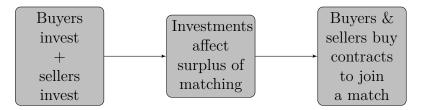
| | Left | Right |
|---------------------|------|-------|
| Up | 1,1 | 2,0 |
| Down | 0,2 | 2,2 |

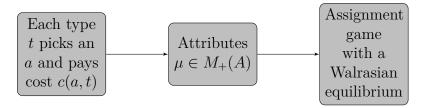
Stage 1: Investment

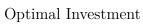
Stage 2: Competitive Market

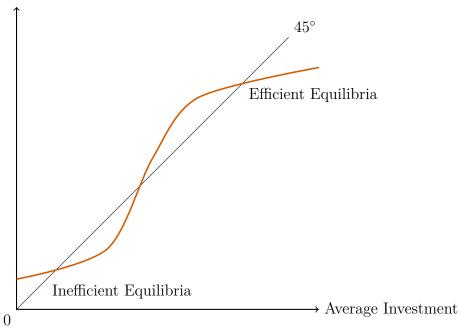


Stage 1: Investment

Stage 2: Market











 $\begin{array}{c|c} & \text{Buyer Payoffs} \\ (0,0) & -\tilde{p}^b(0,0) \\ \text{Matching} & (0,1) & -\tilde{p}^b(0,1) \\ \text{Contract} & (1,0) & -\tilde{p}^b(1,0) - \frac{1}{4} \\ (1,1) & 1 - \tilde{p}^b(1,1) - \frac{1}{4} \end{array}$

| Seller Payoffs |
|----------------------------------|
| $\tilde{p}^s(0,0)$ |
| $\tilde{p}^s(0,1) - \frac{1}{4}$ |
| $\tilde{p}^s(1,0)$ |
| $\tilde{p}^s(1,1) - \frac{1}{4}$ |

Matching (Contract (1)

Buyer Payoffs $(0,0) \quad p(0,0) = -0$ $(0,1) \quad p(0,1) = -0$ $(1,0) \quad p(1,0) - \frac{1}{4} = -0 - \frac{1}{4}$ $(1,1) \quad 1 - p(1,1) - \frac{1}{4}$

Seller Payoffs p(0,0) = 0 $p(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ p(1,0) = 0 $p(1,1) - \frac{1}{4}$

Matching Contract

| | Buyer Payoffs |
|-------|---|
| (0,0) | p(0,0) = -0 |
| (0,1) | p(0,1) = -0 |
| (1,0) | $p(1,0) - \frac{1}{4} = -0 - \frac{1}{4}$ |
| (1,1) | $1 - p(1,1) - \frac{1}{4} > 0$ |

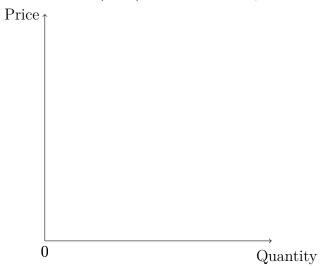
| Seller Payoffs |
|--|
| p(0,0) = 0 |
| $p(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |
| p(1,0) = 0 |
| $p(1,1) - \frac{1}{4} \ge 0$ |

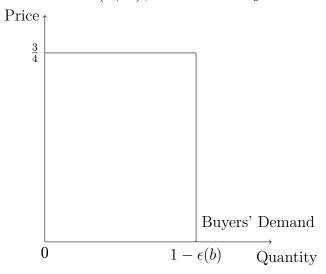
 $\begin{array}{c|c} & \text{Buyer Payoffs} \\ (0,0) & -\tilde{p}^b(0,0) = -0 \\ \text{Matching} & (0,1) & -\tilde{p}^b(0,1) = -0 \\ \text{Contract} & (1,0) & -\tilde{p}^b(1,0) - \frac{1}{4} = -0 - \frac{1}{4} \\ (1,1) & 1 - p(1,1) - \frac{1}{4} = 1 - \frac{1}{2} - \end{array}$

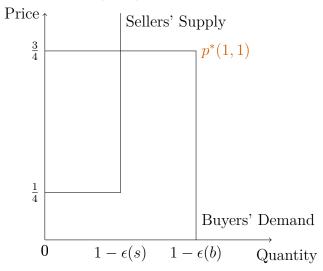
| Seller Payoffs |
|--|
| $\tilde{p}^s(0,0) = 0$ |
| $\tilde{p}^s(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |
| $\tilde{p}^s(1,0) = 0$ |
| $p(1,1) - \frac{1}{4} = \frac{1}{2} - \frac{1}{4}$ |

