

# 1 MPMC Comparative Statics

- Let us consider comparative statics, assuming that the optimal policy has a cutoff structure.
- Let  $\mathfrak{F}^{(t)} \equiv \{M_k, 1 \leq k \leq t : \phi_k = 1\} \cup M_0$  and  $\mathcal{A}^{(t)} \equiv \{M_k, 1 \leq k \leq t : \bar{c}_k \in [l, \bar{a}_k]\} \cup M_0$  denote the sets of feasible and allowable mergers not larger than  $M_t$ .
- The optimal cut-offs  $(\bar{a}_1, \dots, \bar{a}_{\hat{K}})$  are recursively defined as the smallest solutions to the following set of equations:

$$\begin{aligned} \underline{\Delta CS}_1 &\equiv \Delta CS(1, \bar{a}_1) = 0, \\ \underline{\Delta CS}_k &\equiv \Delta CS(k, \bar{a}_k) = E_{\mathfrak{F}^{(k-1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) \mid \right. \\ &\quad \left. \Delta \Pi \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) \leq \Delta \Pi(k, \bar{a}_k) \right] \text{ for } 2 \leq k \leq \hat{K}. \end{aligned}$$

## 1.1 Feasibility Probabilities

- Recall that merger  $M_k$  is feasible if  $\phi_k = 1$  and infeasible if  $\phi_k = 0$ . Let  $r_k \equiv \Pr(\phi_k = 1)$ .

**Claim 1** *Consider an increase in the probability of merger  $M_j$ 's feasibility from  $r_j$  to  $r'_j > r_j$ , assuming that  $M_j$  is initially approved with positive probability (i.e.,  $j \leq \hat{K}$ ). Then,  $\underline{\Delta CS}_i' = \underline{\Delta CS}_i$  for any weakly smaller merger  $M_i$ ,  $i \leq j$ , and  $\underline{\Delta CS}_i' > \underline{\Delta CS}_i$  for any larger merger  $M_i$ ,  $i > j$ , that is approved with positive probability.*

- Idea?
- Let  $\mathcal{A}$  denote the optimal approval policy when  $\Pr(\phi_j = 1) = r_j$  and  $\mathcal{A}'$  the optimal approval policy when  $\Pr(\phi_j = 1) = r'_j$ .
- From the recursive definition of the cutoffs, it follows immediately that a change in  $r_j$  does not affect the cutoffs for any smaller merger  $M_i$ ,  $i < j$ , nor the cutoff of merger  $M_j$  itself. Hence,  $\underline{\Delta CS}_i' = \underline{\Delta CS}_i$  for all  $i \leq j$ .
- Consider now the cutoff for merger  $M_{j+1}$ . We can rewrite the cutoff condition as

$$\begin{aligned} \underline{\Delta CS}_{j+1} &= \Pr(\phi_j = 1 \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1})) \\ &\quad \times E_{\mathfrak{F}^{(j)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \mid \right. \\ &\quad \left. \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}) \text{ and } \phi_j = 1 \right] \\ &\quad + \left[ 1 - \Pr(\phi_j = 1 \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1})) \right] \\ &\quad \times E_{\mathfrak{F}^{(j)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \mid \right. \\ &\quad \left. \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}) \text{ and } \phi_j = 0 \right]. \end{aligned}$$

- Note first that the optimal policy must be such that

$$\begin{aligned}
& E_{\mathfrak{F}^{(j)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \mid M_{j+1} = (j+1, \bar{a}_{j+1}), \right. \\
& \quad \left. \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(M_{j+1}), \text{ and } \phi_j = 1 \right] \\
> & E_{\mathfrak{F}^{(j)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \mid M_{j+1} = (j+1, \bar{a}_{j+1}), \right. \\
& \quad \left. \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(M_{j+1}), \text{ and } \phi_j = 0 \right].
\end{aligned}$$

To see this, consider the case where  $\phi_j = 1$  and  $\Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1})$ . Two cases can arise: (i)  $M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \neq M_j$  and (ii)  $M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) = M_j$ . In case (i) the outcome is the same as when  $M_j$  were not feasible ( $\phi_j = 0$ ). In case (ii), merger  $M_j$  will be implemented. If merger  $M_j$  were not feasible, we would instead obtain the expected consumer surplus of the next most profitable allowable merger. By the optimality of the approval policy,  $\Delta CS(M_j)$  must weakly exceed (and, generically, strictly) the expected consumer surplus of the next most profitable allowable merger.

