### Appendix A. Mathematical Appendix

Denote by  $\Lambda_t$  the Lagrange multiplier attached to the capital accumulation equation. The optimal policy is characterized by the first order conditions:

$$(1 - \alpha)A_t K_t^{\alpha} L_t^{-\alpha} = w, \tag{A.1}$$

$$\frac{\partial C}{\partial I_t} = \beta \mathbb{E}_t(\Lambda_{t+1}),\tag{A.2}$$

$$\alpha A_t K_t^{\alpha - 1} L_t^{1 - \alpha} - \frac{\partial \mathcal{C}}{\partial K_t} - \Lambda_t + \beta (1 - \delta) \mathbb{E}_t (\Lambda_{t+1}) = 0. \tag{A.3}$$

Under quadratic adjustment costs, Equations (A.1)-(A.3) imply the standard Q-theory investment equation:

$$\frac{I_t}{K_t} = \left(a - \frac{1}{b}\right) + \frac{\beta}{b} \mathbb{E}_t(\Lambda_{t+1}),\tag{A.4}$$

where it is immediate to link  $\mathbb{E}_t(\Lambda_{t+1})$  to Tobin's Q. To do so, one needs to: i) multiply both sides of Equation (A.3) by current capital stock  $K_t$ , ii) use the capital accumulation equation to replace  $K_t$  with  $(K_{t+1} - I_t)/(1 - \delta)$  in front of  $\Lambda_{t+1}$ , and iii) exploit constant returns to scale of output and investment costs. By so doing, one obtains the stochastic difference equation:

$$\Lambda_t K_t = \Pi_t + \beta \mathbb{E}_t [\Lambda_{t+1} K_{t+1}] = 0, \tag{A.5}$$

where  $\Pi_t = A_t K_t^{\alpha} L_t^{1-\alpha} - w L_t - C(I_t, K_t)$  are the firms' earnings in period t. By iterating Equation (A.5) forward, and by imposing the transversality condition, we find:

$$\mathbb{E}_t(\Lambda_{t+1}) = \frac{\mathbb{E}_t\left[\sum_{s \ge t+1} \beta^{s-(t+1)} \Pi_s\right]}{K_{t+1}}.$$
(A. 6)

Consider now how we obtain our main estimating equation from Equation (2) in the text.

Log-linearization of Equation (2) yields:

$$i_{t_b}^p = \mu_0 + \mu_1 \mathbb{E}_{t_b}(\pi_t) + (1 - \mu_1) k_t, \tag{A.7}$$

where  $\mu_0$ ,  $\mu_1$  are log-linearization constants ( $\mu_1 > 0$ ). Subtract equation (A.7) from its counterpart in the previous period, we get

$$i_t^p - i_{t-1}^p = \mu_1 [\mathbb{E}_t(\pi_t) - \mathbb{E}_{t-1}(\pi_{t-1})] + (1 - \mu_1)(k_t - k_{t-1})$$
(A.8)

and therefore

$$\underbrace{i_t^p - i_{t-1}}_{\text{planned investment growth in next 12m}} = \mu_1 \underbrace{\left[\mathbb{E}_t(\pi_t) - \pi_{t-1}\right]}_{\text{expectations of earnings growth in the next 12m}} + (1 - \mu_1)(k_t - k_{t-1})$$

$$+ \mu_1 \left[\pi_{t-1} - \mathbb{E}_{t-1}(\pi_{t-1})\right] - \left[i_{t-1} - i_{t-1}^p\right] \tag{A.9}$$

The left hand side term in Equation (A.9) is planned investment growth in the next twelve months, which we observe in the data. The first right hand side term is expectations of next twelve month earnings growth, which is our main explanatory variable of interest. In addition, the change in capital stock over the last period enters Equation (A.9) as capital stock affects both investment and earnings. Lastly, there are two final terms in Equation (A.9) because we do not directly observe the change in log planned investment or the change in expected log earnings. The term  $\pi_{t-1}$  - $\mathbb{E}_{t-1}(\pi_{t-1})$  is unexpected earnings shock in period t-1, and the term  $i_{t-1}-i_{t-1}^p$  is revisions to investment plans in period t-1. These two terms would be highly correlated, as they are both reactions to news that came in during period t-1 which cause realizations in t-1 to deviate from projections made at the beginning of t-1. They will have offsetting effects in Equation (A.9). To the extent that investment has implementation lags and revisions to investment plans are not highly flexible, they may not completely net out. In the data we can approximate  $\pi_{t-1} - \mathbb{E}_{t-1}(\pi_{t-1})$  by  $[\pi_{t-1} - \pi_{t-1}]$  $\pi_{t-2}$ ] –  $[\mathbb{E}_{t-1}(\pi_{t-1}) - \pi_{t-2}]$ , which is the error in the expectations of next twelve month earnings growth reported twelve months ago, and approximate  $i_{t-1} - i_{t-1}^p$  by  $[i_{t-1} - i_{t-2}] - [i_{t-1}^p - i_{t-2}]$ , which is realized past twelve month investment growth minus projected investment growth that was reported twelve months ago. In aggregate, we find these two terms are indeed highly correlated (around 0.7), and we perform extensive checks to include both terms or one in lieu of the other, and the results are similar. In the CFO panel, unfortunately, we are not always able to continuously observe individual firms and to obtain earnings expectations and investment plans reported twelve months ago so as to approximate these two terms. For consistency of specification in all regressions, we report the specification without these two terms.

