

Old Program, New Banks: Online Banks in Small Business Lending

Elizabeth Bickmore

Andrew MacKinlay

Yessenia Tellez*

August 10, 2023

Abstract

While banks historically offer a litany of different credit and depository products to their local customers, technological innovation and consumer preferences have spurred growth of online banks specializing in particular activities across broad geographic areas. This paper analyzes the unintended consequences of online banks' specialized lending model on small business lending. We use loans in the SBA program, which provides guarantees to motivate partner-lenders to lend to higher-risk borrowers. We find that online banks expand credit access in the most economically troubled counties. However, this effect is not driven by minorities or women-owned businesses. Online banks target higher guarantees, generating a cross-subsidy from traditional lenders, borrowers, and the government to online lenders.

JEL Code: G21, G28, H81, L38

Keywords: Online Banking, Small Business Lending, Credit Access, Loan Guarantees.

*Elizabeth Bickmore: Pamplin College of Business, Virginia Tech, Blacksburg, VA 24061 Email: lizzybickmore@vt.edu; Andrew MacKinlay: Pamplin College of Business, Virginia Tech, Blacksburg, VA 24061. Email: acmackin@vt.edu; Yessenia Tellez: Pamplin College of Business, Virginia Tech, Blacksburg, VA 24061 Email: yesseniatellez@vt.edu. We thank seminar participants at Virginia Tech and at the Federal Reserve Bank of New York. We also thank Brian Wolfe, discussant at The Economics of Financial Technology conference (University of Edinburgh).

In recent decades, changes to bank regulation and innovation in financial technology have caused a dramatic shift in the lending landscape away from traditional brick-and-mortar banks to shadow banks, fintech lenders, and online banks (Buchack, Matvos, Piskorski, and Seru, 2018; Gopal and Schnabl, 2022; Jagtiani and Lemieux, 2018). These new lenders differ from traditional banks in terms of borrower profile (Bao and Huang, 2021; Balyuk, Berger, and Hackney, 2022) and the scope of their product offering (Benetton, Buchak, and Robles-Garcia, 2022) leading to a more specialized business model. Much of the research has focused on differences in regulatory burden and the role of nonbank fintech lenders on consumer lending, but advances in financial technology and differences in business models have also produced a new class of bank whose operations are primarily online and lend to small businesses. These online banks are depository institutions that use streamlined platforms and technology to make lending decisions and reach a broader pool of borrowers. Like nonbank fintech lenders, online banks are not restricted by geography and may use a specialized model to target specific assets or loan characteristics that they view as attractive (Erel and Liebersohn, 2022; Di and Pattison, 2023).

This specialization is somewhat at odds with banks generating profits by undertaking a broad set of depository activities, lending activities, and exploiting the synergies between them (Egan, Lewellen, and Sunderam, 2021). A commonly cited benefit of banks is the ability to cross-sell products to customers. For larger firms, this cross-selling is in the form of future loans, debt underwriting, and other investment banking services (Yasuda, 2005; Ljungqvist, Marston, and Wilhelm Jr., 2006; Bharath, Dahiya, Saunders, and Srinivasan, 2007; Neuhann and Saidi, 2018). For retail and small business customers, the cross-selling is typically additional loans or credit cards, brokerage accounts, or other non-credit services (Puri and Rocholl, 2008; Santikian, 2014; Benetton, Buchak, and Robles-Garcia, 2022).

In this paper, we hypothesize that online banks focus on a narrow scope of products for a set of borrowers that are riskier and not ripe for cross-selling. Indeed, we observe that online banks feature a more specialized business model than traditional banks and target specific loan profiles. In doing so, these banks expand credit access to small businesses. The behavior of

online banks mirrors that of fintech nonbanks, suggesting that it is technology and specialization rather than solely differences in regulatory burden that drives fintech behavior.

We test for any unintended consequences of online banks' specialization in small business lending using data from the Small Business Administration (SBA) 7(a) program. We find that online banks appear to utilize features of the SBA loan program to secure the highest guarantee rates. At the same time, these lenders target higher interest rates, effectively lowering the cost of default and increasing revenue from interest. We find that online bank loans are more likely to be charged-off and come with higher default amounts. Given the higher guarantees, these increased default costs are primarily borne by the SBA. As the costs paid by lenders to participate in the SBA program do not depend on the probability of default, this behavior generates a transfer from traditional lenders, borrowers, and the government to online banks. We find SBA guarantees to generally be higher in economically disadvantaged counties. Therefore, in targeting high guarantees, online banks lend more in poor and underserved areas, effectively increasing credit supply in these regions. We find that this credit expansion is not driven by increased lending to minorities and women.

We focus our analysis on small business lending because it is an economically relevant area that is being transformed by non-traditional lenders. As of 2019, small businesses generated 44% of all economic activity in the US (Office Of Advocacy, 2019). Within the universe of small business loans, SBA lending is estimated to account for about 8% of all loans in 2016 (Gopal and Schnabl, 2022). The SBA provides comprehensive information on its loans that is typically unavailable in other data sources. SBA lenders are required to report the loan amount, interest rate, recent loan status, term length, borrower name, address, and industry, and the lender name and address. This granularity is unique among small business lending data sources.

The SBA operates by incentivizing its partner-lenders to make loans to high-risk small business borrowers by guaranteeing a percent of the loan. Only SBA-approved lenders can participate in these programs and lenders are required to pay a small "guarantee fee" which is a fixed upfront cost based on loan amount and term length. SBA loans come with maximum loan

amounts, interest rates, term lengths, and fund uses that depend on the specific program. As a government program, the SBA discloses how much government funding was needed each year. The SBA has the goal of achieving a “zero-subsidy rate,” meaning that it generates adequate funds through guarantee fees and recovered collateral to offset the cost of paying the guarantees on defaulted loans. During our sample period, the SBA had a zero-subsidy rate from 2014 to 2019 but required supplemental government funds from 2010 to 2013 (Small Business Administration, 2022). The guarantee fees are based only on loan size and term length and do not depend on the percent of the loan guaranteed or the borrower’s risk. This guarantee fee acts as a transfer from lenders with low levels of SBA default to lenders with high levels of SBA default. As a result, there is cross-subsidization from lenders and borrowers, and in years where supplemental funds were needed, the government, to other lenders. This provides an additional facet to our analysis in understanding how online banks interact with other, more traditional, lenders.

Within the SBA data, we classify lenders into one of five mutually exclusive categories with online banks being the category of interest. We define online banks as FDIC-insured institutions that do not require any face-to-face interaction to secure a small business loan. We then examine which markets they lend to. We find that the market share of online banks is higher in counties with low per capita income, high unemployment, and low levels of competition from banks. These areas are typically associated with lower levels of credit supply and are underserved by existing financial institutions (Jagtiani and Lemieux, 2018). In addition to higher market share, we find that online banks lend more dollars in these economically depressed areas. In the lowest per capita income tercile counties, online banks lend about 30% more than in other counties. This suggests that online banks increase the credit supply to disadvantaged communities. Although the total credit supply increases in these geographies, we document that this effect is not explained by increased credit access to minorities or women-owned businesses.

Next, we examine the motivation behind online banks lending to underserved markets. The literature has shown that lenders generally take loan guarantees into account when pricing loans

and making lending decisions (Bachas, Kim, and Yannelis, 2021). We hypothesize that online banks may target particular loan characteristics, such as high guarantees and higher interest rates, that they view as attractive. We suspect that online banks are best able to locate borrowers that fit these loan profiles in economically disadvantaged areas. Analyzing the relationship between SBA guarantees and local economic variables, we find higher guarantees are associated with lower per capita income, higher unemployment, lower competition from financial institutions, lower credit scores, higher rates of subprime borrowers, and higher poverty rates. Given the guarantee percentages are not explicitly based on these factors, we take these findings as evidence of online banks' targeting strategy.

In comparing the behavior of online banks and other lenders in the SBA 7(a) program, we find that, on average, online bank loans are larger in size and longer in term. Additionally, online bank loans come with higher interest rates. As hypothesized, we find that online bank loans have on average four percentage points higher SBA guarantee rates (0.2 standard deviations). This implies that online bank loans, on average, have a lower cost of default. As expected with a lower cost of default, we find that online banks are associated with higher rates of charge-offs (default) and higher charge-offs as a percent of loan. Given their high guarantees, online bank loans end up costing the SBA more on average than loans from other lenders.

The SBA reimburses lenders for 5% of online bank loans compared to 2% of loans from other lenders. Since the SBA often breaks even through fee and collateral collection, this implies that online lenders are benefiting from the fees paid by other lenders and the collateral recovered from borrowers. Since the guarantee fee is based on loan size and term rather than on guarantee percent, we interpret this as a transfer from other lenders, borrowers, or, in times where the SBA does not have a zero-subsidy rate, the government, to online banks. Additionally, we find that the charge-off rates and SBA losses of online bank loans are indistinguishable across economic markets, suggesting that online banks do target specific loan characteristics across geographies.

This paper relates to three major areas of the literature. First, it contributes to the literature that documents changes in lending driven by advances in technology. Nonbanks, primarily

driven by fintech lenders, have filled credit gaps following the 2008 financial crisis (Gopal and Schnabl, 2022). Implementation of algorithms, big data, and digital footprints allow lenders to make decisions based on hard information faster and more effectively (Berg, Burg, Gombović, and Puri, 2019; Fuster, Plosser, Schnabl, and Vickery, 2019; Balyuk, Berger, and Hackney, 2022; Bartlett, Morse, Stanton, and Wallace, 2022). Since the COVID-19 pandemic, the growth in digital banking has accelerated as lenders have been compelled to improve online services to meet customer needs and expectations, changing the way borrowers approach financing (Pearce and Borkenhagen, 2021). The majority of papers in this space focus on fintech nonbanks but He, Jiang, Xu, and Yin (2021) document that banks are increasing their spend on information technology to remain competitive in an environment full of fintech lenders. We differ from previous literature as we examine the effects of the growth and behavior driven by specialization and technological innovation of online banks rather than that of nonbanks driven by regulatory differences.

Second, an important aspect of this paper is the SBA program. Much work has been done analyzing the efficacy of the SBA program and its impact on the US economy (Krishnan, Nandy, and Puri, 2014; Brown and Earle, 2017). There is a recent literature on government guarantees and subsidies and the effect of these policies on lender behavior. Bachas, Kim, and Yannelis (2021) show bunching around guarantee thresholds and find that raising guarantee rates causes the per-loan amount to increase. These guarantees create a redistribution of credit from low-risk to high-risk firms. Because of the decreased cost of default, lenders take on greater levels of risk and are less motivated to collect information on their borrowers (Stillerman, 2021). In concentrating on the behavior of online banks, which can target borrowers across markets, we expand the understanding of the efficacy of the SBA in modern lending, how lenders view guarantees, and whether the guarantees are having their intended effect.

Third, this paper relates to work on credit access. There is a wide literature that examines the impact of new lender types and increased competition on credit availability. The consensus is that the entrance of a new lender typically increases credit access (Black and Strahan, 2002;

Cetorelli and Strahan, 2006; Rice and Strahan, 2010). Fintech lenders specifically have been found to expand consumer credit access into highly concentrated and economically challenging markets (Jagtiani and Lemieux, 2018; Cornelli, Frost, Gambacorta, Rau, Wardrop, and Ziegler, 2020). This suggests that fintech lenders have the potential to penetrate underserved markets, increasing credit availability. Di and Pattison (2023) present evidence of remote industry-specialized lenders in SBA lending, finding that entry of specialized lenders is associated with increased credit access within the industry. Though it is not always the case that new lenders expand credit access. For example, Gormley (2014) finds foreign lender entry has a negative effect on credit supply as foreign lenders tend to lend to only the best borrowers, reducing credit to all other firms. Therefore, while additional lenders usually lead to an expansion of credit access, certain lenders such as those that practice cream skimming may have the opposite effect. This paper adds to this literature by focusing on the increased credit access to small businesses by online lenders as an unintended consequence of their specialized lending model. Most importantly, to the extent of our knowledge, this is first paper to document that such an increase in credit access implies a cross subsidization from traditional lenders, borrowers, and the government to online lenders.

The rest of the paper continues as follows. Section I describes the institutional background of the SBA program and the data used in analysis. Section II provides results related to bank specialization and SBA loan characteristics. Section III looks at credit access implications, Section IV looks at loan performance, and Section V provides concluding remarks.

I Institutional Background and Data

I.A SBA 7(a) Program

The SBA (Small Business Administration) was founded in 1953, its goal is to “grow businesses and create jobs” (Small Business Administration, 2012). The SBA attempts to realize this goal

through its central programs, 7(a) and 504. These programs provide financing to small businesses that would otherwise have difficulty accessing credit. SBA funding is primarily used to support working capital, make PPE purchases, expand into new markets, refinance existing debt, and create or acquire new business. These loans are made by participating financial institutions, with the SBA guaranteeing a portion (typically 50-90% depending on loan size and type) of the loan to offset the additional risk being taken on by the financial institution. For example, if an SBA loan with a guarantee of 75% defaults with a \$50,000 remaining balance, the SBA assumes \$37,500 of the loss and the financial institutions assumes \$12,500.

The effects of the SBA program have been examined by the literature. Krishnan, Nandy, and Puri (2014) find that the SBA program increases access to credit. Through this increased credit access, small businesses create jobs in local economies and participate in “productive projects that may otherwise not be taken up.” Brown and Earle (2017) estimate the cost per job from SBA 7(a) and 504 loans to be between \$21,580 and \$25,450. They compare this to the cost per job of other government programs including the American Recovery and Reinvestment Act at \$158,000 to \$407,000 (Neumark, 2011) and the New Jobs Tax Credit at \$37,500 to \$75,000 (Bartik and Erickcek, 2010). This suggests that SBA loans are a comparatively low-cost government method of job generation.

We focus on the SBA’s original and most common loan program, the 7(a). To qualify for a 7(a) loan, a small business must meet the following requirements. It must be a for-profit business, conduct business within the United States, and fit the SBA’s definition for a small business. This definition varies across industry but is based on the firm’s number of employees and its annual receipts (“total income plus cost of goods sold”). These businesses must also show that they have need for the loan, cannot get reasonable terms for funding elsewhere, have equity invested in the business, and have already expended alternative funding including personal resources. Additionally, any business that is delinquent on existing debt obligations to the U.S. government is ineligible for a 7(a) loan.

