The Anatomy of Banks' IT Investments: Drivers and Implications *

Kosha Modi† Nicola Pierri ‡ Yannick Timmer§

María Soledad Martínez Pería¶

Abstract

Using a newly compiled measure, this paper studies the determinants and implications of US banks' Information Technology (IT) investments. Exposure to fintech competition and novel economies of scale are important drivers of the six-fold increase in IT investments observed over two decades. Further analyses point towards significant implications of banks' IT investments for both (i) monetary policy transmission to lending and (ii) financial inclusion of low income borrowers.

JEL Codes: O3, G21, G14, E44, D82, D83

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†Columbia University. kosha.modi@columbia.edu

‡International Monetary Fund. npierri@imf.org

§Federal Reserve Board. yannick.timmer@frb.gov

¶International Monetary Fund. mmartinezperia@imf.org

"We see ourselves as a technology company with a banking license"

Corbat (2014), Citibank (CEO)

"We want to be a tech company with a banking license"

Hamers (2017), ING (CEO)

"JPMorgan plots 'astonishing' $12bn tech spend to beat fintech"

Financial Times, January 15, 2022

1 Introduction

The use of technology is transforming the financial services industry. Fintech lenders (henceforth, fintechs) are gaining market share possibly thanks to their ability to make it easier and faster to approve loans. For example, fintech lenders' share of US mortgage lending rose from 3 percent in 2010 to 15 percent in 2021.[1] At the same time traditional banks have also vowed to become more technology-centered players.[2] However, it is unclear to which extent these pronouncements have resulted in sizeable information technology (IT) investments. And, if banks have indeed been adopting IT at a sustained pace, which factors explain such investments? What is the role of competition from fintech players? And finally, what are the consequences of such large IT investments in areas that policy makers care about such as monetary policy transmission to credit and financial inclusion of undeserved borrowers?

To answer these questions, we construct a novel measure of banks' information technology (IT) spending using textual analysis of publicly available regulatory filings (Call reports) for US banks. This measure, building on work by Kovner et al. (2014), improves on previous ones which mainly relied on indirect measurement or survey data (Sections 2 and 3.3 discuss in details the improvements over previous measures). This measure is built from non-confidential data,

[1] E.g., see Figure A1.

[2] For instance, see quotes reported by https://www.sepaforcorporates.com/payments-news-2/technology-companies-what-big-banks-spend-say-about-tech/ and the Financial Times article *JPMorgan plots 'astonishing' $12bn tech spend to beat fintech* https://www.ft.com/content/e543adf0-8c62-4a2c-b2d9-01fdb2f595cc (January 15, 2022).

making it available for free to other researchers.

Using our novel measure, we first confirm that banks' IT expenses have increased tremendously. In nominal terms, they were six times larger in 2021 than in 2001 and three times larger than in 2011, despite the rapidly declining price of computing power (Moore's law). Banks' assets and overall expenses have grown at a much slower pace during the last decade. However, the increase in IT expenses has been heterogeneous. While the share of IT to overall expenses a decade ago was similar for large banks relative to their smaller counterparts, the former have adopted IT at a much faster pace than small banks in the post Global Financial Crisis (GFC) era. This striking fact suggests the presence of novel economies of scale in the use of IT in banking, as gains from collecting and analyzing data may be more beneficial for larger firms, which in fact have been investing more in data science and artificial intelligence (Babina et al., 2021).

We explore the role of a host of factors in explaining cross-sectional differences in banks' IT spending, focusing on the average expenses over the last five year before the COVID pandemic. Anecdotal evidence suggests that competition from fintech lenders propelled traditional financial intermediaries to increase their investments in technology to keep up with their digital counterparts. We test this claim more formally by exploiting variation in banks' exposure to early fintech mortgage lenders (i.e. companies that allow for a fully online mortgage origination) and indeed find that banks more exposed to fintech competition invest more in IT. This relationship is particularly strong for larger banks, consistent with the idea that IT adoption benefits larger lenders disproportionately. We also adopt an instrumental variable (IV) strategy which relies on the fact that Michigan is one of the US states with the largest fintech shares mostly because it is home to the main mortgage fintech lender. IV estimates indicate a causal effect of competition from fintechs in spurring IT spending by banks.

Heterogeneity in local characteristics can impact banks' incentives to invest in IT because of demand and supply factors. For instance, the presence of borrowers or depositors that do not enjoy visiting physical branches is a demand factor that may encourage banks' investments in online banking. The availability of IT savvy workers is a supply factor that may facilitate the adoption of new software or hardware. We analyze the correlation of local characteristics and banks' IT adoption by projecting each county-level variable at the bank-level using banks' local footprint as captured by the deposits across US counties. We find that banks which operate in poorer counties adopt more IT, consistent with evidence–discussed below–that less well-off costumers are more likely to rely on fintechs or high IT banks for mortgages. The availability of human capital can also be a key input for firms' technology adoption. We measure local human capital as the share of adults with tertiary education and with the availability of STEM or math-savvy graduates within a county. While none of these variables explain IT adoption of the average bank, the share of STEM graduates at local universities is correlated with IT adoption of smaller banks, suggesting it is more difficult for them to hire specialized personnel from different parts of the country. Perhaps surprisingly, we do not detect any significant role for neither broadband access nor local bank concentration. Counties' racial composition is also uncorrelated with banks' IT expenses.

Banks' business model and funding structure contribute to explaining IT adoption. For instance, banks that earn a larger share of income from non-interest sources and have more deposits also spend more on IT, suggesting that IT can help banks better serve their depositors and earn fees on different products. Less profitable banks also spend more on IT, suggesting this can be a way to seek cost saving opportunities. For instance, improvements in IT capabilities can diminish the need for physical branches or personnel. Consistently, we find that banks that have reduced the number of branches more in the last 5 years, also spend more on IT. This is particularly true for large banks.

We then turn to the potential consequences of bank IT adoption focusing on two policy-relevant margins. We study whether banks that invested more than others in IT (i) respond differently to monetary policy shocks and whether (ii) they cater differently to those borrowers that are often excluded from mortgage markets.

The extent to which monetary policy impacts credit provision is fundamental for central banks' ability to stabilize prices and the economy. Changes in the financial intermediaries' landscape, such as the growing importance of fintechs or other non-banks, have been shown to affect such transmission (Chakraborty et al., 2018; Agarwal et al., 2022; Elliott et al., 2022). Banks' IT investments may also change their responsiveness to monetary policy shocks. On the one hand, IT may help banks acquire market power (for instance by offering better online services to borrowers) as documented in other industries and thus have less elastic demand. In this case, the amount of credit they provide would be less sensitive to changes in interest rates. On the other hand, IT may increase the sensitivity of the supply schedule to the external cost of funding, for instance by diminishing the weight of other variable costs of providing a loan, such as administrative expenses, thanks to greater operational efficiency.

To examine how banks' IT spending affects monetary policy transmission, we exploit high frequency monetary policy shocks around monetary policy decisions. We confirm that unexpected monetary policy tightening by the Federal Reserve leads to a decline in total loans on US banks balance sheets and increases the interest rates banks charge, consistent with a negative supply shock induced by contractionary monetary policy. We show that the effect of unexpected monetary policy tightening on credit is weaker and the effect on lending interest rates is stronger for banks that adopted IT more heavily. This can be rationalized by high IT banks facing lower demand elasticity. We perform an additional robustness analysis, relying on syndicated loan-level data, including borrower-quarter fixed effects. This analysis reveals that the results on monetary policy transmission are not driven by differences in the mix of borrowers between high versus low IT banks (at least in the market for corporate credit). Taken together, these results suggest that banks' IT investments reduce the transmission of monetary policy to credit amounts but strengthens its pass-through to lending rates.

We then study the implications of banks' IT investment for financial inclusion, which are ex-ante ambiguous. On the one hand, IT investments may be beneficial for financial inclusion insofar they facilitate clients online interaction with banks, allowing for greater reach (serving rural areas or poorer neighborhoods) and possibly reducing discrimination based on income or race. On the other hand, IT may fail to eliminate discrimination if important soft information are neglected that are not captured by IT-driven statistical models. Indeed, some studies finds that fintech lenders increase inclusion of undeserved communities (Buchak et al., 2018; Erel and Liebersohn, 2020), while others show that fintech fails to prevent discrimination because of the use of algorithms that do not benefit disadvantaged costumers (Bartlett et al., 2022).

To investigate the relationship between banks' IT investments and financial inclusion of traditionally underserved borrowers, we combine information from Call reports with mortgage application data from the Home Mortgage Disclosure Act (HMDA) database. The mortgage market is an ideal laboratory to study the consequences of bank IT adoption, both because of the important role of access to mortgage markets as an engine of wealth accumulation, and because the role of fintech lenders is particularly striking in the mortgage market (as the largest mortgage lender is a fintech company) suggesting the technology of lenders may be important.

We classify each lender as a bank with IT spending above the median IT investments during our sample period in the previous 5 years), low IT bank (other banks), nonbank mortgage originators and fintech. We first examine whether applicants characteristics are different according to the type of lenders. We find that fintech and nonbanks receive applications from lower income borrowers with respect to low IT banks. High IT banks applicants also have lower income than those applying to low IT banks–at least when we control for the location of the property–with the magnitude of the coefficient being smaller though than those of fintech and nonbanks. In contrast, we find that high and low IT banks have a similar share of applicants belonging to a racial minority, while nonbanks and fintechs have higher share of minority applicants.

We then test whether application acceptance rates are different across lenders and borrowers characteristics. Consistent with high IT banks catering to lower income borrowers, we find that, while these banks have a similar baseline probability of accepting a given application, they are relatively more likely to accept applications from lower income borrowers. This behavior is similar to that of nonbanks and fintech lenders. However, high IT banks are not more likely to accept applications from minority borrowers, while nonbanks and fintech are.

This collection of findings suggests that a more IT intense banking sector may affect monetary policy transmissions while also fostering financial inclusion of lower income borrowers. We do not find evidence, instead, of improved access to credit for minority borrowers.

Related Literature

This paper contributes to the literature on technology adoption by banks. Berg et al. (2019) find that IT spending by banks improves their ability to monitor and screen borrowers and recent papers document that IT increases banks' resilience during crises (Branzoli et al., 2021; Dadoukis et al., 2021; Kwan et al., 2021; Pierri and Timmer, 2022).[3] Other papers have studied the impact or the determinants of different technological innovations (such as ATM, online banking, or high-speed internet) in banking (Hannan and McDowell, 1987; Berger, 2003; Bofondi and Lotti, 2006; Hernández-Murillo et al., 2010; Bostandzic and Weiss, 2019; D'Andrea and Limodio, 2019) while some recent contributions focus on the connection between IT in banking and credit to small firms or startups (Ahnert et al., 2021; He et al., 2021). Koont (2023), Koont et al. (2024), and Core and De Marco (2023) use measures of consumer facing technology to measure IT's impact on competition, deposit stickiness, and small business credit. The risks created by cyber-attacks to financial institutions have also been the object of recent studies (Kotidis and Schreft, 2022). We contribute to the literature by building a new measure of US banks' IT spending from regulatory filings, studying its determinants (in particular the role of fintech competition), and analyzing the impact on banks' lending behavior and responsiveness to monetary policy shocks.

A growing literature highlights that financial intermediaries and their characteristics matter for the transmission of monetary policy (Chakraborty et al., 2018; Li, 2022; Agarwal et al., 2022; Elliott et al., 2022). For instance, Hasan et al. (2024) document that the transmission of monetary policy to credit and the real economy is more muted in Chinese provinces with larger fintech market shares. We contribute to this literature by presenting bank-level evidence on the role of IT investments.

[3] Jansen et al. (2022) show that increased data availability can lead to increases in total social welfare.

Closer to our paper are recent studies investigating the role of online banking on the transmission of US monetary policy to deposit rates and flows. Erel et al. (2023) document that "online bank deposits experience inflows, while traditional banks experience outflows during monetary tightening in 2022" as online banks increased rates more swiftly after monetary tightening; on the other hand, Koont et al. (2024) find that banks with stronger online banking capabilities experience larger outflows of deposits (and higher costs of funds) when the Fed funds rate increases. We complement this literature by presenting empirical evidence regarding the impact of overall bank IT investments, rather than online banking specifically. As IT is a general purpose technology, the impact of specific technological applications may differ from the overall impact of a more IT-intensive financial sector.[4] Moreover, we focus on credit provisioning and costs rather than on deposits.

Previous literature document several benefits of fintech lending (Berg et al., 2021). For instance, Fuster et al. (2019) find a 20 percent improvement in processing time in the context of US mortgage lending. Many studies document benefits for financial inclusion: fintechs lend more to underserved borrowers and communities (Erel and Liebersohn, 2020; Dolson et al., 2021; Jagtiani et al., 2021) and are less likely to discriminate against minority borrowers (Howell et al., 2021; Bartlett et al., 2022). We contribute by showing that high IT banks also lend more to poorer borrowers, although not to racial minorities. This paper is also related to work by Buchak et al. (2018), who show that the rapid rise of non-bank financial intermediaries in US mortgage origination, including fintech lenders, is mostly related to regulatory arbitrage while technological advantage is a less important factor. Though our results are consistent with these findings, we also find that the presence of fintech lenders spurred IT adoption at banks.