# Appendix B. Variable Definitions

# Aggregate Level

| Variable  | Construction  | Sources   | Notes   | Time Range       |
|---|---|---|---|------------------|
| Expectations  |   |   |   |                  |
| CFO Expectations of<br>Next 12m Earnings Growth       | Revenue-weighted average of firm-level responses (public firms)   | CFO survey.   |   | 1998Q3-2012Q4    |
| CFO Expectations of Next 12m Investment Growth        | Revenue-weighted average of firm-level responses  | Data available at <a href="http://www.cfosurvey.org/pastresults.htm">http://www.cfosurvey.org/pastresults.htm</a> | Missing 2001Q3. Missing value linearly interpolated.  | 1999Q1-2012Q4    |
| CFO Confidence of US Economy (on a scale of 0 to 100) | Mean of all responses in survey (public firms)  | g/pastresuns.nun  | Missing 2005Q1. Missing value linearly interpolated.  | 2002Q2-2012Q4    |
| Analyst Expectations of<br>Next 12m Earnings Growth   | 1) Calculate consensus forecast of firm-level EPS over the next four quarters; 2) Multiply by shares outstanding to get implied consensus forecast of total earnings over the next four quarters, and then sum across all firms; 4) Divide by actual earnings of all firms in the past four quarters  | BES   | IBES reports historical EPS as normalized by the <i>latest</i> number of shares outstanding | 198501-201204    |
| Firm Financials and Other Variab                      | es  |   |   |                  |
| Actual Earnings Growth in the Next 12m Earnings       | 1) Calculate actual firm-level earnings as actual firm-level EPS multiplied by number of shares outstanding, and then sum across all firms; 2) Take the sum of actual earnings by all firms in the next four quarters and divide by the sum of actual earnings by all firms in the past four quarters | BES   |   | 1985Q1-2012Q4    |
| Investment  | Private Non-residential Fixed Investment  | National Income and Product Accounts  | Can use alternative measures<br>of capital expenditures from                                | 11947()1-2012()4 |

|                                   |   |                            | Flow of Funds, or by aggregating firm-level capital expenditures from Compustat |               |
|-----------------------------------|---|----------------------------|---|---------------|
| Net Income                        | FA146110005.Q   | Flow of Funds              |   | 1951Q4-2012Q4 |
| Total Asset                       | FL102000005.Q   | Flow of Funds              |   | 1951Q4-2012Q4 |
| Q                                 | Compute aggregate market value of firm equity from CRSP data (MKVAL); compute aggregate long-term debt (DLTT), debt in current liability (DLC), and total asset (AT) from Compustat. Q =(MKVAL+DLTT+DLC)/AT | CRSP, Compustat            |   | 1980Q1-2012Q4 |
| Surplus Consumption Ratio         | Follow Campbell and Cochrane (1999)   |                            |   | 1959Q1-2012Q4 |
| cay                               |   | Sydney Ludvigson's website |   | 1952Q1-2012Q4 |
| Credit Spread                     | Moody's seasoned Baa corporate bond yield minus ten year Treasury yield   | FRED                       |   | 1953Q2-2012Q4 |
| Past 12m Stock Volatility         | Standard deviation of daily S&P 500 index returns in the past twelve months   | CRSP                       |   | 1951Q4-2012Q4 |
| Economic Policy Uncertainty Index |   | Nicolas Bloom's<br>website |   | 1985Q1-2012Q4 |

# Firm Level

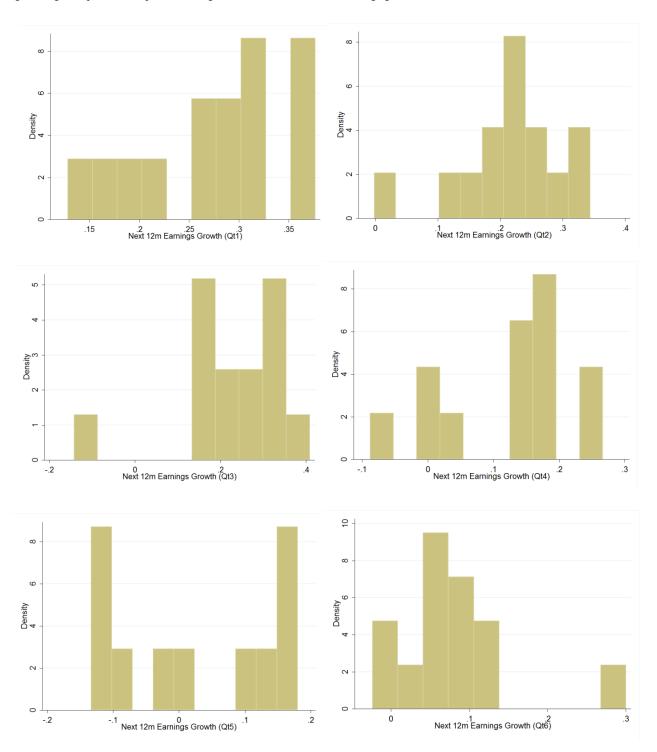
| Variable                         | Construction   | Sources    | Notes  | Time Range    |
|----------------------------------|--|------------|--|---------------|
| Expectations                     |  |            |  |               |
|                                  |  |            | Excludes firms with negative earnings in the past twelve |               |
| CFO Expectations of              |  |            | months.  |               |
| Next 12m Earnings Growth         |  |            | Firms are not always                                     |               |
|                                  |  |            | consistently observed in the                             | ;             |
|                                  |  |            | identifiable sample.                                     |               |
|                                  |  |            | Excludes firms that report                               |               |
|                                  |  | CFO survey | negative capital expenditure                             | 2005Q1-2012Q4 |
| CFO Expectations of              |  |            | in the past twelve months.                               |               |
| Next 12m Investment Growth       |  |            | Firms are not always                                     |               |
|                                  |  |            | consistently observed in the                             | ,             |
|                                  |  |            | identifiable sample.                                     |               |
| CFO Confidence of US Economy     |  |            | Firms are not always                                     |               |
| (on a scale of 0 to 100)         |  |            | consistently observed in the                             |               |
| (on a semic of a to fee)         |  |            | identifiable sample.                                     |               |
|                                  | 1) Calculate consensus forecast of firm-level EPS      |            |  |               |
|                                  | over the next four quarters; 2) Multiply by number of  |            | IBES reports historical EPS                              |               |
| Analyst Expectations of Next 12m | shares outstanding to compute the implied consensus    | IDEC       | as normalized by   | 1985Q1-2012Q4 |
| Earnings Growth                  | forecast of total earnings over the next four quarters | IDES       | the latest number of shares                              | 1983Q1-2012Q4 |
| -                                | 3) Divide by actual firm-level earnings in the past    |            | outstanding.   |               |
|                                  | four quarters  |            |  |               |
| Analyst Expectations of Future   |  | IBES       |  | 2002Q2-2012Q4 |
| 1Y (or 2Y, 3Y) ROA               |  | IDEO       |  | 2002Q2-2012Q4 |

