

Corporate Research and Credit-related Limitations: the Role of Credits in Long-term Innovation Development of Enterprises

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Motivation

- Schumpeterian view of business cycles: recessions provide a cleansing mechanism for correcting organizational inefficiencies and for encouraging firms to reorganize or innovate
- But recessions may also mean tighter credit constraints
- By preventing firms to innovate in recessions, credit constraints may have important impacts have the macro level on volatility and growth
- This paper: assess empirically the effect of credit constraints on the cyclicity of R&D investment, and its implications on the links between volatility and growth

Related literature

- When financial markets are complete, the share of long-run investment is countercyclical because the opportunity cost of such investment is lower in recessions than in booms (Hall (1993), Gali and Hammour (1992), Aghion and Saint-Paul (1991), Bean (1990))
- When financial markets are incomplete, the share of long-run investment turns procyclical
- The presence of credit constraints thus amplifies the business cycle, reduces productivity growth and increases volatility
- Aghion, Angeletos, Banerjee and Manova (2005) support this assertion using macro-data
- Here: Micro Data from the Banque de France

1 Theory

2 Data

3 First Stage

- Payment Incidents as a proxy for credit constraints

4 Second stage

- Main Specification
- Symmetry
- Weighted estimations
- From R&D to productivity growth
- Conclusions

Theory: intuition

- Entrepreneurs can chose between short and long term investments
- Short term investments immediately increase production while long term investments increase productivity in the long run
- If the choice of the entrepreneurs is not constrained, they tend to favor short term investments in up-turns and long term investments in down-turn
- How does the credit constraint affect the relation between the prefered structure of investment and the business cycle?

Main Theoretical Predictions

(i) **A firm's R&D investment is more procyclical the more credit-constrained the firm is** (in the sense that it reacts more positively to the firm's current sales).

(ii) **Tighter credit constraints interact with sales in an asymmetric fashion over the business cycle.**

⇒ In particular, starting from a situation where credit constraints are more binding in downturns, a tightening of credit-constraints or an increase in the volatility of sales, reduce the firm's R&D investment more in a downturn than it might increase it in an upturn. It thus reduces the firm's average R&D investment.

Implications on productivity growth

(iii) Credit constraints reduce average productivity growth

(iv) Volatility has a more negative impact on productivity growth

Data

- Two different Banque de France databases: "Incident de paiement" and Fiben
- A: Payment incidents: "incidents sur les effets de commerce"
 - Exhaustive list: Banks have to inform the Banque de France in case of incident
 - Banks have an electronic access to these logs but "droit l'oubli" (only recent incidents are available for Banks)
- B: Other variables come from Fiben, Banque de France
 - After restricting the sample to firms which present at least one year a positive R&D investment, our sample contains about 13,000 firms, and covers the period 1994-2004
 - Important share of small firms (median size: 32 employees), more likely to be hit by credit constraints.

First Stage : Payment Incidents and credit constraints

- Recall PI are firms' defaults on trade credit. As banks get an access to the PI database, they should reduce their credit supply to those firms.
- To assess the effect of payment incidents on credit supply, we estimate:

$$BkL_{i,t} = \alpha_1 PI_{i,t-1} + \alpha_2 PI_{i,t-2} + \beta_j X_{i,t-1} + \mu_t + \rho_i + \epsilon_{i,t}$$

- Having at least one Payment Incidents (PI) is used as a proxy for credit constraints;
- Table 2: even after controlling by credit constraints determinants, having a PI in t-1 still have a negative and significant impact, both on the probability to contract a new bank loan and on the size of this loan (Logit and Tobit estimations)

Based on this evidence, we use as a proxy for credit constraints a binary variable which equals 1 when the firm has experienced a PI in t-1