The rest of the paper is organized as follows. Section 2 describes the data. Section 3 provides summary statistics and stylized facts for the variables that are key to our analysis. Section 4 examines the drivers of banks' IT adoption. Section 5 investigates the consequences of banks'

[4]For instance, Pierri and Timmer (2022) document that banks with higher pre-GFC IT adoption were more resilient during the crisis, despite previous literature highlighting that some specific technological innovations, such as certain default prediction models (Rajan et al., 2015), led to higher risks.

IT investments for monetary policy tranmission and financial inclusion. Section 6 concludes.

2 Data

Bank data and IT expenses. Call reports are quarterly regulatory filings submitted by commercial banks in the US to the Federal Deposit Insurance Corporation (FDIC). Unfortunately, banks are not specifically required to report IT investments or expenses.[5] However, banks report the top (up to) three items within non-interest expenses that are not otherwise itemized and represent at least 10 percent of the unclassified non-interest expenses.[6] We build on Kovner et al. (2014) and use textual analysis to classify these top three expense items in different categories. In particular, we classify an expense line as an "IT expense" if its description contains any IT-related keyword such as "software", "computer", or "internet".[7]

Introducing and describing this measure of IT expenses is a key contribution of this paper.[8] As the revolutionary power of IT stems from being a multi-purpose technology, we study general adoption of information technology rather than specific technologies (e.g. ATMs, online banking, or Mortgage Electronic Registration Systems, as in Hannan and McDowell (1987), Hernández-Murillo et al. (2010), or Lewellen and Williams (2021)). This approach is better suited to understand how financial intermediaries are evolving as they ramp up their technological investments, while focusing on a specific technological application may lead to a narrower and more biased assessment, as each one may have a different impact.[9]

[5]From 2016 on, respondents can report depreciated software among their "other assets", but we do not find this asset category to be quantitative meaningful and therefore we focus on IT-related expenses.

[6]The expenses are reported in Schedule RI-E—Explanations 2.n 2.o, and 2.p, variables Text4464 Text4467, and Text4468 and RIAD4464, RIAD4467, and RIAD4468.

[7]The full set of keywords includes "web", "software", "IT " (e.g. IT services), "PC", "computer", "technology" (e.g., information technology), "internet" (e.g. internet banking), "computer", "online", "electronic banking", "tech " (e.g., tech services) , "network IT", "data". These keywords were chosen after reading several thousands descriptions of banks' expense items.

[8]Data can be downloaded at http://www.nicolapierri.com

[9]For instance, Lewellen and Williams (2021) and Rajan et al. (2015) document, respectively, that the Mortgage Electronic Registration Systems and the over-reliance on statistical models of defaults contributed to the build-up of financial risks before the GFC. These findings would suggest a detrimental role of information technology for financial stability. However, more recent papers show that overall IT adoption by US banks improved screening and mitigated the impact of both the GFC and the COVID crisis (Kwan et al., 2021; Pierri and Timmer, 2022)

Our measure improves on previous studies by extracting information on IT spending from regulatory filings. Seminal papers have relied on survey data–in particular the ones collected by the marketing intelligence company Aberdeen (previously known as Harte Hanks)–to measure IT adoption of non-financial firms (Beaudry et al., 2010; Bloom et al., 2012). Recent papers have relied on the same approach to study IT adoption of financial intermediaries (Ahnert et al., 2021; He et al., 2021; Kwan et al., 2021; Pierri and Timmer, 2022). However, information extracted from regulatory filings is likely to be of much higher quality because of the legal obligation and resources involved in these filings. Most importantly, marketing survey data can sometimes be plagued by errors and opaque imputations. In particular, the Aberdeen data appear to be mostly imputed during the most recent survey waves–using a proprietary and undisclosed imputation procedure–and therefore are not appropriate for any bank-level analysis focused on very recent years. In Section 3.3 we examine the correlation between IT expenses over assets, built using our measure of IT spending, or Aberdeen data, and a set of variables which have been argued by previous literature to capture important consequences of IT in banking–loans per employees and bank-borrower distance. Focusing on the last year before COVID, we find positive and significant correlations only when using our measure, suggesting it can be a better suited for empirical analysis of recent trends, drivers, and implications of IT spending.

The main downside of our measure is that it underestimates the actual amount of IT expenses for two reasons. First, some expenses may be reported without reference to their IT content. For instance, expenses to train employees using a novel software may be simply reported as "training" expenses. Similarly, "consulting fees" or "equipment maintenance" could refer to IT consulting and equipment, but we cannot confidently classify them as IT expenses. Second, an IT-related expense may not be reported because it does not meet the criteria of being among the top three non-interest expenses and exceeding the minimum reporting threshold.[10] Therefore, our measure provides a lower bound for total banks' IT expenses. In fact, only a mi-

[10]Moreover, the fact that no IT expenses are reported, does not mean that overall IT expenses are not big enough. For instance, let us consider the case of a bank for which the five largest non-interest expenses are, in decreasing order, "correspondent bank fees", "manager training", "vault", "software", "computers". The bank would not report any IT related expenses, even if "software" plus "computers" combined were larger than the other items.

nority of banks report IT related expenses in a given year (the post 2010 average is 15 percent, while only about 5 percent of banks reported such expenses in 2001). Therefore, it is a useful measure to capture variation across institutions and over time, but comparisons with other type of expenses or income flows are less reliable.

Other bank-level variables, such as deposits, assets, and loans, are also taken from the Call reports for the years 2000 to 2021. 2021 data are available up to the second quarter and are imputed for the rest of the year, under the assumption that, for each item, the ratio between first half and second half of the year is the same in 2021 as in other years (2021 data are not used in the formal empirical analysis).

To compare IT expenses across banks, we normalize by dividing them by either banks' assets or total non-interest expenses. Neither normalization is perfect: while assets are a more standard measure of bank size, they are a stock measure while expenses are flows. On the other hand, banks' non-interest expenses may depend on their organizational efficiency, which can be correlated with IT use itself. Luckily, the patterns documented in the paper are consistent across both normalization methods.

Mortgage data. Home Mortgage Disclosure Act (HMDA) is a rich dataset containing lender, loan, as well as borrower-level information for a large part of US mortgage applications. Importantly, HMDA contains application level data, which includes loans that were actually originated. HMDA contains lender level information like name, lender identifier (RSSD id), type of lender, and zip code of the lender. It contains loan-level information such as loan amount, loan type, property type, rate spread and, tract-county of loan-origination. From 2018 onward, it also contains information on interest rates charged, combined loan to value ratio, debt to income ratio, loan term, property value, and purchaser type. Finally, HMDA contains anonymized borrower-level information like race, sex, ethnicity, and income. Our sample includes first lien, one-to-four family property type mortgage loans for purchase or refinance purposes. We collect information on the years 2007-2021,[11] but focus some of the analysis on the period from 2018 on, as several variables of interest were added then.

Fintech classification, local characteristics, and additional datasets. Fintechs are lenders with a strong online presence. Following previous literature, we classify a non-bank mortgage originator as a fintech lender (Buchak et al., 2018; Fuster et al., 2019; Jagtiani et al., 2021). We classify a lender in HMDA as a bank if they file a Call report. Finally, a non-bank non-fintech is referred to as a non-bank throughout the rest of the paper. We exclude credit unions[12] from the sample because of their different incentives and business models relative to commercial banks and other originators.

County level characteristics are drawn from multiple standard data sources. Socio-demographic characteristics come from the 2010 US census and American Community Survey. Data on college graduates is taken from the 2018 Integrated Postsecondary Education Data System (IPEDS) survey. Income per county is provided by the Internal Revenue Service. Data on banks' deposits across the US come the FDIC.

Syndicated loans. We obtain data on syndicated loans for large corporations from DealScan's database of large bank loans (Ivashina and Scharfstein, 2010) from 2002 to 2019. In the DealScan data, for the banks in the syndicate, there is only information on the total facility amount, and whether banks act as participants or lead arrangers. As the individual contributions are not recorded in most of the cases, we distribute two-thirds and one-third of the total loan amount to lead arrangers and other participants, respectively, following, for example, Chodorow-Reich (2014). In particular, we follow the cleaning procedure of Bittner et al. (2021).

We merge DealScan with the Call reports using DealScan's Lender ID and Call report Bank Holding Company (BHC) ID following Chakraborty et al. (2020). We aggregate bank-level vari-

[11] Because of data quality issues, for certain variables we interpolate 2012 data with 2011 and 2013 values. This has no material impact on our results as no variables from HMDA dataset is used in the panel dimension in our several analyses.

[12] HMDA agency code = National Credit Union Administration or if the name of the lender included the words "credit union".

ables at the BHC-level by taking weighted averages, with assets being the relevant weights. The final dataset includes more than 105 thousands quarter-bank-borrower observations which represent the credit provided by 90 bank holding groups.

Outliers Variables are winsorized at the top 2 percent (by year) if they have a lower bound at zero (e.g., ratio of IT expenses to assets) and winsorized at bottom and top 1 percent (by year) otherwise (e.g., log assets).

3 Descriptive Patterns and Comparison with other IT measures

3.1 IT expenses over time

Figure 1 illustrates the evolution of banks' total IT expenses compared to assets and non-interest expenses.[13] Up to the immediate aftermath of the GFC the three series show similar dynamics. However, from 2013 on, IT expenses increased at a much faster rate than assets, while overall non-interest expenses increased less than assets. In fact, IT expenses in 2021 were 6 times larger–in nominal terms–than in 2001, while the other items were slightly more than 3 times larger with respect to the 2001 values. This is particularly striking because the price of computing power steadily decreased over time (Moore's law), suggesting an even larger divergence in real terms.

Have all banks adopted IT with the same intensity? Figure 2 illustrates that small and large banks had similar IT expenses until approximately 2010. This is in line with the finding that the availability of IT equipment was similar for banks of different sizes, during the early 2000s (Pierri and Timmer, 2022). Since the early 2010s, instead, large banks–in particular the ones in the top decile of the size distribution– have spent much more in IT than smaller ones. In fact, in the last 5 years only the largest banks have continued or increased their IT expenses, while

[13] The three items are normalized to be equal to 100 in 2001.

average expenses have gone down in the other size categories.[14]

This striking fact is consistent with the presence of novel economies of scale in the use of IT in banking. These could arise–for instance–because large banks can collect significant amounts of data from their costumers and monetize them. This mirrors the finding that the gains from collecting and analyzing data have been accruing mostly to the ex-ante larger firms (Farboodi et al., 2022), which in fact have been investing more in data science and artificial intelligence (Babina et al., 2021).

A potential concern with these empirical patterns is that large banks may have simply started recording more of their non-interest expenses over time–and thus the data patterns are really caused by measurement errors. This is not the case. In fact, Panel (a) of Figure 3 shows that other non-interest expenses (that is, non-interest expenses which are classified with descriptions that do not involve IT related keywords) have been declining over time, and small and large banks follow similar patterns. Moreover, Panels (b), (c), and (d) illustrate the evolution of several important bank-level characteristics and document that the patterns over time are mostly parallel between large and small banks. This evidence points towards IT specific factors driving the patterns illustrated by Figure 2.

3.2 Distribution of IT expenses

Figure 4 shows the cross-sectional distribution of IT expenses as a share of non-interest expenses (patterns are extremely similar if we normalize by assets). The figure focuses on the 5 years average from 2015 to the last pre-Covid year (2019) and plots both the unconditional distributions (winsorized at the top 2 percent) and the distribution conditional on reporting some IT expenses. The former is highly skewed, partly because some IT expenses, especially the smaller ones, may not be not captured.

[14]These patterns are similar if we focus on a balanced panel of banks (Figure A5). The very largest banking groups have similar dynamics of IT investments over time from the rest of the top 10 percent largest banks, as shown by Figure A6 where the banks belonging to the top 30 bank groups are separated from the others.

3.3 Comparison with other IT related measures

Previous literature has argued that two consequences of IT adoption in banking are the ability to originate more loans per employee and a decline of the importance of physical distance between borrowers and lenders (Petersen, 1999; Petersen and Rajan, 2002). In fact, Figure A2 focuses on 2019 data and shows that IT expenses (over assets) are positively correlated with the ratio of loans on a bank's balance sheet over the number of employees (Panel a). IT expenses are also positively correlated with two measures of borrower-lender distance constructed using HMDA mortgages: the share of mortgages for properties that are in states where the bank has no branches (Panel b), and the average distance between a bank's headquarter county and the county of borrowers' properties–weighted by the size of the mortgages (Panel c). These findings are consistent with evidence that IT adoption decreases the importance of physical distance in explaining banks' response to local economic shocks (Ahnert et al., 2021).

We conduct a similar correlation exercise relying on IT budget as reported by the Aberdeen survey as the Aberdeen data has been commonly employed by recent literature studying IT in banking (Ahnert et al., 2021; He et al., 2021; Kwan et al., 2021; Pierri and Timmer, 2022). We merge Aberdeen 2019 aggregated bank level data to regulatory filings through bank names. Figure A3 shows that Aberdeen IT budget over assets are *negatively* correlated with the ratio of loans on a bank's balance sheet over the number of employees (Panel a), the share of mortgages for properties that are in states where the bank has no branches (Panel b), and the average distance between a bank's headquarter county and the county of borrowers' properties–weighted by the size of the mortgages (Panel c). This lack of correlation could be due to imputation in the recent years in the Aberdeen dataset. These results suggest that empirical studies aimed at studying the drivers or implications of banks' IT adoption are better off relying on data from regulatory filings than on survey data.

