

**FARZAD SAIDI**  
<http://www.farzadsaidi.com>  
farzad.saidi@hhs.se

## **STOCKHOLM SCHOOL OF ECONOMICS**

Address Drottninggatan 98  
111 60 Stockholm  
Sweden  
Phone +46 8 736 9150 (office)  
+46 73 155 4404 (mobile)

### **Current Appointments**

Assistant Professor of Finance, Stockholm School of Economics, 2016-present  
Research Fellow, Swedish House of Finance (SHoF), 2016-present  
Research Affiliate, Centre for Economic Policy Research (CEPR), 2016-present

### **Past Appointments**

Visiting Scholar, INSEAD (Fontainebleau), Fall 2015  
University Lecturer in Finance, University of Cambridge (Judge Business School), 2013-2016

### **Education**

Ph.D., Economics, New York University, 2008-2013  
Thesis title: *Essays on the Real Effects of Financial Contracting*  
Visiting Ph.D., Finance & Economics, Massachusetts Institute of Technology (Sloan), 2010-2011  
M.Sc. & Diploma, Econometrics & Mathematical Economics, London School of Economics, 2006-2008  
Diplom-Kaufmann (M.Sc. in Management), WHU – Otto Beisheim School of Management, 2002-2006

### **Research Fields**

Corporate Finance, Banking and Financial Intermediation, Financial Development

### **Academic Presentations**

2018 (including scheduled)	AFA, German Economic Association (Committee on Monetary Theory and Policy), Bundesbank, Frankfurt School & VU conference on “Bank business models: structural changes and their systemic implications,” Swiss Winter Conference on Financial Intermediation, Frankfurt School of Finance & Management, Deutsche Bundesbank, CEPR Annual Spring Symposium in Financial Economics, Banco de Portugal, UPF-EuroFIT Workshop on “Financial intermediation and risk”
2017	AFA, Jackson Hole Finance Conference, IFN Stockholm, Swedish Ministry of Finance, European Winter Finance Summit, Bank for International Settlements, CEPR Annual Spring Symposium in Financial Economics, Cambridge (Macro Lunch), University of Kentucky Finance Conference, Marstrand Finance Conference, CEPR European Summer Symposium in Financial Markets (evening session), IWH-FIN-FIRE workshop on “Challenges to financial stability,” FDIC/JFSR Annual Bank Research Conference, University of

- Mannheim, EIEF Rome, 9<sup>th</sup> European Banking Center Network Conference, WFA-CFAR & JFI conference on “The post-crisis evolution of financial services and developments in bank and non-bank financial intermediation,” Banque de France & TSE conference on “Financial structure, financial stability and the economy,” Halle Institute for Economic Research (IWH), Bocconi University, Arne Ryde Conference on Financial Intermediation, WHU, Sveriges Riksbank, 4<sup>th</sup> CSEF conference on “Bank performance, financial stability and the real economy,” Deutsche Bundesbank (German Economists Abroad)
- 2016 FIRCG Conference (University of Melbourne), EBRD, KU Leuven, Cambridge (Macro Lunch), Edinburgh Conference on Legal Institutions and Finance, LBS Summer Finance Symposium (informal session), WFA, CEPR European Summer Symposium in Financial Markets (evening session), Sveriges Riksbank, Fed Board, University of Maryland, Georgetown University, Annual Notre Dame Conference on Current Topics in Financial Regulation, University of St Andrews, ECB conference on “Monetary policy pass-through and credit markets,” University of Bonn, Bank of England, University of Mannheim, Goethe University Frankfurt, Stockholm University (SOFI), DIW Berlin (German Economists Abroad)
- 2015 European Winter Finance Conference, Swiss Winter Conference on Financial Intermediation, Sciences Po/PSE, ESMT Berlin, Stockholm School of Economics, University of Zurich, Annual Cambridge-Princeton Conference, University of Geneva, Université Paris-Dauphine, INSEAD, HEC Paris, University of Luxembourg, EuroFIT Research Workshop on Syndicated Loans (London Business School), LMU Munich (German Economists Abroad)
- 2014 Jackson Hole Finance Conference, Brown University, LBS Summer Finance Symposium (informal session), FDIC/JFSR Annual Bank Research Conference, Annual Cambridge-Princeton Conference, Bocconi-CAREFIN International Banking Conference, Boston University, Cambridge (Macro Lunch)
- 2013 HEC Paris, London Business School, Cambridge (Judge Business School, Faculty of Economics), Stockholm School of Economics, Brown University, New York Fed, University of Illinois at Urbana-Champaign, Fed Board, Philadelphia Fed, EIEF Rome, Collegio Carlo Alberto, University of Amsterdam, University of Wisconsin-Madison, Brandeis University, London Business School (Financial Intermediation Theory Workshop), NEUDC Conference (Harvard University), University of Konstanz (German Economists Abroad)
- 2012 AEA, Econometric Society North American Winter Meeting, NYU (Development & International Economics), University of Zurich, CEPR/AMID Development Economics Symposium (Bocconi), NYU Stern (Finance, Micro Lunch), NYU (Applied Micro, Macro Lunch), Boston Fed, University of Cologne (German Economists Abroad)
- 2011 MIT (Development Lunch), MIT Sloan (Finance Lunch), NYU Stern (Finance), Harvard University (Finance Lunch), London Business School (Trans-Atlantic Doctoral Conference), SED, NBER Summer Institute (Income Distribution & Macroeconomics), Stony Brook Game Theory Festival (Workshop on Game Theory in Trade & Development), Stanford Institute for Theoretical Economics Summer Workshop (Experimental Economics), Columbia GSB (Finance),

