The effects of two-way lending between financial conglomerates in the repo market

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This version: April 2023

Abstract

We examine how market structure, market power, and systemic risk respond to close and intense lending relationships between financial conglomerates (FCs) in non-centrally cleared bilateral repo markets. Using transaction-level data from Mexico, we document persistent and stable funding relationships between FC-affiliated banks and funds with two distinctive features: first, financing transactions are *two-way*, that is, a given pair of rival FCs provide (receive) lending to one another in the same day; second, two-way transactions are executed at lower average rates compared to one-way transactions. We show that two-way lending between FCs favours market concentration, increases market power of FC-affiliated funds, and worsens the terms of trade of independent banks and funds lending. Furthermore, we find that the bank-level contribution to systemic risk increases with two-way lending; however, overall systemic risk decreases.

Keywords: Repo market, Financial conglomerates, Relationship lending, two-way lending, Competition, Concentration, Market power, Financial stability.

JEL Codes: G1, G23, G28, L4, L22.

Acknowledgments: A big part of this project was carried out while Florez-Acosta was an assistant professor of the Economics Department at Universidad del Rosario and Cañón was a research economist at Banco de Mexico. We have benefited from helpful comments and discussions from Eddie Gerba, Gerardo Ferrara, Jorge Luis García, Georgia Bush, Alberto Romero, Mariela Dal Borgo, David Jaume, Claudia Ramírez, Caterina Rho, Haozhuo Tang and several anonymous referees. Also, from seminar participants at Bank of England, Banco de Mexico, Banco de la República, Universidad Nacional de Colombia, University of Bristol, and conference participants at several conferences. Shinpei Nakamura and Sergio Rivera provided excellent research assistance. The views expressed in this article are those of the authors and do not reflect the position of neither the Banco de la República nor the Bank of England. Any errors are our own.

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1 Introduction

Repo markets are an important source of collateralised financing for financial systems. They also have the potential to give rise to systemic crises both because collateralised financing is more pro-cyclical than traditional unsecured wholesale financing (see ICMA (2019)), and because repo markets have sizeable bilateral OTC segments that are usually flexible to market participants (see Eisenschmidt et al. (2022); Julliard et al. (2022)) but exposed to runs (see Gorton and Metrick (2012)). Recently, the increasing concentration of financial markets in a few large financial conglomerates (FCs) with the ability to capture a bigger share of funding, benefit from lower prices, and affect smaller independent competitors' access to short-term funding and terms of trade is rising new concerns about the effects of repo markets on the stability of the systems.

In this article, we provide new evidence of the effects of persistent and stable relationship lending between FCs in small and very concentrated financial markets. Using detailed transaction-level data from the Mexican repo market between 2006 and 2018, we document that FC-affiliated banks and funds are increasingly engaging in an unusual type of relationship lending that is characterized by two distinctive features: first, short-term secured loan transactions are two-way; that is, the investment funds affiliated to a given FC provide liquidity to the bank of a rival FC, and, in the same day, a similar transaction occurs between the same pair of FCs but in the reverse direction.[1]. Second, two-way transactions are executed at lower average rates compared to one-way (i.e., regular) transactions. We examine the potential effects of two-way lending relationships between FC-affiliated banks and funds on both FCs market power and competition in the repo market, and systemic risk.

The Mexican repo market is particularly well suited to analyzing how market structure, market power, and systemic risk respond to close and intense lending relationships between FCs in short-term lending markets for several reasons. First, it operates under a non-centrally cleared OTC trades negotiated directly between cash borrowers and investment funds as the dominant cash lenders; that is, Mexican repo transactions are only made directly

[1] In Mexico, money market funds were legally included in the General Provisions Applicable to Mutual Funds (Circular on Mutual Funds) in 2009. With the financial reform of 2014, "investment corporations" or mutual funds, were formally renamed investment funds; however, they are essentially the same.

between parties, and there is no intervention of a match-making platform or intermediary institution, unlike advanced economies.[2] Therefore, each participant has the ability to choose its counterpart in every transaction. This feature of the Mexican repo market implies both an advantage and a challenge for our purposes: an advantage because the ability of market participants to observe the identity of their potential counterparts and choose among them discards the possibility that two-way transactions are the result of random or exogenous matching; on the other hand, it poses an identification challenge, as we have to deal with selection bias in our econometric exercises.

Second, its regulatory framework makes it an almost ideal environment for our purposes, because investment funds are allowed to lend money to banks and brokerage firms only; furthermore, investment funds are not allowed to act as borrowers, implying that reverse repo—a channel that in developed countries such as the U.S., the UK and the EU is commonly used by commercial banks to look for specific collaterals—is not active in this market; this means that banks' motivations to establish lending relationships with funds are mainly driven by the need for liquidity; this, in turn, is convenient in terms of identification of our causal effects of interest as long as the potential source of bias generated by reverse repo is not present in our setting.[3]

Third, the seven largest FCs owning a bank in Mexico (so-called Group of seven or G7),[4] also own investment fund management companies (AMs) that are among the largest in the Mexican market.[5] Last, evidence shows that between 2006 and 2018, G7 banks obtained funding mainly from funds affiliated to G7 FCs. Furthermore, 30% of the daily transactions between funds and banks affiliated to rival FCs were made in a two-way fashion; this corresponds to 52% of the average daily volume traded in the repo market.

[2] In advanced economies such as the U.S. or the European Union, the repo market usually has several segments: an OTC segment that accounts for a large share of the daily trading volume (about half of the daily trading volume in the U.S., and a third in the EU and the UK (see, for example, Hempel et al. (2022); Baklanova et al. (2019); ECB (2018); Julliard et al. (2022)). Further, a centrally-cleared segment or triparty repo in which a custodian matches the parties and executes the transaction (see, for example, Eisenschmidt et al. (2022); Huber (2023)).

[3] See point 2.2 in DOF-19-2020

[4] The G7 includes Banamex, BBVA Bancomer, Banco Santander Mexico, Banorte, HSBC Mexico, Scotiabank Inverlat, and Banco Inbursa.

[5] Of 33 AMs in the market in 2017, the five leading were affiliated to G7 FCs. They were managing nearly 46% of the funds in operation, and at year-end 2015, they held combined market shares of 70% of assets under management.

We follow recent literature on one- and two-way relationship lending (Brauning and Fecht, 2017; Li, 2021; He, 2021) and compute measures of intensity and depth of the existing relationship between FC-affiliated funds and banks. Further, we compute a two-way lending indicator variable, which equals one if we observe both that FC-affiliated funds provide liquidity to a bank of a rival FC and that the transaction in the opposite direction occurs contemporaneously; and zero otherwise.[6] Using these metrics as our main indicators of two-way lending between rival FCs, we examine the effects of two-way lending on two fronts: first, on the competitiveness of the fund sector in the repo market; to this end, we explore both the direct effects on market concentration and market power, and the spillover effects on funding volume and terms of trade provided (received) by independent funds (banks), using regressions of several outcome variables our measures of depth and intensity. And second, on systemic risk, to this end, we carry out separate regression analyses of a bank-level measure of the bank's contribution to systemic risk, and an aggregate measure of systemic risk of the Mexican financial industry on our two-way lending measures.

Our main threat to identification comes from the fact that banks and funds are allowed to observe and choose their counterparts in each repo transaction. This potentially causes selection bias in our estimates. To deal with this threat, we use an instrumental variables approach. Given that all of our regressions require some degree of aggregation, our general identification strategy consists of exploiting the granularity of our original data to compute granular instrumental variables (GIVs, Gabaix and Koijen (2022)), and isolate the effect that two-way lending has on our outcome variables. Following Gabaix and Koijen (2022), for each of our regressions and endogenous variables, we perform principal component analysis to obtain factors that explain well the observed variation of the endogenous variable; then, we carry out a regression of the endogenous variable on the factors and obtain the residuals of the regression; by construction, these residuals are correlated with the endogenous variable, are orthogonal to the regressors, and plausibly uncorrelated with the error term of the main regression; next, we aggregate those residuals to the level of aggregation of the regression of interest using bank or fund market shares as weights; as a result, we obtain a valid, share-

[6] We also compute traditional metrics of intensity and depth of the existing relationship between bank and funds, but these account only for part of the relationships that we observe in our data.

weighted instrumental variable for each endogenous variable in the regression of interest. In some cases, we combine GIVs with other instruments to improve the strength of identification.

Our first set of results shows that two-way lending leads to a more concentrated market. That is, whenever lending happens mostly between FC-affiliated banks and funds in a bidirectional fashion—which we interpret as a greater preference of FCs to lend to each other through their affiliated funds—market concentration increases. This benefits FCs as long as their affiliated funds' market shares and market power increase. We also find a negative effect on market shares and market power for big FCs if their dependence on its counterpart increases. However, the net effect is positive, which implies that this kind of relationship between big institutions in the market always favours market concentration and market power. Finally, our results indicate that higher levels of two-way lending in the repo market deteriorate the terms of trade of both independent banks and independent funds; that is, independent banks obtain less funding at higher average rates, and independent funds provide less funding to any bank.

Our second set of results shows that, taken together, two-way lending transactions lead to lower systemic risk. Specifically, we find that at the individual level, the more two-way lending there is, the higher the contribution of a bank to systemic risk, measured as the industry-level equity loss created by the institution's default. This result suggests that two-way lending reduces funding costs to banks, thus, potentially improving efficiency of the whole financial system, and increasing their contribution to systemic risk through higher contagion in case of default.[7] However, at the aggregate level, we observe that both the depth and intensity of two-way lending reduce the country-level systemic risk, measured by the index used by the Central Bank. This suggests that potential efficiency gains from two-way lending, that spill over the entire financial system, and potentially to the real economy, outweighs banks' higher contribution to systemic risk.

This paper is organized as follows. Section 2 takes stock of the related literature. Section 3 describes the data and our empirical strategy. Section 3.4 provides the institutional context

[7] We employ *DebtRank* as a metric of the potential contagion that an institution poses to the system, see Battiston et al. (2012). Téllez-León et al. (2021) already showed its relevance for the empirical analysis of the Mexican money markets.

in which banks and funds two-way lending transactions occur in the Mexican Repo market. Moreover, we provide some motivating evidence for the potential mechanism behind two-way transactions. Section 4 studies the effect of two-way lending on competition for investment funds in the repo market. Section 5 studies the effect of two-way lending on the contribution of commercial banks to systemic risk, and on an overall metric of systemic risk. Finally, Section 6 concludes.

2 Related literature

This paper adds to a nascent literature that studies particular forms of two-way lending relationships in shadow banking; a common feature of this literature is the emphasis made on the so-called reciprocal nature of lending relationships (Li, 2021; He, 2021). Specifically, Li (2021) provides empirical evidence on what she calls cross-market reciprocal lending between banks and prime money market funds (MMFs), which appear to circumvent the tight post-crisis regulations by establishing bundling arrangements between them that include multiple markets and financial products of both short- and long-term. On the other hand, He (2021) documents a reciprocal cross-holding relation (CHR) between US and European FCs and explores the influence of such a relation on portfolio management and the lending spillover derived from it. We contribute to this literature by providing an assessment of the implications of two-way lending between FCs in domestic shadow banking on the competitiveness of the fund sector and systemic risk, in a relatively small and very concentrated market.

Further, this paper contributes to a strand of literature that studies the determinants of systemic risk from several perspectives. First, the role of size, market power, VaR, leverage, and maturity mismatch of commercial banks (Anginer et al., 2014; Black et al., 2016; Irresberger et al., 2017; Laeven et al., 2016; Varotto and Zhao, 2018; Buch et al., 2019; Carlson et al., 2022). Second, banks' dependence on short-term wholesale funding (Karim et al., 2013; Lopez-Espinosa et al., 2013; Mayordomo et al., 2014). Third, the relevance of non-interest rate income (De Jonghe, 2010; De Jonghe et al., 2015; Bostandzic and Weiss, 2018; Kamani, 2019). And last, the role of interconnections between financial institutions, which is an important channel for the propagation of shocks (Allen and Gale, 2000; Markose et al., 2012; Battiston et al., 2012; Gorton and Metrick, 2012; Acemoglu et al., 2015; Tasca et al., 2017; Cai et al., 2018; Roukny et al., 2018; Kanno, 2018; Téllez-León et al., 2021; Batiz-Zuk and Lara-Sanchez, 2021). Our paper adds to this literature by providing new empirical evidence on the relationship between two-way lending, their strength and depth, with systemic risk; in particular, we show that two-way lending yields efficiency gains in terms of stable sources of cheap funding, relative to one-way lending, that reduces the fragility of financial markets.

This paper also relates to a strand of literature that studies relationship lending, according to which financial institutions develop close and stable relationships with borrowers over time in order to circumvent information asymmetries, reduce search, screening and monitoring costs, and mitigate uncertainty about counterparty credit quality (Furfine, 1999; Cocco et al., 2009; Presbitero and Zazzaro, 2011; Craig et al., 2015; López-Espinosa et al., 2016; Brauning and Fecht, 2017; Han et al., 2022). We complement earlier studies showing that two-way lending is a way to overcome the tightness that come with stressed market conditions. Moreover, this paper relates to a strand of literature studying the effects of imperfect competition in lending markets (Altunbas et al., 2022; Carlson et al., 2022; Cruz-García et al., 2021; Crawford et al., 2018). Finally, this paper is also linked to a strand of literature that studies FC-affiliated funds (Ritter and Zhang, 2007; Massa and Rehman, 2008; Golez and Marin, 2015; Franzoni and Giannetti, 2017, 2019); and, from a broader perspective, our paper relates to a vast literature that studies the economics of the mutual fund industry (see, for example, Sirri and Tufano (1998); Hortaşu and Syverson (2004); Stein (2005), and many others).