A final validation exercise is illustrated by Figure 4. The green dashed lines represent the overall averages, while the red lines report the average for a subset of banks that, in 2019, offered the possibility of fully online mortgage application (as reported by Buchak et al. (2018)). Comparison between the two lines suggests IT investments are instrumental to improve banks' online lending capabilities. This exercise is related to recent literature capturing banks' IT through measures of mobile apps or websites quality (Core and De Marco, 2023; Koont, 2023), although we focus on the offering of online services rather than the platform quality.

4 Determinants of IT spending in banking

The previous section illustrated the importance of bank size in explaining IT investments. In fact, in 2019 the correlation between banks' log of assets and IT expenses (normalized by non-interest expenses) was 0.25. In this section, we rely on cross sectional regressions to test different hypotheses on other potential determinants. Our main focus in on the importance of competition from fintech provider in fostering IT adoption and we propose an instrumental variable specification to indicate a causal relationship. The other potential determinants are explored in a descriptive manner. We focus on 2019 as the base year to abstract from the impact of the COVID-19 pandemic on banks' spending. Before discussing the empirical specification and results, we introduce the variables we explore as determinants of banks' IT spending.

Fintech and banks' competition. A sizeable literature has studied the relationship between the competitive environment and firms' incentives to innovate or adopt new technologies (Aghion et al., 2005), and this can be an important factor for banks as well (Hernández-Murillo et al., 2010; Yannelis and Zhang, 2021).

In particular, anecdotal evidence points towards fintech competition being a factor pushing banks' IT investments. For instance, the *Financial Times* reported in January 2022 that "*JPMorgan plots astonishing $12bn tech spend to beat fintechs*".[15] However, how banks react to digital disruption is an empirical question (Vives, 2020). To empirically investigate the connection between fintech competition and banks' IT expenses, we exploit the fact that banks operate in different geographical markets within the US (e.g., see Buchak and Jørring (2021) for evidence

[15] See https://www.ft.com/content/e543adf0-8c62-4a2c-b2d9-01fdb2f595cc.

that mortgage lenders compete at the local level), and fintech market shares are also unevenly distributed across the country (Buchak et al., 2018). We compute, for each county and each year since 2010, the share of mortgages originated by fintech companies (weighted by their value). We call "fintech exposure" of a bank the average of fintech market shares across US counties weighted by the mortgages that the bank originated in that county. That is, given a county c, bank b, and year t, we compute:

$$ExposureFintech_{b,t} = \sum_{c} \frac{Mortgages_{c,b,t}}{Mortgages_{b,t}} \frac{MortgagesFintech_{c,t}}{Mortgages_{c,t}} \tag{1}$$

We then define as "early exposure to fintech", the average of $ExposureFintech_{b,t}$ from 2010 to 2015. To proxy for bank competition, instead, we measure local market concentration of deposits. That is, we calculate the HHI of deposits for each county in the US, and then we compute the bank-level exposure to concentration in banking as the weighted average of the counties' HHI, weighting each county by the deposits the bank has in that county. Results are similar if we focus on concentration of the local mortgage markets instead of deposits.

Branch consolidation. A potential benefit from banks' IT adoption is that it can partly substitute for the local presence of physical branches–for instance by helping banks interface with costumers through online channels–or more generally diminish the need for human work. We therefore measure branch consolidation with the 5-year growth rate of the number of branches with deposits from FDIC data. The growth is measured with DHS growth rates[16] from 2015 to 2019.

Local characteristics. Local characteristics of the areas where a bank operates may also impact its technological adoption in different ways. On the demand side, they may impact costumers' attitude towards technology or bank costs, altering the benefits of adopting IT, particularly related to front-end processes. For instance, online banking interaction may be favored

[16] The DHS growth rate is equal to $2 \times \frac{X_t - X_{t-1}}{X_t + X_{t-1}}$ (Davis et al., 1998).

by borrowers with a higher level of education or by those who have been traditionally less welcomed in bank branches, such as individuals with low-income or belonging to a racial minority. On the supply side, the availability of technology savvy human capital may make it easier for banks to adopt new technologies and may also make banks' executives more aware of their effectiveness. Availability of broadband connections may also foster IT adoption for both demand and supply reasons. IT in banking may be particularly helpful in less densely populated areas of the country. To proxy for some of the effects discussed, we gather county-level information on income, share of minority population (i.e. everyone except for White non-Hispanic), share of adults with tertiary education, average income, population density per sq KM, share of population with access to a broadband connection of at least 25 Mbps, share of STEM among the graduates from universities in the commuting zone, math score (75th of SAT exam) of graduates from universities in the commuting zone (see section 2 for data sources).[17] As the dependent variable–IT adoption–is measured at the bank-level. We take the weighted average of each county-level measure by weighting each county by the banks' deposits in that county.

Bank characteristics. We also include a set of controls for bank characteristics that could also influence banks' IT spending decisions. The share of income from non-interest rate sources and the share of loans over assets proxy for a bank's business model. The share of deposits over assets and the share of equity over assets are used to measure funding sources. Net income over assets, instead, measures profitability.

Empirical Specification. We estimate the following cross sectional linear regression to examine the determinants of IT spending:

$$IT_b = \alpha + \beta X_b + \epsilon_b \tag{2}$$

[17]We are not aware of granular and publicly accessible data sources about local presence of STEM graduates, thus we focus on the students graduated by nearby universities and colleges. We focus on graduates from all universities located in the commuting zone to which a county belongs–rather than county itself–as universities can impact the availability of human capital in the local labor market (Moretti, 2004), and commuting zones are constructed exactly to capture local labor markets.

where the dependent variable IT_b represents IT expenses (normalized by assets or non-interest expenses), averaged across 2015-2019; we average across 5 years because of the lumpiness in the reporting of IT expenses; we stop at 2019 to abstract from the impact of the COVID pandemic. X_b is the set of covariates described above. All variables, including the banks' geographical footprint used to construct the local characteristics variables, are lagged by 5 years so not to be contemporaneous with the dependent variables (with the exception of log assets, because of the importance of properly controlling for size in explaining IT documented in section 3). Summary statistics are reported in Table A1.[18]

The results of estimating Equation 2 by OLS are reported in columns (1) and (2) of Table 1, weighting banks by their loans' values. Large banks have larger shares of IT expenses. A doubling of bank size is associated with an increase of IT expenses which is about half of the sample mean.

Banks which have been more exposed to fintech competition also spend more on IT. The estimated coefficient is quite large, although it is statistically different from zero only at 10% confidence level: an increase in one standard deviation of exposure to fintech competition is associated with an increase of IT expenses which is about a third of its sample mean (see end of the section for more discussion on the magnitude of the coefficients). Having experienced more intense competition from fintechs could stimulate IT adoption for two reasons: either banks may be trying to become more similar to fintechs in their lending behavior and IT expenses are instrumental to this goal, or banks more exposed to fintechs may have realized earlier the power of digitalization in banking and thus invested more even, if IT is used primarily with different purposes. In subsection 5.2, we present evidence that the lending behavior of high IT banks–on most dimensions–does not become more similar to that of fintech lenders, suggesting the latter story is more likely than the former.

We do not find that bank concentration explains IT adoption. Most local-level characteris-

[18]The sample includes slightly less than 3,000 banks out of the 5,000 in the 2019 Call report: the main reasons is that we include only banks that we can merge across Call reports, FDIC, and HMDA datasets for the period 2015-2019.

tics are also statistically insignificant, with the exception of income. Banks in areas with lower income individuals tend to spend more on IT. In subsection 5.2, we provide evidence that this may be due to low income borrowers preferring IT lenders–for instance, because in person interactions in bank branches may be unpleasant for some low-income individuals–which may explain why banks with more low-income potential borrowers spend more on IT. We do not find a significant correlation with local access to broadband.[19]

Banks with lower profits in the past also spend more on IT, perhaps because of the need to improve their cost structure. In fact, banks that reduce more the number of physical branches also invest more in IT. This is consistent with IT adoption being useful to substitute for physical presence and allow for cost savings. Banks with a larger share of income from non-interest sources and with more deposits also increase IT spending: this suggests that IT may be used in part for activities different than lending, such as interacting with depositors through online channels.

Given the sharp divergence of large banks' IT investments with respect to the other banks, we then augment Equation 2 by interacting all the independent variables with a dummy for whether the bank is "large", that is in the top 20 percent or 10 percent of all banks according to their assets. We report some of the resulting coefficients in Table 2, where columns 1 and 3 refer to large banks as those in the top 20 percent while columns 2 and 4 refer to large banks as those in the top 10 percent. Some interesting findings are that fintech competition is associated with IT adoption especially at large banks, and that the availability of STEM graduates appears to facilitate IT adoption of small/medium banks, at least when we use non-interest expenses as a normalization. This latter finding could be explained by larger banks being more able to attract talent at the national level. Large banks that decrease the number of branches also appear to spend more in IT, while this is not the case for smaller banks.

[19]While this result may be surprising, it is also in line with some of the previous literature: Fuster et al. (2019) document no correlation between fintech lending and local Internet usage or speed and confirm such these null results using the entry of Google Fiber in Kansas City as a natural experiment.

4.1 Instrumenting exposure to fintech competition.

Banks which were more exposed to competition from fintech mortgage originators in the early phase (2010-2015), also end up spending more on IT. This relationship could arise because of a causal impact of fintech exposure on banks' IT or because of correlated confounding factors. For instance, one concern with a causal interpretation of the results is that banks and fintechs which compete in the same local markets may be both trying to cater to similar "IT loving" borrowers.

The history of the most important fintech mortgage lender in the US provides an empirical strategy to disentangle the two stories. Quicken Loans (Rocket Mortgages since 2018) was founded with the name of Rock Financial by a group of entrepreneurs led by Dan Gilbert. In 1998 the company declared the aim to move the mortgage origination process online. The first fully electronic mortgage application process was launched in 2002, enabling consumers to review and sign documents online. The company was relatively unscathed by the subprime crisis and grew very fast in the aftermath of the GFC to become the largest US mortgage originator in 2018.[20]

The company was headquartered in Michigan since its start (first in Livonia, Southfield, and Bingham, and then moved to Detroit) because it is the state where the founder was born and grew up (company's non-financial investments, such as direct investments in real estate or hotels, and its philanthropic efforts have also been focused on the Detroit metropolitan area). Although the majority of the company's mortgages are made online, Michigan was one of the states with the largest market share of this company–and thus of fintech in general–during the early 2010s. Michigan does not host any important financial center, nor any tech hub, so Michigan being home to the main fintech company is one of the main reasons for the large share of fintech mortgages in the state. While this home state effect may appear at odds with the ubiquity of internet access across the country, there is ample evidence that even the diffusion of internet content and digital services follows the law of gravity (Blum and Goldfarb, 2006). Figure 5

[20] Information on the history of Rocket Mortgage is mostly taken from Wikipedia and the company's website.

indeed reveals a positive correlation between the share of deposits that a bank had in Michigan in the 2010-2015 period and the exposure to fintech competition in the same period.[21]

We therefore re-estimate the Equation 2 by instrumenting the fintech exposure variable with the share of deposits that a bank has in Michigan (2010-2015). We include all the bank- and local-level controls. This mitigates the concern that a bank's presence in Michigan masks the exposure to different local credit market characteristics, for instance to less dense areas of the country, rather that Michigan itself. Results are presented in Table 3. The first column reports the first stage, and confirms that the correlation between the instrument and the endogenous variable is robust to the inclusion of the controls. Columns (2) and (6) report the OLS estimates. Columns (3) and (7) show that banks with a larger share of deposits in Michigan also have higher IT spending. Columns (4) and (8) present the IV estimates which indicate a positive impact of exposure to fintech competition on IT expenses. Columns (5) and (9) demonstrate that the results do not depend on the inclusion of controls.

An important concern with these estimates is that the first stage t-statistics of the exogenous instrument is less than 4. Moreover, we obtain much larger IV coefficient than OLS. These two elements indicate the presence of a weak-instrument problem. Therefore, we apply weak instrument techniques following Andrews and Stock (2018). Rather than producing point estimates, these techniques aim to provide confidence intervals for the parameter of interest while taking into account the extra variability introduced by the low power of the first stage. Each point is included in the set if a certain statistical test cannot reject that value for the parameter (i.e. constructed through "test-inversion"). As it is recommended in our setting (Andrews and Stock, 2018; Isaiah et al., 2018), we construct such confidence interval by relying on a version of the Anderson and Rubin test (Anderson and Rubin, 1949) which allows for non-homoskedastic standard errors. Table 3 reports the 90% confidence interval based on this test. Such intervals are large, as intuitively expected given the low power of the instrument. However, they all reject the null of no impact of early exposure to fintech competition on IT adoption.

[21]We focus on share of deposits in Michigan because mortgage market shares may endogenously respond to fintech competition.

A final concern is that something special about the Michigan area or the Great Lake region could have both propelled Rocket Mortgage success and banks' IT adoption. However, in Table A2 we document that neither the shares of deposits in the bordering states of Indiana, Ohio, and Wisconsin, nor the shares of deposits in the close-by Great Lakes states of Illinois and Minnesota[22] predict subsequent IT adoption, thus mitigating this concern.

