

# Online Appendix

## Dynamic Amnesty Programs

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### E Other Proofs of Results in Appendix C

**Proof of Lemma C.1:** Observe that for  $s \in (\underline{t}, \bar{t}]$ ,  $\mu_s^h$  faces an outflow rate of  $(\rho + \lambda)\mu_s^h$  and an inflow rate of 1, where  $\rho$  is the risk of detection and  $\lambda$  the risk of transition to the low state. That is

$$\frac{\partial \mu_s^h}{\partial s} = 1 - (\rho + \lambda)\mu_s^h.$$

Solving this differential equation with the initial condition  $\mu_0^h = 0$  leads to the result.  $\square$

**Proof of Lemma C.2:** For any policy  $(\mathbf{p}, \mathbf{a}) \in \mathcal{M}$ , define  $\tilde{p}_t \equiv (\mathbb{1}_{a_t(x^h)=0})\bar{p} + (1 - \mathbb{1}_{a_t(x^h)=0})p_t$  and  $\tilde{a}_t(x) \equiv a_t(x^h)$  for  $x \in \{x^h, x^l\}$ . The resulting policy,  $(\tilde{\mathbf{p}}, \tilde{\mathbf{a}})$ , satisfies the constraints on the right-hand side of (C.6) and delivers the regulator the same value as  $(\mathbf{p}, \mathbf{a})$  when  $\alpha_l = 0$ . On the other hand, any policy that satisfies the constraints on the right-hand side of (C.6) is an element of  $\mathcal{M}$ , and the result follows.  $\square$

**Proof of Lemma C.3:** For any policy  $(\mathbf{p}, \mathbf{a}) \in \mathcal{M}$ , let  $\mathcal{T}(\mathbf{a}) \equiv \{t | a_t(x^h) = 1\}$ . Let  $\mathcal{M}^0 \subset \mathcal{M}$  be the set of policies  $(\mathbf{p}, \mathbf{a})$  such that

- (i)  $(1 - a_t(x^h))\bar{p} = (1 - a_t(x^h))p_t$  and
- (ii)  $\inf_{\substack{(t,s) \in (\mathcal{T}(\mathbf{a}))^2 \\ \text{s.t. } t \neq s}} |t - s| > 0$ .

Let  $\mathbf{t}(\mathbf{a}) \equiv (t_i(\mathbf{a}))_{i \in \mathbb{N}}$  be the increasing sequence such that  $\bigcup_{i \in \mathbb{N}} t_i(\mathbf{a}) = \mathcal{T}(\mathbf{a})$ . I first show that

$$(E.1) \quad V^* = \sup_{(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^0} V(\mathbf{p}, \mathbf{a}).$$

To see this, fix any policy  $(\mathbf{p}, \mathbf{a}) \in \mathcal{M} \cap (\mathcal{M}^0)^c$ . Choose recursively a sequence,

- $\tilde{t}_0 \in \left[ \inf \mathcal{T}(\mathbf{a}), \epsilon + \inf \mathcal{T}(\mathbf{a}) \right] \cap \mathcal{T}(\mathbf{a})$
- $\tilde{t}_{i+1} \in \left[ \inf (\mathcal{T}(\mathbf{a}) \cap [\tilde{t}_i + \epsilon, \infty)), \epsilon + \inf (\mathcal{T}(\mathbf{a}) \cap [\tilde{t}_i + \epsilon, \infty)) \right] \cap \mathcal{T}(\mathbf{a})$ .

and generate policy  $(\tilde{\mathbf{p}}, \tilde{\mathbf{a}})$  by setting  $\tilde{p}_t \equiv \bar{p} + (p_t - \bar{p})\mathbb{1}_{t \in \{\tilde{t}_i\}_{i \in \mathbb{N}}}$  and  $\tilde{a}_t(x) = \mathbb{1}_{t \in \{\tilde{t}_i\}_{i \in \mathbb{N}}}$  for each  $x \in \{x^h, x^l\}$ . Observe that  $(\tilde{\mathbf{p}}, \tilde{\mathbf{a}}) \in \mathcal{M}^0$ . Since regulator discounts at rate  $r > 0$  and  $\alpha_l = 0$ ,  $|V(\mathbf{p}, \mathbf{a}) - V(\tilde{\mathbf{p}}, \tilde{\mathbf{a}})| \rightarrow_\epsilon 0$  and (E.1) follows.

The remainder of the proof is a dynamic programming principle, which I present for completeness. I will show that if  $\alpha_l = 0$  and  $\mathbf{V}(p)$  satisfies the premise of the lemma with associated policies  $(t_V(p), p'_V(p))$  then,

$$(E.2) \quad \sup_{(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^0} V(\mathbf{p}, \mathbf{a}) = \max_{\substack{t_0 \geq 0, \\ p_0 \in \mathcal{P}}} \{-v(t_0) + e^{-rt_0} \mathbf{V}(p_0)\}.$$

The result then follows from (E.1). To prove (E.2) holds, I first show

$$(E.3) \quad \sup_{(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^0} V(\mathbf{p}, \mathbf{a}) \leq \max_{\substack{t_0 \geq 0, \\ p_0 \in \mathcal{P}}} \{-v(t_0) + e^{-rt_0} \mathbf{V}(p_0)\}.$$

For any policy  $(\mathbf{p}, \mathbf{a})$ , letting  $\delta_i(\mathbf{a}) \equiv t_i(\mathbf{a}) - t_{i-1}(\mathbf{a})$ ,

$$\begin{aligned} -V(\mathbf{p}, \mathbf{a}) &= \sum_{i=0}^{\infty} e^{-rt_{i-1}(\mathbf{a})} \int_0^{\delta_i(\mathbf{a})} e^{-rt} \mu_{t+t_{i-1}(\mathbf{a})}^h dt = \sum_{i=0}^{\infty} e^{-rt_{i-1}(\mathbf{a})} \int_0^{\delta_i(\mathbf{a})} e^{-rt} \frac{1 - e^{-(\rho+\lambda)t}}{\rho + \lambda} dt \\ &= \sum_{i=0}^{\infty} e^{-rt_{i-1}(\mathbf{a})} v(\delta_i(\mathbf{a})) \end{aligned}$$

where  $t_{-1}(\mathbf{a}) = 0$ , the second equality follows from Lemma C.1 and the third equality follows from equation (C.3). Inequality (E.3) follows by observing that  $(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^0$  if and only if for each  $i \in \mathbb{N}$ ,  $w^h(t_i) - e^{-(\rho+r)\delta_{i+1}(\mathbf{a})} p_{t_{i+1}(\mathbf{a})} \leq -p_{t_i(\mathbf{a})}$ .