3 Background and preliminary evidence on two-way lending

3.1 Overview of the data

We use transaction-level data of lending supplied by investment funds to commercial banks in the Mexican repo market between January 1, 2006, and February 8, 2018. Our data set comes from reports sent by market participants to the Mexican Central Bank (the regulator of financial markets in Mexico). An observation of our data set consists of a funding transaction that took place in the repo market on a given day between an individual fund (the lender) and a bank (the borrower); for each transaction, we observe the amount, interest rate, maturity, collateral, haircut and whether the collateral has been used in other lending transactions (and the characteristics of those collateral chains). We provide a description of these variables and summary statistics in Tables A.1 and A.2 of the Appendix.

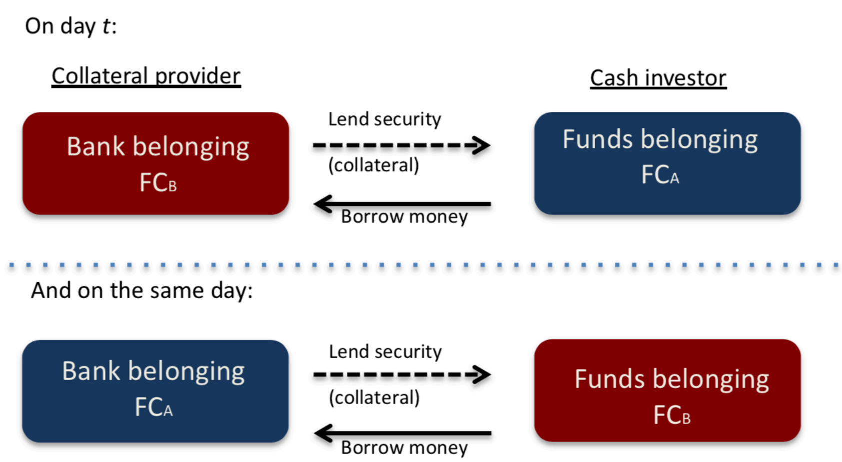
Further, we observe fund and bank individual characteristics, such as total assets, liquid assets for funds and all funding sources for banks. Moreover, we observe ownership: whether a bank is owned by a FC or not, and whether a fund's assets are managed by an FC-affiliated asset manager; with this information, we are able to link funds and banks that are commonly "owned" by a particular FC and build networks on both supply and demand sides at the owner level. Overall, we observe 666,796 transactions over 3,040 trading days.

3.2 Two-way lending: measurement and descriptive evidence

Two-way lending is a concept with a precise meaning in the context of our paper. It is defined as a set of transactions between FC-affiliated fund-bank pairs that are two-sided in nature and happen contemporaneously. That is, all of the transactions that occur between banks and funds owned by a given pair of rival FCs, in which one or several individual funds (i.e., fund share classes) affiliated to a FC provide liquidity to the bank of a rival FC and, within the same day, a similar transaction occurs in the reverse direction.[8] Accordingly, we refer to all other transactions as one-way lending transactions. Figure 1 offers an illustration of this point.

Figure 1. Lending transactions between FCs in Repo Market

This figure describes the two types of lending transactions in the Mexican repo market. One-way transactions correspond to the relationship depicted on the superior part of the diagram. Two-way lending involves two bilateral repo transactions (the one depicted on the superior part of the diagram plus the one depicted on the inferior part) happening the same day. Note that the diagram only shows what happens in the opening leg of the repo. In the closing leg, these flows are reversed, the cash investor returns the securities to the collateral provider in exchange for cash.



Source: Authors' diagram.

Let $f, l = 1, \ldots, G$ index FCs. To account for two-way lending in our empirical exercises, we construct a dummy variable, denoted D_{flt}, that takes on one whenever we observe that two transactions happen in the same day t as follows: one between FC-affiliated fund f and FC-affiliated bank l, and another between fund l and bank f, regardless of the amount of the two transactions; our dummy takes on zero otherwise.

Further, we measure the depth and intensity of the two-way connections between fund-bank pairs in each period. Specifically, we follow Brauning and Fecht (2017) and construct two measures of the concentration of lending and borrowing portfolios between pairs of rival FCs—the *depth* of the two-way relationship—and one measure of the *intensity* of the interactions, based on the mutual number of loans between the two parties. To measure *depth*, we compute

[8] In our data, 90% of the two-way lending transactions between pairs of FCs happen on the same day, whereas 10% happen in a two-day window, which is why we restrict attention to contemporaneous transactions only.

the share of mutual business between two rival FCs relative to the total value of business combined of that pair with all of their counterparts; we do this from both the viewpoint of the lender and the borrower, which yields two different and complementary measures of intensity. In fact, we compute a "lender relationship index", LRI_{flt}, as the share of money lent by funds affiliated to FC f to banks owned by FC l, m_{flt}, plus the money lent by funds affiliated to FC l to banks owned by FC f, m_{lft}, in a given day t on the total money lent by both FCs' funds combined in that day; moreover, we compute a "borrower relationship index", denoted BRI_{flt}, as the share of money borrowed by banks owned by FC f from funds affiliated to FC l, n_{flt}, plus the money borrowed by banks owned by FC l from funds affiliated to FC f, n_{lft}, at t on the total money borrowed by both FCs' banks combined at t. Formally, the LRI and BRI are given by:

$$LRI_{flt} = \frac{m_{flt} + m_{lft}}{\sum_{k \neq f} m_{fkt} + \sum_{h \neq l} m_{lht}}, \qquad \text{and} \qquad BRI_{flt} = \frac{n_{flt} + n_{lft}}{\sum_{k \neq f} n_{fkt} + \sum_{h \neq l} n_{lht}}, \tag{1}$$

$$k, h = 1, \ldots, G.$$

We interpret our LRI as a measure of the concentration of credit risk exposure between the two FCs involved in the two-way lending relationship. Similarly, we interpret our BRI as a measure of the preference of FCs to lend to each other through their affiliated funds.

On the other hand, we measure *intensity* of interactions between trading pairs, which we denote SI_{flt}, as the log of the number of loans of that pair combined, in the two directions, over the last 22 trading days. Formally,

$$SI_{flt} = \log\left[1 + \sum_{t}^{t-22} (loan_{flt} + loan_{lft})\right] \tag{2}$$

where $loan_{flt}$ (respectively, $loan_{lft}$) is a dummy taking on 1 if a loan was granted by f (resp. l) to l (resp. f) at t, and zero otherwise.

Table 1 reports summary statistics and pairwise correlations of our two-way lending measures. All of the correlations are significant at the 1% level. The variables reported capture different aspects of the cross-funding activity between FC-affiliated funds and banks.

Our relationship indexes, LRI and BRI, are moderately related with a correlation coefficient of 0.44. The strength of the interactions is less correlated with the cross-funding concentration measures, with correlations of 0.19 and 0.07, respectively.

Table 1. Two-way measures: summary statistics and pairwise correlations

The table reports the statistical summary for the two-way connection variables between fund-banks pairs and their correlations. The data set covers the period from January 1, 2006 to February 2, 2018.

Variable	Mean	Stand. dev	Min	Max	# Obs
LRI_{flt}	0.27	0.22	0	1	666,796
BRI_{flt}	0.28	0.22	0	1	666,796
SI_{flt}	4.58	0.67	1.10	5.80	666,796

Variable	LRI_{flt}	BRI_{flt}	SI_{flt}
LRI_{flt}	1		
BRI_{flt}	0.44	1	
SI_{flt}	0.19	0.07	1

Source: Banco de México. Authors' calculations.

3.3 Empirical strategy and identification

Our goal is to empirically explore the effects of the intensity and depth of the two-way lending relationship between FCs on fund competition and systemic risk. To do that, we carry out several econometric exercises in which we hope to estimate the differential effects of two-way lending relative to one-way transactions on several outcome variables.

We face two main challenges to identification: first, a potential selection bias derived from the fact that transaction parties observe market participants, select their counterparts and self-select into one- or two-way lending transactions; and second, reverse causality problems in some of our regressions. We deal with these concerns using instrumental variables in all of our regressions.

Our general identification strategy consists of exploiting the granularity of our original data and the fact that all of our regressions require some degree of aggregation. We compute GIVs (Gabaix and Koijen, 2022), and isolate the effect that two-way lending has on our outcome variables. Following Gabaix and Koijen (2022), for each of our regressions and endogenous variables, we perform principal components analysis (PCA) to obtain factors that explain well the observed variation of the endogenous variable; in the PCAs, we use fund/bank characteristics that may vary with time—such as total fund/bank assets and asset manager assets—variables that explain fund lending and bank borrowing behaviour —such as the number of counterparties of the fund/bank and the frequency of interactions between each fund-bank pair—and market level information.[9] With the factors in hand, we carry out a regression of the endogenous variable on the factors and obtain the residuals of the regression; by construction, these residuals are correlated with the endogenous variable, orthogonal to the regressors, and plausibly uncorrelated to the error term of the main regression. Next, we aggregate those residuals to the level of aggregation of the regression of interest using bank or fund market shares as weights. As a result, we obtain valid, share-weighted instrumental variables, one for each endogenous variable in the regression of interest.[10,11]

3.4 Background

The Mexican repo market has several features that make it unique relative to repo markets in advanced economies. First, it operates under a bilaterally-cleared OTC trades negotiated directly between cash borrowers and lenders; there is no intermediary and the parties to a transaction know their identities. Second, banks and brokerage houses are allowed to act both as cash borrowers (security seller or collateral provider) and as lenders (security buyer or collateral receiver); while investment funds and other financial institutions can only participate as money lenders (security buyer or collateral receiver) and perform reverse repo transactions (López et al., 2017). Furthermore, funds can only provide liquidity through the repo market.[12]

At year-end 2017, there were 33 asset management companies (AMs) managing 521 mutual funds and 3,521 share classes. Table 2 shows the ownership structure of the AMs, the

[9] See Appendix A for a description and some summary statistics of all of our variables.
[10] For a formal exposition of the construction of the GIVs and proofs of why they are valid IVs, see Gabaix and Koijen (2022).
[11] In some cases, we combine GIVs with other instruments to improve the strength of identification. We give details of the additional instrumental variables in the corresponding section.
[12] See 2.2 DOF-19-2020.

number of funds and fund classes they managed, and the share of assets under management on the total mutual fund assets in 2017. Seven of the leading AMs are owned by the leading FCs of Mexico which are also owners of the largest commercial banks. These FCs are part of the so-called "Group of Seven" (G7) and concentrate a significant share of the fund sector: they manage 52% of the total funds available with a combined share of 77% of total assets under management.

Table 2. Mexican Investment Funds Industry and Asset Management companies in 2017

The table reports characteristics of Mexican mutual fund management companies (AM) ordered by their share of assets under management (AUM) at year-end 2017. The first two columns show the ownership structure of asset managers: whether or not they belong to a financial conglomerate (FC) and whether or not they are part of the group of seven (G7). The G7 group is composed of Banamex, BBVA Bancomer, Banco Santander Mexico, Banorte, HSBC Mexico, Scotiabank Inverlat, and Banco Inbursa. The columns labelled "Number of funds" and "Number of fund classes" show the number of funds and fund classes managed by each AM. The column "Share on total AUM" shows the percentage share of assets under management of that particular AM on the total value of assets in the fund industry in Mexico.

	Ownership		Number of	Number of	Share on
Asset manager	FC (=1 if Yes)	G7 (=1 if Yes)	individual funds	fund classes	total AUM (%)
AM1	1	1	53	315	24
AM2	1	1	59	463	20
AM3	1	1	65	306	12
AM14	1	0	36	217	7
AM5	1	1	9	29	6
AM11	1	1	29	301	6
AM8	1	1	34	358	5
AM23	0	0	37	161	4
AM4	1	1	20	101	4
AM21	0	0	35	389	2
AM24	0	0	12	131	1
Other	—	0	132	750	8

Source: Banco de México. Authors' calculations.

This evidence suggests that the mutual fund sector is concentrated in a few AMs that belong to large FCs. Table 3 presents a set of characteristics of assets under management by AMs in Mexico at the end of 2017. Even though the Herfindahl-Hirshman index (HHI) indicates that the market was competitive according to the US Department of Justice's thresholds,[13] other market concentration measures indicate that the market was rather

[13] The HHI is a widely-accepted measure of market concentration. It is calculated as the sum of the squares of the individual firms market shares. It ranges between near zero and 10,000. The US Department of Justice interprets the HHI as follows: if HHI$<$ 1500, the market is considered to be unconcentrated; if $1500 \leqslant$ HHI < 2500, the market is considered to be moderately concentrated; finally, if HHI$\geqslant$ 2500 then

concentrated. In effect, according to concentration ratios, the three leading asset managers accounted for 56.4% of the total assets in the market, and the leading five accounted for 70% of the total assets held by funds. All five belong to G7 FCs. Moreover, there is a considerable dispersion in assets managed by different operators. The 75th percentile AM had 14 times more assets under management than the 25th percentile AM. The dispersion is higher if we compare assets of the 90th percentile AM and the 10th percentile AM: the former had 66 times more assets than the latter.

Table 3. Characteristics of the investment funds' asset management sector, end of 2017

This table reports summary statistics related to asset values, market concentration and dispersion of assets under management in Mexico by the end of 2017. Asset information corresponds to the balance sheets of investment funds, not management companies. The row *Financial conglomerate* (= 1 *if yes*) corresponds to a dummy that takes the value of one whenever an asset manager belongs to a Financial Conglomerate; HHI stands for the Herfindahl-Hirshman index; $C5$ corresponds to the concentration ratio, calculated as the total assets of the five largest asset managers, divided by the value of the total assets in the market; $C1$ and $C3$ correspond to concentration ratios for the largest and the three largest asset managers, respectively. The row 75th to 25th percentile ratio is calculated as the asset value of the asset manager in the 75th percentile, divided by the assets of the asset manager in the 25th percentile; 90th to 10th percentile ratio is calculated as the asset value of the asset manager in the 90th percentile, divided by the assets of the asset manager in the 10th percentile.

Variable	Statistic
Number of asset managers (AMs)	33
Assets: summary statistics (Million dollar)	
Share in total assets (%)	12,7
Min	0.15
Mean	3,957
Median	1,140
Standard Deviation	6,668
Max	27,906
Market concentration	
Financial conglomerate (=1 if yes)	0.57
HHI	1,335
C1	25.18
C3	56.43
C5	69.82
Dispersion of assets under management	
Coefficient of variation	168.50
75th to 25th percentile ratio	14.14
90th to 10th percentile ratio	66.27

Source: Banco de México. Authors' calculations.

