

# Corporate Runs and Credit Reallocation

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Workshop on Financial Markets, Shocks, and Macroeconomic Policy  
Central Bank of Chile - August 11, 2025

The views expressed in this paper are our own and do not necessarily reflect those  
of the Bank of Italy or of the Eurosystem.

## Motivation

- ▶ **Bank failures** can cause large declines in credit and economic activity (e.g., Bernanke, 1983; Calomiris and Mason, 2003; Ashcraft, 2005; Huber, 2018)
- ▶ As the events in the U.S. in the Spring of 2023 reminded us **bank runs** (i.e., sudden large deposit withdrawals) remain a key source of bank fragility that can lead to bank failures
- ▶ Know a lot about the **depositors' behavior** (households) during bank distress (e.g., Iyer and Puri, 2012; Iyer et al., 2016; Artavanis et al., 2022; Acharya et al., 2023)
- ▶ Know much less about **asset-side** dynamics of bank distress

## Motivation

- ▶ A **novel aspect** of the 2023-banking turmoil: large & rapid deposit withdrawals from non-financial corporations
- ▶ Corporations can impact bank stability for two key reasons:
  1. Their deposits are **substantial** (EU: 25%) & **uninsured**
  2. They are also **borrowers** → potential simultaneous relocation of their new 'loan business' to other banks
    - ▶ **Why?** To guarantee access to future liquidity (see e.g., Detragiache, Garella, and Guiso, 2000)
    - ▶ Especially single-rel firms with good investment opportunities
    - ▶ If best borrowers leave early → endogenous deterioration of bank asset side

## This Paper

- ▶ We study the period leading-up to the failure of two regional banking groups (6 banks) in Italy in 2017 - '**distressed banks**'
- ▶ Shed light on their **corporate clients'** behavior on **both sides** of the banks' balances sheets during the unfolding distress:
  - ▶ Track their **deposit flows & loan applications** to other banks
  - ▶ Study their impact on the distressed banks' **loan portfolios** as well as **spillovers** on other banks

## Preview of Findings

- ▶ **Deposit runs** at the distressed banks
  - ▶ Begin as soon as the banks' problems become public
  - ▶ Firms  $\neq$  households: timing, intensity, & choice of new banks
- ▶ **Deterioration of asset side** of the distressed banks
  - ▶ Creditworthy, single relationship firms leave (apply elsewhere)
  - ▶ They secure new lending relationship with stronger banks
  - ▶ Credit line drawdowns ('runs'), especially from high-risk firms
- ▶ **Firm outcomes**
  - ▶ Because creditworthy firms are able to switch, negative real effects are confined to the riskiest firms
- ▶ **Spillover effects** at other banks
  - ▶ Faced with a better borrower pool, other banks cut credit to their own risky clients (capital constrained)

# Data Sources

We rely on 4 main datasets available at the Bank of Italy:

1. Deposit volumes at bank-province-level, monthly, by counterparty (households vs. firms)
2. Bank-firm credit data (credit volumes, loan applications, interest rates) from the Italian Credit Register (CR)
3. Bank balance-sheet data
4. Firm balance-sheet data from Cerved (investment, wage expenses, sales, Z-scores)

Des Stats 1

Des Stats 2

## The 'Experiment'

The failure of two large mutual savings groups in Italy ( $\approx$  €40 billion in assets each) in one of Italy's wealthiest regions

Their failure provides an ideal empirical setting:

- ▶ The origin of distress was **idiosyncratic**, allowing us to isolate its impact on borrowers' behavior
  - ▶ Due to accounting frauds (inflating regulatory capital)
  - ▶ Clear timing: article leak and supervisory actions
- ▶ Medium-size on a national scale ( $10^{th}$  &  $11^{th}$ ), still **regionally significant** to have material spillover effects in the region
  - ▶ 25% of firms in the region had loans with the distressed banks

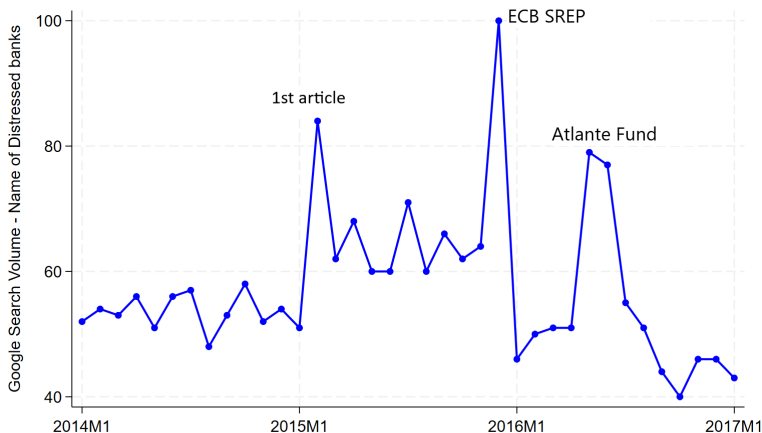
## Timeline of Distress

The period leading-up to their ultimate failure is characterized into two periods of escalating distress:

- ▶ **Post 1** (Feb 2015 - Nov 2015)
  - ▶ The press leaked that the distressed banks were inflating their regulatory capital since 2012 using “loan-for-shares” schemes
  - ▶ Negative press coverage continues with more improprieties
- ▶ **Post 2** (Dec 2015 - Dec 2016)
  - ▶ ECB’s SREP report found “loan-for-shares” practices more widespread, creating significant capital shortfalls
  - ▶ Try to get listed in early 2016 (intervention by Atlante fund)
  - ▶ Recapitalization ultimately fails, sealing the banks’ fate (bought by national bank in June 2017)

