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# What drives the rapid achievement of a funding target in crowdfunding? Evidence from China

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## Electronic supplementary material

### Supplementary Tables S1–S2

Table S1. Robustness assessment: samples with the funding target below USD 1 449.59 ( $N = 823$ )

| Variables                                            | Model 1    | Model 2   | Model 3    | VIF   |
|------------------------------------------------------|------------|-----------|------------|-------|
| Availability of trademark registration certification | –1.659*    | –0.043    | –1.661*    | 1.022 |
| Initiator type                                       | –4.178**   | 1.952     | –3.297**   | 1.077 |
| Number of crowdfunding platforms                     | –2.839**   | 1.354*    | –2.414**   | 1.023 |
| Number of altruistic participants                    | 2.657***   | –3.099*** | 2.430**    | 1.285 |
| Availability of a lottery                            | 3.674**    | –5.346**  | 3.207**    | 1.164 |
| Reward delivery timeline                             | 0.964      | –0.242    | 0.968      | 1.043 |
| Number of images                                     | –1.405*    | 0.000     | –1.431*    | 1.046 |
| Number of progress updates                           | –0.394**   | 0.800***  | –0.320**   | 1.124 |
| Minimum investment amount                            | –1.635*    | –0.130    | –1.635*    | 1.251 |
| Number of comments                                   | –          | –         | –0.006**   | 1.492 |
| Funding target                                       | 2.280**    | 11.440*** | 2.348*     | 2.079 |
| Funding success rate                                 | –20.355*** | 10.445*** | –20.292*** | 1.471 |
| Per capita investment                                | 3.410**    | –8.009*** | 3.362***   | 2.241 |
| $F$                                                  | 40.720***  | 33.184*** | 48.655***  | –     |
| $R^2$                                                | 0.376      | 0.330     | 0.376      | –     |
| Adjusted $R^2$                                       | 0.367      | 0.320     | 0.366      | –     |

\* $P < 0.1$ , \*\* $P < 0.05$ , \*\*\* $P < 0.01$ ; VIF – variance inflation factor

Source: Raw data from the Crowdfunding Net (2019)

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Table S2. Robustness assessment: The daily average completion rate as the dependent variable

| Variables                                            | Model 1   | Model 2   | Model 3    | VIF   |
|------------------------------------------------------|-----------|-----------|------------|-------|
| Availability of trademark registration certification | −0.028*   | −0.011    | −1.030*    | 1.009 |
| Initiator type                                       | −0.048**  | 0.006     | −4.049**   | 1.101 |
| Number of crowdfunding platforms                     | −0.056**  | 0.010*    | −0.047**   | 1.043 |
| Number of altruistic participants                    | 2.247***  | −0.140*** | 2.004**    | 1.387 |
| Availability of a lottery                            | 0.015**   | −0.096*** | 0.014**    | 1.071 |
| Reward delivery timeline                             | 0.063     | −0.019    | 0.060      | 1.050 |
| Number of images                                     | −1.002*   | 0.028     | −1.402*    | 1.040 |
| Number of progress updates                           | −0.059**  | 0.416***  | −0.006**   | 1.266 |
| Minimum investment amount                            | −0.028*   | −0.002    | −1.027*    | 1.277 |
| Number of comments                                   | –         | –         | −0.130**   | 2.007 |
| Funding target                                       | −0.004    | 0.809***  | 0.109      | 2.106 |
| Funding success rate                                 | −0.325*** | 0.404***  | −19.377*** | 1.470 |
| Per capita investment                                | 0.022***  | −0.420*** | 5.130***   | 2.173 |
| <i>F</i>                                             | 26.465*** | 94.956*** | 55.284***  | –     |
| <i>R</i> <sup>2</sup>                                | 0.219     | 0.102     | 0.235      | –     |
| Adjusted <i>R</i> <sup>2</sup>                       | 0.211     | 0.197     | 0.227      | –     |

\**P* < 0.1, \*\**P* < 0.05, \*\*\**P* < 0.01; VIF – variance inflation factor

Source: Raw data from the Crowdfunding Net (2019)