Back of the envelope calculation of the impact of fintech competition on bank IT spending. The instrumental variable empirical strategy presented in this section points to a causal impact of exposure to fintech, although given the lack of power, we cannot confidently provide a point estimate for such effect.

As the OLS coefficients are within the boundaries of the Anderson and Rubin confidence intervals, the IV approach does not reject the null of no endogeneity of the regressor of interest. Thus, we rely on OLS coefficients to gauge the magnitude of the impact of early fintech exposure on IT expenditure. We multiply the OLS coefficient by the standard deviation of fintech exposure (2 percentage points, see Table A1). We then compare this quantity with either the standard deviation of the IT measure in the sample (see Table 1) or with the change in the IT measures over the 20 sample years (2021 vs 2001) for the average bank. The estimated impact of a one-standard deviation higher early fintech exposure leads to higher IT expense equal to 17% of the sample standard deviation (results are similar if we consider IT normalized by assets or non-interest expenses), or also equal to 90% of the change in IT expenses over assets (70% of the change in IT expenses over non-interest expenses) over the sample period.

5 Implications of IT investments

To shed light on the potential consequences of a more technology centered financial industry– as captured by the six-fold increase in IT investments documented in section 3–this Section in-

[22]New York is also a Great Lakes state, but it is home of the main US financial center, and thus excluded by this placebo test

vestigates how banks with heterogeneous degrees of IT investments differ in two policy-relevant dimensions: the response on the lending side to monetary policy shocks (subsection 5.1) and the financial inclusion of low-income and minority borrowers (subsection 5.2).

5.1 Response to monetary policy

A central role of the banking system is to transmit monetary policy to the real economy. A question of paramount importance is thus whether and how such transmission would be different in a more technologically intensive financial system. To provide evidence in this regard, we study how banks' lending response to monetary policy shocks depends on their past IT spending.

There are different reasons why IT spending may impact the transmission of monetary policy on the lending side. On the one hand, technology may increase banks' responsiveness because of supply side factors. For instance, IT can improve banks' ability to collect and analyze information and thus more promptly change prices in response to change in costs. (Consistent with this "agility" hypothesis, Fuster et al. (2019) document that fintechs adjust supply more elastically than other lenders in response to exogenous demand shocks, while Ahnert et al. (2021) provide similar evidence regarding credit to small firms and banks that use more IT equipment.) Moreover, IT diminishes, at the margin, the operational cost of providing a loan. The marginal cost of lending is the cost of funds plus the marginal operational cost. Thus, the cost of funds may be a higher share of the marginal cost of lending for high IT banks than for low IT. Therefore, a change in interest rate would have a larger impact, in proportion, to the marginal cost of providing a loan for the high IT banks. If these supply side factors are prevalent, we expect high IT banks to respond to a monetary tightening (loosening) by increasing (decreasing) loan prices more and decreasing (increasing) loan quantity more as well.

On the other hand, demand factors may lead to different results. IT investments are often linked to higher firm market power (Foster et al., 2022). Previous literature shows that technology allows fintech to process loans faster (Fuster et al., 2019) and provide convenience to customers, (Buchak et al., 2018). As an example of how technology may impact market power in the banking industry, IT may help banks replicate some of these gains which may induce borrowers to be more "loyal"/"sticky" and less sensitive to price changes. If high IT firms face a more inelastic demand, then a supply shift–such as the one caused by monetary tightening–would lead to a larger change in prices and smaller one in quantities with respect to low IT banks. Moreover, market power in banking is often found to decrease the transmission of monetary policy to credit (Scharfstein and Sunderam, 2016; Benetton and Fantino, 2021). Therefore, how IT interacts with monetary policy transmission is an empirical question.

For this empirical analysis we rely on monetary policy shocks constructed by Jarociński and Karadi (2020), who study central bank announcements and use high frequency data to disentangle the information component and the pure monetary policy shock. We aggregate such shocks at the quarterly level to match with quarterly Call report information. We use the local projection method by Jordà (2005) and first estimate the following set of linear regressions:

$$\Delta^h \log Y_{b,t} = \delta_b + \beta^h MP_{t-1} + \gamma X_{b,t} + \epsilon_{b,t} \tag{3}$$

where $\log Y_{b,t}$ is an outcome of interest for bank's b balance sheet in quarter t and $\Delta^h \log Y_{b,t} = \log Y_{b,t+h} - \log Y_{b,t-1}$. We consider two outcomes ($Y_{b,t}$): (i) loans, which we use to approximate the quantity of credit (as in Kashyap and Stein (2000)), and (ii) interest rate on loans (interest income on loans over loans), which we use to approximate the price of credit. δ_b is a bank fixed effect, MP_{t-1} is the monetary policy shock in the quarter $t-1$, and $X_{b,t}$ is a set of time-varying controls which includes lags up to $t-3$ of the monetary policy shocks, of the information component, and of quarterly GDP growth, and a time trend. The coefficients β^h estimate the cumulative impulse response function (IRF) of a bank to a monetary policy shock.

We estimate Equation 3 by OLS, weighting banks by the average amount of loans in their balance sheet. Standard errors are double clustered at the bank and quarter level. The resulting IRF, together with 90% confidence interval, is presented by Figure 6. This figure reveals that the amount of lending temporarily declines following a contractionary monetary policy shock, while the interest rate charged by banks on loans increases (although this specification has lower power). An increase in prices associated with a decline in quantity is the expected response to an increase in the cost of funding (negative supply shock).

To understand whether the impact of monetary policy is different depending on a bank's IT spending, we estimate the following augmented set of regressions:

$$\Delta^h \log Y_{b,t} = \delta_b + \zeta_t + \alpha^h MP_{t-1} \cdot IT_{b,y(t-4)} + \gamma X_{b,t} + \epsilon_{b,t} \tag{4}$$

where $IT_{b,y(t-4)}$ is the bank's average IT spending in the previous 5 years normalized by non-interest expenses or by assets (produce the same results). We include time (quarter) fixed effects ζ_t, to control for any time varying factors (so the variable MP_t drops). Within the set of controls $X_{b,t}$, we also include (with a one-year lag) the time varying bank-level variables discussed in section 4: equity, deposits, net income, loans normalized by assets, share of non-interest income, and log of assets to control for other time varying shocks that could impact the amount of lending or its price. For instance, banks that have experienced a negative shocks to profitability or capital may need to contract lending regardless of the monetary policy stance in order to preserve capital buffers. (IT expenses are also included without the interaction term.)

The coefficients α^h, together with 90% confidence intervals, are reported in Panels (a) and (b) of Figure 7 (also in Table A3 and Table A4). The coefficients in both panels are positive. This indicates that monetary policy shocks have a smaller contractionary impact on credit quantity for banks that spend more on IT, but a larger impact on credit pricing. To visualize this heterogeneity, Panels (c) and (d) plot the estimated cumulative impulse response function to a 100 basis point unexpected monetary tightening for a bank with one half standard deviation IT expenses above and below the mean. These two banks differ by one standard deviation of IT investments. When we focus on loans (Panel c) their response function is quite different: the trough of the bank with lower IT expenses is more negative by a third with respect to the trough of the bank which invests more in IT. The two impulse response function are, instead, less different when we focus on interest earned (Panel d).[23]

[23] Figure A7 present the same patterns as the Panels (a) and (b) of Figure 7, normalizing IT by assets rather than

As discussed above, these findings can be rationalized as high IT banks facing a less elastic demand curve, in line with previous literature arguing IT investments are connected to greater market power. (Figure A8 provides a simple graphical illustration of how the findings can be rationalized by differences in residual demand elasticity.) They also suggest that in a world where technology is more and more pervasive in the financial sector, central banks may need to react more aggressively using interest rates to impact credit growth.

An alternative interpretation of the finding that high IT banks adjust credit less than other banks is that these banks are also less financially constrained. In fact, while section 4 documents no correlation of IT with equity over assets, it also shows that IT expenses are higher for larger banks and banks with more deposits. More deposits and a larger size are likely associated to more stable funding. However, if IT was just capturing differences in financial constraints and funding resilience, both loan quantity and pricing would react less to monetary policy shocks (while we find pricing reacts more). That is, if low IT banks were simply more constrained in the amount of credit they can provide after a monetary contraction, but they faced a downward sloping demand, then they would provide such credit at higher rates.[24] Furthermore, we augment Equation 4 by the interaction between monetary policy shocks and (lagged) deposits over assets, log assets, capital over assets, and securities over assets,[25]. As reported by Figure A9, we find qualitatively similar results (smaller in magnitude than those reported by Figure 7 but within the confidence intervals).

Syndicated Loans. The exercise above is suggestive of quantitatively important differences in lending behavior by high and low IT banks following monetary policy shocks. This exercise has two limitations. One is that the Call reports provide information on the stock of loans on banks'

non-interest expenses. While the qualitative dynamics are unchanged, the magnitude of the coefficients is of course much larger as IT expenses over assets are almost two order of magnitude smaller than IT expenses over non-interest expenses

[24] Such simple reasoning could be invalidated if the marginal borrower was riskier than the average borrower, so that banks focus on less risky lending when they contract lending. However, below we also show that our findings hold controlling for borrower mix.

[25] Securities over assets is a measure of asset liquidity which has been shown to impact banks' response to monetary policy shocks (Kashyap and Stein, 2000).

balance sheet but no variable that properly captures new credit. The second is that differences in the response to monetary policy of high and low IT banks may also by driven by differences in borrower-level (rather than bank-level) shocks. In fact, previous literature shows that monetary policy also impacts the mix of borrowers served by banks (Jiménez et al., 2014).

We therefore analyze monetary policy and its impact on syndicated loans to be able to control for borrower characteristics (see section 2 for more details on the data used). We rely on the simple linear equation:[26]

$$\log credit_{f,b,t} = \delta_{f,t} + \zeta_b + \sum^{h=1,2,3} \left(\alpha^h MP_{t-h} \cdot IT_{b,y(t-4)}\right) + \gamma Xb, t + \epsilon_{b,t} \tag{5}$$

where $\log credit_{f,b,t}$ is the log amount of new credit provided by bank b to borrowing firm f summed over all the new issuance in quarter t. In the most saturated version of our specification, we include borrower-quarter fixed effects $\delta_{f,t}$ to control for any time-varying borrower shocks to isolate the coefficients α^h, which capture how monetary policy shocks impact the intensive margin of credit differently for high and low IT banks. Bank-level time varying controls, and their interaction with monetary policy, are included as in Equation 4.

Table 4 presents the estimated coefficients α^h, together with t-stats based on standard errors double clustered at bank-lender and quarter levels. Columns (1) to (3) and (7) present results based on IT normalized by non-interest expenses. Columns (1) to (3) add progressively finer fixed effects (bank and borrower, bank, borrower and quarter, and then bank and borrower times quarter), while column (7) adds time-varying bank controls and their interaction with monetary policy shocks. Columns (4) to (6) and (8) present the same results but normalize IT expenses by assets. The coefficients α_1 are always positive and statistically significant, indicating that lending by banks that spend more on IT responds less to monetary policy shocks, confirming the results on Equation 4. (α_2 is also positive but not always statistically significant, while α_3 is never statistically different from zero.)

[26]See for example, Elliott et al. (2022) for a similar analysis comparing non-banks to banks in response to monetary policy shocks using DealScan data.

It is also interesting that the inclusion of borrower times quarter fixed effects lead to a small decline in the coefficient of interest α_1 (e.g., see column 2 vs column 3). This suggests that the heterogeneity of borrower-level shocks faced by low and high IT banks is small, and the patterns documented by Figure 7 would not be very different if we were able to control for borrower-level shocks.

This exercise confirms the finding that high IT banks are less responsive to monetary policy shocks in terms of credit volumes but more so in terms of prices relative to low IT banks and shows that results are not driven by differences in demand across banks or by mismeasurement of credit flows. The downside of this exercise is that, because of data limitations, we need to focus on large corporate borrowers, which can be very different than the average corporate or household borrower in the economy. Corporate lending is often thought as being very "soft information" intensive, and thus less responsive to IT adoption; however, recent empirical evidence shows that corporate lending is also impacted by banks' technology (Pierri and Timmer, 2022; Ahnert et al., 2021; He et al., 2021).

5.2 Financial inclusion

Fintech providers (and other non-bank financial intermediaries) have been shown to play an important role for the financial inclusion of low-income and racially defined minority borrowers in the US credit markets (Buchak et al., 2018; Erel and Liebersohn, 2020). To understand whether IT in banking is also likely to lead to similar benefits, we study the differences in mortgage applications and acceptance rates between high IT banks, low IT banks, fintechs, and non-banks for different types of borrowers. A bank is classified as a high IT bank for a given year if its IT expenses to non-interest expenses ratio, averaged over the past five years, is higher than the median for all banks in that year. Otherwise, it is classified as a low IT bank.[27] Our pe-

[27] Given the skewness in the distribution of IT expenses, any bank with positive IT investment is classified as high IT. The low IT group is larger than the high IT. The appendix reports results using the continuous variable (IT expenses over non- interest expenses) rather than a dummy for high IT banks, finding similar patterns. The results of this section are also similar if we normalize IT expenses by assets, but they are not reported for brevity.

riod of analysis includes the years between 2018 and 2021, since it was during this period that fintech lenders were established as market participants and the HMDA dataset contains richer loan-level information from 2018 onwards.