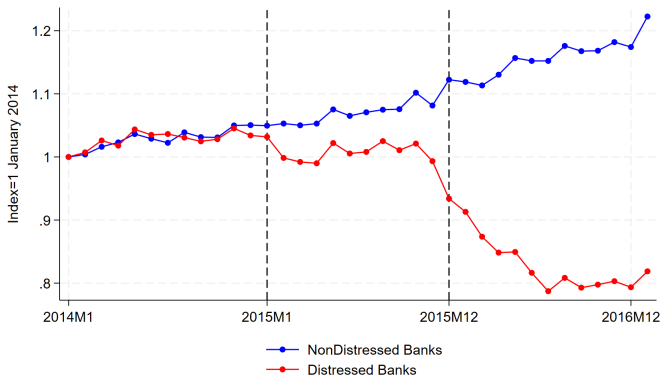
## Google Trends

- ▶ **Feb 2015:** 1st article in the press, disclosing their problems, triggered a significant increase in public attention (1st spike)
- ▶ This marks the **start** of a period of escalating distress



## Deposit Outflows

- ▶ Deposit outflows began right after the 1st article disclosed they were inflating their regulatory capital
- ▶ Larger outflows followed much later, after the SREP



- ▶ Event window: 2014:Q1-2016:Q4
- ▶ Distinguished into: Pre, Post 1, & Post 2

# Results

1. Deposits
2. Credit
3. Firm outcomes
4. Spillovers on other banks

## Depositor Runs - Empirical Specification

We estimate:

$$\begin{aligned} \log(Dep)_{b,t} = & \beta_1 D_b \times \text{Post 1} + \beta_2 D_b \times \text{Post 2} \\ & + \alpha_b + \alpha_t + \epsilon_{b,t} \end{aligned} \quad (1)$$

where:

- ▶  $\log(Dep)_{b,t}$  denotes the log of firm or households deposits in bank  $b$  at time  $t$
- ▶  $D_b = 1$  if bank  $b$  is one of distressed banks, and  $= 0$  otherwise
- ▶  $Post1$  and  $Post2$  split distress-period in two sub-periods
  - ▶  $Post 1 = 1$  btwn Feb 2015 to Nov 2015, and  $= 0$  otherwise
  - ▶  $Post 2 = 1$  btwn Dec 2015 to Dec 2016, and  $= 0$  otherwise
  - ▶ Pre: Jan 2014 - Jan 2015 (omitted group)

## Depositor Runs - Baseline Results

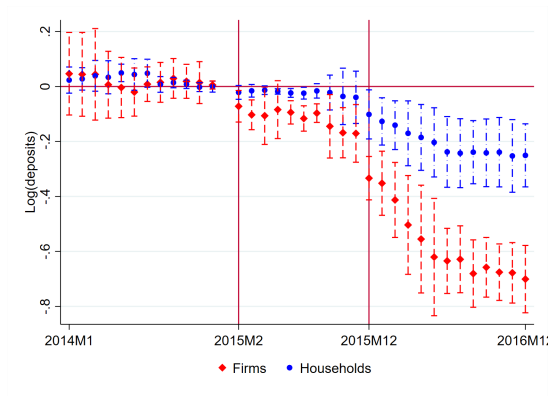
► Firms run before households

|                            | All<br>(1)           | Firms<br>(2)         | Households<br>(3)    |
|----------------------------|----------------------|----------------------|----------------------|
| $D_b \times \text{Post 1}$ | -0.068**<br>(0.030)  | -0.132***<br>(0.041) | -0.045<br>(0.029)    |
| $D_b \times \text{Post 2}$ | -0.344***<br>(0.076) | -0.588***<br>(0.102) | -0.224***<br>(0.074) |
| Fixed Effects              |                      |                      |                      |
| Bank                       | Yes                  | Yes                  | Yes                  |
| Year-Month                 | Yes                  | Yes                  | Yes                  |
| Observations               | 16,804               | 16,804               | 16,804               |

Notes: Standard errors in parentheses are clustered at the bank-level

## Depositor Runs - Dynamic DiD

- Firms begin running as soon as the distressed banks' problems become public (i.e., start of Post 1), and intensify in Post 2



Unconditional

### Where do depositors go?

- ▶ Households → large banks, regardless of capital
  - ▶ Iyer et al. 2019; Acharya et al., 2022; Caglio et al., 2023
- ▶ Firms → better capitalized banks, regardless of size

Deposits Re-allocation

## Loan Applications to Outside Banks

$$\begin{aligned} ApplOut_{f,t} = & \beta_1 SD_{f,2013} \times Post\ 1 + \beta_2 SD_{f,2013} \times Post\ 1 \\ & + \gamma' X_{f,t-4} + \alpha_{k,p,s,t} + \lambda_{j,t} + \mu_f + \epsilon_{f,t}, \end{aligned}$$

where:

- ▶  $ApplOut_{f,t} = 1$  if firm  $f$  applies for a loan to an outside bank in quarter  $t$ , and  $= 0$  otherwise
- ▶  $SD_{f,2013}$  share of firm's  $f$  loans from the distressed banks in 2013 (takes values from 0 to 1),
- ▶  $X_{f,t-4}$  are time-varying firm controls (e.g., size, z-score, roa)
- ▶  $\alpha_{k,p,s,t}$  are industry  $\times$  province  $\times$  size  $\times$  year-quarter FEs
- ▶  $\lambda_{j,t}$  are credit score  $\times$  year-quarter FEs
- ▶  $\mu_f$  are firm FEs