The maximum loan amount for any 7(a) loan is \$5 million. Interest rates are decided by the

lender and can be fixed or variable but must not exceed the SBA maximums which are pegged to the LIBOR rate. Within the 7(a) program, there are several loan types, referred to by the SBA as “delivery methods”, that differ on loan purpose, loan amount, eligibility requirements, SBA turnaround time, and guarantee percentage. Descriptions of the main delivery methods with their accompanying guarantee rate can be found in Table A.2. For example, the Standard 7(a) loan has a maximum loan amount of \$5 million and a turnaround time of 5 to 10 business days. The SBA guarantees 85% of Standard 7(a) loans that are less than \$150,000 and 75% of those greater than \$150,000. Alternatively, the SBA Express program features a SBA turnaround time of 36 hours, a maximum loan amount of \$500,000, and a maximum guarantee of 50%. In exchange for a lower guarantee, banks that use the SBA Express program are permitted to use internal documentation and loan-vetting procedures rather than the standard 7(a) documentation.

Only SBA-certified lenders are eligible to make 7(a) loans. An experienced SBA lender can become a CLP (Certified Lenders Program) and the “most experienced” SBA-lenders can become PLPs (Preferred Lenders Program). A lender with CLP status is given quicker SBA turnaround times. A lender with PLP status has the authority to generate SBA loans without SBA review. These programs come with greater flexibility of guarantee rates, amounts (capped at \$5 million), and turnaround times. Of the 15 programs in our sample, about one-third of the loans are originated using PLP status and about half are through the SBA Express program.

Lenders that participate in the SBA are subject to certain fees which we describe in detail in Section I.B. These fees depend on loan size, maturity, and current SBA legislation. The SBA uses these fees to operate and fund its programs and administration. The SBA is required to report the amount of government funding it receives each year. The goal of the SBA is for its programs to generate adequate funds through fees and collateral repossession to break even on defaults and other organizational costs. The SBA 7(a) program has a deficit from 2010-2013 but had a “zero subsidy rate,” meaning that it broke even, from 2014 to 2019. (Small Business Administration, 2022).

I.B SBA Fees

To participate in the program, lenders are required to pay fees to the SBA on all 7(a) loans. These fees include an upfront guarantee fee, an annual servicing fee, and a prepayment fee. It is important to note that lenders can pass these fees on to the borrower. The SBA regularly revises these fees, releasing updates each October. Exact fee percentages by year can be found in Table A.3.

The guarantee fee is paid upfront to the SBA to cover potential defaults. It is generally deducted from the initial loan amount or added into the total cost of the loan and paid by the borrower. This fee ranges from 0-3.75% of the guaranteed portion of the initial loan amount. The exact percentage depends on loan size and loan maturity with smaller, shorter-term loans requiring lower fees. We use initial loan size, guarantee rate, loan maturity, and the SBA-released fee percentages to calculate the upfront guarantee fee for each loan.

SBA loans include a yearly servicing fee ranging from 0-0.55% paid to the SBA on the guaranteed portion of the outstanding balance. This fee goes toward funding SBA operations. We assume that the ongoing servicing fee is paid every 12 months after the initial disbursement date on the guaranteed portion of the outstanding balance. We use the sum of these annual fees to generate the total ongoing servicing fee amount paid over the life of the loan.

The SBA requires a prepayment fee on all loans that have a maturity of more than 15 years that are paid in full within the first 3 years after disbursement. This fee is 5% of the prepayment amount if prepaid in the first year, 3% of the prepayment amount if prepaid in the second year, and 1% of the prepayment amount if prepaid in the third year. Prepaying on loans that do not fulfill this criteria does not induce fees.

Since we are unable to observe the individual loan payments, we assume that all borrowers follow a traditional monthly payment schedule calculated using initial amount and interest rate. We assume that borrowers pay this calculated amount each month until the loan is either paid in full or charged off. If a loan is paid prior to its given maturity, we assume that the loan is

paid following the normal schedule until the final month of payment in which we assume that the entirety of the remaining balance is paid. If a loan is classified as charged off, we assume that the loan is paid following the normal schedule until 90 days (3 months) prior to the charge off date, after which we assume that the borrower stops paying the remaining balance.

I.C Lender Classification

We classify the SBA lenders into one of five mutually exclusive categories: online banks, big banks, traditional banks, credit unions, other lenders. The lender group of focus is online banks as they are rapidly gaining market share and their lending is not limited by geographic location. This group is comprised of deposit-taking institutions whose lending operations do not require any in-person interactions (Buchack, Matvos, Piskorski, and Seru, 2018). To identify whether a bank requires in-person interaction, we conservatively classify online banks as having less than ten physical branches and less than 10% of their loans coming from the state in which they are located. Big banks are deposit-taking institutions in the 99th percentile for size as measured by assets. Traditional banks are deposit-taking institutions that are not classified as online banks or big banks. Credit unions are lenders who are overseen by the National Credit Union Administration. The other lenders category comprises lenders that do not fit into one of the prior categories. This includes the group of “SBA supervised lenders” that are not deposit-taking institutions.

Online banks are responsible for 5.5% of the loans in our sample. The ten largest online banks by number of loans are listed in Table A.4. Of the other lenders, big banks make up about 30.6%, traditional banks make up about 56.7%, credit unions make up about 2.9%, and other lenders make up about 4.5%.

While online banks make up 5.5% of the total loans, in Figure 1, we note that its market share is increasing over the period from about 1% in 2010 to about 9% in 2019. Currently, this is the principal mechanism for new fintech lenders to enter the SBA 7(a) market. For non-

depository institutions, the SBA has only 14 licenses delegated to “Small Business Lending Companies” (SBLCs), and have had a moratorium on creating new licenses since 1982. The other non-depository categorization, state-regulated lenders called “Non-Federally Regulated Lenders” (NFRLs), are largely restricted to lending within their respective state. So as opposed to other lending markets, the SBA 7(a) program has enabled fintech activity through online banks. These banks either develop their own lending franchises or partner with fintech lenders. For example, all loans made prior to October 2020 by Kabbage, a major fintech small business lender, were issued by Celtic Bank, an online Utah-Chartered Industrial Bank (Kabbage, 2022). Therefore, any SBA 7(a) loans originated by Kabbage would be reported by Celtic Bank. Gopal and Schnabl (2022) describe these partnerships between a fintech lender and a “funding bank.” They explain that these fintech lenders attract borrowers online but that the funding bank is who makes the loan. These funding banks often immediately sell the loan to the fintech lender and are frequently located in areas with lighter regulation but they make loans nationwide such as Celtic Bank being headquartered in Utah.

I.D Data

The primary source of data is the SBA 7(a) program. The SBA requires all its lenders to report any 7(a) loan applications. This data can be accessed publicly through the Freedom of Information Act (FOIA) on the SBA website. The overall sample contains all 545,751 SBA 7(a) loans made from 2010 to 2019 by 3,397 unique lenders. Because the SBA requires lenders to report all loan applications, there are loans in the sample that are canceled prior to disbursement. To account for this, we remove any loans with a status of canceled. This leaves us with 481,018 loans and 3,274 unique lenders. We remove observations that are missing key variables of analysis, giving us our sample of 459,725 loans and 3,218 unique lenders. The SBA 7(a) data contains information on the borrower, lender, and loan terms. This includes borrower name, location and industry; lender name and location; and loan interest rate, amount, term in months,

type, status, and the number of jobs supported.

We carefully match lenders with bank-level variables from FDIC Summary of Deposits (SOD), Call Reports, and Statistics on Depository Institutions (SDI) data by bank name and location. All FDIC-insured institutions are required to file quarterly updates on financial, demographic, and structural information. Because our sample consists of banks, credit unions, and nonbanks, not all lenders have these variables available. Over 90% of the loans in our sample come from FDIC-insured institutions therefore, the majority of observations are matched.

To allow for economic location analysis, we match borrower location by county and zip code with data from the US Census, the Bureau of Economic Analysis (BEA), County Business Patterns (CBP), and a major credit bureau. This economic data allows us to include location-specific characteristics such as income, employment rates, credit scores, rate of subprime borrowers, and poverty rates, in our analysis.

We additionally pull data from the USAspending.gov website which supplies a comprehensive report of US federal, state, and local government spending, including information on SBA guaranteed loans. This data provides business ownership information on the individual borrowers as firms self-identify under categories such as minority, woman, veteran, and disadvantaged owned. We assume that if a borrower is not classified into one of these categories that the owner is not a minority, woman, veteran, or disadvantaged. This is carefully merged with the original SBA data using a fuzzy merge on borrower name and location. The merged data contains 274,458 loans and 2,998 unique lenders.

From Table I, we see that the median loan size is \$125,000, median interest rate is 6%, and median term is seven years. Looking at borrower business type, 88% of loans are made to corporations, 11% to individuals, and 2% to partnerships. About 30% of loans in the sample are a revolving line of credit. Lenders are required to regularly update the status of these loans, and in our sample, 57% of the loans have been paid in full, 1% are undisbursed, 5% are charged off (deemed uncollectable by the lender), 37% are exempt (the loan has been disbursed but it has not yet been canceled, paid in full, or charged off). The average fees are about \$8,000 for the

upfront guarantee fee, \$9,000 for the total ongoing servicing fee, and \$400 for the prepayment fee. From the BEA data, we see that our sample has an median county per capita income of \$47,970 and median county unemployment rate of 5.2%. Using SDI reports, we calculate our sample to have a median county scaled HHI of 0.039.

From the matched data, we report that 0.8% of the borrowers self-identify as a woman owned business while 0.6% self-identify as a minority owned business. We compare the matched sample to the overall sample in Table II and find the samples to be similar in terms of loan attributes, borrower types, and loan outcomes.

II Specialization and SBA Loans

II.A Bank Specialization

We argue that online banks, given the nature of their business structure, will specialize in certain product types rather than offering a broad set of products in a fixed geographic footprint. To establish if online banks indeed specialize in this way, we run the following regression for lender b in year t :

$$\text{Specialization Measure}_{bt} = \beta_1 \text{Online Bank}_b + \beta_2 \text{Bank Controls}_{bt-1} + \gamma_t + \varepsilon_{bt}, \quad (1)$$

We include seven different specialization measures. From the bank's Call Report data, we include the HHI of asset types (*Assets HHI*), liability types (*Liabilities HHI*), income sources (*Income HHI*), and types of loans and leases *Loans HHI (CR)*. We assume a higher concentration in these measures indicates more specialization in the bank's business model. We also include two alternative measure of loan activities using the SDI data: an HHI measure and the number of distinct loan and lease categories for which the bank reports activity (*Loans HHI (SDI)* and *Loan Categories*). We include the bank's size, equity ratio, deposit ratio, and ROA

as controls, along with year fixed effects.

Table III presents the results. We find that online banks have a more specialized balance sheets than other banks. The HHI of assets, liabilities, and income sources are all higher for online banks, controlling for other bank characteristics. These results are statistically significant at the 1% level for assets (column 1) and at the 10% level for liabilities and income sources (columns 2 and 3).

Turning to the type of loans that banks originate, we again find that online banks are more concentrated. This holds for both the HHI measures and the number of loan categories online banks report. The effects are economically meaningful: the difference between online banks and other lenders for *Loans HHI (CR)* is 75% of the sample standard deviation in this measure and statistically significant at the 1% level (column 4). The similar calculation for the alternative loan HHI measure (*Loans HHI (SDI)*) is about 50% of a sample standard deviation (column 5). As the average bank reports loans in 11 different categories, the fact that online banks on average have two fewer categories is also meaningful (column 6). Together, we take these findings as evidence that online banks are more specialized in their overall balance sheet assets and the types of lending they undertake.

II.B SBA Loans: Univariate Differences

As online banks are more specialized than other lenders, we see if this affects the characteristics of their SBA loans using a simple univariate test. In Table IV, we report the means and differences between online banks and all other lender groups. We find that online bank loans are larger in size and longer in term with online loans being \$270,000 larger and three years longer on average than other lender loans. Interest rates appear similar. Online banks loans have a higher SBA guarantee with the average online bank loan being 79% guaranteed compared to the average of other lender loans at 64% guaranteed. Given the difference in guarantee percents, it is unsurprising that 76% of online bank loans are through the Preferred Lender Program (PLP)

(which carries a 75% to 90% rate) while only 3% of online bank loans are SBA Express (which carries a 50% guarantee rate). This compares to other lenders with 30% PLP loans and 50% SBA Express loans.

Non-online bank lenders have significantly higher rates of being paid in full. This is expected as much of the online bank loans are concentrated in the later half of the data. What cannot be explained by an increasing market share is that online bank loans are associated with an increased rate and dollar amount of charge-offs. Online loans have an average charge-off to loan (the amount charged off divided by the total loan amount) of 6.5% compared to other lenders at 3.8%. Additionally, online loans have an average SBA loss to loan (the amount charged off times the SBA guarantee percent divided by the total loan amount) of 5% which is three percentage points higher than that of other lenders.

Looking at the differences in fees between online banks and other lender, we see that online bank loans carry higher upfront, ongoing, and prepayment fees. Online bank loans have, on average, about \$7,000 higher upfront guarantee fees, \$8,000 higher ongoing servicing fees, and \$400 higher prepayment fees than loans of other lenders. This is expected as these fees are determined by size and maturity and online banks loans are larger in size and longer in maturity.

II.C SBA Loans: Amounts, Interest Rates, and Guarantees

With a more specialized business model, online banks are expected to behave differently than traditional lenders and may target specific loan features and types. The univariate evidence shows that these banks favor the SBA loan programs that carry higher guarantee rates compared to other banks. It is less clear that these banks charge higher interest rates or make larger loans, controlling for the type of borrower, geographic location, and the year when the loan is made.

