## **Informed Intermediaries – Online Appendix**

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## 1. APPENDIX

## 2. Core-Periphery Equilibria

## 2.1. Guesses. Surplus sharing:

$$\beta(I, v_s, U, v_b) = \beta^I \geqslant \frac{1}{2} \qquad \beta(U, v_s, I, v_b) = 1 - \beta^I \leqslant \frac{1}{2}$$
$$\beta(I, v_s, I, v_b) = \frac{1}{2}$$

Efficient trading iff an informed agent is involved:

$$\mathcal{I}(i_s, v_s, i_b, v_b) = 1 \Leftrightarrow (i_s, i_b) \neq (U, U) \text{ and } V_{v_s0}^{i_s} - V_{v_s1}^{i_s} + V_{v_b1}^{i_b} - V_{v_b0}^{i_b} > 0.$$

2.2. **Stationary Distribution.** Given the guesses for  $\mathcal{I}$ , the inflow equal to outflow equations for the stationary distribution become:

(1) 
$$\mu_{L_1}^U \left( \eta + \lambda (\mu_{H_0}^I + \mu_{L_0}^I) \right) = \eta \mu_{L_0}^U$$

(2) 
$$\mu_{H0}^{U} \left( \eta + \lambda (\mu_{L1}^{I} + \mu_{H1}^{I}) \right) = \eta \mu_{H1}^{U}$$

(3) 
$$\mu_{L1}^{I} \left( \eta + \lambda (\mu_{H0}^{U} + \mu_{H0}^{I}) \right) = (\eta + \lambda \mu_{L1}^{U}) \mu_{L0}^{I}$$

(4) 
$$\mu_{H0}^{I} \left( \eta + \lambda (\mu_{L1}^{U} + \mu_{L1}^{I}) \right) = (\eta + \lambda \mu_{H0}^{U}) \mu_{H1}^{I}$$

Combine (1) and (2), and using  $\mu_{L1}^U + \mu_{L0}^U = \mu_{H0}^U + \mu_{H1}^U = \frac{1-\phi}{2}$  (since the half the uninformed agents have high valuation and half have low valuation), I get:

(5) 
$$\mu_{L1}^{U}(2\eta + \lambda(\mu_{H0}^{I} + \mu_{L0}^{I})) = \mu_{H0}^{U}(2\eta + \lambda(\mu_{L1}^{I} + \mu_{H1}^{I})) = \frac{\eta(1 - \phi)}{2}$$

Similarly use (3) and (4) and  $\mu_{L1}^I + \mu_{L0}^I = \mu_{H0}^I + \mu_{H1}^I$  to get:

(6) 
$$(\eta + \lambda \mu_{L1}^U)(\mu_{H0}^I + \mu_{L0}^I) = (\eta + \lambda \mu_{H0}^U)(\mu_{H1}^I + \mu_{L1}^I)$$

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Use (5) and (6) to get  $\mu_{L1}^U + \mu_{L1}^I + \mu_{H1}^I = \mu_{H0}^U + \mu_{H0}^I + \mu_{L0}^I$ . Combining this with (5) yet again, conclude that  $\mu_{L1}^U = \mu_{H0}^U \equiv \hat{\mu}^U$ . This, along with (6), implies  $(\mu_{H0}^I + \mu_{L0}^I) = (\mu_{L1}^I + \mu_{H1}^I)$ ; and hence  $\mu_{H0}^I = \mu_{L1}^I \equiv \hat{\mu}^I$ . Rewrite the inflow equals outflow conditions now as:

$$\hat{\mu}^{U}(\eta + \lambda(\phi/2)) = \eta \frac{(1 - \phi - 2\hat{\mu}^{U})}{2} \qquad \hat{\mu}^{I}(\eta + \lambda(\hat{\mu}^{U} + \hat{\mu}^{I})) = \frac{\phi - 2\hat{\mu}^{I}}{2}(\eta + \lambda\hat{\mu}^{U})$$

Solving these, I get:

$$\hat{\mu}^U = \frac{1 - \phi}{4 + \frac{\lambda}{\eta}} \qquad \hat{\mu}^I = -\frac{\eta + \lambda \hat{\mu}^U}{\lambda} + \sqrt{\left(\frac{\eta + \lambda \hat{\mu}^U}{\lambda}\right)^2 + \frac{\phi}{2} \frac{\eta + \lambda \hat{\mu}^U}{\lambda}}$$

