#### By a Silken Thread

## regional banking integration & pathways to financial development in Japan's Great Recession

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#### Background

• The impact of bank liquidity shocks on economic activity depends on

- the size of the shock to lending supply ("the bank lending channel") AND
- on borrowers' ability to switch to alternative sources of credit ("the firm borrowing channel")
- Khwaja and Mian (AER 2008): Liquidity shocks have real effects mainly through their impact on small firms because they cannot easily switch banks, cannot accesss bond markets and have little internal funds.
- This paper: focus on (regional)credit reallocation. Regional banking integration can soften the fallout from local borrowers' inability to switch lender. This is because in an integrated banking market, banks allocate funds to the most inelastic borrowers with the highest willingness to pay for credit.

## This paper — part I: the crisis of the 1990s

How did regional differences in banking integration affect local real outcomes during Japan's real-estate bust of the 1990s?

- stronger bank lending channel: more integrated prefectures more exposed to the property bust in the big cities.
- weaker firm borrowing channel: integration mitigated the real fallout from lending shocks in prefectures with many bank-dependent firms (manufacturing SMEs)
- Interpretation: credit reallocation (internal capital markets) allowed integrated (nationwide) banks to respond to regional differences in demand while local banks could not.

#### This paper – part II: historical origins

- The silken thread: Regional variation in the market share of local vs. nationwide banks — our measure of regional banking integration — is the outcome of differential pathways to financial development: In the late 19th century, the ancient silk regions developed a model of export finance centered on small, local, cooperative banks with very tight bank-firm relationships that persists till today. These tight relationships made it difficult for many firms to access credit from financially integrated banks in regions with low financial integration.
- Two lessons
  - O de facto segmentation in banking markets can persist as a result of the particular model of financial development, even in a de iure integrated financial market
  - History (silk) provides an instrument for regional banking integration in the 1990s. FollowingKhwaja & Mian (2008), this allows us to sign the OLS bias in our baseline specifications and to shed light on whether the unobserved heterogeneity in bank-firm matches is consistent with our theory.

#### Why does it matter?

Economics:

- The burst of Japan's property bubble in 1990 ushered in at least one "lost decade" of poor macroeconomic performance.
- Post-GFC, we have seen a global tendency for many (advanced) econmies to settle into Japan-style low growth, deflationary environments.
- Regional banks central to banking systems in much of Europe (Germany, Italy, Spain), often for similar historical reasons. This may imply that similar frictions matter here.

Methodology:

• To assess the medium-to-long term fallout, of a big shock, we often only have regional data sets. Our approach shows how the Mian-Khwaja (2008) method of 'signing' the OLS bias can usefully be applied to such settings to shed light on the transmission mechanism if an instrument is available.

## Japan's regionally tiered banking system

#### Remark

Japan is a centralized country, no major regional differences in banking or financial regulation etc.

Broadly similar levels of financial development (e.g. in terms of credit over GDP, bank branches p.c and area)

#### But: a regionally strongly tiered banking system

- $\bullet\,$  Integrated banks: 'city' banks & 1st tier regional banks  $\to\,$  operate nationwide or at least in several prefectures
- Local banks: 2nd tier regional banks (Sogos (mutuals)) and industrial cooperative banks (Shinkin)  $\rightarrow$  regional lenders to SMEs, regional deposit base, limited or no access to Interbank market

We exploit variation in (pre-1990) share of integrated banks in prefecture-level lending as measure of banking integration

#### Pre-1990 lending and SME shares and post-1990 growth

Figure: Geographical distribution of Pre-1990 SME importance and financial integration and post-1990 p.c. GDP growth rates



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#### By a Silken Thread

Silk matters for regional variation in banking integration a century later

Figure: City and Regional Bank Lending Shares (pre-1990 (1980-1990) averages) vs. number of silk filatures per head in 1895



## Silk and regional bank integration

- Silk filatures (i.e. reeling plants) were heavily dependent on working capital:
- cocoons had to be purchased in the spring, reeled silk could only be shipped to the Yokohama market in the late summer.
  - purchase of cocoons amounted to 80 percent of the operating costs of a silk filature.
- Silk reelers were located in remote mountain areas and could not usually borrow from (mainly Yokohama-based) city banks. However, export market for silk was concentrated in Yokohama.
- Local banks in Japan institutional response to this dilemma:
  - local silk reelers' associations and Yokohama silk broker had first-hand knowledge of market conditions and of the quality produced by individual silk reelers. This gave them a huge comparative advantage (relative to city banks) in lending to these local SMEs.
  - Shinkin (cooperatives) and Sougo (mutuals) were founded by Silk merchants and by reelers' cooperatives.
- As the silk industry was superseded by other export industries , these local banks preserved their comparative advantage in lending to SMEs.

#### The 1990/91 property bust

The bust had different effects on integrated and local banks, but was pervasive.



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#### Two interesting correlations ...



- High-SME prefectures had lower growth after 1991.
- But the link between SME and low growth attenuated in high-FI prefectures.
- Conditional on FI, lending by integrated banks grew more in high-SME areas.

#### Theoretical considerations

Figure: A stylized interregional banking model



#### Empirical framework.

As our main measure of the shock, we use the negative land price growth in the biggest city-prefectures (core).

$$SHOCK_t = -LANDPRICEGROWTHinCORE_t$$
 (1)

The stylized model of internal capital markets implies a reduced-form

$$\Delta_{\text{Lending}_{t}^{k}} = \left[\beta_{0}\text{SME}^{k} + \beta_{1}\right] \times \text{FI} \times \text{SHOCK}_{t} + \xi_{t}^{k}$$
(2)

where, with  $s_{HOCK_t} > 0$  denoting a negative lending supply shock, we expect  $\beta_0 > 0!$ We follow Khwajai and Mian (2008) in postulating a reduced-form equation that links lending growth to real economic activity

$$\Delta_{\text{GDP}_t^k} = \gamma \times \Delta_{\text{Lending}_t^k} + \eta_t^k \tag{3}$$

Here,  $\gamma > {\rm 0}$  captures the firm-borrowing channel. Putting the two equations together, we get

$$\Delta_{\text{GDP}_{t}^{k}} = \begin{bmatrix} \underbrace{\gamma \times \beta_{0} \times \text{SME}^{k} \times \text{FI}^{k}}_{\text{firm-borrowing} \times \text{credit-reallocation}} + \underbrace{\gamma \times \beta_{1} \times \text{FI}^{k}}_{\text{firm-borrowing} \times \text{bank-lending}} \end{bmatrix} \times \text{SHOCK}_{t} + \psi_{t}^{k} \qquad (4)$$