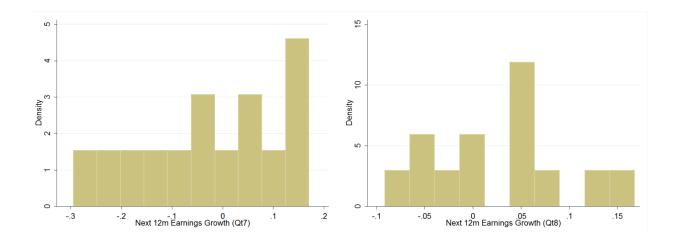
| Firm Financials and Other Variable                 | s   |                 |               |
|--|---|-----------------|---------------|
| Actual Earnings Growth in the Next<br>12m Earnings | 1) Calculate actual firm-level earnings as actual firm-level EPS multiplied by number of shares outstanding; 2) Take actual firm-level earnings in the next four quarters, and divide by actual firm-level earnings in the past four quarters | IBES            |               |
| Capital Expenditure                                | CAPX  | Compustat       |               |
| Net Income   | NI  | (Fundamentals   | 1985Q1-2012Q4 |
| Total Asset  | AT  | Quarterly)      | 1783Q1-2012Q4 |
| Book-to-Market                                     | Compute market value of firm equity from CRSP data (MKVAL), then calculate book-to-market as SEQ/MKVAL  |                 |               |
| Q  | Compute market value of firm equity from CRSP data (MKVAL), then calculate Q =(MKVAL+DLTT+DLC)/AT   | CRSP, Compustat |               |
| Past 12m Stock Volatility                          | Standard deviation of daily firm stock returns in the past twelve months  | CRSP            |               |

# Appendix C. Additional Figures and Tables

## Figure C1. Conditional Distributions of Next Twelve Month Earnings Growth

The plots below show the distributions of next twelve month earnings growth conditioning on a level of past twelve month profitability. Past twelve month profitability is grouped into eight quantiles, Qt1 is the lowest and Qt8 is the highest. Conditioning on past profitability falling into a given quantile, we plot the histogram of next twelve month earnings growth.





#### Table C1. CFO Optimism about the US Economy and Investment

Quarterly regressions of investment on CFO optimism about the US economy. In Panel A, the dependent variable is aggregate planned investment growth in the next twelve months in columns (1)-(4), and next twelve month growth of private non-residential fixed investment in columns (5)-(8). All controls are the same as those in Table 4. In Panel B, the dependent variable is firm-level planned investment growth in the next twelve months in columns (1)-(4), and firm-level actual capital expenditure growth in the next twelve months in columns (5)-(8). All control variables are the same as in Table 5. In Panel A, standard errors are Newey-West with twelve lags. In Panel B, standard errors are clustered by firm. Firm fixed effects are included, and R-squared excludes firm fixed effects.

Panel A. Aggregate Evidence

|                                  | Planned I | nvestment G | rowth in the | Next 12m | Realized I | nvestment G | rowth in the | Next 12m |
|----------------------------------|-----------|-------------|--------------|----------|------------|-------------|--------------|----------|
|                                  | (1)       | (2)         | (3)          | (4)      | (5)        | (6)         | (7)          | (8)      |
|                                  |           |             |              |          |            |             |              |          |
| CFO Optimism about               | 0.0060    | 0.0024      | 0.0044       | 0.0042   | 0.0073     | 0.0018      | 0.0046       | 0.0023   |
| the US Economy                   | (4.25)    | (2.98)      | (3.37)       | (6.86)   | (5.03)     | (2.54)      | (3.78)       | (2.43)   |
| Past 12m Change in Credit Spread |           | -0.0821     |              | -0.0868  |            | -0.1266     |              | -0.1312  |
|                                  |           | (-3.64)     |              | (-3.57)  |            | (-9.22)     |              | (-5.70)  |
| Past 12m Change of               |           |             | 0.1008       | -0.1324  |            |             | 0.1719       | -0.0270  |
| Net Income/Asset                 |           |             | (2.98)       | (-1.87)  |            |             | (6.06)       | (-0.51)  |
| Past 12m Firm Stock Vol Change   |           |             |              | 0.0449   |            |             |              | 0.0344   |
|                                  |           |             |              | (2.68)   |            |             |              | (1.58)   |
| Bloom Policy Uncertainty Index   |           |             |              | 0.0066   |            |             |              | 0.0057   |
| (Past 12m Change)                |           |             |              | (0.46)   |            |             |              | (0.23)   |
| Past 12m Investment Growth       |           |             |              | 3.6134   |            |             |              | 2.7186   |
|                                  |           |             |              | (2.48)   |            |             |              | (2.34)   |
| Past 12m GDP Growth              |           |             |              | -0.9814  |            |             |              | -0.5373  |
|                                  |           |             |              | (-3.63)  |            |             |              | (-2.67)  |
| Past 12m Asset Growth            | 0.1026    | 0.2765      | -0.0057      | 0.7219   | 0.6073     | 0.8754      | 0.4227       | 0.8774   |
|                                  | (0.96)    | (1.84)      | (-0.05)      | (4.10)   | (8.10)     | (10.76)     | (5.53)       | (5.24)   |
| Observations                     | 43        | 43          | 43           | 43       | 43         | 43          | 43           | 43       |
| R-squared                        | 0.509     | 0.649       | 0.569        | 0.804    | 0.735      | 0.896       | 0.819        | 0.928    |