Application-level analysis. We estimate the following linear regression to examine the characteristics of mortgage applicants to high IT banks relative to other banks and non-banks (especially fintechs):

$$Y_{ilzt} = \beta \text{Class}_{lt} + \gamma X^1_{izt} + \zeta X^2_{lt-1} + \delta_{zt} + \epsilon_{ilzt} \tag{6}$$

where Y_{ilzt} is either the log income of the main borrower applicant or a binary variable indicating whether at least one of the applicant is a minority (non-white or hispanic) in reference to application i to lender l in county z at year t, Class_{lt} refers to the class of lender: low IT bank (base), high IT bank, fintech or non-bank, X^1_{izt} are the application level controls, X^2_{lt-1} are lender controls which include the (log of) total amount of mortgages issued by lender l in the previous year to proxy for the size of the lender, and δ_{zt} are county-year fixed effects. The loan level controls include product type, purchaser type, loan purpose, occupancy type, and hoepa status. All standard errors are clustered at the lender level.

We estimate Equation 6 including all loan applications originated and rejected (but exclude withdrawn applications). Results, presented by Table 5, reveal that when we control for the county where the property is located, high IT banks, fintechs, and non-banks all receive more applications from lower income borrowers with respect to low IT bank. Fintechs and non-banks also receive more applications from minority borrowers, while we find no similar differences between high- and low-IT banks.

Acceptance probability. We then analyze how the probability of accepting a mortgage application changes with borrower and lender characteristics. We rely on a linear probability model:

$$\text{Accept}_{ilzt} = \beta \text{Class}_{lt} + \alpha_l \text{Class}_{lt} \cdot \text{minority}_{ilzt} + \phi_l \text{Class}_{lt} \cdot \text{income}_{ilzt} + \gamma X^1_{izt} + \zeta X^2_{lt-1} + \delta_{zt} + \epsilon_{ilzt} \tag{7}$$

where $Accept_{ilzt}$ is a dummy for whether the loan application i was accepted, Class_{lt} is the class of lender (high IT bank, fintech or non-bank, while low IT bank is the baseline), minority is a dummy for whether at least one of the applicants is non-white or hispanic, income is the log of income of the borrower, X^1_{izt} are the loan level controls, X^2_{lt-1} are lender controls which include the log amount of mortgages issued by lender l in the previous year to proxy for the size of the lender, and δ_{zt} are county-year fixed effects. The loan level controls include product type, purchaser type, loan purpose, occupancy type, and hoepa status. All standard errors are clustered at the lender level.

Results are presented in Table 6. Columns (1) and (2) simply check whether the unconditional acceptance rate of different lenders differs. Fintechs acceptance rate is 23 percent higher than low-IT banks after adding controls and county-year fixed effects. This could be related to the quicker processing of fintechs (Fuster et al., 2019). We then add controls for the applicant income and minority status, and their interaction with the lender type. Column (3) reports that low IT banks accept more applications from high income applicants, but the reverse is true for the other lender types. Fintech and non-banks are also more likely to accept applications from minority applicants, while banks are not.

To summarize our findings, we document that high IT banks receive mortgage applications from lower income prospective borrowers and are relatively more likely to accept such applications, suggesting some gains for financial inclusion on this margin. However, we find no significant differences when examining the race of the applicant.

6 Conclusions

This paper studies the drivers and consequences of bank IT adoption, using a newly created measure of IT spending from banks' regulatory filings. We find that banks have invested significantly in IT over the last decade. While large banks had a similar share of IT investment compared to their peers until the GFC, large banks have invested in IT much more aggressively than smaller banks since then. We also provide evidence that fintech competition is positively associated with banks' IT investments, especially for the large banks.

Turning to the consequences of banks' IT adoption, we find that IT investments have implications for the transmission of monetary policy to credit. Banks that invest more in IT reduce their lending by less in response to a contractionary monetary policy shock but also increase lending rates by more, consistent with them facing a lower residual demand elasticity, relative to low IT banks.

In terms of the impact of banks' IT investments on financial inclusion, we find that banks that invest more on IT, like fintechs, receive more applications and provide more credit to lower income borrowers, relative to low IT banks. However, we do not find differences in the extent to which they cater to racial minorities.

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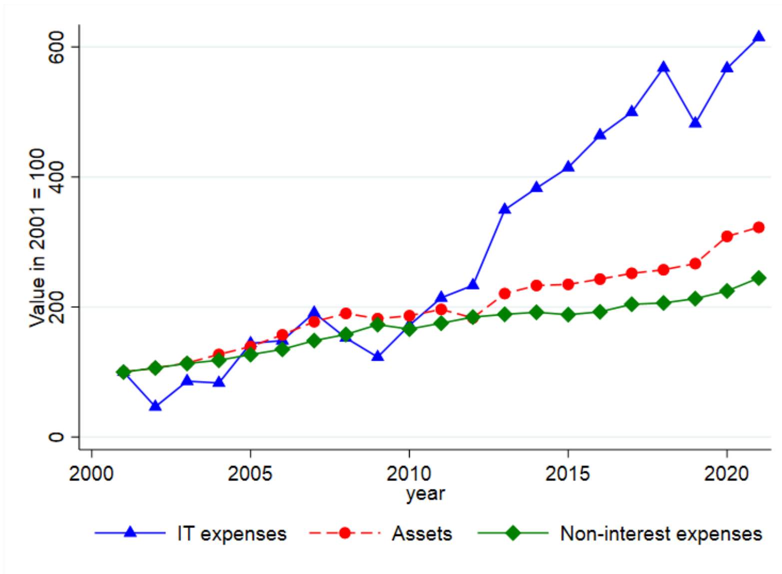
Figure 1: **Total Assets, non-interest expenses, IT expenses of US banks**

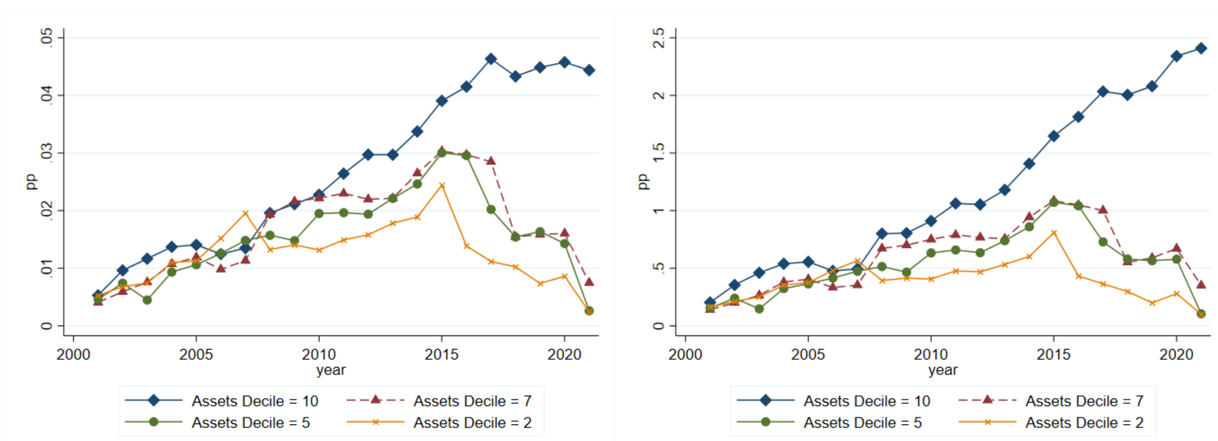


This figure plots the total of assets, non-interest expenses, IT expenses of US banks normalized by dividing by the 2001 value (so that 2001 = 100) from Call reports.

Figure 2: **IT expenses over time by bank size**

(a) Normalized by assets

(b) Normalized by non-interest expenses



The figure shows the average IT expenses over assets (Panel a) or over non-interest expenses (Panel b) for US banks according to bank size (decile of assets).

Figure 3: **Other non-interest expenses, deposits, loans, and capital over time by bank size**

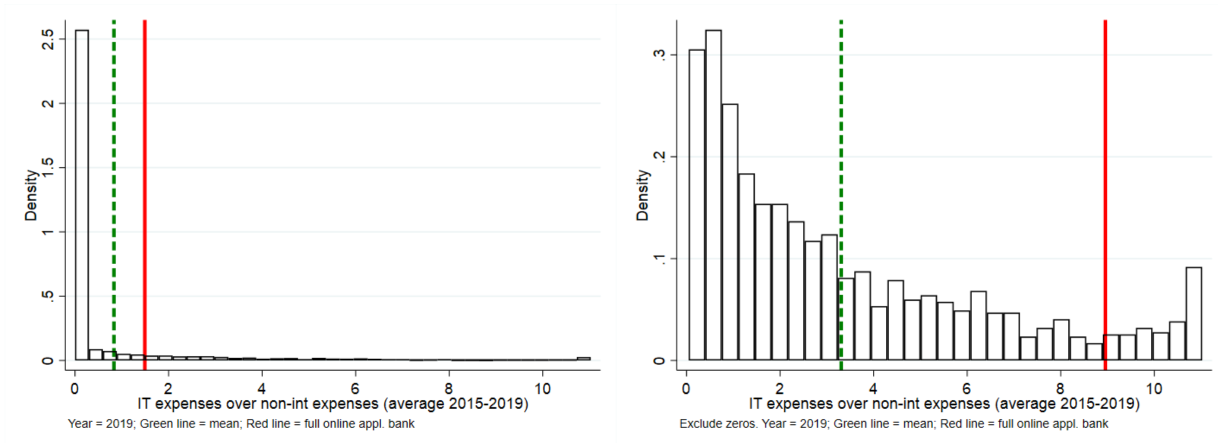
(a) Other non-interest expenses (b) Deposits

(c) Loans (d) Equity

The figure shows the evolution of different balance sheet items over time, normalized by assets, by bank-size category.

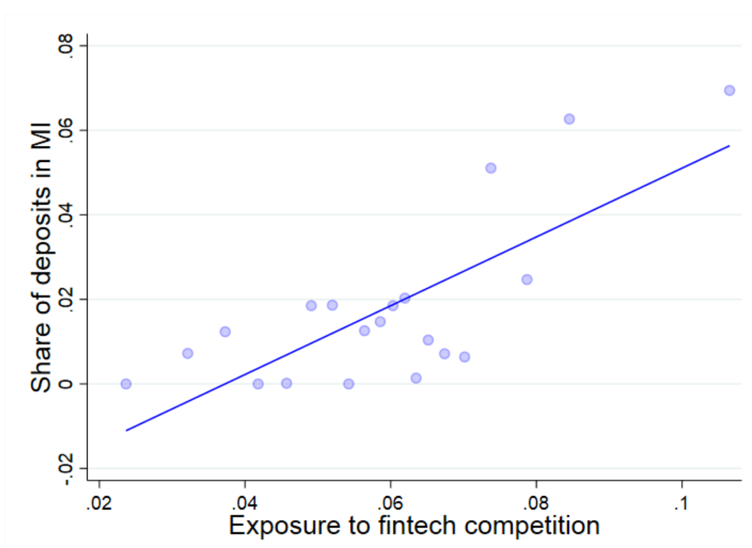
Figure 4: **IT expenses normalized by non-interest income (2015-2019)**

(a) Unconditional (b) Conditional on positive IT expenses



The figure shows the histogram of IT expenses over non-interest expenses, averaged during 2015-2019. The green dashed lines represent the averages, while the red lines represent the averages among banks that in 2019 offer the possibility of fully online mortgage application.

Figure 5: **Share of deposits in Michigan and exposure to fintech competition**

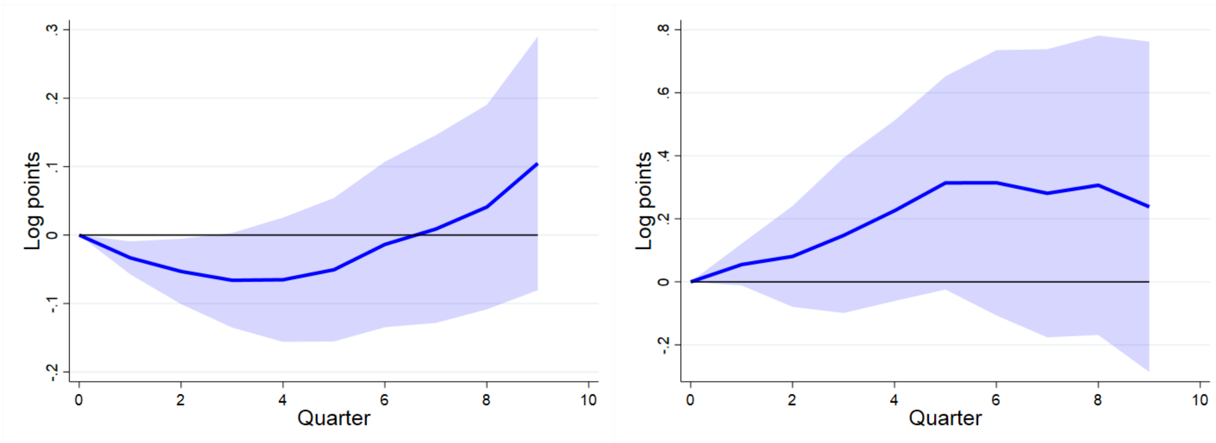


This figure plots a binscatter of the share of deposits in Michigan against a bank's exposure to fintech competition (average 2010-2015).