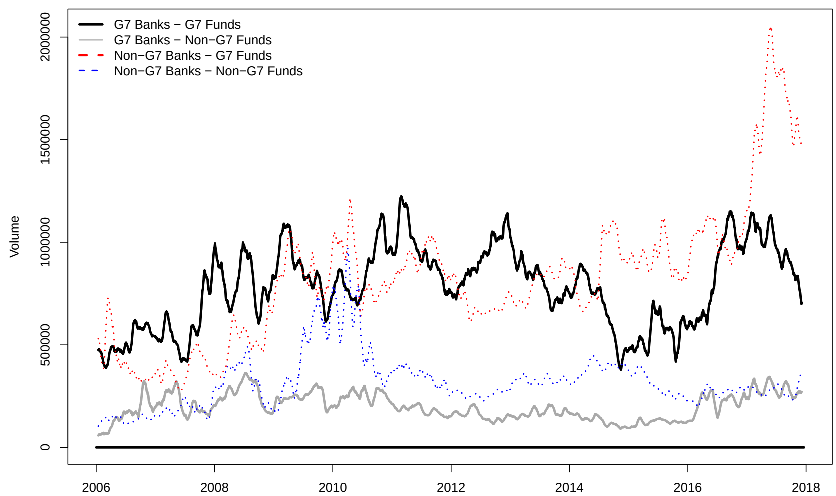
Figure 2 presents the total repo funding received by commercial banks, discriminating G7 banks from the others. G7 funds were the main funding source of G7 banks. Between

the market is considered to be highly concentrated (see Department of Justice (2010)).

2006 and 2018, 36.8% of loan volume received by G7 banks was provided by G7 funds; in terms of lending transactions, we observed that 48.6% involved G7 banks and funds.

Figure 2. Commercial banks repo funding providers

The figure shows the daily loan volume of the repo funding received by commercial banks from investment funds discriminating by G7 group. The dataset covers the period from January 1, 2006 to February 8, 2018.



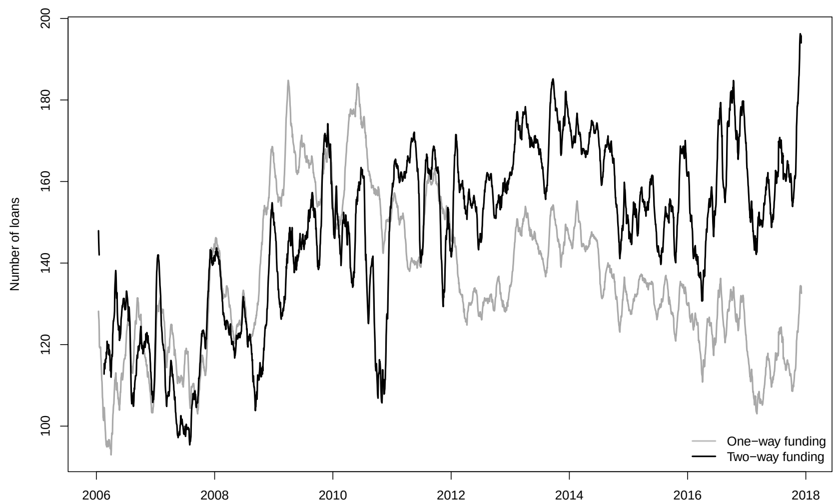
Source: Banco de Mexico. Authors' calculations.

Figure 3 presents the evolution of the number of repo transactions by type (one-way/two-way). The figure shows that there is a considerable number of two-way transactions that take place in each day. Both two-way and one-way transactions show similar behaviour between 2006 and 2011; however, since 2012, two-way loans remarkably exceed one-sided transactions. On average, 30% of the daily transactions between FC-affiliated funds and banks were made two-way, representing about 52% of the average total amount daily traded in the repo market (see Table 4).

Table 4 presents the number of transactions, and average amount, interest rate and haircut for one- and two-way lending transactions made by FC-affiliated banks in the Mexican repo market between 2006 and 2018. Most transactions are one-way: 70.9% of the total bank-fund repo transactions, which account for 43.9% of the yearly traded volume. A distinctive feature of the Mexican market relative to the U.S. and Europe, is that internal capital markets are not banned, yet, they are not a common source of one-way liquidity for banks. Of all of the bank-fund repo transactions, only 0.4% are executed by funds and banks affiliated to the same FC; two banks perform these transactions and account for 0.8% of the annual

Figure 3. Number of lending transactions by type: two-way vs one-way transactions

This figure depicts the 20-day moving average of the daily total number of loans, both one- and two-way. The dataset covers the period from January 1, 2006, to February 8, 2018.



Source: Banco de Mexico. Authors' calculations.

volume traded in the repo market, on average.[14] According to the industry's conventional wisdom, obtaining liquidity through internal capital markets can considerably harm a bank's reputation. Therefore, in practice, internal funding is not an option in Mexico.

Two-way lending is concentrated by the three biggest commercial banks in Mexico (identified as B1, B2 and B3 in Table 4), concentrating 81% of the two-way lending transactions between 2006 and 2018. Likewise, the funds managed by the leading three FCs (identified as AM1, AM2 and AM3 in Table 2) concentrate 88.8% of the total two-way lending transactions observed between 2006 and 2018.

3.5 Preliminary evidence on two-way lending

Why FCs engage in two-way lending transactions? A first look at the data suggests cheap funding is one of the salient features of this type of transaction. In effect, Table 4 shows that the average interest rates of two-way lending transactions are lower compared to the

[14]In some cases, banks are explicitly allowed to obtain liquidity from funding sources owned by the same FC as long as they use certain asset classes approved by the National Banking and Securities Commission (CNBV) (see point 2.1 in DOF-19-2020). Securities must have the minimum rating from at least two rating agencies, including Standard and Poors and Moodys and Fitch (López et al. (2017)).

Table 4. Lending transactions by FC-affiliated banks in the Mexican repo market, 2006-2018

Table shows the number and the average rate, haircut and amount of lending transactions in the Mexican repo market by type. Average values cover the period from January 1, 2006 to February 8, 2018.

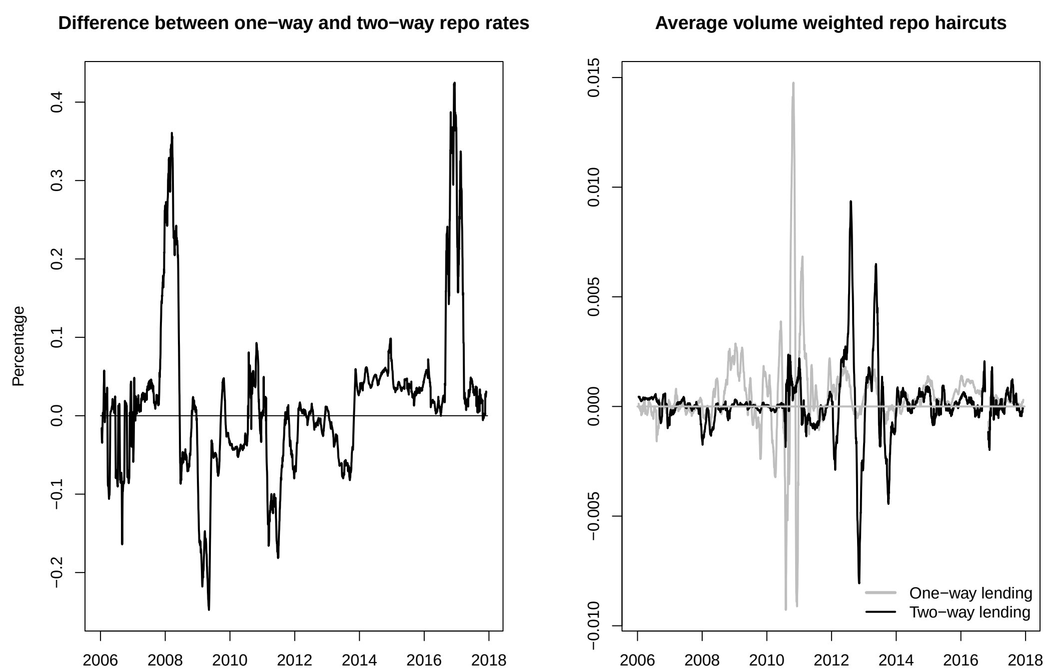
	Two-way lending				One-way lending							
					Between FCs				Within FC			
Banks	Number of transactions	Average repo rate	Average amount	Average haircut	Number of transactions	Average repo rate	Average amount	Average haircut	Number of transactions	Average repo rate	Average amount	Average haircut
B1	67,897	4.72	982,998	-0.000013	198,067	5.07	404,614	-0.0000005	2,886	5.13	69,025	-0.000034
B4	9,367	5.14	658,537	-0.00033	51,743	5.22	666,471	0.000064				
B2	67,016	4.78	678,269	0.000019	22,397	5.14	791,178	0.000149				
B9	3,128	5.22	431,864	0.000354	8,860	5.59	689,784	0.0014363				
B7	3,606	4.50	755,186	-0.000355	25,482	4.31	557,706	0.0028794				
B9	38	4.55	331,578	-0.001308	7,448	5.59	180,609	0.0010182				
B6	1,296	4.43	243,079	0.000121	17,698	4.79	346,535	-0.0000105				
B5	3,279	6.14	679,347	0.000113	10,342	6.32	377,408	0.0004655				
B3	21,507	5.14	1,386,643	0.000016	11,354	5.26	375,278	0.0004604				
B8	16,618	5.54	595,778	0.000216	33,265	5.33	515,230	0.0001654				
B10					750	3.66	385,137	0.0007869	96	4.48	35,986	-0.00028
OtherTwo					82,656	6.16	333,492					
Total	193,752		6,743,279		470,062		5,623,442		2,982		105,011	
% share	29.1%		51.7%		70.5%		43.1%		0.4%		0.8%	

Source: Banco de México. Authors' calculations.

rates of most one-way transactions. In particular, the three leading banks in the market, B1, B2, and B3, obtained cheaper liquidity through two-way lending compared to the average rates of their respective one-way transactions; average rates are, respectively, 35, 8 and 36 basis points lower relative to rates of their own one-way transactions. Furthermore, this behaviour is persistent over time. The left panel of Figure 4 presents the difference between the daily average interest rate between two-way and one-way transactions for FC-affiliated banks and funds. We observe that the difference has been mainly positive, which means that two-way lending transactions were cheaper. Moreover, the right panel of Figure 4 presents the daily average volume weighted haircuts of one-way and two-way transactions. Haircuts from two-way lending transactions appear to be smaller, which suggests that the discount applied to the initial market value of the collateral in two-way transactions was smaller than in one-sided transactions.

Figure 4. Average daily interest repo rate and haircuts transactions

The left panel depicts the spread between the daily average volume weighted interest rate and the repo rate. The right panel shows the daily average volume weighted haircuts, for both two-way lending and total lending. The dataset covers the period from January 1, 2006 to February 8, 2018.



Source: Banco de Mexico. Authors' calculations.

Previous literature shows that, in a context of one-way lending relationships, close ties between the borrower and the lender often leads to lower funding costs (see, for example, Petersen and Rajan (1994)). We explore if this is the case in the context of two-way lending relationships. We estimate the probability that a two-way lending transaction takes place as a function of prices (haircuts), and traditional measures of dependence and intensity. Considering lending transaction between banks and funds, we estimate the following binary choice model:

$$D_{flt} = \mathbb{1}(\beta_1 DoF_{flt} + \beta_2 DoB_{flt} + \beta_4 Vol.22_{flt} + \beta_5 HC_{flt} + \lambda_{fm} + \xi_{lm} + \phi_m + \epsilon_{flt} \geq 0), \quad (3)$$

where D_{flt} is the two-way lending dummy previously defined.[15] DoF_{flt} and DoB_{flt} are two measures of dependence that we compute following Li (2021). DoF_{flt} measures the dependence of a bank affiliated to FC l on the funds affiliated to FC f; alternatively, DoB_{flt} measures the dependence of FC l's funds on its borrowers (i.e., FC l's banks). $Vol.22_{flt}$ measures intensity as the total lending amount between fund-bank pairs during the last 22 days. HC_{flt} is the haircut of the transaction. λ_{fm}, ξ_{lm} are fund and bank fixed effects that vary over time, and ϕ_m are month-of-the-year fixed-effects. Finally, ϵ_{flt} is a zero-mean logistic error; we assume that it is independently and identically distributed Type 1 Extreme Value.

To capture the how crises and market tightness shape two-way lending, we estimate two alternative specifications to equation (3): first, we add interactions between our measures of depth and intensity and haircut with a dummy variable for last global financial crisis, from August 2007 through June 2010;[16] and second, we include an indicator variable for market tightness interacted with the dependence variables.[17]

Dependence measures between parties and the intensity of the bilateral relationships are endogenous. We deal with this issue by computing GIVs and estimating the model using a control function approach. Table 5 presents the results in three columns. Column (1) shows that the estimated coefficients on the two dependence measures are both positive and

[15] The $\mathbb{1}(\cdot)$ is an indicator function taking on 1 if the condition inside the parentheses is satisfied and zero otherwise.

[16] This period was characterized by high uncertainty in the markets worldwide; hence, private information about counterparty risk became more important for the allocation and pricing of liquidity.

[17] We compute the tightness dummy variable $Tight.dt$ as follows: we compute the ratio of the number of lenders on the number of borrowers participating in the repo market on day t; second, if the market is tight (i.e., if the value of the ratio for a given day is in the lowest quantile of its distribution of the whole period, we assign a value of 1 for our dummy of market tightness, and zero otherwise.

significant.[18] Thus the probability to engage in a two-way lending transaction increases with the relative importance of the fund and bank to each other. We also find that an increase in haircuts implies a lower probability for a two-way lending transaction.