Panel B. Firm-level Evidence

|                                  | Planned I | nvestment G | rowth in the | Next 12m | Realized I | nvestment G | rowth in the | Next 12m |
|----------------------------------|-----------|-------------|--------------|----------|------------|-------------|--------------|----------|
|                                  | (1)       | (2)         | (3)          | (4)      | (5)        | (6)         | (7)          | (8)      |
|                                  |           |             |              |          |            |             |              |          |
| CFO Optimism about               | 0.0032    | 0.0018      | 0.0033       | 0.0021   | 0.0048     | 0.0019      | 0.0051       | 0.0017   |
| the US Economy                   | (3.86)    | (2.01)      | (3.94)       | (2.27)   | (3.32)     | (1.17)      | (3.57)       | (1.24)   |
| Past 12m Change in Credit Spread |           | -0.1423     |              | -0.1362  |            | -0.3521     |              | -0.1869  |
|                                  |           | (-4.53)     |              | (-3.18)  |            | (-4.54)     |              | (-2.11)  |
| Past 12m Change of               |           |             | 0.0031       | 0.0043   |            |             | 0.0019       | -0.0008  |
| Net Income/Asset                 |           |             | (2.74)       | (1.90)   |            |             | (0.59)       | (-0.27)  |
| Past 12m Firm Stock Vol Change   |           |             |              | -0.0511  |            |             |              | -0.3090  |
|                                  |           |             |              | (-1.10)  |            |             |              | (-3.00)  |
| Bloom Policy Uncertainty Index   |           |             |              | 0.0328   |            |             |              | 0.1330   |
| (Past 12m Change)                |           |             |              | (0.81)   |            |             |              | (1.58)   |
| Past 12m Investment Growth       |           |             |              | 0.4025   |            |             |              | 4.5253   |
|                                  |           |             |              | (0.59)   |            |             |              | (2.14)   |
| Past 12m GDP Growth              |           |             |              | 0.0012   |            |             |              | -0.2999  |
|                                  |           |             |              | (0.04)   |            |             |              | (-3.98)  |
| Past 12m Asset Growth            | 0.1345    | 0.1235      | 0.1510       | 0.0001   | 0.3263     | 0.3357      | 0.2299       | 0.2282   |
|                                  | (1.81)    | (1.68)      | (1.71)       | (0.00)   | (1.68)     | (1.80)      | (1.17)       | (1.20)   |
| Observations                     | 852       | 852         | 824          | 701      | 965        | 965         | 934          | 819      |
| R-squared                        | 0.040     | 0.083       | 0.061        | 0.122    | 0.026      | 0.088       | 0.025        | 0.233    |
| Number of id                     | 192       | 192         | 189          | 164      | 215        | 215         | 212          | 186      |

t-statistics in parentheses. Standard errors clustered by firm.

Table C2. Analyst Earnings Growth Expectations and Investment Plans: Aggregate Evidence

This table presents aggregate quarterly regression  $\Delta \widehat{CAPX}_t = \alpha + \beta E_t^* [\Delta Earnings] + \lambda X_t + \epsilon_t$ .  $E_t^* [\Delta Earnings]$  is aggregate analyst expectations of earnings growth in the next twelve months.  $\Delta \widehat{CAPX}_t$  is aggregate planned investment growth in the next twelve months. All control variables are the same as those in Table 4. Standard errors are Newey-West with twelve lags.

|                               |        | Planned | Investment | Growth in t | he Next Twel | ve Months |         |
|-------------------------------|--------|---------|------------|-------------|--------------|-----------|---------|
|                               | (1)    | (2)     | (3)        | (4)         | (5)          | (6)       | (7)     |
|                               |        |         |            |             |              |           |         |
| Analyst Expectations of       | 0.3209 | 0.3569  | 0.3546     | 0.2379      | 0.2744       | 0.3605    | 0.3173  |
| Next 12m Earnings Growth      | (3.28) | (7.14)  | (8.31)     | (4.97)      | (8.99)       | (6.83)    | (6.42)  |
| Q                             |        |         | 0.0785     |             |              |           |         |
|                               |        |         | (1.71)     |             |              |           |         |
| Past 12m Agg. Stock Returns   |        |         |            | 0.1180      |              |           |         |
|                               |        |         |            | (4.52)      |              |           |         |
| Past 12m Credit Spread Change |        |         |            |             | -0.0585      |           |         |
|                               |        |         |            |             | (-4.97)      |           |         |
| Log(D/P)                      |        |         |            |             |              | 0.0325    |         |
|                               |        |         |            |             |              | (0.79)    |         |
| cay                           |        |         |            |             |              |           | -1.2021 |
|                               |        |         |            |             |              |           | (-2.23) |
| Past 12m Asset Growth         |        | 0.4735  | 0.3633     | 0.2388      | 0.4797       | 0.5117    | 0.4894  |
|                               |        | (8.46)  | (6.53)     | (4.34)      | (8.97)       | (5.94)    | (8.68)  |
| Observations                  | 56     | 56      | 56         | 56          | 56           | 56        | 56      |
| R-squared                     | 0.397  | 0.609   | 0.635      | 0.706       | 0.702        | 0.614     | 0.631   |