#### Main specs and identification

We estimate the main specification

$$\Delta \text{OUTCOME}_{t}^{k} = \left[\alpha_{0} \times \text{SME}^{k} \times \text{FI}^{k} + \alpha_{1} \times \text{FI}^{k} + \alpha_{2} \times \text{SME}^{k} + \alpha_{3}^{\prime} X^{k}\right] \times \text{SHOCK}_{t} + \mu^{k} + \tau_{t} + b^{\prime} Z_{t}^{k} + \nu_{t}^{k}$$
(upper support the standard for the formula of CDB growth) will connectly identify a set of  $\mathcal{L}^{k}$ 

(where  $OUTCOME_t^k$  stands in turn for lending and GDP growth) will correctly identify  $\alpha_0 = \gamma \times \beta$  iff

$$cov\left(FI^{k} \times SME^{k} \text{SHOCK}_{t}, v_{t}^{k} \middle| \text{CTRL}_{t}^{k}\right) = 0$$

Given the pervasive nature of the aggregate shock, it is however very likely that

$$\nu_t^k = \delta_k \text{SHOCK}_t + \epsilon_t^k.$$

Hence, the OLS-ID assumption boils down to a restriction on the cross-sectional covariance

$$cov_k\left(FI^k \times SME^k, \delta_k \middle| \operatorname{CTRL}_t^k\right) = 0$$

Is this plausible? We argue (and illustrate using Silk as IV) that the OLS estimate is biased towards zero, so it is actually conservative.

## Identification: IV and sign of the OLS bias

High-FI / high-SME regions most exposed to fallout from the aggregate shock through channels unrelated to credit reallocation

- In high-FI / high-SME prefectures weak banks most likely to be linked with weak firms (many SMEs bank with FI banks and many FI-bank customers are SMEs).
- high-FI prefectures most exposed to the property-market (pre-1990) boom and (post-1991) bust.
- high-SME prefectures most dependent on domestic demand.

That would bias our OLS-estimate towards zero (i.e. assuming that  $\text{SHOCK}_t > 0$ ),  $cov_k \left( Fl^k \times SME^k, \delta_k \Big| \text{CTRL}_t^k \right) < 0!$ 

- How can we check? No firm-bank-level data as in Mian & Khwaja are available for the lost decade.
- But using SME × SILK as IV for SME × FI, we can show that  $(\alpha_0^{IV} \alpha_0^{OLS}) > 0$ , i.e. OLS is biased towards zero!

	lending	growth	GDP g	rowth
	(1)	(2)	(3)	(4)
	Ні ғі	Low FI	High FI	Low FI
$SME^k\timesSHOCK_t$	-0.032 (-0.117)	-0.246 (-1.958)	-0.068 (-0.524)	-0.253 (-2.029)
Adjusted R <sup>2</sup>	0.572	0.587	0.701	0.657

The table shows the coefficient  $\alpha$  in panel regressions of the form  $\Delta ourcoust_{\pi}^{k} = \alpha \times SM^{k} \operatorname{sisock}_{\tau} + \mu_{\tau}^{k} + \tau_{\tau} + e_{\tau}^{k} + constant where <math display="inline">\Delta ourcoust$  stands in turn for lending and GDP growth in prefecture k and shock is the (negative of) the percentage decline of land prices in the core prefectures. such and  $\pi^{k}$  are the 1980-1990 prefecture-level averages of, respectively, small-business importance and the share of city bank lending in total bank lending in prefecture k. The terms  $\mu^{k}$  and  $\tau_{\tau}$  are prefecture and time-fixed effects respectively. The sample of 46 prefectures is split into a groups of above- and below-median levels of Fi. The sample priod is 1980-2005 for GDP regressions and 1980-96 for lending regressions. Numbers in parentheses are t-statistics. Standard errors are clustered by prefectures and year.

► Example

# The instrument: silk filatures and modern-day lending shares

	City	pre-1990 Banks	Financial I share in prefec All (Shink	ntegration ture-level leno Regiona tin+Sogo)	ling by I Banks Shinki	ns only	bank i populat (pre-	Financial I tranches ker×area 1990)	Development	rt Lending/GDP (pre-1990) -0.55 -0 (-1.95) (-0. -0.55 -0 (-1.28) (-1. -0.55 -0 (-1. -0.55 -0 (-1. -0. -0.55 -0 (-1. -0. -0. -0. -0. -0. -0. -0. -0	
filatures / population (log #)	-0.03 (-3.14)	-0.04 (-4.70)	0.03 (4.22)	0.03 (4.11)	0.04 (4.96)	0.04 (4.53)	0.01 (0.87)	0.01 (0.87)	-0.61 (-1.78)	-0.55 (-1.95)	-0.10 (-0.29)
Relative GDP (pre-90)		0.19 (3.32)		-0.01 (-0.18)		-0.01 (-0.24)		0.09 (1.68)		8.56 (4.21)	6.27 (2.88)
Core Dummy		0.07 (2.46)		-0.001 (-0.02)		0.02 (0.71)		-0.02 (-0.57)		1.92 (1.88)	1.06 (1.02)
Distance to Yokohama (log)		-0.02 (-1.33)		0.01 (0.66)		-0.01 (-0.93)		0.01 (0.74)		0.55 (1.25)	0.74 (1.75)
City Bank Lending											12.20 (2.28)
$R^2$	0.18	0.60	0.29	0.30	0.36	0.40	0.02	0.08	0.07	0.46	0.53

Table: Modern day (pre-1990) lending and silk filatures

The table shows regressions of modern-day (pre-1990) average prefectural lending shares by bank type on our siki instrument – the number of filatures per head of population in a prefecture in 1895. The control variables are relative (pre-199) per capita GDP, the (log) distance to Yokohama and a dummy for the core areas (Tokyo, Osaka, Aichi, Kanagawa, Chiba, Saitama, Hyago and Kyoto prefectures).