Columns (2) and (3) show that the probability of FCs to engage in two-way transactions is preserved under stress conditions. In effect, results in column (2) indicate that a higher market uncertainty barely reduces the effect of bank dependence on their fund suppliers, while it reinforces the effect of fund dependence on their bank counterparts. This result is consistent with the expected behaviour of funds, which tend to seek particular safer securities as collateral. Also with previous evidence according to which banks tend to restrict their liquidity funding to those counterparties with which they have stable and frequent interactions. By contrast, the effect of haircuts on the probability of engaging in two-way lending drops considerably during higher market uncertainty, even though the net effect is still negative.

Finally, the coefficients of the interactions of dependence measures with the market tightness variable are not statistically significant. This suggests that when the market is tight, either because funds suffered significant net outflows or the market was driven by investors in search of specific collateral rather than investors seeking funding, banks and funds are equally likely to engage in two-way lending in the overnight market. This is in line with previous literature showing that search frictions lead to relationship formation (Han et al., 2022). Again, market tightness reduces the impact of haircuts, meaning that for a given value of the collateral, parties are more likely to engage in two-way if the market is tight, compared to less stressful periods.

4 Effects of two-way lending on the fund industry

This section explores the effects of two-way transactions between FCs on market concentration and market power of funds in the repo market. To do this, we first carry out

[18] Table B.1 in Appendix B reports results for the first-stage regression results for Equation 3. Notice that the Angrist Pischke F-test after the first stage regressions are highly rejected, meaning each individual endogenous regressor is strongly identified by the instruments, after partialling out the linear projection of the other endogenous regressor.

Table 5. Determinants of two-way lending transactions

The table reports the second-stage estimated parameters of the logit model (3) and the corresponding p-value in parentheses. The dependent variable is a dummy that equals one if funds from a financial conglomerate i (lender) grant an overnight inter-bank loan to a bank from a financial conglomerate (borrower) j at day t and contemporaneously the two-way lending transaction occurs; and zero otherwise. Fund and bank financial conglomerate fixed effects and monthly fixed effects are considered. We are using daily transactions between pairs of FCs and the data set covers the period from January 1, 2006, to February 28, 2018. The symbols *,**,*** denote significance at the 10%, 5% and 1% level, respectively.

	Dependent variable: D_{flt}		
Variable	(1)	(2)	(3)
Constant	-2.86***	-2.89***	-2.85***
	(0.10)	(0.10)	(0.10)
DoB_{flt}	4.93***	5.04***	4.94***
	(0.10)	(0.10)	(0.10)
DoF_{flt}	1.27***	1.20***	1.28***
	(0.09)	(0.09)	(0.09)
$Vol.22_{flt}$	0.00***	0.00***	0.00***
	(0.00)	(0.00)	(0.00)
HC_{flt}	-29.92***	-77.47***	-33.30***
	(2.67)	(8.85)	(2.88)
$DoB_{flt} \times crisis_t$		-0.75***	
		(0.10)	
$DoF_{flt} \times crisis_t$		0.35***	
		(0.09)	
$HC_{flt} \times crisis_t$		73.94***	
		(4.34)	
$DoB_{flt} \times tight.d_t$			0.03
			(0.17)
$DoF_{flt} \times tight.d_t$			0.24
			(0.18)
$HC_{flt} \times tight.d_t$			18.05***
			(5.23)
Fund × Month FE	Yes	Yes	Yes
Bank × Month FE	Yes	Yes	Yes
Month FE	Yes	Yes	Yes
Observations	108.650	108.650	108.650
R-squared	0,4814	0,4846	0,4817

Source: Banco de México. Authors' calculations.

an analysis of the effects on market shares and market structure and, second, we estimate a stylized structural model of demand and supply to back out a Lerner index for funds in order to disentangle the contribution of such transactions on fund market power. Finally, we examine the potential spillover effects on independent banks and funds.

4.1 Two-way transactions, market shares and market structure

In order to explore the effects of two-way lending on individual outcomes, we perform a regression of the fund level market shares as the dependent variable on our two-way lending measures. We compute market shares as the amount of money lent by fund f to banks at day t on the overall amount of money lent by all of the funds that are active in the market at t. In the case of FC-affiliated funds, we aggregate the loans granted by all of the funds affiliated to a given FC at date t and compute the share at the FC level. In this regression, we control for both observed and unobserved fund characteristics by including fund fixed effects λ_f, and market-level time shocks through month fixed effects, θ_m. Formally, we estimate:[19]

$$s_{ft} = \beta_0 + \beta_1 r_{ft} + \beta_2 BRI_{ft} + \beta_3 LRI_{ft} + \beta_4 SI_{ft} + \lambda_f + \theta_m + \nu_{ft}, \tag{4}$$

where s_{ft} is the market share of fund (FC) f on the total amount of money lent to banks in the repo market at date t; r_{ft} is the average interest rate charged by fund f to borrowers at date t; BRI_{ft} is the across-counterparties average borrower relationship index of funds-affiliated to fund (FC) f on day t; LRI_{ft} is the lender relationship index of funds affiliated to FC f, averaged across transactions made with counterparties on day t; SI_{ft} is the log of the number of transactions made between fund-bank pairs, averaged across all fund f counterparties; and ν_{ft} is a zero-mean random term.

We address the endogeneity issues of our relationship measures by following a similar strategy as in previous regressions, namely, using GIVs (Gabaix and Koijen, 2022). Further, we follow the recent Industrial Organization literature and compute an additional set of instruments that exploit the differences between observed characteristics of the products available to consumers to generate exogenous variation that is useful for identification; these instruments, known as "differentiation IVs"—DIVs—(Gandhi and Houde, 2020), are computed as the sum, across products, of the distances between a given observed product attribute and the value for that attribute of each of the competing products existing in the market. Finally, we use interactions between some of our IVs. The identifying assumption

[19] We abuse notation and use the same index f to index both an independent fund and a group of funds affiliated to a FC.

is, therefore, that after controlling for fund-time and time (market) shocks along with an exogenous variation that is correlated with our endogenous variables, we are able to isolate the effect of two-way lending on fund market shares.

We report the results in Table 6. Column (1) presents OLS estimates and column (2) displays results for our preferred specification estimated by 2SLS. As expected, the interest rate has a negative and significant coefficient meaning that, on average, cheaper funding leads to higher market share. Concerning our two-way lending measures we find that a higher dependence of banks on a given fund (measured by the average BRI) leads to a higher market share; alternatively, a higher dependence of a fund on its counterparties (measured by average LRI) leads to a lower market share; finally, a greater intensity in two-way relationships between pairs of institutions leads, on average, to higher market shares. Overall, these results suggest that there is a positive and significant effect of deeper, two-way relationships between FCs, measured from the standpoint of the borrower; that is, FC-affiliated funds have the ability to concentrate a larger share of the market through two-way lending transactions.

Next, we explore whether two-way lending reinforces market concentration on the few large FCs that already concentrate a large share of the market. To do that, we compute a daily Herfindahl-Hirschman Index (HHI) for the repo lending supplied by funds to banks as the sum of the squares of the fund-level market shares on the total volume of money lent by funds in a day in the Mexican repo market. The daily HHI measures the level of concentration of the lending supplied by investment funds to banks in the repo market in one day. Given that our HHI is a market-level measure—meaning that it is common to all of the transactions observed at t—we aggregate our data up to the daily level by taking averages across transactions and fund-bank pairs. We regress our HHI on measures of depth (BRI_t and LRI_t) and intensity (SI_t) of the relationships between FC-affiliated banks and funds. Finally, we account for market-level and seasonal shocks by including week-of-the-year fixed effects ϕ_w and year fixed effects γ_y. Our specification is as follows:

$$HHI_t = \beta_0 + \beta_1 BRI_t + \beta_2 LRI_t + \beta_3 SI_t + \phi_w + \gamma_y + \varepsilon_t, \tag{5}$$

where ε_t is a zero-mean random term.

Table 6. Regression results for funds' market shares

This table reports the estimated parameters and their corresponding standard errors in parentheses, which are clustered at the fund-month level. The dependent variable is the daily market share of fund f on the total amount of money lent by funds to banks on the repo market in a given day t. Control variables include daily averages of the borrower relationship index and the lender relationship index. In addition, we control for fund-time and time fixed-effects. The second column of the table presents the Kleibergen-Paap F statistic for weak identification and the average Angrist and Pischke partial F statistic, which are both greater than 10, the widely used rule of thumb. We use data aggregated at the daily level, covering the period from January 1, 2010 through February 28, 2018. The symbols *,**,*** indicate statistical significance at the 10%, 5% and 1% levels, respectively.

	Dependent variable: market share	
	OLS	IV
Variable	(1)	(2)
Average interest rate	-0.0006	-0.006*
	(0.0022)	(0.004)
BRI_{it}	0.246***	0.183***
	(0.035)	(0.045)
LRI_{it}	-0.148***	-0.117***
	(0.022)	(0.027)
SI_{it}	0.02***	0.018***
	(0.001)	(0.002)
Constant	Yes	Yes
Factors as controls	Yes	Yes
Fund FE	Yes	Yes
Month FE	Yes	Yes
Kleibergen-Paap F-statistic		51.69
Angrist-Pischke average F-statistic		2391.5
Kleibergen-Paap rk LM-statistic		316.55
P-value		0
Observations	114279	114279

Source: Banco de México. Authors' calculations.

Our two-way lending measures are potentially endogenous as long as a shock to the market concentration index may shift the nature, depth and intensity of the lending relationships between a pair of institutions. We address these issues by instrumenting our variables with GIVs (Gabaix and Koijen, 2022).

We report the results in Table 7, in which our HHI is measured between zero and one. Column (1) presents OLS estimates and column (2) displays results for our preferred specification estimated by 2SLS. Results show a positive and significant effect of two-way lending measured by BRI, which suggests that an increase in banks dependence on funds leads to a more concentrated market: an increase in 1 unit in our borrower index leads to an increase in 0.184 units of the sector HHI. By contrast, the coefficient of our relationship lending measure from the lender's perspective, LRI_t which measures dependence of funds on banks, is negative and significant: an increase in 1 unit in our borrower index leads to a decrease in 0.169 units of the sector HHI. This suggests that the concentration of fund lending by a few FC-affiliated banks contributes to a less concentrated market. Overall, our results indicate that two-way lending relationships favor market concentration if banks become, on average, more dependent on their fund counterparts than funds on their bank counterparts. Last, the intensity of the two-way relationships is positive and significant, which indicates that repeated interactions between the same fund-bank pairs leads to more concentrated markets.

Table 7. Regression results for Herfindahl-Hirschman Index (HHI)

This table reports the estimated parameters and their corresponding robust standard errors in parentheses. The dependent variable is a daily Herfindahl-Hirschman Index (HHI) for the repo market in which funds supply liquidity to banks. Controls include the average borrower relationship index, the average lender reciprocity index, and factors obtained from a principal component analysis. The first column includes week-of-the-year fixed effects, while the second column includes month-of-the-year fixed effects; both columns include year fixed-effects. The second column of the table presents the Kleibergen-Paap F statistic for weak identification and the average Angrist and Pischke partial F statistic, which are both greater than 10, the widely accepted rule of thumb. Our data set covers the period from January 1, 2006 through February 28, 2018. The symbols *,**,*** indicate statistical significance at the 10%, 5% and 1% levels, respectively.

	Dependent variable: HHI_t	
	OLS	IV
Variable	(1)	(2)
BRI_t	0.203***	0.184**
	(0.031)	(0.085)
LRI_t	-0.084***	-0.169***
	(0.021)	(0.042)
SI_t	0.048***	0.016*
	(0.005)	(0.009)
Constant	Yes	Yes
Factors as controls	Yes	Yes
Week-of-the-year FE	Yes	Yes
Year FE	Yes	Yes
Kleibergen-Paap F-statistic		76.11
Angrist-Pischke average F-statistic		520.87
Kleibergen-Paap rk LM-statistic		237.51
P-value		0
Observations	3039	3039

Source: Banco de México. Authors' calculations.

4.2 Effects on the market power of funds affiliated to financial conglomerates

Bearing the last results in mind, now we explore wheater two-way lending also increases the market power of FC-affiliated funds. To check this empirically, we back out a fund-level Lerner index as a measure of market power and use it as our outcome variable. According to theory, the Lerner index is a function of the marginal cost of production, which is not observed in our data. However, in the context of Bertrand competition with differentiated products, the optimal pricing rule of a firm in a symmetric equilibrium equals the Lerner index to the inverse of the elasticity of demand. Our strategy to back out the fund-level Lerner index is to develop a simple structural model of supply and demand, following the standard literature of demand estimation in empirical Industrial Organization.

Our focus is on the repo market for lending services, in which banks (the demand side), have short-term liquidity needs, whereas investment funds supply lending products to banks at an interest rate. The fund sector consists of a number of single product firms that set the interest rates of their lending products, according to the Bertrand competition conduct. We perform our estimation in two steps. First, we set out supply and demand models for the repo market of short-term funding and estimate the demand coefficients using our data set of fund-bank transactions. With the demand coefficients in hand, we compute own-price elasticities of demand, and then apply the price-cost markups formula derived from the supply model to back out product level markups and compute a fund-level Lerner index. Second, we regress our estimated Lerner index on our relationship measures, an HHI to account for industry structure, and other controls.