To test this, we estimate the following equation using loan level data:

$$\begin{aligned} \text{Loan Variable}_{lct} = & \beta_1 \text{Online Bank}_b + \beta_2 \text{Loan Controls}_{lt} + \beta_3 \text{Borrower Controls}_{ft} \\ & + \beta_4 \text{Bank Controls}_{bt} + \alpha_{ct} + \tau_{nt} + \varepsilon_{lct}, \end{aligned} \quad (2)$$

where l , f , n , b , c , and t represent loan, borrower, borrower industry, lender, county, and year, respectively. *Loan Variable* is either the *Log Loan Amount*, *Interest Rate*, and *SBA Guarantee Percent*. The independent variable of interest is *Online Bank*, which is an indicator equal to one if the lender is classified as an online bank and zero otherwise. Loan controls include *Loan Size Group*, which is loan size grouped into terciles; *Revolver Status*, which is an indicator equal to one if the loan is a revolving line and zero if it is a term loan; *Initial Interest Rate* which is the interest rate at the time of approval; and *Log Term in Months*, which is the log of the loan term length as measured in months. Borrower controls include business type, *Business is Corporation* and *Business is Individual*, excluding *Business is Partnership*. Bank controls include *Bank Log Assets*, *Bank Bank Deposits to Assets*, *Bank Return on Assets*, and *Bank Equity to Assets*. We include county-year fixed effects (α_{ct}) and industry-year fixed effects (τ_{nt}) to control for time-variant county and borrower industry characteristics. Standard errors are clustered at both the lender and borrower level.

In Table V, column 1, we consider loan size. We find that online banks do not give larger loans, when accounting for other loan characteristics, borrower characteristics, and fixed effects. This finding is in contrast to the univariate evidence, which shows larger average loan sizes for online banks. This difference suggests that online banks target borrowers and loan types with larger loan amounts, but offer similar loan amounts as other lenders for these borrowers.

Another dimension of the lending decision is the interest rate on these loans. While the SBA mandates maximum caps on the interest rate, a substantial fraction of loans are originated below these caps. Indeed, only about 5% of loans are originated at the maximum cap rate. The average loan is priced at about 67% of its maximum. In column 2, we test whether online banks

differentially price their loans.

We find that online banks charge 0.45% higher interest rates than other banks. This difference is significant at the 1% level and is economically large, given the sample standard deviation of 1.5%. This further supports the idea that online banks are being strategic in pricing their loans and points to two factors. First, insofar as the borrower, county, industry, and other controls do not fully capture the creditworthiness of a borrower, these banks are likely making loans to the riskier borrowers. Second, these banks are receiving higher income streams from these loans prior to default.

In column 3, we look at differences in the SBA guarantee rates. Consistent with online banks utilizing programs with higher guarantees, we see that their loans have a 4.5% higher guarantee rate on average. This difference is significant at the 1% level. This supports our hypothesis that online banks target loans with high guarantees even after we control for the borrower’s location, industry, and the other loan attributes.

For robustness, we estimate the effect of online banks on guarantee rates, applying additional fixed effects, in Table A.9. In column 1 we include county-year fixed effects and industry-year fixed effects as in previous regressions. In column 2, we apply borrower and industry-year fixed effects and in column 3, we apply borrower-year fixed effects. We find that across the various specifications, online loans are associated with 4.5-6% higher guarantee rate on average which is significant at the 1%.

II.D SBA Loans: Charge-Offs and Losses

Online banks charge higher interest rates and utilize programs with higher guarantees. To confirm if their loans are indeed riskier, we estimate the following equation:

$$\begin{aligned} \text{Loss Variable}_{lct} = & \beta_1 \text{Online Bank}_b + \beta_2 \text{Loan Controls}_{lt} + \beta_3 \text{Borrower Controls}_{ft} \\ & + \beta_4 \text{Bank Controls}_{bt} + \alpha_{ct} + \tau_{nt} + \varepsilon_{lct}, \end{aligned} \tag{3}$$

where *Loss Variable* is either *Charge-Off Status*, *Charge-Off to Loan*, *SBA Loss to Loan*, or *SBA Profit to Loan*. *Charge-Off Status* is an indicator equal to one if the loan is deemed as uncollectable by the lender and zero otherwise. *Charge-Off to Loan* is the amount deemed as uncollectable divided by the total loan amount. *SBA Loss to Loan* is the amount deemed as uncollectable multiplied by the SBA guarantee percent, net of fees paid to the SBA, divided by the total loan amount. *SBA Profit to Loan* is the total sum of fees (upfront guarantee fee, ongoing servicing fee, and prepayment fee) net the guaranteed portion of the default amount (in the case of a default), divided by the total loan amount. As with Equation (2), we include the aforementioned loan controls, borrower controls, bank controls, county-year fixed effects (α_{ct}), and industry-year fixed effects (τ_{nt}).

The results of this equation can be found in Table V, columns 4-7. In column 4, we find that loans from online banks are 4.3% more likely to be charged off. This estimate is statistically significant at the 1% level and economically large, as the average charge-off rate is 5.3%. Turning to charge-off amounts, we find the coefficient on *Online Bank* to be 3.183 with significance at the 1% level. So the average charge-off is over 3% higher for online lenders across their portfolios as a fraction of their lending.

A central aspect to the SBA program is the guarantees. In the case of non-guaranteed loans, a bank with a high level of defaults would be seen as a poor performer that does not price its loans appropriately. In the case of guaranteed loans, lenders take into account the decreased cost of default when pricing loans and may be willing to accept higher rates of default. The guarantees allow online lenders to offset high charge-offs as the SBA covers a major portion of the losses.

The results for SBA losses are presented in column 6. We find the coefficient on *Online Bank* to be 2.806 with significance at the 1% level. The results for SBA profits are presented in column 7. We find the coefficient on *Online Bank* to be -0.031 with significance at the 1% level. These results imply that much of the losses of online bank charge-offs are transferred to the SBA. Online banks loans cost the SBA more than loans of other lenders. Given the SBA

has broken even during many of the years in our sample, we can view this transfer as coming from either the guarantee fees paid by other lenders, the borrower collateral that is recovered, or in some years, government funds.

II.E Lenders Internal Rate of Return

To analyze whether SBA loan guarantees induce higher loan profitability for online lenders, we estimate the lender's internal rate of return (IRR) based on the initial loan amount and the estimated annual cash flows that lenders might receive throughout the life of the loan.

To calculate the lender IRR, we make various assumptions to estimate yearly cash flows using the loan terms provided by the SBA. We first calculate an estimated monthly payment using the initial loan amount, initial interest rate, and term in months. For loans with an exempt status (those that are disbursed but have not yet been paid in full or charged off), we assume that borrowers pay this payment monthly for the full term of the loan. For loans that are paid-in-full, we assume that borrowers pay the estimated monthly payment until the given paid-in-full date, where we assume the remaining balance of the loan is paid. For loans that are charged off, instead of paying the estimated monthly payment, we assume that borrowers only pay the difference between the initial loan amount and the reported default amount. Borrowers pay this difference in equal monthly payments from the disbursement date until three months before the charge-off date. Upon the date of default, we assume that lenders receive the guaranteed portion of the charge-off amount (the default amount times the SBA guarantee percent).

In Table I of summary statistics, we estimate a mean lender IRR of 4.8% and a standard deviation of 4.9%. In Table IV Panel B, we show that the mean of the lender IRR for online lenders is significantly higher, almost 5% versus 4.8% for other lenders. In the top panel of Figure 4, we show the distributions of the lender's IRR for online lenders and other lenders.

We develop a simple simulation exercise assuming a reduction in the loan guarantee rates that the SBA pays to online lenders only. Online lenders seem to target loans with high SBA

guarantee rates. Therefore we assume in scenario one that online lenders for all loans with guarantee rates above or equal to 75% will receive only 50%. In scenario two, we assume the same, but we increase the threshold assuming loans with guarantees rates above or equal to 85%. In the third scenario, we assume that online lenders will receive only 50% of the guarantee for loans with guarantee rates of 90% and above. Table A.10 presents the results of these simple simulations. For scenarios one and two, the average online lender IRR decreases between 70 and 80 basis points. However, online lenders still have a higher IRR for the third scenario. These results imply that online lenders target a higher volume of loans with guarantee rates between 75% and 85% and less volume of loans with guarantee rates of 90% or more.

III Credit Access

III.A County Credit Supply

To understand which markets online banks lend to, in Figure 2 we plot the percent of loans made by online banks in a county by the average of various economic market variables. The economic measures include: *Per Capita Income*, which is the average per capita income in the county; *Unemployment Rate*, which is the county's percent of labor force that is unemployed; *Scaled Bank HHI*, which is the sum of squared shares of local branch deposits in the county scaled by 10,000; *Credit Score*, which is the average credit score at the zip code level; *Household Income*, which is the average household income at the zip code level; *Percent Subprime*, which is the percent of borrowers designated as having a subprime credit rating (below 640) at a zip code level; and *Poverty Rate*, which is the average poverty rate in a given zip code. For the purpose of the figure, we average the zip-code-based economic measures to the county level. We find that county market share of online banks is negatively correlated with average per capita income, average credit score, and average household income. County market share of online banks is positively correlated with average unemployment, average bank HHI, average percent

subprime, and average poverty rate. This implies that the market share of online banks is greater in economically depressed and underserved areas.

These patterns suggest that targeting high guarantee rates may cause online banks to lend more in economically distressed areas. Indeed, in Figure 4, we plot the average SBA guarantee by the same economic market variables and notice similar patterns. The average SBA guarantee in a county is positively associated with unemployment rate, bank HHI, percent of subprime lenders, and poverty rate. It is negatively associated with per capita income, credit scores, and household income. Although guarantee rates are dictated by the specific SBA program used and not the borrower’s location, the online banks lending activities drive the strong correlations documented in Figure 4.

A central question is whether online banks focus their lending supply into these more depressed regions. After all, a primary purpose of the SBA is to extend credit to borrowers that would not receive it otherwise. If other lenders actively avoid these regions and these regions have lower credit demand, this combination could drive the observed market shares. To better understand the credit allocation across counties, we organize the data into lender-county-year observations and split the counties into terciles based on the county-level measures of *Per Capita Income*, *Unemployment Rate*, and *Scaled Bank HHI*. This allows us to see if more economically disadvantaged counties receive more credit supply from online banks.¹ We estimate the following equation:

$$\begin{aligned}
 \text{Log Loan Amount}_{bct} = & \beta_1 \text{Online Bank}_b \\
 & + \beta_2 \text{Online Bank}_b \times \text{Bottom Tercile Economic Variable}_{ct} \\
 & + \beta_3 \text{Online Bank}_b \times \text{Top Tercile Economic Variable}_{ct} \\
 & + \beta_4 \text{Controls}_{bt} + \alpha_{ct} + \varepsilon_{bct},
 \end{aligned} \tag{4}$$

¹A similar specification but using continuous versions of these economic variables is presented in Appendix Table A.5.

where b , c , and t represent lender, county, and year, respectively, and *Log Loan Amount* is the log of a lender's total amount loaned in a county-year. The independent variable *Online Bank* is an indicator equal to one if the lender is classified as an online bank and zero otherwise. For each economic variable, the middle tercile is the excluded category, meaning the estimates for the other terciles are relative to it.² We control for bank log assets (*Log Assets*), total bank deposits divided by total bank assets (*Deposits to Assets*), bank ROA (*Return on Assets*), total bank equity divided by total bank assets (*Equity to Assets*). We include α_{ct} as county-year fixed effects to address time-variant county characteristics. These fixed effects control for the level of credit demand in a county and allows us to interpret the regression coefficients as measures of credit supply (Khwaja and Mian, 2008). Standard errors are clustered at the bank level.

The results of this equation can be found in Table VI. Column 1 includes *Online Bank*, the interaction between *Online Bank* and *Bottom Tercile Per Cap Income*, and the interaction between *Online Bank* and *Top Tercile Per Cap Income*. We find that the coefficient on *Online Bank* \times *Bottom Tercile Per Cap Income* is 0.289 and significant at the 1% level while the coefficient on *Online Bank* \times *Top Tercile Per Cap Income* is insignificant. This estimate implies that for the counties with the lowest per capita income, online banks provide 34% more credit to these counties than the middle tercile counties.³ Column 2 includes *Online Bank*, the interaction between *Online Bank* and *Bottom Tercile Unemployment*, and the interaction between *Online Bank* and *Top Tercile Unemployment*. We find that the coefficient on *Online Bank* \times *Bottom Tercile Unemployment* is insignificant but the coefficient on *Online Bank* \times *Top Tercile Unemployment* is 0.336 and significant at the 1% level. This estimate implies online banks provide about 40% more credit to the most unemployed counties compared to the middle tercile.⁴ Taken together, these results show that online banks focus much of their lending in either the poorest or most economically-troubled counties, given they have about 30-40% more lending in these counties compared to the middle tercile counties. There is relatively little difference

²The standalone versions of these tercile variables are absorbed by the county-year fixed effects.

³The calculation is $e^{.289} - 1 = .335$.

⁴The calculation is $e^{.336} - 1 = .399$.

between the economically mid-level and strongest counties in terms of loan supply by these online banks.

Turning to bank competition, Column 3 includes *Online Bank*, the interaction between *Online Bank* and *Bottom Tercile HHI*, and the interaction between *Online Bank* and *Top Tercile HHI*. We find that the coefficient on *Online Bank* \times *Bottom Tercile HHI* is -0.213 and is significant at the 1% level and the coefficient on *Online Bank* \times *Top Tercile HHI* is 0.126 and is significant at the 1% level. Here the relationship is more linear—online banks provide more loan supply as counties have less local banking competition. Overall, the findings in Table VI suggest that online banks lend more in areas with lower income, higher unemployment, and lower bank competition and less in areas with higher bank competition.

III.B Minority Credit Supply

We find evidence that online banks supply more credit to economically-worse counties. This credit access is in line with the goals of the SBA. A second element of the SBA is to provide credit to groups who have traditionally been underserved, such as women-owned and minority-owned businesses. We therefore look at whether online bank behavior increases credit access for these groups. To test this we estimate the following equation using the matched loan-level data:

$$\text{Log Loan Amount}_{lct} = \beta_1 \text{Online Bank}_b + \beta_2 \text{Online Bank}_b \times \text{Ownership}_f \quad (5)$$

$$+ \beta_3 \text{Ownership}_f + \beta_4 \text{Loan Controls}_{lt} + \beta_5 \text{Borrower Controls}_{ft} \\ + \beta_6 \text{Bank Controls}_{bt} + \alpha_{ct} + \tau_{nt} + \varepsilon_{lct}, \quad (6)$$

where l , f , n , b , c , and t represent loan, borrower, borrower industry, lender, county, and year, respectively, and *Log Loan Amount* is the log of the total loan amount. The key independent variables are *Online Bank*, an indicator equal to one if the lender is classified as an online bank and zero otherwise; *Ownership*, the self-identified ownership status of the borrower such

as minority or woman owned; *Online Bank* \times *Ownership*, the interaction between the two. In effort to separate the relationship, we include loan, borrower, and bank controls. Standard errors are clustered at both the bank and firm level.