## Loan Applications to Outside Banks

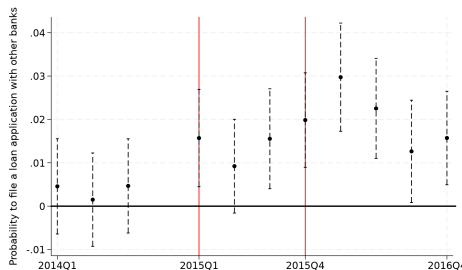
- From Post 1, **low-risk** firms with **single-relationships** began applying for loans at other banks (Detragiache et al., 2000)

|                                       | <i>I</i> (Loan Applications to Outside Banks) |                    |                    |                    |                 |                 |
|---------------------------------------|-----------------------------------------------|--------------------|--------------------|--------------------|-----------------|-----------------|
|                                       | All                                           |                    | Low-Risk           |                    | High-Risk       |                 |
|                                       | (1)                                           | (2)                | Single<br>(3)      | Multiple<br>(4)    | Single<br>(5)   | Multiple<br>(6) |
| $SD_{f,2013}$                         | -0.001<br>(0.08)                              |                    |                    |                    |                 |                 |
| $SD_{f,2013} \times Post1$            | 0.010***<br>(2.82)                            | 0.011***<br>(3.01) | 0.014***<br>(2.77) | 0.010<br>(1.42)    | 0.008<br>(0.89) | 0.001<br>(0.01) |
| $SD_{f,2013} \times Post2$            | 0.017***<br>(5.34)                            | 0.017***<br>(5.34) | 0.015***<br>(3.11) | 0.030***<br>(4.71) | 0.007<br>(0.83) | 0.006<br>(0.56) |
| Firm Controls                         | Yes                                           | Yes                | Yes                | Yes                | Yes             | Yes             |
| Firm FEs                              | No                                            | Yes                | Yes                | Yes                | Yes             | Yes             |
| Industry×Province ×<br>Size×YearQ FEs | Yes                                           | Yes                | Yes                | Yes                | Yes             | Yes             |
| CreditScore×YearQ FEs                 | Yes                                           | Yes                | Yes                | Yes                | Yes             | Yes             |
| Observations                          | 627,044                                       | 627,044            | 145,820            | 314,343            | 44,880          | 98,208          |
| R-squared                             | 0.082                                         | 0.211              | 0.304              | 0.22               | 0.420           | 0.336           |

Notes: Standard errors in parentheses are clustered at the firm-level

## Loan Applications - Dynamic DiD

- Applications to outside banks begin at the start of Post 1, long before formal supervisory intervention in Post 2



# Borrowers Establishing New Relationships

## New lending relationships

- ▶ Low-risk firms able to **establish** new lending relationships
- ▶ Primarily with **better capitalized & larger** banks
  - ▶ Higher capacity to accommodate increased credit demand
  - ▶ More reliable and stable credit supply

New Relationships

## Credit Lines Drawdowns

- ▶ Firms draw on their credit lines from banks facing funding shocks (Ivashina and Scharfstein, 2010; Ippolito et al., 2016, Chodorow-Reich et al., 2022)
- ▶ Test if the same firm, at the same time, draws more on credit lines from the distressed banks in Post1 and Post2:

$$ShareDrawn_{b,f,t} = \beta_1 D_b \times Post\ 1 + \beta_2 D_b \times Post\ 2 + \alpha_b + \mu_{f,t} + \epsilon_{b,f,t}$$

- ▶  $ShareDrawn_{b,f,t}$  is the share of drawn credit lines over granted amount from bank  $b$  to firm  $f$  in quarter  $t$ .
- ▶  $D_b = 1$  for the distressed banks, and 0 otherwise
- ▶  $Post\ 1 = 1$  in 2015Q1-2015Q3,  $Post\ 2 = 1$  in 2015Q4-2016Q4
- ▶ The 'pre-period' is 2014Q1-2014Q4
- ▶  $\alpha_b$  and  $\mu_{f,t}$  are bank and firm $\times$ quarter fixed effects

## Credit Lines Drawdowns

|                                 | Share of Credit Lines Drawn |                     |                   |                     |                    |                    |
|---------------------------------|-----------------------------|---------------------|-------------------|---------------------|--------------------|--------------------|
|                                 | All Firms                   |                     | Low-Risk          |                     | High-Risk          |                    |
|                                 | (1)                         | (2)                 | Single<br>(3)     | Multiple<br>(4)     | Single<br>(5)      | Multiple<br>(6)    |
| $D_b \times \text{Post 1}$      | 0.003*<br>(0.001)           | 0.001<br>(0.008)    | -0.006<br>(0.001) | 0.001<br>(0.001)    | 0.024**<br>(0.004) | 0.001<br>(0.007)   |
| $D_b \times \text{Post 2}$      | 0.018***<br>(0.002)         | 0.011***<br>(0.003) | -0.004<br>(0.003) | 0.009***<br>(0.002) | 0.029*<br>(0.015)  | 0.017**<br>(0.008) |
| Fixed Effects                   |                             |                     |                   |                     |                    |                    |
| Bank                            | Yes                         | Yes                 | Yes               | Yes                 | Yes                | Yes                |
| Industry $\times$ Size          |                             |                     |                   |                     |                    |                    |
| $\times$ Province $\times$ Time | Yes                         | No                  | Yes               | No                  | Yes                | No                 |
| Firm $\times$ Time              | No                          | Yes                 | No                | Yes                 | No                 | Yes                |
| Observations                    | 1,064,925                   | 862,530             | 119,196           | 703,444             | 28,952             | 159,084            |
| R-squared                       | 0.171                       | 0.705               | 0.215             | 0.702               | 0.336              | 0.649              |