4.2.1 A stylized structural model to back out a fund Lerner index

Supply side. Suppose that there are F funds in the Repo market, indexed by $f = 1, \ldots, F$ each of which supplies liquidity through lending services. For the sake of simplicity, we assume that funds are single-product firms; that is, each fund supplies lending with fixed characteristics (e.g., interest rate, maturity and haircut) to banks looking for liquidity in the repo market. Accordingly, datawise, we aggregate all credits made by a given fund in a single product indexed by the same index of the fund; the characteristics of that lending product correspond to averages of the observed lending terms across banks that borrowed from the same fund in period t.[20] The variable profit of fund f derived from its lending activities in the repo market is given by:

$$\Pi_{ft} = (r_{ft} - c_{ft}) M_t s_f(\mathbf{r}_t),$$

where r_{ft} is the weighted average interest rate of the lending given by f at time t, c_{ft} is the fund's marginal cost, s_{ft} is the market share of fund f at time t, $\mathbf{r}_t$ is the $F \times 1$ vector of interest rates of all of the funds in the market, and M_t is the size of the lending market, which we take as all of the money borrowed by banks in the repo market from any firm providing wholesale liquidity at time t, including investment funds.[21] We assume that funds compete in setting interest rates and that a pure-strategy Bertrand-Nash equilibrium in prices exist. Therefore, the interest rate of the lending supplied by fund f must satisfy the first order condition:

$$s_f(\mathbf{r}_t) + (r_{ft} - c_{ft}) \frac{\partial s_f(\mathbf{r}_t)}{\partial r_{ft}} = 0.$$

We have, therefore, a system of F equations, one for each of the funds (products) existing in the market. Solving fund f's equation for its interest rate-cost margin yields, for $f = 1, \ldots, F$:

$$r_{ft} - c_{ft} = \frac{1}{-\frac{\partial s_f(\mathbf{r}_t)}{\partial r_{ft}}} s_f(\mathbf{r}_t). \tag{6}$$

This optimal pricing rule allows us to back out a Lerner index for each fund at each period t. Dividing the two sides of equation (6) by f's interest rate yields:

$$LI_t \equiv \frac{r_{ft} - c_{ft}}{r_{ft}} = \frac{1}{\eta_{ft}}, \qquad \text{with} \qquad \eta_{ft} = -\frac{\partial s_f(\mathbf{r}_t)}{\partial r_{ft}} \frac{r_{ft}}{s_f(\mathbf{r}_t)}, \tag{7}$$

[20] This is a restrictive assumption relative to how the market works in reality, in which a given fund-bank pair may agree on several loans in the same day, each of them characterized by a particular amount of money, a given interest rate, a given maturity, and a given collateral. Lending products provided by the same fund to the same borrower may, therefore, be heterogeneous; we, therefore, obtain an average measure of the true market power of each fund, which can vary across banks.

[21] For simplicity, we assume that funds expect the full repayment of each loan from banks and that banks actually do the full repayment of their loans; this implies that there is no loss of profits due to default. For a model that explicitly accounts for default in the lender's problem, see Crawford et al. (2018).

being the positive own price elasticity of demand. The Lerner index being a function of the the demand elasticity implies that we do not need to observe the marginal costs of investment funds to estimate the Lerner index, but to have a good estimate of the own price elasticity of demand.

Demand model. The demand model presented in this section builds on the standard techniques of the empirical Industrial Organization literature (in particular, Berry (1994) and Nevo (2000)). Banks, indexed by $l = 1, 2, \ldots, L$ face a multiple-choice decision among F funds in each period. Assume that the conditional indirect utility of bank l from choosing to borrow money from fund f at time t is given by:

$$u_{lft} = \mathbf{x}_f \boldsymbol{\beta} - \alpha r_{ft} + \gamma SI_{ft} + \phi_t + \xi_f + \Delta\xi_{ft} + \varepsilon_{lft} \tag{8}$$

where $\mathbf{x}_f$ is a (row) vector of observable product (fund) characteristics that do not vary with time; r_{ft} is the mean interest rate of the lending granted by fund f to banks at t; SI_{ft} is the mean intensity, across banks, of fund f's lending relationships at t; ϕ_t accounts for time shocks that are common to all of the transactions observed at t in the market; ξ_f captures the mean valuation of the unobserved fund characteristics that do not vary with time; $\Delta\xi_{ft}$ are unobserved fund characteristics that vary with time; and ε_{lft} is an additively separable mean-zero random shock that captures idiosyncratic bank preferences.

We assume that banks' choice set includes an "outside good", which may capture all other liquidity sources not considered in this analysis (such as lenders other than funds in the repo market and so on). Normalizing its mean utility to zero, the indirect utility derived by bank l from the outside option writes as $u_{l0t} = \varepsilon_{l0t}$. Another key assumption of this model is that banks choose at most one lending product (i.e., fund) at each period t. The product (fund) chosen is the one giving the highest utility. For given unobserved demand shocks, $\boldsymbol{\varepsilon}_{lft}$, bank l will choose product f if:

$$u_{lft} \geqslant u_{lkt}, \text{ for all } k = 0, 1, \ldots, F.$$

Assuming that the shocks to utility ε_{lft} are independent of the product characteristics and of each other (i.i.d.), and drawn from a Type 1 Extreme Value distribution, the market share of fund f at time t is given by:

$$s_f(\mathbf{X}, \mathbf{r}_t) = \frac{\exp(\mathbf{x}_f\boldsymbol{\beta} - \alpha r_{ft} + \gamma SI_{ft} + \phi_t + \xi_f + \Delta\xi_{ft})}{1 + \sum_k \exp(\mathbf{x}_k\boldsymbol{\beta} - \alpha r_{kt} + \gamma SI_{kt} + \phi_t + \xi_k + \Delta\xi_{kt})}, \tag{9}$$

where $\mathbf{X}$ is the matrix of observed characteristics of all of the included funds, that do not vary with time.

Demand elasticities. The bank-level own- and cross-price elasticities are given by:

$$\eta_{lfkt} = \frac{\partial s_{ft}}{\partial r_{kt}} \frac{r_{kt}}{s_{ft}} = \begin{cases} -\alpha(1 - s_{ft}) r_{ft} & \text{if} \quad f = k, \\ \alpha s_{kt} r_{kt} & \text{if} \quad f \neq k. \end{cases} \tag{10}$$

Estimation and results. We follow Berry (1994) and use the equality between predicted shares, given by by equation (9), and observed market shares S_{ft} to transform our non-linear model in a linear one. Formally, the model we obtain is given by:

$$\ln S_{ft} - \ln S_{0t} = \mathbf{x}_f\boldsymbol{\beta} - \alpha r_{ft} + \gamma SI_{ft} + \phi_t + \xi_f + \Delta\xi_{ft}. \tag{11}$$

Notice that our demand model allows for unobserved factors at both the time level, ϕ_t, and the fund level, ξ_f. We account for those unobservables by including time and fund dummies, respectively. The latter capture also all of the observed fund attributes that do not vary with time, $\mathbf{x}_f\boldsymbol{\beta}$. We do not account for fund-time unobserved factors, $\Delta\xi_{ft}$; thus, we leave it as the error term of the model.

We have two potentially endogenous variables. Both the interest rates and intensity are under a fund's control. Fund f may have incentives to adjust those two variables in response to changes in banks' need for funding or preferences for time-varying product (i.e., fund) characteristics, $\Delta\xi_{ft}$, that are unobserved to the econometrician. To correct the potential bias in our estimates, we exploit both the granularity and panel structure of our data to generate three instrumental variables: one GIV for each endogenous variable, and one DIV for the interest rate. The identifying assumption is, therefore, that after controlling for market-level aggregate shocks and fund-level observed and unobserved characteristics, our instrumental variables are not correlated with demand shocks.

We estimate model (11) using two-stage least squares. We report the estimation results in Table 8. Columns (1) shows the demand model estimated without correcting the endogeneity issues. Column (2) is analogous to column (1) but uses IVs. As expected, the coefficient of the interest rate is negative and statistically significant, which means that the demand for liquidity is downward sloping. Further, the coefficient of the mean intensity is positive and significant, suggesting that a higher intensity of the relationship between a fund and its counterparties implies a higher probability of a fund of being chosen by any bank, on average.

Table 8 also shows mean own-price elasticities implied from the demand model. Results show that demand for lending from funds is elastic to changes in interest rates, which is consistent with evidence: first, there are multiple funding alternatives in the repo market; and second, our outside option captures other funding sources that banks can use to meet their liquidity needs. In effect, the mean own-price elasticity is -5.78. Moreover, FC-affiliated funds face a more sensitive demand compared to independent funds: on average, the mean own-price elasticity for the subgroup of FC-affiliated funds is 0.54 units higher than the corresponding elasticity for the subgroup of independent funds (see Table C.1 of the Appendix for details of the distribution of elasticities).

4.2.2 Fund market power and two-way lending

With the demand estimates in hand, we are able to compute a daily product-level Lerner index according to equation (7) which we use as our outcome variable to explore the role of two-way lending on the market power of FC-affiliated funds. Our specification is as follows:

$$\widehat{LI}_{ft} = \beta_1 HHI_t + \beta_2 BRI_{ft} + \beta_3 LRI_{ft} + \beta_4 SI_{ft} + Maturity_{ft} + \alpha_f + \phi_m + \nu_{ft}, \tag{12}$$

where HHI_t is a Herfindahl-Hirschman index that measures concentration of the fund sector in the repo market; BRI_{ft} (LRI_{ft}) is the borrower (lender) relationship index of fund f averaged across bank counterparties at t; SI_{ft} is the mean intensity of bilateral relationships;

Table 8. Demand model results

The table reports demand estimates and the corresponding standard errors clustered at the fund-year level in parentheses. All regressions include fund and week fixed effects and factors obtained from a factor model with the granular data for each of our regressors. The table also displays mean implied own-price elasticities by fund ownership and statistics for weak identification. We are using transaction level daily data covering the period from January 1, 2006 through February 28, 2018. The symbols *,**,*** denote significance at the 10%, 5% and 1% levels, respectively.

Variable	OLS (1)	IV (2)
Average interest rate	-0.347	-1.182*
	(0.234)	(0.649)
SI_{ft}	0.406***	0.459***
	(0.077)	(0.092)
Constant	Yes	Yes
Factors as controls	Yes	Yes
Fund FE	Yes	Yes
Week FE	Yes	Yes
Mean implied own-price elasticities		
Independent funds		-5.48
FC-affiliated funds		-6.02
Kleibergen-Paap F-statistic		54.53
Angrist-Pischke average F-statistic		135.3
Kleibergen-Paap rk LM-statistic		99.837
P-value		0
Observations	55662	55662

Source: Banco de México. Authors' calculations.

$Maturity_{ft}$ stands for the average maturity of all of the loans granted by fund f to its bank counterparties at t; α_f are fund fixed effects; ϕ_m are month fixed effects; last, ν_{ft} is a zero-mean disturbance.

In this regression, the HHI and two-way lending measures are potentially endogenous. To deal with these problems, we use instrumental variables and estimate the model (12) by two-stage least squares. Specifically, we instrument the HHI with a DIV based on funds' total assets; moreover, we instrument our two-way lending measures with GIVs, one for each of them; finally, we include interactions between instruments. Overall, we have eight instruments.

We report the results in Table 9. Column (2) shows results for our preferred specification, which was estimated by 2SLS. The estimates associated to the depth of the two-way relationships are statistically significant and of the expected sign. The coefficient of the borrowers relationship index (BRI) is positive, suggesting that the higher the dependence of FC-affiliated banks on FC-affiliated funds, the higher the market power of funds. Alternatively, the lender relationship index (LRI) suggests that a higher dependence of FC-affiliated funds on FC-affiliated banks imply a lower market power for funds; notice, however, that the impact of BRI is considerably larger that the impact of LRI, meaning that the net effect of deep two-way lending relationships tend to favor fund market power. In line with previous literature on relationship lending, which shows that long and stable relationships between financial institutions are associated to cheaper funding, frequent (i.e., intense) two-way transactions leads to lower fund market power.

Table 9. Regression results for the fund-level Lerner index

The table reports the estimated parameters of the linear model and the corresponding robust standard errors are given in parentheses. The dependent variable is a daily fund-bank level Lerner index. All regressions include fund, bank, collateral and month fixed-effects. We are using daily data aggregated at the fund-bank pair covering the period from January 1, 2010 through February 28, 2018. The symbols *,**,*** denote significance at the 10%, 5% and 1% level, respectively.

	OLS	IV
Variable	(1)	(2)
HHI_t (of funds in repo)	-0.011***	0.124***
	(0.003)	(0.030)
BRI_{ft}	0.007***	0.022***
	(0.003)	(0.004)
LRI_{ft}	0.002	-0.006**
	(0.002)	(0.003)
SI_{ft}	-0.001***	-0.001*
	(0.0002)	(0.0004)
$Maturity_{ft}$	-0.002***	-0.003***
	(0.001)	(0.001)
Constant	Yes	Yes
Factors as controls	Yes	Yes
Fund FE	Yes	Yes
Month FE	Yes	Yes
Kleibergen-Paap F-statistic		35.96
Angrist-Pischke average F-statistic		2897.1
Kleibergen-Paap rk LM-statistic		304.075
P-value		0
Observations	55662	55662

Source: Banco de México. Authors' calculations.

4.3 The impact of two-way lending between FCs on independent banks and funds

Does two-way lending affect the terms of trade of independent institutions (i.e., banks and funds that are not affiliated to FCs)? At first glance, our data suggest that independent institutions have considerable lower number of transactions and volume shares in the market; moreover, we observe very few repo transactions between independent funds and banks. This may be partly explained by the fact that the number of independent banks in Mexico is low. However, the question of whether this is caused in part by two-way lending or not remains open. Specifically, we explore whether independent institutions are indirectly affected or not by higher levels of two-way lending in terms of restricted liquidity supply, higher interest rates or less advantageous haircuts. To do this, we execute two analyses: first, we focus on independent banks and explore their borrowing transactions with all funds (both FC-affiliated and independent). Second, we focus on independent funds and explore their lending transactions with all banks (both FC-affiliated and independent).

To check whether two-way lending is associated with a drop in liquidity supply to independent banks and worse terms of trade, we regress the total volume traded between all independent banks (IB) and all active funds combined in each day, Vol_t^{IB}, average interest rates, $Rate_t^{IB}$, and average haircuts, HC_t^{IB}, that funds (both independent and FC-affiliated) charge to independent banks, on our measures of two-way lending, averaged across all FC-affiliated fund-bank pairs that day. Formally, we estimate the following model,

$$y_t = \beta_1 BRI_t + \beta_2 LRI_t + \beta_3 SI_t + \phi_w + \phi_y + \epsilon_t, \tag{13}$$

where y_t stands for Vol_t^{IB}, $Rate_t^{IB}$ or HC_t^{IB}; and ϕ_w and ϕ_y are weak-of-the-year and year fixed-effects, respectively.