In Table VII, we report the results for this equation. We find that the coefficients on *Woman Owned*, *Minority Owned*, and *Hispanic Owned* to be positive and significant while the coefficients on the interactions terms are negative and significant. Conditional on getting a loan, these groups of borrowers receive smaller loans from online banks than from other lenders. This suggests that online banks do not create an expansion in credit supply to minorities or women-owned businesses.⁵ For robustness, in Appendix Table A.8 we repeat our analysis using only observations that self-identify into at least one of the SBA business type categories to ensure that our results are not driven by a reduced number of borrowers of online banks choosing not to self-identify. We find directionally similar results after dropping observations, although not statistically significant.

IV Loan Performance Across Different Areas

We have established that online banks make loans through the SBA with higher guarantees and higher interest rates. These loans also have higher charge-offs and SBA losses. We also find that much of the online banks' credit is supplied to areas with the lowest income, highest unemployment, and lower levels of banking competition. Given this concentration of lending, a natural question is whether these specific loan performance results are concentrated in these markets. As a final piece of analysis, we therefore assess how these charge-offs and losses differ

⁵Appendix Tables A.6 and A.7 present the other loan variables (interest rate, guarantee rate, charge-off status, charge-off amount, SBA loss), allowing for differential effects for minority-owned and women-owned businesses, respectively.

across economic markets. We estimate the following equation:

$$\begin{aligned} \text{Loan Perf. Variable}_{lct} = & \beta_1 \text{Online Bank}_b + \beta_2 \text{Online Bank}_b \times \text{Economic Variable}_{ZIPt} \\ & + \beta_3 \text{Economic Variable}_{ZIPt} + \beta_4 \text{Loan Controls}_{lt} \\ & + \beta_5 \text{Borrower Controls}_{ft} + \beta_6 \text{Bank Controls}_{bt} + \alpha_{ct} + \tau_{nt} + \varepsilon_{lct}, \quad (7) \end{aligned}$$

where l , f , n , b , ZIP , c , and t represent loan, borrower, borrower industry, lender, zip code, county, and year, respectively. *Loan Performance Variable* is one of three variables: *Charge-Off Status*, *Charge-Off to Loan*, and *SBA Loss to Loan*. These variables are the same as used in Section II.D. In this analysis, we include zip code economic market measures *Log Credit Score*, *Log Income*, *Subprime*, and *Poverty Rate* and the interactions between *Online Bank* and these measures. The zip-code-level controls allow for a finer gradation of different areas. As with previous regressions, we include loan controls, borrower controls, and bank controls. To restrict the effect of time-variant local demand and industry characteristics, we incorporate county-year and industry-year fixed effects, α_{ct} and τ_{jt} . We report standard errors clustered at the lender and borrower level.

Panel A of Table VIII reports results for *Charge-Off Status*. Like in Table V, we see a positive and significant relationship between online bank status and charge-off status. We note that, as expected, higher charge-offs are associated with economically depressed areas. It is of interest to observe the coefficients on the interaction terms between online bank status and the economic market measures, all are near zero and insignificant. This suggests that online banks charge-off rates are affected in a similar manner by local economic conditions as other lenders. This implies that online banks target or attract a specific loan profile or demographic associated with higher charge-offs. This loan profile or demographic does not vary by region and is consistent with online banks' market not being defined geographically.

Next, in Panel B of Table VIII, we turn to *Charge-Off Amount*. We see a positive and significant relationship between online bank status and charge-off to loan. The percent of the loan

charged off is positively associated with poorer areas. The coefficient on *Log Credit Score* in column 2 is -3.410 and is significant at the 1% level, the coefficient on *Log Income* in column 3 is -0.810 and is significant at the 1% level, and the coefficient on *Subprime* in column 4 is 0.014 and is significant at the 1% level. The coefficient on *Poverty Rate* in column 5 is positive but insignificant. Therefore, the other lenders experience higher losses in these zip codes compared to other zip codes within the same county. Turning to online banks, there is no significant relationship between the interaction terms and *Charge-Off to Loan*. This further solidifies the idea that the higher charge-offs for online bank loans are not due to some differential exposure to local economic conditions.

Finally, we consider *SBA Loss to Loan* in Panel C of Table VIII. We see a positive and significant relationship between online bank status and SBA losses, confirming that online banks loans cost more to the SBA than loans from other lenders. As expected, the SBA loss to loan is greater in economically-disadvantaged areas. The relationship between *SBA Loss to Loan* both *Log Credit Score* and *Log Income* is significant and negative while the relationship between *SBA Loss to Loan* and *Subprime* is positive and significant. With no significant relationship between the interaction terms and *SBA Loss to Loan*, we find that the online bank SBA losses evolve similarly to other lenders across geographies. This further indicates that online banks target certain loan attributes or demographics as their loan outcomes do not vary according to expected location outcomes.

V Conclusion

Changes in the banking and lending space, such as regulation, consumer preferences, and technological innovation, have generated entrance and expansion of a new class of non-traditional lender. While the literature has addressed much of the impact of shadow and nonbank fintech lenders, we focus on the behavior and effects of online banks who specialize in particular activities across broad geographic areas. These online banks are FDIC-insured institutions that

perform all operations online. Unlike traditional banks, application of technology allows them to make lending decisions using hard rather than soft information and lend at a distance. Therefore, they are not limited to borrowers in their immediate geography and can seek loans from any market.

In this paper, we examine the effect of these online banks in small business lending, using SBA 7(a) program data. We find that online banks lend more in areas that are economically disadvantaged and underserved by existing banks, suggesting an increase in credit access. To understand why online banks concentrate their lending in these areas, we examine how guarantees and other loan attributes differ across location. In addition to having a larger market share of online banks, economically depressed areas have higher SBA guarantee percents.

Provided that guarantees decrease the cost of default, online banks may favor loans with higher guarantees. We see evidence of this as online bank loans are associated with significantly higher guarantee percents. We find that online banks loans are also associated with higher rates of default and higher default to loan percent. Given the combination of higher guarantee percents and higher defaults, online banks loans cost more to the SBA than loans of other lenders. This results in a transfer of the guarantee fees of other lenders, and occasionally, funds from the government, to online banks.

References

- Bachas, Natalie, Olivia S. Kim, and Constantine Yannelis, 2021, Loan guarantees and credit supply, *Journal of Financial Economics* 139, 872–894.
- Balyuk, Tetyana, Allen N. Berger, and John Hackney, 2022, What is Fueling FinTech Lending? The Role of Banking Market Structure, Working paper.
- Bao, Zhengyang, and Difang Huang, 2021, Shadow Banking in a Crisis: Evidence from Fintech During COVID-19, *Journal of Financial and Quantitative Analysis* 56, 2320–2355.
- Bartik, Timothy, and George A. Erickcek, 2010, The Employment and Fiscal Effects of Michigan’s Mega Tax Credit Program, Working paper.
- Bartlett, Robert, Adair Morse, Richard Stanton, and Nancy Wallace, 2022, Consumer-lending discrimination in the FinTech Era, *Journal of Financial Economics* 143, 30–56.
- Benetton, Matteo, Greg Buchak, and Claudia Robles-Garcia, 2022, Wide or Narrow? Competition and Scope in Financial Intermediation, Working paper.
- Berg, Tobias, Valentin Burg, Ana Gombović, and Manju Puri, 2019, On the Rise of FinTechs: Credit Scoring Using Digital Footprints, *The Review of Financial Studies* 33, 2845–2897.
- Bharath, Sreedhar, Sandeep Dahiya, Anthony Saunders, and Anand Srinivasan, 2007, So what do I get? The bank’s view of lending relationships, *Journal of Financial Economics* 85, 368–419 The economics of conflicts of interest financial institutions.
- Black, Sandra E., and Philip E. Strahan, 2002, Entrepreneurship and Bank Credit Availability, *The Journal of Finance* 57, 2807–2833.
- Brown, J. David, and John S. Earle, 2017, Finance and Growth at the Firm Level: Evidence from SBA Loans, *The Journal of Finance* 72, 1039–1080.
- Buchack, Greg, Gregor Matvos, Tomasz Piskorski, and Amit Seru, 2018, Fintech, regulatory arbitrage, and the rise of shadow banks, *Journal of Financial Economics* 130, 453–483.
- Cetorelli, Nicola, and Philip E. Strahan, 2006, Finance as a Barrier to Entry: Bank Competition and Industry Structure in Local U.S. Markets, *The Journal of Finance* 61, 437–461.
- Cornelli, Giulio, Jon Frost, Leonardo Gambacorta, P. Raghavendra Rau, Robert Wardrop, and Tania Ziegler, 2020, Fintech and Big Tech Credit: A New Database, Working paper.
- Di, Wenhua, and Nathaniel Pattison, 2023, Industry Specialization and Small Business Lending, *Journal of Banking & Finance* p. 106797.
- Egan, Mark, Stefan Lewellen, and Adi Sunderam, 2021, The Cross-Section of Bank Value, *The Review of Financial Studies* 35, 2101–2143.
- Erel, Isil, and Jack Liebersohn, 2022, Can FinTech reduce disparities in access to finance?

- Evidence from the Paycheck Protection Program, *Journal of Financial Economics* 146, 90–118.
- Fuster, Andreas, Matthew Plosser, Philipp Schnabl, and James Vickery, 2019, The Role of Technology in Mortgage Lending, *The Review of Financial Studies* 32, 1854–1899.
- Gopal, Manasa, and Philipp Schnabl, 2022, The Rise of Finance Companies and FinTech Lenders in Small Business Lending, *The Review of Financial Studies* 35, 4859–4901.
- Gormley, Todd A., 2014, Costly information, entry, and credit access, *Journal of Economic Theory* 154, 633–667.
- He, Zhiguo, Sheila Jiang, Douglas Xu, and Xiao Yin, 2021, Investing in Lending Technology: IT Spending in Banking, Working paper.
- Jagtiani, Julapa, and Catharine Lemieux, 2018, Do fintech lenders penetrate areas that are underserved by traditional banks?, *Journal of Economics and Business* 100, 43–54.
- Kabbage, Inc., 2022, Bank Relationships, <https://www.kservicing.com/legal/bank-relationships/>.
- Khwaja, Asim Ijaz, and Atif Mian, 2008, Tracing the Impact of Bank Liquidity Shocks: Evidence from an Emerging Market, *American Economic Review* 98, 1413–1442.
- Krishnan, Karthik, Debarshi K. Nandy, and Manju Puri, 2014, Does Financing Spur Small Business Productivity? Evidence from a Natural Experiment, *The Review of Financial Studies* 28, 1768–1809.
- Ljungqvist, Alexander, Felicia Marston, and William J. Wilhelm Jr., 2006, Competing for Securities Underwriting Mandates: Banking Relationships and Analyst Recommendations, *The Journal of Finance* 61, 301–340.
- Neuhann, Daniel, and Farzad Saidi, 2018, Do universal banks finance riskier but more productive firms?, *Journal of Financial Economics* 128, 66–85.
- Neumark, David, 2011, Spurring Job Creation in Response to Severe Recessions: Reconsidering Hiring Credits, Working Paper 16866 National Bureau of Economic Research.
- Office Of Advocacy, U.S., 2019, Small Businesses Generate 44 Percent Of U.S. Economic Activity, Press Release No. 19-1 ADV.
- Pearce, Peter, and Malte Borkenhagen, 2021, How Banks Can Redefine the Digital Experience, *The Wall Street Journal*.
- Puri, Manju, and Jörg Rocholl, 2008, On the importance of retail banking relationships, *Journal of Financial Economics* 89, 253–267.
- Rice, Tara, and Philip Strahan, 2010, Does Credit Competition Affect Small-Firm Finance?, *The Journal of Finance* 65, 861–889.

- Santikian, Lori, 2014, The ties that bind: Bank relationships and small business lending, *Journal of Financial Intermediation* 23, 177–213.
- Small Business Administration, U.S., 2012, Agency financial report, Fiscal year 2012, .
- Small Business Administration, U.S., 2022, Small Business Administration 7(a) Loan Guaranty Program, .
- Stillerman, David, 2021, Loan Guarantees and Incentives for Information Acquisition, Working paper.
- Yasuda, Ayako, 2005, Do Bank Relationships Affect the Firm’s Underwriter Choice in the Corporate-Bond Underwriting Market?, *The Journal of Finance* 60, 1259–1292.

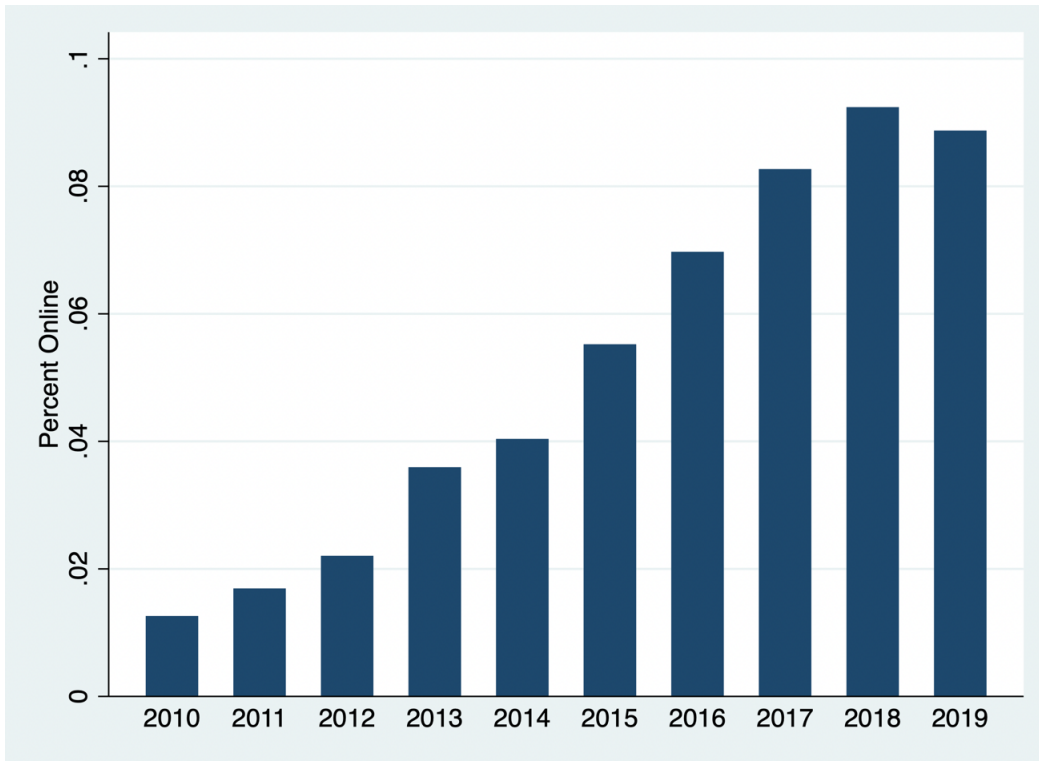


Figure 1: Online Bank Market Share Over Time

This table displays the percent loans in the SBA 7(a) program that are made by online banks each year from 2010 to 2019.

