

Why Trade Over-the-Counter?

When Investors Want Price Discrimination*

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Abstract

Despite the availability of low-cost exchanges, over-the-counter (OTC) trading is pervasive for most assets. We explain the prevalence of OTC trading using a model of adverse selection, in which informed and uninformed investors choose to trade over-the-counter or on an exchange. OTC dealers' ability to price discriminate allows them to imperfectly cream-skim the uninformed investors from the exchange. Assets with wider bid-ask spreads on exchanges are predicted to have a higher proportion of total volume that is traded on exchanges, as supported by evidence from US stocks. Having an OTC market can reduce welfare while increasing total trade volume and decreasing average bid-ask spread. Specifically, for assets that are mostly traded over-the-counter (such as swaps and bonds), having the OTC market actually harms welfare. Our results justify recent policies that seek to end OTC trading for such assets.

JEL-Classification: D47, G14, G18, G23

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1 Introduction

Modern exchanges are easily accessible, transparent, and require no intermediaries. Trading over-the-counter is comparably inaccessible, opaque, and intermediated by a small number of dealers.¹ Yet a large portion of trades occurs over-the-counter in nearly all financial assets. Even for stocks listed on highly liquid US exchanges, 17% of trades are over-the-counter. This share is far higher in other assets, such as swaps and corporate bonds.²

We offer an explanation for the prevalence of over-the-counter (OTC) trading in the presence of low cost exchanges. Our explanation builds on a fundamental distinction between trading on exchanges versus over-the-counter: on an exchange, prices posted on a limit order book are available to all investors; to trade over-the-counter, an investor must request prices from a dealer, which allows the dealer to price discriminate. In equilibrium, the OTC dealer *cream-skims* investors who are less likely to be informed from the exchange by offering them better prices. Having the OTC market increases aggregate trade volume and decreases average bid-ask spread, but can harm welfare. Specifically, for assets that are mostly traded over-the-counter (such as swaps and bonds), having the OTC market reduces welfare; for assets mostly traded on exchanges (such as stocks or stock options), having the OTC market improves welfare.

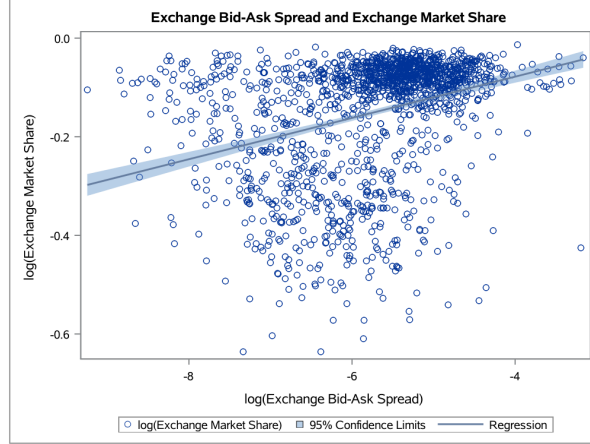
Our model predicts that the proportion of volume traded on exchanges is higher for assets with wider bid-ask spreads on those exchanges. Common justifications for OTC trading, including asset complexity, nonstandardization and regulatory barriers, push towards the opposite. [Figure 1](#) plots the share of trades on exchanges against the average quoted bid-ask spread for the most traded (NMS Tier 1) stocks. Bid-ask spreads are positively correlated to the shares of trades on exchanges, as our model predicts. If investors are more likely to be informed, fewer investors are cream-skimmed from the exchanges and adverse selection risk is higher, widening the bid-ask spread. [Section 2.3.2](#) provides additional empirical analyses.

Crucially, our theory can explain why OTC trading dominates in markets for standardized assets in high demand. For example, swaps are largely standardized and heavily traded on

¹ [Wang \(2016\)](#) explains how such a “core” of dealer can arise in equilibrium.

² In terms of dollar value, 17% of trades in US exchange-listed equities are bilateral, and are not broker internalizations ([Tuttle, 2014](#)). [Nagel \(2016\)](#) shows that 95% of *electronic* swaps trades are over-the-counter (nonelectronic trades are entirely over-the-counter). [McPartland \(2016\)](#) finds that 81% of investment-grade corporate bond trades are by voice, based on survey data (and some electronic trades are over-the-counter).

Figure 1 – Exchange Share of Trades vs Average Quoted Bid-Ask Spread (April 14 to 18, 2018)



electronic platforms.³ These platforms must offer the option to trade on a limit order book.⁴ Nevertheless, limit order books execute less than 5% of swap trades. Asset complexity, non-standardization and regulatory barriers cannot explain why assets such as standardized swaps are predominantly traded over-the-counter.

We develop a model of venue choice in which speculators and hedgers trade an asset. Speculators are informed about the asset's payoff and seek profit. Hedgers trade to attain idiosyncratic benefits from hedging; given a price, a hedger trades only if her hedging benefit exceeds the price. The investors optimally choose to trade on an exchange, to trade over-the-counter, or not to trade. On the exchange, a competitive market maker publicly posts a bid and an ask, at which all orders are executed. To trade over-the-counter, an investor incurs a cost to request quotes from a competitive dealer. The dealer cannot observe the investor's true type, but the dealer can price discriminate by the investor's, imperfectly informative, public label as a hedger or a speculator. Those labeled as hedgers, the h-investors, are more likely to be hedgers than the investors labeled as speculators, the s-investors. Trading on the exchange means pooling with all others who trade on the exchange, whereas trading over-the-counter implies separating from those with a different label.

³ Swaps are among the most important credit derivatives with notional value of US\$378 trillion ([Bank for International Settlements, 2017](#)). Worldwide, 70% of interest rate swaps and 80% of index CDSs (two most traded swaps) are electronically traded, 95% of which are over-the-counter and so are all nonelectronic trades ([Nagel \(2016\)](#)).

⁴ The Dodd-Frank Act requires electronic swaps trading platforms, called swaps execution facilities (SEFs), to offer limit order book trading. Most trades nonetheless are executed via electronic request-for-quote (eRFQs), which replicate traditional voice-based trading. [Riggs, Onur, Reiffen, and Zhu \(2018\)](#) provides a description of SEFs and the eRFQ protocol.

Having the OTC market raises trade volume and reduces the average bid-ask spread. However, welfare may decline. This is because cream-skimming improves prices for the h-investors, while worsening the prices of the s-investors left on the exchange. The price improvement induces some h-investors to trade who otherwise would not, whom we call *entrants*. Meanwhile, worse prices prevent some s-investors, called *exiters*, from trading. Since the exiters are offered worse prices than the entrants, the exiters' hedging benefits are always larger: in terms of hedging benefit, the entrants make *cheap substitutes* for the exiters. Hence, welfare may decline even if the entrants outnumber the exiters. This conflict between volume and welfare shows how trade volume and bid-ask spread ignores gains from trade, thereby cannot measure efficiency.

The welfare effect of the OTC market depends on adverse selection risk, defined as the proportion of investors who are speculators. Having the OTC market reduces welfare if adverse selection risk is low (such as in the swaps market), and improves welfare if the risk is high (such as in the stock market). Low adverse selection risk ensures that the h-investors receive a narrow spread with or without the OTC market, while the s-investors' spread widens significantly with the OTC market. On net, having the OTC market harms welfare. The opposite holds if adverse selection risk is high.

It follows that having the OTC market harms welfare for assets that are mostly traded over-the-counter. The hedgers are more likely to trade over-the-counter than the speculators. Then the OTC share of trades is high if a small proportion of investors are speculators, when having the OTC market reduces welfare. Our welfare results speak to the aims of the US Dodd-Frank Act and the EU's MiFID II to migrate swaps trades onto exchanges.

Existing models of OTC trading distinguish the OTC market from exchanges by properties other than the dealers' ability to price discriminate. Prior literature focuses on differences in price transparency ([Pagano and Roell, 1996](#)), the sequentiality of requesting quotes over-the-counter ([Glode and Opp, 2017](#)), or the dealers' ability to contract with investors ([Grossman, 1992](#)) or to discriminate according to order size ([Seppi, 1990](#), [Malinova and Park, 2013](#)).⁵ Recent regulatory changes (such as the Dodd-Frank Act) increased the price transparency

⁵ A related literature analyzes the choice between a limit order book and a specialist markets ([Back and Baruch, 2007](#), [Parlour and Seppi, 2003](#), [Ready, 1999](#), [Seppi, 1997](#)). In these models, the specialist set one price to clear her demand, whereas orders sent to the limit order book are cleared along a supply schedule.