#### Table: Main specifications (OLS and IV)

	(1)	(2) OLS	(3)	(4) IV		(5) First St	(6)
	GDP growth	Lending Growth	GDP growth	Lending Growth		$SME^k \times FI^k \times SHOCK_t$	$\dots$ FI <sup>k</sup> × SHOCK <sub>t</sub>
$\mathrm{SME}^k \times \mathrm{Fl}^k \times \mathrm{SHOCK}_t$	0.960 (2.461)	1.908 (3.604)	1.291 (1.953)	2.973 (3.252)	${\rm SME}^k \times {\rm FILATURES}^k \times {\rm SHOCK}_{\sharp}$	-0.06 (-4.14)	0.07 (0.38)
$\mathrm{fi}^k \times \mathrm{SHOCK}_t$	-0.059 (-2.051)	-0.227 (-4.525)	-0.071 (-1.308)	-0.228 (-2.122)	$FILATURES^k \times SHOCK_t$	0.00 (0.27)	-0.05 (-4.35)
${\rm SME}^k  imes {\rm SHOCK}_t$	-0.075 (-0.928)	-0.136 (-0.983)	-0.102 (-1.217)	-0.193 (-1.150)	$\text{SME}^k \times \text{SHOCK}_t$	0.04 (1.53)	-0.16 (-0.49)
Distance to Yokohama $\times_{SHOCK_{0}}$	0.00003 (1.846)	-0.00001 (-0.242)	0.00002 (1.856)	-0.00002 (-0.668)	Distance to Yokohama $\times_{SHOCK_0}$	0.00001 (2.07)	-0.00002 (-2.80)
Local banks real estate $exposure \times_{SHOCK_2}$	0.063 (0.991)	-0.058 (-0.501)	0.065 (1.052)	-0.053 (-0.443)	Local banks real estate $exposure \times_{SHOCK_{d}}$	-0.01 (-1.12)	0.06 (0.23)
local land price growth	0.007 (1.711)	0.015 (1.365)	0.007 (1.314)	0.016 (1.329)	local land price growth	-0.00 (-0.32)	-0.03 (-2.42)
predicted output growth	0.173 (1.640)	0.334 (1.284)	0.170 (1.594)	0.323 (1.245)	predicted output growth	0.01 (1.54)	-0.05 (-0.39)
adj. R <sup>2</sup>	0.698	0.572	0.697	0.570	adj. R <sup>2</sup>	0.506	0.5053
					1st-stage F-statistic	16.62	11.51
Prefectures	All, e	cept core	All, e	except core	All, exc	ept core	

The Table shows OLS- and IV-results for our main regression specification (5)  $\Delta ourcount_{t}^{*} = [\alpha_{0} \times sunt^{*} \times n^{+} + \alpha_{1} \times n^{*} + \alpha_{2} \times sunt^{*} + \alpha_{2}^{*} X^{*}] \times suncx_{t} + \mu^{*} + r_{t} + b^{*} Z_{t}^{*} + \nu^{*}_{t}$  where suncx\_{t} is the average land prefectures, sunt<sup>\*</sup> s small-banking integration,  $X^{*}$  and  $Z_{t}^{*}$  are vectores of additional controls and  $\mu^{*}_{3}$  and time effects respectively. The sample period is 1996-2005 for the CDDF gravity regressions and 1980-996 for the lending growth regressions and the sample excludes the core prefectures. Standard errors are (1) and (6) report the first-stage regressions for the sunce sociated with the first stage regression of the instruction of the integration of the integration.

Figure: Cumulative Growth Differential between high and low SME group in two-way sample split (High/Low City Bank Share and High/Low SME share by value added )



Relative cumulative output loss of high-SME prefectures worse with low financial integration (red, dashed line).

## Geographical patterns of transmission

Figure: Geographical profile of the interaction between bank dependence and financial integration



NOTES: The prefectures are in their official order, starting in the northeast (Hokkaido, Hofman & Okubo (UZH & Keio) By a Silken Thread

#### Transmission channels

	(1) City	(2) banks	(3) local	(4) banks	(5) local bank	(6) s' interest rates
	OLS	IV	OLS	IV	high sme $\times$ FI	low sme $\times$ ft
$SME^k \times H^k \times SHOCK_t$	2.816 (3.230)	5.685 (2.766)	0.757 (0.927)	$^{-0.520}_{(-0.196)}$		
$\mathbf{H}^k\times \mathrm{SHOCK}_t$	-0.225 (-2.475)	$^{-0.167}_{(-1.281)}$	-0.181 (-1.522)	-0.262 (-1.477)		
Local banks real estate exposure $\times {\scriptstyle {\rm SHOCK}}_t$	-0.046 (-0.335)	-0.037 (-0.250)	$^{-0.053}_{(-0.351)}$	-0.053 (-0.337)	-0.001 (-0.034)	0.053 (2.051)
$SME^k\timesSHOCK_t$	-0.262 (-3.384)	-0.373 (-2.417)	$^{-0.051}_{(-0.309)}$	-0.042 (-0.222)	-0.006 (-0.147)	0.017 (1.135)
Distance to Yokohama $\times$ shock,	0.025 (1.427)	0.029 (1.579)	-0.013 (-0.340)	-0.017 (-0.508)	0.001 (0.630)	$^{-0.001}_{(-0.597)}$
local land price growth	0.041 (0.134)	$^{-0.0003}_{(-0.001)}$	$^{-0.163}_{(-0.364)}$	-0.134 (-0.307)	-0.006 (-0.255)	0.005 (0.312)
predicted output growth	-0.00000 (-0.098)	-0.00003 (-0.653)	-0.00001 (-0.222)	$\begin{array}{c} -0.00001 \\ (-0.254) \end{array}$	-0.00000 (-0.277)	0.00000 (2.125)
adj. R <sup>2</sup>	0.792	0.790	0.726	0.725	0.991	0.985

#### Table: Prefecture-level lending and interest rates by type of bank

Memorandum item: Fraction of SME with City Bank as main bank<sub>2002</sub> = 0.6230 × CityBankShare<sup>k</sup><sub>1000-00</sub> - 0.25 R<sup>2</sup> = 0.49

Columns 14 of the table bow OLS and Ur-results for the regression specification ourcount<sup>1</sup><sub>2</sub> =  $|\alpha_0 > xm^4 > n^4 + \alpha_1 × n^4 + \alpha_2 > xm^4 + \alpha_3' × n^3 + \alpha_4' × n^3 + \alpha_5' × n^3 + \alpha_5'$ 

The memorandum item at the bottom of the table reports the regression of the fraction of small firms reporting a city bank as main bank on our pre-1990 measure of financial integration, the average lending share of city banks in a prefecture in 1980-1990.