Figure 6: **Bank loans' response to a monetary policy shock**

(a) Loans

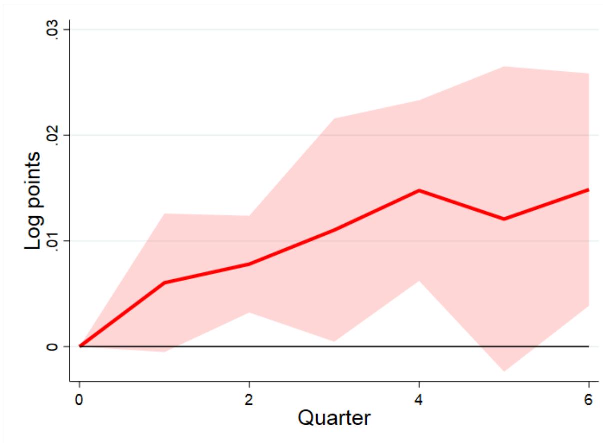
(b) Interest Earned on Loans



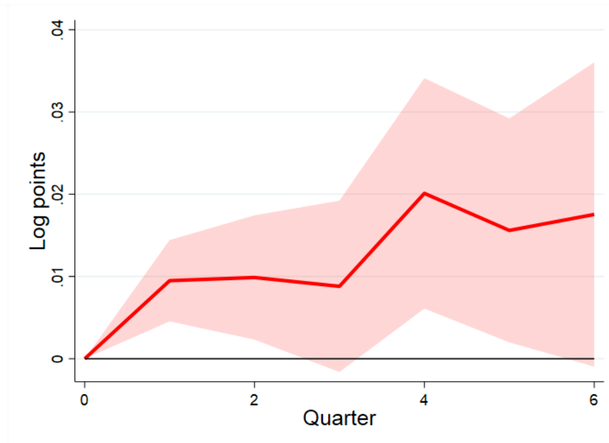
This figure plots the cumulative impulse response function of a 100 basis points monetary policy shock (estimated by Jarociński and Karadi (2020)) to US banks' loans and interest rate earned on loans.

Figure 7: **Bank loans' response to monetary policy: IT heterogeneity**

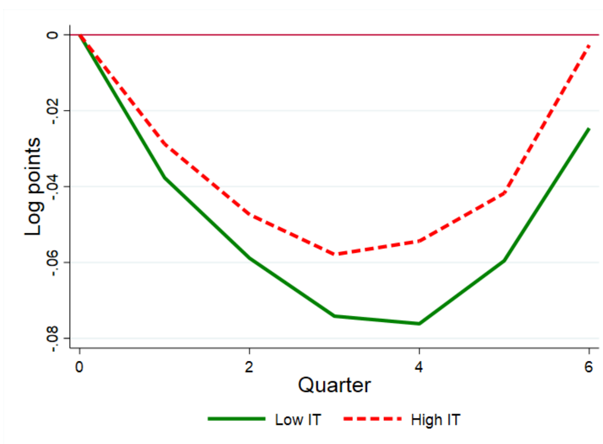
(a) Loans: Interaction term



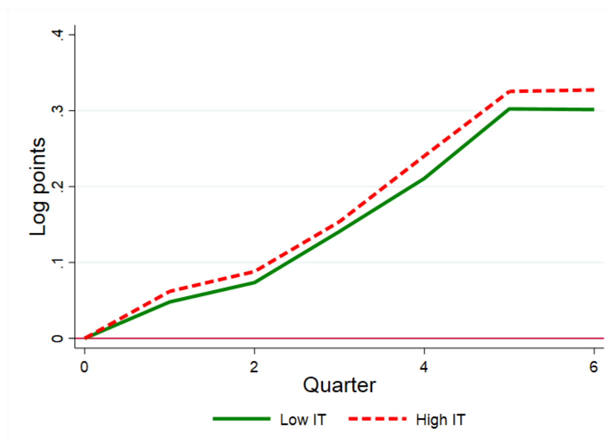
(b) Interest Rate Earned on Loans: Interaction term



(c) Loans: IRF of High vs low IT



(d) Interest Rate Earned on Loans: IRF of High vs low IT banks



Panels (a) and (b) plot the estimated coefficient of the interaction between a monetary policy shocks (estimated by Jarociński and Karadi (2020)) and a bank's IT expenditure over the last 5 years, normalized by non- interest expenses. In panel (a) the dependent variable is log loans, while in panel (b) is the log interest earned on loans. Panels (c) and (d) plots the estimated cumulative impulse response function of a 100 basis points monetary policy shock (estimated by Jarociński and Karadi (2020)) to US banks' loans (panel c) or interest earned (panel d) for banks with high (0.5 sd above average) and low (0.5 sd below averge) IT expenditure.

Table 1: Determinants of banks' IT adoption

	IT Exp over Assets	IT Exp over Non-Interest Expense
	(1)	(2)
Log Assets	0.0144***	0.569***
	(4.70)	(4.85)
Fintech exposure	0.566*	19.38*
	(1.95)	(1.74)
Branch growth	-0.0208*	-0.715*
	(-1.78)	(-1.79)
STEM graduates	0.00239	0.504
	(0.05)	(0.32)
Math scores	0.000163	0.00511
	(1.22)	(1.08)
HHI of deposits	-0.00000397	-0.000176
	(-1.19)	(-1.43)
Share of adults with tertiary education	0.0875	3.649
	(1.05)	(1.21)
Income per capitax	-0.00157***	-0.0472**
	(-2.88)	(-2.33)
Population Density	-0.000000756	-0.0000326*
	(-1.52)	(-1.70)
Broadband	0.000187	0.000877
	(0.52)	(0.06)
Share Minority	0.000176	0.00497
	(0.96)	(0.71)
Loans / assets	-0.000248	-0.0100
	(-0.54)	(-0.60)
Net income / assets	-0.0159***	-0.564***
	(-2.65)	(-2.72)
Deposits / assets	0.00161***	0.0581***
	(3.45)	(3.40)
Non-interest share of income	0.000557***	0.0163***
	(5.36)	(4.03)
Equity / assets	-0.000990	-0.0391
	(-0.67)	(-0.70)
Sample	All banks; 2019	All banks; 2019
R2	0.161	0.154
Observations	2869	2869
Mean	.03	1.03
sd	0.07	2.3

Results of estimating the following equation:

$$IT_b = \alpha + \beta X_b + \epsilon_b$$

where b is a bank. IT_b are IT expenses normalized either by assets (1) or by non-interest expenses (2), averaged across 2019-2015. X_b is a set of bank-level controls described in section 4. Observations are weighted by loans. T-statistics based on robust standard errors clustered at the HQ county-level are reported in parentheses. * $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$.

Table 2: Determinants of banks' IT adoption

	IT Exp over Assets		IT Exp over Non-interest Expenses	
	(1)	(2)	(3)	(4)
Log Assets	0.0161***	0.0168***	0.634***	0.684***
	(3.91)	(3.51)	(4.09)	(3.76)
Small/medium × Fintech Exposure	0.342**	0.153	9.320*	3.383
	(2.06)	(1.02)	(1.88)	(0.70)
Large × Fintech Exposure	0.732*	1.262**	27.10*	47.07**
	(1.81)	(2.10)	(1.71)	(2.04)
Small/medium × Branch growth	0.00979	0.00194	0.181	-0.00305
	(0.85)	(0.21)	(0.57)	(-0.01)
Large × Branch growth	-0.0312**	-0.0367**	-1.009**	-1.206**
	(-2.19)	(-2.10)	(-2.06)	(-2.00)
Small/medium × STEM graduates	0.00162	0.0354**	-0.0509	1.181*
	(0.10)	(1.98)	(-0.09)	(1.91)
Large × STEM graduates	0.0144	0.0128	1.192	1.417
	(0.23)	(0.16)	(0.55)	(0.51)
Small/medium × HHI of deposits	0.00000268	0.00000156	0.000103	0.0000650
	(1.37)	(0.88)	(1.48)	(1.01)
Large × HHI of deposits	-0.00000541	-0.00000516	-0.000227	-0.000235
	(-1.28)	(-0.98)	(-1.47)	(-1.23)
Sample	Large = top 20%; 2019	Large = top 10%; 2019	Large = top 20%; 2019	Large = top 10%; 2019
R2	0.192	0.213	0.182	0.206
Observations	2869	2869	2869	2869
Mean	.03	.03	1.03	1.03
sd	0.07	0.07	2.3	2.3

Results of estimating the following equation:

$$IT_b = \alpha + \beta_L X_b \cdot Large_b + \beta_{SM} X_b \cdot (1 - Large_b) + \epsilon_b$$

where b is a bank. IT_b are IT expenses normalized either by assets (1-2) or by non-interest expenses (3-4), averaged across 2019-2015. X_b is a set of bank-level covariates described in section 4. $Large_b$ is a dummy variable equal to one if the bank is in the the top 20% (1 and 2) or top 10% (2 and 4) of unconditional distribution of assets ($Large_b$ is also included in the controls). Observations are weighted by loans. T-statistics based on robust standard errors clustered at the HQ county-level are reported in parentheses. * $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$

Table 3: IT adoption and fintech: IV estimation

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	Exposure to fintech	IT Exp over Assets				IT Exp over Non-Interest Expenses			
Exposure to fintech		0.566*		5.474*	6.328*	19.38*		160.3*	196.3*
		(1.95)		(1.69)	(1.92)	(1.74)		(1.71)	(1.88)
Michigan share of deposits	0.0113***		0.0619**				1.813**		
	(3.63)		(2.28)				(2.08)		
log Assets	0.000344	0.0144***	0.0141***	0.0122***	0.00918**	0.569***	0.563***	0.508***	0.386***
	(0.98)	(4.70)	(4.74)	(3.65)	(2.48)	(4.85)	(4.89)	(4.40)	(3.03)
AR 10% CI:				[0.42, 12.89]	[0.74, 13.23]			[13.57, 369.56]	[18.95, 415.37]
Specification	First Stage	OLS	Reduced Form	IV	IV - no controls	OLS	Reduced Form	IV	IV - no controls
Full set of controls	✓	✓	✓	✓		✓	✓	✓	
Observations	2,848	2,869	2,848	2,848	2,848	2,869	2,848	2,848	2,848

Results of estimating the following two stage model:

$$ExposureFintech_b = \rho + \gamma Michigan_b + \lambda X_b + \eta_b$$

$$IT_b = \alpha + \beta ExposureFintech_b + \xi X_b + \epsilon_b$$

where b is a bank. IT_b are IT expenses normalized either by assets (2-5) or by non-interest expenses (6-9), averaged across 2019-2015. X_b is a set of bank-level controls described in section 4. $ExposureFintech_b$ is a measure of bank-level exposure to early (i.e. 2010-2015) fintech competition in the mortgage market. The instrument $Michigan_b$ is the share of deposits in the state of Michigan over the same years. Coumn (1) presents the first stage, columns (2) and (6) reproduce OLS estimates, columns (3) and (7) present the reduced form regressions of instrument on outcome of interest, while columns (4), (5), (8), and (9) present the 2SLS estimates with and without the full set of controls. T-statistics based on robust standard errors are reported in parentheses. * $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$. The row "AR 10% CI" present 10% confidence intervals which are consistent under the presence of a weak instrument problem.

Table 4: Monetary policy, IT, and syndicated lending

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8
				Log new credit				
MP shock t-1 × IT over non interest exp	0.126**	0.0451**	0.0364*				0.0378**	
	(2.41)	(2.19)	(1.92)				(2.01)	
MP shock t-2 × IT over non interest exp	0.0775	0.0395**	0.0221				0.0126	
	(1.20)	(2.02)	(1.06)				(0.83)	
MP shock t-3 × IT over non interest exp	-0.0329	0.00845	-0.0138				-0.0172	
	(-0.65)	(0.55)	(-0.81)				(-1.02)	
MP shock t-1 × IT over assets				4.336***	1.523**	1.297*		1.35
				(2.66)	(2.13)	(1.98)		(2.0
MP shock t-2 × IT over assets				2.854	1.326*	0.736		0.4
				(1.35)	(1.92)	(1.02)		(0.9
MP shock t-3 × IT over assets				-0.873	0.354	-0.359		-0.4
				(-0.53)	(0.66)	(-0.62)		(-0.
Interacted controls							✓	✓
FEs (Bank FEs always included)	Borrower	Borrower + Quarter	Quarter*Borrower	Borrower	Borrower + Quarter	Quarter*Borrower	Quarter*Borrower	Quarter*
R2	0.608	0.640	0.798	0.608	0.640	0.798	0.798	0.7
Observations	105,213	105,213	105,213	105,213	105,213	105,213	105,213	105,

Results of estimating the following linear regression:

$$\log credit_{f,b,t} = \delta_{f,t} + \zeta_b + \sum^{h=1,2,3} \left(\alpha^h MP_{t-h} \cdot IT_{b,y(t-4)}\right) + \gamma X b, t + \epsilon_{b,t}$$

where b is a bank, f is a borrowing firm, and t a quarter. $\log credit_{f,b,t}$ is the log amount of credit provided from b to f through new syndicated loans in quarter t, MP_{t-h} is the monetary policy shock by Jarociński and Karadi (2020) aggregated at the quarterly level, and $IT_{b,y(t-4)}$ are b's IT expenses over the previous 5 years, normalized either by assets or by non-interest expenses. The coefficients α^h, together with t-stat based on standard errors double clustered at the bank and quarter level are reported. * $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$.