Figure 2 – Order sizes in US exchange-listed equities

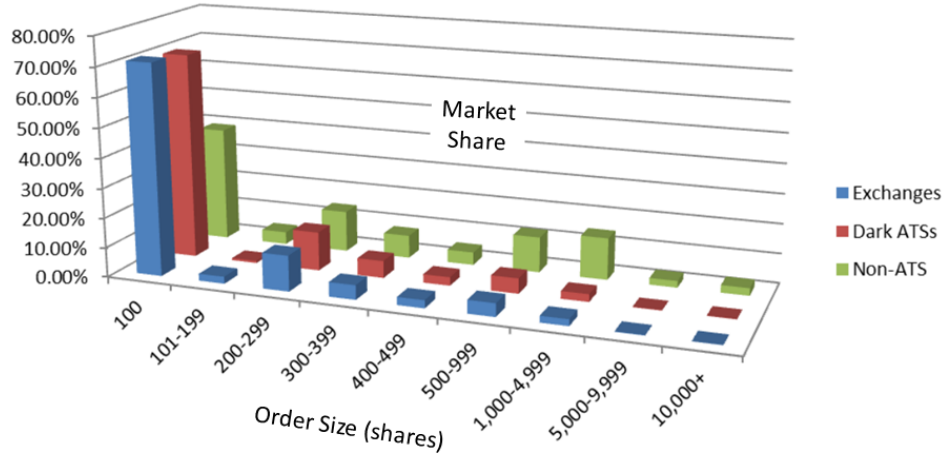


Figure taken from Tuttle (2014). Over-the-counter trades are marked as “Non-ATS”.

of OTC markets, and enable investors to contact multiple dealers simultaneously.⁶ Price discrimination, on the other hand, remains a robust distinction that separates the OTC markets from the exchanges.

Three papers in this literature feature endogenous choice between trading over-the-counter or on exchanges. Seppi (1990), Grossman (1992) and Viswanathan and Wang (2002) use price improvements in OTC markets for large block orders to rationalize OTC trading. We explain why smaller orders are traded over-the-counter despite the availability of highly liquid exchanges. For US equities, block sized orders comprise only 2.5% of OTC trades, while orders at the minimum size of 100 shares comprise 40%. Figure 2 compares order size distributions of US exchange-listed equities by protocol, with “non-ATS” indicating OTC trades.⁷

We contribute to the literature in three ways. First, we provide an explanation for the predominance of OTC trading in standardized and actively traded securities (such as standardized swaps). Our explanation requires neither that the OTC dealers have market power or private information, and is robust to recent regulatory efforts to increase dealer competition and transparency. Second, we show empirically that the exchanges’ share of trades and their bid-ask spreads are positively correlated. This finding is consistent with the effect of price

⁶ Dodd-Frank Act expanded mandatory post-trade price disclosures (via TRACE) to trades of swaps, in addition to existing disclosure requirements on corporate and municipal bond trades. Moreover, Dodd-Frank requires electronic trading of swaps, and that the OTC trading protocols on the swaps platforms allow investors to request quotes from at least three dealers simultaneously.

⁷ We discuss Alternative Trading Systems (ATSs) and other equities market terminology in Section 4.

discrimination being important relative to well known forces of supply side frictions, including asset complexity and nonstandardization. Third, our results justify regulatory intervention to end OTC trading in certain assets, while showing that such intervention may be inefficient for other assets: closing the OTC market is efficient only if adverse selection risk is low. By contrast, previous papers suggest OTC trading is always inefficient (Babus and Parlato, 2017), or that outcomes observed in practice is efficient (Glode and Opp, 2017).

Section 2 describes our model and derives a unique equilibrium. Section 3 examines the welfare and market quality effects of having the OTC market. Section 4 discusses implications for policy, and Section 5 shows the robustness of our results.

2 A Model of Adverse Selection and Venue Choice

Three types of risk-neutral agents — *investors*, a competitive *dealer*, and a *market maker* — trade an indivisible asset in a one-period game. Each investor buys or sells one unit of the asset or does not trade. After trading, the asset pays an uncertain payoff $\tilde{v}$ of 1 or -1 with equal probability. All distributions and the structure of the game are common knowledge.

Investors belong either to a mass μ of *speculators* or mass 1 of *hedgers*, and are indexed by an $i \in [0, 1 + \mu]$. The speculators receive imperfect signals about the realization v of the asset payoff $\tilde{v}$. A speculator’s signal q_i returns the correct v with probability $\alpha > \frac{1}{2}$, and $-v$ with probability $1 - \alpha$. In contrast, a hedger is uninformed about v , and trade solely to attain her *hedging benefit* b_i . The hedger is a buyer or a seller with equal probability, and she attains b_i if she buys and is a buyer, or if she sells and is a seller. The hedging benefits $\{b_i\}$ are independently and uniformly distributed over $[0, 1]$, $b_i \stackrel{iid}{\sim} \mathbb{U}[0, 1]$.

Normalizing the mass of hedgers to 1 establishes a one-to-one relationship between adverse selection risk and μ : only the speculators impose adverse selection risk, and an investor is a speculator with probability $\mu/(1 + \mu)$. For this reason, we write “adverse selection risk” and “ μ ” interchangeably. This normalization keeps the total attainable hedging benefit constant as μ varies.

The dealer has informative *labels* about investors’ true types, and each investor knows her own label. In particular, a speculator is correctly labeled as a speculator (s-investors) with probability θ , and a hedger is labeled as a hedger (h-investors) with probability γ . With

complementary probabilities $1 - \theta$ and $1 - \gamma$, the speculator is labeled as a h-investor and the hedger as a s-investor, respectively. Hence, the labels become more informative when θ or γ increases. We consider the interesting case of imperfectly informative labels, in which $\theta > 1 - \gamma$ and $\theta, \gamma < 1$.⁸

An investor's label may be interpreted as her reputation about whether the investor is a hedger or a speculator. Any investor-specific information can affect the investor's reputation, such as public disclosures, past trading history with the dealer, or the business type of the investor's firm. Reputations are imperfectly informative. For example, hedge funds typically trade on proprietary information while insurance companies usually trade to manage risk. However, hedge funds sometimes trade to manage risk and insurance companies sometimes trade for profit.⁹ Here the s-investors are the hedge funds and the h-investors are the insurance companies. Alternatively, the s-investors may be the investors whose past trades imposed losses on the dealer and the h-investors may be those who did not.¹⁰ Public disclosures of investor-specific information, such as inventories, investors' strategies or past trades, is represented by an increase in θ or γ . [Section 5](#) extends the model to include any number N of labels with arbitrary levels $\{\theta_n, \gamma_n\}$ of informativeness. [Section 4](#) lists examples of policies corresponding to changes in $\{\theta, \gamma\}$.

Two trading venues are potentially accessible: an *exchange* and an *over-the-counter* (OTC) market. The exchange and the OTC market differ by protocol and pre-trade anonymity. At the start of the game, the market maker announces bid and ask prices on the exchange. All sell orders submitted to the exchange execute at the announced bid and all buy orders execute at the ask. Prices in the OTC market are non-public. To trade over-the-counter, investors must request quotes from the dealer, who provides the requestor with a binding bid and an ask.¹¹ Requesting a quote reveals the requestor's identity, so the dealer can condition prices on the

⁸ The labels are uninformative if $\theta = 1 - \gamma$, are informative if $\theta > 1 - \gamma$, and are perfectly informative if $\theta = \gamma = 1$.

⁹ In US commodity markets, Commodity Futures Trading Commission (CFTC) classifies insurance companies as hedgers. [Cheng and Xiong \(2014\)](#) finds that a significant proportion of orderflow by investors classified as hedgers are uncorrelated to their output fluctuations, and conclude that these investors sometimes speculate.

¹⁰ We provide an example of how a dealer can separate investors into different labels based on trade history in [Section 5](#).

¹¹ In practice, quote requests are often one-sided (either for a buy or sell). We assume two-sided requests (called 'request-for-market'), as one-sided quotes with a continuum of fully endogenous investors immediately reveals the true asset value v to the OTC dealer. Existing models (e.g., [Zhu, 2014](#), [Kyle, 1985](#)) allow for one-sided quotes since the total demand by hedgers in these models are exogenous and random.

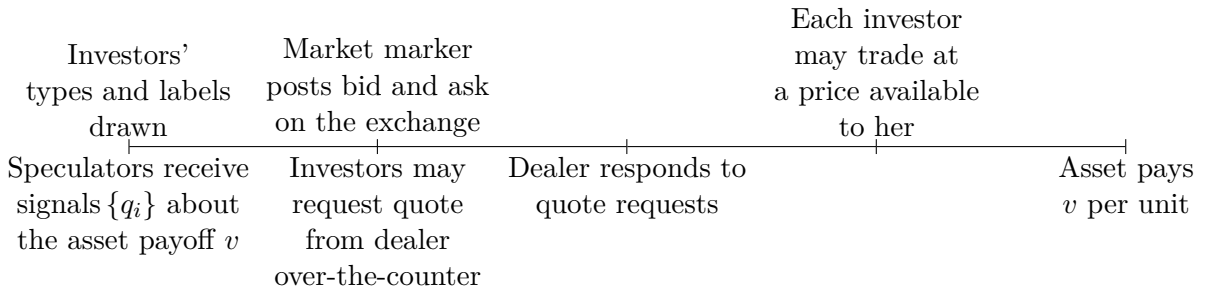


Figure 3 – Timing

requestor's label. We show in [Section 2.1](#) that the dealer price discriminates against s-investors, offering a wider bid-ask spread to the s-investors than the h-investors. In our main analyses, we compare the equilibrium in which the OTC market is open alongside the exchange, versus the equilibrium where the OTC market is closed.

