E-01	-2,8E-03	-1,1E-05	-1,6E-08
coo6	4,2E-01	1,5E+00	8,6E-01	-7,9E-01	-9,0E-01	-4,2E-02	-2,6E-04	-4,2E-07	-2,4E-10
coo7	1,5E+00	5,4E-01	-1,1E+00	-7,2E-01	-7,5E-02	-1,8E-04	-6,7E-08	-6,7E-12	-2,3E-16
coo8	4,8E-01	1,5E+00	6,9E-01	-9,1E-01	-8,2E-01	-3,1E-02	-1,6E-04	-2,2E-07	-1,0E-10
coo9	1,5E+00	-1,0E+00	-5,8E-01	-9,0E-02	-1,5E-03	-2,1E-07	-4,6E-12	-2,8E-17	-5,9E-23
coo10	1,7E+00	-4,4E-01	-1,0E+00	-3,1E-01	-1,3E-02	-7,9E-06	-7,6E-10	-2,0E-14	-1,8E-19
coo11	1,7E+00	-5,0E-01	-9,7E-01	-2,8E-01	-1,1E-02	-5,9E-06	-5,1E-10	-1,2E-14	-9,6E-20
coo12	1,1E+00	-1,1E+00	-3,4E-01	-3,3E-02	-3,0E-04	-1,5E-08	-1,2E-13	-2,5E-19	-2,0E-25
coo13	7,7E-06	4,3E-04	7,0E-03	5,4E-02	4,1E-01	1,5E+00	-3,1E-01	-1,2E+00	-3,5E-01

	Financial objective								
N. of contacts	1	3	5	7	10	15	20	25	30
reg1	-6,1E-08	-3,6E-24	-3,7E-41	-1,5E-58	-3,8E-85	-2,5E-130	-2,9E-176	-8,9E-223	-9,9E-270
reg2	-1,2E-08	-3,0E-26	-1,2E-44	-1,9E-63	-4,1E-92	-8,9E-141	-3,3E-190	-3,4E-240	-1,2E-290
reg3	-1,2E-08	-2,7E-26	-1,0E-44	-1,5E-63	-2,9E-92	-5,3E-141	-1,7E-190	-1,4E-240	-4,4E-291
reg4	-2,2E-09	-1,8E-28	-2,5E-48	-1,4E-68	-2E-99	-8,1E-152	-6,3E-205	-1,3E-258	0,0E+00
reg5	-3,5E-08	-7,2E-25	-2,4E-42	-3,3E-60	-1,7E-87	-7,4E-134	-5,6E-181	-1,2E-228	-8,5E-277
coo1	-8,8E-01	-6,2E-02	-5,8E-04	-2,1E-06	-1,5E-10	-2,3E-18	-6,1E-27	-4,5E-36	-1,2E-45
coo2	-8,9E-01	-7,7E-02	-8,7E-04	-3,7E-06	-3,4E-10	-8,3E-18	-3,5E-26	-3,9E-35	-1,6E-44
coo3	-7,4E-01	-1,9E-02	-7,3E-05	-1,1E-07	-2,0E-12	-3,4E-21	-1,0E-30	-8,0E-41	-2,3E-51
coo4	-7,9E-01	-2,7E-02	-1,4E-04	-2,6E-07	-7,1E-12	-2,3E-20	-1,3E-29	-2,0E-39	-1,1E-49
coo5	-4,7E-01	-2,8E-03	-2,6E-06	-9,8E-10	-2,3E-15	-1,2E-25	-1,1E-36	-2,9E-48	-2,6E-60
coo6	-3,8E-01	-1,3E-03	-6,9E-07	-1,5E-10	-1,5E-16	-2,1E-27	-4,9E-39	-3,2E-51	-7,4E-64
coo7	-4,6E-01	-2,7E-03	-2,4E-06	-8,8E-10	-2,0E-15	-9,9E-26	-8,5E-37	-2,0E-48	-1,7E-60
coo8	-2,7E-01	-3,9E-04	-9,4E-08	-9,0E-12	-2,7E-18	-5,0E-30	-1,6E-42	-1,3E-55	-4,1E-69
coo9	-1,2E-01	-3,4E-05	-1,5E-09	-2,7E-14	-6,7E-22	-1,9E-35	-9,1E-50	-1,2E-64	-5,7E-80
coo10	-1,0E-01	-1,9E-05	-5,9E-10	-7,2E-15	-1,0E-22	-1,1E-36	-2,0E-51	-1,0E-66	-1,9E-82
coo11	-9,1E-02	-1,3E-05	-3,2E-10	-3,1E-15	-3,1E-23	-1,8E-37	-1,9E-52	-5,2E-68	-5,3E-84
coo12	-8,9E-02	-1,2E-05	-2,9E-10	-2,7E-15	-2,4E-23	-1,3E-37	-1,2E-52	-3,0E-68	-2,7E-84
coo13	-8,9E-01	-9,3E-02	-1,2E-03	-6,1E-06	-6,9E-10	-2,4E-17	-1,5E-25	-2,4E-34	-1,4E-43