2.3. **Unflagged Values.** Again taking into account the guesses for  $\mathcal{I}$  and  $\beta$ , unflagged values are given by the system below

$$\begin{split} rV_{H0}^{I} &= \eta(V_{H1}^{I} - V_{H0}^{I}) + \lambda \hat{\mu}^{I} \frac{V_{H1}^{I} - V_{H0}^{I} + V_{L0}^{I} - V_{L1}^{I}}{2} + \lambda \hat{\mu}^{U} \beta^{I} \left(V_{H1}^{I} - V_{H0}^{I} + V_{L0}^{U} - V_{L1}^{U}\right) \\ rV_{H1}^{I} &= \delta_{H} + \eta(V_{H0}^{I} - V_{H1}^{I}) + \lambda \hat{\mu}^{U} \beta^{I} \left(V_{H0}^{I} - V_{H1}^{I} + V_{H1}^{U} - V_{H0}^{U}\right) \\ rV_{L1}^{I} &= \delta_{L} + \eta(V_{L0}^{I} - V_{L1}^{I}) + \lambda \hat{\mu}^{I} \frac{V_{L0}^{I} - V_{L1}^{I} + V_{H1}^{I} - V_{H0}^{I}}{2} + \lambda \hat{\mu}^{U} \beta^{I} \left(V_{L0}^{I} - V_{L1}^{I} + V_{H1}^{U} - V_{H0}^{U}\right) \\ rV_{L0}^{I} &= \eta(V_{L1}^{I} - V_{L0}^{I}) + \lambda \hat{\mu}^{U} \beta^{I} \left(V_{L1}^{I} - V_{00}^{I} + V_{L0}^{U} - V_{L1}^{U}\right) \\ rV_{H0}^{U} &= \eta(V_{H1}^{U} - V_{H0}^{U}) + \lambda \hat{\mu}^{I} (1 - \beta^{I}) \left(V_{H1}^{U} - V_{H0}^{U} + V_{L0}^{I} - V_{L1}^{I}\right) \\ &+ \lambda \hat{\mu}^{I} (1 - \beta^{I}) \left(V_{H1}^{U} - V_{H0}^{U} + V_{H0}^{I} - V_{H1}^{I}\right) \\ rV_{L1}^{U} &= \delta_{H} + \eta(V_{L0}^{U} - V_{L1}^{U}) + \lambda \hat{\mu}^{I} (1 - \beta^{I}) \left(V_{L0}^{U} - V_{L1}^{U} + V_{H1}^{I} - V_{H0}^{I}\right) \\ &+ \lambda \hat{\mu}^{I} (1 - \beta^{I}) \left(V_{L0}^{U} - V_{L1}^{U} + V_{L1}^{I} - V_{L0}^{I}\right) \\ rV_{L0}^{U} &= \eta(V_{L1}^{U} - V_{L0}^{U}) \end{split}$$

In terms of the values of holding an asset, this system becomes:

$$rS_{H}^{I} = \delta_{H} - 2\eta S_{H}^{I} + \lambda \hat{\mu}^{U} \beta^{I} (S_{H}^{U} - S_{H}^{I}) + \lambda \hat{\mu}^{I} \frac{(S_{L}^{I} - S_{H}^{I})}{2} + \lambda \hat{\mu}^{U} \beta^{I} (S_{L}^{U} - S_{H}^{I})$$

$$rS_{L}^{I} = \delta_{L} - 2\eta S_{L}^{I} + \lambda \hat{\mu}^{U} \beta^{I} (S_{L}^{U} - S_{L}^{I}) + \lambda \hat{\mu}^{I} \frac{(S_{H}^{I} - S_{L}^{I})}{2} + \lambda \hat{\mu}^{U} \beta^{I} (S_{H}^{U} - S_{L}^{I})$$

$$rS_{H}^{U} = \delta_{H} - 2\eta S_{H}^{U} + \lambda \hat{\mu}^{I} (1 - \beta^{I}) (S_{L}^{I} - S_{H}^{U}) + \lambda \frac{\phi - 2\hat{\mu}^{I}}{2} (1 - \beta^{I}) (S_{H}^{I} - S_{H}^{U})$$

$$rS_{L}^{U} = \delta_{L} - 2\eta S_{L}^{U} + \lambda \hat{\mu}^{I} (1 - \beta^{I}) (S_{H}^{I} - S_{L}^{U}) + \lambda \frac{\phi - 2\hat{\mu}^{I}}{2} (1 - \beta^{I}) (S_{L}^{I} - S_{L}^{U})$$