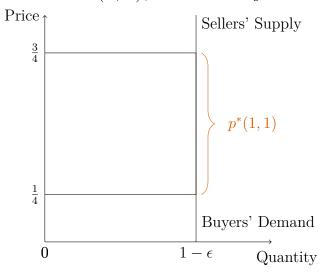
 $\begin{array}{c|c} & \text{Buyer Payoffs} \\ (0,0) & -p(0,0) = -0 \\ \text{Matching} & (0,1) & -\tilde{p}^b(0,1) = -0 \\ \text{Contract} & (1,0) & -\tilde{p}^b(1,0) - \frac{1}{4} = -0 - \frac{1}{4} \\ (1,1) & 1 - \tilde{p}^b(1,1) - \frac{1}{4} = 1 - 1 - \frac{1}{4} \end{array}$

| Seller Payoffs |
|--|
| p(0,0) = 0 |
| $\tilde{p}^s(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |
| $\tilde{p}^s(1,0) = 0$ |
| $\tilde{p}^s(1,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |









 $\begin{array}{c|c} & \text{Buyer Payoffs} \\ (0,0) & -\tilde{p}^{\beta}(0,0) \\ \text{Matching} & (0,1) & -\tilde{p}^{\beta}(0,1) \\ \text{Contract} & (1,0) & -\tilde{p}^{\beta}(1,0) - \frac{1}{4} \\ (1,1) & 1 - \tilde{p}^{\beta}(1,1) - \frac{1}{4} \end{array}$

| Seller Payoffs |
|---|
| $\tilde{p}^{\sigma}(0,0)$ |
| $\tilde{p}^{\sigma}(0,1) - \frac{1}{4}$ |
| $\tilde{p}^{\sigma}(1,0)$ |
| $\tilde{p}^{\sigma}(1,1) - \frac{1}{4}$ |

Matching (Contract (E

| | Buyer Payoffs |
|-------|---|
| (0,0) | p(0,0) = -0 |
| 0,1) | p(0,1) = -0 |
| 1,0) | $p(1,0) - \frac{1}{4} = -0 - \frac{1}{4}$ |
| 1,1) | $1 - p(1,1) - \frac{1}{4}$ |

Seller Payoffs p(0,0) = 0 $p(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ p(1,0) = 0 $p(1,1) - \frac{1}{4}$

Matching Contract

| | Buyer Payoffs |
|-------|---|
| (0,0) | p(0,0) = -0 |
| (0,1) | p(0,1) = -0 |
| (1,0) | $p(1,0) - \frac{1}{4} = -0 - \frac{1}{4}$ |
| (1,1) | $1 - p(1,1) - \frac{1}{4} > 0$ |

| Seller Payoffs |
|--|
| p(0,0) = 0 |
| $p(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |
| p(1,0) = 0 |
| $p(1,1) - \frac{1}{4} \ge 0$ |

Buyer Payoffs $(0,0) \quad -\tilde{p}^{\beta}(0,0) = -0$ Matching $(0,1) \quad -\tilde{p}^{\beta}(0,1) = -0$ Contract $(1,0) \quad -\tilde{p}^{\beta}(1,0) - \frac{1}{4} = -0 - \frac{1}{4}$ $(1,1) \quad 1 - p(1,1) - \frac{1}{4} = 1 - \frac{1}{2} -$

| Seller Payoffs |
|---|
| $\tilde{p}^{\sigma}(0,0) = 0$ |
| $\tilde{p}^{\sigma}(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |
| $\tilde{p}^{\sigma}(1,0) = 0$ |
| $p(1,1) - \frac{1}{4} = \frac{1}{2} - \frac{1}{4}$ |

 $\begin{array}{c|c} & \text{Buyer Payoffs} \\ (0,0) & -p(0,0) = -0 \\ \text{Matching} & (0,1) & -\tilde{p}^{\beta}(0,1) = -0 \\ \text{Contract} & (1,0) & -\tilde{p}^{\beta}(1,0) - \frac{1}{4} = -0 - \frac{1}{4} \\ (1,1) & 1 - \tilde{p}^{\beta}(1,1) - \frac{1}{4} = 1 - 1 - \frac{1}{4} \end{array}$

| Seller Payoffs |
|---|
| p(0,0) = 0 |
| $\tilde{p}^{\sigma}(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |
| $\tilde{p}^{\sigma}(1,0) = 0$ |
| $\tilde{p}^{\sigma}(1,1) - \frac{1}{4} = 0 - \frac{1}{4}$ |