- Next, note that we can rewrite the conditional probability as

$$\begin{aligned}
& \Pr(\phi_j = 1 \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1})) \\
= & \Pr(\Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}) \mid \phi_j = 1) r_j \\
& \times \left\{ \Pr(\Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}) \mid \phi_j = 1) r_j \right. \\
& \quad \left. + \Pr(\Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}) \mid \phi_j = 0) (1 - r_j) \right\}^{-1} \\
= & \left\{ 1 + \frac{\Pr(\Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}) \mid \phi_j = 0)}{\Pr(\Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}) \mid \phi_j = 1)} \left( \frac{1 - r_j}{r_j} \right) \right\}^{-1}.
\end{aligned}$$

Hence, an increase in  $r_j$  induces an increase in the conditional probability  $\Pr(\phi_j = 1 \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(j)}, \mathcal{A}^{(j)} \right) \right) \leq \Delta \Pi(j+1, \bar{a}_{j+1}))$ .

- But this implies that an increase in  $r_j$  induces an increase in the RHS of the cutoff condition for merger  $M_{j+1}$ . Hence,  $\underline{\Delta CS}'_{j+1} > \underline{\Delta CS}_{j+1}$ .
- Consider now the induction hypothesis that  $\underline{\Delta CS}'_{k'} > \underline{\Delta CS}_{k'}$  for all  $j < k' < k \leq \bar{K}$ . In particular,  $\underline{\Delta CS}'_{k-1} > \underline{\Delta CS}_{k-1}$ . We claim that this implies that  $\underline{\Delta CS}'_k > \underline{\Delta CS}_k$ .
- To see this, note that we can decompose the effect of the increase in  $r_j$  on the conditional expectation of the next-most profitable merger into two steps:

1. Increase the feasibility probability from  $r_j$  to  $r'_j > r_j$ , holding fixed the approval policy  $\mathcal{A}$ .

2. Change the approval policy from  $\mathcal{A}$  to  $\mathcal{A}'$ .

- Consider first step (1). For the same reason as before, the increase in the feasibility probability must raise the conditional expectation

$$E_{\mathfrak{F}^{(k-1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) \right] \leq \Delta \Pi(k, \bar{a}_k)$$

by the optimality of the approval policy  $\mathcal{A}$ .

- Consider now step (2). The outcome under the two policies differs only in the event where  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \notin \mathcal{A}'$ . Let  $M_i = M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right)$ . Under policy  $\mathcal{A}$ , the outcome in this event is  $\Delta CS(M_i)$ . Under policy  $\mathcal{A}'$  instead, the expected outcome is

$$E_{\mathfrak{F}^{(i-1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(i-1)}, \mathcal{A}'^{(i-1)} \right) \right) \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(i-1)}, \mathcal{A}'^{(i-1)} \right) \right) \right] \leq \Delta \Pi(k, \bar{c}_i)$$

But as  $M_i \notin \mathcal{A}'$ , we must have

$$\begin{aligned} & E_{\mathfrak{F}^{(i-1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(i-1)}, \mathcal{A}'^{(i-1)} \right) \right) \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(i-1)}, \mathcal{A}'^{(i-1)} \right) \right) \right] \leq \Delta \Pi(k, \bar{c}_i) \\ & > \Delta CS(M_i). \end{aligned}$$

- As the expected consumer surplus increases at each step, we must have  $\underline{\Delta CS}'_k > \underline{\Delta CS}_k$ .
- This completes the idea of the proof.
- The following limiting result holds even when the optimal approval policy does not have a cutoff structure:

**Claim 2** Consider a sequence of feasibility probabilities  $\{r_1^t, r_2^t, \dots, r_K^t\}_{t=0}^\infty$ . If, for every  $i \leq k$ ,  $r_i^t \rightarrow 0$  as  $t \rightarrow \infty$ , then any merger  $M_j$ ,  $j \leq k+1$ , with  $\Delta CS(M_j) > 0$  will be approved (i.e.,  $M_j \in \mathcal{A}^t$ ) for  $t$  sufficiently large.