Table C2. Continued

|                                     | Plann   | ed Investn | nent Growt | h in the Ne | xt Twelve I | Months  |
|-------------------------------------|---------|------------|------------|-------------|-------------|---------|
|                                     | (8)     | (9)        | (10)       | (11)        | (12)        | (13)    |
|                                     |         |            |            |             |             |         |
| Analyst Expectations of             | 0.3570  | 0.3125     | 0.2909     | 0.3539      | 0.3340      | 0.2551  |
| Next 12m Earnings Growth            | (7.12)  | (6.27)     | (7.07)     | (5.85)      | (9.98)      | (6.78)  |
| Past 12m Credit Spread Change       |         |            |            |             |             | -0.0823 |
|                                     |         |            |            |             |             | (-3.41) |
| Surplus Consumption                 | -0.0399 |            |            |             |             |         |
|                                     | (-0.56) |            |            |             |             |         |
| Past 12m Change of Net Income/Asset |         | 0.0839     |            |             |             | -0.0156 |
|                                     |         | (3.53)     |            |             |             | (-0.47) |
| Past 12m Agg. Stock Vol Change      |         |            | -0.0192    |             |             | 0.0449  |
|                                     |         |            | (-1.65)    |             |             | (2.80)  |
| Bloom Policy Uncertainty Index      |         |            | -0.0278    |             |             | -0.0055 |
| (Past 12m Change)                   |         |            | (-2.38)    |             |             | (-0.57) |
| Past 12m GDP Growth                 |         |            |            | 1.0524      |             | 2.1166  |
|                                     |         |            |            | (1.27)      |             | (2.01)  |
| Past 12m Investment Growth          |         |            |            |             | -0.1110     | -0.3599 |
|                                     |         |            |            |             | (-0.75)     | (-1.92) |
| Past 12m Asset Growth               | 0.4902  | 0.3445     | 0.4368     | 0.1884      | 0.6018      | 0.4329  |
|                                     | (7.91)  | (5.98)     | (6.41)     | (1.00)      | (4.04)      | (2.80)  |
| Observations                        | 56      | 56         | 56         | 56          | 56          | 56      |
| R-squared                           | 0.611   | 0.665      | 0.659      | 0.627       | 0.614       | 0.737   |

## Table C3. Analyst Earnings Growth Expectations and Investment Plans: Firm-level Evidence

This table presents firm-level quarterly regression  $\Delta \widehat{CAPX}_{i,t} = \alpha + \eta_i + \beta E_{i,t}^* [\Delta Earnings] + \lambda X_{i,t} + \epsilon_{i,t} \cdot E_{i,t}^* [\Delta Earnings]$  is firm-level analyst expectations of earnings growth in the next twelve months.  $\Delta \widehat{CAPX}_{i,t}$  is firm-level planned investment growth in the next twelve months. All control variables are the same as in Table 5. A constant is included and not reported, and firm fixed effects are included. Standard errors are clustered by firm. R-squared excludes firm fixed effects.

|                                     |        |         |         | Planned | Investment G | rowth in the | Next Twelve | Months  |         |         |         |
|-------------------------------------|--------|---------|---------|---------|--------------|--------------|-------------|---------|---------|---------|---------|
|                                     | (1)    | (2)     | (3)     | (4)     | (5)          | (6)          | (7)         | (8)     | (9)     | (10)    | (11)    |
| Analyst Expectations of             | 0.2058 | 0.2138  | 0.1983  | 0.1662  | 0.1651       | 0.1721       | 0.2058      | 0.1779  | 0.2116  | 0.2286  | 0.1834  |
| Next 12m Earnings Growth            | (4.86) | (4.84)  | (4.53)  | (4.02)  | (3.85)       | (4.05)       | (4.50)      | (3.99)  | (4.91)  | (4.76)  | (3.73)  |
| Q                                   | (4.00) | (4.04)  | 0.0792  | (4.02)  | (3.63)       | (4.03)       | (4.50)      | (3.77)  | (4.71)  | (4.70)  | (3.73)  |
| Q                                   |        |         | (3.01)  |         |              |              |             |         |         |         |         |
| BTM                                 |        |         | (3.01)  | -0.2297 |              |              |             |         |         |         |         |
| 2                                   |        |         |         | (-4.95) |              |              |             |         |         |         |         |
| Past 12m Firm Stock Returns         |        |         |         | ( 332)  | 0.1037       |              |             |         |         |         |         |
|                                     |        |         |         |         | (2.58)       |              |             |         |         |         |         |
| Past 12m Credit Spread Change       |        |         |         |         | ` /          | -0.1082      |             |         |         |         | -0.0903 |
| 1                                   |        |         |         |         |              | (-4.09)      |             |         |         |         | (-1.85) |
| Past 12m Change of Net Income/Asset |        |         |         |         |              |              | 0.0038      |         |         |         | 0.0018  |
| -                                   |        |         |         |         |              |              | (1.40)      |         |         |         | (0.58)  |
| Past 12m Firm Stock Vol Change      |        |         |         |         |              |              |             | -0.1003 |         |         | -0.0492 |
|                                     |        |         |         |         |              |              |             | (-3.28) |         |         | (-1.21) |
| Bloom Policy Uncertainty Index      |        |         |         |         |              |              |             | -0.0471 |         |         | 0.0307  |
| (Past 12m Change)                   |        |         |         |         |              |              |             | (-1.53) |         |         | (0.73)  |
| Past 12m GDP Growth                 |        |         |         |         |              |              |             |         | 0.8690  |         | 0.4047  |
|                                     |        |         |         |         |              |              |             |         | (1.32)  |         | (0.57)  |
| Past 12m CAPX Growth                |        |         |         |         |              |              |             |         |         | -0.0278 | -0.0226 |
|                                     |        |         |         |         |              |              |             |         |         | (-0.83) | (-0.64) |
| Past 12m Asset Growth               |        | -0.1052 | -0.1286 | -0.1387 | -0.1087      | -0.1010      | -0.1300     | -0.1281 | -0.1356 | -0.0844 | -0.1132 |
|                                     |        | (-1.36) | (-1.55) | (-1.74) | (-1.36)      | (-1.32)      | (-1.50)     | (-1.48) | (-1.83) | (-1.03) | (-1.23) |
| Observations                        | 643    | 640     | 598     | 633     | 619          | 640          | 633         | 598     | 640     | 629     | 591     |
| R-squared                           | 0.075  | 0.079   | 0.085   | 0.108   | 0.093        | 0.108        | 0.086       | 0.112   | 0.083   | 0.087   | 0.127   |
| Number of id                        | 144    | 144     | 136     | 141     | 138          | 144          | 144         | 137     | 144     | 144     | 137     |