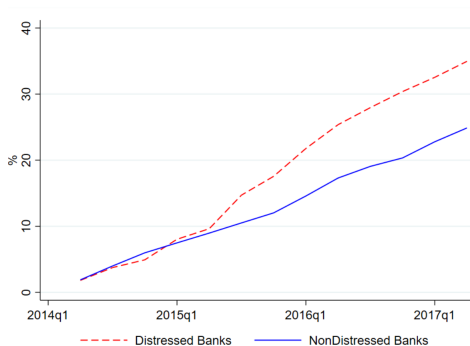
## Within-Borrower Analysis

- ▶ Within-borrower analysis (Khwaja & Mian, 2008), shows that in Post 1 the distressed banks began charging:
  - ▶ lower interest rates to low-risk borrowers
  - ▶ higher interest rates to high-risk borrowers
- ▶ In Post 1, the distressed banks were **trying to retain** their best clients & decrease credit supply to riskier customers

Khwaja & Mian, 2008

## Credit Re-allocation

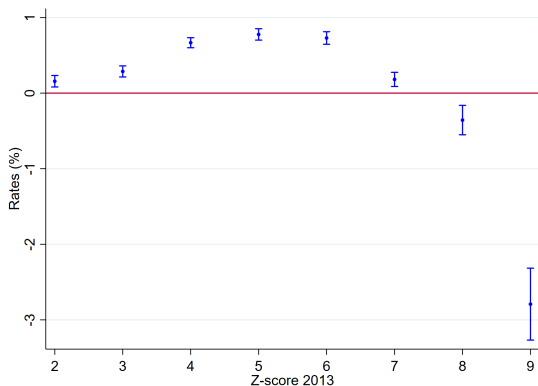
- ▶ **Lost 'loan business' to outside banks**
  - ▶ Cumulative value of outside loans as % initial loans
  - ▶ Distressed banks lose 10% more than other banks
  - ▶ Most loss before Post 2 & driven by low-risk firms



Low-Risk vs. High-Risk

## Banks' Expected Loan Returns and Firm Risk

- ▶ Accounting for expected losses, low-risk firms (especially, score 4-6) are the banks' **most profitable clients**:



- ▶ Similar result in Benetton and Buchak (2025): highest NIM for middle risk group in business credit cards

## Firm Outcomes

- ▶ The distressed banks' borrowers see a decline in total credit
- ▶ Because creditworthy firms leave, the decline is small & temporary for low-risk firms
- ▶ High-risk firms, unable to leave and forced to draw down on existing credit lines, see decline in total credit granted
- ▶ Because of this, adverse effects on investment confined to high-risk firms

TotalCreditTable

InvestmentTable

## Spillovers Effects

- Banks receiving more applications from the borrower of the distressed banks (high  $Exp_{b,t}$ ), decrease credit to own risky firms – effect stronger for banks with lower capital ratios

|                                                            | (1)                | (2)                  | (3)                  | (4)                  |
|------------------------------------------------------------|--------------------|----------------------|----------------------|----------------------|
| $Exp_{b,t}$                                                | -0.0062<br>(-0.52) | -0.001<br>(-0.13)    |                      |                      |
| $Exp_{b,t} \times HighRisk_{f,2013}$                       |                    | -0.019***<br>(-5.54) | -0.019***<br>(-5.34) | -0.079***<br>(-2.14) |
| $Exp_{b,t} \times HighRisk_{f,2013} \times CapitalRatio_b$ |                    |                      |                      | 0.010***<br>(2.24)   |
| $Exp_{b,t} \times HighRisk_{f,2013} \times Log(Assets)_b$  |                    |                      |                      | -0.023<br>(-0.57)    |
| $Exp_{b,t} \times HighRisk_{f,2013} \times Interbank_b$    |                    |                      |                      | -0.095<br>(-1.05)    |
| Fixed effects                                              |                    |                      |                      |                      |
| Industry*Province*Quarter                                  | Yes                | Yes                  | Yes                  | Yes                  |
| Bank                                                       | Yes                | Yes                  | -                    | -                    |
| Bank*Quarter                                               | No                 | No                   | Yes                  | Yes                  |
| BankCharacteristics×High-Risk                              | No                 | No                   | No                   | Yes                  |
| Firm controls                                              | Yes                | Yes                  | Yes                  | Yes                  |
| Observations                                               | 661,016            | 661,016              | 661,016              | 661,016              |

Notes: Standard errors in parentheses clustered at the bank-level

## Conclusions

- ▶ Corporate clients can exacerbate bank distress
  - ▶ They run **early** & on **both sides** of the banks' balance sheet
  - ▶ Deteriorating asset side of failing banks (Correia et al., 2023)
- ▶ While they may be destabilizing for the distressed banks, they can have a **stabilizing** role on the **system**:
  - ▶ They turn to healthier banks
  - ▶ They have cleansing spillover effects on other banks
- ▶ Bank **capital requirements** seem to play a key role in deposit & credit re-allocation
- ▶ **Earlier recapitalization** of distressed banks essential
- ▶ Importance of timely and well-targeted interventions, especially as online banking and social media increase the speed of runs (Cookson et al., 2023; Koont et al., 2023).