Payment Incidents as a proxy for credit constraints



Dep. var. :	New bank loans							Long term/ Total loans
PI(t-1)	-0.264 ^a (0.038)	-0.243 ^a (0.040)	-0.239 ^a (0.040)	-0.238 ^a (0.040)	-0.227 ^a (0.042)	-0.229 ^a (0.043)	-0.228 ^a (0.043)	-0.020 ^a (0.003)
PI(t-2)		-0.064 (0.041)	-0.059 (0.041)	-0.068 ^c (0.041)	-0.057 (0.042)	-0.062 (0.045)	-0.062 (0.045)	-0.015 ^a (0.003)
Cash-flow(t-1)		0.575 ^a (0.075)	0.514 ^a (0.075)	0.424 ^a (0.075)	0.430 ^a (0.102)	0.391 ^a (0.098)	0.396 ^a (0.098)	0.070 ^a (0.006)
Size(t-1)		0.292 ^a (0.107)	0.158 ^a (0.107)	0.094 (0.111)	0.006 (0.101)	0.025 (0.137)	0.031 (0.137)	-0.011 ^c (0.006)
Size ² (t-1)		-0.031 ^c (0.017)	-0.032 ^c (0.017)	-0.023 ^b (0.017)	-0.014 (0.015)	-0.017 (0.021)	-0.017 (0.021)	0.000 (0.001)
Collateral(t-1)			0.288 ^a (0.025)	0.327 ^a (0.026)	0.324 ^a (0.024)	0.340 ^a (0.032)	0.333 ^a (0.033)	0.010 ^a (0.002)
Bank dep.(t-1)				-1.355 ^a (0.138)	-1.378 ^a (0.127)	-1.340 ^a (0.150)	-1.339 ^a (0.150)	0.268 ^a (0.008)
ΔSales(t-1)					0.053 ^c (0.028)	0.139 ^a (0.040)	0.142 ^a (0.041)	0.001 (0.002)
ΔSales(t-2)					0.109 ^a (0.026)	0.155 ^a (0.035)	0.157 ^a (0.035)	0.004 ^b (0.002)
R&D/VA(t-1)						0.436 ^c (0.406)	0.429 ^b (0.406)	
ΔSales(t)							0.024 ^a (0.037)	
Obs.	51656	51656	51656	51112	44584	13516	33759	54572
No. Firms	11392	11392	11392	11327	9907	7624	9371	11367
Adjusted R ²	0.01	0.01	0.01	0.02	0.02	0.02	0.02	0.02

Note: Within estimations, with year dummies. Robust standard errors into parentheses. All variables are computed from Fiben / Centrale des Bilans, Banque de France. PI : Payment Incident (0/1); Bank Dep.: (Banking Debt / Total Debt). Significance levels: ^c10%, ^b5%, ^a1%. Intercept not reported. All variables are in logarithms.

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Main specification

- Takes the form:

$$\log(RD_{it} + 1) = \sum_{j=0}^2 \beta_{j+1} \Delta \log s_{i,t-j} + \theta PI_{i,t-1} + \sum_{j=0}^2 \gamma_{j+1} \Delta \log s_{i,t-j} * PI_{i,t-1} + \mu_{kt} + \nu_i + \varepsilon_{it}$$

- Where RD represents R&D investment, CC_{it} credit constraints and Δs the variation in sales
- R&D investment is supposed to be countercyclical without credit constraints ($\Rightarrow \beta_1 < 0$ and $\sum \beta_i < 0$), and more procyclical with credit constraint ($\Rightarrow \gamma_1 > 0$ and $\sum \gamma_i > 0$)
- Panel Fixed Effects / Within estimation (results robust to other estimation techniques, including GMM)

Results are in line with predictions:

- R&D investment is weakly countercyclical without credit constraints
- Credit constraints alone reduces the level of R&D investment
- Positive and significant sign on the interaction terms between credit constraints and variation in sales: R&D investment turns **procyclical** in presence of credit constraints ($\beta_1 + \gamma_1 > 0$)