Next, I argue that

$$(E.4) \quad \sup_{(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^0} V(\mathbf{p}, \mathbf{a}) \geq \max_{\substack{t_0 \geq 0, \\ p_0 \in \mathcal{P}}} \{-v(t_0) + e^{-rt_0} \mathbf{V}(p_0)\}.$$

For any  $p_0 \in \mathcal{P}$ , recursively define  $p^i(p_0) \equiv p'_V(p^{i-1}(p_0))$  and  $p^0(p_0) = p_0$ . For any  $p_0 \in \mathcal{P}$  and  $t_0 \geq 0$ , recursively define  $t^i(p_0) = t^{i-1}(p_0) + t_V(p^{i-1}(p_0))$  and  $t^0(p_0) = t_0$ . Then, for any choice  $p_0$  and  $t_0$  on the right-hand side of (E.4), define  $(\mathbf{p}, \mathbf{a})$  as follows,

$$(E.5) \quad p_t = \bar{p} + \sum_{i \in \mathbb{N}} \mathbf{1}_{t=t^i(p_0)} (p^i(p_0) - \bar{p})$$

$$(E.6) \quad a_t(x) = \sum_{i \in \mathbb{N}} \mathbf{1}_{t=t^i(p_0)}$$

Then since  $\inf_{i \in \mathbb{N}} (t^i(p_0) - t^{i-1}(p_0)) > 0$ ,  $(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^0$ . Further, repeatedly substituting yields  $V(\mathbf{p}, \mathbf{a}) = -v(t_0) + e^{-rt_0} \mathbf{V}(p_0)$ . As a result, (E.4) is satisfied. Combining with (E.3) and observing that  $\mathbf{V}(p_0)$  is maximized at  $\underline{p}$  (since all policies feasible for some  $p \in \mathcal{P}$  are feasible for  $\underline{p}$ ) completes the proof.  $\square$

**Proof of Lemma C.4:** First, observe

$$(E.7) \quad \lim_{t \rightarrow \infty} (w^h(t) - e^{-(\rho+r)t} \underline{p}) = \frac{x^h - x^l}{\rho + r + \lambda} - \frac{\rho \bar{p} - x^l}{\rho + r} = \frac{x^h - x^l}{\rho + r + \lambda} - \Delta_l - \underline{p} \leq -\underline{p}$$

where the inequality follows since  $\theta \in \Theta^*$ , and is strict whenever  $\theta \in (\Theta^*)^\circ$ . Further,

$$(E.8) \quad w^h(0) - e^{-(\rho+r)0} \underline{p} = -\underline{p}.$$

Observe next that

$$(E.9) \quad \frac{\partial}{\partial t} (w^h(t) - e^{-(\rho+r)t} \underline{p}) = e^{-(\rho+r)t} ((x^h - x^l)e^{-\lambda t} + (\rho + r)\underline{p} - (\rho \bar{p} - x^l))$$

Since  $\theta \in \Theta^*$ , equation (E.9) is strictly positive at 0 and crosses zero exactly once. Combining (E.8), (E.9) and the strict version of (E.7) implies that for  $\theta \in (\Theta^*)^\circ$ , equation (C.8) has a unique strictly positive solution  $t(p) > 0$ , which is strictly increasing. If instead  $\theta \in \partial\Theta^*$ , then  $\mathcal{P} = \{-\underline{p}\}$  and equation (C.8) has a unique non-zero solution at  $t(p) = \infty$ . Since  $t(p)$  is strictly increasing,  $\inf_{p \in \mathcal{P}} t(p) = t(\underline{p}) > 0$ .

Finally, for any  $p \in \mathcal{P}$  and  $t \geq t(p)$ , (E.9) is non-positive, so  $w^h(t) - e^{-(\rho+r)t} \underline{p} \leq -\underline{p}$ .  $\square$

**Proof of Lemma C.5:** Let  $f = \rho + r + \lambda$ . Plugging in definitions yields,

$$v^0(t) + e^{-rt} \frac{v^0(\underline{t})}{1 - e^{-r\underline{t}}} = \frac{1}{\rho + \lambda} \left( \frac{1 - e^{-ft}}{f} + e^{-rt} \frac{1 - e^{-f\underline{t}}}{f(1 - e^{-r\underline{t}})} \right)$$

Differentiate the term in parentheses on the right-hand side with respect to  $t$  to get:

$$\begin{aligned} \frac{\partial}{\partial t} \left( \frac{1 - e^{-ft}}{f} + \frac{1 - e^{-f\underline{t}}}{f(1 - e^{-r\underline{t}})} \right) &= e^{-ft} - \frac{r}{f} e^{-rt} \frac{1 - e^{-f\underline{t}}}{1 - e^{-r\underline{t}}} \\ &\leq e^{-ft} - \frac{r}{f} e^{-rt} \frac{1 - e^{-ft}}{1 - e^{-rt}} \\ &= \frac{1 - e^{-ft}}{f} \left[ \frac{f e^{-ft}}{1 - e^{-ft}} - \frac{r e^{-rt}}{1 - e^{-rt}} \right] \\ &= \frac{1 - e^{-ft}}{f} [\phi(f) - \phi(r)] \end{aligned}$$

where  $\phi(a) \equiv \frac{a e^{-at}}{1 - e^{-at}}$  and the second line follows for any  $t \geq \underline{t}$  because  $\frac{1 - e^{-ft}}{1 - e^{-rt}}$  is decreasing in

$t$ .<sup>53</sup> To see that  $\phi(f) - \phi(r) \leq 0$ , note that  $f > r$  and

$$\begin{aligned} \frac{\partial}{\partial a} \phi(a) &= \frac{e^{at} (1 - (at + e^{-at}))}{(e^{at} - 1)^2} \\ &\leq 0 \end{aligned}$$

for any  $at \geq 0$  since  $z + e^{-z} > 1$  for any  $z \geq 0$ . This concludes the first part of the lemma.

For the second part of the lemma, observe that, by Lemma C.4,  $t(p)$  defined by equation (C.8) is increasing in  $p$ . Applying the first part of this lemma then leads to the result.  $\square$

## F Randomized Policies

I have restricted the regulator to deterministic policies. Although I do not characterize the optimal policy for general random policies, I expand the model to allow for a limited class of random policies and show that the deterministic optimal policy remains optimal. Extend  $V$  linearly to random policies.

**Definition 2.** A randomized policy  $(\mathbf{p}, \mathbf{a})$  is called a  $\gamma$ -Poisson policy if there exists  $t_0$  and a sequence of random variables  $(t_i)_{i \in \mathbb{N}}$  s.t.

- $t_{i+1} - t_i$  is independent of  $t_i$  and exponentially distributed with rate parameter  $\gamma$
- $p_{t_i} = \underline{p}$  for  $i \in \mathbb{N}$  and  $p_t = \bar{p}$  otherwise
- $a_t(x^h) = 1$  if and only if  $t \in \{t_i\}_{i \in \mathbb{N}}$

The set of  $\gamma$ -Poisson policies for any  $\gamma > 0$  is denoted  $\Gamma$ .

These policies feature inter-arrival times of minimum penalties that are exponentially distributed with mean  $\frac{1}{\gamma}$ . I restrict to the setting in which  $\underline{p} = x^l = \alpha_l = 0$  and argue that the policy in Theorem 1 remains optimal when allowing the regulator to choose from  $\Gamma$ . Let  $\mathcal{M}^\Gamma \equiv \mathcal{M} \cup \Gamma$ .

$$(\mathcal{P}^\Gamma) \quad V^\Gamma \equiv \sup_{(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^\Gamma} V(\mathbf{p}, \mathbf{a})$$

i.e. the expanded regulator's problem allowing for policies in  $\Gamma$  (with some abuse of notation since  $\mathbf{p}$  and  $\mathbf{a}$  are now random variables).

