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## Characteristics of Export-Engaged Agricultural Corporations: Evidence from the 2024 Survey of the Japan Agricultural Corporations Association (Summary)

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This report examines export participation among Japanese agricultural corporations and its association with managerial characteristics and market behavior, using firm-level data from the 2024 National Survey on Agricultural Corporations conducted by the Japan Agricultural Corporations Association. Export status is classified into three categories—exporting, considering export, and non-exporting—and descriptive comparisons are conducted with respect to farm size, sales and productivity indicators, marketing channels, input procurement patterns, certification status, and regional distribution. To address heterogeneity across crop types, the analysis focuses on rice and fruit producers, which differ substantially in institutional settings and market structures. The results show that although exporting corporations account for only a small share of the sample, a non-negligible proportion of firms are in the consideration stage, indicating latent potential for export entry. In rice production, exporters tend to meet a minimum scale threshold; however, the largest producers are not necessarily export-oriented, suggesting that export participation cannot be explained by scale alone. In contrast, fruit-exporting corporations exhibit substantially higher sales and labor productivity, consistent with export participation being closely linked to value-added strategies. Moreover, exporting agricultural corporations tend to rely less on the JA (agricultural cooperative) distribution channel, display higher rates of international GAP certification, and exhibit clear geographic concentration in these characteristics.

Keywords: Agricultural corporations; Agricultural exports; Farming types; Marketing channels; Certification

JEL codes: Q13, Q17, F14