Main Specification

Dep. var.:	log($RD + 1$)					
	(a)	(b)	(c)	(d)	(e)	(f)
$\Delta \log \text{Sales}(t)$	-0.032 (0.027)	-0.04 (0.027)	-0.042 (0.028)	-0.062 ^b (0.028)	-0.071 ^b (0.028)	-0.073 ^b (0.029)
$\Delta \log \text{Sales}(t-1)$		-0.049 ^c (0.026)	-0.052 ^c (0.027)		-0.070 ^a (0.027)	-0.074 ^a (0.028)
$\Delta \log \text{Sales}(t-2)$			-0.015 (0.026)			-0.033 (0.027)
PI(t-1)				0.001 (0.021)	-0.007 (0.021)	-0.017 (0.021)
$\Delta \log \text{Sales}(t) * \text{PI}(t-1)$				0.355 ^a (0.102)	0.368 ^a (0.101)	0.371 ^a (0.101)
$\Delta \log \text{Sales}(t-1) * \text{PI}(t-1)$					0.278 ^a (0.100)	0.285 ^a (0.100)
$\Delta \log \text{Sales}(t-2) * \text{PI}(t-1)$						0.229 ^b (0.095)
$\sum \beta_i$			-0.110 ^b (0.053)			-0.188 ^a (0.055)
$\sum \beta_i + \sum \gamma_i$						0.704 ^a (0.165)
No Obs.				83,803		
No Groups				13,634		
Estimation				Within		

Note: Robust standard errors into parentheses. Significance levels: ^c10%, ^b5%, ^a1%.
 All estimations include sector \times year dummies. Intercept not reported.

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Potential Endogeneity problems (1)

- Firms' R&D investment and sales may be co-determined
- A traditional way to solve this issue is to use an instrumental variable (IV) methodology
- We perform two-stage estimations using two different instrument for variation in sales: real exchange rate and increase in foreign demand
- Both instrument are firm-year specific, but they are determined at a macro level and are thus exogenous to firm-level behaviour
- Our main results are strengthened since the interaction terms are both positive and highly significant

Depvar:	$\log(RD + 1)$	
	(a)	(b)
$\Delta \log \text{Sales}(t)$	-0.022 (0.035)	-0.028 (0.053)
$\Delta \log \text{Sales}(t-1)$	-0.084 ^b (0.036)	-0.089 (0.057)
$\Delta \log \text{Sales}(t-2)$	-0.051 (0.035)	-0.077 (0.053)
$PI(t-1)$	-0.026 (0.026)	-0.088 ^b (0.039)
$\Delta \log \text{Sales}(t) * PI(t-1)$	0.224 ^b (0.114)	0.419 ^b (0.170)
$\Delta \log \text{Sales}(t-1) * PI(t-1)$	0.12 (0.122)	0.376 ^b (0.180)
$\Delta \log \text{Sales}(t-2) * PI(t-1)$	0.158 (0.122)	0.310 ^c (0.178)
$\sum \beta_i$	-0.156 ^b (0.079)	-0.194 (0.137)
$\sum \beta_i + \sum \gamma_i$	0.344 (0.217)	0.910^a (0.342)
Obs.	52287	33763
Firms	8617	7187
Estimation	FE-2SLS	
Instruments	Std	RER/GDP
Sargan Stat.	15.11	12.76
P-value	0.12	0.39

Note: Robust standard errors into parentheses. Significance levels: ^c10%, ^b5%, ^a1%. All estimations include sector

× year dummies. Intercept not reported. Std: Standard instruments, i.e. two differentiated lags of regressors.

RER/GDP: New instruments, i.e. current value and two lags of RER and GDP.

Potential Endogeneity problems (2)

- Both firms' R&D investment and whether it is subject to a payment incident may hinge on some omitted variable
- This omitted variable cannot be firm specific, sector specific, year specific, sector-year specific, and have to co-determine PI in $t-1$ and $R\&D$ in t without affecting $R\&D$ in $t-1$ in the same way
- To deal with this potential omitted variable bias, estimations on two different sub-samples, according to the sectors' degree of financial external dependence (Rajan and Zingales 1998) or asset tangibility (Braun, 2003)
- No reason for the omitted variable bias to be differently distributed across sectors
- Previous results should be exacerbated in more financially dependent sectors