t-statistics in parentheses. Standard errors are clustered by firm.

Table C4. Analyst Expectations and Realized Investment Growth: Aggregate Evidence

This table presents aggregate quarterly regression  $\Delta CAPX_t = \alpha + \beta E_t^*[\Delta Earnings] + \lambda X_t + \epsilon_t$ .  $E_t^*[\Delta Earnings]$  is aggregate analyst expectations of earnings growth in the next twelve months.  $\Delta CAPX_t$  is next twelve month growth in private non-residential fixed investment. All controls are the same as those in Table 4. Standard errors are Newey-West with twelve lags.

|                               |        | Realized | Investment | Growth in t | the Next Twe | lve Months |        |
|-------------------------------|--------|----------|------------|-------------|--------------|------------|--------|
|                               | (1)    | (2)      | (3)        | (4)         | (5)          | (6)        | (7)    |
|                               |        |          |            |             |              |            |        |
| Analyst Expectations of       | 0.1611 | 0.1889   | 0.1944     | 0.1020      | 0.1193       | 0.2225     | 0.2096 |
| Next 12m Earnings Growth      | (1.37) | (1.97)   | (1.93)     | (1.68)      | (2.48)       | (2.21)     | (2.28) |
| Q                             |        |          | -0.0281    |             |              |            |        |
|                               |        |          | (-0.67)    |             |              |            |        |
| Past 12m Agg. Stock Returns   |        |          |            | 0.1671      |              |            |        |
|                               |        |          |            | (3.01)      |              |            |        |
| Past 12m Credit Spread Change |        |          |            |             | -0.1123      |            |        |
|                               |        |          |            |             | (-5.87)      |            |        |
| Log(D/P)                      |        |          |            |             |              | 0.0693     |        |
|                               |        |          |            |             |              | (1.70)     |        |
| cay                           |        |          |            |             |              |            | 0.5699 |
|                               |        |          |            |             |              |            | (0.71) |
| Past 12m Asset Growth         |        | 0.6919   | 0.7566     | 0.4659      | 0.7052       | 0.9065     | 0.6671 |
|                               |        | (4.14)   | (4.04)     | (2.69)      | (4.80)       | (5.74)     | (3.83) |
| Observations                  | 112    | 112      | 112        | 112         | 112          | 112        | 112    |
| R-squared                     | 0.078  | 0.347    | 0.351      | 0.507       | 0.577        | 0.421      | 0.357  |

Table C2. Continued

|                                     | Realiz  | ed Investr | nent Growt | th in the Ne | ext Twelve | Months  |
|-------------------------------------|---------|------------|------------|--------------|------------|---------|
|                                     | (8)     | (9)        | (10)       | (11)         | (12)       | (13)    |
|                                     |         |            |            |              |            |         |
| Analyst Expectations of             | 0.2015  | 0.1383     | 0.1565     | 0.1653       | 0.2236     | 0.1777  |
| Next 12m Earnings Growth            | (2.19)  | (2.37)     | (2.65)     | (1.48)       | (2.32)     | (5.02)  |
| Past 12m Credit Spread Change       |         |            |            |              |            | -0.0647 |
|                                     |         |            |            |              |            | (-3.17) |
| Surplus Consumption                 | -0.2738 |            |            |              |            |         |
|                                     | (-2.27) |            |            |              |            |         |
| Past 12m Change of Net Income/Asset |         | 0.2530     |            |              |            | 0.1669  |
|                                     |         | (5.68)     |            |              |            | (4.45)  |
| Past 12m Agg. Stock Vol Change      |         |            | -0.0317    |              |            | -0.0036 |
|                                     |         |            | (-1.78)    |              |            | (-0.38) |
| Bloom Policy Uncertainty Index      |         |            | -0.0571    |              |            | -0.0074 |
| (Past 12m Change)                   |         |            | (-3.46)    |              |            | (-0.68) |
| Past 12m GDP Growth                 |         |            |            | 1.5397       |            | 0.4840  |
|                                     |         |            |            | (1.61)       |            | (0.75)  |
| Past 12m Investment Growth          |         |            |            |              | 0.2441     | 0.4012  |
|                                     |         |            |            |              | (0.87)     | (4.65)  |
| Past 12m Asset Growth               | 0.9398  | 0.4888     | 0.6603     | 0.2565       | 0.4490     | 0.0373  |
|                                     | (6.02)  | (4.36)     | (5.35)     | (0.64)       | (1.11)     | (0.17)  |
| Observations                        | 112     | 112        | 107        | 112          | 112        | 107     |
| R-squared                           | 0.421   | 0.682      | 0.502      | 0.389        | 0.370      | 0.788   |