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<sup>53</sup>To see this, let  $z(t) \equiv e^{-ft}$  and  $a \equiv \frac{r}{f}$ , so that  $\frac{1-e^{-ft}}{1-e^{-rt}} = \frac{1-z(t)}{1-z(t)^a}$ . Let  $\zeta(z) \equiv \frac{1-z}{1-z^a}$ . Then  $\frac{\partial \frac{1-e^{-ft}}{1-e^{-rt}}}{\partial t} = \zeta'(z(t))(-fz(t))$ . Compute  $\zeta'(z)$  to get  $\zeta'(z) = \frac{-(1-z^a) + a(z^{a-1} - z^a)}{(1-z^a)^2}$ ; the numerator is decreasing in  $z$ , so to show that  $\zeta'(z) \geq 0$  (and hence  $\frac{\partial \frac{1-e^{-ft}}{1-e^{-rt}}}{\partial t} \leq 0$ ), it is sufficient to show that  $\zeta'(1) \geq 0$ , which follows by applying L'hôpital's rule twice. Combining this with the chain rule above leads to the conclusion.

I prove the result below for the case of  $\alpha_l = x^l = \underline{p} = 0$ , but it extends readily to the general case.

**Theorem F.1.** *Suppose  $\underline{p} = x^l = \alpha_l = 0$ . Then*

$$V^* = V^\Gamma > V(\mathbf{p}, \mathbf{a})$$

for any  $(\mathbf{p}, \mathbf{a}) \in \Gamma$ , where  $V^*$  is the regulator's optimal value over deterministic policies.

*Proof.* Let  $f \equiv \rho + r + \lambda$ . In a  $\gamma$ -Poisson policy, the recommendation  $a_t(x^h) = \mathbb{1}_{p_t=0}$  is incentive compatible if and only if

$$(F.1) \quad \mathbb{E}_\gamma \left( w^h(t) \right) \leq 0$$

where  $\mathbb{E}_\gamma$  denotes the expectation operator for  $t$  distributed as an exponential distribution with rate parameter  $\gamma$ . Recalling the relationship between  $\mathbf{V}$  and  $v$  (defined in equation (C.3)) from Lemma C.3, the result follows if any  $\gamma$ -Poisson policy satisfying equation (F.1) also satisfies

$$\sup_{t_0 \geq 0} -v(t_0) + e^{-rt_0} \frac{-\mathbb{E}_\gamma(v(t))}{\mathbb{E}_\gamma(1 - e^{-rt})} < \sup_{t_0 \geq 0} -v(t_0) + e^{-rt_0} \frac{-v(t(0))}{1 - e^{-rt(0)}}$$

where  $t(0)$  is the unique strictly positive solution to equation (C.8) at  $p = \underline{p} = 0$  (when  $\theta \in \Theta^*$ ). Since the choice of  $t_0$  has the same domain in both problems, and a solution  $t_0 \in \mathbb{R}_+$  exists for both problems, it is sufficient to show that

$$(F.2) \quad -\frac{\mathbb{E}_\gamma(v(t))}{\mathbb{E}_\gamma(1 - e^{-rt})} < -\frac{v(t(0))}{1 - e^{-rt(0)}}$$

From the definition of  $t(0)$ ,  $\frac{x^h v^0(t(0))}{1 - e^{-(\rho+r)t(0)}} = \frac{\rho \bar{p}}{\rho+r}$ , where  $v^0(t) = \frac{1 - e^{-ft}}{f(\rho+\lambda)}$ . Recall that  $w^h(t) = x^h(\rho + \lambda)v^0(t) - \frac{\rho \bar{p}}{\rho+r}(1 - e^{-(\rho+r)t})$ . Then, inequality (F.1) becomes

$$(F.3) \quad \begin{aligned} & \mathbb{E}_\gamma \left( w^h(t) \right) \leq 0 \\ \iff & \mathbb{E}_\gamma \left( x^h \frac{1 - e^{-ft}}{f} - \frac{\rho \bar{p}}{\rho+r} (1 - e^{-(\rho+r)t}) \right) \leq 0 \\ \iff & \mathbb{E}_\gamma \left( (1 - e^{-ft}) + e^{-(\rho+r)t} \frac{(1 - e^{-ft(0)})}{1 - e^{-(\rho+r)t(0)}} \right) \leq \frac{1 - e^{-ft(0)}}{1 - e^{-rt(0)}} \end{aligned}$$

For inequality (F.2), plugging in (C.9) ( $v(t) = \frac{1 - e^{-rt}}{r(\rho+\lambda)} - v^0(t)$ ) and rearranging yields

$$-\frac{\mathbb{E}_\gamma(v(t))}{\mathbb{E}_\gamma(1 - e^{-rt})} < -\frac{v(t(0))}{1 - e^{-rt(0)}}$$

$$(F.4) \quad \iff \mathbb{E}_\gamma \left( 1 - e^{-ft} + e^{-rt} \frac{1 - e^{-ft(0)}}{1 - e^{-rt(0)}} \right) < \frac{1 - e^{-ft(0)}}{1 - e^{-rt(0)}}$$

Now, observe that inequalities (F.4) and (F.3) are special cases of the inequality:

$$(F.5) \quad \underbrace{\mathbb{E}_\gamma \left( (1 - e^{-ft})(1 - (z)^a) + (e^{-ft})^a(1 - z) \right)}_{h(a,z,\gamma) \equiv} - (1 - z) \leq 0$$

where  $a = \frac{r}{\rho+r+\lambda}$  for the regulator and  $a = \frac{\rho+r}{\rho+r+\lambda}$  for the agent, and  $z \equiv e^{-ft(0)}$  (and  $\leq$  is replaced with  $<$  for inequality F.4). Similar to Proposition C.1, the crucial step is:

$$(C^\gamma) \quad \text{if } h(a, z, \gamma) \leq 0 \text{ at some } \bar{a} \in (0, 1), \text{ then } h(a, z, \gamma) < 0 \text{ for each } 0 < a \leq \bar{a}.$$

With this the proof will be concluded, since any policy that satisfies (F.1) also satisfies (F.2).

Integrate  $h(a, z, \gamma)$  with respect to  $t$ ,

$$(1 - z^a) \left( 1 - \frac{\gamma}{\gamma + f} \right) + \frac{\gamma}{\gamma + fa} (1 - z) - (1 - z) \leq 0.$$

Rather than show (C $^\gamma$ ) for  $h$ , I will show it for  $\tilde{h}(a, z, \gamma) = h(a, z, \gamma) \times (\gamma + fa)$ , from which the property for  $h$  can be recovered (since for  $a \in (0, 1)$ ,  $\text{sgn}(h) = \text{sgn}(\tilde{h})$ ). Computing  $\tilde{h}$ ,

$$\tilde{h} = (1 - z^a) \frac{(\gamma + fa)f}{\gamma + f} + \gamma(1 - z) - (1 - z)(\gamma + fa)$$

I claim that if  $\frac{\partial^2 \tilde{h}}{\partial a^2}$  has at most one 0, then (C $^\gamma$ ) will be verified and the proof will be complete.