Table 5: Log income + Minority (application level)

	Income			Minority		
	(1)	(2)	(3)	(4)	(5)	(6)
High IT	0.00	-0.00	-0.02***	0.01	0.01	-0.00
	(0.02)	(0.01)	(0.01)	(0.01)	(0.01)	(0.00)
Fintech	-0.15***	-0.04*	-0.06***	0.09***	0.05***	0.02***
	(0.05)	(0.03)	(0.01)	(0.02)	(0.02)	(0.01)
Non Banks	-0.14***	-0.04***	-0.08***	0.09***	0.06***	0.02***
	(0.02)	(0.01)	(0.01)	(0.01)	(0.01)	(0.00)
Observations	45,380,485	32,811,759	32,811,759	41,997,843	30,373,622	30,373,622
R^2	0.009	0.101	0.198	0.009	0.032	0.156
Loan and Lender controls	no	yes	yes	no	yes	yes
County-Year FE	no	no	yes	no	no	yes

Notes: results from estimating $Y_{ilzt} = \beta \text{Class}_{lt} + \gamma X^1_{izt} + \zeta X^2_{lt-1} + \delta_{zt} + \epsilon_{ilzt}$ where Y_{ilzt} is the log of income of applicant of loan i to lender l in county z at year t in Columns (1)-(3) and a dummy for whether the applicant of loan i is non-white or hispanic in Columns (4)-(6), Class_{lt} is the class of lender : low IT bank (base), high IT bank, fintech or non-bank, X^1_{izt} are the loan level controls, X^2_{lt-1} are lender controls which include the log amount of mortgages issued by lender l in the previous year to proxy for the size of the lender, and δ_{zt} are county-year fixed effects. The loan level controls include product type, purchaser type loan purpose, occupancy type and hoepa status. All standard errors are clustered at the lender level.

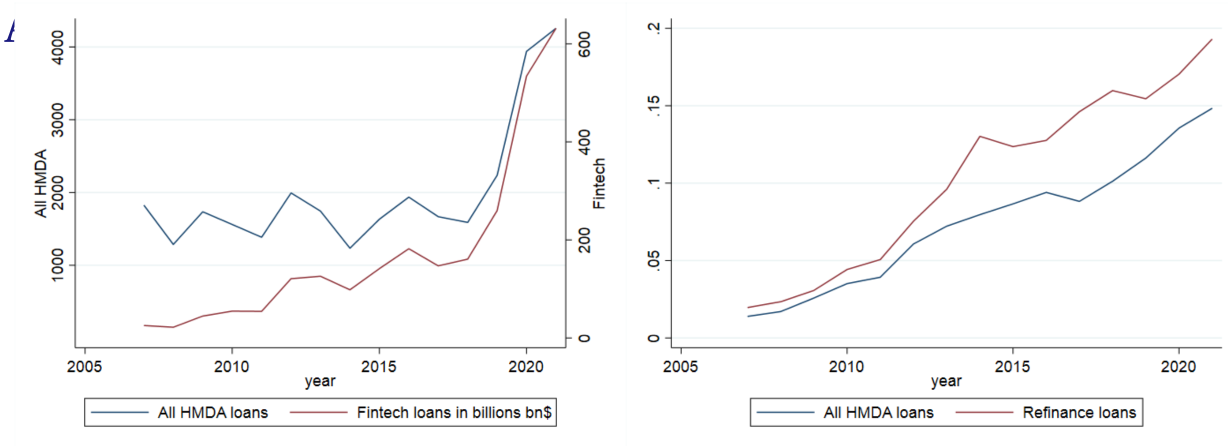
Table 6: Acceptance rate of different lenders

	(1)	(2)	(3)
High IT	-0.06	-0.06	0.17
	(0.04)	(0.05)	(0.11)
Fintech	0.04	0.23***	0.39***
	(0.06)	(0.06)	(0.12)
Non Banks	0.01	0.08	0.32***
	(0.04)	(0.06)	(0.11)
Minority=1 × Low IT			0.01
			(0.01)
Minority=1 × High IT			-0.01
			(0.01)
Minority=1 × Fintech			0.01***
			(0.00)
Minority=1 × Non Banks			0.01***
			(0.00)
Income × Low IT			0.03***
			(0.01)
Income × High IT			-0.03*
			(0.01)
Income × Fintech			-0.03**
			(0.01)
Income × Non Banks			-0.03**
			(0.01)
Observations	54,686,838	39,568,999	28,064,101
R^2	0.003	0.128	0.182
Loan-Lender Controls	No	Yes	Yes
County × Year FE	No	Yes	Yes

Notes: results from estimating $\text{Accept}_{ilzt} = \beta\text{Class}_{lt} + \text{Class}_{lt}\cdot\text{minority}_{ilzt} + \text{Class}_{lt}\cdot\text{income}_{ilzt} + \gamma X^1_{izt} + \zeta X^2_{lt-1} + \delta_{zt} + \epsilon_{ilzt}$ where $Accept_{ilzt}$ is a dummy for whether the loan application i was accepted, Class_{lt} is the class of lender : low IT bank (base), high IT bank, fintech or non-bank, minority is a dummy for whether at least one of the applicants is non-white or hispanic,income is the log of income of the borrower, X^1_{izt} are the loan level controls, X^2_{lt-1} are lender controls which include the log amount of mortgages issued by lender l in the previous year to proxy for the size of the lender, and δ_{zt} are county-year fixed effects. The loan level controls include product type, purchaser type loan purpose, occupancy type and hoepa status. All standard errors are clustered at the lender level.

Figure A1: **Mortgage markets and fintech shares**

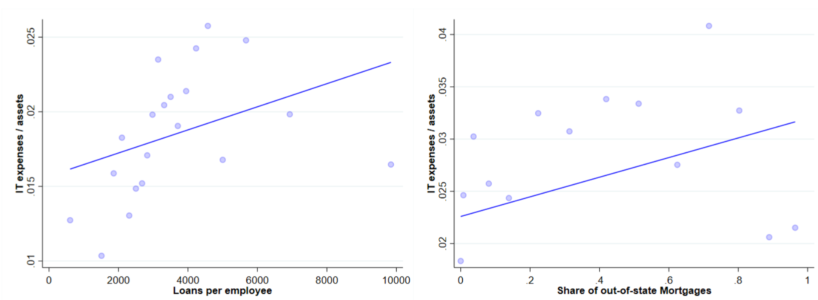
(a) Total mortgage value   (b) Fintech share



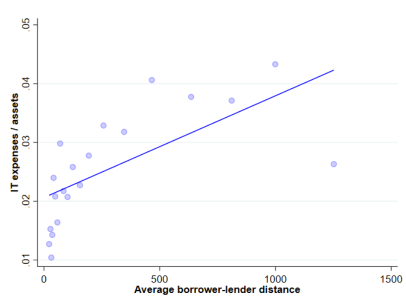
These figures focus on first lien, one-to-four family property type mortgage loans for purchase or refinance purposes in HMDA

Figure A2: **IT expenses over assets, loans per employee, and borrower-lender distance**

(a) Loans per employees   (b) Out-of-state mortgages



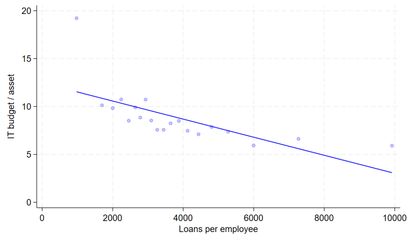
(c) Lending distance



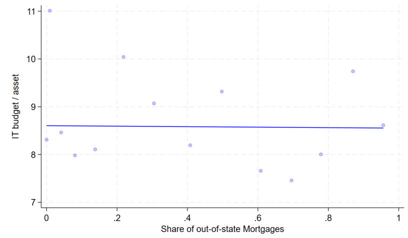
The figure shows binscatter plots of IT expenses over assets against loans per employee (Panel a), share of HMDA mortgages in states where the bank has no branches (Panel b), and the average distance between the bank's headquarter and the borrower property weighted by size of the mortgages.

Figure A3: **Aberdeen IT budget over assets, loans per employee, and borrower-lender distance**

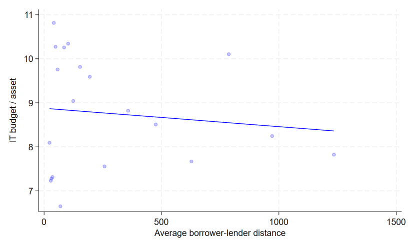
(a) Loans per employees



(b) Out-of-state mortgages

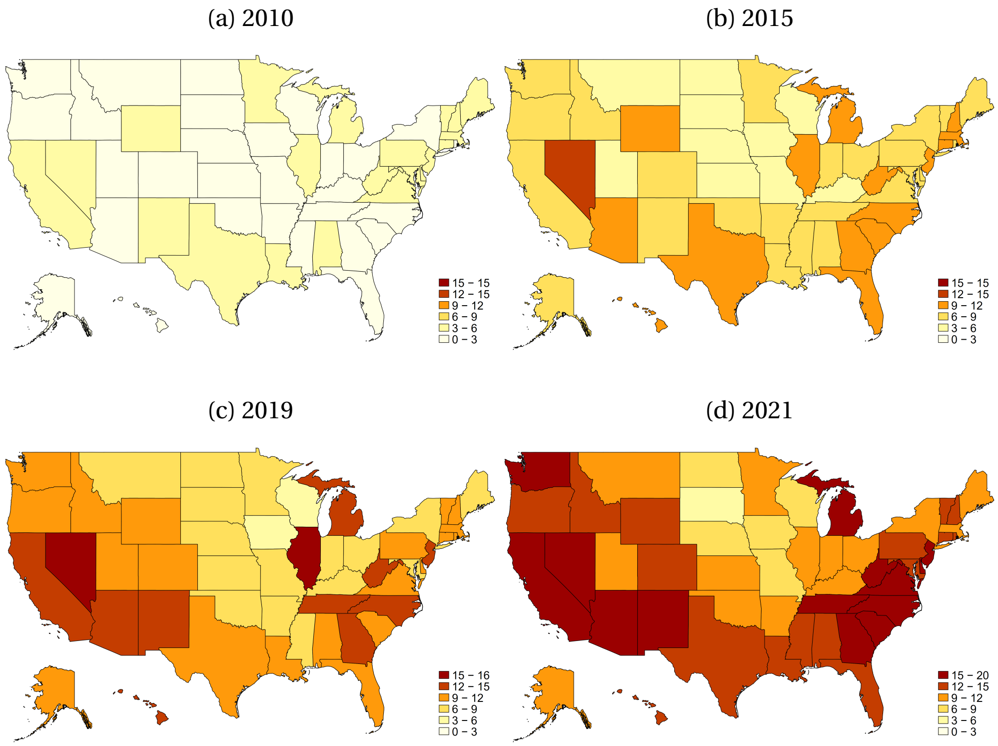


(c) Lending distance



The figure shows binscatter plots of Aberdeen IT budget over assets against loans per employee (Panel a), share of HMDA mortgages in states where the bank has no branches (Panel b), and the average distance between the bank's headquarter and the borrower property weighted by size of the mortgages.

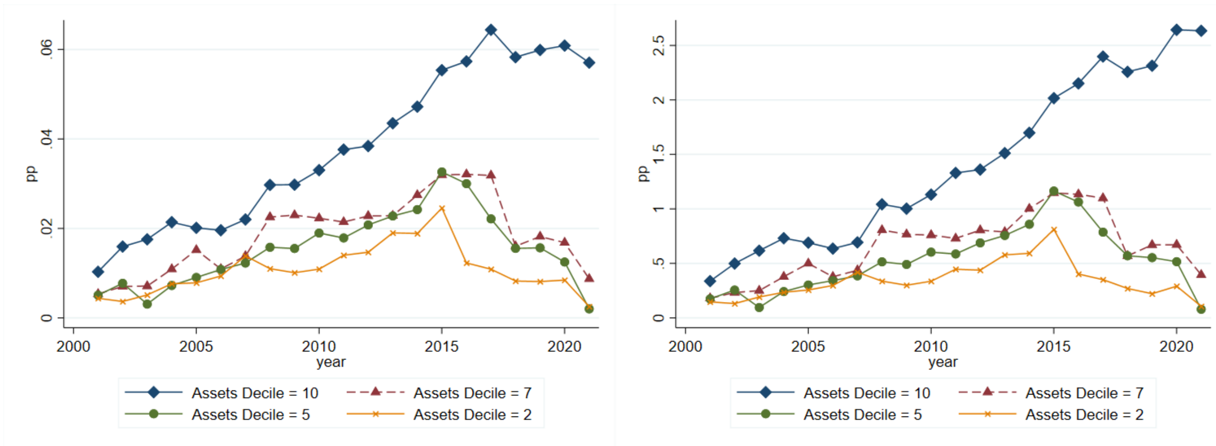
Figure A4: **Fintech share in different states**



The Figure shows the fintech share of mortgage lending in different states for different years. These figures focus on first lien, one-to-four family property type mortgage loan market for purchase or refinance purposes in HMDA

Figure A5: **IT expenses over time by bank size–balanced panel**

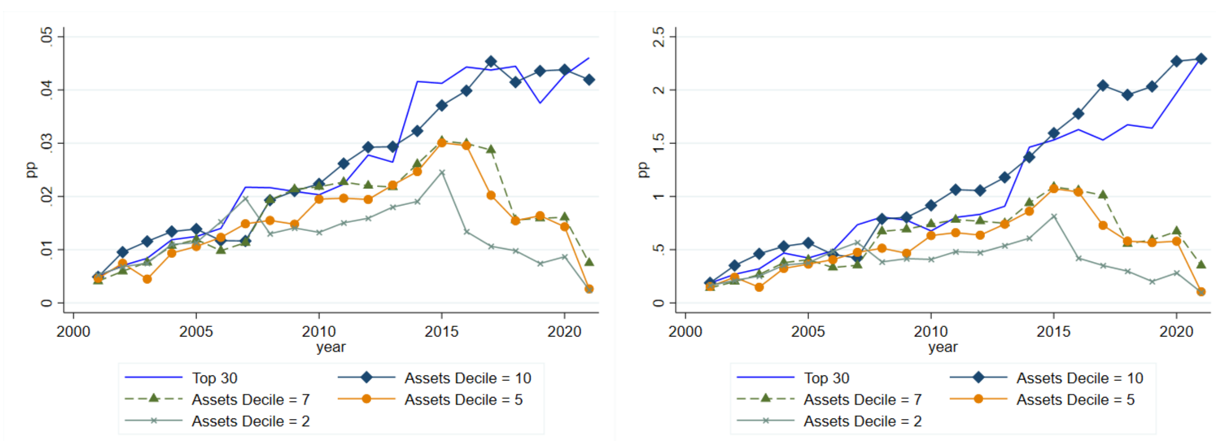
(a) Normalized by assets (b) Normalized by non-interest expenses



The Figure shows the average IT expenses over assets (Panel a) or over non-interest expenses (Panel b) for US banks according to bank size (decile of assets). Only banks that are present in the sample for all the years are included.

