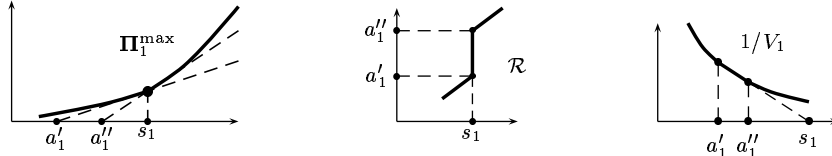


## Addendum:

### An important argument of Bernard Lebrun

Assume that the action  $A_1$  has a gap  $(a'_1, a''_1)$ ,<sup>1</sup> while the signal  $S_1$  has no gaps. In terms of the convex function  $\Pi_1^{\max}$  it means a jump of the derivative. In terms of the weakly increasing relation  $\mathcal{R}$  (between  $s_1$  and  $a_1$ , recall (6d7)) it means a vertical segment ( $s_1 = \text{const}$ ). And in terms of the convex function  $1/V_1$  it means a linear segment.



Anyway, the gap  $(a'_1, a''_1)$  corresponds to some  $s_1$ ; both  $a'_1$  and  $a''_1$  are optimal for  $s_1$ . Note that<sup>2</sup>  $V_1(a'_1) = W_1(a'_1)$  and  $V_1(a''_1) = W_1(a''_1)$ , but  $V_1(a) \geq W_1(a)$  for  $a \in (a'_1, a''_1)$ . We have

$$(s_1 - a'_1)W_1(a'_1) = (s_1 - a''_1)W_1(a''_1) \geq (s_1 - a)W_1(a) \quad \text{for } a \in (a'_1, a''_1),$$

that is,

$$\frac{s_1 - a'_1}{s_1 - a''_1} = \frac{W_1(a''_1)}{W_1(a'_1)} \quad \text{and} \quad \frac{s_1 - a}{s_1 - a'_1} \leq \frac{W_1(a'_1)}{W_1(a)} \quad \text{for } a \in (a'_1, a''_1).$$

On the other hand, the function  $W_1/W_2 = F_{A_2}/F_{A_1}$  increases on  $[a'_1, a''_1]$ , since  $F_{A_1}$  is constant here. Hence

$$\frac{W_1(a'_1)}{W_2(a'_1)} \leq \frac{W_1(a)}{W_2(a)}, \quad \text{that is,} \quad \frac{W_1(a'_1)}{W_1(a)} \leq \frac{W_2(a'_1)}{W_2(a)},$$

and we get

$$\frac{s_1 - a}{s_1 - a'_1} \leq \frac{W_2(a'_1)}{W_2(a)} \quad \text{for all } a \in (a'_1, a''_1).$$

Assume in addition that some point  $a_2$  of  $(a'_1, a''_1)$  belongs to the support of  $A_2$ ; then  $a_2$  is optimal for (the second player having) some signal  $s_2$ :

$$(s_2 - a_2)W_2(a_2) \geq (s_2 - a)W_2(a) \quad \text{for all } a;$$

$$\frac{s_2 - a_2}{s_2 - a} \geq \frac{W_2(a)}{W_2(a_2)} \quad \text{for all } a.$$

We have

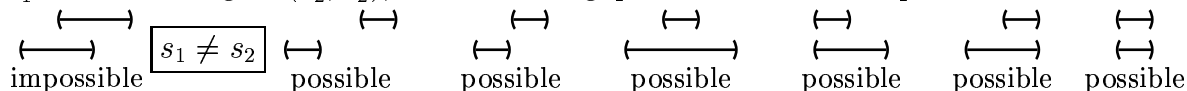
$$\frac{s_1 - a_2}{s_1 - a'_1} \leq \frac{W_2(a'_1)}{W_2(a_2)} \leq \frac{s_2 - a_2}{s_2 - a'_1},$$

<sup>1</sup>That is, the support of (the distribution of) the action  $A_1$  (of the first player) contains  $a'_1$  and  $a''_1$  but no one point of the open interval  $(a'_1, a''_1)$ .

<sup>2</sup>It was noted before Lemma 6d13 that  $V_1$  and  $W_1$  may differ at a point of the support. However, it cannot happen when  $W_1$  is continuous.

therefore  $s_1 \leq s_2$ , since the function  $s \mapsto \frac{s-a_2}{s-a_1}$  increases strictly on  $(a_2, \infty)$ .