Main Specification

Depvar:	$\log(RD + 1)$							
	Asset Tangibility				Financial Dependence			
	Low	High	Low	High	Low	High	Low	High
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
$\Delta \log \text{Sales}(t)$	-0.240 ^a (0.065)	0.062 (0.069)	-0.202 ^c (0.115)	0.05 (0.137)	0.003 (0.061)	-0.231 ^a (0.061)	0.053 (0.118)	-0.174 (0.110)
$\Delta \log \text{Sales}(t-1)$	-0.251 ^a (0.063)	-0.012 (0.065)	-0.210 ^c (0.124)	-0.078 (0.139)	-0.078 (0.056)	-0.193 ^a (0.059)	-0.026 (0.124)	-0.135 (0.117)
$\Delta \log \text{Sales}(t-2)$	-0.177 ^a (0.062)	-0.088 (0.060)	-0.128 (0.117)	-0.154 (0.135)	-0.096 ^c (0.053)	-0.140 ^b (0.058)	-0.059 (0.117)	-0.116 (0.112)
$PI(t-1)$	0.000 (0.053)	0.006 (0.045)	-0.124 (0.086)	-0.088 (0.083)	0.025 (0.039)	-0.015 (0.048)	-0.024 (0.070)	-0.126 (0.080)
$\Delta \log \text{Sales}(t)*PI(t-1)$	0.513 ^b (0.207)	0.235 (0.246)	0.732 ^b (0.362)	0.494 (0.405)	0.369 ^c (0.207)	0.483 ^b (0.194)	0.523 (0.352)	0.691 ^b (0.343)
$\Delta \log \text{Sales}(t-1)*PI(t-1)$	0.460 ^b (0.212)	-0.153 (0.240)	0.637 ^c (0.380)	-0.349 (0.440)	0.144 (0.204)	0.306 (0.195)	-0.203 (0.351)	0.317 (0.365)
$\Delta \log \text{Sales}(t-2)*PI(t-1)$	0.623 ^a (0.224)	0.246 (0.201)	0.516 (0.410)	-0.154 (0.425)	0.236 (0.180)	0.490 ^b (0.205)	0.201 (0.354)	0.323 (0.381)
$\sum \beta_i$	-0.668 ^a (0.131)	-0.038 (0.130)	-0.540 ^c (0.300)	-0.180 (0.340)	-0.171 (0.115)	-0.563 ^a (0.123)	-0.031 (0.298)	-0.424 (0.286)
$\sum \beta_i + \sum \gamma_i$	0.929 ^a (0.369)	0.290 (0.368)	1.345 ^c (0.747)	-0.191 (0.780)	0.579 ^c (0.342)	0.717 ^a (0.334)	0.489 (0.673)	0.907 ^c (0.551)
Obs.	18467	15479	8305	6868	21267	20864	8810	9378
Firms	3067	2443	1734	1415	3389	3391	1849	1954
Estimation	Within				Within			
Instruments	FE-2SLS				FE-2SLS			
Sargan Stat.	RER/GDP				RER/GDP			
P-value	14.28				23.74			
	0.28				0.33			

Note: Robust standard errors into parentheses. Significance levels: ^c10%, ^b5%, ^a1%. All estimations include sector \times year dummies. Intercept not reported. Rajan and Zingales (1998) data for sectoral financial dependence. Braun (2003) data for sectoral asset tangibility. RER/GDP: New instruments, i.e. current value and two lags of RER_{it} and GDP_{it} .

