

# Feedback Effects, Market Valuations, and Real Efficiency

Junghum Park

Bank of Lithuania & Vilnius University

August 2024

# Motivation

Secondary financial markets appear to have real effects

- Corporate decision makers learn from prices, thereby allocating the resources more efficiently
- “Feedback effect” between real and financial sectors

Empirical evidence?

- Firms respond to stock prices (e.g., Chen et al, 2007)
- But the contribution of learning from stock price to firm productivity is small (David et al, 2016)

# Motivation

One possibility: corporate decisions involving long-term commitments?

- E.g., strategic planning and market positioning of firms
- Stock markets may promote myopic corporate behavior
- The “short-termism” may happen when short-term prices incorrectly reflect the long-term consequences of certain types of actions

# Motivation

This paper studies the interdependence of myopic corporate behavior and the feedback effect

- The feedback effect leads to an inflated equity price through risk-driven asymmetric trading behavior of speculators
- Combined with the short-term incentive for decision makers, this feature can explain:
  - why the feedback effect is prevalent (through ex ante project choice)
  - weak contribution of learning from prices to firm productivity

## Situation and research question

A modeling framework to analyze the interaction between corporate investments and financial prices via information and risk channels

- A firm's decision maker chooses between two mutually exclusive projects
  - Two projects are ex ante identical in terms of initially unknown productivity, which follows a Pareto distribution
  - They differ on who has an informational advantage
- The financial market opens
- The DM determines the scale of operations on the chosen project

## Situation and research question

The DM's choice between two long-term projects

- Scenario 1: The DM holds better information about the productivity of project, which leads to better decision making.
- Scenario 2: Its productivity is better known to the financial market. Thus, the DM learns from the price.

How does the short-term incentive for the DM affect his project choice?

- Example: Innovation strategy of corporate executives
- Existing customers' needs vs. creating new markets
- Equivalently, demand- vs. quality-related information

# Main results

## Scenario 1: Superior information for the firm

- The price is unbiased about the firm's profit from operations
- It is due to a symmetric impact of noise trade on the price conditional on large project values

## Scenario 2: Superior information for the financial market

- The average price is higher than the firm's profit from operations
- Higher price  $\rightarrow$  Higher operation scale  $\rightarrow$  Higher valuation risk
- Speculators are less (more) aggressive against higher (lower) prices. Accordingly, the impact of noise trade is asymmetric.

# Main results

Combining these scenarios together:

- Learning from price causes an ex ante price inflation
- The DM chooses the less efficient long-term project which is more informative to the financial market

Other insights than the inefficient project choice:

- Explains the availability of superior information in financial markets
- The feedback effect results in smaller scale of operations by the firm



# Literature

## Feedback effects of secondary financial markets

- The existing frameworks explain multiple equilibria, trading frenzy, and side effects of information disclosure, etc (e.g., Goldstein, Ozdenoren & Yuan, 2013; Boleslavsky, Kelly & Taylor, 2017; Goldstein & Yang, 2019)
- But they abstract from investors' risk aversion and the resulting asymmetry in their trades
- Asymmetry in trading behavior (Boleslavsky, Kelly & Taylor, 2017; Edmans, Goldstein & Jiang, 2015)

## Corporate short-termism

- Signal-jamming based on hidden actions (e.g., Stein, 1989; Aghion & Stein, 2008)
- Determination of executive compensation (e.g., Bolton et al., 2006)

# Model

A firm has access to the following production technology for project  $d \in \{A, B\}$ :

$$\pi_d = \underbrace{a_d}_{\text{Operation scale}} \cdot \underbrace{(\theta_d + \varepsilon_d)}_{\text{Per-scale revenue}} - \underbrace{\frac{1}{2}a_d^2}_{\text{Cost of operations}},$$

where

- $\theta_d$  and  $\varepsilon_d$  are the forecastable and unforecastable parts of productivity factors, respectively;
- $a_d$  is the scale of operations on the chosen project  $d$ .

