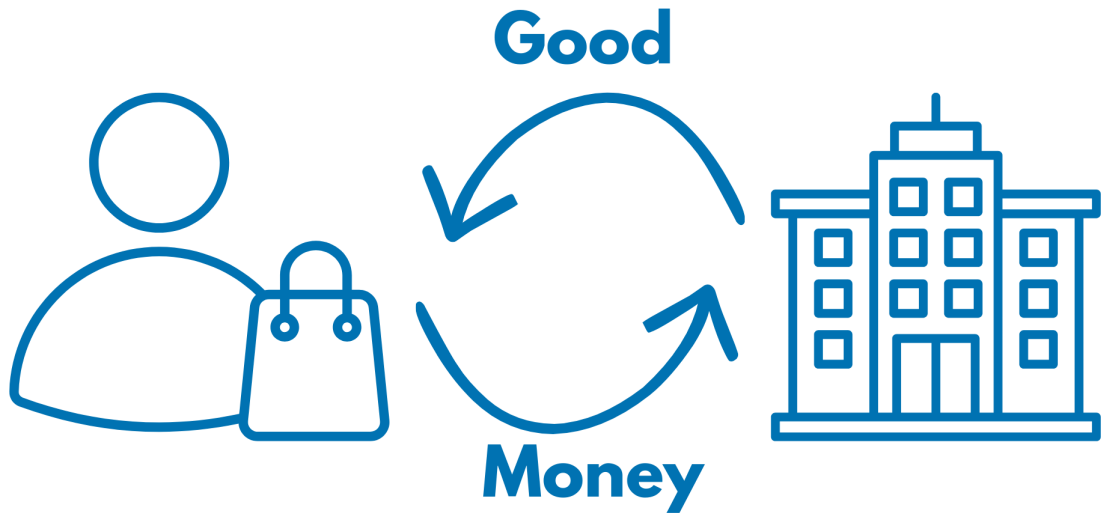


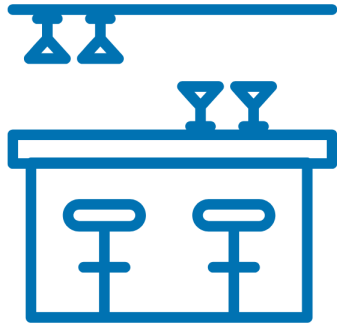
Will AI change the internet?

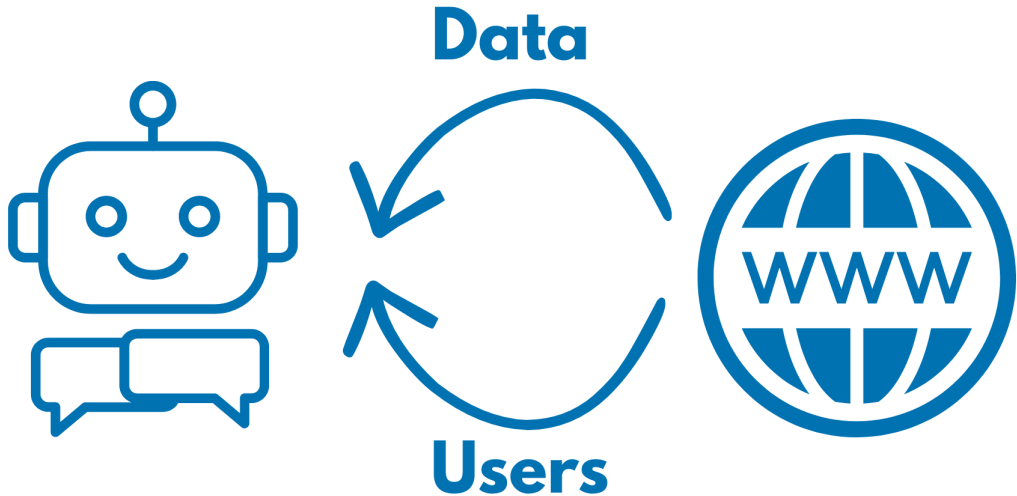


Beer



3€





- ▶ RQ: How does **Generative AI** (GenAI) affect **online content supply** and **quality**?