2010	ESMT Berlin (German Economists Abroad) IZA Bonn, London Business School (Trans-Atlantic Doctoral Conference), ESMT Berlin, University of Cologne, Harvard University (Development Lunch), Boston College (Labor Lunch), NYU (Micro Lunch), Goethe University Frankfurt (German Economists Abroad)
2007-2009	University of Chicago, Harvard Kennedy School, NYU (Micro Lunch)

**Professional Activities**

Refereeing	<i>American Economic Review, Economic Notes, European Financial Management, European Research Council, Financial Management, German National Academic Foundation, Journal of Banking &amp; Finance, Journal of Development Economics, Journal of Economics and Business, Journal of Empirical Finance, Journal of Finance, Journal of Financial and Quantitative Analysis, Journal of Financial Intermediation, Journal of Human Resources, Journal of Industrial Economics, Journal of the European Economic Association, Journal of Monetary Economics, Management Science, Review of Corporate Finance Studies, Review of Finance, Review of Financial Studies</i>
Discussions	EFA 2013, NEUDC Conference 2013, LBS Summer Finance Symposium 2014, Cambridge Corporate Finance Theory Symposium 2014, CEPR ESSFM 2015, EFA 2015, European Winter Finance Conference 2016, FIRCG Conference 2016, LBS Financial Intermediation Conference 2016, FIRS 2016, Edinburgh Conference on Legal Institutions and Finance 2016, LBS Summer Finance Symposium 2016, Barcelona GSE Summer Forum 2016, CEPR ESSFM 2016, EFA 2016, CEPR ESSIM 2017, Barcelona GSE Summer Forum 2017, EFA 2017, BIS 2017 conference on “The impact of banking regulation on financial markets,” Arne Ryde Conference on Financial Intermediation 2017, CSEF 2017 conference on “Bank performance, financial stability and the real economy,” European Winter Finance Conference 2018, FIRS 2018
Program committee	3 <sup>rd</sup> Geneva Summit on Sustainable Finance 2016, EFA 2016, IBEFA/ASSA 2017, EFA 2017, FIRS 2018, EFA 2018, NFA 2018

**Awards and Honors**

2018	Fondation Banque de France research grant (€ 30,000, with Bo Becker and Marcus Opp), Banco de Portugal grant for visiting researchers, Fondation Banque de France visiting scholarship
2017	BSc Teacher of the Year award (Stockholm School of Economics), Jensen Prize for the best paper published in the <i>Journal of Financial Economics</i> in the areas of corporate finance and organizations (first place)
2016, 2017	SSE conference scholarship
2014	Cambridge Endowment for Research in Finance (CERF) fellowship
2013	CERF award (£ 29,876), Keynes Fund award (£ 29,876), <i>Journal of the European Economic Association</i> (JEEA) Excellence in Refereeing Award
2012	AFA Student Travel Grant
2011	NSF Fellow for the 4 <sup>th</sup> Lindau Meeting of Nobel Laureates in Economic Sciences, Best Paper Award – Trans-Atlantic Doctoral Conference at London Business School