Next, we execute similar exercises but for independent funds (IF). That is, we explore whether the total volume of liquidity supplied by independent funds, Vol_t^{IF}, average interest rates, $Rate_t^{IF}$, and average haircuts, HC_t^{IF}, of their transactions with banks (both FC-affiliated and independent) are indirectly affected by two-way lending relationships between

FCs. To do this, we use the same specification of equation (13) and change our outcome variable in turn.

In all of our regressions, we deal with the potential endogeneity of BRI, LRI and SI by computing GIVs, one for each of our endogenous variables and estimate the coefficients of our regressions by two-stage least squares.[22]

Table 10 presents the results in two panels. Panel A displays the estimates for independent banks, while Panel B shows the estimates for independent funds. Our results are similar in the direction of the effects. We find that higher levels of two-way lending relates to both a lower liquidity obtained by independent banks from any fund and a lower liquidity supplied by independent funds. Furthermore, higher levels of two-way lending is associated with higher average interest rates for one-way transactions in which independent funds or banks are involved. These results are consistent with our previous results in which we showed that two-way lending leads to more concentrated industries and favors FCs market power. Overall, our results indicate that higher levels of two-way lending in the repo market deteriorate the terms of trade of both independent banks and independent funds.

[22]See Table B.7 in the Appendix for first-stage results.

Table 10. Impact of two-way lending on independent banks and fund

The table reports the estimated parameters of the linear model and robust standard errors in parenthesis. The dependent variables in Panel A are the aggregate volume, and average interest rate and haircuts between all independent banks and all funds. Dependent variables in Panel B are the aggregate volume, and average interest rate and haircut between bank l and all independent funds. Variables of interest are BRI, LRI and SI. Controls include bank level covariates. We implement granular IVs techniques, see Gabaix and Koijen (2022), using intraday data of the repo market for BRI, LRI and SI. Week and year fixed-effect are included, and Panel A includes interaction of bank and week fixed-effect. Kleibergen-Paap rk Wald F statistic, Kleibergen-Paap rk LM statistic, and average Sanderson-Windmeijer multivariate F test of excluded instruments are included, further fist-stage test are in Table B.7. The dataset covers the period from January 1, 2006 to February 28, 2018. The symbols *,**,*** denote significance at the 10%, 5% and 1% level, respectively.

	Panel A: Indep. banks, all funds			Panel B: All banks, Indep. funds		
Variable	Vol_t^{IB}	$Rate_t^{IB}$	HC_t^{IB}	Vol_t^{IF}	$Rate_t^{IF}$	HC_t^{IF}
BRI_t	-2.14***	0.18***	-0.00	-1.39***	0.08*	0.00
	(0.69)	(0.05)	(0.00)	(0.36)	(0.05)	(0.00)
LRI_t	0.73*	0.11***	0.00***	-0.15	0.02	-0.00
	(0.42)	(0.03)	(0.00)	(0.26)	(0.03)	(0.00)
SI_t	-1.01***	0.07**	-0.00	-0.45**	0.01	0.00
	(0.36)	(0.03)	(0.00)	(0.19)	(0.02)	(0.00)
Controls	Yes	Yes	Yes	Yes	Yes	Yes
Week-of-the-year FE	Yes	Yes	Yes	Yes	Yes	Yes
Year FE	Yes	Yes	Yes	Yes	Yes	Yes
Observations	1,366	1,366	1,320	1,783	1,783	1,742
R-squared	0.33	0.75	0.33	0.39	0.81	0.20
K-P F-stat	296.54	296.54	283.98	526.73	526.73	509.11
K-P LM-stat	316.79	316.79	305.81	395.95	395.95	383.61
S-W average F-stat	1791.52	1791.52	1686.61	2256.06	2256.06	2175.43

Source: Banco de México. Authors' calculations.

5 Effects of two-way lending on systemic risk

In this section we evaluate if two-way lending between FCs affects the overall fragility of the financial system. The concentration of financial markets in a few large and powerful FCs is a main concern of regulators, not only for its potential implications in terms of efficiency and competition, but also on the stability of the system. The literature on the determinants of systemic risk is extensive but the impact of two-way lending between FCs has not been studied (see Qin and Zhou (2019)). However, a related strand discusses the interconnectedness between financial institutions. Allen and Gale (2000) argue that higher levels of interconnectedness can turn financial systems more fragile due to contagion risk (see also Brauning and Fecht (2017); Gorton and Metrick (2012)). Acemoglu et al. (2015) argue that interconnectedness between financial institutions is more subtle as higher levels are beneficial, but only up to the point at which the downside of higher contagion outweighs the benefits (see also Acemoglu et al. (2010, 2017); Kanno (2018)).

We begin by analyzing if two-way lending affects the individual contribution of FC-affiliated banks to systemic risk. We use institution l's debt rank, denoted DB_{lt} as a proxy. This network-based metric, introduced by Battiston et al. (2012) and already used for the Mexican case in Téllez-León et al. (2021), quantifies the monetary equity loss (in Mexican pesos) on the entire financial system due to a *distress* on institution l.[23] We interpret this metric as the contribution of individual financial institutions to systemic risk.

We regress the bank-level debt rank on a dummy for two-way lending, and our measures of depth and intensity of two-way lending. The econometric specification is the following:

$$
\begin{aligned}
DB_{lt} =& \beta_1 D_{lt} + \beta_2 BRI_{lt} + \beta_3 LRI_{lt} + \beta_4 SI_{lt} + \mathbf{B}_{lt}\boldsymbol{\beta}_5 + \mathbf{M}_t\boldsymbol{\beta}_6 \\
& + \xi_{lm} + \phi_y + \phi_m + \epsilon_{lt}
\end{aligned} \tag{14}
$$

where D_{lt} is the share of two-way transactions for bank l at day t respect to the total number of transactions in that day; BRI_{lt} and LRI_{lt} are the two-way lending concentration measures for bank l, averaged across counterparts, at time t; SI_{lt} is the average intensity of bank l's interactions; $\mathbf{B}_{lt}$ is a row vector of bank-specific characteristics that may vary on a daily basis; $\mathbf{M}_t$ are market-level observed characteristics that vary with time; ξ_{lm}, are bank fixed-effects interacted with month-of-the-year dummies, and ϕ_y, ϕ_m are year and month-of-the-year fixed-effects, respectively.

Next, we explore the overall impact of two-way lending on systemic risk. We use as our outcome variable a systemic risk index used by that the Central Bank of Mexico to monitor the evolution of systemic risk. It is calculated by the Central Bank itself and reported on

[23] Its calculation requires the positions (e.g., assets and bonds, derivatives, and call money) of each bank and fund, and potentially any other financial institution, respect to all other banks and funds. Also, it requires balance sheet information at each point in time. All information is provided from the Mexican Central Bank.

a daily frequency; we denote it $IEMF_t$.[24] It combines variables that characterize the most important sectors of the Mexican financial system and captures the idea that a systemic risk measure should be higher when the whole financial system becomes more fragile. We regress our market-level systemic risk measure on market-level averages of our two-way lending measures and controls. The econometric specification is the following:

$$IEMF_t = \beta_1 D_t + \beta_2 BRI_t + \beta_3 LRI_t + \beta_4 SI_t + \mathbf{M}_t \boldsymbol{\beta}_5 + \phi_y + \phi_m + \epsilon_t \tag{15}$$

We correct the potential endogeneity of BRI, LRI and SI in the two regressions by using GIVs. The identifying assumption is that once we control for bank-time and time (market) shocks, along with exogenous variation that may correlate with the endogenous variables, we are able to isolate the effect of two-way lending on our outcome variables. Table B.6 of the Appendix presents the corresponding first-stage results for each regression.

Table 11 presents the results from both regressions. The first two columns correspond to the specifications of equation (14), and the other columns correspond to the specification of equation (15). For each case, we present the estimates without correcting for endogeneity using standard OLS, and the estimates obtained with GIVs.

In the first set of results, we observe that as two-way lending increases also does individual bank's contribution to systemic risk. Respect to BRI and LRI, just like with our previous analysis of two-way lending and market power, while higher exposure of funds to banks (LRI) reduce the contribution, higher levels of banks' dependence on fund (BRI) outweigh the latter effect. Additionally, higher intensity of interactions increase banks' contribution to systemic risk, measured as the equity loss of the entire financial system.[25] These results confirm that two-way lending help FCs create reliable short-term funding channels, allowing banks from FCs to operate with lower funding cost, so in the case they (the banks) default the equity loss

[24] Stands in Spanish for *Indice de Estres de los Mercados Financieros*. Data publicly available at Banxico (2022) (Graph 30) and described at Chuken (2014). Initially introduced by Hakkio and Keeton (2009), it has been used in the literature as a proxy for systemic risk (see Camlica (2016), Aramonte et al. (2013), Singh and Singh (2016), Carbo-Valverde and Sanchez (2013)).

[25] *DebtRank* in our example calculates equity losses due to defaults on all relevant financial markets in Mexico rather than focusing on the impact on particular markets, e.g. Téllez-León et al. (2021); Batiz-Zuk and Lara-Sanchez (2021).

on the entire financial system will be higher vis-a-vis a situation with lower two-way lending levels.

As a second set of results, the last two columns of Table 11 suggest that two-way lending unequivocally reduces systemic risk. As the depth of two-way lending increases, measured by LRI, or as relationships happen with more frequency, measured by SI, the financial system becomes less fragile. Noticeably, the borrow relationship index (BRI) does not affect systemic risk. The fact that in Mexico funds only can provide liquidity to banks limits incentives of funds to leverage, simplifying the reasons of creating and maintaining trading relationships with FC-affilliated banks, helping an overall reduction of funding costs, and further reduction of systemic risk.

The overall effect of two-way lending highlights the trade-off between efficiency gains, derived from lower search and transaction costs, and risk-taking, derived from FC-affiliated banks as they will face stable and cheap short-term funding from FC-affiliated funds. Table (11) suggests that efficiency gains from two-way lending prevail because FC-affiliated funds have strong incentives to monitor their exposures to FC-affiliated banks, and they do it by selecting their counterparts and increasing the frequency of interactions.

Discussion of a potential mechanism. Our findings suggest that two-way lending has opposite effects on the individual contribution of banks to systemic risk, and on the industry-wide metric of systemic risk. The Mexican case is a natural experiment where two-way lending is formed by the liquidity provision from funds to banks, but not from collateral acquisition motives. In terms of size, banks are the largest financial institutions in the financial industry and, as such, contribute to systemic risk; on the other hand, individual funds are relatively small, cannot use the repo market to obtain short-term liquidity, and their contribution to systemic risk should be small. The industry-wide metric of systemic risk, aside from the banking sector, incorporates information from the bond market, stock market, derivatives market and FX market (see, Banxico (2022); Chuken (2014)).

A potential mechanism we suggest is through efficiency gains of banks, derived from lower funding cost (see, e.g., Nguyen (2018); Harris et al. (2013)), that spills over the rest of the

Table 11. Two-way lending and systemic risk

The table reports the estimated parameters of the linear model and robust standard errors in parenthesis. The dependent variables are either the bank-level contribution to systemic risk, $DebtRank_{lt}$, or the system-wide systemic risk index, $IEMF_t$. For each case, the first column does not correct for reverse causality. Controls include bank-level covariates. We implement granular IVs techniques, see Gabaix and Koijen (2022), using intraday data of the repo market for BRI, LRI and SI. Bank, bank-month, year and month fixed-effect are included. Kleibergen-Paap rk Wald F statistic, Kleibergen-Paap rk LM statistic, and average Sanderson-Windmeijer multivariate F test of excluded instruments are included, further fist-stage tests are in Table B.6. The dataset covers the period from January 1, 2006 to February 28, 2018. The symbols *,**,*** denote significance at the 10%, 5% and 1% level, respectively.

	$DebtRank_{lt}$		$IEMF_t$	
Variable	OLS	IV	OLS	IV
D	-0.002***	-0.001***	-0.11	-0.041
	(0.000)	(0.00)	(0.000)	(0.03)
BRI	0.004***	0.008***	-0.135	-0.171
	(0.000)	(0.001)	(0.125)	(0.11)
LRI	0.004***	-0.004***	-0.022	-0.433***
	(0.000)	(0.001)	(0.685)	(0.09)
SI	0.004***	0.002***	0.178***	-0.406***
	(0.000)	(0.00)	(0.000)	(0.06)
Year FE	Yes	Yes	Yes	Yes
Month FE	Yes	Yes	Yes	Yes
Bank × Month FE	No	Yes	No	No
Controls	Yes	Yes	Yes	Yes
Observations	15,353	15,102	2,179	2,112
R-squared	0.244	0.283	0.354	0.457
Kleibergen-Paap F-statistic		913.63		452.41
Kleibergen-Paap rk LM-stat		685.14		445.33
Angrist-Pischke average F-stat		5389.64		2072.45

Source: Banco de México. Authors' calculations.

system (see, for example, Shamshur and Weill (2019)). Throughout this paper, we show that two-way lending is partly driven by the possibility to secure stable and cheap funding (relative to one-way lending). Also, two-way lending increases FC-affiliated funds' market power, makes independent funds a more expensive funding source, and push independent banks to obtain less (and more expensive) funding. As independent banks and funds represent a small fraction of the repo market in the Mexican financial industry (see, Section 3), we posit that two-way lending efficiency gains on FC-affiliated banks will spread to the rest of the financial industry.

Empirically testing the efficiency gains mechanism requires both additional balance sheet information (see, for example, Shamshur and Weill (2019); Isik and Uygur (2021)) that we do not observe, and the use of methodologies to measure those efficiencies that explicitly incorporates the role of multiple regulatory reforms that can affect bank efficiency (see, for example, Chen et al. (2022)). Therefore, examining this mechanism is out of the scope of this paper and we leave it for future research.