## Summary statistics - Part 1

| A. Bank characteristics as of 2013Q4      |        |        |          |        |          |           |
|-------------------------------------------|--------|--------|----------|--------|----------|-----------|
|                                           | Obs.   | Mean   | St. Dev. | Median | 5th pct. | 95th pct. |
| Total Assets (€mil.)                      | 480    | 5988   | 48444    | 503    | 76       | 8987      |
| Capital Ratio (%)                         | 480    | 12.461 | 3.994    | 12.045 | 6.700    | 19.679    |
| Deposits/Assets (%)                       | 480    | 42.018 | 12.515   | 41.957 | 20.322   | 61.431    |
| Firm Deposit Share (%)                    | 480    | 24.785 | 14.900   | 22.372 | 7.954    | 51.621    |
| B. Firm characteristics as of 2013Q4      |        |        |          |        |          |           |
|                                           | Obs.   | Mean   | St. Dev. | Median | 5th pct. | 95th pct. |
| Total Assets (€mil.)                      | 56,505 | 4.001  | 9.687    | 1.061  | 0.063    | 70.668    |
| Sales (€mil.)                             | 56,505 | 4.007  | 9.874    | 1.025  | 0.019    | 70.917    |
| Age (years)                               | 56,505 | 17.334 | 11.816   | 14     | 2        | 54        |
| EBITDA/Assets                             | 56,505 | 0.072  | 0.129    | 0.069  | -0.504   | 0.467     |
| Altman Z-score                            | 56,505 | 4.921  | 2.067    | 5      | 1        | 9         |
| High-Risk                                 | 56,505 | 0.279  | 0.0448   | 0      | 0        | 1         |
| Single Relationship Firm                  | 56,505 | 0.428  | 0.494    | 0      | 0        | 1         |
| Rel. with Distressed Banks (DBs)          | 56,505 | 0.266  | 0.442    | 0      | 0        | 1         |
| Share Credit Distressed ( $SD_{f,2013}$ ) | 56,505 | 0.117  | 0.260    | 0      | 0        | 1         |
| $SD_{f,2013}$ if Rel. with DBs=1          | 15,033 | 0.441  | 0.334    | 0.322  | 0.02     | 1         |

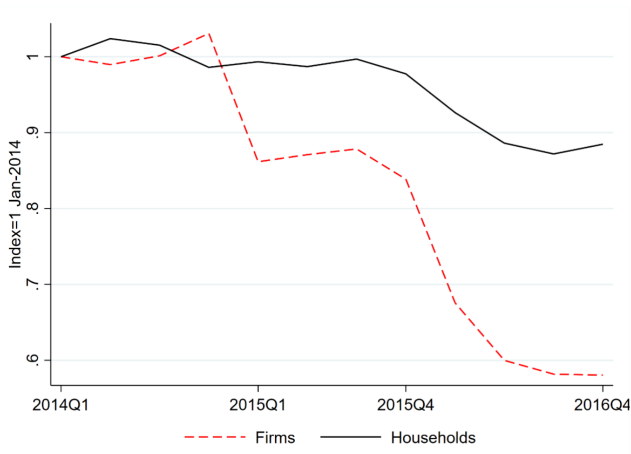
## Summary statistics - Part 2

|                                       | C. Bank Credit (bank-firm-quarter level) |        |          |        |          |           |
|---------------------------------------|------------------------------------------|--------|----------|--------|----------|-----------|
|                                       | Obs.                                     | Mean   | St. Dev. | Median | 5th pct. | 95th pct. |
| Loan Applications ( $App/Out_{f,t}$ ) | 627,044                                  | 0.046  | 0.209    | 0      | 0        | 1         |
| Rel. with DBs=1                       | 160,425                                  | 0.061  | 0.239    | 0      | 0        | 1         |
| Rel. with DBs=0                       | 473,435                                  | 0.041  | 0.197    | 0      | 0        | 1         |
| New Relationship                      | 25,436                                   | 0.273  | 0.445    | 0      | 0        | 1         |
| Rel. with DBs=1                       | 8,478                                    | 0.293  | 0.455    | 0      | 0        | 1         |
| Rel. with DBs=0                       | 16,957                                   | 0.262  | 0.439    | 0      | 0        | 1         |
|                                       | D. Firm-year panel, 2014-2016            |        |          |        |          |           |
|                                       | Obs.                                     | Mean   | St. Dev. | Median | 5th pct. | 95th pct. |
| $\Delta \log(\text{Credit}) * 100$    | 135,520                                  | -3.348 | 44.572   | 0      | -73.086  | 65.356    |
| Investment Rate                       | 135,520                                  | 0.606  | 13.667   | -0.456 | -5.819   | 10.142    |
| $\Delta \log(\text{Sales})$           | 135,212                                  | -0.331 | 32.203   | 1.952  | -50.376  | 42.3504   |
| $\Delta \log(\text{Wages})$           | 123,318                                  | -1.493 | 28.221   | -2.450 | -39.641  | 40.439    |

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## Deposits: Firms vs. Households

Firms begin running before households right after the distressed banks' problems become publicly known (-40% by 2016Q4)



## Deposit Reallocation

Firms turn to better capitalized banks & households to large systemically important banks

|                                                                       | Firms              |                    |                     |                    | Households        |                    |                    |
|-----------------------------------------------------------------------|--------------------|--------------------|---------------------|--------------------|-------------------|--------------------|--------------------|
|                                                                       | (1)                | (2)                | (3)                 | (4)                | (5)               | (6)                | (7)                |
| $HS_{p,2013} \times \text{Post 1}$                                    | 0.116**<br>(2.39)  |                    |                     |                    |                   |                    |                    |
| $HS_{p,2013} \times \text{Post 2}$                                    | 0.219***<br>(2.87) |                    |                     |                    |                   |                    |                    |
| $HS_{p,2013} \times \text{Post 1} \times \text{HighCapital}_{b,2013}$ |                    | 0.318***<br>(2.99) |                     | 0.323***<br>(2.99) | -0.153<br>(-1.64) |                    | -0.077<br>(-0.85)  |
| $HS_{p,2013} \times \text{Post 1} \times \text{HighCapital}_{b,2013}$ |                    | 0.257<br>(1.63)    |                     | 0.243<br>(1.51)    | -0.181<br>(-1.45) |                    | -0.113<br>(-0.91)  |
| $HS_{p,2013} \times \text{Post 1} \times \text{LargeBank}_{b,2013}$   |                    |                    | -0.104*<br>(-1.97)  | 0.027<br>(0.60)    |                   | 0.359***<br>(2.69) | 0.431***<br>(3.58) |
| $HS_{p,2013} \times \text{Post 2} \times \text{LargeBank}_{b,2013}$   |                    |                    | -0.197**<br>(-2.32) | -0.084<br>(-0.98)  |                   | 0.311**<br>(2.47)  | 0.376***<br>(3.14) |
| Fixed Effects                                                         |                    |                    |                     |                    |                   |                    |                    |
| Bank×Year-Month                                                       | Yes                | Yes                | Yes                 | Yes                | Yes               | Yes                | Yes                |
| Province                                                              | Yes                | Yes                | Yes                 | Yes                | Yes               | Yes                | Yes                |
| Province×Year-Month                                                   | No                 | Yes                | Yes                 | Yes                | Yes               | Yes                | Yes                |
| Observations                                                          | 195,010            | 195,010            | 195,010             | 195,010            | 172,453           | 172,453            | 172,453            |
| R-squared                                                             | 0.475              | 0.480              | 0.480               | 0.480              | 0.438             | 0.438              | 0.438              |