Investors pay an infinitesimal *cost of click* ϵ to request a quote. That there is a cost to trade over-the-counter means investors only request quotes if one expects OTC prices to be strictly better than prices on the exchange. The cost of click represents the physical costs involved in finding a quote, such as additional 'clicks' needed to request quotes, and wait times following quote requests.

An infinitesimal cost to trade over-the-counter reflects today's OTC market structure. If the cost ϵ were sufficiently high, no investor would trade over-the-counter. As most financial assets are traded both over-the-counter and on exchanges, this cost must not be so high. Moreover, OTC trades of equities and swaps mostly occur on competitive electronic platforms, which minimize delays and search costs of OTC trading.¹² On the over 30 electronic swaps platforms, an investor can trade on a limit order book with a single click, or trade over-the-counter with a few clicks ([SIFMA, 2016](#)). Recent regulations are forcing OTC trading onto electronic platforms: the US Dodd-Frank Act forced swaps to trade electronically; and the EU MiFID II rules will force nearly all OTC trades onto electronic platforms from 2018 ([Strachan, 2014](#)). To check robustness, we analyze noninfinitesimal ϵ in [Section 5](#).

Trading proceeds in four steps. First, the market maker posts a bid and an ask on the

¹² On electronic platforms, such as those offered by TradeWeb and Bloomberg, an investor seeking to trade an asset over-the-counter simultaneously submits requests for quotes to multiple dealers of her choice, who typically respond within seconds. [Hendershott and Madhavan \(2015\)](#) discusses the electronic request-for-quote procedure.

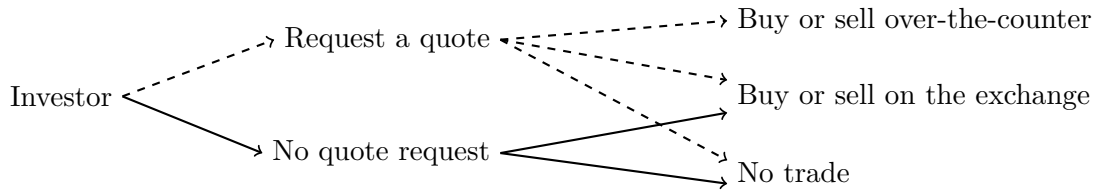


Figure 4 – An investor's choices over time

exchange, and investors may request quotes over-the-counter. Second, investors who requested quotes receive their OTC bids and asks. Third, each investor buys or sells at a price available to her, or does not trade. Investors act simultaneously in each of the first three steps. Fourth, the asset payoff v realizes. **Figure 3** summarizes the timing of the model. In the first step, investors choose from the actions

$$\{\text{request a quote, no quote request}\}.$$

After the dealer responds to quote requests, investors who did not request a quote choose from

$$\{\text{buy or sell on exchange, no trade}\}$$

whereas investors who did request a quote choose from

$$\{\text{buy or sell over-the-counter, buy or sell on exchange, no trade}\}.$$

Investors prefer to trade if otherwise indifferent. **Figure 4** illustrates the investors' choice sets.

Both the market maker and the dealer are competitive, earning zero expected profit on every trade. On the exchange, the market maker posts a bid price bid_e equal to her expectation of the asset payoff $\tilde{v}$ given bid and that the investor sells. For an investor who requests a quote, the dealer offers a bid bid_o equal to the same expectation except additionally conditioned on

the investor's label. The ask prices $\{ask_e, ask_o\}$ are determined likewise:

$$\begin{aligned} bid_e &= \mathbb{E}[\tilde{v} | bid_e, \text{investor sells}] \\ ask_e &= \mathbb{E}[\tilde{v} | ask_e, \text{investor sells}] \\ bid_o &= \mathbb{E}[\tilde{v} | bid_e, \text{investor sells, investor's label}] \\ ask_o &= \mathbb{E}[\tilde{v} | ask_e, \text{investor sells, investor's label}]. \end{aligned}$$

2.1 Equilibrium

A perfect Bayesian equilibrium consists of the market maker's and the dealer's respective quoting strategies, investors' trading strategies, and consistent beliefs. In equilibrium, the dealer maximizes orderflow subject to earning a zero expected profit and no investor can profitably deviate.

Theorem 1 (Equilibrium with the OTC market). *There exists a unique equilibrium with the OTC market in which the exchange and the OTC market bid-ask spreads*

$$\begin{aligned} s_e &= \frac{1}{2} \left(1 + \frac{\theta\mu}{1-\gamma} - \sqrt{\left(1 - \frac{\theta\mu}{1-\gamma}\right)^2 + 8(1-\alpha)\frac{\theta\mu}{1-\gamma}} \right) \\ s_o &= \frac{1}{2} \left(1 + \frac{(1-\theta)\mu}{\gamma} - \sqrt{\left(1 - \frac{(1-\theta)\mu}{\gamma}\right)^2 + 8(1-\alpha)\frac{(1-\theta)\mu}{\gamma}} \right) \end{aligned} \tag{1}$$

characterize prices, a speculator buys if $q_i = 1$ and sells if $q_i = -1$, and a hedger trades only if her hedging benefit is larger than her lowest spread.

Theorem 2 (Equilibrium without the OTC market). *There exists a unique equilibrium without the OTC market in which the exchange bid-ask spread*

$$s_e = \frac{1}{2} \left(1 + \mu - \sqrt{(1-\mu)^2 + 8(1-\alpha)\mu} \right) \tag{2}$$

characterize prices, a speculator buys if $v = 1$ and sells if $v = -1$, and a hedger trades only if her hedging benefit is larger than s_e .

Proofs of [Theorems 1](#) and [2](#) are presented in [Appendix B](#).

We outline the proofs of [Theorems 1](#) and [2](#) below, but their intuition is summarized here. The speculators trade on their private information whereas the hedgers trade only if one's own

hedging benefit is larger than the trading cost. Further, the spreads are increasing in adverse selection risk, such that investors labeled as speculators pay a wider spread than those labeled as hedgers. Moreover, the h-investors receive a lower spread over-the-counter, leaving others to trade on the exchange.

Now we outline the proof of **Theorem 1**. We first derive the investors' trading strategies when facing competitive prices. Competitive bid and ask are conditional expectations of the asset payoff $\tilde{v}$. As the asset payoff is bounded by 1 and -1 , any ask price ask is less than 1 and any bid price bid is higher than -1 . Hence, a speculator earns the profit of $\mathbb{E}[v|q_i = 1] - ask$ if she buys and $bid - \mathbb{E}[v|q_i = -1]$ if she sells. Since q_i is correct with probability α , we have

$$\mathbb{E}[v|q_i = 1] = -\mathbb{E}[v|q_i = -1] = 2\alpha - 1.$$

Then competitive pressure ensures $ask \leq 2\alpha - 1$ and $bid \geq -(2\alpha - 1)$.

A hedger's expectation of $\tilde{v}$ is zero: if a hedger buys, she expects to lose ask , and $-bid$ if she sells. However, a hedger receives a hedging benefit b_i when she trades, so the hedger buys if she is a buyer and b_i is larger than her lowest ask. A hedger sells if she is a seller and b_i exceeds the negative of her highest bid.

That the speculators impose adverse selection leads to an intuitive outcome. Because the speculators know more about the asset payoff v , the market maker and the dealer incur a loss whenever they trade with a speculator. Thus, they offer better prices (higher bid and lower ask) to an investor labeled as hedgers (h-investors), who are less likely to impose such adverse selection than the investors labeled as speculators (s-investors). Consequently, h-investors wish to separate from s-investors while the s-investors prefer to pool with the h-investors. If the h-investors trade on the exchange, the s-investors can mimic them and pool. In the OTC market, the dealer sees the investor before quoting prices, making pooling infeasible. The h-investors trade over-the-counter to separate from the s-investors, while the s-investors avoid paying the cost of click by trading on the exchange. The OTC dealer thereby *cream-skims* the h-investors from the exchange. This cream-skimming effect causes a disproportionate share of hedgers to trade over-the-counter, clustering the speculators on the exchange.

Proposition 1 (Cream-skimming). *The h-investors only trade in the OTC market and the*

s-investors only trade on the exchange.