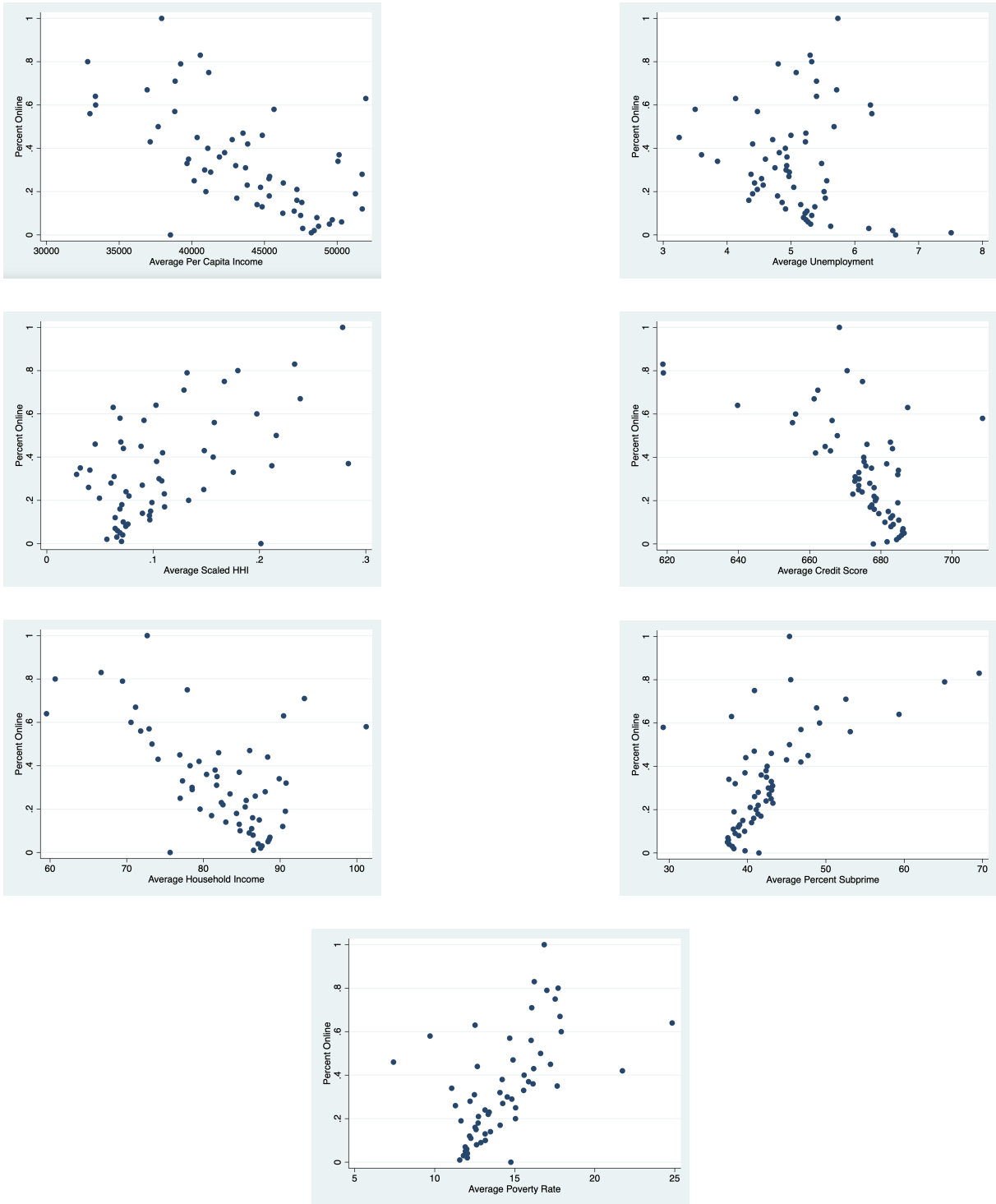


Figure 2: Percent Online by Average Economic Measures

Employing county-level data, these figures present the average of various economic measures by the percent of loans that are made by online banks. The measures used are the per capita income, unemployment rate, bank concentration (scaled HHI), credit score, household income, percent of borrowers that are classified as subprime, and poverty rate.

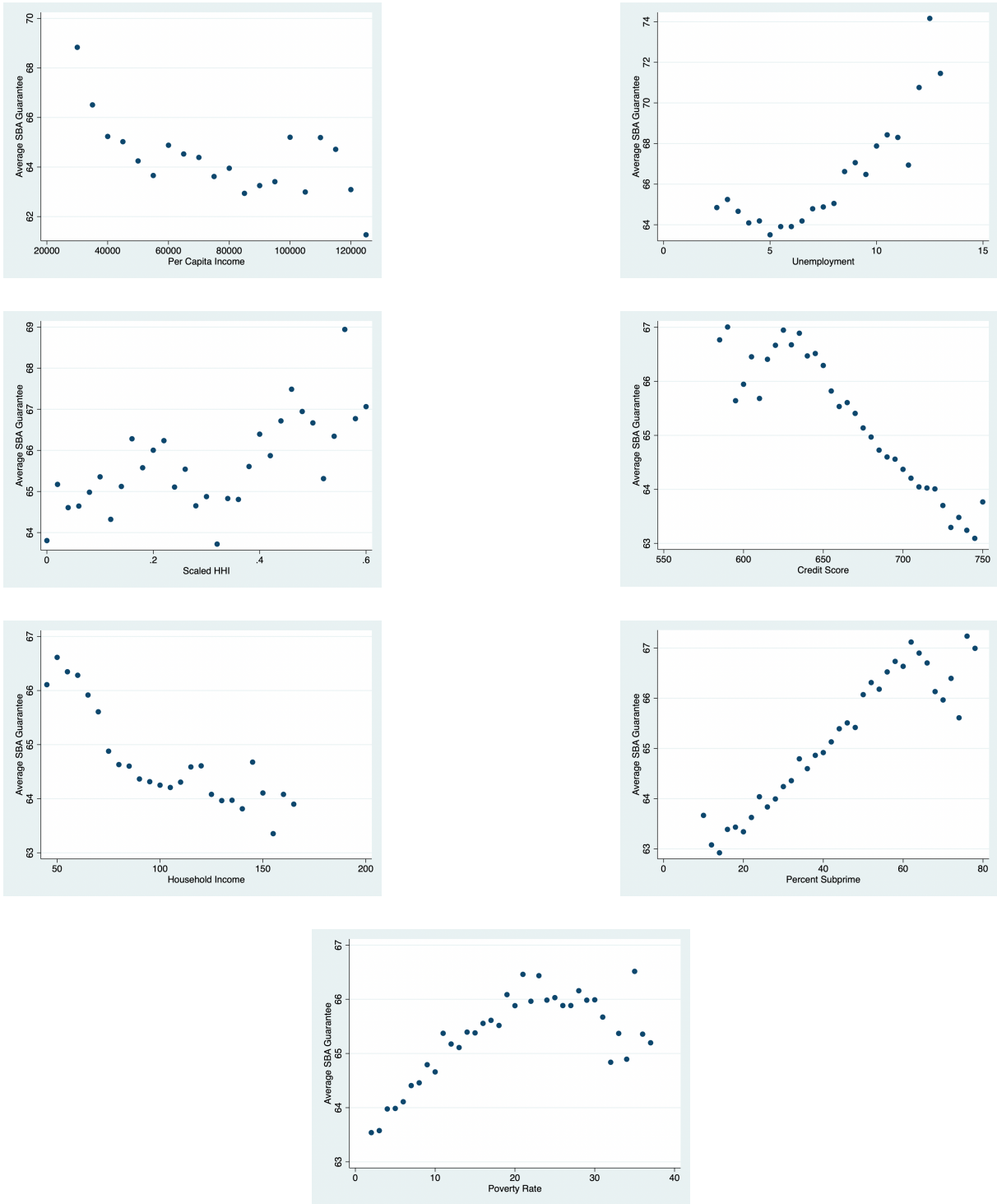


Figure 3: Average SBA Guarantee by Economic Variables

Employing county-level data, these figures display the average percent guaranteed on SBA loans by the various local economic measures. The measures used are the per capita income, unemployment rate, bank concentration (scaled HHI), credit score, household income, percent of borrowers that are classified as subprime, and poverty rate.

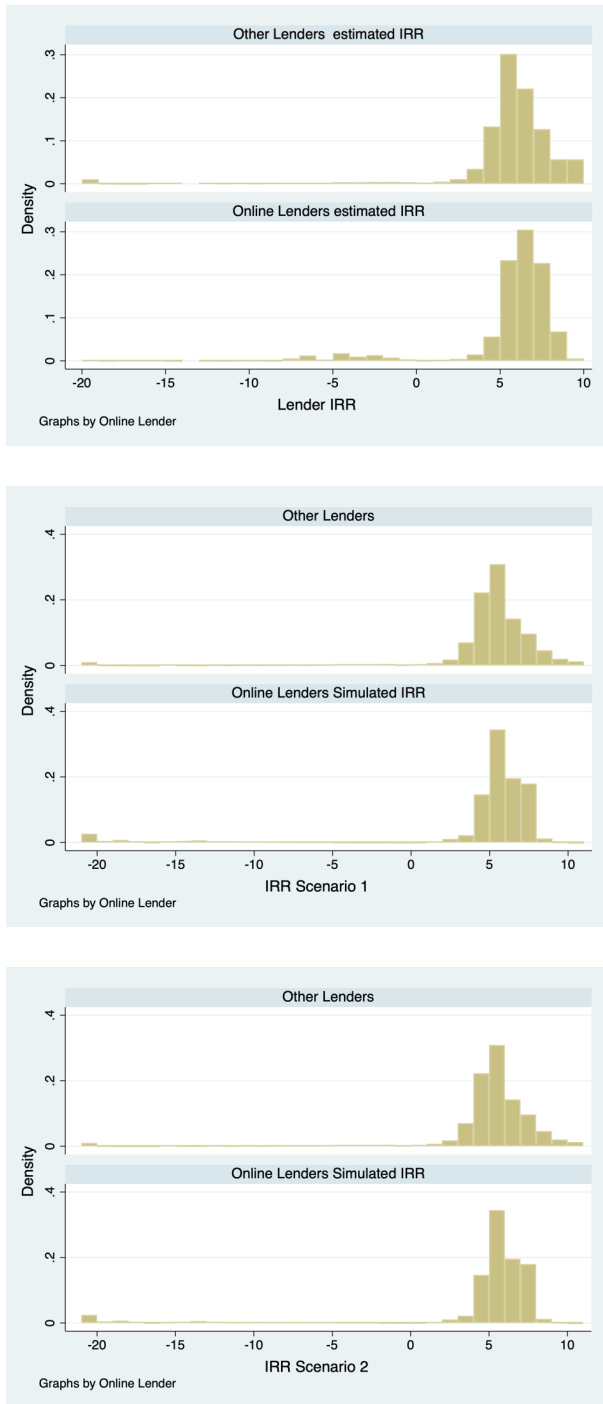


Figure 4: Estimated IRR and IRR Simulations

This figure shows in the top panel the histograms of the estimated lenders' Internal Rate of Return (IRR) based on the loan cash flows. The second panel shows the lenders' simulated IRR assuming a reduction of loan guarantees for online lenders from 75% or more to 50% (scenario 1). The third panel shows the lenders' simulated IRR assuming a reduction of loan guarantees for online lenders from 85% or more to 50% (scenario 2).

Table I: Summary Statistics

This table reports summary statistics of the main analysis variables. Our sample is from 2010-2019. The columns report the mean, standard deviation, 25th percentile, median, 75th percentile, and number of observations, respectively. *Loan Variables* consist of SBA 7(a) loan observations, excluding loans with a cancelled status and those missing primary variables. *Bank Variables* are reported at the year level for each lender. *County Variables* are constructed at the county-year level. *Zip Code Variables* are constructed at the zip-code-year level. *Minority-Matched Loan Variables* are reported at the loan level for each of the matched loan observations. For variable descriptions, see Appendix Table A.1.

