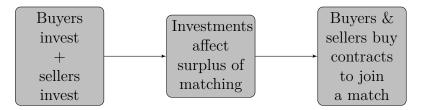
	Left	Right
Up	1,1	2,0
Down	0,2	2,2

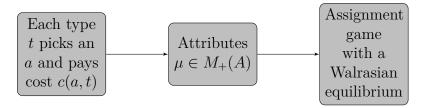
Stage 1: Investment

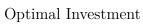
Stage 2: Competitive Market

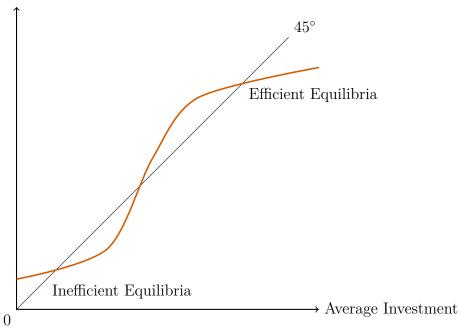


Stage 1: Investment

Stage 2: Market











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

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 (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)	$1 - p(1,1) - \frac{1}{4} > 0$

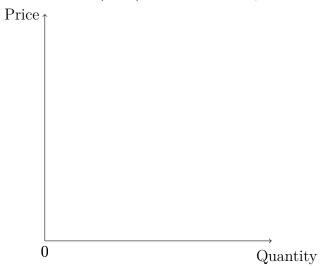
Seller Payoffs
p(0,0) = 0
$p(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$
p(1,0) = 0
$p(1,1) - \frac{1}{4} \ge 0$

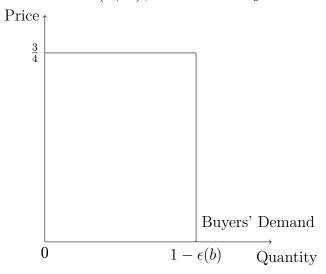
 $\begin{array}{c|c} (0,0) & -\tilde{p}^{\beta}(0,0) = \\ \text{Matching} & (0,1) & -\tilde{p}^{\beta}(0,1) = \\ \text{Contract} & (1,0) & -\tilde{p}^{\beta}(1,0) - \frac{1}{4} = \\ (1,1) & 1 - p(1,1) - \frac{1}{4} = \end{array}$

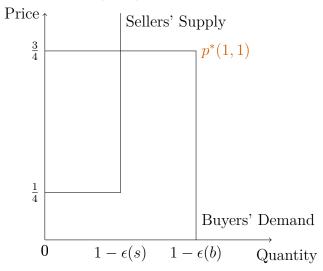
Buyer Payoffs	Seller Payoffs
$-\tilde{p}^{\beta}(0,0) = -0$	$\tilde{p}^{\sigma}(0,0) = 0$
$-\tilde{p}^{\beta}(0,1) = -0$	$\tilde{p}^{\sigma}(0,1) - \frac{1}{4} = 0 - \frac{1}{4}$
$f(1,0) - \frac{1}{4} = -0 - \frac{1}{4}$	$\tilde{p}^{\sigma}(1,0) = 0$
$(1,1) - \frac{1}{4} = 1 - \frac{1}{2} - \frac{1}{4}$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

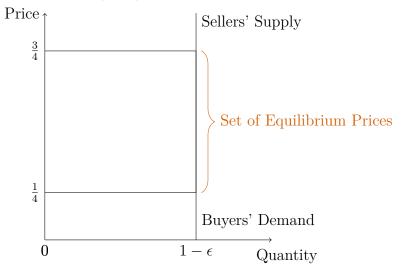
 $\begin{array}{c|c} & \text{Buyer Payoffs} \\ (0,0) & -p(0,0) = -0 \\ \text{Matching} & (0,1) & -\tilde{p}^{\beta}(0,1) = -0 \\ \text{Contract} & (1,0) & -\tilde{p}^{\beta}(1,0) - \frac{1}{4} = -0 - \frac{1}{4} \\ (1,1) & 1 - \tilde{p}^{\beta}(1,1) - \frac{1}{4} = 1 - 1 - \frac{1}{4} \end{array}$

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









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

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