Add up the first two and the last two to get:

$$(r+2\eta)(S_H^I + S_L^I) = \delta_H + \delta_L + 2\lambda \hat{\mu}^U \beta^I (S_H^U + S_L^U) - 2\lambda \hat{\mu}^U \beta^I (S_H^I + S_L^I)$$
$$(r+2\eta)(S_H^U + S_L^U) = \delta_H + \delta_L + \frac{\lambda \phi}{2} (1-\beta^I)(S_H^I + S_L^I) - \frac{\lambda \phi}{2} (1-\beta^I)(S_H^U + S_L^U)$$

These imply  $(S_H^I+S_L^I)=(S_H^U+S_L^U)=\frac{\delta_H+\delta_L}{r+2\eta}$ . Now from the original system, subtract the second equation from the first and the fourth from the third to find:

$$(r+2\eta)(S_H^I - S_L^I) = \delta_H - \delta_L - \lambda(2\hat{\mu}^U \beta^I + \hat{\mu}^I)(S_H^I - S_L^I)$$
$$(r+2\eta)(S_H^U - S_L^U) = \delta_H - \delta_L - \frac{\lambda\phi}{2}(1-\beta^I)(S_H^U - S_L^U) + \left(\frac{\lambda\phi}{2} - \hat{\mu}^I\right)(1-\beta^I)(S_H^I - S_L^I)$$

Rearrange these to get the following expressions:

$$\begin{split} &(S_H^I - S_L^I) = \hat{\alpha}^I (\delta_H - \delta_L) \\ &(S_H^I - S_L^I) = \hat{\alpha}^U (\delta_H - \delta_L) \\ &\text{where } \hat{\alpha}^I = \frac{1}{2(r + 2\eta + \lambda(2\hat{\mu}^U\beta^I + \hat{\mu}^I))} \\ &\text{and } \alpha^U = \hat{\alpha}^U = \left[\frac{r + 2\eta + \lambda\hat{\mu}^U + \frac{\lambda\phi}{4}}{r + 2\eta + \frac{\lambda\phi}{4}}\right] \hat{\alpha}^I \end{split}$$

Which finally implies:

$$S_H^i = \left[\frac{1}{2(r+2\eta)}\right] (\delta_H + \delta_L) + \frac{\hat{\alpha}^i}{2} (\delta_H - \delta_L)$$
$$S_L^i = \left[\frac{1}{2(r+2\eta)}\right] (\delta_H + \delta_L) - \frac{\hat{\alpha}^i}{2} (\delta_H - \delta_L)$$

2.4. Flagged Values. I solve for  $D_{H1}^I, D_{L1}^I$  and  $D_{H1}^U$ . The system defining  $\{D_{va}^I\}$  is:

$$\begin{split} rD_{H1}^{I} &= (\eta + \lambda \hat{\mu}^{U})(D_{H0}^{I} - D_{H1}^{I}) \\ rD_{L1}^{I} &= (\eta + \lambda \hat{\mu}^{U})(D_{L0}^{I} - D_{L1}^{I}) + \lambda \hat{\mu}^{I} \frac{S_{H}^{I} - S_{L}^{I}}{2} \\ rD_{L0}^{I} &= (\eta + \lambda \hat{\mu}^{U})(D_{L1}^{I} - D_{L0}^{I}) - \lambda \hat{\mu}^{U} \left(\beta^{I} S_{L}^{U} + (1 - \beta^{I}) S_{L}^{I}\right) \\ rD_{H0}^{I} &= (\eta + \lambda \hat{\mu}^{U})(D_{H1}^{I} - D_{H0}^{I}) + \lambda \hat{\mu}^{I} \frac{S_{H}^{I} - S_{L}^{I}}{2} - \lambda \hat{\mu}^{U} \left(\beta^{I} S_{H}^{I} + (1 - \beta^{I}) S_{L}^{U}\right) \end{split}$$

Combining the first with the fourth and the second with the third:

$$r(D_{H1}^{I} - D_{H0}^{I}) = -2(\eta + \lambda \hat{\mu}^{U})(D_{H1}^{I} - D_{H0}^{I}) - \lambda \hat{\mu}^{I} \frac{S_{H}^{I} - S_{L}^{I}}{2} + \lambda \hat{\mu}^{U} \left(\beta^{I} S_{H}^{I} + (1 - \beta^{I}) S_{L}^{U}\right)$$
$$r(D_{L1}^{I} - D_{L0}^{I}) = -2(\eta + \lambda \hat{\mu}^{U})(D_{L1}^{I} - D_{L0}^{I}) + \lambda \hat{\mu}^{I} \frac{S_{H}^{I} - S_{L}^{I}}{2} + \lambda \hat{\mu}^{U} \left(\beta^{I} S_{L}^{U} + (1 - \beta^{I}) S_{L}^{I}\right)$$