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#### Transmission channel: further evidence

SME-local bank relationships extremely persistent in the silk regions

SME share w/o change in bank relationship 1990-2000 0.95 Shimane Akita Micata 0.9 Ishika waagata Tokushima Nagasaki Kochi Nagano Nara Shiga Ehime Gungna Aomor Yamanashi Fukui Mie 0.85 Yamaguchi Miyazaki wate **I Barbi**ki adawa Hiroshima Saitama Kyoto iizuoka Kumamoto AAhma Hyogo 0.8 Tokyosaka Fukuoka Kanagawa Wakavama 0.75 Hokkaido 0.7 3.5 4.5 5.5 1.5 2 2.5 3 4 5 6 6.5 log # silk filatures per capita in 1895

Figure: Silken thread and silken fetters

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## Summary

- Regional differences banking integration affected local transmission of Japan's real-estate bust of the 1990s.
- Our results draw attention to the role of credit reallocation by integrated banks in a financial crisis. banks internal capital amrkets attenuated the real fallout (the firm borrowing channel) from the country-wide shock to bank lending supply.
- History (the 'silken thread') provides us with an instrument for regional banking integration in the 1990s, allowing us to sign the OLS bias in our baseline specifications and to provide evidence that the unobserved heterogeneity in bank-firm matches is likely to be consistent with our theory.
- Key lessons
  - de facto segmentation in banking markets can persist as a result of the particular model of financial development, even in a *de iure* integrated financial market.
  - Such regional segmentation may not matter in normal times but may explain persistent regional heterogeneity after large macro shocks
  - Results likely to matter for Europe and its banking unions. In many European countries banking markets are historically segmented along regional lines (Italy, Germany ...)

#### Bonus slides

Hoffmann & Okubo (UZH & Keio)

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#### Data set

- Panel data set for 46 prefectures (ex Okinawa).
- GDP p.c.

- Lending by type of bank by prefecture, 1964-96
- Data on small manufacturing firms by prefecture, employment and value added from the 'Manufacturing Census'. Here focus on SMEs with <300 employees. (This is also the cut-off value for Shinkin membership).
- > Data on number of silk filatures, population etc. in 1895 from various sources

## Our story (I): related findings

- Low financial integration prohibits cross-prefectural pooling of funds (e.g. through nationwide banks' internal capital markets (Cetorelli and Goldberg; JoF forthcoming)).
- The pattern of nationwide banks withdrawing from areas where they have low market share is reminiscent of Japanese banks' behavior overseas after 1990 ((e.g. Peek and Rosengreen (1997)).
- Consistent with 'Evergreening' and the 'Zombie hypothesis' (Caballero, Hoshi and Kashyap (2008), Peek and Rosengreen (2005)): big banks could have withdrawn from their non-core areas to prop up Zombie firms in their core areas of activity.

#### An example

	prefecture	City lending share	SME share	post-1990 average growth
7	Fukushima	45.81	17.06	0.58
19	Yamanashi	42.29	20.09	-0.14
29	Nara	66.14	19.67	0.08
40	Fukuoka	65.54	10.49	0.26



#### Robustness: Post-1990 dummy

Interactior with	is of Post1990 <sub>t</sub>	l Regional	ll City	III Regional	IV City	V Regional	VI City	VII Regional	VIII City
	$SME^k \times RegionalBankShare^k$			-1.50		-1.35		-1.42	
	$SME^k  imes CityBankShare^k$			(-2.72)	0.68 (3.12)	(-2.89)	0.72 (3.20)	(-3.24)	0.74 (3.78)
	$\dots Regional BankShare^k$	0.03		0.27		0.23		0.24	
	CityBankShare <sup>k</sup>	(0.02)	-0.05 (-2.38)	(0.01)	-0.15 (-4.56)	(0.20)	-0.16 (-4.15)	(0.07)	-0.13 (-5.03)
	$SME_{VA}^{k}$	-0.09 (-3.87)	-0.07 (-2.85)	0.33 (2.19)	-0.45 (-3.55)	0.29 (2.35)	-0.47 (-3.66)	0.32 (2.72)	-0.48 (-4.06)
Controls: $X^k$ :	Lending/GDP					-0.0006	0.0003		
	CoreArea					(1.51)	(0.00)	-0.01 (-4.00)	-0.008 (-2.63)
$R^2$		0.56	0.57	0.57	0.57	0.57	0.57	0.56	0.56

Table: Interaction terms and additional controls

The Table shows results from the regression  $\Delta g d \tau_{\tau}^{k} = Rost1990_{\tau} \times [\alpha_{0}SME_{RA}^{k} \times \Gamma^{k} + \alpha_{2}SME_{A}^{k} + \alpha_{2}^{k}ME_{A}^{k} + \mu^{k} + \tau_{\tau}^{k} + \tau_{\tau}^{k}$  where *Post1990*, is a durnny indicating the period after 1990 (1991-2005), SME\_{RA}^{k} is small-basiness importance based on value added,  $I^{k}$  is the measure of financial integration (regional and city bank share in total lending in prefecture k), as indicated in the column heading,  $\mu^{k}$  and  $\tau_{t}$  are prefecture-fixed and time effects respectively. The vector  $X^{k}$  captures various prefecture characteristics. In the regressions it is interacted with our crisis dummy *Post1990*, and contains prefecture-level Lending of CoreNer3<sup>k</sup> and CoreNer3<sup>k</sup>, a dummy for the core economic areas (Tokyo, Osaka, Atchi, Kanagawa, Chiba, Saitama, Hyogo and Kyoto prefectures). The sample period is 1980-2005. OLS estimates, t-statistics in parentheses. Standard errors are clustered by prefecture.