	Mean	Std Dev	25th Pctile	Median	75th Pctile	# Obs.
<i>Loan Variables</i>						
Online Lender	.0547	.23	0	0	0	459,722
Loan Amount (\$ thousands)	377	671	40	125	360	459,722
Initial Interest Rate (%)	6.54	1.5	5.5	6	7.4	459,722
SBA Guarantee (%)	64.9	15	50	75	75	459,722
Charge Off	.0531	.22	0	0	0	459,722
Charge Off Amount (\$)	6,745	63,045	0	0	0	459,722
Charge Off to Loan (%)	3.92	17	0	0	0	459,722
SBA Loss to Loan (%)	2.41	11	0	0	0	459,722
SBA Profit to Loan (%)	-.00131	.12	.0022	.019	.039	459,722
Lender IRR (%)	4.78	4.9	5	5	6	459,693
Revolver Status	.311	.46	0	0	1	459,722
Term in Months	122	79	84	84	120	459,722
Business is Corporation	.875	.33	1	1	1	459,722
Business is Individual	.107	.31	0	0	0	459,722
Business is Partnership	.0187	.14	0	0	0	459,722
Total Fees (%)	2.47	2.3	.52	1.9	3.9	459,722
Guarantee Fee (%)	1.14	1.1	0	1	2.3	459,722
Ongoing Fee (%)	1.29	1.5	.24	.88	1.7	459,722
Prepayment Fee (%)	.0355	.3	0	0	0	459,722
<i>Lender Variables</i>						
Log Assets	13.1	1.5	12	13	13.8	13,677
Deposits to Assets	.833	.057	.8	.84	0.88	13,677
Return on Assets	.94	.72	.62	.95	1.30	13,677
Equity to Assets	.105	.023	.089	.1	0.12	13,677
Balance Sheet Asset HHI	1,326	502	992	1,186	1500.6	13,677

Table I: Summary Statistics - *Continued*

	Mean	Std Dev	25th Pctile	Median	75th Pctile	# Obs.
Balance Sheet Liabilities HHI	6,137	1,105	5,373	6,108	6876.1	13,677
Income HHI	3,051	1,139	2,241	2,849	3581.7	13,677
Loans HHI (CR)	2,056	780	1,545	1,841	2293.0	13,677
Loans HHI (SDI)	2,838	1,008	2,136	2,610	3226.9	13,677
Loan Categories (SDI)	10.9	2	10	11	12	13,677
<i>County Variables</i>						
County Per Cap Income (\$)	40,757	11,975	33,566	38,527	45059	21,190
County Unemployment (%)	6.29	2.7	4.2	5.7	7.90	21,190
County Scaled HHI	.174	.16	.068	.13	0.23	21,190
County Per Cap Establishments	.0231	.0082	.018	.022	0.026	21,190
<i>Zip Code Variables</i>						
Zip Code Credit Score	681	41	654	685	710.8	114,737
Zip Code Income	84.9	26	67	80	98.0	114,737
Zip Code Subprime Rate	39.8	17	28	38	50.5	114,737
Zip Code Poverty Rate	12.6	7.8	6.7	11	16.7	114,737
<i>Minority-Matched Loan Variables</i>						
Online Bank	.0588	.24	0	0	0	274,463
Woman Owned	.00829	.091	0	0	0	274,463
Minority Owned	.00674	.082	0	0	0	274,463
Black Owned	.0018	.042	0	0	0	274,463
Hispanic Owned	.00222	.047	0	0	0	274,463

Table II: Matched Versus Total Sample

This table reports univariate differences between the matched and total sample. The columns report the mean of matched loan observations, mean of total sample loan observations, difference between the means, and t-statistic, respectively.

	Matched (1)	Total (2)	Matched - Total (1-2)	
	Mean	Mean	Diff.	t-stat
Initial Interest Rate (%)	6.68	6.54	.139***	37.00
Term in Months	128	122	6.24***	32.33
Loan Amount (\$ thousands)	382	377	4.72**	2.89
SBA Guarantee (%)	65.2	64.9	.277***	7.63
Business is Corporation	.86	.875	-.0146***	-18.00
Business is Individual	.12	.107	.0136***	17.85
Business is Partnership	.0198	.0187	.00107**	3.25
Preferred Lender Program (%)	.329	.322	.00764***	6.76
SBA Express Program (%)	.473	.481	-.00879***	-7.29
Paid in Full	.586	.599	-.0123***	-10.39
Charge Off	.0536	.053	.000565	1.04
Charge Off to Loan (%)	4	3.92	.0795	1.88
SBA Loss to Loan (%)	2.48	2.41	.0681**	2.58
SBA Profit to Loan (%)	-.00122	-.00129	.0000708	0.23
Lender IRR (%)	4.91	4.78	.133***	11.18
Total Fees (%)	2.54	2.47	.0773***	13.71
Guarantee Fee (%)	1.13	1.14	-.00617*	-2.38
Ongoing Fee (%)	1.37	1.29	.0791***	21.05
Prepayment Fee (%)	.0398	.0355	.00437***	5.86

Table III: Online Banks and Specialization

The table uses data at the bank-year level from 2010-2019. The dependent variables are all measures of specialization and are balance sheet assets HHI, balance sheet liabilities HHI, Income HHI, Loans HHI (CR), Loans HHI (SDI), and Loan Categories (SDI). The primary independent variable of interest is online bank, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise. We control for bank characteristics: log assets, deposits to assets, ROA, and equity to assets. We include year fixed effects. Standard errors are clustered at the bank level.

	Assets HHI	Liabilities HHI	Income HHI	Loans HHI (CR)	Loans HHI (SDI)	Loan Categories
	(1)	(2)	(3)	(4)	(5)	(6)
Online Bank	343.524*** (122.319)	503.222* (283.187)	450.095* (257.324)	583.812*** (198.311)	488.611* (251.340)	-2.035*** (0.475)
Log Assets	-70.510*** (7.463)	-192.834*** (15.666)	-139.808*** (16.676)	-94.260*** (12.522)	-98.183*** (16.055)	0.636*** (0.026)
Deposits to Assets	-1815.484*** (270.119)	7268.164*** (361.434)	-676.193 (484.508)	-2585.009*** (410.772)	-2370.789*** (494.089)	4.426*** (0.794)
Return on Assets	-15.657 (14.749)	-10.558 (26.503)	-122.044*** (34.848)	-67.654*** (22.585)	-178.313*** (29.508)	0.396*** (0.050)
Equity to Assets	1462.255** (591.201)	6954.781*** (1026.283)	8019.706*** (1225.105)	2854.265*** (948.226)	5048.411*** (1188.436)	-5.089** (1.981)
Year FE	Yes	Yes	Yes	Yes	Yes	Yes
Observations	9,953	9,953	9,953	9,953	9,953	9,953
Adjusted R^2	0.093	0.299	0.079	0.083	0.070	0.276

Table IV: Online Versus Other Lenders

This table reports univariate differences between online banks and all other lender types at the loan level from 2010 to 2019. The columns report the mean of online bank lenders, mean of all other lenders, difference between the means, and number of observations, respectively. Panel A features the various loan programs and Panel B provides loan characteristics and outcomes.

Panel A: Loan Programs				
	Online Banks	Other Lenders	Online Banks - Other Lenders	
	(1)	(2)	(1-2)	
	Mean	Mean	Diff.	Obs.
Community Advantage	0.00	0.01	-0.01***	459,722
Community Express	0.00	0.01	-0.01***	459,722
Certified Lender	0.00	0.01	-0.00***	459,722
Other 7(a) Loan	0.06	0.09	-0.03***	459,722
Patriot Express	0.00	0.01	-0.01***	459,722
Preferred Lender	0.76	0.30	0.46***	459,722
SBA Express	0.03	0.51	-0.48***	459,722
Small Loan Advantage	0.14	0.05	0.09***	459,722
All Other Programs	0.01	0.02	-0.01***	459,722
Panel B: Loan Characteristics and Outcomes				
	Online Banks	Other Lenders	Online Banks - Other Lenders	
	(1)	(2)	(1-2)	
	Mean	Mean	Diff.	Obs.
Initial Interest Rate (%)	6.55	6.54	.0139	459,693
Term in Months	156	120	35.6***	459,693
Loan Amount (\$ thousands)	633	363	270***	459,693
SBA Guarantee (%)	79.2	64.1	15.1***	459,693
Business is Corporation	.901	.873	.0283***	459,693
Business is Individual	.0854	.108	-.0225***	459,693
Business is Partnership	.0132	.0191	-.00587***	459,693
Paid in Full	.379	.611	-.232***	459,693
Charge Off	.083	.0513	.0317***	459,693
Charge Off to Loan (%)	6.52	3.77	2.75***	459,693
SBA Loss to Loan (%)	4.88	2.26	2.61***	459,693
SBA Profit to Loan (%)	-.0212	-.000142	-.0211***	459,693
Lender IRR (%)	4.96	4.77	.191***	459,693
Total Fees (%)	3.34	2.42	.923***	459,693
Guarantee Fee (%)	1.45	1.12	.331***	459,693
Ongoing Fee (%)	1.83	1.26	.574***	459,693
Prepayment Fee (%)	.0527	.0345	.0182***	459,693

Table V: Online Bank Lending Behavior and SBA Losses

The table uses data at the loan level from 2010-2019. The dependent variables are log loan amount, interest rate, SBA guarantee percent, charge-off status, charge-off to loan, and SBA loss to loan, and SBA profit to loan. Charge-off status is equal to 1 if the loan is deemed uncollectable and 0 otherwise, charge-off to loan is the charge-off amount divided by the total loan, SBA loss to loan is the guaranteed portion of the charge-off amount minus fees paid to the SBA divided by the total loan if the loan defaults and 0 otherwise, and SBA profit to loan is the total fees paid to the SBA net of any SBA charge-off payments. The independent variable is online bank, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise. We include loan controls: loan size, revolver status, initial interest rate, and log term in months. We include business type, corporate or individual excluding partnership, as a borrower control. We control for bank characteristics: log assets, deposits to assets, ROA, and equity to assets. We include county-year and industry-year fixed effects. Standard errors are clustered at both the lender and borrower level.

	Log Loan Amount	Interest Rate	Guarantee Percent	Charged Off Status	Charge Off to Loan	SBA Loss to Loan	SBA Profit to Loan
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Online Bank	0.163 (0.182)	0.436*** (0.089)	4.540*** (1.739)	0.050*** (0.014)	3.873*** (1.227)	2.806*** (0.967)	-0.031*** (0.011)
Revolver Status	-0.717*** (0.112)	0.425*** (0.155)	-10.571*** (1.193)	-0.034*** (0.007)	-1.619*** (0.553)	-1.291*** (0.377)	0.008** (0.004)
Initial Interest Rate	-0.390*** (0.043)		-0.257 (0.175)	0.017*** (0.001)	1.291*** (0.125)	0.697*** (0.070)	-0.008*** (0.001)
Log Term in Months	0.689*** (0.046)	0.096*** (0.031)	2.555*** (0.360)	-0.125*** (0.011)	-8.300*** (0.783)	-4.745*** (0.372)	0.063*** (0.004)
Business is Corporation	-0.010 (0.016)	0.046* (0.027)	-0.127 (0.192)	0.006 (0.004)	0.504* (0.302)	0.364** (0.169)	-0.005*** (0.001)
Business is Individual	-0.515*** (0.028)	0.207*** (0.054)	-0.485** (0.231)	0.018*** (0.004)	1.310*** (0.281)	0.715*** (0.157)	-0.007*** (0.001)
Bank Log Assets	-0.046*** (0.013)	0.093*** (0.011)	-0.766*** (0.265)	0.001 (0.002)	0.067 (0.128)	-0.014 (0.090)	0.000 (0.001)
Bank Deposits to Assets	-0.104 (0.369)	0.714 (0.551)	9.647 (7.651)	0.042 (0.042)	2.778 (3.596)	1.523 (2.354)	-0.007 (0.023)
Return on Equity	-0.010*** (0.003)	0.000 (0.003)	0.119*** (0.045)	0.001*** (0.000)	0.091*** (0.032)	0.067*** (0.024)	-0.001*** (0.000)
Bank Equity to Assets	-0.554 (1.097)	1.882* (1.124)	32.186** (14.273)	0.104 (0.094)	10.033 (7.766)	9.415* (5.637)	-0.111* (0.058)
Loan Size Group		-0.796*** (0.123)	4.786*** (0.415)	0.030*** (0.005)	1.763*** (0.360)	0.996*** (0.212)	0.000 (0.002)
County × Year FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Observations	421,334	421,334	421,334	421,334	421,334	421,334	421,334
Adjusted R ²	0.591	0.489	0.580	0.124	0.094	0.090	0.162

Standard errors in parentheses. * p<.10, ** p<.05, *** p<.01

Table VI: Credit Access Using Loan Amount and County Market Groups

The table uses data at the bank-county-year level from 2010 to 2019. The dependent variable, log loan amount, measures the log of the total sum of loan amounts originated by a lender in a county-year. The independent variables of interest include online, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, and county economic measures broken into terciles interacted with online. We leave out the middle tercile of each county market variable. These market measures are bottom tercile per capita income, top tercile per capita income, bottom tercile unemployment, top tercile unemployment, bottom tercile HHI scaled by 10,000, and top tercile HHI scaled by 10,000. We include the following bank controls; log assets, deposits to assets, return on assets, and equity to assets. We include county-year fixed effects. Standard errors are clustered at the lender level.

	Log Total Loan Amount		
	(1)	(2)	(3)
Online Bank	-0.149 (0.238)	-0.170 (0.241)	-0.057 (0.250)
Online Bank × Bottom Tercile Per Cap Income	0.289*** (0.078)		
Online Bank × Top Tercile Per Cap Income	-0.064 (0.070)		
Online Bank × Bottom Tercile Unemployment		-0.023 (0.113)	
Online Bank × Top Tercile Unemployment		0.336*** (0.106)	
Online Bank × Bottom Tercile HHI			-0.213** (0.090)
Online Bank × Top Tercile HHI			0.126*** (0.044)
Log Assets	-0.013 (0.016)	-0.013 (0.017)	-0.014 (0.016)
Deposits to Assets	1.359** (0.564)	1.364** (0.568)	1.350** (0.561)
Return on Assets	0.025 (0.034)	0.026 (0.034)	0.027 (0.036)
Equity to Assets	-3.324* (1.708)	-3.196* (1.714)	-3.459** (1.727)
County × Year FE	Yes	Yes	Yes
Observations	111,815	111,815	111,815
Adjusted R^2	0.174	0.174	0.174

Standard errors in parentheses. * $p < .10$, ** $p < .05$, *** $p < .01$

Table VII: Credit Access to Minorities

The table uses matched data at the loan level from 2010-2019. The dependent variable is *Log Loan Amount*. The independent variables of interest include *Online Bank*, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, borrower ownership indicators including *Woman Owned*, *Minority Owned*, *Black Owned*, and *Hispanic Owned*, and the ownership indicators interacted with *Online Bank*. *Additional Controls* include the loan controls, borrower controls and bank controls. Standard errors are clustered at both the lender and borrower level.