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## Firm Characteristics Balance

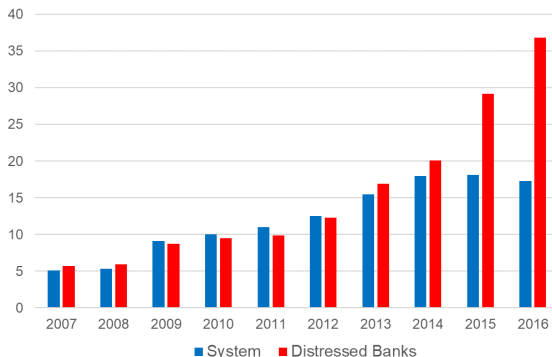
At the start, firms borrowing from distressed and non-distressed banks were similar, except for size

|                          | Existing Borrowers      |                             |
|--------------------------|-------------------------|-----------------------------|
|                          | Distressed banks<br>(1) | Non-distressed banks<br>(2) |
| Total Assets (€mil.)     | 6.62<br>(0.23)          | 3.05<br>(-0.23)             |
| Revenues (€mil.)         | 6.88<br>(0.25)          | 2.96<br>(-0.25)             |
| Age (years)              | 18.72<br>(0.16)         | 16.83<br>(-0.16)            |
| Z-score                  | 5.15<br>(0.15)          | 4.84<br>(-0.15)             |
| High-Risk                | 0.30<br>(0.07)          | 0.27<br>(-0.07)             |
| Profitability            | 0.06<br>(-0.08)         | 0.07<br>(0.08)              |
| Manufacturing            | 0.38<br>(0.16)          | 0.28<br>(-0.16)             |
| Retail & Wholesale Trade | 0.24<br>(0.02)          | 0.23<br>(-0.02)             |
| Construction             | 0.05<br>(-0.03)         | 0.06<br>(0.03)              |

*Notes:* Numbers in parentheses are normalized differences, calculated as the difference between the averages in the two groups, normalized by the square root of the sum of the corresponding variances (Imbens and Wooldridge (2018)). Values exceeding 0.25 indicate an unbalanced sample in that covariate.

## NPLs: Distressed Banks vs. System

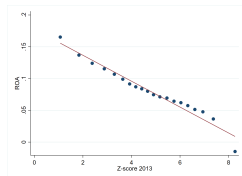
Until 2014, the distressed banks' NPLs were similar to other banks



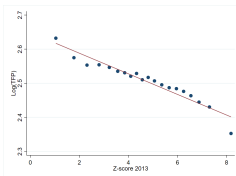
**Figure:** Non-Performing Loans to Total Loans

# Credit Risk & Firm Quality

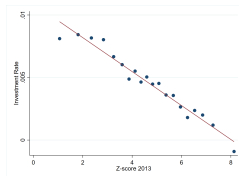
Lower risk firms are generally better firms (more profitable, more productive, with higher investment rate)



Profitability



Productivity



Investment Rate

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## Single vs. Multiple

Single relationship firms are on average less risky on average

|                     | <i>I</i> (Single relationship borrower) |                        |                        |                        |
|---------------------|-----------------------------------------|------------------------|------------------------|------------------------|
|                     | (1)                                     | (2)                    | (3)                    | (4)                    |
| High-Risk           | 0.00501<br>(1.16)                       | -0.0550***<br>(-13.52) | -0.0689***<br>(-16.23) | -0.0902***<br>(-21.07) |
| Log(Assets)         |                                         | -0.143***<br>(-129.11) | -0.132***<br>(-104.43) | -0.129***<br>(-93.78)  |
| EBITDA/Total Assets |                                         |                        | -0.0341**<br>(-2.55)   | -0.0290**<br>(-2.09)   |
| Log(Age)            |                                         |                        | -0.0537***<br>(-18.81) | -0.0458***<br>(-16.07) |
| Fixed-effects       |                                         |                        |                        |                        |
| Province×Industry   | No                                      | No                     | No                     | Yes                    |
| Observations        | 61,493                                  | 58,197                 | 57,485                 | 57,437                 |
| R-square            | 0.276                                   | 0.293                  | 0.263                  | 0.272                  |

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## Loan Applications - Maturing Loans