#### Robustness: Panel IV regressions with Post-19901 dummy

Interactions terms of Post1991, with	City Banks	Reg Ba Al	ional nks Shinkin	City Banks	Rag Ba Al	ional nks Shinkin	Oty Banks	AI	Regional Banks Shinkin
$SME_{yh}^{a} \times D^{a}$	0.89 (2.15)	-1.57 (-2.15)	-1.94 (-2.05)	1.04 (1.69)	-1.41 (-1.50)	-1.42 (-1.42)	0.56 (1.54)	-1.46 (-1.51)	-1.65 -1.76
$n^{*}$	-0.15 (-2.21)	0.43 (2.00)	0.40 (1.96)	-0.20 (-1.58)	0.25 (1.25)	0.27 (1.25)	-0.16 (-1.86)	0.31 (1.64)	0.33 (1.65)
SME	-0.57 (-2.44)	0.32 (1.90)	0.21 (1.61)	-0.65 (-1.81)	0.30 (1.39)	0.17 (1.20)	-0.53 (-1.92)	0.32 (1.73)	0.22 (1.63)
Controls relative GDP	no	no	80	yes 0.01 (0.77)	985 -0.01	yes -0.01	yes	yes	yes
Core				-0.01	-0.01	-0.01	-0.00	-0.01	-0.01
Distance to Yokohama				(	( 2000)	(111)	0.00	0.00 (1.03)	0.00 (2.71)
R <sup>2</sup>	0.09	0.09	0.69	0.70	0.70	0.70	0.70	0.70	0.70
Intrifuge F-stat for $\mathrm{SME}^2\times H^2\times \mathrm{Post2091}_2$	303.29	288.96	437.05	622.48	279.43	479.25	383.56	297.11	638.05
Kinkerger Paap sank test	77.26	32.53	41.96	66.78	25.76	35.98	94.57	37.86	65.68
proalee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Table: Panel IV Regressions with filatures / head in 1895 as instrument

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Table: Robustness - interaction terms and additional controls

Back to Baseline spec

Interactions of Post2000, with	l Regional	iii Cey	II Regional	N City	V Regional	VI City	
$-SME^4 \times R^4$	-1.28	0.66	-0.66	0.47	-1.09	0.55	
D*	(-1.04)	(2.32)	(-1.22)	(2.51)	(-2.06)	(2.7%)	
	(3.59)	(-2.72)	(2.61)	(0.22)	(1.56)	(-0.61)	
SMP_a	0.34	-0.39	0.17	-0.14	0.32	-0.11	
	(2.88)	(-3.17)	(0.80)	(-0.79)	(1.48)	(-0.59)	
(R <sup>a</sup> )*			-0.55	-0.12	-0.12	-0.02	
(card of			(-1.96)	(-1.61)	(-0.30)	(-0.44)	
(Jone 14)			(-0.38)	(-1.33)	(-0.28)	(-1.49)	
Cantada 201	-0.003 (-0.57) (0.01 (0.42) 0.003 (0.44) 0.002 (1.04)	-0.003 (-0.44) 0.01 (1.01) 0.004 (0.41) 0.002 (0.91)			-0.003 (-0.53) 0.01 (0.62) 0.003 (0.56) 0.002 (1.05)	-0.004 (-0.79) 0.01 (0.94) 0.003 (0.44) 0.002 (0.76)	
	(1.99)	(1.59)			(2.28)	(1.44)	
47							
Region Fixed Effect	Yes	Yes	Yes	Yes	Yes	Yes	
R	0.57	0.56	0.56	0.56	0.57	0.56	

To their basis must have non-response  $\Delta g(d^2 - for (1000, s), m_{\rm eff}(d^2 - 1000, m$ 

#### Robustness: X-sectional OLS and IV regressions

			SME <sub>VA</sub> (outp	out based)				SN	ИЕ <sub>ЕМР</sub> (emp	loyment ba	sed)	
	City	Banks		Region	al Banks		City	Banks		Region	al Banks	
			A	u –	Shi	nkin			Α	AII –	Shi	nkin
	OLS	IV	OLS	IV	OLS	IV	OLS	IV	OLS	IV	OLS	IV
$SME^k \times FI^k$	0.14	0.36	-0.35	-0.77	-0.29	-0.98	0.16	0.56	-0.52	-0.85	-0.44	-1.08
	(1.33)	(1.71)	(-2.12)	(-1.52)	(-1.68)	(-1.55)	(1.12)	(1.70)	(-2.22)	(-1.78)	(-1.94)	(-1.87)
FI <sup>k</sup>	-0.04	-0.08	0.06	0.18	0.05	0.22	-0.04	-0.10	0.07	0.16	0.06	0.18
	(-2.36)	(-2.01)	(2.15)	(1.50)	(1.59)	(1.52)	(-1.97)	(-2.01)	(2.18)	(1.92)	(1.79)	(1.90)
SME*	-0.10	-0.23	0.07	0.15	0.03	0.11	-0.12	-0.34	0.12	0.19	0.05	0.14
	(-1.79)	(-1.94)	(1.48)	(1.25)	(0.79)	(1.25)	(-1.51)	(-1.88)	(1.72)	(1.43)	(1.16)	(1.45)
Controls												
Core	-0.00	-0.00	-0.01	-0.00	-0.01	-0.01	-0.00	-0.00	-0.01	-0.01	-0.01	-0.01
	(-2.73)	(-1.06)	(-4.58)	(-1.99)	(-4.79)	(-3.73)	(-2.89)	(-1.32)	(-4.87)	(-3.36)	(-5.03)	(-4.42)
$R^2$	0.50	0.46	0.46	0.46	0.44	0.46	0.48	0.46	0.45	0.46	0.44	0.46
First-Stage F-stat for $SME^k \times FI^k$		14.21		10.56		17.07		13.13		6.94		12.40
Kleibergen-Paap rank test		3.50		1.32		1.71		4.19		3.04		3.75
p-value		0.06		0.25		0.19		0.04		0.08		0.05

#### Table: Cross-sectional Regressions

The Table bases results from the cross sectional OLS and V regressions  $Agelg_{accurss}^{1} = v_{15}SME^{+} \times PI^{+} + c_{17}PI^{+} + c_{17}PI^{+} + c_{17}PI^{+} + c_{17}SME^{+} + c_{1}Combummly^{+} + comet + c^{+}$  where  $Agel_{accurss}^{1}$  is a verge point 2000 (2012-2005) (2009) combined of PI or measure of regional basiss (attractions) (cly basis ktars, regional banks, restrictions) and the combined tables of the product of the second secon