2010	German National Academic Foundation – Hamburg scholarship
2009	Harvard University – Women & Public Policy Program Fellowship
2008	NYU (Graduate School of Arts & Science) – Henry M. MacCracken Fellowship, German National Academic Foundation – European Recovery Program (Marshall Fund) scholarship
2007	German Academic Exchange Service (DAAD) graduate scholarship, BERR (Department for Business, Enterprise & Regulatory Reform) postgraduate employment research scholarship, Distinction at LSE
2005	Fastest student at WHU with highest GPA at time of completion

## Publications

*Do Universal Banks Finance Riskier But More Productive Firms?* (with Daniel Neuhann), *Journal of Financial Economics*, April 2018, 128(1), 66-85.

*Target Revaluation after Failed Takeover Attempts: Cash versus Stock* (with Ulrike Malmendier and Marcus Opp), *Journal of Financial Economics*, January 2016, 119(1), 92-106.

*Understanding the Gender Pay Gap: What's Competition Got to Do with It?* (with Alan Manning), *Industrial and Labor Relations Review*, July 2010, 63(4), 681-698.

## Working Papers

*Shock Propagation and Banking Structure* (with Mariassunta Giannetti), revise & resubmit, *Review of Financial Studies*

We conjecture that lenders' decisions to provide liquidity are affected by the extent to which they internalize negative spillovers. We show that lenders with a large share of loans outstanding in an industry provide liquidity to industries in distress when spillovers are expected to be strong, because fire sales are likely to ensue. Lenders with a large share of outstanding loans also provide liquidity to customers and suppliers of industries in distress, especially when the disruption of supply chains is expected to be costly. Our results suggest a novel channel explaining why credit concentration may favor financial stability.

*Life Below Zero: Bank Lending Under Negative Policy Rates* (with Florian Heider and Glenn Schepens)

We show that negative policy rates transmit to the real sector via bank lending in a novel way. The European Central Bank's lowering of the policy rate into negative territory in June 2014 induces banks with more deposits to lend less and to riskier borrowers. Banks do not adjust loan terms, and the risk taking is concentrated in poorly capitalized banks. New risky borrowers appear financially constrained, and invest more after receiving a loan. Besides highlighting the role of bank net worth for the supply of credit, our results point to distributional consequences of negative rates in the banking sector.

*How Does Firms' Innovation Disclosure Affect Their Banking Relationships?* (with Alminas Žaldokas), revise & resubmit, *Management Science*

Firms face a trade-off between patenting, thereby disclosing innovation, and secrecy. We show that this trade-off interacts with firms' financing choices, as public-information provision through patents and private information in financial relationships are substitutes. As a shock to innovation disclosure, we study the American Inventor's Protection Act that made firms' patent applications public 18 months after filing, rather than when granted. Such increased innovation disclosure helped firms switch lenders, resulting in lower cost of debt. Our evidence lends support to the idea that lenders derive rents from informational monopolies when firms seek to finance innovation.

*The Effects of Credit Supply on Wage Inequality between and within Firms* (with Christian Moser and Benjamin Wirth)

We study the passthrough of negative monetary policy rates to workers' wages in the European currency union from 2014-16. To this end, we construct a novel dataset combining administrative linked employer-employee data with syndicated loans and firms' balance-sheet data from Germany. To identify monetary-policy effects on wage inequality between and within firms, we exploit the interaction of nominal interest-rate movements around the zero lower bound with variation in pre-determined balance-sheet exposure of banks and their lending relations with firms. We find that increases in credit supply by affected banks lead to increased within-firm wage inequality. The results are driven by the highest-paid employees and executives reaping relatively greater benefits from positive firm-level credit supply shocks. At the same time, we find a reduction in between-firm wage inequality because low-paid workers gain the ability to switch to better-paying firms.