6 Conclusions

This paper examines how market structure, market power, and systemic risk are affected by two-way lending between FCs in repo markets characterized by non-centrally cleared bilateral transactions. Using transaction-level data from Mexico between 2006 and 2018, we first shed light on a special way of relationship lending between FCs, characterized by contemporaneous mutual funding transactions between pairs of FCs and lower average interest rates, relative to regular one-way transactions. The Mexican case provides a natural experiment to studying the effects of two-way lending relationships because market participants only use OTC bilateral trading; mutual funds are bound to supply liquidity to banks and brokerage firms only, which makes banks their main counterpart; and reverse repo is not possible, essentially because funds are not allowed to act as borrowers, which implies that fund-bank relationships are mainly motivated by liquidity rather than collateral needs.

We exploit this unique setting to show that two-way lending allows FC-affiliated funds to increase their market shares and markups, favours the concentration of lending in FC-affiliated funds and banks, worsens independent institutions' access to funding and terms of trade, and increases the individual contribution of banks to systemic risk. We also find that, at the aggregate level, the country-level systemic risk decreases, which suggests that potential efficiency gains from two-way lending spill over the entire financial system, and potentially to the real economy, and outweigh banks' higher contribution to systemic risk. Explicitly measuring the efficiency gains from two-way lending and understanding how they extend to the system so that two-way lending implies a lower overall systemic risk is a relevant topic for future research.

Our results have important implications for understanding the role of financial conglomerates, concentration, and market power in the functioning of wholesale lending markets in developing economies. Likewise, our work provides valuable insights for thinking about the role of imperfect competition in non-centrally cleared bilateral repo segments to the overall functioning and contribution to systemic risk of more complex repo markets, which include centrally cleared repo or triparty repo segments (usually in developed economies). For instance, Hempel et al. (2022) consider that the bilateral nature of the non-centrally cleared bilateral segment of the U.S. repo market has made it an almost unknown market and a "blind spot" for regulators. This paper suggests an interesting area where researchers, market analysts and regulators should look at.

There are several avenues for future empirical research on two-way lending relationships in financial markets. In particular, our results highlight the importance of understanding if there is scope for public policy intervention in setting limits to the potential harms of two-way lending and stress the need of a broader study of the effects of financial conglomeration on the functioning of financial markets as a promising area for future research as Franzoni and Giannetti (2019) already pointed out. Concerning the competition policy of financial markets, a first avenue would be to fully understand whether two-way lending is motivated mainly by market forces (cheap and stable funding) or it is rather used as a strategy to exclude competition from smaller non FC-affiliated rivals. A structural model of demand and supply of short-term secured funding would help answer this question. Concerning regulation, while intra-group transactions and exposures within FCs are usually regulated, exposures between FCs are not. Therefore, a second avenue would be to determine the optimal regulatory design of two-way lending practices that balances out the benefits and costs for the stability of the financial system.

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Appendix

A Control variables

Table A.1. Control variables description

	a) Individual fund-Bank repo transactions characteristics ($\mathbf{PT}_{iflt}$)
$Rate_{iflt}$	Overnight interest rate negotiated by fund i affiliated to FC f and bank affiliated to FC l at day t
HC_{iflt}	Haircut of the repo transaction between fund i affiliated to FC f and bank affiliated to FC l at day t
Mat_{iflt}	Maturity of the repo transaction between fund i affiliated to FC f and bank affiliated to FC l at day t
$Coll_{iflt}$	Type of security sold (collateral) by bank affiliated to FC l to fund i affiliated to FC f at day t
$Term_{iflt}$	Specified term of the repo negotiated by fund i affiliated to FC f and bank affiliated to FC l at day t
Vol_{iflt}	Initial cash loan negotiated by find i affiliated to FC f and bank affiliated to FC l at day t
$Vol.22_{iflt}$	Cash loans negotiated by fund i affiliated to FC f and bank affiliated to FC l during the last 22 days preceding day t
$N.trans_{iflt}$	Number of loans granted from fund i affiliated to FC f to a bank affiliated to FC l at day t
$N.trans.22_{iflt}$	Number of loans granted from fund i affiliated to FC f and bank affiliated to FC l during the last 22 days preceding day t
$Spread.coll_{iflt}$	Collateral interest rate spread (to the interbank interest rate) of the lending transaction negotiated by fund i affiliated to FC f and bank affiliated to FC l at day t
$Freq.inter_{iflt}$	Frequency of interactions measure defines as logarithm of one plus the number of days a fund i affiliated to FC f has lent to bank affiliated to FC l over the last 22 days preceding day t
$d.s_{iflt}$	Dummy variable equals 1 if the repo rate of a particular lending transaction negotiated by fund i affiliated to FC f and bank affiliated to FC l is lower than the general repo rate at day t
$Counter.f_{iflt}$	Number of banks (counterparties) who borrow from the fund i affiliated to FC f at day t
DoF_{iflt}	Amount lent by fund i belonging financial conglomerate f to bank affiliated to FC l at day t divided by total lending of financial conglomerates funds f at day t
DoB_{lift}	Amount borrowed by banks affiliated to FC l from fund i affiliated to financial conglomerate f at day t, divided by total borrowing of bank affiliated to FC l at day t
	b) FC affiliated fund-bank characteristics ($\mathbf{FC}_{flt}$)
$Stab.f_{flt}$	Number of transactions between funds belonging financial conglomerate f and bank affiliated to FC l at day t, divided by the total number of transactions of financial conglomerate funds f during the last 22 days preceding day t
$Stab.b_{lft}$	Number of transactions between bank affiliated to FC l and funds belonging financial conglomerate f at day t, divided by the total number of transactions of bank affiliated to FC l during the last 22 days preceding day t
	c) Fund(Lender)-specific characteristics ($\mathbf{F}_{ift}$)
$Assets.f_{ift}$	Total assets (in MNX millions) according to balance sheet record of month preceding day t.
$PR.f_{ift}$	Page.rank centrality network index for fund i affiliated to FC f at day t

$TP.Rank_{ift}$	Interest rate quantile of the fund i affiliated to FC f at day t
$HC.Rank_{ift}$	Haircut quantile value of the fund i affiliated to FC f at day t
$Flow_{ift}$	Funds Net flow of the fund i affiliated to FC f at day t
$Liq.f_{ift}$	Liquidity index for the fund i affiliated to FC f at day t
$G7.f_{if}$	Dummy variable that equals one if lender f belong to the 7 biggest financial conglomerates in Mexico
$d.f_f$	Dummy variable that equals one for a fund i belongs financial conglomerate f and zero in other case
d) Bank(Borrower)-specific characteristics ($\mathbf{B}_{lt}$)	
$DB.b_{lt}$	Debt Rank index for bank affiliated to FC l at day t preceding day t.
$Counter.b_{lt}$	Number of funds (counterparties) who lend to a bank affiliated to FC l at day t
$Assets.b_{lt}$	Total assets (in MNX millions) according to balance sheet record of month preceding day t.
$Liq.b_{lt}$	Liquidity index for bank affiliated to FC l at day t
$PR.b_{lt}$	Page.rank centrality network index for bank affiliated to FC l at day t
$Z.score.b_{lt}$	z-score measure proposed by Cheng et. al (2017) as a measure of default risk for bank affiliated to FC l at day t
$G7.b_{lt}$	Dummy variable that equals one if bank affiliated to FC l belong to one the 7 biggest financial conglomerates in Mexico
$d.b_l$	Dummy variable that equals one for bank belonging financial conglomerate l and zero in other case
e) Aggregate market characteristics ($\mathbf{M}_t$)	
$Repo.rate_t$	Repo rate at day t
$Repo.amount_t$	Total amount of financing provided in the Mexican repo market at day t
$Nf.repo_t$	Non-financial repo divided by total repo at day t
$TIIE_t$	Mexico 28 days equilibrium interbank interest rate at day t
$IESF_t$	Mexico financial stress index at day t
$Govt.rate_t$	Banco de Mexico's reference rate at day t
$Interbank.rate_t$	Mexico 28 days interbank interest rate at day t
$Target.rate.MX_t$	Mexico 28 days interbank interest rate at day t
$Target.rate.US_t$	United States federal funds target rate at day t
$Target.rate.EU_t$	European Central Bank interest rate at day t
$VIMEX_t$	Mexico volatility index at day t
$EMBI_t$	Emerging Market Bond Index at day t
$Exchange.rate_t$	Mexican exchange rate to US dollar (MNX/USD) at day t
IPC_t	It is an index of 35 stocks that trade on the Bolsa Mexicana de Valores at day t
$Market.tight_t$	Number of lenders divided by number of borrowers at day t
$Tight.d_t$	Dummy variable that equals one if day t is in lowest quantile of Market tight at day t, and zero otherwise.
$Trans_t$	Number of total overnight loans granted by funds to banks at day t
$Trans.d_t$	Dummy variable that equals one if day t is in lowest quantile of Market tight at day t, and zero otherwise.
$d.u_t$	Dummy variable that equals one if on a given day the IESF index is over their historical mean plus one standard deviation and zero otherwise. (This includes the financial crisis periods from 9 August 2007 to 30 June 2010)
f) Granular instrumental variables ($\mathbf{Z}_t$)	
z_t^{BRI} and $z_t^{BRI_2}$	GIVs for borrower relationship index.
z_t^{LRI} and $z_t^{LRI_2}$	GIVs for lender relationship index.
z_t^{SI} and $z_t^{SI_2}$	GIVs for intensity of the lending. interactions.

Source: Banco de México.

Table A.2. Summary statistics of control variables

The table Reports the statistic summary of variables used in the empirical analysis. The number of observations depends on the unit of observation of the respective variable. The data set covers the period from January 1, 2006 to February 28, 2018. Variables in billions of Mexican pesos (MNX)

Variable	Mean	Stand. dev	Min	Max	# Obs
Individual fund-Bank repo transactions characteristics ($\mathbf{PT}_{iflt}$)					
$Rate_{iflt}$	5.08	1.61	2.38	8.75	666,796
HC_{iflt}	0.00	0.006	-0.814	0.417	666,796
Mat_{iflt}	1.03	0.16	1	24	666,796
Vol_{iflt}	0.587	1.308	0	24.423	666,796
$Vol.22_{iflt}$	11.148	25.522	0	421.95	666,796
$N.trans_{iflt}$	1.52	1.45	1	38	666,796
$N.trans.22_{iflt}$	18	5.98	1	22	666,796
$Spread.coll_{iflt}$	0.89	2.04	-6.08	9.49	666,796
$Freq.inter_{iflt}$	2.87	0.525	0.69	3.13	666,796
$d.s_{iflt}$	0.05	0.22	1	1	666,796
$Counter.f_{ift}$	1.71	1.09	1	12	666,796
DoF_{iflt}	0.22	0.20	0	1	666,796
DoB_{lift}	0.32	0.25	0	1	666,796
Fund(Lender)-specific characteristics ($\mathbf{FC}_{flt}$)					
$Stab.f_{flt}$	0.42	0.25	0	1	108.650
$Stab.b_{lft}$	0.33	0.24	0	1	108.650
Fund(Lender)-specific characteristics ($\mathbf{F}_{ift}$)					
$Assets.f_{ift}$	10129.7	14764.1	0.276	127914	57,760
$PR.f_{ift}$	0	0.0008	0	0.01	57,760
$TP.Rank_{ift}$	0.05	0.28	0	1	57,760
$HC.Rank_{ift}$	0.45	0.29	0	1	57,760
$Flow_{ift}$	-0.444	313.79	-3334.5	10901.6	57,760
$Liq.f_{ift}$	0.82	0.26	0	1	57,760
$G7.f_{ift}$	0.65	0.47	0	1	57,760
$d.f_{ift}$	0.05	0.21	0	1	57,760
Bank(Borrower)-specific characteristics ($\mathbf{B}_{lt}$)					
DB_{lt}					63,840
$Counter.b_{lt}$	51.5	40.15	1	139	63,840
$Assets.b_{lt}$	0.747	0.512	0.0014	2.027	63,840
$Liq.b_{lt}$	0.42	0.14	0.10	0.94	63,840
$PR.b_{lt}$	0.05	0.04	0	0.15	63,840
$Z.score.b_{lt}$	0.81	0.09	40.02	1	63,840
$G7.b_{lt}$	0.68	0.46	0	1	63,840
$d.b_{it}$	0.047	0.21	0	1	63,840
Aggregate market characteristics ($\mathbf{M}_t$)					
$Repo.rate_t$	4.75	1.51	2.93	8.21	2,657
$Repo.amount_t$	1614000	332544	900500	2258000	2,657
$Nf.repo_t$	0.82	0.03	0.72	0.91	2,657
$TIIE_t$	5.15	1.59	3.27	8.8	2,657
$IESF_t$	0.26	0.14	0.08	1	1,047
$Govt.rate_t$	4.79	1.48	2.99	8.24	2,657
$Interbank.rate_t$	4.82	1.53	2.96	8.34	2,657
$Target.rate.MX_t$	4.54	1.39	3.00	8.25	2,657
$Target.rate.US_t$	0.46	0.56	0.25	4.25	2,657
$Target.rate.EU_t$	0.32	0.44	0.00	1.50	2,657
$VIMEX_t$	21.23	9.361	10.14	68.12	1,047
$EMBI_t$	108.05	8.946	68.12	122.90	1,047
$Exchange.rate_t$	13.60	2.43	9.92	21.91	1,047
IPC_t	37160	7295.6	16869	49808	1,047
$Market.tight_t$	14.20	1.71	9.14	20.77	3,040
$Tight.d_t$	0.23	0.42	0	1	3,040
$Trans_t$	223.4	29.38	64	374	3,040
$Trans.d_t$	0.25	0.43	0	1	3,040
$d.u_t$	0.14	0.35	0	1	3,040

B First-stage regressions

Table B.1. First-stage for the determinants of two-way lending

The table reports the first stage estimated parameters of the logit model 3 and corresponding p value in parentheses. The dependent variables are DOB_{flt}, DOF_{flt}, HC_{flt} and $Vol.22_{flt}$. We construct we construct granular instruments for each endogenous variable following Gabaix and Koijen (2022). Fund and bank financial conglomerate fixed effects and month fixed effects are considered. We are using daily transactions between pairs of FCs and the data set covers the period from January 1, 2006 to February 28, 2018. The symbols *,**,*** denote significance at the 10%, 5% and 1% level, respectively. We report Angrist and Pischke weak identification F-test.