#### Is it financial integration or local financial development?

Table: Alternative measures of financial development and financial integration

	I	П	Ш	IV
Interactions of Poet1000	$FI = \frac{City Bar}{Total}$	uk Lending Lending	$FI = \frac{CityBankLending}{GDP}$	$FI = \frac{City Bank Lending}{Total Lending}$
with pre1990 variables:	$FD = \frac{\#Branches}{Population \times Area}$	$FD = \frac{Lending}{GDP}$	$FD = \frac{Regional Bank Lending}{GDP}$	$FD = \frac{Regional BankLending}{GDP}$
$SME_{VA}^{\kappa}$	-0.48	-0.45	-0.07	-0.55
	(-3.82)	(-3.73)	(-0.81)	(-4.42)
<i>FI</i> *	-0.14	-0.09	-0.004	-0.14
	(-3.89)	(-2.28)	(-6.76)	(-5.55)
$SME^{k} \times FI^{k}$	0.78	0.46	0.03	0.81
	(3.00)	(1.73)	(4.07)	(4.52)
$FD^{*}$	0.07	-0.002	0.01	0.00
	(0.54)	(-2.09)	(1.79)	0.12
$SME^{k} \times FD^{k}$	-0.32	0.02	-0.07	0.02
	(-0.43)	(2.61)	(-1.31)	(0.42)
CoreArea	-0.01	-0.01	-0.01	-0.01
	(-2.14)	(-3.43)	-4.85	(-4.01)
2)				
R <sup>2</sup>	0.56	0.56	0.56	0.56

The Table shows results from the regression

 $\Delta gdp_{t}^{k} = \textit{Post1991}_{t} \times \left[\alpha_{1}\textit{SME}_{\textit{VA}}^{k} + \alpha_{2}\textit{FI}^{k} + \alpha_{3}\textit{SME}_{\textit{VA}}^{k} \times \textit{FI}^{k} + \alpha_{5}\textit{FD}^{k} + \alpha_{6}\textit{SME}_{\textit{VA}}^{k} \times \textit{FD}^{k} + \alpha_{7}'\textit{CoreArea}^{k}\right] + \mu^{k} + \tau_{t} + \epsilon_{t}^{k}$ 

where where  $Post1991_t$  is a dummy indicating the period from 1991,  $SME_{VA}^k$  is small-business importance based on value added, and  $Fl^k$  and  $FD^k$  are the measures of financial integration and financial development respectively. as indicated in the column heading,  $\mu^k$  and  $\tau_r$  are prefectiver. Fixed and its development respectively. CoreArea is a dummy for the core economic areas (Tokyo, Osaka, Aichi, Kanagawa, Chiba, Saitama, Hyogo and Kyoto prefectures). The sample period is 1980-2005. OLS estimates, t-statistics in parentheses. Standard errors are clustered by prefecture.

## Silk and finance

- Silk filatures (i.e. reeling plants) were heavily dependent on working capital:
- cocoons had to be purchased in the spring, reeled silk could only be shipped to the Yokohama market in the late summer.
  - purchase of cocoons amounted to 80 percent of the operating costs of a silk filature.
- Silk reelers were located in remote mountain areas and could not usually borrow from (mainly Yokohama-based) city banks. However, export market for silk was concentrated in Yokohama.
- Instead of banks, Yokohama silk export merchants would issue a letter of credit to small reelers who would discount it with his local silk cooperative.
- These local coperatives had first-hand insihit into the quality of the output of their members, making them ideal intermediaries of credit.
- Local cooperatives often were at the origin of regional banks. These banks were purely regional and stayed it for more than a century.

## Silk export finance

- Yokohama merchant would advance credit to a reeler in the form of a 'documentary bill' issued by a Yokohama bank.
- Reeler would obtain trade credit in the form of an advance on the bill from a local bank.
  - ► These banks were often cooperative or mutual banks, founded by silk industry associations (Shinkins) or by Yokohama silk merchants.
- After reeling and shipping of the silk to Yokohama, Yokohama bank would issue a bill of acceptance to the reeler who would use this to discount the documentary bill with his local bank.
- Regional bank settled payment of the bill with the issuing bank in Yokohama.
- This system of credit is very much like the system of modern trade finance:
  - ('advising') bank of the exporter borrows and lends locally. 'International' transactions occur only with the big Yokohama banks, which in turn have links to regional banks around the country.
- Regional tiering of Japan's banking system goes back to the institutions of silk export finance.

## Silk finance: the role of mechanization

- Huge relative price increase of mechanically vs. hand-reeled silk in the 1890s.
- Mechanization central in the quality improvement. But increased dependence on working capital it reinforced the separation of cocoon-growing and reeling.
- Early stages of mechanization: cooperatively organized and centralized second (mechanical) reeling process of (possibly manually reeled) silk.
- Centralized re-reeling allowed the implemenation of quality control system and the development of internationally recognized brands.
- Quality was central in the monitoring of the credit relationship between silk producers and the Yokohama silk merchants: regional banks would provide credit ('advances') against a documentary bill issued by Yokohama silk merchants.
- Ultimately, only those producers could continue to export who mechanized early. These also had access to the trade credit and export finance by the Yokohama silk merchants. The others ended up producing mainly for the domestic market.

#### Mechanized silk filatures in 1895





#### Table: Modern day (pre-1990) lending and silk filatures

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## The role of mechanization

Table: Impact of mechanization on pre-1990 financial integration measures and founding year of first industrial cooperative bank in a prefecture.

		(log) st	are in prefe	cture-level len	ding by		Found	ling year	
	City I	Banks		Regional	Banks		Shinkin i	n prefecture	
			All (Shin	ikin+Sogo)	Shinki	ns only	(	log)	
hand filatures	-0.01		0.01		-0.00		-0.00		
(log #)	(-1.38)		(0.94)		(-0.08)		-0.09		
mechanized filatures	-0.02		0.02		0.03		-0.00		
(log #)	(-3.35)		(2.85)		(4.22)		(-1.89)		
output: hand reeled		-0.00		-0.00		-0.01		0.00	
(log tons)		(-0.61)		(-0.42)		(-0.62)		(0.66)	
output: machine reeled		-0.03		0.02		0.02		-0.00	
(log tons)		(-3.76)		(2.65)		(2.30)		(-0.76)	
$R^2$	0.62	0.62	0.22	0.17	0.38	0.21	0.21	0.16	
Controls	yes	yes	yes	yes	yes	yes	yes	yes	

The table shows results from regression of pre-1991 average prefectural lending shares by bank type (left panel) and of founding year of the firs (Shinkin) in a prefecture (right panel) on our alternative silk industry instruments: the number of hand-powered and machine filatures at pre of hand-powered and machine filatures respectively. Controls are: relative GDP pre-1990, a core area dummy and log distance to Yokohama. in previous tables. The founding year of the first Shinkin is normalized by 1900 (the year of the enactment of the first industrial cooperative of this normalized measure as our dependent variable.