The cream-skimming result of [Proposition 1](#) does not require the dealer to be competitive. Given prices, a monopolistic dealer expects larger profit from h-investors, whose outside option is to trade on the exchange. Accordingly, the dealer will offer a narrower bid-ask spread to the h-investors, allowing her to cream-skin them from the exchange's market maker. The market maker cannot compete, as reducing the exchange spread raises her expected loss against the s-investors.

Now we derive the competitive bid and ask prices consistent with investors' strategies. Competitive prices equal conditional expectations of the asset payoff $\tilde{v}$ whose arguments differ across markets. By the Bayes' rule, the expectation of $\tilde{v}$ is

$$\mathbb{E}[\tilde{v}|\cdot] = Pr(v = 1|\cdot) - Pr(v = -1|\cdot) = \frac{Pr(\cdot|v = 1) - Pr(\cdot|v = -1)}{Pr(\cdot|v = 1) + Pr(\cdot|v = -1)}.$$

The bid price *bid* and the ask price *ask* are

$$\begin{aligned} bid &= \frac{Pr(\cdot, \text{investor sells}|v = 1) - Pr(\cdot, \text{investor sells}|v = -1)}{Pr(\cdot, \text{investor sells}|v = 1) + Pr(\cdot, \text{investor sells}|v = -1)} \\ ask &= \frac{Pr(\cdot, \text{investor buys}|v = 1) - Pr(\cdot, \text{investor buys}|v = -1)}{Pr(\cdot, \text{investor buys}|v = 1) + Pr(\cdot, \text{investor buys}|v = -1)} \end{aligned}$$

Cream-skimming means only the s-investors trade on the exchange, then $(\cdot)$ includes that investors who trade on the exchange are s-investors and those trading over-the-counter are h-investors. If an "e" and "o" denote the exchange and the OTC market, respectively, the bid prices are

$$\begin{aligned} bid_e &= \frac{Pr(\text{s-investor sells}|v = 1) - Pr(\text{s-investor sells}|v = -1)}{Pr(\text{s-investor sells}|v = 1) + Pr(\text{s-investor sells}|v = -1)} \\ bid_o &= \frac{Pr(\text{h-investor sells}|v = 1) - Pr(\text{h-investor sells}|v = -1)}{Pr(\text{h-investor sells}|v = 1) + Pr(\text{h-investor sells}|v = -1)}. \end{aligned} \tag{3}$$

As hedgers are buyers or sellers with equal probability whatever is v ,

$$\begin{aligned} bid_e &= \frac{[Pr(\text{s-speculator sells}|v = 1) - Pr(\text{s-speculator sells}|v = -1)] \theta \mu}{Pr(\text{s-speculator sells}) \theta \mu + Pr(\text{s-hedger sells}) (1 - \gamma)} \\ bid_o &= \frac{[Pr(\text{h-speculator sells}|v = 1) - Pr(\text{h-speculator sells}|v = -1)] (1 - \theta) \mu}{Pr(\text{h-speculator sells}) (1 - \theta) \mu + Pr(\text{h-hedger sells}) \gamma}. \end{aligned}$$

Using that the speculators' signals are independent, a mass α of the speculators sells and mass $1 - \alpha$ buys if $v = -1$. In addition, only the hedgers with hedging benefits larger than bid sells, and thus:

$$\begin{aligned} bid_e &= -\frac{(2\alpha - 1)\theta\mu}{\theta\mu + (1 - \gamma)(1 - bid_e)} \\ bid_o &= -\frac{(2\alpha - 1)(1 - \theta)\mu}{(1 - \theta)\mu + \gamma(1 - bid_o)}. \end{aligned}$$

Replacing 'sells' with 'buys' in (3) and following the same steps gives the ask prices. We soon show that the equilibrium bids and asks are unique. Then the bids and asks are symmetric around zero:

$$\begin{aligned} ask_e &= \frac{(2\alpha - 1)\frac{\theta\mu}{1-\gamma}}{\frac{\theta\mu}{1-\gamma} + 1 - bid_e} = -bid_e \\ ask_o &= \frac{(2\alpha - 1)\frac{(1-\theta)\mu}{\gamma}}{\frac{(1-\theta)\mu}{\gamma} + 1 - bid_o} = -bid_o. \end{aligned} \tag{4}$$

A (half) effective bid-ask *spread* s thereby characterizes the equilibrium prices through the relations

$$\begin{aligned} s_e &= ask_e = -bid_e \\ s_o &= ask_o = -bid_o \end{aligned} \tag{5}$$

and (4).¹³

The bid-ask spreads $\{s_e, s_o\}$ are equal to the *realized* adverse selection risk, defined as the probability that an investor who trades is a speculator with the correct signal $q_i = v$. Intuitively, by offering a spread s to an investor, the dealer expects the loss of $(2\alpha - 1)(1 - s)$ if the investor is a speculator and the profit of s from a hedger if the hedger trades. The zero profit condition implies

$$\underbrace{(2\alpha - 1)(1 - s) \cdot Pr(speculator|\cdot)}_{\text{Expected Loss from Speculators}} = \underbrace{s \cdot [1 - Pr(speculator|\cdot)]}_{\text{Expected Profit from Hedgers}}.$$

Rearranging, we get

$$s = (2\alpha - 1) \cdot Pr(speculator|\cdot).$$

¹³ Quoted and effective spreads are the same in our model.

The spread s_e on the exchange and the OTC spread s_o each solve a fixed point problem in the form of, for $\beta \in \left\{ \frac{\theta\mu}{1-\gamma}, \frac{(1-\theta)\mu}{\gamma} \right\}$,

$$s(\beta) = \frac{(2\alpha - 1)\beta}{\beta + 1 - s(\beta)}. \quad (6)$$

Equation (1) is the unique solution to equation (6) in the interval $[0, 2\alpha - 1]$.

Turning to Theorem 2, when the OTC market is closed, the h-investors and the s-investors are pooled on the exchange and there is one spread s_e . Steps analogous to those used to derive equation (1) yields that equation (2) gives the unique equilibrium spread s_e without the OTC market.

2.2 Discussion

Our form of cream-skimming does not require repeated interactions through which the dealer can discipline investors, nor that the dealer be privately informed or have the ability to contract with investors. Rather, cream-skimming arises in our setting due to self-sorting by investors: h-investors *want* price discrimination, leading them into the OTC market. Three existing papers provide alternative forms of cream-skimming.¹⁴ In Bolton, Santos, and Scheinkman (2016), dealers are privately informed about the true values of assets, and can contract with asset issuers outside exchanges, allowing the dealers to cream-skim the best assets. Desgranges and Foucault (2005) shows that a monopolistic dealer can induce investors to only submit uninformed orders by raising an investor's spread each time the investor imposes a loss on the dealer. Easley and O'Hara (1987) features the cream-skimming of orderflows, as competing exchanges pay brokers for uninformed orders.

The modeling framework and equilibrium structure we use complement several strands of prior literature. First, microstructure models of adverse selection and venue choice either force uninformed investors to trade at particular venues (Chowdhry and Nanda, 1991, Hendershott and Mendelson, 2000), or exogenously fix their trading demands (Admati and Pfleiderer, 1988, Zhu, 2014, Lee, 2017). In our setting, the hedgers are not restricted in their venue choice or participation decisions. Second, investors in recent models with venue selection choose

¹⁴ Another literature looks at government asset purchases, in which the government skims bad assets (e.g., Camargo and Lester, 2014, Guerrieri and Shimer, 2014, Philippon and Skreta, 2012, Tirole, 2012).

between an exchange with competitive prices or another venue¹⁵ whose price is an average of the exchange prices. All prices in our model are determined competitively. Third, we generate price discrimination as a competitive outcome of investor self-sorting. Existing models show that price discrimination may arise from monopolistic screening (Benveniste, Marcus, and Wilhelm, 1992), repeat interactions (Zhu, 2012), ordersize differences (Easley and O’Hara, 1987), or search frictions (Duffie, Garleanu, and Pedersen, 2005).

Our model relates to Glosten (1994) which predicts that, under general conditions, limit order book venues would dominate market share. We offer OTC price discrimination as an explanation for why limit order books do not dominate in practice.

2.3 Empirical Implications

We now examine the empirical implications of our model. Specifically, we ask three questions:

1. How do the bid-ask spread and trade volume differ between the exchange versus the OTC market?
2. How are the market shares of the exchange and the OTC market affected by adverse selection risk?
3. What is a test of the model?

2.3.1 Empirical predictions and trading patterns in practice

We state the main empirical predictions of the model using the following definitions. The *exchange volume* V_e is the mass of trades executed on the exchange, and the *OTC volume* V_o is defined analogously. The *total trade volume* V is the sum of V_e and V_o . In equilibrium, V_e and V_o equal the mass of trades by, respectively, the s-investors and the h-investors:

$$\begin{aligned} V_e &= \theta\mu + (1 - \gamma)(1 - s_e) \\ V_o &= (1 - \theta)\mu + \gamma(1 - s_o). \end{aligned} \tag{7}$$

Proposition 2 provides the empirical predictions.