To see this, observe that as  $a \downarrow -\infty$ ,  $\tilde{h} \uparrow \infty$ . Observe also that  $\tilde{h}(0) = \tilde{h}(1) = 0$ . To violate the property, there must exist points  $0 < a_1 < a_2 < 1$  such that  $\tilde{h}(a_1) \geq 0$ ,  $\tilde{h}(a_2) \leq 0$ , while  $\tilde{h}(0) = \tilde{h}(1) = 0$ . Since  $\tilde{h} \uparrow \infty$  as  $a \downarrow -\infty$ , there must also exist  $a_0 < 0$  s.t.  $\tilde{h}(a_0) > 0$ . Satisfying all of these requires  $\frac{\partial^2 \tilde{h}}{\partial a^2}$  to have *at least two* zeros. So, I proceed to show that  $\frac{\partial^2 \tilde{h}}{\partial a^2}$  has at most one 0.

Twice differentiating  $\tilde{h}$  leads to:

$$\frac{\partial^2 \tilde{h}}{\partial a^2} = - \left( \frac{f}{\gamma + f} \right) z^a \ln(z) [2f + \ln(z)(\gamma + fa)]$$

which has at most one 0. So, I conclude that  $\frac{\partial^2 \tilde{h}}{\partial a^2}$  crosses 0 at most one zero so (C $^\gamma$ ) holds, and the conclusion follows.  $\square$

## G Generalizing the Arrival Distribution

In this section, I assume that the regulator faces a stream of agents arriving at time-inhomogeneous rate  $e^{-\gamma t}$  for some  $\gamma \in [0, \infty)$ . The model studied in Section II corresponds to  $\gamma = 0$ , while  $\gamma > 0$  corresponds to a setting in which the distribution of arrival is weighted towards time 0. I show that when  $\gamma < \rho$ , the main theorem of Section II still holds; an optimal policy consists of amnesty cycles that take the form described in Theorem 1. When instead  $\gamma > \rho$ , a new optimal policy can be described as follows: after an initialization period as in Theorem 1, the regulator offers an interval with an *increasing* self-reporting penalty, and after this interval offers a fixed penalty forever.

I operate in this section under the assumption that  $\underline{p} = x^l = 0$ , but this is only for simplicity and all of the results generalize.

Let  $V_\gamma(\mathbf{p}, \mathbf{a})$  denote the regulator's value from a policy  $(\mathbf{p}, \mathbf{a})$  when the arrival rate of agents is  $e^{-\gamma t}$  for  $\gamma \in [0, \infty)$ . Then, as in Section I, the regulator solves

$$V_\gamma^* \equiv \sup_{(\mathbf{p}, \mathbf{a}) \in \mathcal{M}} V_\gamma(\mathbf{p}, \mathbf{a}).$$

The steps for proving Theorem 1 apply with little adjustment to  $V_\gamma^*$ , as long as  $\gamma \leq \rho$ .

**Proposition G.1.** *Suppose  $\gamma \leq \rho$  and  $\underline{p} = x^l = 0$ . Then, the policy in Theorem 1 remains optimal.*

When  $\gamma \leq \rho$ , the arrival rate of agents is still relatively steady over time, and the fact that agents arrive more quickly near time 0 is not enough to overcome the backloading motive that leads to the cyclical optimal policy. The proof is given below.

This is no longer true when  $\gamma > \rho$ . In this case, the arrival of agents is front-loaded and the policy described in Theorem 1 does not deliver the regulator's optimal value. After the choice of the first reporting time, the optimal policy takes the following form:

- (i) an interval with an *increasing* self-reporting penalty, on which all types report,
- (ii) an upward jump at the end of this interval and
- (iii) afterwards, a constant self-reporting penalty, with only low types reporting.

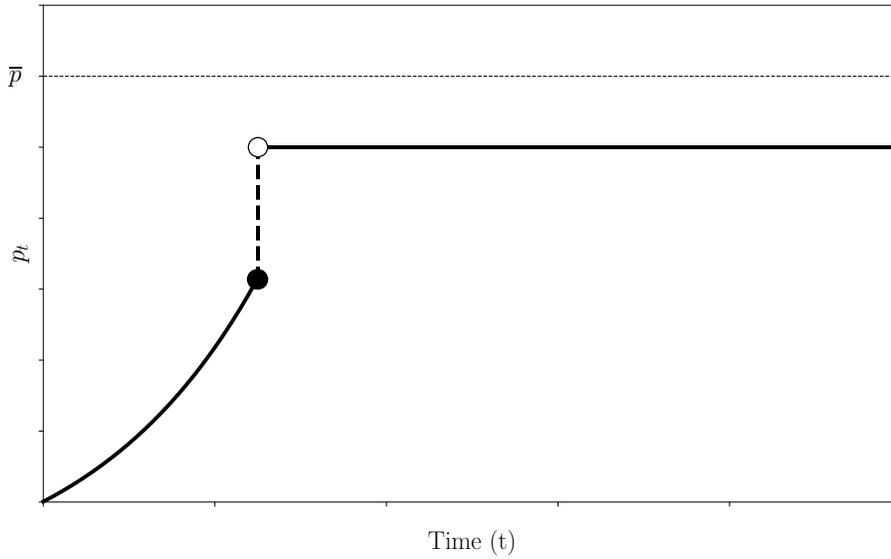
The proposition below states the form of the optimal policy. When  $\theta \notin \Theta^*$ , a static policy is again optimal, so I restrict the proposition to the case  $\theta \in \Theta^*$ . Let

$$t^I \equiv \ln \left( \frac{x^h - \frac{(\rho+r)x^h}{\rho+r+\lambda}}{x^h - \rho\bar{p}} \right) \frac{1}{\rho+r}.$$

**Proposition G.2.** Suppose  $\gamma > \rho$ ,  $\underline{p} = x^l = 0$ , and  $\theta \in \Theta^*$ . Then, there exists  $t_0$  such that an optimal policy,  $(\mathbf{p}, \mathbf{a}) = ((p_t^*), (a_t^*))_{t \geq 0}$ , is:

- $p_t^* = (1 - e^{-(\rho+r)(t_0-t)}) \frac{(\rho\bar{p})}{\rho+r}$  for  $t < t_0$
- $p_t^* = (e^{(\rho+r)(t-t_0)} - 1) \frac{x^h - \rho\bar{p}}{\rho+r}$  if  $t_0 \leq t \leq t_0 + t^I$  and
- $p_t^* = \frac{\rho\bar{p}}{\rho+r}$  for  $t \geq t_0 + t^I$ .
- $a_t^*(x^h) = 1$  if and only if  $t_0 \leq t \leq t_0 + t^I$
- $a_t^*(x^l) = 1$  for all  $t$

The result is proved below. An example of the optimal policy in Proposition G.2 beyond  $t_0$  is depicted in Figure 2. As in Theorem 1, the existence of  $t_0$  is a result of the fact that the regulator has no prior incentive constraints to satisfy until the initial amnesty offer.