## Table C5. Analyst Expectations and Realized Investment Growth: Firm-level Evidence

This table presents firm-level quarterly regression  $\Delta CAPX_{i,t} = \alpha + \eta_i + \beta E_{i,t}^* [\Delta Earnings] + \lambda X_{i,t} + \epsilon_{i,t}$ .  $E_{i,t}^* [\Delta Earnings]$  is firm-level analyst expectations of earnings growth in the next twelve months.  $\Delta CAPX_{i,t}$  is firm-level actual capital expenditure growth in the next twelve months. All control variables are the same as those in Table 5. A constant is included but not reported, and firm fixed effects are included. Standard errors are clustered by firm and time. R-squared excludes firm fixed effects.

|                                     |         |         |         | Realized | Investment G | rowth in the | Next Twelve | Months  |         |          |          |
|-------------------------------------|---------|---------|---------|----------|--------------|--------------|-------------|---------|---------|----------|----------|
|                                     | (1)     | (2)     | (3)     | (4)      | (5)          | (6)          | (7)         | (8)     | (9)     | (10)     | (11)     |
| Analyst Europetations of            | 0.2401  | 0.2265  | 0.2101  | 0.1201   | 0.1973       | 0.1885       | 0.2122      | 0.1002  | 0.2220  | 0.2165   | 0.1500   |
| Analyst Expectations of             | 0.2401  | 0.2265  | 0.2101  | 0.1381   |              |              | 0.2132      | 0.1902  | 0.2229  | 0.2165   | 0.1589   |
| Next 12m Earnings Growth            | (10.86) | (10.63) | (10.59) | (9.52)   | (11.39)      | (13.52)      | (10.73)     | (13.25) | (11.53) | (9.53)   | (12.34)  |
| Q                                   |         |         | 0.1073  |          |              |              |             |         |         |          |          |
|                                     |         |         | (13.10) |          |              |              |             |         |         |          |          |
| BTM                                 |         |         |         | 0.2932   |              |              |             |         |         |          |          |
|                                     |         |         |         | (17.84)  |              |              |             |         |         |          |          |
| Past 12m Firm Stock Returns         |         |         |         |          | -0.3686      |              |             |         |         |          |          |
|                                     |         |         |         |          | (-20.17)     |              |             |         |         |          |          |
| Past 12m Credit Spread Change       |         |         |         |          |              | -0.2770      |             |         |         |          | -0.1828  |
|                                     |         |         |         |          |              | (-9.30)      |             |         |         |          | (-7.87)  |
| Past 12m Change of Net Income/Asset |         |         |         |          |              |              | 0.0105      |         |         |          | 0.0093   |
| -                                   |         |         |         |          |              |              | (19.33)     |         |         |          | (15.51)  |
| Past 12m Firm Stock Vol Change      |         |         |         |          |              |              |             | -0.2324 |         |          | -0.1110  |
|                                     |         |         |         |          |              |              |             | (-8.56) |         |          | (-4.82)  |
| Bloom Policy Uncertainty Index      |         |         |         |          |              |              |             | -0.1089 |         |          | -0.0082  |
| (Past 12m Change)                   |         |         |         |          |              |              |             | (-4.38) |         |          | (-0.34)  |
| Past 12m GDP Growth                 |         |         |         |          |              |              |             | ( 1.50) | 2.4653  |          | 2.7499   |
| Tust 12m GDT Growth                 |         |         |         |          |              |              |             |         | (2.98)  |          | (7.56)   |
| Past 12m CAPX Growth                |         |         |         |          |              |              |             |         | (2.90)  | -0.1864  | -0.1956  |
| r ast 12iii CAr A Olowtii           |         |         |         |          |              |              |             |         |         |          |          |
| Dest 12m Assat Const.               |         | 0.1002  | 0.0771  | 0.0706   | 0.0747       | 0.1042       | 0.1176      | 0.1071  | 0.1577  | (-19.56) | (-25.68) |
| Past 12m Asset Growth               |         | 0.1983  | 0.0771  | 0.0706   | 0.0747       | 0.1943       | 0.1176      | 0.1871  | 0.1577  | 0.3944   | 0.2639   |
|                                     |         | (6.44)  | (2.73)  | (2.71)   | (2.61)       | (7.36)       | (4.53)      | (7.29)  | (6.51)  | (13.00)  | (10.08)  |
| Observations                        | 115,699 | 113,660 | 103,802 | 108,336  | 109,984      | 113,660      | 109,388     | 93,935  | 113,660 | 105,047  | 90,590   |
| R-squared                           | 0.024   | 0.026   | 0.041   | 0.068    | 0.045        | 0.045        | 0.044       | 0.048   | 0.030   | 0.062    | 0.107    |
| Number of id                        | 4,814   | 4,751   | 4,568   | 4,662    | 4,648        | 4,751        | 4,511       | 3,834   | 4,751   | 4,351    | 3,732    |

t-statistics in parentheses. Standard errors clustered by both firm and time.

#### Table C6. Stambaugh Bias Adjusted Results: Investment Regressions

Stambaugh bias adjusted aggregate investment regressions with discount rate proxies as explanatory variables (columns (6)-(8) in Tables 4, 6, C2, and C4). Bias correction follows the simulation method in Baker, Taliaferro, and Wurgler (2006). The bootstrap procedure computes p-value by i) construct bootstrap samples under the null that a particular coefficient is zero, ii) estimate regressions using the bootstrap samples, iii) calculate the fraction of coefficients from bootstrap samples that are more extreme than the OLS coefficient. The idea is similar to the grid bootstrap procedure of Hansen (1999).