# Model

The order of game:

- At  $t = 0$ , the DM chooses project  $d \in \{A, B\}$ . They differ on which side is more informative at  $t = 1$ :

	Project A	Project B
DM's information	$\mathcal{I}_{IA} = \{\theta_A, p_A\}$	$\mathcal{I}_{IB} = \{p_B\}$
Market's information	$\mathcal{I}_{OA} = \{s, p_A\}$	$\mathcal{I}_{OB} = \{\theta_B, p_B\}$

- At  $t = 1$ , the financial market opens and determines  $p_d$
- At  $t = 2$ , the DM decides the scale of operations  $a_d$
- At  $t = 3$ , the firm generates cash flows  $\pi_d$  and all agents get paid

## Model: productivity of projects

The per-scale revenue is  $\theta_d + \varepsilon_d$  for project  $d \in \{A, B\}$

- The project value  $\theta_d \geq 0$  commonly follows a Pareto distribution

$$g(\theta_d) = \frac{\lambda - 1}{\gamma} \left( \frac{\theta_d}{\gamma} + 1 \right)^{-\lambda}$$

for constant  $\gamma > 0$  and  $\lambda \in (1, 3]$ . Notably, it has a “fat” tail.

- The unforecastable part  $\varepsilon_d$  follows  $N(0, \sigma_\varepsilon^2)$

## Model: financial sector

At  $t = 1$ , a continuum of informed speculators  $i \in [0, 1]$  and noise traders participate in the financial market

- Given project  $d$ , informed speculators submit  $x_{id}(\mathcal{I}_{Od})$  to maximize  $U_{id} = -\frac{1}{\varphi} \exp[-\varphi \{x_{id}(\pi_d - p_d)\}]$
- Recall  $\mathcal{I}_{OA} = \{s, p_A\}$  and  $\mathcal{I}_{OB} = \{\theta_B, p_B\}$ 
  - In case of project  $A$ , we assume  $s = \theta_A + \eta$ , where  $\eta$ 's support is  $\{\eta_1, \dots, \eta_K\}$  with probabilities  $r_1, \dots, r_K$ , respectively. Wlog,  $E[\eta] = 0$ .
- Noise trade is a random variable  $\omega$  whose support is  $\{\omega_1, \dots, \omega_J\}$  with probabilities  $q_1, \dots, q_J$ , respectively. Wlog,  $E[\omega] = 0$ .

# Model: feedback from price

Two scenarios at  $t = 2$ :

- Project  $A$ : The DM knows  $\theta_A$ , which is used to decide the scale of operations  $a_A$ . No need for price learning.
- Project  $B$ : The DM learns from the price  $p_B$  to decide the scale of operations  $a_B$ .

# Model: equilibrium definition

Equilibrium consists of

- Project choice  $d \in \{A, B\}$
- Informed speculators' demands  $x_{iA}^* = x_{iA}^*(\mathcal{I}_{OA})$ ,  
 $x_{iB}^* = x_{iB}^*(\mathcal{I}_{OB})$
- Price functions  $p_A^* = p_A^*(\mathcal{I}_{OA}, \omega)$ ,  $p_B^* = p_B^*(\mathcal{I}_{OB}, \omega)$
- DM's investment strategies:  $a_A^* = a_A^*(\mathcal{I}_{IA})$ ,  $a_B^* = a_B^*(\mathcal{I}_{IB})$

## Model: equilibrium definition

...such that the following conditions are satisfied:

- 1 The project  $d \in \{A, B\}$  maximizes  $E_{\hat{g}}[p_d] = \int_0^M p_d \hat{g}_{(0,M)}(\theta_d) d\theta_d$  given truncated distribution  $\hat{g}_{(0,M)}(\theta_d)$  over  $(0, M)$  for sufficiently large  $M > 0$
- 2 Demands  $x_{id}^*(\mathcal{I}_{Od})$  maximize  $E[U_{id} | \mathcal{I}_{Od}]$  at  $t = 3$ , where  $\mathcal{I}_{OA} = \{s, p_A\}$  and  $\mathcal{I}_{OB} = \{\theta_B, p_B\}$ . Also, the price  $p_d$  clears the market, i.e.  $\int_{i \in [0,1]} x_{id}^*(\mathcal{I}_{Od}) di + \omega = 0$ ;
- 3 At  $t = 2$ , the scale of operations  $a_d^*$  maximizes  $E[\pi_d | \mathcal{I}_{Id}]$ , where  $\mathcal{I}_{IA} = \{\theta_A, p_A\}$  and  $\mathcal{I}_{IB} = \{p_B\}$ .