*Common Lenders and Product Market Competition* (with Daniel Streitz)

This paper explores how bank concentration affects product market competition of non-financial firms. We argue that sharing common lenders lowers the cost of debt financing in an industry. Exploiting plausibly exogenous variation in banks' industry market shares stemming from bank mergers, we find that high-market-share lenders charge lower loan rates. This is because common lenders internalize potential adverse effects of higher loan rates on the product market behavior among their competing borrowers. In the aggregate, we show that a higher proportion of firms sharing the same lender and higher credit concentration in an industry lead to lower output. Effects are stronger for industries with competition in strategic substitutes. Our findings support the idea that bank concentration helps firms to achieve less competitive outcomes in the product market.

*Bank Deregulation and the Rise of Institutional Lending* (with Daniel Neuhann)

We study the determinants of increased participation of non-bank financial intermediaries in the market for syndicated loans prior to the 2008 financial crisis. Institutional investors who do not have monitoring expertise disproportionately purchase loan tranches originated by banks able to offer both loans and underwriting services to firms. Our argument is that non-loan exposures to firm performance ensure monitoring incentives even when banks retain small loan shares. Since such universal banking was permitted only after the repeal of the Glass-Steagall Act, our findings suggest a direct link from bank deregulation to the rise of non-bank intermediaries.

*Informal Finance, Risk Sharing, and Networks: Evidence from Hunter-Gatherers*

This paper analyzes the relationship between informal finance and the risk-sharing properties of networks. I show that in addition to sharing idiosyncratic risk, network members can also support one another in dealing with aggregate shocks. To identify this, I use data from an Amazonian foraging-farming society, and exploit a flood shock in 2006. Villagers outside the network demanded significantly more credit following the flood than did network members, suggesting that networks allow their members to cope with aggregate shocks through non-financial resources rather than through costly loans. The increased credit demand by villagers outside the network was in turn served through a temporary extension of network benefits across the two groups.

*Inequality, Relative Income, and Human Capital Investment* (with Jere Behrman, Ricardo Godoy, and Eduardo Undurraga)

Do investment responses to income transfers depend on the implied level of redistribution because of social comparisons? In a field experiment in 53 villages of an Amazonian foraging-farming society, we allocated substantial in-kind transfers, varied their associated degree of village income inequality, and measured the

short-run effects on individual-level determinants of development. We find that the poorest households invested significantly less in human capital and engaged less with the labor market under an inequality-reducing treatment than under income-distribution neutrality. Our evidence suggests that inequality shapes the development process through social comparisons, and has implications for the effectiveness of transfer programs.

*Informational Inequity Aversion and Performance* (with Iris Bohnet)

In labor markets, some individuals have, or believe to have, less data on the determinants of success than others, e.g., due to differential access to technology or role models. We provide experimental evidence on when and how informational differences translate into performance differences. In a laboratory tournament setting, we varied the degree to which individuals were informed about the effort-reward relationship, and whether their competitor received the same or a different amount of information. We find performance is adversely affected only by worse relative, but not absolute, informedness. This suggests that inequity aversion applies not only to outcomes but also to information that helps achieve them, and stresses the importance of inequality in initial information conditions for performance-dependent outcomes.

**Teaching Experience**

Fall 2017	Financial Stability and Regulation (M.Sc.), Stockholm School of Economics, Instructor
Spring & Fall 2017	Financial Intermediation (B.Sc.), Stockholm School of Economics, Instructor
Spring 2015	Mergers & Acquisitions (MBA and MFin), Cambridge, Instructor
Spring 2012	Intermediate Microeconomics (Undergraduate), NYU, Teaching Assistant for Professor Ahu Gemic

**Main Advisor(\*)/Committee Member (University of Cambridge)**

Ph.D. in Economics (2015)	James Brugler (Assistant Professor, University of Melbourne)
M.Phil. in Finance (2015)	Thilo Kind* (Ph.D. student, London Business School)
M.Phil. in Economics (2014)	Sören Riebeling* (Analyst, Goldman Sachs, London)