- ▶ **RQ:** *How does **Generative AI** (GenAI) affect **online content supply** and **quality**?*
- ▶ **Methodology:**
 - ▶ Today: A Simple Model of the Internet:
 1. Consumers with a discrete choice
 2. Heterogeneous firms

- ▶ **RQ:** *How does **Generative AI** (GenAI) affect **online content supply** and **quality**?*
- ▶ **Methodology:**
 - ▶ Today: A Simple Model of the Internet:
 1. Consumers with a discrete choice
 2. Heterogeneous firms

- ▶ **RQ:** *How does **Generative AI** (GenAI) affect **online content supply and quality**?*
- ▶ **Methodology:**
 - ▶ Today: A Simple Model of the Internet:
 1. Consumers with a discrete choice
 2. Heterogeneous firms
 - ▶ Future: Bring the Data to the Model

- ▶ **RQ:** *How does **Generative AI** (GenAI) affect **online content supply and quality**?*
- ▶ **Methodology:**
 - ▶ Today: A Simple Model of the Internet:
 1. Consumers with a discrete choice
 2. Heterogeneous firms
 - ▶ Future: Bring the Data to the Model
- ▶ **Preview:** Gen AI makes things worse but not always.

- ▶ **Gen AI's Impact Online**

Burtch, Lee, and Chen 2024; Rio-Chanona, Laurentsyevea, and Wachs 2023; Reeves, Yin, and Simperl 2025; Shan and Qiu 2025; Lyu et al. 2025; Zhao and Berman 2025; Koren et al. 2026

Contribution: Structured, comprehensive and credible evidence of Gen AI's impact both on supply and demand.

- ▶ **Discrete Choice & Monopolistic competition**

Melitz 2003; Krugman et al. 1980; Train 2009 and many many many many more

Contribution: Novel literature application to a new field: Online market with interest of AI.

Users

- ▶ Search for information online.
- ▶ Mass 1.
- ▶ Pick between AI and the Web - discrete choice.

The Model

Users

- ▶ Search for information online.
- ▶ Mass 1.
- ▶ Pick between AI and the Web - discrete choice.

Providers (the Web)

- ▶ Provide information online.
- ▶ There are m providers.
- ▶ Decide whether to enter the market, à la Melitz.

The Model

Users

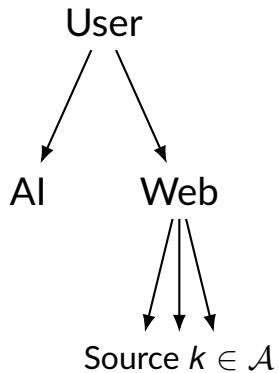
- ▶ Search for information online.
- ▶ Mass 1.
- ▶ Pick between AI and the Web - discrete choice.

Providers (the Web)

- ▶ Provide information online.
- ▶ There are m providers.
- ▶ Decide whether to enter the market, à la Melitz.

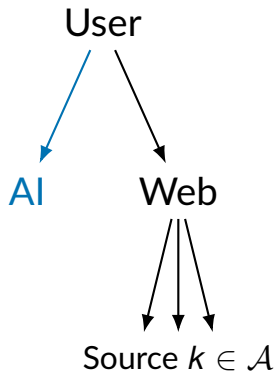
Gen AI

- ▶ Aggregates information available online.
- ▶ Alternative to the Web.
- ▶ Decreases costs for providers.



► Utility:

$$U_{iA} = \ln Q_A + \epsilon_{iA}$$

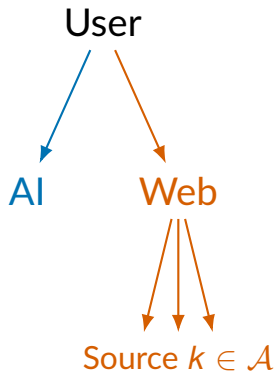


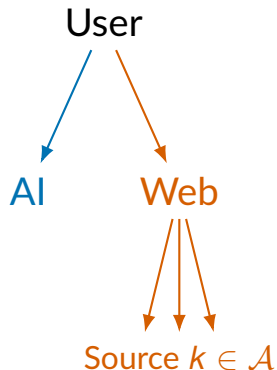
► Utility:

$$U_{iA} = \ln Q_A + \epsilon_{iA}$$

$$U_{ik} = \ln \delta_W + \ln Q_k + \epsilon_{ik}.$$

$$\epsilon_i \sim \text{GEV}(\theta)$$





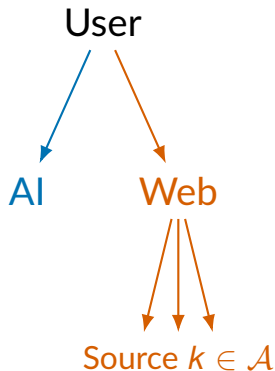
► Utility:

$$U_{iA} = \ln Q_A + \epsilon_{iA}$$

$$U_{ik} = \ln \delta_W + \ln Q_k + \epsilon_{ik}.$$

$$\epsilon_i \sim GEV(\theta)$$

- User pick the source s in order to maximize utility $s = \operatorname{argmax}_s U_{is}$.