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$\Delta \log \text{Sales}(t)$	-0.240 ^a (0.065)	0.062 (0.069)	-0.202 ^c (0.115)	0.05 (0.137)	0.003 (0.061)	-0.231 ^a (0.061)	0.053 (0.118)	-0.174 (0.110)
$\Delta \log \text{Sales}(t-1)$	-0.251 ^a (0.063)	-0.012 (0.065)	-0.210 ^c (0.124)	-0.078 (0.139)	-0.078 (0.056)	-0.193 ^a (0.059)	-0.026 (0.124)	-0.135 (0.117)
$\Delta \log \text{Sales}(t-2)$	-0.177 ^a (0.062)	-0.088 (0.060)	-0.128 (0.117)	-0.154 (0.135)	-0.096 ^c (0.053)	-0.140 ^b (0.058)	-0.059 (0.117)	-0.116 (0.112)
PI(t-1)	0.000 (0.053)	0.006 (0.045)	-0.124 (0.086)	-0.088 (0.083)	0.025 (0.039)	-0.015 (0.048)	-0.024 (0.070)	-0.126 (0.080)
$\Delta \log \text{Sales}(t) * \text{PI}(t-1)$	0.513 ^b (0.207)	0.235 (0.246)	0.732 ^b (0.362)	0.494 (0.405)	0.369 ^c (0.207)	0.483 ^b (0.194)	0.523 (0.352)	0.691 ^b (0.343)
$\Delta \log \text{Sales}(t-1) * \text{PI}(t-1)$	0.460 ^b (0.212)	-0.153 (0.240)	0.637 ^c (0.380)	-0.349 (0.440)	0.144 (0.204)	0.306 (0.195)	-0.203 (0.351)	0.317 (0.365)
$\Delta \log \text{Sales}(t-2) * \text{PI}(t-1)$	0.623 ^a (0.224)	0.246 (0.201)	0.516 (0.410)	-0.154 (0.425)	0.236 (0.180)	0.490 ^b (0.205)	0.201 (0.354)	0.323 (0.381)
$\sum \beta_i$	-0.668 ^a (0.131)	-0.038 (0.130)	-0.540 ^c (0.300)	-0.180 (0.340)	-0.171 (0.115)	-0.563 ^a (0.123)	-0.031 (0.298)	-0.424 (0.286)
$\sum \beta_i + \sum \gamma_i$	0.929^a (0.369)	0.290 (0.368)	1.345^c (0.747)	-0.191 (0.780)	0.579^c (0.342)	0.717^a (0.334)	0.489 (0.673)	0.907^c (0.551)
Obs.	18467	15479	8305	6868	21267	20864	8810	9378
Firms	3067	2443	1734	1415	3389	3391	1849	1954
Estimation	Within				Within			
Instruments	FE-2SLS				FE-2SLS			
Sargan Stat.	RER/GDP				RER/GDP			
P-value			14.28	13.87			23.74	13.54
			0.28	0.31			0.02	0.33

Note: Robust standard errors into parentheses. Significance levels: ^c10%, ^b5%, ^a1%. All estimations include sector \times year dummies. Intercept not reported. Rajan and Zingales (1998) data for sectoral financial dependence. Braun (2003) data for sectoral asset tangibility. RER/GDP: New instruments, i.e. current value and two lags of RER_{it} and GDP_{it} .

Symmetry

An important question is whether the effect is to play both in high and low sales states. We thus estimate:

$$\log(RD_{i,t} + 1) = \sum_{j=0}^2 \left(\alpha_j \Delta \log s_{i,t-j}^H + \gamma_j \Delta \log s_{i,t-j}^L \right) + \alpha_4 PI_{i,t-1}$$

$$+ \sum_{j=0}^2 \left(\theta_j \Delta \log s_{i,t-j}^H * PI_{i,t-1} + \lambda_j \Delta \log s_{i,t-j}^L * PI_{i,t-1} \right) + \mu_{kt} + \nu_i + \varepsilon_{it}$$

- Decompositions of shocks into two categories: low (under the firms' mean of sales variation) and high (above the mean) (Results are robust to the use of different methods of shocks' decomposition, by quartiles)
- We expect this effect to play during down-cycles periods only
- Results emphasize a non-symmetrical effect, which is only observed in low sales periods : R&D investment turns **procyclical** only during down-cycle periods