## Model: equilibrium definition

As  $M$  is large, the expected price  $E_{\hat{g}}[p_d]$  predominantly reflects those conditional on large project values  $\theta_d$ . That is,

$$E_{\hat{g}}[p_d] \approx E[p_d | \theta_d] \text{ for large } \theta_d.$$

- The decision maker effectively restricts attention to these large values of  $\theta_d$  when it comes to comparing the expected prices

## Feedback effect without fat-tailedness?

Let's focus on project  $B$  where the feedback effect occurs. What if the per-unit asset payoff is the project value  $\tilde{\theta}_B$  (rather than the firm's profit), and it is normally distributed?

$$\tilde{p}_B = \tilde{\theta}_B + \varphi \sigma_\varepsilon^2 \tilde{\omega}$$

- The existence and uniqueness of equilibrium
- The price  $\tilde{p}_B$  is equal to  $\tilde{\theta}_B$  on average
  - Why? (i) The asset supply is zero so that speculators buy or sell symmetrically; (ii) Speculators' trading aggressiveness is symmetric between when they buy and when they sell.
- Linearity of  $E[\tilde{\theta}_B | \tilde{p}_B]$  in  $\tilde{\theta}_B$  (provided that  $\omega$  is normal as well)

## Feedback effect without fat-tailedness?

Now, what if the per-unit asset payoff is the firm's profit  $\pi_B = \tilde{a}_B \tilde{\theta}_B - \frac{1}{2} \tilde{a}_B^2$ , maintaining  $\tilde{\theta}_B$  being normal?

$$\tilde{p}_B = \underbrace{\tilde{a}_B \tilde{\theta}_B - \frac{1}{2} (\tilde{a}_B)^2}_{E[\pi_B^* | \tilde{\theta}_B, \tilde{p}_B]} + \underbrace{\varphi \sigma_\varepsilon^2 (\tilde{a}_B)^2}_{\varphi \omega \text{Var}[\pi_B^* | \tilde{\theta}_B, \tilde{p}_B]} \tilde{\omega}, \text{ where } \tilde{a}_B = E[\tilde{\theta}_B | \tilde{p}_B]$$

- As the operation scale increases, the noise term becomes larger in the price  $\tilde{p}_B$  because speculators face larger risk
- The operation scale depends on the price via the DM's learning
- This chain of influence undermines the linearity of  $E[\tilde{\theta}_B | \tilde{p}_B]$
- It is the case *unless*  $\tilde{\theta}_B$  follows a power distribution

## Equilibrium for project A

In the case of project A, the decision maker optimally chooses  $a_A^*(\mathcal{I}_{IA}) = \theta_A$  so that the firm's profit is given by

$$\pi_A^* = a_A^*(\mathcal{I}_{IA})(\theta_A + \varepsilon_A) - \frac{(a_A^*(\mathcal{I}_{IA}))^2}{2} = \frac{\theta_A^2}{2} + \theta_A \varepsilon_A.$$

How about the financial market? Informed speculators make inference about the firm's profit  $\pi_A$  given their signal  $s$ .

## Equilibrium for project A

The complication in the equilibrium price is due to the non-normal uncertainty given signal  $s$ . We have

$$p_A = \frac{E[\theta_A^2|s]}{2} + \varphi\omega\sigma_\varepsilon^2 E[\theta_A^2|s] + \left(\frac{1}{2} + \varphi\omega\sigma_\varepsilon^2\right) \frac{\sum_{k=1}^K \hat{\eta}_k(s) r_k \exp\left(\hat{\eta}_k(s) \left(\frac{\varphi}{2}\omega + \frac{\varphi^2}{2}\omega^2\sigma_\varepsilon^2\right)\right)}{\sum_{k=1}^K r_k \exp\left(\hat{\eta}_k(s) \left(\frac{\varphi}{2}\omega + \frac{\varphi^2}{2}\omega^2\sigma_\varepsilon^2\right)\right)},$$

where  $\hat{\eta}_k(s)$  is the (perfectly) inferred realization of  $\theta_A^2 - E[\theta_A^2|s]$  given the realization of  $s$  and  $\eta_k$  for  $1 \leq k \leq K$ .