Figure A6: **IT expenses over time by bank size–isolating top 30**

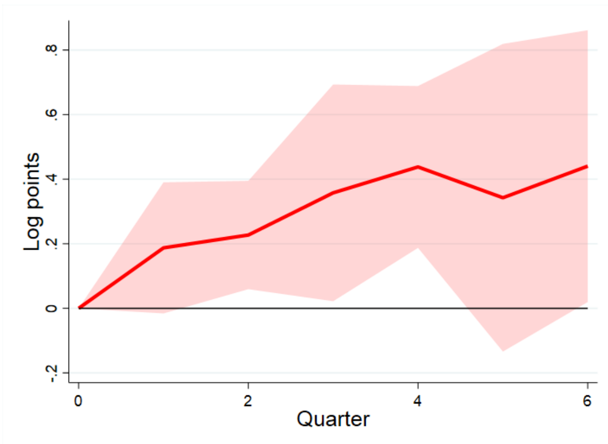
(a) Normalized by assets (b) Normalized by non-interest expenses



The Figure shows the average IT expenses over assets (Panel a) or over non-interest expenses (Panel b) for US banks according to bank size. Bank size is measured by decile of assets, except for all banks that belong to the largest 30 bank holding companies, which are included in a separate group.

Figure A7: **Bank loans' response to monetary policy: IT heterogeneity with IT normalized by assets**

(a) Loans: Interaction term



(b) Interest Rate Earned on Loans Interaction term

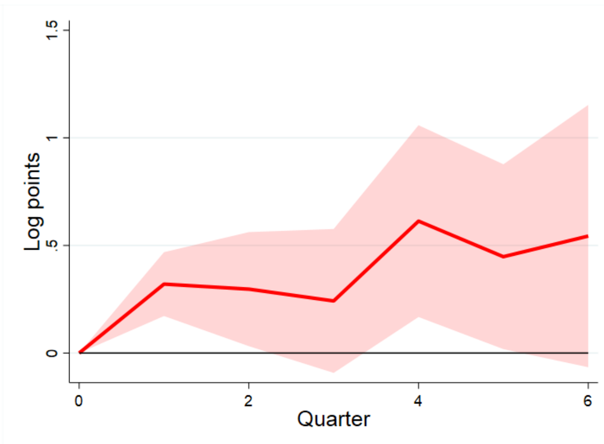
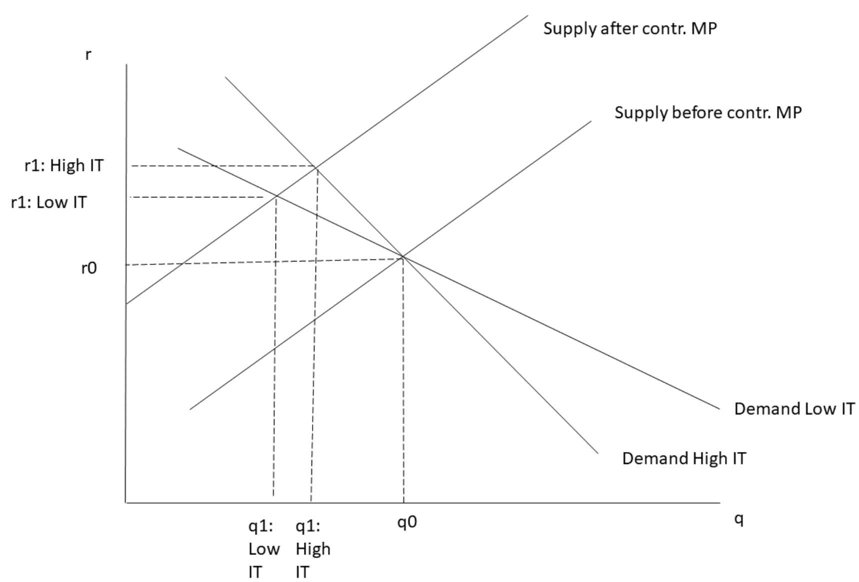


Figure A8: **Graphical Illustration of the impact of MP tightening**



This figure graphically illustrates the impact of an monetary tightening–translating into a negative supply shock–on banks which face low vs high elasticity of residual demand (high vs low IT banks).

Figure A9: **Bank loans' response to monetary policy: IT heterogeneity with additional interacted controls**

(a) Loans: Interaction term (b) Interest Rate Earned on Loans Interaction term

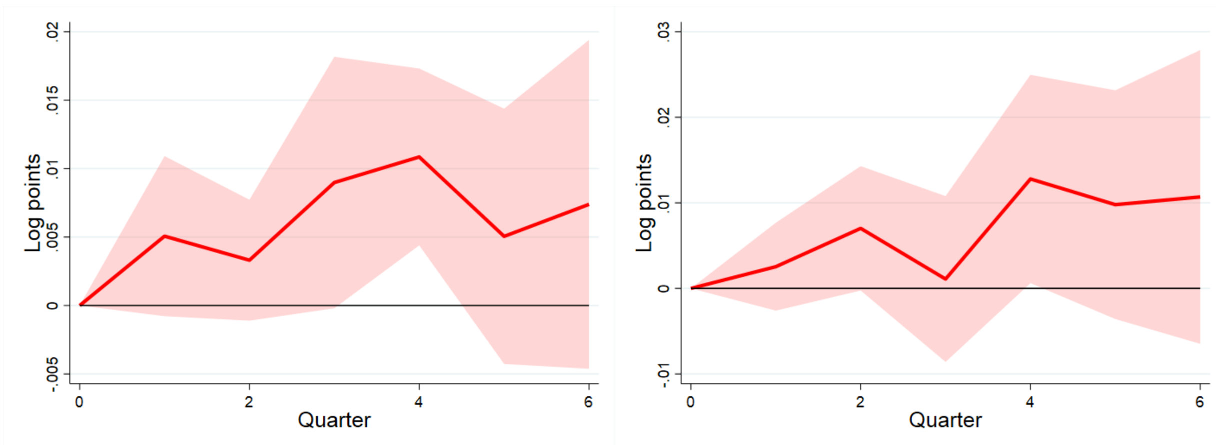


Table A1: Summary statistics of the independent variables in Table 1

	(1)				
	Mean	N	Sd	Min	Max
Log assets	13.06	2872	1.40	9.88	17.93
Fintech exposusre	0.06	2872	0.02	0.01	0.18
Branch growth	0.12	2872	0.31	-1.69	1.94
STEM graduates	0.38	2872	0.13	0.04	1.00
Math score	617.62	2872	47.33	445.53	780.00
HHI of deposits	1983.19	2872	1089.98	548.54	9684.28
Education	0.27	2872	0.07	0.10	0.48
Income per capita	25.31	2872	8.81	6.92	89.59
Population density	1355.74	2872	5103.47	1.33	69357.68
Broadband	27.61	2872	16.70	0.00	70.00
Share minority	14.72	2872	19.19	0.00	85.65
Loans/Assets	64.24	2872	14.95	0.00	88.57
Net income/Assets	0.83	2872	0.68	-1.90	6.50
Deposits/Assets	13.74	2872	9.09	0.00	39.14
Share of non interest income	64.47	2872	34.28	0.00	100.00
Equity/Assets	11.25	2872	3.48	2.00	39.60

Table A2: IT expenses and Michigan exposure: placebo test

	(1)	(2)	(3)	(4)
	IT Exp over Assets		IT Exp over Non-Interest Expenses	
Michigan share of deposits	0.0809***	0.0722**	2.529**	2.271**
	(2.59)	(2.31)	(2.32)	(2.05)
Indiana share of deposits	-0.0314	-0.0296	-1.303	-1.251
	(-1.07)	(-1.00)	(-1.28)	(-1.22)
Ohio share of deposits	-0.00653	-0.00578	0.151	0.174
	(-0.33)	(-0.28)	(0.16)	(0.18)
Wisconsin share of deposits	-0.0180	-0.0185	-0.678	-0.694
	(-1.20)	(-1.21)	(-1.21)	(-1.23)
[1em] Minnesota share of deposits		0.0303		0.931
		(0.85)		(0.77)
Illinois share of deposits		0.0201		0.566
		(1.39)		(1.03)
log Assets	0.0119***	0.0121***	0.469***	0.476***
	(3.84)	(3.92)	(4.17)	(4.23)
R2	0.0585	0.0607	0.0655	0.0670
Observations	2848	2848	2848	2848

* $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$

Results of estimating the cross-sectional equation:

$$IT_b = \alpha + \beta Michigan_b + \gamma OtherState_b + \xi \log(assets) + \epsilon_b$$

where b is a bank. IT_b are IT expenses normalized either by assets (1-2) or by non-interest expenses (3-4), averaged across 2019-2015. $Michigan_b$ is the average share of bank b's deposits in Michigan branches, averaged 2010-2015. $Michigan_b$ is the average share of bank b's deposits in other close-by states' branches, averaged 2010-2015.

Table A3: Bank loans' response to monetary policy: IT heterogeneity

	(1)	(2)	(3)	(4)	(5)
	Delta log loans				
α^h	0.00604	0.00781***	0.0110*	0.0148***	0.0121
	(1.52)	(2.81)	(1.72)	(2.84)	(1.37)
Horizon (h)	1	2	3	4	5
R2	0.0418	0.0894	0.124	0.169	0.194
Observations	494,680	489,609	484,540	479,554	474,595

Heterogeneity by IT adoption of the Cumulative Impulse Response Function (Jordà, 2005) of loans to monetary policy shocks:
$\Delta^h loans_{b,t} = \delta_b + \zeta_t + \alpha^h MP_{t-1} \cdot IT_{b,y(t-4)} + \gamma Xb,t + \epsilon_{b,t}$ where $\log loans_{b,t}$ is the (log) amount of net loans on bank's b balance sheet on quarter t, $\Delta^h \log loans_{b,t} = \log loans_{b,t+h} - \log loans_{b,t-1}$, δ_b are bank fixed effects, ζ_t are quarter fixed effects, MP_{t-1} is the monetary policy shock (estimated by Jarociński and Karadi (2020)) in the quarter $t-1$, and Xb,t is a set of controls. The coefficients α^h, together with t-stat based on standard errors double clustered at the bank and quarter level are reported. * $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$.

Table A4: Interest earned on loans' response to monetary policy: IT heterogeneity

	(1)	(2)	(3)	(4)	(5)
	Delta log interest earned on loans				
α^h	0.00949***	0.00988**	0.00880	0.0201**	0.0156*
	(3.16)	(2.15)	(1.39)	(2.36)	(1.89)
Horizon (h)	1	2	3	4	5
R2	0.0317	0.0833	0.127	0.209	0.253
Observations	491,021	486,056	481,075	476,176	471,281

Heterogeneity by IT adoption of the Cumulative Impulse Response Function (Jordà, 2005) of loans to monetary policy shocks:
$\Delta^h \log r_{b,t} = \delta_b + \zeta_t + \alpha^h MP_{t-1} \cdot IT_{b,y(t-4)} + \gamma Xb,t + \epsilon_{b,t}$ where $\log r_{b,t}$ is the (log) interest earned on loans (measured as interest income on loans over loans) on bank's b balance sheet on quarter t, $\Delta^h \log loans_{b,t} = \log loans_{b,t+h} - \log loans_{b,t-1}$, δ_b are bank fixed effects, ζ_t are quarter fixed effects, MP_{t-1} is the monetary policy shock (estimated by Jarociński and Karadi (2020)) in the quarter $t-1$, and Xb,t is a set of controls. The coefficients α^h, together with t-stat based on standard errors double clustered at the bank and quarter level are reported. * $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$.