**Figure 2:** An Example of the Optimal Policy in Proposition G.2

**Proof of Proposition G.1:** Suppose  $\gamma < \rho$ . Lemma C.2 proceeds in exactly the same way. The statement of Lemma C.3 must now be altered so that rather than applying a discount of  $e^{-rt}$  the regulator applies a discount of  $e^{-(\gamma+r)t}$ , but is otherwise identical. To see this, fix some  $t \geq 0$  and policy  $(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^0$ . Recall that, by the definition of  $\mathcal{M}^0$ , there exists a sequence  $\mathbf{t} = (t_i)_{i \in \mathbb{N}}$  such that  $a_t(x^h) = 1$  if and only if  $t \in \{t_i\}_{i \in \mathbb{N}}$ . Then note that

$\mu_t^h$  for  $t \in (t_i, t_{i+1})$  is now

$$\begin{aligned}\mu_t^h &= \int_0^{t-t_i} e^{-\gamma s} e^{-(\rho+\lambda)(t-t_i-s)} ds \\ &= \frac{e^{-\gamma(t-t_i)} - e^{-(\rho+\lambda)(t-t_i)}}{\rho + \lambda - \gamma}\end{aligned}$$

Plugging in to compute the regulator's value yields,

$$\begin{aligned}V_\gamma(\mathbf{p}, \mathbf{a}) &= - \sum_{i=0}^{\infty} \int_{t_i}^{t_{i+1}} e^{-rt} \frac{e^{-\gamma(t-t_i)} - e^{-(\rho+\lambda)(t-t_i)}}{\rho + \lambda - \gamma} \\ &= - \frac{1}{(\gamma+r)(\rho+\lambda-\gamma)} + \frac{1}{\rho+\lambda-\gamma} \sum_{i=0}^{\infty} e^{-(r+\gamma)t_{i-1}} \frac{1 - e^{-(\rho+r+\lambda)(t_i-t_{i-1})}}{\rho+r+\lambda}\end{aligned}$$

where  $t_{-1} = 0$ . Letting  $\hat{v}(t) = \frac{1 - e^{-(\rho+r+\lambda)t}}{(\rho+r+\lambda)(\rho+\lambda-\gamma)}$ , a version of Lemma C.3 holds using the recursive equation

$$\mathbf{V}(p) = \begin{cases} \sup_{t \geq 0, p' \in \mathcal{P}} \hat{v}(t) + e^{-(r+\gamma)t} \mathbf{V}(p') \\ \text{subject to} \\ w^h(t) - e^{-(\rho+r)t} p' \leq -p \end{cases}$$

and replacing the equation for  $V^*$  with  $V_\gamma^* + \frac{1}{(\gamma+r)(\rho+\lambda-\gamma)} = \max_{t \geq 0, p_0 \in \mathcal{P}} \{\hat{v}(t) + e^{-(r+\gamma)t_0} \mathbf{V}(p_0)\}$ . As long as  $\gamma < \rho$ , Proposition G.1 can be derived with the same steps as Theorem 1 and the result follows.  $\square$

**Proof of Proposition G.2:** To avoid non-generic cases, suppose that  $\rho + \lambda \neq \gamma$ . The result for the case  $\rho + \lambda = \gamma$  can be recovered from the proof for the case  $\rho + \lambda \neq \gamma$  by taking the limit and using the continuity of the regulator's value in  $\gamma$ .

Let  $V^{cont}$  be the regulator's value associated to the policy described in the proposition. So to prove the result I must show that

$$V^{cont} = \sup_{(\mathbf{p}, \mathbf{a}) \in \mathcal{M}^{cont}} V_\gamma(\mathbf{p}, \mathbf{a}).$$

**Recursive Representation.** The recursive problem is described as follows:

- A *decision node* of the regulator is any reporting time of the high return agent *that is not an interior point of an interval* of reporting times
- The *choice* of the regulator is now either

- next reporting time and penalty at next reporting time or
- length of an interval ( $I$ ) on which to continuously induce reporting by high types ( $a_t(x) = 1$  for  $t \in I$ ) as well as the penalty offered at the end of this interval

Let  $d = 0$  indicate that the regulator is choosing the former and  $d = 1$  the latter.

- The *state* of the regulator is the reporting penalty that she must offer immediately
- The *constraint* of the regulator is
  - if  $d = 0$ , the one-shot incentive compatibility condition from the time-homogeneous case
  - if  $d = 1$ ,
    - \* penalty at the end of the interval  $>$  penalty at the start of the interval
    - \* a bound on the maximum length of the interval

In case  $d = 1$ , there is a maximum length of the interval, as a function of the initial and final penalty of the interval, because the penalty  $p_t$  must increase at a minimum speed to ensure reporting by the high return agent at each instant.

Let  $t^I(p, p')$  denote the maximum length of the interval when the interval starts with  $p_t = p$  and ends with  $p_{t+t^I(p, p')} = p'$ . Recall the definition of  $\mathcal{P}$  in equation (C.5). Then a solution to the recursive problem is a function  $\mathbf{V}_\gamma(p)$  such that

$$(G.1) \quad \mathbf{V}_\gamma(p) = \begin{cases} \sup_{t, p', d} -\mathbf{1}_{d=0} \left( \int_0^t e^{-(\gamma+r)s} \left( \int_s^t e^{-(\rho+r+\lambda)(q-s)} dq \right) ds \right) + e^{-rt} \mathbf{V}_\gamma(p') \\ \text{subject to} \\ \text{if } d = 0, w^h(t) - e^{-(\rho+r)t} p' \leq -p \\ \text{if } d = 1, 0 \leq t \leq t^I(p, p') \\ p' \in \mathcal{P} \end{cases}$$

with associated policy functions  $d(p)$ ,  $t(p)$  and  $p'(p)$ , where  $t(p)$  is the length of the interval if  $d = 1$  and the delay until the next reporting time if  $d = 0$ . Similarly to Lemma C.3, if  $\mathbf{V}_\gamma(p)$  solves this equation and the policy function  $t(p)$  is such that, whenever  $d(p) = 0$ ,  $\inf_{p \in \mathcal{P}} t(p) > 0$ , then

$$V_\gamma^* = \max_{t_0, p_0} \int_0^{t_0} e^{-(\gamma+r)s} \left( - \int_s^{t_0} e^{-(\rho+r+\lambda)(q-s)} dq \right) ds + e^{-rt_0} \mathbf{V}_\gamma(p_0).$$

Notice that if  $d = 1$ , it is always optimal to set  $t = t^I(p', p)$  i.e. at the upper bound. Equation (G.1) then becomes

$$(G.2) \quad \mathbf{V}_\gamma(p) = \begin{cases} \sup_{t, p', d} \mathbb{1}_{d=0} \left( \frac{-1-e^{-(\gamma+r)t}}{(\gamma+r)(\rho+\lambda-\gamma)} + \frac{1-e^{-(\rho+\lambda+r)t}}{(\rho+\lambda-\gamma)(\rho+\lambda+r)} \right) + e^{-rt} \mathbf{V}_\gamma(p') \\ \text{subject to} \\ \text{if } d = 0, w^h(t) - e^{-(\rho+r)t} p' \leq -p \\ \text{if } d = 1, 0 \leq t = t^I(p, p') \\ p' \in \mathcal{P} \end{cases}$$

**Computing  $t^I$ .** In this step I derive the maximum length of an interval that the regulator can continuously induce reporting by high types, given a penalty  $p$  that the regulator must deliver at the beginning of the interval, i.e. the state, as well as the penalty chosen for the end of the interval,  $p'$ .