If  $A_2$  also has a gap  $(a'_2, a''_2)$  corresponding to  $s_2$ , and  $s_2 < s_1$ , then the two gaps  $(a'_1, a''_1)$  and  $(a'_2, a''_2)$  cannot overlap. Indeed, points  $a'_2$  and  $a''_2$  belong to the support of  $A_2$  and are optimal for  $s_2$ ; therefore they cannot belong to  $(a'_1, a''_1)$ . The opposite case  $s_2 > s_1$  is similar:  $a'_1, a''_1$  cannot belong to  $(a'_2, a''_2)$ , thus the two gaps still cannot overlap.



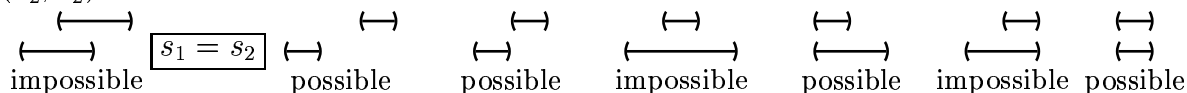
We see that any two gaps are either disjoint (that is,  $(a'_1, a''_1) \cap (a'_2, a''_2) = \emptyset$ ) or linearly ordered by inclusion (that is,  $(a'_1, a''_1) \subset (a'_2, a''_2)$  or  $(a'_1, a''_1) \supset (a'_2, a''_2)$ <sup>3</sup>) provided, however, that these gaps correspond to different signals ( $s_1 \neq s_2$ ). The remaining case ( $s_1 = s_2$ ) will be considered later.

We return for a while to a gap  $(a'_1, a''_1)$  of  $A_1$  and a point  $a_2 \in (a'_1, a''_1)$  belonging to the support of  $A_2$ . We know that the corresponding signals  $s_1, s_2$  satisfy  $s_1 \leq s_2$ . Can it happen that  $s_1 = s_2$ ? Recall that

$$\frac{s_1 - a_2}{s_1 - a'_1} \leq \frac{W_1(a'_1)}{W_1(a_2)} \leq \frac{W_2(a'_1)}{W_2(a_2)} \leq \frac{s_2 - a_2}{s_2 - a'_1};$$

for  $s_1 = s_2$  all these inequalities must turn into equalities. In particular, the increasing function  $W_1/W_2 = F_{A_2}/F_{A_1} = \text{const} \cdot F_{A_2}$  must be constant on  $(a'_1, a_2)$ , which means  $\mathbb{P}(a'_1 < A_2 < a_2) = 0$ .

Now we are in position to consider two gaps  $(a'_1, a''_1)$  and  $(a'_2, a''_2)$  corresponding to the same signal  $s_1 = s_2$ . If  $a'_2 \in (a'_1, a''_1)$  then (recall that  $a'_2$  belongs to the support of  $A_2$ )  $\mathbb{P}(a'_1 < A_2 < a'_2) = 0$ , and  $a'_2$  is an isolated point of the support of  $A_2$ , in contradiction to nonatomicity (recall Sect. 6c). So,  $a'_2$  cannot belong to  $(a'_1, a''_1)$ . Similarly,  $a'_1$  cannot belong to  $(a'_2, a''_2)$ .



The principal conclusion remains true (be  $s_1$  and  $s_2$  equal or not):

Any two gaps are either disjoint or linearly ordered

Any chain (I mean, a set linearly ordered by inclusion) of gaps is necessarily finite (in fact, not longer than the number of players). Therefore, if there exists at least one gap then there exists a minimal gap (containing no other gap). Such a minimal gap  $(a'_k, a''_k)$  is a cell (in the sense of Sect. 6f), and the function  $1/W_k$  is strictly convex on  $(a'_k, a''_k)$  by 6g8, which leads to a contradiction. It means that there are no gaps at all!

So, uniqueness of the equilibrium is proven in full generality (without assuming (6f3)), which is an important result of Bernard Lebrun. Arguments of Sect. 6h are not needed. Also, arguments of Sect. 6g may be replaced with corresponding arguments of Lebrun.

I thank Bernard Lebrun for sending me his working paper.

[1] Bernard Lebrun, "First price auctions in the asymmetric  $n$  bidder case." Les Cahiers de Recherche du GREEN-Department d'Economique de l'Universite Laval (working paper series) #97-03, 1997.

---

<sup>3</sup>Or both:  $(a'_1, a''_1) = (a'_2, a''_2)$ .