Dependent variable:	DOB_{flt}	DOF_{flt}	$Vol.22_{flt}$	HC_{flt}
Constant	0.12***	0.25***	1.67***	0.00
	(0.006)	(0.005)	(0.004)	(0.00)
GIV_DoB_{flt}	1.36***			
	(0.005)			
GIV_DoF_{flt}		1.38***		
		(0,003)		
GIV_$Vol.22_{flt}$			0.69***	
			(0.004)	
GIV_HC_{flt}				1.20***
				(0.002)
Fund × Month FE	Yes	Yes	Yes	Yes
Bank × Month FE	Yes	Yes	Yes	Yes
Month FE	Yes	Yes	Yes	Yes
Observations	108,650	108,650	108,650	108,650
R-squared	0.4773	0.628	0.354	0.645
F-test	436.1	805.4	134.8	445.1
Angrist-Pische F-test	149.7	326.5	181.7	281.4

Source: Banco de México. Authors' calculations.

Table B.2. First-stage for funds' market shares

This table reports first-stage estimates for four separate regressions, each of which is displayed in a column. Clustered standard errors at the fund-month level are given in parentheses. The dependent variables are: in column 1, the average interest rate charged by fund f in a given day t; in column 2, the average BRI; in column 3, the average LRI; and in column 4, the average SI. Instrumental variables include granular IVs for each endogenous regressor, differentiation IVs for interest rates and intensity (SI) and interactions between granular IVs and, last, an interaction between a differentiation IV for total fund assets and the differentiation IV for interest rate. The bottom panel of the table presents partial F statistics for weak identification. We use data aggregated at the fund-daily level, covering the period from January 1, 2006 through February 7, 2018. The symbols *,**,*** indicate statistical significance at the 10%, 5% and 1% levels, respectively.

Variable	Average Interest rate	BRI_{ft}	LRI_{ft}	SI_{ft}
GIV_BRI	-0.240***	0.361***	-0.256***	-1.577***
	(0.031)	(0.021)	(0.004)	(0.074)
GIV_LRI	0.001	0.300***	0.939***	0.931***
	(0.0029)	(0.020)	(0.007)	(0.063)
GIV_rate	0.453***	-0.009***	0.002***	-0.151***
	(0.012)	(0.002)	(0.0004)	(0.011)
GIV_SI	-0.075***	-0.011***	0.004***	0.698***
	(0.005)	(0.001)	(0.0003)	(0.009)
DIV_rate	0.004***	0.0005***	0.0005***	0.004***
	(0.0006)	(0.0001)	(0.0001)	(0.001)
DIV_SI	0.012***	-0.0006	0.0014***	-0.012***
	(0.002)	(0.0004)	(0.0001)	(0.004)
GIV_BRI× GIV_LRI	-0.150	0.241***	0.220***	0.630***
	(0.103)	(0.042)	(0.081)	(0.184)
GIV_rate× GIV_SI	0.010***	-0.002**	-0.0002	-0.015**
	(0.004)	(0.001)	(0.0002)	(0.007)
DIV_FundAssets× DIV_rate	0.000***	0.000***	0.000	0.000
	(0.000)	(0.000)	(0.000)	(0.000)
Constant	Yes	Yes	Yes	Yes
Factors as controls	Yes	Yes	Yes	Yes
Fund FE	Yes	Yes	Yes	Yes
Week × Year FE	Yes	Yes	Yes	Yes
Angrist-Pischke average F-statistic	307.23	183.63	7999.10	1076.14
Sanderson-Windmeijer F-statistic	250.27	125.56	114.14	765.12
Observations	114279	114279	114279	114279

Source: Banco de México. Authors' calculations.

Table B.3. First-stage for HHI

This table reports first-stage estimates for three separate regressions, each of which is displayed in a column. Robust standard errors are given in parentheses. The dependent variables are: in column 1, the market-level BRI; in column 2, the market-level LRI; and in column 3, the market level SI; all of these are averaged across transactions in the same period t. Instrumental variables include granular IVs for each endogenous regressor. The bottom panel of the table presents partial F statistics for weak identification. Our data set covers the period from January 1,2006 through February 28, 2018. The symbols *,**,*** indicate statistical significance at the 10%, 5% and 1% levels, respectively

Variable	BRI_t	LRI_t	SI_t
GIV_BRI	0.309***	-0.072***	-0.076
	(0.024)	(0.024)	(0.108)
GIV_LRI	0.090***	0.719***	0.238**
	(0.022)	(0.026)	(0.107)
GIV_SI	0.002	0.011*	0.824***
	(0.005)	(0.006)	(0.030)
Constant	Yes	Yes	Yes
Factors as controls	Yes	Yes	Yes
Week-of-the year FE	Yes	Yes	Yes
Year FE	Yes	Yes	Yes
Angrist-Pischke average F-statistic	187.94	624.58	750.10
Sanderson-Windmeijer F-statistic	220.17	527.32	810.93
Observations	3039	3039	3039

Source: Banco de México. Authors' calculations.

Table B.4. First-stage for the demand model

The table reports the first-stage estimates of the demand model and the corresponding standard errors clustered at the fund-year level in parentheses. All regressions include fund and week-year fixed effects. We use fund-level data at a daily frequency and the data set covers the period from January 1, 2006 through February 28, 2018. The symbols *,**,*** denote significance at the 10%, 5% and 1% levels, respectively.

Variable	Average interest rate	SI_t
GIV_rate	0.097***	0.001
	(0.008)	(0.018)
GIV_SI	-0.001	0.999***
	(0.009)	(0.042)
DIV_SI	-0.003	-0.092***
	(0.003)	(0.020)
Constant	Yes	Yes
Factors as controls	Yes	Yes
Week-of-the year FE	Yes	Yes
Year FE	Yes	Yes
Angrist-Pischke average F-statistic	79.65	190.94
Sanderson-Windmeijer F-statistic	85.86	285.94
Observations	55662	55662

Source: Banco de México. Authors' calculations.

Table B.5. First-stage for for funds' Lerner index

This table reports first-stage estimates for four separate regressions, each of which is displayed in a column. Clustered standard errors at the fund-month level are given in parentheses. The dependent variables are: in column 1, the average interest rate charged by fund f in a given day t; in column 2, the average BRI; in column 3, the average LRI; and in column 4, the average SI. Instrumental variables include granular IVs for each endogenous regressor, differentiation IVs for interest rates and intensity (SI) and interactions between granular IVs and, last, an interaction between a differentiation IV for total fund assets and the differentiation IV for interest rate. The bottom panel of the table presents partial F statistics for weak identification. We use data aggregated at the fund-daily level, covering the period from January 1, 2006 through February 7, 2018. The symbols *,**,*** indicate statistical significance at the 10%, 5% and 1% levels, respectively.

Variable	HHI_t	BRI_{ft}	LRI_{ft}	SI_{ft}
DIV_FundAssets	-0.0001***	0.0001***	-0.000012**	0.001***
	(0.0000)	(0.0000)	(0.000005)	(0.0001)
GIV_BRI	-0-013***	0.419***	-0.015***	-2.345***
	(0.0026)	(0.022)	(0.004)	(0.118)
GIV_LRI	0.011***	0.359***	0.995***	1.328***
	(0.002)	(0.017)	(0.004)	(0.095)
GIV_SI	-0.002***	-0.018***	0.002***	0.710***
	(0.001)	(0.002)	(0.001)	(0.022)
$(\text{GIV\_SI})^2$	-0.002***	0.001	0.001***	-0.085***
	(0.0004)	(0.001)	(0.0004)	(0.016)
GIV_BRI× DIV_FundAssets	-0.00001	0.0007***	0.00001	-0.008***
	(0.00002)	(0.0001)	(0.00003)	(0.001)
GIV_LRI× DIV_FundAssets	-0.0001***	-0.0007***	-0.0004***	-0.003***
	(0.0000)	(0.0001)	(0.0001)	(0.001)
GIV_SI× DIV_FundAssets	0.00002***	0.0001***	0.00001	0.00038
	(0.00000)	(0.0000)	(0.00000)	(0.00023)
Maturity	0.006***	-0.009**	-0.001	0.035
	(0.002)	(0.004)	(0.001)	(0.017)
Constant	Yes	Yes	Yes	Yes
Factors as controls	Yes	Yes	Yes	Yes
Fund FE	Yes	Yes	Yes	Yes
Week × Year FE	Yes	Yes	Yes	Yes
Angrist-Pischke average F-statistic	61.81	272.93	10649.06	604.73
Sanderson-Windmeijer F-statistic	60.15	139.49	147.30	349.75
Observations	55662	55662	55662	55662

Source: Banco de México. Authors' calculations.

Table B.6. First-stage for systemic risk

This table reports first-stage estimates of Table 11, and presents for four separate regressions, each of which is displayed in a column. Robust standard errors are given in parentheses. The dependent variables are: in column 1, the average BRI; in column 2, the average LRI; in column 3, the average SI; in column 4, the bank-level BRI; in column 5, the bank-level LRI; in column 6, the bank-level SI. Instrumental variables include granular IVs for each endogenous regressor. The bottom panel of the table presents partial F statistics for weak identification. We use data aggregated at (bank) industry-daily level in columns 1-3, and bank-daily level in columns 4-6, covering the period from January 1, 2006 through February 7, 2018. The symbols *,**,*** indicate statistical significance at the 10%, 5% and 1% levels, respectively.

	$IEMF_t$			$DebtRank_{lt}$		
	BRI_t	LRI_t	SI_t	BRI_{lt}	LRI_{lt}	SI_{lt}
GIV_BRI	0.883***	-0.058***	-0.118***	1.112***	-0.044***	0.000
	(0.000)	(0.014)	(0.000)	(0.000)	(0.000)	(0.662)
GIV_LRI	-0.026***	0.913***	-0.174***	-0.181***	0.856***	-0.001
	(0.042)	(0.000)	(0.000)	(0.000)	(0.000)	(0.254)
GIV_SI	-0.100***	-0.127***	0.765***	-0.165***	-0.018***	1.000***
	(0.000)	(0.000)	(0.000)	(0.000)	(0.000)	(0.000)
Observations	2112	2112	2112	15099	15099	15099
Constant	Yes	Yes	Yes	Yes	Yes	Yes
Factors as Controls	Yes	Yes	Yes	Yes	Yes	Yes
Week FE	Yes	Yes	Yes	Yes	Yes	Yes
Bank × Week FE	No	No	No	Yes	Yes	Yes
F-test excluded instruments	1565.99	1177.75	1116.94	2419.68	2372.49	4.40E+07
Sanderson-Windmeije F-stat	2560.47	2295.42	1391.45	4277.92	4901.36	5221.79
Angrist-Pischke F-stat	2847.396	2272.463	1903.68	4135.811	6204.374	64658461

Source: Banco de México. Authors' calculations.

Table B.7. First-stage for the effects of two-way lending on independent institutions

This table reports first-stage estimates of Table 10, and presents for four separate regressions, each of which is displayed in a column. Robust standard errors are given in parentheses. The dependent variables are: in column 1, the average BRI; in column 2, the average LRI; in column 3, the average SI; in column 4, the bank-level BRI; in column 5, the bank-level LRI; in column 6, the bank-level SI. Instrumental variables include granular IVs for each endogenous regressor. The bottom panel of the table presents partial F statistics for weak identification. We use data aggregated at industry-daily level, covering the period from January 1, 2006 through February 7, 2018. The symbols *,**,*** indicate statistical significance at the 10%, 5% and 1% levels, respectively.

	Independent Banks			Independent funds		
	BRI_t	LRI_t	SI_t	BRI_t	LRI_t	SI_t
GIV_BRI	0.872***	-0.122***	-0.152***	0.888***	-0.154***	-0.080***
	(0.019)	(0.025)	(0.037)	(0.018)	(0.025)	(0.020)
GIV_LRI	0.003	1.008***	-0.0106***	-0.038***	0.942***	-0.080***
	(0.014)	(0.018)	(0.028)	(0.014)	(0.020)	(0.015)
GIV_SI	-0.095***	-0.114***	0.829***	-0.118***	-0.174***	0.956***
	(0.009)	(0.015)	(0.026)	(0.007)	(0.012)	(0.011)
Constant	Yes	Yes	Yes	Yes	Yes	Yes
Factors as Controls	Yes	Yes	Yes	Yes	Yes	Yes
Controls	Yes	Yes	Yes	Yes	Yes	Yes
Week FE	Yes	Yes	Yes	Yes	Yes	Yes
Year FE	Yes	Yes	Yes	Yes	Yes	Yes
Observations	1366	1366	1366	1783	1783	1783
F-test excluded instruments	1163.58	1312.58	794.36	1440.65	1178.52	3145.94
Sanderson-Windmeije F-stat	1543.73	3035.75	795.38	2495.66	2264.13	2008.4
Angrist-Pischke F-stat	1875.686	3060.221	748.162	2626.392	2096.781	5191.957

Source: Banco de México. Authors' calculations.

C Demand elasticities

Table C.1 reports the distribution of the implied own-price elasticities backed out using equation (10) and the results of our preferred specification.

Table C.1. Distribution of estimated own price elasticities by fund affiliation

This table reports summary statistics of the distribution of estimated own price elasticities of funds' lending products according to whether a fund's asset manager is affiliated to a financial conglomerate or is independent.

Fund affiliation	Mean	SD	Percentile 10	Median	Percentile 90
Financial conglomerate	-6.02	1.89	-8.72	-5.32	-3.60
Independent	-5.48	1.68	-8.69	-5.30	-3.59
Total	-5.78	1.82	-8.71	-5.31	-3.59

Source: Banco de México. Authors' calculations.