- The claim implies in particular that  $\underline{\Delta CS}_j^t \rightarrow 0$  as  $t \rightarrow \infty$  if  $r_i^t \rightarrow 0$  for every  $i < j$ . In the limit as  $r_i^t \rightarrow 0$  for every merger  $M_i$ ,  $1 \leq i \leq K$ , any CS-increasing merger will thus be approved as there is no “merger choice” in the limit.
- The idea behind the claim is simple: the only reason to commit not to approve a CS-increasing merger  $M_j$  is that the firms may instead propose an alternative merger that, while less profitable, raises CS by more. But such a preferable alternative merger must be a smaller merger. Hence, if the feasibility probabilities of all smaller mergers are sufficiently small, it is optimal to approve the CS-increasing merger  $M_j$  as the expected CS-level of the next most profitable merger is sufficiently close to zero.

## 1.2 Changes in Market Structure

### 1.2.1 Firm 0's Marginal Cost

- What happens as we change firm 0's marginal cost  $c_0$ ?

**Claim 3** *Consider a reduction in firm 0's marginal cost from  $c_0$  to  $c'_0 < c_0$ . Assuming that bargaining is efficient, this induces a decrease in all post-merger marginal cost cutoffs:  $\bar{a}'_k < \bar{a}_k$  for every  $1 \leq k \leq \hat{K}$ .*

- Idea?
- A change in firm 0's marginal cost does not affect the outcome (consumer surplus, profits) after any merger  $M_k$ ,  $k \geq 1$ , but it does affect the pre-merger outcome. In particular, we have  $Q^{0'} > Q^0$  so that  $\gamma \equiv CS^{0'} - CS^0 > 0$ . Let  $\eta \equiv \Pi^{0'} - \Pi^0$  denote the induced change in pre-merger aggregate profit. (Whether  $\eta$  is positive or negative depends on how efficient firm 0 is relative to the rest of the industry.)
- For any merger  $M_k$ , we thus have  $\Delta CS(M_k)' = \Delta CS(M_k) - \gamma$  and  $\Delta \Pi(M_k)' = \Delta \Pi(M_k) - \eta$ . This implies that the CS-difference and aggregate profit difference between any two mergers  $M_i$  and  $M_j$  are the same before and after the change in  $c_0$ , i.e.,  $\Delta CS(M_i)' - \Delta CS(M_j)' = \Delta CS(M_i) - \Delta CS(M_j)$  and  $\Delta \Pi(M_i)' - \Delta \Pi(M_j)' = \Delta \Pi(M_i) - \Delta \Pi(M_j)$ .
- Consider first merger  $M_1$ . We have  $\Delta CS(1, \bar{a}'_1)' = \Delta CS(1, \bar{a}'_1) - \gamma = 0$ . Hence,  $\Delta CS(1, \bar{a}'_1) > \Delta CS(1, \bar{a}_1) = 0$ , implying that  $\bar{a}'_1 < \bar{a}_1$ .
- Consider now merger  $M_2$ . In particular, consider the marginal merger  $(2, \bar{a}_2)$ . If  $\Delta CS(2, \bar{a}_2)' = \Delta CS(2, \bar{a}_2) - \gamma \leq 0$ , it follows trivially (from our general characterization of minimum acceptable CS-levels) that  $\bar{a}'_2 < \bar{a}_2$ . Suppose now instead that  $\Delta CS(2, \bar{a}_2)' = \Delta CS(2, \bar{a}_2) - \gamma > 0$ . Let  $(1, \tilde{a}_1)$  be such that  $\Delta \Pi(1, \tilde{a}_1) = \Delta \Pi(2, \bar{a}_2)$ . Thus,  $\Delta \Pi(1, \tilde{a}_1)' = \Delta \Pi(2, \bar{a}_2)'$  so that the set of  $M_1$ -mergers that are less profitable than  $(2, \bar{a}_2)$  is the same as before. As regards the effects on CS, we distinguish between three cases:
  1. If  $M_1$  is such that  $\bar{c}_1 > \bar{a}_1$ , the merger will be blocked both before and after the change in  $c_0$ . Hence, the change in CS is the same in both cases.
  2. If  $M_1$  is such that  $\bar{a}_1 \geq \bar{c}_1 > \bar{a}'_1$ , the merger will be approved initially but blocked after the decrease in  $c_0$ . Hence, in that case, the initial increase in CS is less than  $\gamma$ , while it is zero after the decrease in  $c_0$ .
  3. If  $M_1$  is such that  $\bar{c}_1 \leq \bar{a}'_1$ , the merger will be approved both before and after the change in  $c_0$ . Hence,  $\Delta CS(M_1)' = \Delta CS(M_1) - \gamma$ .