Solve to find:

$$\begin{split} &(D_{H1}^{I}-D_{H0}^{I}) = -\frac{\lambda \hat{\mu}^{I}}{(r+2\eta+2\lambda\hat{\mu}^{U})} \frac{S_{H}^{I}-S_{L}^{I}}{2} + \frac{\lambda \hat{\mu}^{U}}{(r+2\eta+2\lambda\hat{\mu}^{U})} \left(\beta^{I}S_{H}^{I} + (1-\beta^{I})S_{L}^{U}\right) \\ &(D_{L1}^{I}-D_{L0}^{I}) = \frac{\lambda \hat{\mu}^{I}}{(r+2\eta+2\lambda\hat{\mu}^{U})} \frac{S_{H}^{I}-S_{L}^{I}}{2} + \frac{\lambda \hat{\mu}^{U}}{(r+2\eta+2\lambda\hat{\mu}^{U})} \left(\beta^{I}S_{L}^{U} + (1-\beta^{I})S_{L}^{I}\right) \end{split}$$

Plug this back into the original system to get:

(7) 
$$D_{H1}^{I} = \frac{\eta + \lambda \hat{\mu}^{U}}{r(r + 2\eta + 2\lambda \hat{\mu}^{U})} \left[ \lambda \hat{\mu}^{I} \frac{S_{H}^{I} - S_{L}^{I}}{2} - \lambda \hat{\mu}^{U} \left( \beta^{I} S_{H}^{I} + (1 - \beta^{I}) S_{L}^{U} \right) \right]$$

(8) 
$$D_{L1}^{I} = \frac{r + \eta + \lambda \hat{\mu}^{U}}{r(r + 2\eta + 2\lambda \hat{\mu}^{U})} \lambda \hat{\mu}^{I} \frac{S_{H}^{I} - S_{L}^{I}}{2} - \frac{\lambda \hat{\mu}^{U}(\eta + \lambda \hat{\mu}^{U})}{r(r + 2\eta + 2\lambda \hat{\mu}^{U})} \left(\beta^{I} S_{L}^{U} + (1 - \beta^{I}) S_{L}^{I}\right)$$

The system defining  $\{D_{va}^{U}\}$  is:

$$\begin{split} rD^{U}_{H1} &= \eta(D^{U}_{H0} - D^{U}_{H1}) \\ rD^{U}_{H0} &= \eta(D^{U}_{H1} - D^{U}_{H0}) + \lambda \hat{\mu}^{I}(1 - \beta^{I})(S^{U}_{H} - S^{I}_{L}) + \lambda (\phi/2 - \hat{\mu}^{I})(1 - \beta^{I})(S^{U}_{H} - S^{I}_{H}) \\ rD^{U}_{L1} &= \eta(D^{U}_{L0} - D^{U}_{L1}) + \lambda \hat{\mu}^{I}(1 - \beta^{I})(S^{I}_{H} - S^{U}_{L}) + \lambda (\phi/2 - \hat{\mu}^{I})(1 - \beta^{I})(S^{I}_{L} - S^{U}_{L}) \\ rD^{U}_{L0} &= \eta(D^{U}_{L1} - D^{U}_{L0}) \end{split}$$

Subtract the second from the first to get:

$$\begin{split} r(D_{H1}^U - D_{H0}^U) &= -2\eta(D_{H1}^U - D_{H0}^U) - \lambda\hat{\mu}^I(1 - \beta^I)(S_H^U - S_L^I) - \lambda(\phi/2 - \hat{\mu}^I)(1 - \beta^I)(S_H^U - S_H^I) \\ \Rightarrow (D_{H1}^U - D_{H0}^U) &= -\frac{\lambda\hat{\mu}^I(1 - \beta^I)}{r + 2\eta}(S_H^U - S_L^I) - \frac{\lambda(\phi/2 - \hat{\mu}^I)(1 - \beta^I)}{r + 2\eta}(S_H^U - S_H^I) \end{split}$$

Finally plug back into the original system to get:

(9) 
$$D_{H1}^{U} = \frac{\eta \lambda \hat{\mu}^{I} (1 - \beta^{I})}{r(r + 2\eta)} (S_{H}^{U} - S_{L}^{I}) + \frac{\eta \lambda (\phi/2 - \hat{\mu}^{I}) (1 - \beta^{I})}{r(r + 2\eta)} (S_{H}^{U} - S_{H}^{I})$$