	Log Loan Amount				
	(1)	(2)	(3)	(4)	(5)
Online Bank	0.154 (0.161)	0.156 (0.161)	0.156 (0.161)	0.154 (0.161)	0.155 (0.161)
Woman Owned		0.168*** (0.028)			
Minority Owned			0.208*** (0.035)		
Black Owned				0.032 (0.060)	
Hispanic Owned					0.259*** (0.044)
Online Bank × Woman Owned		-0.479*** (0.062)			
Online Bank × Minority Owned			-0.576*** (0.116)		
Online Bank × Black Owned				-0.394*** (0.100)	
Online Bank × Hispanic Owned					-0.867*** (0.182)
Additional Controls	Yes	Yes	Yes	Yes	Yes
County × Year FE	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes
Observations	248,168	248,168	248,168	248,168	248,168
Adjusted R^2	0.659	0.659	0.659	0.659	0.659

Standard errors in parentheses. * p<.10, ** p<.05, *** p<.01

Table VIII: Loan Performance and Zip Code Market Measures

The table uses data at the loan level from 2010-2019. For Panel A, the dependent variable is the charge-off status which is an indicator equal to 1 if the loan is deemed uncollectable by the lender and 0 otherwise. For Panel B, the dependent variable is the charge-off to loan which is the charge-off amount divided by the total loan amount. For Panel C, the dependent variable, SBA loss to loan, is the charge-off amount times the SBA guarantee percent divided by the loan amount. The independent variables of interest include online, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, zip code economic variables, and zip code economic variables interacted with online. The zip code economic variables are log credit score, log household income, percent subprime, and poverty rate. *Additional Controls* include the loan controls, borrower controls and bank controls. Standard errors are clustered at both the lender and borrower level.

Panel A: Charge-Off Status					
	Charge-Off Status				
	(1)	(2)	(3)	(4)	(5)
Online Bank	0.050*** (0.014)	0.050*** (0.014)	0.050*** (0.013)	0.050*** (0.014)	0.050*** (0.013)
Log Credit Score		-0.049*** (0.011)			
Log Income			-0.011*** (0.002)		
Subprime				0.000*** (0.000)	
Poverty Rate					0.000 (0.000)
Online Bank × Log Credit Score		0.006 (0.028)			
Online Bank × Log Income			0.000 (0.007)		
Online Bank × Percent Subprime				-0.000 (0.000)	
Online Bank × Poverty Rate					-0.000 (0.000)
Additional Controls	Yes	Yes	Yes	Yes	Yes
County × Year FE	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes
Observations	418,333	418,333	418,333	418,333	418,333
Adjusted R^2	0.117	0.117	0.117	0.117	0.117

Standard errors in parentheses. * $p < .10$, ** $p < .05$, *** $p < .01$

Table VIII: Loan Performance and Zip Code Market Measures—*Continued*

Panel B: Charge-Off to Loan					
	Charge-Off to Loan				
	(1)	(2)	(3)	(4)	(5)
Online Bank	3.769*** (1.173)	3.787*** (1.171)	3.791*** (1.157)	3.787*** (1.171)	3.738*** (1.155)
Log Credit Score		-3.410*** (0.900)			
Log Income			-0.810*** (0.199)		
Subprime				0.014*** (0.004)	
Poverty Rate					0.003 (0.005)
Online Bank × Log Credit Score		0.457 (2.210)			
Online Bank × Log Income			0.091 (0.502)		
Online Bank × Percent Subprime				-0.003 (0.008)	
Online Bank × Poverty Rate					-0.042 (0.035)
Additional Controls	Yes	Yes	Yes	Yes	Yes
County × Year FE	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes
Observations	418,333	418,333	418,333	418,333	418,333
Adjusted R^2	0.088	0.088	0.088	0.088	0.088

Standard errors in parentheses. * $p < .10$, ** $p < .05$, *** $p < .01$

Table IX: SBA Loss to Loan Amount (Net Fees) and Zip Code Market Measures

The table uses data at the loan level from 2010-2019. The dependent variable, SBA loss to loan net fees, is the charge off amount times the SBA guarantee percent minus fees paid to the SBA, divided by the loan amount. The independent variables of interest include online, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, zip code economic variables, and zip code economic variables interacted with online. The zip code economic variables are log credit score, log household income, percent subprime, and poverty rate. We include loan controls, borrower controls, bank controls, and county-year and industry-year fixed effects. Standard errors are clustered at both the bank and firm level.

	SBA Loss to Loan Net Fees				
	(1)	(2)	(3)	(4)	(5)
Online Bank	2.304*** (0.860)	2.320*** (0.856)	2.320*** (0.848)	2.320*** (0.857)	2.282*** (0.847)
Online Bank × Log Credit Score		-1.694 (1.615)			
Online Bank × Log Income			-0.088 (0.380)		
Online Bank × Percent Subprime				0.005 (0.006)	
Online Bank × Poverty Rate					-0.026 (0.024)
Log Credit Score		-1.328*** (0.506)			
Log Income			-0.344*** (0.106)		
Subprime				0.006*** (0.002)	
Poverty Rate					-0.001 (0.003)
Loan Size Group	1.009*** (0.209)	1.008*** (0.209)	1.008*** (0.209)	1.008*** (0.209)	1.009*** (0.209)
Revolver Status	-1.281*** (0.375)	-1.281*** (0.376)	-1.280*** (0.375)	-1.281*** (0.376)	-1.280*** (0.375)
Initial Interest Rate	0.696*** (0.070)	0.696*** (0.070)	0.696*** (0.070)	0.696*** (0.070)	0.696*** (0.070)
Log Term in Months	-4.752*** (0.373)	-4.756*** (0.374)	-4.758*** (0.374)	-4.757*** (0.374)	-4.751*** (0.373)
Business is Corporation	0.353** (0.170)	0.354** (0.169)	0.354** (0.168)	0.354** (0.168)	0.354** (0.170)
Business is Individual	0.691*** (0.156)	0.686*** (0.156)	0.682*** (0.155)	0.685*** (0.155)	0.692*** (0.156)
Bank Log Assets	-0.003 (0.087)	-0.003 (0.087)	-0.003 (0.087)	-0.003 (0.087)	-0.003 (0.087)
Bank Deposits to Assets	1.937 (2.299)	1.929 (2.297)	1.922 (2.297)	1.925 (2.296)	1.936 (2.299)
Bank Return on Assets	0.682*** (0.204)	0.682*** (0.204)	0.682*** (0.204)	0.682*** (0.204)	0.684*** (0.204)
Bank Equity to Assets	3.527 (6.209)	3.506 (6.190)	3.478 (6.200)	3.498 (6.190)	3.498 (6.215)
County × Year FE	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes
Observations	418,333	418,333	418,333	418,333	418,333
Adjusted R ²	0.090	0.090	0.090	0.090	0.090

Standard errors in parentheses. * p<.10, ** p<.05, *** p<.01

A Appendix

Table A.1: Variable Definitions

Variable	Description
Online Bank	Indicator variable that equals 1 when a lender is classified as an online bank, meaning it has less than 10 physical locations and less than 10% of its loans made in the state in which it is located, and 0 otherwise
Initial Interest Rate	The interest rate on the loan at the time of approval. SBA 7(a) loans may come with fixed or variable rates
Loan Amount (Thousands)	The dollar loan amount as listed by the SBA measured in thousands
SBA Guarantee Percent	The amount of the loan guaranteed by the SBA divided by the total loan amount
Charge-Off Loan Status	Indicator variable that equals 1 if the loan has been deemed uncollectable by the lender and 0 otherwise
Charge-Off to Loan	The gross charge-off amount divided by the total loan amount
SBA Loss to Loan	The gross charge-off amount, net of fees, multiplied by the SBA guarantee percent, divided by the total loan amount
SBA Profit to Loan	The sum of fees paid to the SBA minus the guaranteed portion of the default amount in the case of a charge-off, divided by the total loan amount
Lender IRR	The internal rate of return using the initial loan amount and cash flows calculated using initial interest rate, term in months, and payment and default information
Revolver Status	Indicator variable that equals 1 if the loan is a revolving line of credit and 0 if a term loan
Term in Months	The length of loan term as measured in months
Business is Corporation	Indicator variable that equals 1 if the borrower business type is corporation and 0 otherwise

Table A.1: Variable Definitions—*Continued*

Variable	Description
Business is Individual	Indicator variable that equals 1 if the borrower business type is individual and 0 otherwise
Business is Partnership	Indicator variable that equals 1 if the borrower business type is partnership and 0 otherwise
Prepayment Fee	The amount that SBA borrowers are required to pay on loans with a maturity of above 15 years that are prepaid within the first 3 years
Guarantee Fee	The upfront fee amount required by the SBA that range from 0-3.75% of the guaranteed portion of the initial loan amount
Ongoing Fee	The total amount that SBA borrowers pay toward the annual servicing fee over the life of the loan which ranges from 0-0.55% of the guaranteed outstanding portion of the loan each year
County Per Cap Income	Total personal income, as defined by the Bureau of Economic Analysis (BEA), divided by the total population
County Unemployment Rate	The number of individuals in the labor force that are unemployed divided by the total labor force
County Scaled Bank HHI	The sum of squared share of local bank branch deposits of the banks in the county scaled by 10,000
Zip Code Credit Score	The average credit score of borrowers in a given ZIP Code
Zip Code Income	The average estimated household income in a given ZIP code
Zip Code Subprime Rate	The average ratio of borrowers with a subprime credit score (below 640)
Zip Code Poverty Rate	Average poverty rate based on U.S Census in a given ZIP code
Bank Log Assets	The log total assets of the financial institution as reported by the FDIC
Bank Deposits to Assets	The total deposits of the FDIC reporting institution divided by its total assets
Bank Returns on Assets	The return on assets as reported by the FDIC
Bank Equity to Assets	The financial institution's reported equity divided by its assets
Log Per Cap Establishments	The log of number of business establishments in a county divided by the total county population.
Balance Sheet Asset HHI	The sum of a lender's annual squared share of balance sheet asset categories and sub-categories using bank call reports
Balance Sheet Liabilities HHI	The sum of a lender's annual squared share of balance sheet liability categories and sub-categories using bank call reports

Table A.1: Variable Definitions—*Continued*

Variable	Description
Income HHI	The sum of a lender's squared annual share of income statement categories using bank call reports
Loans HHI (CR)	The sum of a lender's annual squared share of loans and leases categories using bank call reports
Loans HHI (SDI)	The sum of a lender's squared share of loans and leases categories using Summary of Deposit data from the Statistics on Depository Institutions
Loan Categories (SDI)	The number of loan and lease categories a lender utilized each year using Summary of Deposit data from the Statistics on Depository Institutions
Woman Owned	Indicator variable that equals 1 if the borrower self-identifies her business as Woman Owned Business in the System for Award Management (SAM) Entity Registration Records, and 0 otherwise
Minority Owned	Indicator variable that equals 1 if the borrower self-identifies under business code 23: Minority Owned Business in the System for Award Management (SAM) Entity Registration Records, and 0 otherwise
Black Owned	Indicator variable that equals 1 if the borrower self-identifies under business code OY: Black American Owned Business in the System for Award Management (SAM) Entity Registration Records, and 0 otherwise
Hispanic Owned	Indicator variable that equals 1 if the borrower self-identifies under business code PI: Hispanic American Owned Business in the SAM Entity Registration Records and 0 otherwise

Table A.2: SBA 7(a) Loan Delivery Methods

Using information from the SBA, this table provides a brief description of the primary 7(a) programs with their respective guarantee rates and year active in the sample.

Program	Description	Guarantee	Years Active in Sample
Community Advantage	Community-based focus on local small businesses in underserved markets. Max loan amount of \$350,000.	Up to 85% for loans up to \$150,000 and 75% for loans greater than \$150,000	2011-2019
Community Express	Focus on underserved communities that qualify for CRA. Max loan amount of \$250,000.	Up to 85% for loans up to \$150,000 and 75% for loans greater than \$150,000	2010-2011
Certified Lender	Made by SBA certified lenders who receive expedited processing of loan applications.	More flexible with a maximum of 90%	2010-2017
Other 7(a) Loan	The SBA's category for all other loan delivery methods.	Variable guarantees	2010-2019
Patriot Express	Focuses on veteran-owned small businesses. Max loan amount of \$500,000.	Up to 85% for loans up to \$150,000 and 75% for loans greater than \$150,000	2010-2014
Preferred Lender	Made by SBA preferred lenders who have more authority to process, close, service, and liquidate SBA-guaranteed loans.	More flexible with a maximum of 90%	2010-2019
SBA Express	Accelerated turnaround time for SBA review (within 36 hours). Maximum loan amount of \$500,000.	50%	2010-2019
Small Loan Advantage	Focuses on small loans with a max loan amount of \$350,000.	Up to 85% for loans up to \$150,000 and 75% for loans greater than \$150,000	2010-2017
All Other Programs	Consists of all loan programs where the sample is below 1% for both online and other lenders. This includes dealer floor plan, export working capital, export express, gulf opportunity, international trade, and rural lender advantage.	75% to 90%	2010-2019

Table A.3: SBA 7(a) Fees

This table lists the various fees associated with SBA 7(a) loans and their percentages for each fiscal year during the sample.

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019
Guarantee fee - upfront fee on the guaranteed portion of loan										
Short term : \$125,000 or less	N.A.*	0.25%	0.25%	0.25%	0.00%	0.00%	0.00%	0.00%	0.25%	0.25%
Short term : \$125,001 to \$150,000	N.A.*	0.25%	0.25%	0.25%	0.00%	0.00%	0.00%	0.00%	0.25%	0.25%
Short term : \$150,001 to \$700,000	N.A.*	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%
Short term : \$700,001 to \$5,000,000	N.A.*	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%
Long term : \$125,000 or less	N.A.*	2.00%	2.00%	2.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.00%
Long term : \$125,001 to \$150,000	N.A.*	2.00%	2.00%	2.00%	0.00%	0.00%	0.00%	0.00%	2.00%	2.00%
Long term : \$150,001 to \$700,000	N.A.*	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Long term : \$700,001 to \$5,000,000	N.A.*	3.50%	3.50% on up to \$1 million plus 3.75% on amount over \$1 million	3.50% on up to \$1 million plus 3.75% on amount over \$1 million	3.50% on up to \$1 million plus 3.75% on amount over \$1 million	3.50% on up to \$1 million plus 3.75% on amount over \$1 million	3.50% on up to \$1 million plus 3.75% on amount over \$1 million	3.50% on up to \$1 million plus 3.75% on amount over \$1 million	3.50% on up to \$1 million plus 3.75% on amount over \$1 million	3.50% on up to \$1 million plus 3.75% on amount over \$1 million
Ongoing servicing fee - yearly fee on the guaranteed portion of the outstanding loan balance										
Short term : \$150,000 or less	0.55%	0.55%	0.55%	0.55%	0.00%	0.00%	0.00%	0.546%	0.546%	0.55%
Short term : more than \$150,000	0.55%	0.55%	0.55%	0.55%	0.52%	0.519%	0.473%	0.546%	0.546%	0.55%
Long term : \$150,000 or less	0.55%	0.55%	0.55%	0.55%	0.00%	0.00%	0.00%	0.546%	0.546%	0.55%
Long term : \$150,001 to \$700,000	0.55%	0.55%	0.55%	0.55%	0.52%	0.519%	0.473%	0.546%	0.546%	0.55%
Long term : \$700,001 to \$5,000,000	0.55%	0.55%	0.55%	0.55%	0.52%	0.519%	0.473%	0.546%	0.546%	0.55%
Prepayment fee - only applicable to loans with maturity of 15 years or more that prepay within the first 3 years										
5% if prepaid in the first year, 3% if prepaid in the second year, and 1% if prepaid in the third year										

*The Small Business Job Creation and Access to Capital Act of 2009 waived all SBA guarantee fees to encourage financial recovery.