We thus have

$$\begin{aligned}
& E_{\mathfrak{F}^{(1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(1)}, \mathcal{A}'^{(1)} \right) \right)' \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(1)}, \mathcal{A}'^{(1)} \right) \right)' \right] \leq \Delta \Pi(2, \bar{a}_2)' \\
& > E_{\mathfrak{F}^{(1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(1)}, \mathcal{A}^{(1)} \right) \right) \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(1)}, \mathcal{A}^{(1)} \right) \right) \right] \leq \Delta \Pi(2, \bar{a}_2) - \gamma \\
& = \Delta CS(2, \bar{a}_2) - \gamma \\
& = \Delta CS(2, \bar{a}_2)'.
\end{aligned}$$

Hence,  $\bar{a}'_2 < \bar{a}_2$ .

- Suppose now that  $\bar{a}'_j < \bar{a}_j$  for every  $j < k \leq \hat{K}$  (Induction Hypothesis). We want to show that this implies that  $\bar{a}'_k < \bar{a}_k$ . (This holds trivially if  $\Delta CS(k, \bar{a}_k)' = \Delta CS(k, \bar{a}_k) - \gamma \leq 0$ . Let us thus suppose that  $\Delta CS(k, \bar{a}_k)' = \Delta CS(k, \bar{a}_k) - \gamma > 0$ .)
- From the argument given above, we know that the set of mergers that are less profitable than  $(k, \bar{a}_k)$  is the same before and after the change in  $c_0$ . Consider now  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right)$ , conditional on  $\Delta \Pi \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) \leq \Delta \Pi(k, \bar{a}_k)$ . We distinguish between three cases:
  1. If  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) = M_0$  so that  $\Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) = 0$ , then  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)'} \right) = M_0$  and thus  $\Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)'} \right) \right) = \Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) = 0$ . (This is the case where the next most profitable merger will be blocked both before and after changing  $c_0$ .)
  2. If  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \neq M_0$  and  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \in \mathcal{A}'$ , then  $\Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)'} \right) \right) = \Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) - \gamma$ . (This is the case where the next most profitable merger is the same under both policies and will be approved both before and after changing  $c_0$ .)
  3. If  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \neq M_0$  and  $M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \notin \mathcal{A}'$ , then  $\Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)'} \right) \right) > \Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) - \gamma$ . (This is the case where the next most profitable merger under policy  $\mathcal{A}$  would not be approved under policy  $\mathcal{A}'$ .)

- We thus have

$$\begin{aligned}
& E_{\mathfrak{F}^{(k-1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}'^{(k-1)} \right) \right)' \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}'^{(k-1)} \right) \right)' \right] \leq \Delta \Pi(k, \bar{a}_k)' \\
& > E_{\mathfrak{F}^{(k-1)}} \left[ \Delta CS \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) \mid \Delta \Pi \left( M^* \left( \mathfrak{F}^{(k-1)}, \mathcal{A}^{(k-1)} \right) \right) \right] \leq \Delta \Pi(k, \bar{a}_k) - \gamma \\
& = \Delta CS(k, \bar{a}_k) - \gamma \\
& = \Delta CS(k, \bar{a}_k)'.
\end{aligned}$$

Hence,  $\bar{a}'_k < \bar{a}_k$ .