#### Panel IV regressions

Table: Panel IV Regressions with filatures / head in 1895 as instrument

Interactions terms	City Banks	Reg Ba	ional nks	City Banks	Reg Ba	ional nks	City Banks		Re
of Post1991t with		All	Shinkin		All	Shinkin		All	
$SME_{VA}^k \times FI^k$	0.89	-1.57	-1.94	1.04	-1.41	-1.42	0.86	-1.46	
	(2.15)	(-2.18)	(-2.08)	(1.69)	(-1.50)	(-1.42)	(1.84)	(-1.81)	
FI <sup>k</sup>	-0.18	0.43	0.40	-0.20	0.28	0.27	-0.16	0.31	
	(-2.21)	(2.00)	(1.96)	(-1.58)	(1.28)	(1.28)	(-1.86)	(1.64)	
SMEk	-0.57	0.32	0.21	-0.65	0.30	0.17	-0.53	0.32	
24	(-2.44)	(1.80)	(1.61)	(-1.81)	(1.39)	(1.20)	(-1.92)	(1.73)	
Controls relative GDP	no	no	no	yes 0.01 (0.33)	yes -0.01 (-0.60)	yes -0.01 (-2.02)	yes	yes	
Core				-0.01	-0.01	-0.01	-0.00	-0.01	
Distance to Yokohama				(-1.72)	(-2.38)	(-2.51)	(-0.78) 0.00 (0.93)	(-1.58) 0.00 (1.03)	
$R^2$	0.69	0.69	0.69	0.70	0.70	0.70	0.70	0.70	
1st-Stage F-stat for $\textit{SME}^k \times \textit{FI}^k \times \textit{Post1991}_t$	303.29	288.56	407.01	420.48	279.43	479.21	383.56	297.11	
Kleibergen-Paap rank test	77.26	37.53	41.56	66.78	25.76	38.98	94.57	37.86	
p-value	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	

The Table shows results from the IV regression  $\Delta gdp_t^h = Post1990_t \times \left[\alpha_5 ME^4 \times Fl^4 + \alpha_2 Fl^2 + \alpha_3 SME^4 + \alpha'_4 X_l\right] + \mu^4 + \tau_t + \epsilon_s^4$  where where Post1990\_t is a dummy indicating the period starting firm importance (value-added or employment based) and  $X_t$  is a vector of controls.  $SME^4 \times Fl^4$  and  $Fl^2$  are the first-stage fitted values of  $SME^4 \times Fl^4$  and  $Fl^4$  wing  $SME^4 \times Slik^4$  and  $Slik^4$  as instruction in a prefeture in 1985. CortAcces is a dummy for the core concomic areas (Takyo, Oraka, Achi, Kanagawa, Chiba, Saitama, Hyogo and Kyoto prefetures). The sappear in parentheses. The bottom of the Table reports information on instrument relevance: the F-statistics associated with the first stage regression of the interaction term on all instruments and t statistics and is associated p-value for the hypothesis of under-identification. The KP-statistics appears in boldface (Italis) if it exceeds the Stock-Yogo(2005) waik-instrument critical values of 7.03 (A (2005), for the case of n = 2 endogenous variables and K = 2 excluded instruments). This suggests that the instruments are bar taken to be sufficiently strong to ensure a maximal size of no more than 1 Test on the IV-estimates.

#### Robustness: X-sectional OLS and IV regressions

Table:	Cross-sectional	Regressions
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	SME <sub>VA</sub> (output based)							SME <sub>EMP</sub> (employment based)					
	City	Banks		Regional Banks			City Banks		Regional Banks				
	,		A	All		Shinkin		,		All		Shinki	
	OLS	IV	OLS	IV	OLS	IV	OLS	IV	OLS	IV	OLS		
$SME^k \times FI^k$	0.14	0.36	-0.35	-0.77	-0.29	-0.98	0.16	0.56	-0.52	-0.85	-0.44	_	
	(1.33)	(1.71)	(-2.12)	(-1.52)	(-1.68)	(-1.55)	(1.12)	(1.70)	(-2.22)	(-1.78)	(-1.94)	(	
FI <sup>k</sup>	-0.04	-0.08	0.06	0.18	0.05	0.22	-0.04	-0.10	0.07	0.16	0.06		
	(-2.36)	(-2.01)	(2.15)	(1.50)	(1.59)	(1.52)	(-1.97)	(-2.01)	(2.18)	(1.92)	(1.79)	(	
SME <sup>k</sup>	-0.10	-0.23	0.07	0.15	0.03	0.11	-0.12	-0.34	0.12	0.19	0.05		
	(-1.79)	(-1.94)	(1.48)	(1.25)	(0.79)	(1.25)	(-1.51)	(-1.88)	(1.72)	(1.43)	(1.16)	1	
Controls													
Core	-0.00	-0.00	-0.01	-0.00	-0.01	-0.01	-0.00	-0.00	-0.01	-0.01	-0.01		
	(-2.73)	(-1.06)	(-4.58)	(-1.99)	(-4.79)	(-3.73)	(-2.89)	(-1.32)	(-4.87)	(-3.36)	(-5.03)	(	
$R^2$	0.50	0.46	0.46	0.46	0.44	0.46	0.48	0.46	0.45	0.46	0.44		
First-Stage F-stat for $SME^k \times FI^k$		14.21		10.56		17.07		13.13		6.94			
Kleibergen-Paap rank test		3.50		1.32		1.71		4.19		3.04			
p-value		0.06		0.25		0.19		0.04		0.08			

The Table shows results from the cross-sectional OLS and IV regressions  $\Delta gdp_{port1900}^{k} = \alpha_1 SME^{k} \times FI^{k} + \alpha_2 FI^{k} + \alpha_3 SME^{k} + \alpha_4' CoreDummy^{k} + const + \epsilon^{k}$  where  $\Delta gdp_{port1900}^{k}$  is average post prefecture k,  $SME^{k} \times FI^{k}$  and  $SME^{k} \times FI^{k} + \alpha_2 FI^{k} + \alpha_3 SME^{k} + \alpha_4' CoreDummy^{k} + const + \epsilon^{k}$  where  $\Delta gdp_{port1900}^{k}$  is average post prefecture k,  $SME^{k} \times FI^{k}$  and  $FI^{k}$  our measure of regional banking integration (city bank share, regional bank share, Shif for the core economic areas (Tokyo, Osaka, Aichi, Kanagawa, Chiba, Saitama, Hyogo and Kyoto prefectures). In the IV-regressions,  $SME^{k} \times FI^{k}$  and  $FI^{k}$  are measure of regional bank share. Shif is filtures per head of population in a prefecture in 1895. The F-statistics below the IV-regression pertain the the test for the significance of instruments in the first-stage regression of the interaction term on all instruments and the Kleibergen-Paap (2006) rank statist the hypothesis of under-identification.