To compute the maximum length of this interval, it is sufficient to compute the path of penalties with starting point  $p$  and ending point  $p'$  such that the agent in the high state is exactly indifferent between reporting at any point on the interval. Fix some time  $t_0$  and suppose that the regulator wants to ensure that the agent in the high state is indifferent over all reporting times on  $[t_0, t_0 + s]$  for some  $s > 0$ .

Let  $\tau^l$  be the transition time from the high to the low state. For an agent that arrives to the model at time  $t_0$ , let  $\tau_q$  be the deterministic stopping time that stops with probability 1 at the minimum of  $t_0 + q$  and  $\tau^l$ . Then, to ensure that the high type is indifferent over all stopping times that stop on  $[t_0, t_0 + s]$ , it must be that

$$\frac{\partial W(x^h, t_0, \tau_q)}{\partial q} = 0$$

for all  $q \in [0, s]$ . Letting  $g = \rho + r$  and  $f = g + \lambda$ , this requirement can be written as,

$$\begin{aligned} 0 &= \frac{\partial W(x^h, t_0, \tau_q)}{\partial q} \\ &= \frac{\partial}{\partial q} \left( \int_0^q \lambda e^{-\lambda t} \left[ \int_0^t e^{-gs} (x^h - \rho \bar{p}) ds - e^{-gt} p_{t_0+t} \right] dt + e^{-\lambda q} \left( \int_0^q e^{-gt} (x^h - \rho \bar{p}) dt - e^{-gq} p_{t_0+q} \right) \right) \\ &= \frac{\partial}{\partial q} \left( \frac{x^h - \rho \bar{p}}{f} (1 - e^{-fq}) - \lambda \int_0^q e^{-ft} p_{t_0+t} dt - e^{-fq} p_{t_0+q} \right) \\ &= (x^h - \rho \bar{p}) e^{-fq} - \lambda e^{-fq} p_{t_0+q} + f e^{-fq} p_{t_0+q} - e^{-fq} \frac{\partial p_{t_0+q}}{\partial q} \end{aligned}$$

$$= (x^h - \rho\bar{p})e^{-fq} + ge^{-fq}p_{t_0+q} - e^{-fq}\frac{\partial p_{t_0+q}}{\partial q}$$

The solution to this equation with initial condition  $p_{t_0} = p$  is  $p_{t_0+q} = \frac{x^h - \rho\bar{p}}{g}(e^{gq} - 1) + e^{gq}p$ .<sup>54</sup> Rearranging leads to

$$(G.3) \quad t^I(p, p') = \frac{1}{g} \ln \left( \frac{p' + \frac{x^h - \rho\bar{p}}{g}}{p + \frac{x^h - \rho\bar{p}}{g}} \right).$$

**Guess solution to equation (G.2).** I propose that an optimal policy in equation (G.2) is

$$(G.4) \quad \begin{cases} \text{if } p < \frac{\rho\bar{p}}{\rho+r} - \frac{x^h}{\rho+r+\lambda}, & d(p) = 1, \quad p'(p) = \frac{\rho\bar{p}}{\rho+r} - \frac{x^h}{\rho+r+\lambda}, \quad t(p) = t^I(p, \frac{\rho\bar{p}}{\rho+r} - \frac{x^h}{\rho+r+\lambda}) \\ \text{if } p = \frac{\rho\bar{p}}{\rho+r} - \frac{x^h}{\rho+r+\lambda}, & d(p) = 0, \quad p'(p) = \frac{\rho\bar{p}}{\rho+r} - \frac{x^h}{\rho+r+\lambda}, \quad t(p) = \infty \end{cases}$$

Let  $V_\gamma^*(p)$  be the value function associated to this policy. The second part of the guess can be immediately verified, since  $t(p) = \infty$  and  $d(p) = 0$  is the only feasible policy when  $p = \frac{\rho\bar{p}}{\rho+r} - \frac{x^h}{\rho+r+\lambda}$ , and the choice of  $p'(p)$  in this case enters neither the regulator's value nor the incentive compatibility conditions. It remains to verify the first part of the guess.

**Verification.** To verify the first part of the guess, it is sufficient to consider one-shot deviations from the proposed optimal policy to policies with  $d = 0$ . Any deviation with  $d = 1$  but  $p' < p'(p)$ , delivers the regulator exactly the same value as the guess.<sup>55</sup>

Recall that we let  $f = \rho + r + \lambda$  and  $g = \rho + r$ . Let  $p^{final} \equiv \frac{\rho\bar{p}}{\rho+r} - \frac{x^h}{\rho+r+\lambda}$ . The regulator's value under the proposed guess is

$$\begin{aligned} V_\gamma^*(p) &= -e^{-(\gamma+r)(t^I(p, p^{final}))} \int_0^\infty \left( e^{-(\gamma+r)t} \int_t^\infty e^{-f(s-t)} ds \right) dt \\ &= -e^{-(\gamma+r)(t^I(p, p^{final}))} \frac{1}{f(\gamma+r)} \end{aligned}$$

<sup>54</sup>It can be verified that  $p_{t_0+q}$  must be differentiable in  $q$ . One can proceed with only the knowledge that  $\lambda \int_0^q e^{-ft} p_{t_0+q} dt + e^{-fq} p_{t_0+q}$  is differentiable, which follows immediately from differentiability of  $W(x^h, t, \tau_q)$  (since it is constant on the interval) and  $\frac{x^h - \rho\bar{p}}{f}(1 - e^{-fq})$ , and arrive at the same conclusion.

<sup>55</sup>And generates the exact same policy path. This is a consequence of the fact that for any  $p, p''$  and  $p' \in [p, p'']$ ,  $t^I(p, p'') = t^I(p, p') + t^I(p', p'')$ .

Then, to verify the guess, I must show that:

$$(G.5) \quad \frac{-e^{-(\gamma+r)(t^I(p, p^{final}))}}{f(\gamma+r)} = \begin{cases} \sup_{t \geq 0, p'} \frac{-(1-e^{-(\gamma+r)t})}{(\gamma+r)(\rho+\lambda-\gamma)} + \frac{1-e^{-(\rho+\lambda+r)t}}{(\rho+\lambda-\gamma)f} - e^{-(r+\gamma)(t+t^I(p', p^{final}))} \frac{1}{f(\gamma+r)} \\ \text{subject to} \\ w^h(t) - e^{-(\rho+r)t}p' \leq -p \\ p' \in \mathcal{P} \end{cases}$$

Since  $t^I(p', p^{final})$  is decreasing in  $p'$ , the optimal choice of  $p'$  given  $t$  satisfies the incentive constraint at equality. Let  $s(t, p) = t^I\left((w^h(t) + p)e^{(\rho+r)t}, p^{final}\right)$  and define

$$v^\gamma(t) \equiv \frac{-(1-e^{-(\gamma+r)t})}{(\gamma+r)(\rho+\lambda-\gamma)} + \frac{1-e^{-(\rho+\lambda+r)t}}{(\rho+\lambda-\gamma)f} - \frac{1}{f(\gamma+r)} e^{-(r+\gamma)(t+s(t,p))}$$