**Claim 4** Consider a reduction in firm 0's marginal cost from  $c_0$  to  $c'_0 < c_0$ . Assuming that bargaining results in the merger that maximizes the increase in bilateral profit (i.e., the equilibrium of the offer game), this induces a decrease in all post-merger marginal cost cutoffs:  $\bar{a}'_k < \bar{a}_k$  for every  $1 \leq k \leq \hat{K}$ .

- Idea?
- The key difference to the case of efficient bargaining is that the reduction in  $c_0$  affects different mergers partners differently. Let  $\eta_k \equiv [\pi_0^{0'} + \pi_k^{0'}] - [\pi_0^0 + \pi_k^0]$  denote the induced change in pre-merger joint profit of firms 0 and  $k$ . The key observation is that the profit of a more efficient firm falls by a larger amount than that of a less efficient as price falls. That is,  $\eta_k$  is decreasing in  $k$ .
- The argument as to why  $\bar{a}'_1 < \bar{a}_1$  is unaffected by this.
- Consider now the (marginal) merger  $M_2 = (2, \bar{a}_2)$ . Let  $(1, \tilde{a}_1)$  be such that  $\Delta\Pi(1, \tilde{a}_1) = \Delta\Pi(2, \bar{a}_2)$ , and  $(1, \tilde{a}'_1)$  be such that  $\Delta\Pi(1, \tilde{a}'_1)' = \Delta\Pi(2, \bar{a}_2)'$ . We have

$$\begin{aligned}
\Delta\Pi(1, \tilde{a}'_1)' &= \Delta\Pi(1, \tilde{a}_1) - \eta_1 \\
&< \Delta\Pi(1, \tilde{a}_1) - \eta_2 \\
&= \Delta\Pi(2, \bar{a}_2) - \eta_2 \\
&= \Delta\Pi(2, \bar{a}_2)' \\
&= \Delta\Pi(1, \tilde{a}'_1)',
\end{aligned}$$

where the inequality follows from  $\eta_1 > \eta_2$ . Hence,  $\tilde{a}'_1 < \tilde{a}_1$ . That is, before the reduction in  $c_0$ , any merger  $M_1$  with  $\bar{c}_1 \geq \tilde{a}_1$  induced a smaller increase in bilateral profit than merger  $M_2 = (2, \bar{a}_2)$ . After the reduction in  $c_0$ , this is still true, but now – in addition – any merger  $M_1$  with  $\tilde{a}_1 > \bar{c}_1 \geq \tilde{a}'_1$  also induces a smaller increase in bilateral profit than merger  $M_2 = (2, \bar{a}_2)$ . That is, there are now more and (in an FOSD sense) more efficient mergers  $M_1$  that are less profitable than  $M_2 = (2, \bar{a}_2)$ . Since the induced CS-increase of merger  $M_1$  is the greater, the lower is  $\bar{c}_1$ , we thus have again that

$$\begin{aligned}
&E_{\tilde{\mathfrak{F}}(1)} \left[ \Delta CS \left( M^* \left( \tilde{\mathfrak{F}}^{(1)}, \mathcal{A}'^{(1)} \right) \right)' \mid \Delta\Pi \left( M^* \left( \tilde{\mathfrak{F}}^{(1)}, \mathcal{A}'^{(1)} \right) \right)' \leq \Delta\Pi(2, \bar{a}_2)' \right] \\
&> E_{\tilde{\mathfrak{F}}(1)} \left[ \Delta CS \left( M^* \left( \tilde{\mathfrak{F}}^{(1)}, \mathcal{A}^{(1)} \right) \right) \mid \Delta\Pi \left( M^* \left( \tilde{\mathfrak{F}}^{(1)}, \mathcal{A}^{(1)} \right) \right) \leq \Delta\Pi(2, \bar{a}_2) \right] - \gamma \\
&= \Delta CS(2, \bar{a}_2) - \gamma \\
&= \Delta CS(2, \bar{a}_2)'.
\end{aligned}$$

Hence,  $\bar{a}'_2 < \bar{a}_2$ .

- Under the induction hypothesis that  $\bar{a}'_j < \bar{a}_j$  for every  $j < k \leq \hat{K}$ , a similar argument can be used to show that  $\bar{a}'_k < \bar{a}_k$ .