Table A.4: Largest Online Banks by Lending Volume

This table lists the identities, loan amounts, and locations of the ten largest online banks in our sample period of 2010-2019.

Bank Name	No. of Loans	Overall Loan Amount	State Located
Celtic Bank Corporation	6,593	\$2,469,248,200	UT
Live Oak Banking Company	6,367	\$7,811,133,000	NC
Stearns Bank National Association	3,853	\$1,435,446,600	MN
Independence Bank	3,257	\$456,019,200	RI
United Midwest Savings Bank, National Association	1,660	\$676,273,300	OH
The Bancorp Bank	750	\$559,078,600	DE
LendingClub Bank, National Association*	501	\$390,020,400	UT
Coastal States Bank	362	\$328,938,400	SC
FinWise Bank	300	\$224,446,100	UT
West Town Bank And Trust	286	\$360,663,700	IL

*Previously known as Radius Bank until 2021 when it was acquired by LendingClub. The SBA refers to this lender as LendingClub in the sample though the loans were made by the online bank Radius Bank.

Table A.5: Credit Access Using Loan Amount and County Market Measures

The table uses data at the bank-county-year level from 2010 to 2019. The dependent variable, log loan amount, measures the log of the total sum of loan amounts originated by a lender in a county-year. The independent variables of interest include online, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, and county economic variables interacted with online. These economic variables are log per capita income, unemployment rate, and HHI scaled by 10,000. We include the following bank controls; log assets, deposits to assets, return on assets, and equity to assets. We include county-year fixed effects. Standard errors are clustered at the bank level.

	Log Total Loan Amount			
	(1)	(2)	(3)	(4)
Online Bank	-0.110 (0.247)	-0.082 (0.244)	-0.060 (0.233)	-0.099 (0.246)
Online Bank × Log Per Cap Income		-0.427** (0.191)		
Online Bank × Unemployment Rate			0.069* (0.036)	
Online Bank × Scaled HHI				0.740*** (0.182)
Log Assets	-0.014 (0.016)	-0.013 (0.016)	-0.013 (0.017)	-0.014 (0.016)
Deposits to Assets	1.347** (0.564)	1.358** (0.564)	1.366** (0.567)	1.348** (0.563)
Return on Assets	0.028 (0.036)	0.026 (0.035)	0.025 (0.034)	0.028 (0.036)
Equity to Assets	-3.435** (1.727)	-3.348* (1.714)	-3.164* (1.713)	-3.442** (1.728)
County × Year FE	Yes	Yes	Yes	Yes
Observations	111,815	111,815	111,815	111,815
Adjusted R^2	0.173	0.174	0.174	0.174

Standard errors in parentheses. * $p < .10$, ** $p < .05$, *** $p < .01$

Table A.6: Online Bank and Minority Borrowers

The table uses data at the loan level from 2010-2019. The dependent variables are interest rate, SBA guarantee percent, charge-off status, charge-off to loan, and SBA loss to loan. The independent variables of interest include *Online Bank*, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, and *Minority Owned*, a borrower ownership indicator. Standard errors are clustered at both the lender and borrower level.

	Guarantee Percent	Interest Rate	Charge-Off Status	Charge-Off to Loan	SBA Loss to Loan Net Fees
	(1)	(2)	(3)	(4)	(5)
Online Bank	3.863*** (1.455)	0.447*** (0.086)	0.041*** (0.013)	3.064*** (1.157)	2.319** (0.911)
Minority Owned	0.573 (0.472)	-0.118*** (0.041)	-0.005 (0.007)	-0.232 (0.545)	-0.063 (0.351)
Online Bank × Minority Owned	1.332 (1.092)	0.100 (0.155)	0.084*** (0.021)	6.863*** (1.566)	5.620*** (1.253)
Loan Size Group	3.835*** (0.432)	-0.902*** (0.116)	0.037*** (0.005)	2.246*** (0.395)	1.248*** (0.226)
Revolver Status	-10.824*** (1.478)	0.533*** (0.197)	-0.040*** (0.008)	-2.149*** (0.643)	-1.623*** (0.434)
Initial Interest Rate	-0.341** (0.166)		0.015*** (0.002)	1.203*** (0.136)	0.648*** (0.076)
Log Term in Months	3.194*** (0.362)	0.074** (0.036)	-0.140*** (0.012)	-9.429*** (0.865)	-5.444*** (0.412)
Business is Corporation	-0.100 (0.221)	0.052 (0.037)	0.006 (0.006)	0.407 (0.450)	0.307 (0.263)
Business is Individual	-0.780*** (0.262)	0.164*** (0.054)	0.008 (0.007)	0.438 (0.522)	0.213 (0.301)
Bank Log Assets	-0.735** (0.292)	0.088*** (0.011)	0.001 (0.002)	0.054 (0.131)	-0.024 (0.093)
Bank Deposits to Assets	13.486* (7.919)	0.716 (0.611)	0.070 (0.046)	4.829 (3.833)	2.814 (2.449)
Bank Return on Assets	1.268*** (0.401)	-0.004 (0.031)	0.011*** (0.003)	0.954*** (0.290)	0.737*** (0.220)
Bank Equity to Assets	20.590 (15.342)	1.428 (1.374)	0.055 (0.112)	4.912 (9.277)	4.936 (6.698)
County × Year FE	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes
Observations	248,172	248,172	248,172	248,172	248,172
Adjusted R ²	0.624	0.537	0.128	0.096	0.093

Standard errors in parentheses. * p<.10, ** p<.05, *** p<.01

Table A.7: Online Banks and Women Borrowers

The table uses data at the loan level from 2010-2019. The dependent variables are interest rate, SBA guarantee percent, charge-off status, charge-off to loan, and SBA loss to loan. The independent variables of interest include *Online Bank*, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, and *Woman Owned*, a borrower ownership indicator. Standard errors are clustered at both the lender and borrower level.

	Guarantee Percent	Interest Rate	Charge-Off Status	Charge-Off to Loan	SBA Loss to Loan Net Fees
	(1)	(2)	(3)	(4)	(5)
Online Bank	3.854*** (1.455)	0.448*** (0.086)	0.041*** (0.013)	3.070*** (1.162)	2.325** (0.915)
Women Owned	0.051 (0.336)	-0.137*** (0.043)	-0.016*** (0.005)	-1.327*** (0.353)	-0.804*** (0.226)
Online Bank × Women Owned	2.902*** (0.836)	-0.077 (0.095)	0.036* (0.020)	3.140* (1.671)	2.117* (1.280)
Loan Size Group	3.836*** (0.431)	-0.902*** (0.116)	0.037*** (0.005)	2.249*** (0.395)	1.249*** (0.226)
Revolver Status	-10.822*** (1.478)	0.533*** (0.197)	-0.040*** (0.008)	-2.146*** (0.643)	-1.621*** (0.434)
Initial Interest Rate	-0.341** (0.166)		0.015*** (0.002)	1.202*** (0.136)	0.648*** (0.076)
Log Term in Months	3.192*** (0.363)	0.074** (0.036)	-0.140*** (0.012)	-9.432*** (0.865)	-5.447*** (0.412)
Business is Corporation	-0.098 (0.220)	0.052 (0.037)	0.006 (0.006)	0.413 (0.450)	0.311 (0.263)
Business is Individual	-0.781*** (0.263)	0.163*** (0.054)	0.008 (0.007)	0.434 (0.521)	0.211 (0.300)
Bank Log Assets	-0.735** (0.292)	0.088*** (0.011)	0.001 (0.002)	0.054 (0.131)	-0.024 (0.093)
Bank Deposits to Assets	13.482* (7.919)	0.716 (0.611)	0.070 (0.046)	4.818 (3.833)	2.806 (2.450)
Bank Return on Assets	1.267*** (0.401)	-0.003 (0.031)	0.011*** (0.003)	0.956*** (0.291)	0.738*** (0.221)
Bank Equity to Assets	20.600 (15.341)	1.428 (1.374)	0.055 (0.112)	4.933 (9.287)	4.951 (6.709)
County × Year FE	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes
Observations	248,172	248,172	248,172	248,172	248,172
Adjusted R ²	0.624	0.537	0.128	0.096	0.093

Standard errors in parentheses. * p<.10, ** p<.05, *** p<.01

Table A.8: Credit Access to Minorities, Reporting-Only Sample

The table uses matched data at the loan level from 2010-2019. Here we restrict the sample to only those borrowers that self-identify into one of the SBA business-type categories (e.g., veteran, disadvantaged, woman, minority). The dependent variable is *Log Loan Amount*. The independent variables of interest include *Online Bank*, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise, borrower ownership indicators including *Woman Owned*, *Minority Owned*, *Black Owned*, and *Hispanic Owned*, and the ownership indicators interacted with *Online Bank*. *Additional Controls* include the loan controls, borrower controls and bank controls. Standard errors are clustered at both the lender and borrower level.

	Log Loan Amount				
	(1)	(2)	(3)	(4)	(5)
Online Bank	0.019 (0.178)	0.057 (0.201)	0.058 (0.172)	0.025 (0.173)	0.038 (0.177)
Woman Owned		-0.174*** (0.040)			
Minority Owned			-0.121*** (0.043)		
Black Owned				-0.305*** (0.087)	
Hispanic Owned					-0.043 (0.074)
Online Bank × Woman Owned		-0.175 (0.167)			
Online Bank × Minority Owned			-0.179 (0.164)		
Online Bank × Black Owned				0.038 (0.163)	
Online Bank × Hispanic Owned					-0.279 (0.215)
Additional Controls	Yes	Yes	Yes	Yes	Yes
County × Year FE	Yes	Yes	Yes	Yes	Yes
Industry × Year FE	Yes	Yes	Yes	Yes	Yes
Observations	6,469	6,469	6,469	6,469	6,469
Adjusted R^2	0.525	0.527	0.526	0.527	0.525

Standard errors in parentheses. * $p < .10$, ** $p < .05$, *** $p < .01$

Table A.9: Online Banks and SBA Guarantee Percent

The table uses data at the loan level from 2010-2019. The dependent variable is SBA guarantee percent. The independent variable is online bank, an indicator equal to 1 if a lender is classified as an online bank and 0 otherwise. We include loan controls: loan size, revolver status, initial interest rate, and log term in months. We include business type, corporate or individual excluding partnership, as a borrower control. We control for bank characteristics: log assets, deposits to assets, ROA, and equity to assets. We include a variety of fixed effects. Column 1 includes county-year and industry-year fixed effects, column 2 includes borrower and industry-year fixed effects, and column 3 includes borrower-year fixed effects. Standard errors are clustered at both the lender and borrower level.

	Guarantee Percent		
	(1)	(2)	(3)
Online Bank	4.540*** (1.739)	5.786*** (1.273)	5.934*** (2.206)
Loan Size Group	4.786*** (0.415)	5.295*** (0.420)	6.305*** (0.397)
Revolver Status	-10.571*** (1.193)	-10.455*** (0.840)	-10.303*** (0.836)
Initial Interest Rate	-0.257 (0.175)	-0.042 (0.317)	0.085 (0.381)
Log Term in Months	2.555*** (0.360)	2.832*** (0.374)	3.171*** (0.428)
Business is Corporation	-0.127 (0.192)	-1.677 (1.589)	-2.027 (3.066)
Business is Individual	-0.485** (0.231)	-2.195 (2.132)	-0.895 (3.433)
Bank Log Assets	-0.766*** (0.265)	-0.959*** (0.185)	-0.798*** (0.301)
Bank Deposits to Assets	9.647 (7.651)	-0.107 (4.839)	6.636 (13.751)
Bank Return on Equity	0.119*** (0.045)	0.011 (0.030)	0.213*** (0.077)
Bank Equity to Assets	32.186** (14.273)	32.728*** (8.638)	42.126* (25.070)
Borrower FE	No	Yes	No
Borrower × Year FE	No	No	Yes
County × Year FE	Yes	No	No
Industry × Year FE	Yes	Yes	No
Observations	421,334	92,032	59,654
Adjusted R^2	0.580	0.609	0.594

Standard errors in parentheses. * $p < .10$, ** $p < .05$, *** $p < .01$

Table A.10: Online Versus Other Lenders

This table reports univariate differences in lender IRR and IRR simulations between online banks and all other lender types at the loan level from 2010 to 2019. The columns report the mean of online bank lenders, the mean of all other lenders, the difference between the means, and the number of observations, respectively. Lender IRR is the estimated internal rate of return using the initial loan amount and the estimated annual cash flows of the loan. IRR Scenario 1 assumes a reduction of the loan guarantee rates of online lenders from 75% and above to 50%. IRR Scenario 2 assumes a reduction of the loan guarantee rates for online lenders from 85% and above to 50%. IRR Scenario 3 assumes a reduction of the loan guarantee rates for online lenders from 90% and above to 50%.

	Online Banks (1)	Other Lenders (2)	Online Banks - Other Lenders (1-2)	
	Mean	Mean	Diff.	Obs.
Lender IRR	4.97	4.86	0.11***	459,696
IRR Scenario 1	4.14	4.85	-0.71***	459,696
IRR Scenario 2	4.23	4.85	-0.62***	459,696
IRR Scenario 3	4.92	4.86	0.06**	459,696