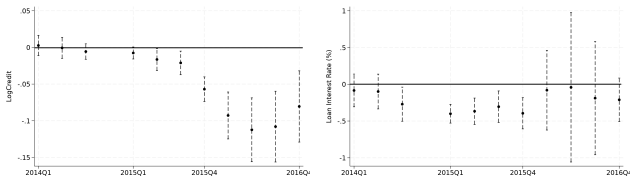
Borrowers of distressed banks with more loans maturing within 1-year are more likely to apply for loans elsewhere in Post 1

|                                                                | Loan Applications to Outside Banks |                    |                      |                 |
|----------------------------------------------------------------|------------------------------------|--------------------|----------------------|-----------------|
|                                                                | All                                |                    | % Maturing in 1-Year |                 |
|                                                                |                                    |                    | Above 50%            | Below 50%       |
|                                                                | (1)                                | (2)                | (3)                  | (4)             |
| $SD_{f,2013}$                                                  | -0.001<br>(0.08)                   |                    |                      |                 |
| $SD_{f,2013} * Post1$                                          | 0.10***<br>(2.82)                  | 0.011***<br>(3.01) | 0.013***<br>(3.17)   | 0.008<br>(1.05) |
| $SD_{f,2013} * Post2$                                          | 0.017***<br>(5.34)                 | 0.017***<br>(5.34) | 0.0024***<br>(6.32)  | 0.005<br>(0.73) |
| Fixed Effects                                                  |                                    |                    |                      |                 |
| Firm                                                           | No                                 | Yes                | Yes                  | Yes             |
| Industry $\times$ Province $\times$ Size $\times$ Year-Quarter | Yes                                | Yes                | Yes                  | Yes             |
| CreditScore $\times$ Year-Quarter                              | Yes                                | Yes                | Yes                  | Yes             |
| Firm Controls                                                  | Yes                                | Yes                | Yes                  | Yes             |
| Observations                                                   | 627,044                            | 627,044            | 473,966              | 121,526         |
| R-squared                                                      | 0.082                              | 0.211              | 0.178                | 0.223           |

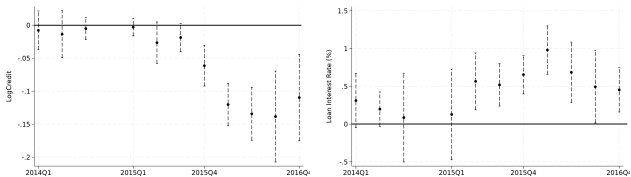
Notes: Standard errors in parentheses are clustered at the firm-level

# Demand vs. Supply

## A. Low-Risk Firms



## B. High-Risk Firms



## Appendix - Within firm credit

|                                                 |                      |                       | Low-Risk             |                      | High-Risk            |                      |
|-------------------------------------------------|----------------------|-----------------------|----------------------|----------------------|----------------------|----------------------|
|                                                 | All<br>(1)           | Only multiple<br>(2)  | All<br>(3)           | Only multiple<br>(4) | All<br>(5)           | Only multiple<br>(6) |
| Credit volume $\text{Log}(\text{Credit}_{bft})$ |                      |                       |                      |                      |                      |                      |
| $D_b \times \text{Post 1}$                      | -0.020**<br>(0.0077) | -0.014**<br>(0.00621) | -0.021***<br>(0.007) | -0.014*<br>(0.007)   | -0.014<br>(0.008)    | -0.009<br>(0.011)    |
| $D_b \times \text{Post 2}$                      | -0.099***<br>(0.021) | -0.094***<br>(0.019)  | -0.098***<br>(0.019) | -0.089***<br>(0.020) | -0.101***<br>(0.023) | -0.104***<br>(0.021) |
| Loan interest rates $\text{LoanRate}_{bft}$     |                      |                       |                      |                      |                      |                      |
| $D_b \times \text{Post 1}$                      | -0.047<br>(0.155)    | -0.078<br>(0.134)     | -0.085<br>(0.159)    | -0.123<br>(0.137)    | 0.25**<br>(0.097)    | 0.234**<br>(0.097)   |
| $D_b \times \text{Post 1}$                      | 0.237<br>(0.384)     | 0.165<br>(0.347)      | 0.189<br>(0.406)     | 0.113<br>(0.358)     | 0.532***<br>(0.190)  | 0.555**<br>(0.221)   |
| Fixed Effects                                   |                      |                       |                      |                      |                      |                      |
| Bank                                            | Yes                  | Yes                   | Yes                  | Yes                  | Yes                  | Yes                  |
| Industry×Province×Size×Time                     | Yes                  | No                    | Yes                  | No                   | Yes                  | No                   |
| Firm×Time                                       | No                   | Yes                   | No                   | Yes                  | No                   | Yes                  |
| Observations                                    | 1,053,092            | 916,727               | 951,079              | 828,892              | 96,120               | 87,835               |
| R-squared                                       | 0.214                | 0.615                 | 0.214                | 0.608                | 0.387                | 0.566                |

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## New Relationships

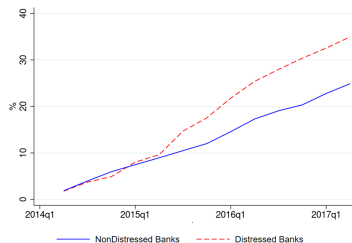
From Post 1, **low-risk** borrowers of distressed banks more likely than others to establish new relationships, especially with **better capitalized & larger** banks