- 1 The firm's expected profit
- 2 Mispricing term from the residual uncertainty over  $\pi_A$  given  $\theta_A$
- 3 Mispricing term from the uncertainty over  $\theta_A$  given  $s$

# Equilibrium for project $A$

**Proposition 1.** In the scenario where project  $A$  is chosen at  $t = 0$ , there is at least one equilibrium where the decision maker uses her own information about the project value  $\theta_A$  at  $t = 2$ .

**Corollary 1.** In every equilibrium, the following equality holds:

$$\lim_{M \rightarrow \infty} \frac{E_{\hat{g}} [p_A^* - \pi_A^*]}{E_{\hat{g}} [\pi_A^*]} \rightarrow 0.$$

## Equilibrium for project *A*

- The corollary suggests that the firm is ex ante valued as  $\pi_A^*$
- The price is “unbiased” due to two reasons again: (i) The asset supply is zero; (ii) Speculators’ trading aggressiveness is symmetric between when they buy and when they sell.
- The latter holds only at the “tail” of  $\theta_A$ , where their signal  $s = \theta_A + \eta$  is precise about  $\theta_A$

## Equilibrium for project *B*

In the case of project *B*, the DM decides the scale of operations based on  $p_B$ . With conjectured investment strategy  $a_B^* = a_B^*(p_B)$ , the firm's profit is given by

$$\pi_B^* = a_B^*(p_B)(\theta_B + \varepsilon_B) - \frac{1}{2}(a_B^*(p_B))^2,$$

which pins down the price  $p_B$  as follows:

$$p_B = \underbrace{a_B^*(p_B)\theta_B - \frac{1}{2}(a_B^*(p_B))^2}_{E[\pi_B|\theta_B, p_B]} + \underbrace{\varphi\sigma_\varepsilon^2(a_B^*(p_B))^2}_{\varphi\omega \text{Var}[\pi_B|\theta_B, p_B]}\omega.$$



## Equilibrium for project *B*

Conjecture

$$a_B^*(p_B) = \alpha(p_B) \cdot \hat{\theta}(p_B),$$

where  $\hat{\theta}(p_B) := \frac{p_B + \frac{1}{2}(a_B^*(p_B))^2}{a_B^*(p_B)}$  is a “normalized” signal from the price.

- Suppose  $p_B = p_B^*(\theta_B, \omega)$  in equilibrium. Then the signal  $\hat{\theta}(p_B^*(\theta_B, \omega))$  is equal to  $\theta_B + \varphi\sigma_\varepsilon^2 a_B^*(p_B^*(\theta_B, \omega))\omega$ .

## Equilibrium for project $B$

Given this conjecture, the optimal scale of operations  $E[\theta_B | p_B]$  is

$$E[\theta_B | p_B] = \frac{\sum_{j=1}^J \theta_{Bj}(p_B) g(\theta_{Bj}(p_B)) q_j}{\sum_{j=1}^J g(\theta_{Bj}(p_B)) q_j},$$

where

$$\theta_{Bj}(p_B) = \hat{\theta}(p_B) (1 - \varphi \sigma_\varepsilon^2 \omega_j \alpha(p_B));$$

$$\hat{\theta}(p_B) = \sqrt{\frac{2p_B}{2\alpha(p_B) - (\alpha(p_B))^2}}.$$

Then match with the initial conjecture  $a_B^*(p_B) = \alpha(p_B) \cdot \hat{\theta}(p_B)$  to determine  $\alpha(p_B) \in (0, 1)$  for each  $p_B > 0$ .