► Utility:

$$U_{iA} = \ln Q_A + \epsilon_{iA}$$

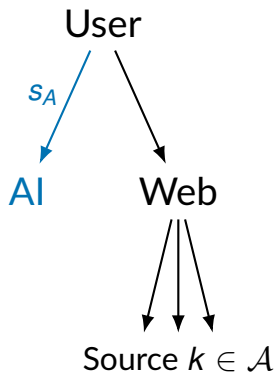
$$U_{iK} = \ln \delta_W + \ln Q_K + \epsilon_{iK}.$$

$$\epsilon_i \sim GEV(\theta)$$

- User pick the source s in order to maximize utility $s = \operatorname{argmax}_s U_{is}$.
- AI aggregates the information available on the web, with efficiency ϕ

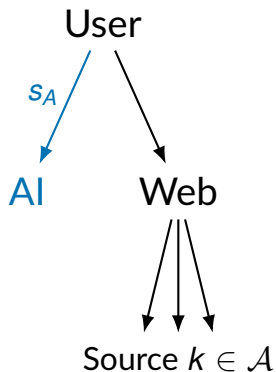
$$Q_A = \phi \left(\sum_k Q_k^{1/\theta} \right)^\theta$$

- ▶ The shares of users that go to:
 - ▶ AI

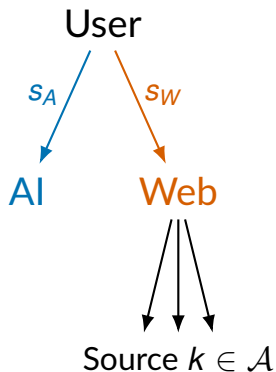


$$s_A = \frac{\phi}{\delta_w + \phi}$$

- ▶ The shares of users that go to:
 - ▶ AI



$$s_A = \frac{\phi}{\delta_w + \phi}, \quad \uparrow \phi \text{ and } \downarrow \delta_w.$$



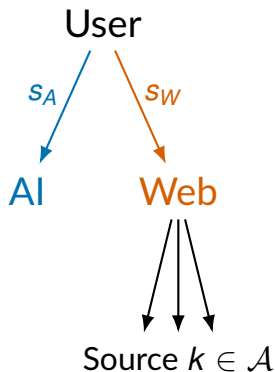
► The shares of users that go to:

► AI

$$s_A = \frac{\phi}{\delta_W + \phi}, \quad \uparrow \phi \text{ and } \downarrow \delta_W.$$

► Web

$$s_W = \frac{\delta_W}{\delta_W + \phi}$$



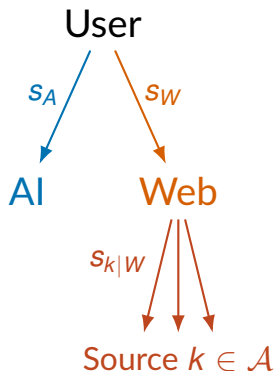
► The shares of users that go to:

► AI

$$s_A = \frac{\phi}{\delta_W + \phi}, \quad \uparrow \phi \text{ and } \downarrow \delta_W.$$

► Web

$$s_W = \frac{\delta_W}{\delta_W + \phi}, \quad \downarrow \phi \text{ and } \uparrow \delta_W.$$



► The shares of users that go to:

► AI

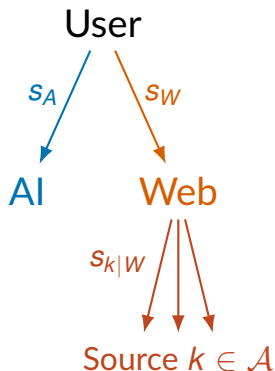
$$s_A = \frac{\phi}{\delta_w + \phi}, \quad \uparrow \phi \text{ and } \downarrow \delta_w.$$