Panel A. Using CFO Expectations

|                          | Expected Next 12m Inv Growth |         |         | Realized Next 12m Inv Growth |         |         |  |
|--------------------------|------------------------------|---------|---------|------------------------------|---------|---------|--|
|                          | (1)                          | (2)     | (3)     | (4)                          | (5)     | (6)     |  |
|                          |                              |         |         |                              |         |         |  |
| Agg. CFO Expectations of | 0.6036                       | 0.5528  | 0.5983  | 0.6417                       | 0.4712  | 0.5944  |  |
| Next 12m Earnings Growth | (0.000)                      | (0.000) | (0.000) | (0.000)                      | (0.000) | (0.000) |  |
| Aggregate Log(D/P)       | 0.0258                       |         |         | 0.2275                       |         |         |  |
|                          | (0.354)                      |         |         | (0.008)                      |         |         |  |
| cay                      |                              | -0.8076 |         |                              | -2.3230 |         |  |
|                          |                              | (0.128) |         |                              | (0.004) |         |  |
| Surplus Consumption      |                              |         | -0.0050 |                              |         | 0.0157  |  |
|                          |                              |         | (0.514) |                              |         | (0.518) |  |
| Past 12m Asset Growth    | 0.3332                       | 0.3066  | 0.3026  | 1.1102                       | 0.9130  | 0.8544  |  |
|                          | (0.008)                      | (0.002) | (0.004) | (0.000)                      | (0.000) | (0.000) |  |

Bootstrap p-value in parenthesis.

Panel B. Using Analyst Expectations

|                              | Expected Next 12m Inv Growth |         |         | Realized Next 12m Inv Growth |         |         |  |
|------------------------------|------------------------------|---------|---------|------------------------------|---------|---------|--|
|                              | (1)                          | (2)     | (3)     | (4)                          | (5)     | (6)     |  |
|                              |                              |         |         |                              |         |         |  |
| Agg. Analyst Expectations of | 0.3646                       | 0.3227  | 0.3628  | 0.2226                       | 0.2069  | 0.2002  |  |
| Next 12m Earnings Growth     | (0.000)                      | (0.000) | (0.000) | (0.000)                      | (0.000) | (0.000) |  |
| Aggregate Log(D/P)           | 0.0097                       |         |         | 0.0598                       |         |         |  |
|                              | (0.412)                      |         |         | (0.110)                      |         |         |  |
| cay                          |                              | -1.1505 |         |                              | 0.5877  |         |  |
|                              |                              | (0.050) |         |                              | (0.102) |         |  |
| Surplus Consumption          |                              |         | -0.0316 |                              |         | -0.2732 |  |
|                              |                              |         | (0.416) |                              |         | (0.014) |  |
| Past 12m Asset Growth        | 0.5809                       | 0.5659  | 0.5839  | 0.9890                       | 0.7297  | 1.0142  |  |
|                              | (0.000)                      | (0.000) | (0.000) | (0.000)                      | (0.000) | (0.000) |  |

Bootstrap p-value in parenthesis.

## Table C7. Stambaugh Bias Adjusted Results: Error Prediction Regressions

Stambaugh bias adjusted aggregate error prediction regressions (Panel A of Table 8 and Table 9). Bias correction follows the simulation method in Baker, Taliaferro, and Wurgler (2006). Univariate results are very similar using the univariate bias correction method of Amihud and Hurvich (2004).

Panel A. Using CFO Expectations

|                             | Realized – CFO Expected Next 12m Earnings Growth |         |         |         |         |         |
|-----------------------------|--|---------|---------|---------|---------|---------|
|                             | (1)  | (2)     | (3)     | (4)     | (5)     | (6)     |
| Past 12m Earnings/Asset (%) | -0.0873  |         | -0.0916 |         | -0.0848 |         |
|                             | (0.000)  |         | (0.002) |         | (0.000) |         |
| Past 12m GDP Growth         |  | -2.6317 |         | -3.0260 |         | -3.7742 |
|                             |  | (0.050) |         | (0.028) |         | (0.000) |
| VIX                         |  |         | -0.0027 | -0.0035 |         |         |
|                             |  |         | (0.068) | (0.052) |         |         |
| Agg. Stock Index Vol        |  |         |         |         | -0.0488 | -0.4400 |
|                             |  |         |         |         | (0.416) | (0.040) |

Bootstrap p-value in parenthesis.

Panel B. Using Analyst Expectations

|                             | Realized – Analyst Expected Next 12m Earnings Growth |         |         |         |         |         |
|-----------------------------|--|---------|---------|---------|---------|---------|
|                             | (1)  | (2)     | (3)     | (4)     | (5)     | (6)     |
| Past 12m Earnings/Asset (%) | -0.0416  |         | -0.0526 |         | -0.0429 |         |
|                             | (0.004)  |         | (0.004) |         | (0.002) |         |
| Past 12m GDP Growth         |  | -1.2798 |         | -0.9669 |         | -1.5063 |
|                             |  | (0.050) |         | (0.102) |         | (0.052) |
| VIX                         |  |         | -0.0031 | -0.0035 |         |         |
|                             |  |         | (0.006) | (0.002) |         |         |
| Agg. Stock Index Vol        |  |         |         |         | -0.1192 | -0.1231 |
|                             |  |         |         |         | (0.174) | (0.234) |

Bootstrap p-value in parenthesis.