## Equilibrium for project $B$

So,  $\alpha(p_B) \in (0, 1)$  is pinned down by

$$\alpha(p_B) = \frac{\sum_{j=1}^J (1 - \varphi \sigma_\varepsilon^2 \omega_j \alpha(p_B)) g\left(\hat{\theta}(p_B) (1 - \varphi \sigma_\varepsilon^2 \omega_j \alpha(p_B))\right) q_j}{\sum_{j=1}^J g\left(\hat{\theta}(p_B) (1 - \varphi \sigma_\varepsilon^2 \omega_j \alpha(p_B))\right) q_j}.$$

- For large  $\theta_B$ , we can see  $g\left(\hat{\theta}(p_B) (1 - \varphi \sigma_\varepsilon^2 \omega_j \alpha(p_B))\right) \approx \hat{\theta}(p_B)^{-\lambda} (1 - \varphi \sigma_\varepsilon^2 \omega_j \alpha(p_B))^{-\lambda}$  so that  $\hat{\theta}(p_B)^{-\lambda}$  can be taken off. As a result,  $\alpha(p_B)$  is invariant to the realized price  $p_B$ .

## Equilibrium for project *B*

**Proposition 2.** In the scenario where project *B* is chosen at  $t = 0$ , if  $\varphi\sigma_\varepsilon^2\omega_j \in \left(-\frac{2}{\lambda-1}, 1\right)$  for every  $j \in \{1, \dots, J\}$ , then there is at least one equilibrium where the decision maker learns about the project value  $\theta_B$  from the price at  $t = 2$ .

## Equilibrium for project $B$

**Proposition 2 [ctd.]** Conditional on large project value  $\theta_B$ , the decision maker's investment strategy  $a_B^*$  and the equilibrium price  $p_B^*$  are given by

$$a_B^*(p_B) = \sqrt{\frac{2\bar{\alpha}p_B}{2-\bar{\alpha}}} \text{ and } p_B^*(\theta_B, \omega) = \left(\bar{\alpha} - \frac{1}{2}\bar{\alpha}^2\right) \left(\frac{\theta_B}{1 - \varphi\sigma_\xi^2\bar{\alpha}\omega}\right)^2,$$

where  $\bar{\alpha} \in (0, 1)$  is constant. In this limit,

$$a_B^*(p_B^*(\theta_B, \omega)) = \frac{\bar{\alpha}\theta_B}{1 - \varphi\sigma_\xi^2\bar{\alpha}\omega}.$$

## Equilibrium for project $B$

The existence of (feedback-effect) equilibrium is guaranteed when  $\varphi\sigma_\varepsilon^2\omega_j \in (-\frac{2}{\lambda-1}, 1)$  for every  $j \in \{1, \dots, J\}$

- This condition seems natural: feedback-effect equilibrium is more likely with smaller noise
- Whether  $\omega$  is small or large, there is a trivial equilibrium without feedback effect (i.e.,  $a_B^* = 0$  and  $p_B^* = 0$ )

# Equilibrium for project $B$

The information in the price is  $\hat{\theta}(p_B) = \frac{p_B + \frac{1}{2}(a_B^*(p_B))^2}{a_B^*(p_B)}$

- As a signal about  $\theta_B$ , it is equivalent to  $\theta_B + \varphi \sigma_\varepsilon^2 a_B^*(p_B) \omega$ , which is asymmetric across the price. That is, it is noisier with higher prices.
- Higher prices lead to higher operation scales, which result in higher uncertainty facing informed speculators. As a result, they are less aggressive, making these prices noisier.

# Equilibrium for project *B*

**Corollary 2.** In the scenario where project *B* is chosen at  $t = 0$ , the following inequality holds:

$$\lim_{M \rightarrow \infty} \frac{E_{\hat{g}} [p_B^* - \pi_B^*]}{E_{\hat{g}} [\pi_A^*]} = 2\varphi\sigma_\varepsilon^2\bar{\alpha}^2 \sum_{j=1}^J \frac{q_j\omega_j}{(1 - \varphi\sigma_\varepsilon^2\bar{\alpha}\omega_j)^2} > 0.$$



## Equilibrium for project B

Why  $E_{\hat{g}}[p_B^*] > E_{\hat{g}}[\pi_B^*]$ ? Recall that

$$p_B = \underbrace{a_B^*(p_B) \theta_B - \frac{1}{2} (a_B^*(p_B))^2}_{E[\pi_B | \theta_B, p_B]} + \underbrace{\varphi \sigma_\varepsilon^2 (a_B^*(p_B))^2}_{\varphi \omega \text{Var}[\pi_B | \theta_B, p_B]} \omega.$$