► Web

$$s_W = \frac{\delta_w}{\delta_w + \phi}, \quad \downarrow \phi \text{ and } \uparrow \delta_w.$$

► Source k

$$s_{k|W} = \frac{Q_k^{1/\theta}}{\sum_j Q_j^{1/\theta}}$$



► The shares of users that go to:

► AI

$$s_A = \frac{\phi}{\delta_w + \phi}, \quad \uparrow \phi \text{ and } \downarrow \delta_w.$$

► Web

$$s_W = \frac{\delta_w}{\delta_w + \phi}, \quad \downarrow \phi \text{ and } \uparrow \delta_w.$$

► Source k

$$s_{k|W} = \frac{Q_k^{1/\theta}}{\sum_j Q_j^{1/\theta}}, \quad \uparrow Q_k.$$

1. Provider observes his quality $Q_k \sim \text{Pareto}(\gamma)$

Provider Side

1. Provider observes his quality $Q_k \sim \text{Pareto}(\gamma)$
2. Decides whether to produce source of information based on

$$\pi_k = rs_k - F(1 - \eta)$$

Provider Side

1. Provider observes his quality $Q_k \sim \text{Pareto}(\gamma)$
2. Decides whether to produce source of information based on

$$\pi_k = rs_k - F(1 - \eta)$$

if $rs_k - F(1 - \eta) \geq 0$ produce information.

1. Provider observes his quality $Q_k \sim \text{Pareto}(\gamma)$
2. Decides whether to produce source of information based on

$$\begin{aligned}\pi_k &= rs_k - F(1 - \eta) \\ &\quad \text{if } rs_k - F(1 - \eta) \geq 0 \text{ produce information.} \\ rs(Q_0) - F(1 - \eta) &= 0\end{aligned}$$

1. Provider observes his quality $Q_k \sim \text{Pareto}(\gamma)$
2. Decides whether to produce source of information based on

$$\begin{aligned}\pi_k &= rs_k - F(1 - \eta) \\ \text{if } rs_k - F(1 - \eta) &\geq 0 \text{ produce information.} \\ rs(Q_0) - F(1 - \eta) &= 0\end{aligned}$$

$$Q_0 = \left[\frac{Fm\gamma}{r(\gamma - 1/\theta)} (1 - \eta) \frac{\delta_W + \phi}{\delta_W} \right]^{1/\gamma}, \quad \downarrow \eta \text{ and } \uparrow \phi$$

1. Provider observes his quality $Q_k \sim \text{Pareto}(\gamma)$
2. Decides whether to produce source of information based on

$$\pi_k = rs_k - F(1 - \eta)$$

if $rs_k - F(1 - \eta) \geq 0$ produce information.

$$rs(Q_0) - F(1 - \eta) = 0$$

$$Q_0 = \left[\frac{Fm\gamma}{r(\gamma - 1/\theta)} (1 - \eta) \frac{\delta_W + \phi}{\delta_W} \right]^{1/\gamma}, \quad \downarrow \eta \text{ and } \uparrow \phi$$

$$m_A = Q_0^{-\gamma}, \quad \uparrow \eta \text{ and } \downarrow \phi$$

1. Provider observes his quality $Q_k \sim \text{Pareto}(\gamma)$
2. Decides whether to produce source of information based on

$$\pi_k = rs_k - F(1 - \eta)$$

if $rs_k - F(1 - \eta) \geq 0$ produce information.

$$rs(Q_0) - F(1 - \eta) = 0$$

Supply of information:

- ▶ **increases** \uparrow because AI decreases the cost of provision (η).
- ▶ **decreases** \downarrow because AI steals the consumers, thus there is less incentive to produce (ϕ).

- We care about the quality that is consumed by the users:

$$\tilde{Q} = s_A Q_A + s_W \sum_{j \in \mathcal{A}} s_{k|W} Q_k$$

- We care about the quality that is consumed by the users:

$$\begin{aligned}\tilde{Q} &= s_A Q_A + s_W \sum_{j \in \mathcal{A}} s_{k|W} Q_k \\ &= \frac{Q_0}{\delta_W + \phi} \left[\frac{\delta_W(\gamma - 1/\theta)}{\gamma - 1/\theta - 1} + \phi^2 \left(\frac{r\delta_W}{F(1 - \eta)(\delta_W + \phi)} \right)^\theta \right]\end{aligned}$$