¹⁵ The alternative trading venues to an exchange in recent models include dark pools (Zhu, 2014, Brolley, 2016, Buti, Rindi, and Werner, 2017) and crossing networks (Hendershott and Mendelson, 2000, Degryse, Van Achter, and Wuyts, 2009).

Proposition 2. *Fix $\{\alpha, \theta, \gamma\}$. With the OTC market:*

1. *the spread s_e on the exchange is strictly higher than the OTC spread s_o ;*
2. *the OTC market share V_o/V is strictly decreasing in adverse selection risk μ ; and*
3. *the exchange market share V_e/V is strictly increasing in the exchange spread s_e .*

The bid-ask spread is narrower in the OTC market than on the exchange since the investors who trade over-the-counter are less likely to be speculators than those on the exchange. Empirically, trading costs are higher over-the-counter than on exchanges, and OTC trades are less informed (Westerholm, 2009, Bessembinder and Venkataraman, 2004, Jain, Jiang, and Mcinish, 2003, Booth, Lin, Martikainen, and Tse, 2002, Smith, Turnbull, and White, 2001, Madhavan and Cheng, 1997). For example, Rose (2014) finds higher shares of trades executed by dealers (or ‘upstairs’ trades) correspond to lower average effective spreads, while the upstairs trades are less predictive of price changes than those on the limit order book.

Table 1 – Asset Types and Primary Trading Method in the US

Primarily OTC Traded	Primarily Exchange Traded
Corporate bonds (Biais and Green, 2007)	Listed equities (Tuttle, 2014)
Municipal bonds (Biais and Green, 2007)	Equity options
Government bonds (Mizrach and Neely, 2008a)	(Nybo, Sears, and Wade, 2014)
Credit default swaps (Riggs et al., 2018)	Government bond futures (Mizrach and Neely, 2008a)
Interest rate swaps (Nagel, 2016)	Exchange traded funds (Stafford, 2016)
Repos (Han and Nikolaou, 2016)	
Foreign exchange (Rime and Schrimpf, 2013)	

The OTC market share is declining in adverse selection risk μ as the speculators are less likely to be cream-skimmed into the OTC market. Table 1 separates asset types into ones primarily traded over-the-counter versus assets mostly traded on exchanges. Our prediction can explain three broad patterns observed in the table. First, fixed income assets are expected to attract less informed trading than equities,¹⁶ and it is the fixed income assets that are mostly traded over-the-counter. Second, government bonds are primarily OTC traded whereas their

¹⁶ By design, fixed income assets have less volatile prices than equities. Since speculators profit on the difference between current and future prices, we expect more informed trading in equities. For instance, stock prices are informative about prices of credit default swaps prices but not vice versa (Hilscher, Pollet, and Wilson, 2015).

futures contracts are mostly traded on exchanges. Consistent with our model, speculators of government bonds seem to mainly trade futures rather than the bonds themselves: Futures prices explain about 70% of prices changes in 10-year maturity US treasuries (Mizrach and Neely, 2008b), Canadian government bonds (Campbell and Hendry, 2007) and the German bund (Upper and Werner, 2002).¹⁷ Third, a smaller proportion of US exchange-listed equities are traded over-the-counter (17% by dollar volume; Tuttle, 2014) than their options (42%; Nybo et al., 2014). Empirical evidence is consistent with lower adverse selection risk μ in options. Equity prices predict options prices, not the reverse, despite the greater trade volumes in options (Muravyev, Pearson, and Paul Broussard, 2013, Chakravarty, Gulen, and Mayhew, 2004).¹⁸

2.3.2 Testing an empirical prediction

Proposition 2 states that the exchange market share V_e/V and its spread s_e are both increasing in the adverse selection risk μ . Hence our model predicts a positive correlation between V_e/V and s_e : the exchange has a higher market share when its spread is wider.

A common alternative explanation for OTC — that supply side frictions determine liquidity on exchanges — predicts the opposite. Supply side frictions, including asset complexity, nonstandardization or regulations, increase the cost of matching investors on centralized exchanges. Therefore the exchanges have smaller market share, and wider spreads, for assets with greater supply side frictions. This effect implies a negative correlation between the exchanges' market share and their spreads.

We use data on US exchange-listed stocks to estimate the correlation between the market share of exchanges and the spread on exchanges. First, we estimate the correlation between the market share and the spread without controls. Second, we reestimate the correlation with proxies for supply side frictions as controls.

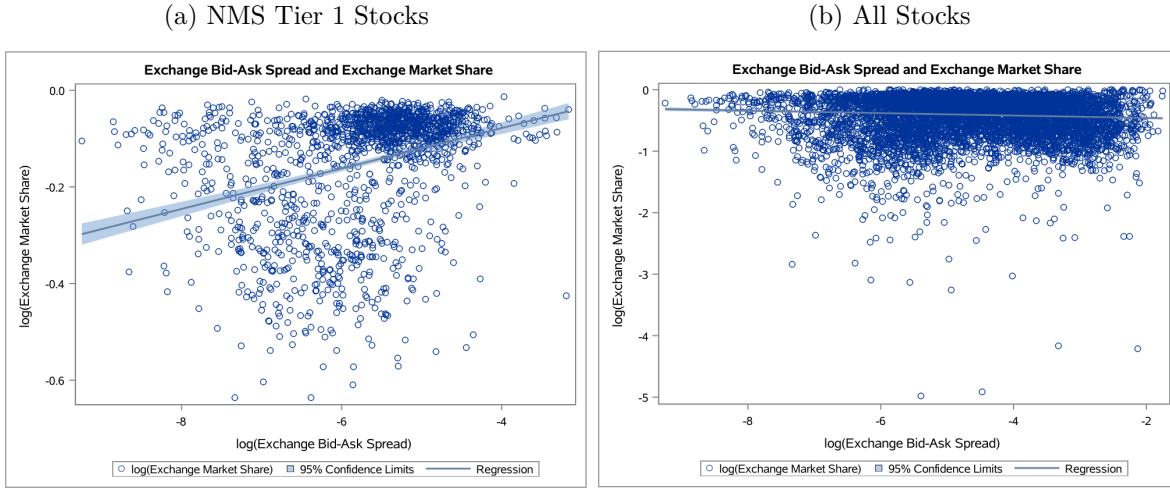
Figure 5 plots the logs of quoted bid-ask spreads on exchanges against the exchanges' share of total trade volume for US exchange-listed stocks. To create **Figure 5**, we combine

¹⁷ Most trading in government bonds and futures are concentrated at 10-year maturity. Mizrach and Neely (2008b), Campbell and Hendry (2007), and Upper and Werner (2002) estimate information shares of spot and futures prices using standard methods of Hasbrouck (1995) and Gonzalo and Granger (1995). Both methods yield similar results.

¹⁸ Muravyev et al. (2013) finds that 10% of price changes in US stocks and options first occur in stock prices, and (Chakravarty et al., 2004) reports 10 to 17% for the same figure (which vary across stocks).

TAQ quotes and trade data with non-Alternative Trading System (ATS) OTC volume data from Financial Industry Regulatory Agency (FINRA).¹⁹ Exchange market share is computed as 1 minus the ratio of non-ATS OTC trade volume to the total volume from the TAQ trade data. We compute the exchange bid-ask spread by taking the time-weighted average of quoted spreads from the TAQ quotes data for each day, then computing the equal-weighted average across days.²⁰ Chosen period is the week of April 16, 2018, the latest week for which FINRA's data was available at the time of analysis. Figure 5a shows the stocks classified as National Market System (NMS) Tier 1 stocks, a group of most frequently traded stocks. Figure 5b includes all stocks.

Figure 5 – Exchange Market Share and Bid-Ask Spreads of Listed Stocks (April 16 to 20, 2018)



Left: National Market System (NMS) Tier 1 stocks refers to the most traded US stocks. Right: all US exchange-listed stocks. Gray line plots the simple linear regression result. Region shaded light gray shows the 95% confidence interval around the linear fit.

From Figure 5a, the exchanges' market share and their spread are positively correlated for the liquid (NMS Tier 1) stocks, and negatively correlated across all stocks. Thus, our prediction is consistent for the liquid stocks, with the relationship being reversed once the less liquid stocks are included.

To disentangle the effects of supply side frictions from the adverse selection channel of our model, we regress the log of exchange market share on exchange bid-ask spread and a proxy

¹⁹ Alternative Trading Systems refer to dark pools, batch auction and limit order book markets that are not designated as exchanges by the US Securities and Exchange Commission. We use non-ATS volume since price discrimination by investor identity is impossible in ATSs. FINRA data used here is available publicly at <http://www.finra.org/industry/otc-transparency>.