- As  $\omega = 0$ , the price is identical to  $E[\pi_B^* | \theta_B, p_B]$ .
- As  $\omega$  is random, the price goes up on average.
  - As  $\omega > 0$ , the price goes up. Informed speculators trade against it, but they trade less as they expect  $a_B \uparrow$ , which means more risk. Thus, larger impact of  $\omega \uparrow$  on the price.
  - As  $\omega < 0$ , the opposite holds, driving smaller impact of  $\omega \downarrow$  on the price.

## Equilibrium for project *B*

The corollary shows that the (positive) misvaluation via noise trade is non-negligible, in contrast to that via signal errors under project *A*. Indeed, it becomes proportionally large as  $\theta_B$  is large.

- Compared with project-*A* scenario, what is broken is the (second) point that speculators' trading aggressiveness is symmetric between when they buy and when they sell
- Why? they face more (less) risk when they observe a higher (lower) price so that they want to sell (buy) the asset

# Project choice

Now we turn to the determination of projects by the DM

- The DM cares about the price at the subsequent period
- He chooses a project if the project is superior than the other for large project values

## Project choice

The (short-term-oriented) DM follows the criterion by Definition 1, which corresponds to maximization of the expected price (i.e.,  $E_{\hat{g}}[p_d^*]$ )

- Project *A* always yields a higher expected profit
- But the decision maker may get a higher expected price at the subsequent period by choosing project *B* (i.e.,  $E_{\hat{g}}[p_B^*] > E_{\hat{g}}[p_A^*]$ )
- This occurs when project *B* leads to price inflation of shares even larger than the loss of profit

## Project choice

**Proposition 3.** In equilibrium, the decision maker chooses project *B* at  $t = 0$  when  $\lambda$  is sufficiently close to 2.

The DM's short-term incentive distorts his ex ante project choice toward a project whose information is superior in the financial market

- 1 The prevalence of superior information in financial markets
- 2 The feedback effect can cause an inefficiency in the real sector (via price inflation of equity)

## Project choice

Project *A* would be chosen in the natural “benchmark”

- E.g., long-term-oriented DM or his commitment against learning from the price

The efficiency loss of project *B* is given by

$$E[\pi_A^* | \theta_A = \theta] - E[\pi_B^* | \theta_B = \theta] = \frac{\theta^2}{2} \sum_{j=1}^J q_j \left( 1 - \frac{\bar{\alpha}}{1 - \varphi \sigma_\varepsilon^2 \bar{\alpha} \omega_j} \right)^2$$

## Project choice

**Example.** We can find a simple example where the DM chooses project *B* even with  $\lambda = 3$ .

- $J = 2$ ,  $\omega_1 = -\omega_2 = (\varphi\sigma_\varepsilon^2)^{-1} \delta$  for  $\delta \in (0, 1)$ , and  $q_1 = q_2 = \frac{1}{2}$
- The DM chooses project *B* if and only if

$$\left(1 - \frac{\bar{\alpha}}{2}\right) \frac{\left\{\sum_{j=1}^J q_j (1 - \varphi\sigma_\varepsilon^2 \bar{\alpha} \omega_j)^{-2}\right\}^2}{\sum_{j=1}^J q_j (1 - \varphi\sigma_\varepsilon^2 \bar{\alpha} \omega_j)^{-3}} > \frac{1}{2}.$$

Here, we can show that the above fraction term is always larger than 1 for  $\delta \in (0, 1)$ . This implies that the above inequality holds.