Plugging this into equation (G.5) and replacing the incentive constraint with a condition that guarantees that the choice of  $t$  can be paired with a feasible  $p'$  that satisfies the incentive constraint, the verification problem reduces to showing

$$(G.6) \quad \frac{\overbrace{-e^{-(\gamma+r)s(0,p)}^\gamma}_{v_0^\gamma}}{f(\gamma+r)} = \begin{cases} \sup_{t \geq 0} v^\gamma(t) \\ \text{subject to} \\ e^{(\rho+r)t}(w^h(t) + p) \in \mathcal{P} \end{cases}$$

Since  $v^\gamma(0) = v_0^\gamma$ , the verification will be complete if I can show that  $\frac{\partial v^\gamma(t)}{\partial t} \leq 0$  on the set of  $t$  such that  $e^{(\rho+r)t}(w^h(t) + p) \in \mathcal{P}$ . To see why, first observe that the constraint in (G.6) generates a set of feasible  $t \in \mathbb{R}_+$  that is of the form

$$(G.7) \quad [0, t^{lower}] \cup [t^{upper}, \infty]$$

such that at  $t^{upper}$  and  $t^{lower}$ , the only feasible  $p'$  is  $\frac{\rho\bar{p}}{g} - \frac{x^h}{f}$ . Second,  $\frac{\partial v^\gamma(t)}{\partial t} \leq 0$  implies that the solution is attained either at  $t^{upper}$  or at 0. That the solution is always attained at 0 can be shown by directly comparing the regulator's value at the two choices 0 and  $t^{upper}$ , and is postponed until after I have shown that  $\frac{\partial v^\gamma(t)}{\partial t} \leq 0$  on the set of feasible  $t$ .

To show that  $\frac{\partial v^\gamma(t)}{\partial t} \leq 0$ , plug in the definition of  $t^I$  from equation (G.3) into  $s(t, p)$ ,

$$\begin{aligned} s(t, p) &= \frac{1}{g} \ln \left( \frac{x^h \left( \frac{1}{g} - \frac{1}{f} \right)}{e^{gt} (w^h(t) + p) + \frac{x^h - \rho\bar{p}}{g}} \right) \\ &= \frac{1}{g} \ln \left( \frac{x^h \left( \frac{1}{g} - \frac{1}{f} \right)}{e^{gt} \left( \frac{1-e^{-ft}}{f} x^h - \frac{\rho\bar{p}}{g} + p \right) + \frac{x^h}{g}} \right) \end{aligned}$$

where I plugged in  $w^h(t) = x^h \frac{1-e^{-ft}}{f} - \frac{\rho\bar{p}}{g}(1-e^{-gt})$ . Then,

$$\begin{aligned}
v^\gamma(t) &= \frac{-(1-e^{-(\gamma+r)t})}{(\gamma+r)(\rho+\lambda-\gamma)} + \frac{1-e^{-ft}}{(\rho+\lambda-\gamma)f} - \frac{1}{f(\gamma+r)} e^{-(r+\gamma)(t+s(t,p))} \\
&= \frac{-(1-e^{-(\gamma+r)t})}{(\gamma+r)(\rho+\lambda-\gamma)} + \frac{1-e^{-ft}}{(\rho+\lambda-\gamma)f} - \frac{e^{-(r+\gamma)t}}{f(\gamma+r)} \left( \frac{e^{gt} \left( \frac{1-e^{-ft}}{f} x^h - \frac{\rho\bar{p}}{g} + p \right) + \frac{x^h}{g}}{x^h \left( \frac{1}{g} - \frac{1}{f} \right)} \right)^{\frac{\gamma+r}{\rho+r}} \\
&= \frac{-(1-e^{-(\gamma+r)t})}{(\gamma+r)(\rho+\lambda-\gamma)} + \frac{1-e^{-ft}}{(\rho+\lambda-\gamma)f} - \frac{1}{f(\gamma+r)} \left( \frac{\frac{1-e^{-ft}}{f} x^h - \frac{\rho\bar{p}}{g} + p + e^{-gt} \frac{x^h}{g}}{x^h \left( \frac{1}{g} - \frac{1}{f} \right)} \right)^{\frac{\gamma+r}{\rho+r}}
\end{aligned}$$

The last term in parentheses in the second line is always between 0 and 1 whenever the incentive constraint is satisfied (i.e.  $e^{gt}(w^h(t) + p) \in \mathcal{P}$ ), since the denominator is the numerator evaluated at  $p^{final}$ . As a result, the last term in parentheses in the last line is smaller than  $e^{-(\rho+r)t}$  for feasible choices of  $t$  (given  $p$ ). Differentiating  $v^\gamma(t)$ ,

$$\begin{aligned}
\frac{\partial v^\gamma(t)}{\partial t} &= \frac{1}{\rho+\lambda-\gamma} (e^{-ft} - e^{-(\gamma+r)t}) + \frac{e^{-gt} - e^{-ft}}{\lambda} \left( \frac{p + \frac{x^h e^{-gt}}{g} + \frac{1-e^{-ft}}{f} x^h - \frac{\rho\bar{p}}{g}}{\frac{x^h \lambda}{fg}} \right)^{\frac{\gamma-\rho}{\rho+r}} \\
&\leq \frac{1}{\rho+\lambda-\gamma} (e^{-ft} - e^{-(\gamma+r)t}) + \frac{1}{\lambda} (e^{-gt} - e^{-ft}) e^{-(\gamma-\rho)t}
\end{aligned}$$

where the second line follows from the fact that, as noted above, the last term in parentheses in the first line is smaller than  $e^{-gt}$ . Rearranging,

$$\begin{aligned}
\frac{\partial v^\gamma(t)}{\partial t} &\leq \frac{1}{\rho+\lambda-\gamma} (e^{-ft} - e^{-(\gamma+r)t}) + \frac{1}{\lambda} (e^{-gt} - e^{-ft}) e^{-(\gamma-\rho)t} \\
&= e^{-(\gamma+r)t} \left( \frac{1}{\lambda} - \frac{1}{\rho+\lambda-\gamma} \right) + e^{-ft} \left( \frac{1}{\rho+\lambda-\gamma} - \frac{e^{-(\gamma-\rho)t}}{\lambda} \right) \\
\text{(G.8)} \quad &= \frac{e^{-ft}}{\lambda} \left[ \frac{\overbrace{\lambda(1-e^{-(\gamma-\rho)t}) + (\rho-\gamma)(e^{(\rho+\lambda-\gamma)t} - e^{(\rho-\gamma)t})}^{c(t) \equiv}}{\rho+\lambda-\gamma} \right]
\end{aligned}$$