Depvar:	log(RD + 1)		
	(a)	(b)	(c)
High Δ log Sales(t)	-0.049 (0.041)	-0.049 (0.041)	-0.063 (0.042)
Low Δ log Sales(t)	-0.027 (0.050)	-0.026 (0.050)	-0.081 (0.052)
High Δ log Sales(t-1)	-0.110 ^a (0.039)	-0.109 ^a (0.039)	-0.137 ^a (0.040)
Low Δ log Sales(t-1)	0.04 (0.050)	0.04 (0.050)	0.027 (0.052)
High Δ log Sales(t-2)	-0.062 ^c (0.038)	-0.062 ^c (0.038)	-0.068 ^c (0.039)
Low Δ log Sales(t-2)	0.065 (0.049)	0.065 (0.049)	0.027 (0.051)
PI(t-1)		0.006 (0.021)	0.007 (0.031)
High Δ log Sales(t)*PI(t-1)			0.244 (0.170)
Low Δ log Sales(t)*PI(t-1)			0.492 ^a (0.165)
High Δ log Sales(t-1)*PI(t-1)			0.125 (0.175)
Low Δ log Sales(t-1)*PI(t-1)			0.394 ^b (0.158)
High Δ log Sales(t-2)*PI(t-1)			0.074 (0.136)
Low Δ log Sales(t-2)*PI(t-1)			0.458 ^b (0.182)
$\sum \alpha_j$	-0.220 ^a (0.075)	-0.220 ^a (0.075)	-0.268 ^a (0.077)
$\sum \gamma_j$	0.078 (0.096)	0.079 (0.096)	-0.027 (0.098)
$\sum \alpha_j + \sum \theta_j$			0.176 (0.290)
$\sum \gamma_j + \sum \lambda_j$			1.317 ^a (0.312)

Depvar:	log(RD + 1)		
	(a)	(b)	(c)
High Δ log Sales(t)	-0.049 (0.041)	-0.049 (0.041)	-0.063 (0.042)
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Weighted estimations

- So far, our estimations give the exact same weight to each firm in the database, whatever its size.
- The effect we estimate may not be significant at a macro level, especially since most R&D investment is concentrated on a few large firms.
- To check the robustness of our results, we thus weight our estimations by the size of each firm (either value added or number of employees).
- This leaves our results largely unaffected, suggesting that the effect of credit constraint should be significant at a macro level. This is all the more true since our estimations do not account for dynamic effects.

Dep. var.:	MEAN TFP Growth (t+2) to (t+5)			
<i>Initial TFP Shock</i>	-0.031***	-0.031***		
<i>Sect. R&D Intensity</i>	-0.063***	-0.017	-0.037*	0.001
<i>Shock*Sect R&D Intensity</i>	1.104***	1.095***		
		-3.936***		-3.284***
No obs.	33,973	33,973	33,973	33,973
R ²	0.05	0.06	0.05	0.05
Est.	OLS		Fixed Effects / Within	

- Effect of the interacted effect of PI and sales shocks on productivity growth: do credit constraint firms' productivity growth react more negatively to a sales shock?
- Negative coefficient on the interaction term, no longer significant when we include sectoral R&D intensity
- Suggests that the negative effect of adverse shocks on productivity growth comes from their impact on R&D investment

Volatility, Growth and Credit Constraints

Est. :	(a)	(b)	(c)	(d)	(e)	(f)
Dep. Var	TFP Growth		TFP Growth		TFP Growth	
			High R&D intensity		Low R&D intensity	
<i>Initial TFP</i>	-0.021 ^a	-0.020 ^a	-0.021 ^a	-0.020 ^a	-0.022 ^a	-0.022 ^a
	(0.003)	(0.004)	(0.005)	(0.005)	(0.005)	(0.005)
<i>Growth Volatility</i>	0.003	-0.037	-0.012	-0.074 ^c	0.012	-0.015
	(0.022)	(0.028)	(0.035)	(0.039)	(0.026)	(0.038)
<i>Growth volatility*Fin. Dep</i>		-0.033 ^c		-0.066 ^c		-0.018
		(0.018)		(0.037)		(0.021)
No. Observations	4459	4459	2249	2249	2310	2310
R ²	0.141	0.146	0.152	0.164	0.089	0.090

- Cross section estimations
- No impact of volatility on growth on average, but more negative impact when the firms belongs to a more financially dependent sector
- This negative relationship between volatility and growth is only observed in R&D intensive industries (above median)

- Strong evidence of the role credit constraints in making R&D investment more procyclical
- The effect is asymmetric, only observed during downturns
- Average R&D investment is lower on average when credit constraints are observed
- By preventing R&D investment from being countercyclical, credit constraints magnifies the negative impact of volatility on productivity growth and decrease overall productivity growth
- Future work: economic policy implications (role of countercyclical monetary or budgetary policies)