## Scale of operations

**Proposition 4.** Conditional on large project values  $\theta_A$  and  $\theta_B$ , project B tends to have a smaller scale of operations than project A (i.e.,  $a_A^* = \theta_A$  and  $E[a_B^* | \theta_B] < \theta_B$ ). Further, the firm tends to spend less on its operations under project B compared with project A. In particular, we have

$$\frac{E_{\hat{g}} \left[ \frac{1}{2} (a_B^*(\mathcal{I}_{IB}))^2 \right]}{E_{\hat{g}} \left[ \frac{1}{2} (a_A^*(\mathcal{I}_{IA}))^2 \right]} \rightarrow \sum_{j=1}^J \left( \frac{\bar{\alpha}}{1 - \varphi \sigma_\varepsilon^2 \bar{\alpha} \omega_j} \right)^2 q_j < 1 \text{ as } M \rightarrow \infty.$$



## Scale of operations

The “biased” operation scale under project  $B$  is generally due to the absence of finite expectation under fat-tail distribution

- Otherwise:  $E[a_B^*] = E[E[\theta_B | p_B]] = E[\theta_B]$

The sign of the bias is consistently negative under Pareto distribution

- Positive (negative) noise leads to higher (smaller) operation scale
- Such effect is weakened (reinforced) by the strong prior of fat-tail distribution concentrated on small project values.

## Numerical results

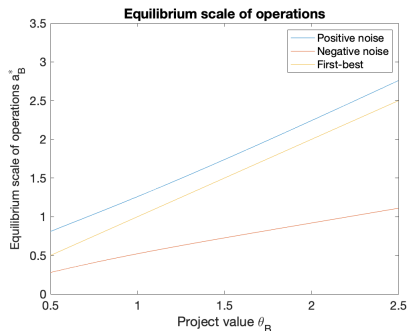
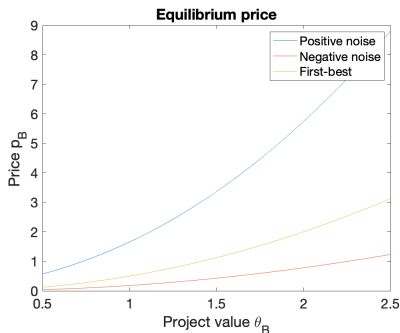


Figure: Numerical results on the effects of project value  $\theta_B$  on the price  $p_B$  and the operation scale  $a_B^*$

## Examples of inefficiency

Innovation strategy: exploitation vs. exploration

- Exploitation tends to meet the needs of existing customers
  - E.g. hand-wound watches to automatic ones
- Exploration examines new markets
  - E.g. battery-powered watches
- The demand-related information tends to be more useful for the former, whereas the quality-related information is more important for the latter
  - The financial market is more informative about the demand-related information

## Examples of inefficiency

- The model suggests that a firm's short-term-oriented DM may choose exploitative innovation to boost the stock price through its reliance on the demand-related information
- Empirical evidence on the association between short-term incentives and exploitation (e.g., Flammer and Bansal, 2017)
  - It is not straightforward with a financial market with informed speculation, which may value long-term cash flows
  - Also, such innovation strategy may not be a “hidden” action in contrast to previous theories on short-termism (e.g., Stein, 1989; Bolton, Scheinkman and Xiong, 2006)
  - Our main results also predict price inflation with exploitative innovation strategy

# Learning from stock prices

## Empirical evidence

- Firms behave as if they recognize the informativeness of stock price (e.g., Luo, 2005; Dessaint et al., 2019)
- Mixed findings on the contribution of learning from stock price to the real productivity (e.g., David, Hopenhyn & Venkateswaran, 2016)

## Implications of the main results

- Even if firms recognize the informativeness of stock price, they might not benefit from learning from stock price when their real decisions feature long-term commitments.
- Another related possibility is committing against learning from stock price (e.g., remaining private).

# Comparison with other trading environments

## “Uninformed” speculation in the financial market

- They would behave like market-makers
- In the limit, the price is unbiased in both scenarios  $A$  and  $B$ , shutting down our inefficiency result

## Non-competitive financial market (together with the uninformed market maker)

- It results in a price-manipulating behavior of large informed speculator (e.g., Boleslavsky et al, 2017; Edmans et al, 2015)
- Price inflation occurs, but the mechanism is rather different

## Concluding remarks

- This paper offers a framework to analyze the interaction between real and financial sectors via information and risk channels
- The feedback effect and the resulting risk-driven asymmetry in trades cause a price inflation of equity, leading to an inefficiency in project choice
- This explains the prevalence of the feedback effect and its small contribution to firm productivity
- Possibility of policy implications?