²⁰ We drop the first and last 10 minutes of trading in each day to avoid the effects of trading day start and end anomalies.

Table 2 – Regression: Exchange Market Share on Exchange Bid-Ask Spread and Liquidity

Independent Variable	(1)	(2)	(3)
Intercept	-0.73421*** (0.01765)	-0.94188*** (0.02383)	-0.78563*** (0.02388)
log(Exchange Bid-Ask Spread)	0.02219*** (0.00353)	0.03458*** (0.00394)	0.00417 (0.00368)
log(Number of Trades)	0.05472*** (0.00179)		
log(Dollar Volume)		0.04332*** (0.00171)	
log(Volume)			0.03046*** (0.00183)

Dependent variable: log(Exchange Market Share). ***/*** denote significance at the 99%/95%/90% level.

of liquidity. [Table 2](#) presents the regression results for three proxies: (1) the total number of trades; (2) total dollar volume; and (3) total share volume. Consistent with our prediction, coefficient estimates for the exchange bid-ask spread are generally positive. Moreover, consistent with the adverse selection channel of our model being first order, the coefficient estimates for the spread are broadly in the same magnitude as the estimates for the liquidity proxies.

3 Welfare Analysis

Now we analyze how the OTC market and investor anonymity affect welfare and market quality. We measure welfare by the investors' total payoffs, and market quality by total trade volume and average bid-ask spread.

This section states three main results. First, having the OTC market may reduce welfare, yet raises volume and narrows the average spread. Second, the OTC market harms welfare when its market share is high. Third, reducing anonymity in the presence of the OTC market has the same qualitative effects as having the OTC market. The third result has implications for current policy debates, some of which we discuss in [Section 4](#).

3.1 Welfare and the average bid-ask spread

Welfare is the expected sum of all agents' payoffs. Competitive prices imply zero profit for the dealer and the market maker, and that the speculators' profit equals the hedgers' trading losses. Then welfare equals the total hedging benefit attained through trade. With the OTC

market, an investor who trades pays either the OTC spread s_o if she is a h-investor or the exchange spread s_e if she is a s-investor. Hence, welfare W is given by

$$W = \underbrace{(1 - \gamma) \int_{s_e}^1 s \, ds}_{\text{From h-investors}} + \underbrace{\gamma \int_{s_o}^1 s \, ds}_{\text{From s-investors}},$$

which simplifies to

$$W = \frac{1}{2} [1 - \gamma s_o^2 - (1 - \gamma) s_e^2]. \quad (8)$$

Without the OTC market, every investor is offered the same spread $\hat{s}_e$, and welfare $\hat{W}$ equals

$$\hat{W} = \frac{1}{2} [1 - \hat{s}_e^2]. \quad (9)$$

Average spread is the trade volume-weighted mean of spreads. The average spread $\hat{s}$ without the OTC market is trivially $\hat{s}_e$, while the average spread $\bar{s}$ with the OTC market is the volume-weighted mean of s_o and s_e :

$$\bar{s} = \frac{V_e}{V} s_e + \frac{V_o}{V} s_o. \quad (10)$$

A rise in total volume is equivalent to a decrease in the average spread. Due to competitive price setting, total revenue from investors must equal total loss imposed by them:

$$\underbrace{V \cdot \bar{s}}_{\text{Total Revenue}} = \underbrace{\mu \cdot (2\alpha - 1)}_{\text{Total Loss}}, \quad (11)$$

implying that the average spread is decreasing in total volume. In subsequent sections, we write ‘total volume increases’ and ‘the average spread decreases’ interchangeably.

3.2 Effects of having the OTC market

The following proposition compares the equilibria with the OTC market ([Theorem 1](#)) to the one without ([Theorem 2](#)). We say ‘having the OTC market increases welfare’ if welfare W with the OTC market is larger than $\hat{W}$ without. Analogously, having the OTC market decreases average spread (total volume) if $\bar{s}$ (V) is below $\hat{s}$ ($\hat{V}$).

Proposition 3 (Cheap substitution). *Fix $\{\alpha, \theta, \gamma\}$. There exists $\mu^* > 0$ such that having the OTC market:*

1. *decreases welfare if $\mu \leq \mu^*$ and increases welfare if $\mu > \mu^*$; and*
2. *increases total volume and decreases the average spread.*

Figure 6 illustrates Proposition 3 numerically, when $\alpha = 0.9$ and $\theta = \gamma = 0.6$. The figure plots the change in welfare, total volume and the average spread from introducing the OTC market for varying levels of adverse selection risk μ . Red dotted lines represent zero change: above a red line indicates a higher value with the OTC market than without. We observe that having the OTC market increases total volume and reduces the average spread, while it increases welfare only at high μ .

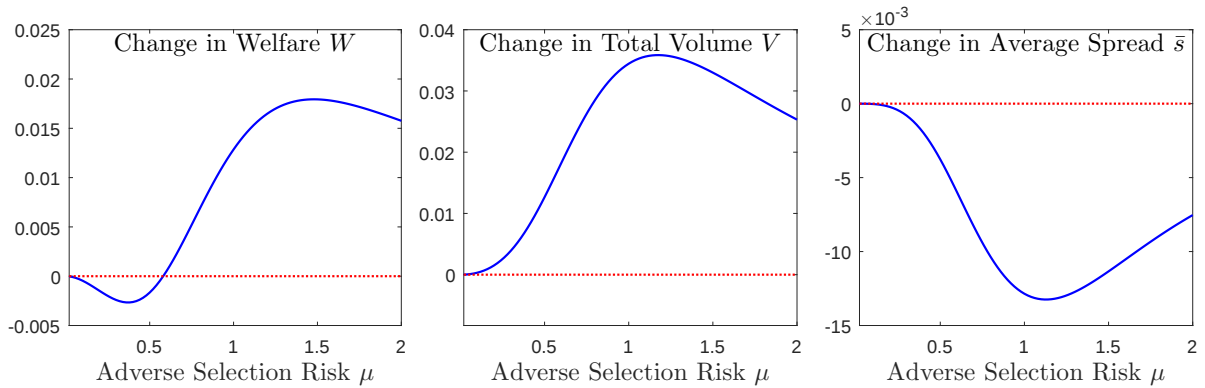


Figure 6 – Effects of Having the OTC market

Proposition 3 states that the OTC market can harm welfare yet increase total volume. This is because volume and average spreads weights trades equally, but welfare depends on the hedging benefits that each trade attains. Having the OTC market narrows the spread for the h-investors which induces hedgers, called *entrants*, who otherwise would *not* trade to do so. Meanwhile, the s-investors are offered a wider spread such that some hedgers, called *exitors*, do not trade though they *would* without the OTC market. The total volume increases whenever the entrants outnumber the exitors. However, the exitors have individually larger hedging benefits than the entrants: in terms of the hedging benefit, the entrants make *cheap substitutes* for the exitors, meaning welfare can decline even if there are more entrants. Figure 7 illustrates why the entrants are cheap substitutes.

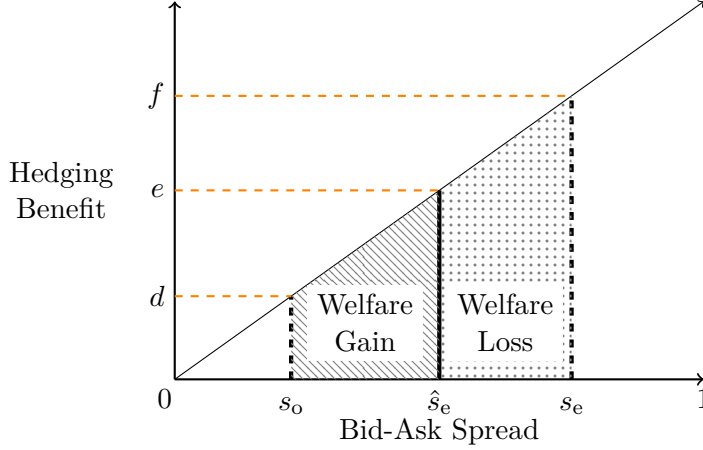


Figure 7 – Cheap Substitution

On the vertical axis is the hedging benefits and on the horizontal axis is the spread. The diagonal line marks the hedging benefit of the marginal hedger who trades given that spread. For example, at the spread $\hat{s}_e$, the marginal hedger has a hedging benefit of e .

All investors face the spread $\hat{s}_e$ without the OTC market, so the marginal hedger who trades has a hedging benefit equal to e in Figure 7. Having the OTC market means the h-investors receive a lower spread $s_0 < \hat{s}_e$ and the s-investors get a higher spread $s_e > \hat{s}_e$; therefore, the marginal hedger has a hedging benefit of d if she is a h-investor, or f if she is a s-investor. Because d is lower than f , the entrants trade only at spreads below $\hat{s}_e$ while the exiters would trade even at $\hat{s}_e$. Thus, each entrant's hedging benefit must be smaller than the exiters' benefits, such that the entrants are cheap substitutes for the exiters.