The term  $c(t)$  is 0 at  $t = 0$  and differentiating yields,

$$\begin{aligned}
\frac{\partial c(t)}{\partial t} &= \frac{\lambda(\gamma-\rho)e^{-(\gamma-\rho)t} + (\rho-\gamma)^2 e^{-(\gamma-\rho)t}(e^{\lambda t} - 1) + \lambda(\rho-\gamma)e^{(\rho+\lambda-\gamma)t}}{\rho+\lambda-\gamma} \\
&= \frac{(\gamma-\rho)e^{-(\gamma-\rho)t} [\lambda + (\gamma-\rho)[e^{\lambda t} - 1] - e^{\lambda t} \lambda]}{\rho+\lambda-\gamma} \\
&= (\gamma-\rho)e^{-(\gamma-\rho)t}(1 - e^{\lambda t}) \\
&\leq 0
\end{aligned}$$

where the last line is a result of the fact that  $\gamma > \rho$  and  $1 - e^{\lambda t} \leq 0$ . Plugging into inequality (G.8) implies that

$$\frac{\partial v^\gamma(t)}{\partial t} \leq 0.$$

To complete the verification, I need to show that  $v^\gamma(0) \geq v^\gamma(t^{upper})$ , where  $t^{upper}$  is defined in (G.7). To see that, observe that in the proposed optimal policy, the regulator induces reporting by high types for a period of length

$$t^I(p, p^{final}) = \frac{1}{g} \ln \left( \frac{p^{final} + \frac{x^h - \rho \bar{p}}{g}}{p + \frac{x^h - \rho \bar{p}}{g}} \right)$$

and then gets  $-\frac{1}{f(\gamma+r)}$ , so the regulator's payoff is

$$\begin{aligned} v^\gamma(0) &\equiv -\frac{1}{f(\gamma+r)} \left( \frac{p^{final} + \frac{x^h - \rho \bar{p}}{g}}{p + \frac{x^h - \rho \bar{p}}{g}} \right)^{-\frac{\gamma+r}{g}} \\ &= -\frac{1}{f(\gamma+r)} \left( \frac{p + \frac{x^h - \rho \bar{p}}{g}}{x^h(\frac{1}{g} - \frac{1}{f})} \right)^{\frac{\gamma+r}{g}} \end{aligned}$$

The alternative choice is  $t = t^{upper}$  and  $p' = \frac{\rho \bar{p}}{g} - \frac{x^h}{f}$  (the maximum feasible), with the incentive constraint satisfied at equality, i.e.  $\frac{1-e^{-ft}}{f} x^h - \frac{\rho \bar{p}}{g} (1 - e^{-gt}) - (\frac{\rho \bar{p}}{g} - \frac{x^h}{f}) e^{-gt} = -p$ . The value under this alternative policy is (letting  $t = t^{upper}$ )

$$\begin{aligned} v^\gamma(t) &= -\frac{1 - e^{-(\gamma+r)t}}{(\gamma+r)(\rho + \lambda - \gamma)} + \frac{1 - e^{-ft}}{f(\rho + \lambda - \gamma)} - \frac{1}{f(\gamma+r)} e^{-(\gamma+r)t} \\ &= \frac{e^{-(\gamma+r)t} - e^{-ft}}{f(\rho + \lambda - \gamma)} - \frac{1}{(\gamma+r)f} \\ (G.9) \quad &= -\frac{1}{f(\gamma+r)} \left( 1 - \frac{\gamma+r}{\rho + \lambda - \gamma} (e^{-(\gamma+r)t} - e^{-ft}) \right) \end{aligned}$$

Using the incentive constraint evaluated at  $t = t^{upper}$  to substitute for  $p$  in  $v^\gamma(0)$  yields

$$\begin{aligned} v^\gamma(0) &= -\frac{1}{f(\gamma+r)} \left( \frac{x^h(\frac{1}{g} - \frac{1}{f}) - \frac{x^h}{f} (e^{-gt} - e^{-ft})}{x^h(\frac{1}{g} - \frac{1}{f})} \right)^{\frac{\gamma+r}{g}} \\ (G.10) \quad &= -\frac{1}{f(\gamma+r)} \left( 1 - \frac{g}{\lambda} (e^{-gt} - e^{-ft}) \right)^{\frac{\gamma+r}{g}} \end{aligned}$$

Now let,

$$\hat{v}(x) \equiv -\frac{1}{f(\gamma+r)} \left[ \left( 1 + \frac{x}{f-x} (e^{-ft} - e^{-xt}) \right)^{\frac{1}{x}} \right]^{\gamma+r}$$

and observe that  $v^\gamma(0) = \hat{v}(g)$  and  $v^\gamma(t) = \hat{v}(\gamma + r)$ . Since,  $g < \gamma + r$ , the proof will be complete if I show that  $\hat{v}(x)$  is decreasing in  $x$ , because then  $v^\gamma(0) \leq v^\gamma(t)$ . To this end, I will show

$$\frac{\partial}{\partial x} \left[ \left( 1 + \frac{x}{f-x} (e^{-ft} - e^{-xt}) \right)^{\frac{1}{x}} \right] \geq 0$$

This is relegated to Lemma G.1 below. This completes the verification, so  $V_\gamma^*(p)$  solves equation (G.2).

**Conclusion.** Given the solution to the recursive representation  $V_\gamma^*(p)$ , and observing that  $V_\gamma^*(p)$  is maximized at  $p = \underline{p} = 0$ , we have

$$V_\gamma^* = \max_{t_0} \int_0^{t_0} e^{-(\gamma+r)s} \left( - \int_s^{t_0} e^{-(\rho+r+\lambda)(q-s)} dq \right) ds + e^{-rt_0} V_\gamma^*(\underline{p}).$$

Applying the policy functions associated with  $V_\gamma^*(\cdot)$  then generates the optimal path described in the theorem.  $\square$

**Lemma G.1.** For any  $t, x \geq 0$

$$\frac{\partial}{\partial x} \left[ \left( 1 + \frac{x}{f-x} (e^{-ft} - e^{-xt}) \right)^{\frac{1}{x}} \right] \geq 0$$

*Proof.* Observe that any function  $g(x)$  such that  $g(x) = e^{-xt}h(x, t)$  has the property that

$$(g(x))^{\frac{1}{x}} = e^{-t}h(x, t)^{\frac{1}{x}}$$

is increasing if  $h(x, t)$  is increasing in  $x$ . As a result, it is sufficient to show that

$$h(x, t) \equiv \frac{1 + \frac{x}{f-x}(e^{-ft} - e^{-xt})}{e^{-xt}} = e^{xt} + \frac{x}{f-x}(e^{(x-f)t} - 1)$$

is weakly increasing in  $x$ . To this end write

$$\frac{\partial h(x, t)}{\partial x} = te^{xt} + \frac{tx}{f-x}(e^{(x-f)t}) + \frac{e^{(x-f)t} - 1}{f-x} + \frac{x}{(f-x)^2}(e^{(x-f)t} - 1).$$

At  $t = 0$ ,  $\frac{\partial h(x, t)}{\partial x} = 0$ , so it is sufficient to show that  $\frac{\partial^2 h(x, t)}{\partial x \partial t} \geq 0$ . Observe

$$\begin{aligned} \frac{\partial^2 h(x, t)}{\partial x \partial t} &= e^{xt} + xte^{xt} + \frac{xe^{(x-f)t}}{f-x} - tx e^{(x-f)t} - e^{(x-f)t} + \frac{xe^{(x-f)t}}{x-f} \\ &= e^{xt}(1 + xt)(1 - e^{-ft}) \geq 0 \end{aligned}$$

which completes the proof.  $\square$