|                                                        | Firms             |                   |                     | Banks              |                    |                   |                    |
|--------------------------------------------------------|-------------------|-------------------|---------------------|--------------------|--------------------|-------------------|--------------------|
|                                                        |                   |                   |                     | Bank Capital       |                    | Bank Size         |                    |
|                                                        | All<br>(1)        | Low-Risk<br>(2)   | High-Risk<br>(3)    | Low<br>(4)         | High<br>(5)        | Small<br>(6)      | Large<br>(7)       |
| $SD_{f,2013}$                                          | 0.00335<br>(0.12) | 0.00391<br>(0.11) | -0.00194<br>(-0.03) | -0.0374<br>(-0.89) | 0.0320<br>(0.78)   | 0.0203<br>(0.56)  | -0.0540<br>(-1.12) |
| $SD_{f,2013} \times \text{Post 1}$                     | 0.102**<br>(2.52) | 0.124**<br>(2.45) | 0.0247<br>(0.27)    | 0.0810<br>(1.35)   | 0.169***<br>(2.89) | 0.0975*<br>(1.76) | 0.168**<br>(2.52)  |
| $SD_{f,2013} \times \text{Post 2}$                     | 0.0621<br>(1.46)  | 0.0905*<br>(1.77) | -0.0649<br>(-0.68)  | 0.0933<br>(1.46)   | 0.0362<br>(0.61)   | 0.0553<br>(0.94)  | 0.119*<br>(1.79)   |
| Fixed Effects                                          |                   |                   |                     |                    |                    |                   |                    |
| Industry $\times$ Province $\times$ Size $\times$ Year | Yes               | Yes               | Yes                 | Yes                | Yes                | Yes               | Yes                |
| CreditScore $\times$ Year                              | Yes               | Yes               | Yes                 | Yes                | Yes                | Yes               | Yes                |
| Firm Controls                                          | Yes               | Yes               | Yes                 | Yes                | Yes                | Yes               | Yes                |
| Observations                                           | 20,791            | 15,426            | 3,736               | 10,533             | 10,565             | 12,584            | 8,051              |
| R-squared                                              | 0.182             | 0.190             | 0.330               | 0.231              | 0.232              | 0.212             | 0.261              |

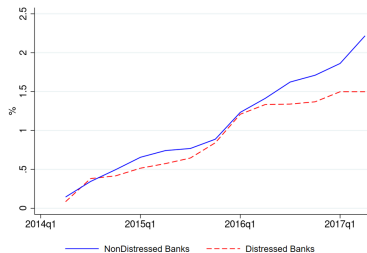
# Lost 'loan business': Low-Risk vs. High-Risk

Lost 'loan business' to outside driven by low-risk firms

A. Low-Risk Firms



B. High-Risk Firms



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## Firm Outcomes - Total Credit

|                                            | $\Delta \text{Log}(\text{Credit})$ |                    |                 |                     |                     |                    |
|--------------------------------------------|------------------------------------|--------------------|-----------------|---------------------|---------------------|--------------------|
|                                            | All<br>(1)                         | High-Risk<br>(2)   | Low-Risk<br>(3) | All<br>(4)          | High-Risk<br>(5)    | Low-Risk<br>(6)    |
| $SD_{f,2003}$                              | 0.001<br>(-0.24)                   | -0.020*<br>(-0.76) | 0.007<br>(1.12) |                     |                     |                    |
| $SD_{f,2003} \times Pre$                   |                                    |                    |                 | 0.012<br>(1.31)     | 0.006<br>(0.31)     | 0.015<br>(1.41)    |
| $SD_{f,2003} \times Post1$                 |                                    |                    |                 | -0.032***<br>(3.13) | -0.061***<br>(2.88) | -0.019*<br>(-1.68) |
| $SD_{f,2003} \times Post2$                 |                                    |                    |                 | 0.016<br>(1.51)     | -0.013<br>(-0.57)   | 0.026**<br>(2.21)  |
| Fixed-effects                              |                                    |                    |                 |                     |                     |                    |
| Province*Industry*Year                     | Yes                                | Yes                | Yes             | Yes                 | Yes                 | Yes                |
| $I(\text{CreditScore}) \times \text{Year}$ | Yes                                | Yes                | Yes             | Yes                 | Yes                 | Yes                |
| Firm Controls                              | Yes                                | Yes                | Yes             | Yes                 | Yes                 | Yes                |
| Observations                               | 135,520                            | 31,715             | 103,519         | 135,520             | 31,715              | 103,519            |
| R-square                                   | 0.055                              | 0.105              | 0.047           | 0.055               | 0.105               | 0.047              |

Notes: Standard errors in parentheses are clustered at the firm-level

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## Firm Outcomes - Investment Rate

|                            | Investment Rate   |                    |                    |                    |                    |                   |
|----------------------------|-------------------|--------------------|--------------------|--------------------|--------------------|-------------------|
|                            | All<br>(1)        | High-Risk<br>(2)   | Low-Risk<br>(3)    | All<br>(4)         | High-Risk<br>(5)   | Low-Risk<br>(6)   |
| $SD_{f,2003}$              | -0.124<br>(-1.64) | -0.254*<br>(-1.78) | -0.0094<br>(-1.05) |                    |                    |                   |
| $SD_{f,2003} \times Pre$   |                   |                    |                    | -0.011<br>(-1.10)  | -0.165<br>(-0.80)  | 0.067<br>(0.50)   |
| $SD_{f,2003} \times Post1$ |                   |                    |                    | -0.214*<br>(-1.79) | -0.355*<br>(-1.66) | -0.174<br>(-1.21) |
| $SD_{f,2003} \times Post2$ |                   |                    |                    | -0.070<br>(-1.29)  | -0.275<br>(-1.02)  | -0.201<br>(-1.34) |
| Fixed-effects              |                   |                    |                    |                    |                    |                   |
| Province*Industry*Year     | Yes               | Yes                | Yes                | Yes                | Yes                | Yes               |
| $I(CreditScore)*Year$      | Yes               | Yes                | Yes                | Yes                | Yes                | Yes               |
| Firm Controls              | Yes               | Yes                | Yes                | Yes                | Yes                | Yes               |
| Observations               | 135,520           | 31,715             | 103,519            | 135,520            | 31,715             | 103,519           |
| R-square                   | 0.035             | 0.069              | 0.040              | 0.035              | 0.069              | 0.040             |

Notes: Standard errors in parentheses clustered at the firm-level

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