Having the OTC market harms welfare when adverse selection risk μ is low and improves welfare when μ is high. When adverse selection risk is low, the spread $\hat{s}_e$ is low without the OTC market, which leaves little scope for the h-investors' spread to fall but large scope for the s-investors' spread to widen. The left diagram in Figure 8 illustrates this intuition. Conversely, $\hat{s}_e$ is high if μ is high, so the potential price improvement for the h-investors is large while the s-investors' spread cannot be much wider. This intuition is shown on the right diagram, in which a red vertical line marks the largest possible competitive spread.²¹ Moreover, having the OTC market increases total volume since, proportionally, more hedgers receive a reduced spread than the speculators.

²¹ The largest possible competitive spread is $[2\alpha - 1]$. As the dealer expects a loss of $[2\alpha - 1]$ on each trade with a speculator, the limit of competitive spreads when μ becomes unboundly large is $[2\alpha - 1]$.

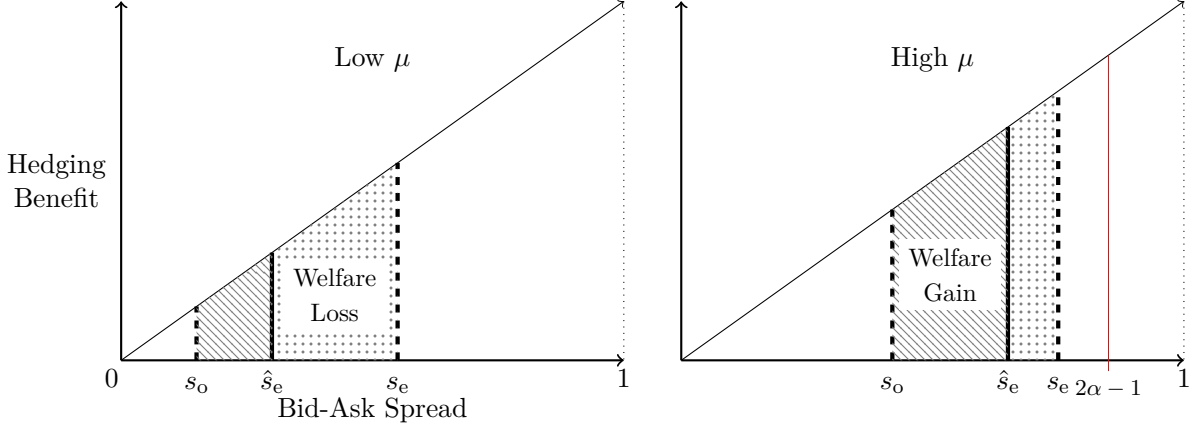


Figure 8 – Welfare Effects of Having the OTC market

In each triangle, on the vertical axis is the hedging benefits and on the horizontal axis is the spread. The diagonal line marks the hedging benefit of the marginal hedger who trades given that spread. For example, at the spread $\hat{s}_e$, the marginal hedger has a hedging benefit of e .

Determining the level of adverse selection risk is difficult in practice. By contrast, calculating the OTC market share V_o/V using regulatory data is easy, as trade reports must state whether the trade was executed over-the-counter.²² The next proposition gives a condition on V_o/V for having the OTC market to increase welfare.

Proposition 4. *Fix $\{\alpha, \theta, \gamma\}$. There exists $v_o^* > 0$ such that having the OTC market decreases welfare if OTC market share $V_o/V > v_o^*$, and increases welfare if $V_o/V < v_o^*$.*

The OTC market improves welfare only if the OTC market share V_o/V is low. That the speculators are less likely to be cream-skimmed into the OTC market implies V_o/V is high when adverse selection risk μ is low, which is when having the OTC market harms welfare. An implication is that closing the OTC market for assets mostly traded over-the-counter, and keeping it for assets mostly traded on exchanges, would improve welfare. Referring to Table 1, closing the OTC market for swaps is consistent with increasing welfare, whereas doing so for listed equities is not consistent with welfare improvement.

Equilibrium outcome that the speculators always trade does not drive our results. Appendix A shows our results still hold when the speculators' demand is arbitrarily elastic with

²² In the US, FINRA maintains the OTC Reporting Facility (ORF) that records off-exchange trades of exchange-listed equities. European Market Infrastructure Regulation (EMIR) requires trade reports to state if the trade was executed over-the-counter.

respect to their spreads. Our results hold as they only require that the equilibrium spreads increase whenever the ex ante share of investors who are speculators increases. Even with elastic speculator demand, a higher ex ante share of speculators raises adverse selection risk, and therefore the equilibrium spreads.

3.3 Effects of reducing investor anonymity

Investor anonymity impedes dealers' ability to accurately discern speculators from hedgers. The model captures this aspect of anonymity by imperfect informativeness of investors' labels. Changes that increase public disclosures (e.g., mutual fund disclosure rules) or sharing of private information (e.g., blockchain adoption) reduces investor anonymity. Less investor anonymity is represented here as an increase in the informativeness of investors' labels or, equivalently, an increase in $\{\theta, \gamma\}$. Below, without loss of generality, we focus on θ .

Proposition 5. *Fix $\{\alpha, \gamma\}$. With the OTC market, there exists $\mu^*(\theta) > 0$ such that, when θ increases:*

1. *the OTC spread decreases and the exchange spread increases;*
2. *welfare decreases if $\mu < \mu^*(\theta)$ and increases if $\mu > \mu^*(\theta)$; and*
3. *total volume increases and the average spread decreases.*

Reducing anonymity has analogous effects on welfare and market quality as introducing the OTC market. Less anonymity can reduce welfare while increasing total volume; specifically, it harms welfare when adverse selection risk μ is low, and always increases total volume. As anonymity declines, the h-investors' spreads improve and the s-investors' spreads worsen. These are also the effects from having the OTC market, and the subsequent intuitions are the same. In the following section, we examine current policy debates using [Proposition 5](#).

4 Policy Implications

We now apply our model to a few real-world examples. These examples refer to different kinds of assets, characterized (in our context) by adverse selection risk μ and the information parameters $\{\theta, \gamma\}$.

Assets with high μ are those traded mainly for speculative reasons, and whose trades are informative (such as stocks, commodities, foreign exchange). We associate low μ to assets primarily traded for hedging, and whose trades are uninformative (such as swaps, corporate bonds). To be precise, μ captures an asset’s inherent attractiveness to speculators. For example, equities values are typically more volatile than the values of fixed income assets, making the former more attractive to speculators.

Parameters $\{\theta, \gamma\}$ set the informativeness of investors’ labels. When θ or γ increases, the dealer more accurately separates the hedgers from the speculators. An increase in θ or γ can be a consequence of investor disclosure requirements, a reduction in investor anonymity, and other changes that give more investor-specific information to dealers.

4.1 Regulatory trend towards eliminating OTC markets

Regulators in the United States, Japan and the European Union are seeking to push over-the-counter trading onto exchanges. The results of [Proposition 3](#) imply that the regulator’s aim is consistent with improving welfare only for assets mostly traded to hedge. In the US, the Dodd-Frank Act requires most swaps to be electronically traded on Swaps Execution Facilities (SEFs). The SEFs must offer the option of trading on a limit order book. Regulators in Japan adopted similar regulations.²³ In the EU, MiFID II seeks to move the trading of nearly all securities onto exchanges, beginning with publicly listed equities. MiFID II, for instance, forces OTC dealers to publicly post binding quotes for equities that they are willing to trade ([Strachan, 2014](#)).

Swaps are predominantly traded for risk management (e.g., by insurance companies), whereas equities are traded primarily to speculate. Therefore, the Dodd-Frank Act is consistent with welfare improvement while MiFID II is not, as modeled in this paper.

4.2 Name give up in the swaps market

Most swaps trades — from over 80% for index credit default swaps (CDSs) to 45% for single-name CDSs²⁴ — are executed on SEFs that offer two trading methods: request-for-quote

²³ [Duffie \(2017\)](#) provides a overview of post-recession regulatory trends in financial markets. Swaps mandates in Dodd-Frank Act and corresponding regulations in Japan are discussed in [Duffie \(2017, Sec. 1.17\)](#).

²⁴ [Nagel \(2016, p. 9\)](#) summarizes the state of electronic trading in credit derivatives markets.

(RFQ); and all-to-all (A2A) trading. Figure 9 provides the market shares of electronic platforms for certain credit derivatives.