#### Is industry structure endogenous?

- RZ-approach has been criticized on the grounds that financially constrained regions have a comparative advantage in less finance-dependent industries.
- Hence, they should specialize in these industries. If this is the case, then we would probably tend to overestimate the aggregate effects of low financial integration.
- What we need is an exogenous measure of growth expectations / industry structure that is not affected by low financial integration.
- We turn to the literature on agglomeration externalities (Glaeser et al 1992) to proxy for the importance of knowledge externalities in manufacturing: distance to the main silk regions (as opposed to share of silk industry in local economy).

		Industrial	structure	Financial Integration				
	Small ma	nufacturing	Manufact	uring Share	pre-1990 lending share by			
	firm share		in CDP in EMP		City Banks	All Shinkin		
	III ODF		III GDF				JIIIKII	
distance to most highly mechanized	-0.03	-0.02	-0.06	-0.03	-0.02	-0.01	-0.01	
silk regions (log)	(-6.28)	(-5.41)	(-5.05)	(-5.26)	(-1.35)	(-1.46)	(-1.07)	
filatures / population	0.01	0.01	0.00	0.01	-0.04	0.02	0.03	
(log #)	(2.04)	(2.87)	(0.31)	(1.87)	(-4.41)	(3.09)	(3.60)	
Care Dummu	0.01	0.01	0.02	0.02	0.02	0.01	0.01	
Core Dunny	(-1.68)	(-1.61)	-0.03	(-2.32)	(-1.96)	(1.01)	(-0.70)	
Distance to Yokohama	-0.03	-0.03	-0.05	-0.03	0.08	-0.01	0.01	
(log)	(-2.30)	(-2.77)	(-1.39)	(-1.77)	(2.53)	(-0.46)	(0.37)	
R <sup>2</sup>	0.69	0.68	0.57	0.65	0.56	0.34	0.42	

The table shows regressions of modern-day (pre-1990) industrial structure (left) and average prefectural lending shares by bank type (right) on our two alternative silk-related variables: the (log) distance to the three prefectures with the most highly mechanized silk industry in 1895 (Kyoto, Nagano, Gifu and Shizuoka) and the (log) number of filatures per head in 1895 and a set of controls. The control variables are the (log) distance to Yokohama (the main silk market), a dummy for the Core areas (Tokyo, Osaka, Aichi, Kanagawa, Chiba, Saitama, Hyogo and Kyoto prefectures).

	$CD = SME_{VA}$			$CD = SME_{EMP}$				CD = Manufacturing Share in GDP		
	City	Regi	onal	City	Regi	onal	City		Regional	
Interactions terms	Banks	Bai	nks	Banks	Bai	nks	Banks		Banks	
of Post1990t with		All	Shinkin		All	Shinkin		All	Shinkin	
$CD \times FI^{\kappa}$	1.30	-3.25	-3.98	2.68	-5.35	-5.78	0.77	-1.70	-3.28	
	(1.79)	(-1.94)	(-1.88)	(1.98)	(-2.06)	(-2.03)	(1.54)	(-1.67)	(-1.57)	
FI <sup>k</sup>	-0.24	0.65	0.80	-0.40	0.86	0.93	-0.20	0.50	0.98	
	(-1.93)	(1.90)	(1.86)	(-2.08)	(2.00)	(2.00)	(-1.64)	(1.65)	(1.56)	
CD	-0.78	0.76	0.53	-1.56	1.30	0.80	-0.44	0.44	0.49	
	(-1.93)	(1.83)	(1.72)	(-2.06)	(2.00)	(1.92)	(-1.68)	(1.55)	(1.46)	
Controls	yes	yes	yes	yes	yes	yes	yes	yes	yes	
$R^2$	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	0.70	
1st-Stage F-stat for $CD^k \times FI^k$	384.83	723.66	726.13	335.05	757.38	776.77	240.39	396.09	534.91	
Kleibergen-Paap rank test	33.93	10.87	8.15	19.13	9.08	8.14	23.89	12.71	4.62	
p-value	0	0.01	0.01	0.00	0.01	0.01	0.00	0.00	0.03	

The Table shows results from the IV regression  $\Delta gdp_1^k = Post1990_t \times \left[\alpha_1 CD^3 \times FI^k + \alpha_2 FI^k + \alpha_3 SME^k + \alpha_4' X^k\right] + \mu^k + r_t + r_t^k$  where where Post1990\_t is a dummy indicating the period after 19  $CD^k$  is our measure of credit dependence as indicated in the respective column headings and  $X^k$  is a vector of controls.  $CD^k \times FI^k$  and  $\overline{FI^k}$  are the first-stage fitted values of  $CD^k \times FI^k$  and is using the log numbers of filtures per head (filtures). Under States control variables are the states of the three most mechanized alit regions and the interaction between these two as instruments. Control variables (log) distance to Yokohama and a dummy for the core economic areas (Tokyo, Osaka, Aichi, Kanagawa, Chiba, Saitama, Hyogo and Kyoto prefectures). The sample period is 1980-2005, t-statistics are instruments and the mether the three most mechanized alit regions and the time there for the support the F-statistics associated with the first tage regression of the interaction term on all instruments and the Kileibergen-Paap (2006) rank statistics and its associated p-value for the hypothesis of under-identification. Values of the KP-statistic in holdrace or railes indicate that the hypothesis of use with distinct. We have the more conservative values for a = 3 and K = 5 which are so of directly tabulated, we use the more conservative values for a = 9.3 and K.6.1 expectively.