Figure 9 – Share of trades executed electronically for select assets

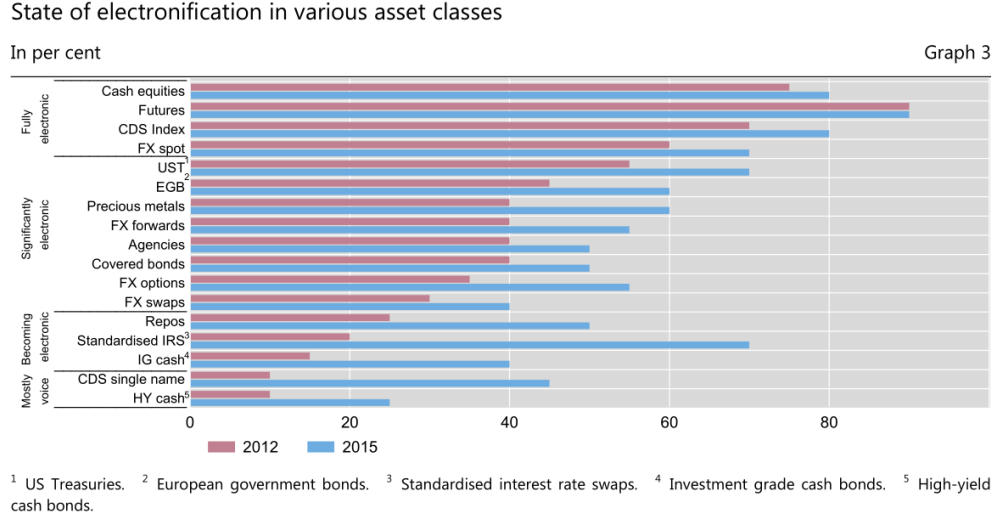


Figure taken from Nagel (2016).

The RFQ replicates traditional OTC markets, and requires an investor to (non-anonymously) request prices from dealers before she can trade. All-to-all trading occurs on limit order book venues, where trading is anonymous and prices are posted publicly. Speculation is rare in the swaps market (Hilscher et al., 2015, Augustin, Subrahmanyam, Tang, and Wang, 2014), implying a low adverse selection risk μ .

The swaps market practices name give-up (NGU), a trading platform rule that requires counterparties in an A2A trade to reveal their identities to each other post-trade. As the same dealers provide much of the liquidity for both OTC and A2A segments of the swaps market, NGU increases the OTC dealers' knowledge about swaps investors' past trades, such that banning NGU corresponds to a decrease in θ or γ .

Dealers and swaps trading platforms insist on maintaining name give up (NGU) whereas buy-side firms strongly oppose the practice.²⁵ Dealers claim NGU reduces their risk as it provides information about the dealers' on-exchange trades. In addition, dealers claim eliminating NGU would discourage dealers from liquidity provision due to increased risk. Buy-side firms

²⁵ Buy-side firms requested the US Commodity Futures Trading Commission (CFTC) to ban NGU in 2014. CFTC declined to take action in 2015, then a group of buy-side firms sued leading swaps platforms, citing NGU as one of grievances. This lawsuit was settled out of court in 2016. Managed Funds Association (2015) summarizes positions for and against NGU.

claim NGU impinges on their privacy, and suggests that NGU makes swaps exchanges less attractive, undermining them.

Abolishing name give up increases the anonymity of swaps investors, which corresponds to a decrease in θ or γ . Given low OTC market share in swaps, eliminating NGU is predicted to increase welfare, decrease total volume, and widen average spread. Specifically, spreads on swaps exchanges are predicted to decline while the OTC spreads are expected to increase. Our results reconcile dealers' claim that abolishing NGU will harm liquidity with buy-side firms' claim that NGU undermines swaps exchanges.

4.3 Implementation of the blockchain

A blockchain is an electronic recordkeeping procedure that broadcasts every transaction across a network. Each member of a blockchain network maintains a ledger of all trades.²⁶ These ledgers are periodically reconciled with one another by a public algorithm. Blockchains use transparency to generate trust in the transactions record. Even if an attempt to manipulate the record succeeds, members of the blockchain network learn that the manipulation has occurred. Thus, non-anonymity is a fundamental element of blockchains. The Depository Trust & Clearing Corporation (DTCC) is planning to transfer its Trade Information Warehouse (TIW) onto a blockchain network.²⁷ The TIW is the main recordkeeping database for credit derivatives, including swaps. To protect privacy, DTCC's plans to include only select dealer banks in TIW's blockchain network, sharing the trade records of credit derivatives investors only to those banks.

Providing investors' trading histories to dealers is a reduction in investor anonymity, which corresponds to an increase in θ or γ . Our model then predicts that implementing the new repository would reduce OTC spreads, and raise spreads on exchanges, for CDS and repos. As these assets are mostly traded over-the-counter, we further predict that the new repository would reduce welfare, increase total volume, and reduce the average spread ([Proposition 5](#)).

Other plans to apply blockchains typically focus on mainly OTC traded assets, markets in which potential cost savings from automation are larger.²⁸ We provide an information-based

²⁶ Malinova and Park (2016), Khapko and Zoican (2016) describes blockchains in more detail.

²⁷ Irrera (2017) provide an overview of DTCC's blockchain projects.

²⁸ Edelen (2016), Johnson (2016) describe ongoing blockchain projects in the financial industry.

reason why adopting the blockchain for such assets may reduce welfare.

4.4 The equities market

Over-the-counter trading of equities occur on the ‘upstairs’ market, which executes 18% of share volume (worth \$195 billion) in US exchange-listed stocks (Tuttle, 2014). Several stock exchanges maintain upstairs venues (for example, Nasdaq, LSE, TSX, Paris Bourse), where institutional investors can trade over-the-counter with dealers. Outside exchanges, investors may request quotes directly from broker-dealers. Though the upstairs market is usually described as a market for large block trades, block trades actually comprise a small proportion of trades upstairs. In the US, less than 2.53% of trades upstairs are for the traditional block size of 10,000 shares or greater, and the average size of trades upstairs is 368 shares against 232 shares for non-upstairs trades (Tuttle, 2013, 2014). Alternative to trading upstairs include major exchanges (limit order book venues) and Alternative Trading Systems (ATSs). The ATSs include smaller limit order book venues, brokers matching the orders of their clients, and dark pools where orders are hidden.²⁹ The upstairs market corresponds to the model’s OTC market, while the equities exchanges and ATSs is represented by the model’s exchange. Equities trades tend to be speculative (Kilian and Murphy, 2014, Cheng and Xiong, 2014), so adverse selection risk μ is high.

4.5 Investment fund disclosure rules

Most financial assets are traded by investment funds, which face many disclosure rules.³⁰ The investment funds include index funds that replicate equities market indices (such as, S&P500), fixed income funds that trade debt instruments (such as bonds), and hedge funds. Disclosure rules have focused on mutual funds, which must periodically disclose their portfolio composition and strategies in most jurisdictions. Recent updates to US regulations have forced the mutual funds to be more precise in their strategy disclosures (SEC, 2014). From 2013, the EU and Australia requires hedge funds to publicly disclose their leverage and trades related to risk

²⁹ Dark pools match buy and sell orders at prices determined by the best bid and ask on exchanges. Zhu (2014), Buti et al. (2017), Brolley (2016) provide institutional details of dark pools.

³⁰ Investment funds refer to any firms that invest clients’ capital, then charge commission and fees on resulting returns.

management.³¹ More stringent disclosure requirements imply an increase in θ or γ .

Investment disclosure rules increase investor-specific information available to dealers, represented by an increase in θ and γ . For example, forcing mutual funds to release more precise summaries of their strategies (e.g., US SEC’s 2014 disclosure guidance) reduces noise in the public perception of the funds’ true strategies. Similarly, rules requiring hedge funds to publicly disclose leverage and risk management practices (e.g., EU AIFMD, Australia’s Regulatory Guide 240), helps to separate hedge funds that rarely hedge apart from those that often do. Empirical evidence suggests such disclosures by investment funds are informative.³² Then we expect fund disclosure rules to reduce the spreads over-the-counter and raise spreads on exchanges for assets frequently traded by investment funds. Further, as trades by investment funds comprise a larger proportion of trades for an asset, the increase in θ and γ from disclosure rules would be higher. Thus, we predict that the effect of fund disclosure rules on spreads will be larger for assets in which a higher share of trades are by the affected investment funds.

The welfare consequences of fund disclosure rules would also vary by asset. If a disclosure rule targets funds that tend to trade equities (e.g., index mutual funds), we expect welfare to improve (**Proposition 5**). But we expect welfare to decrease if the rule targets funds that trade mostly OTC assets, such as swaps.

5 Robustness

In this section, we emphasize the generality of cream-skimming. To do so, we generalize the model of **Section 2** (the main model) to an arbitrary partition of investors, noninfinitesimal cost $\epsilon > 0$ to trade over-the-counter, and hedging benefits drawn from any distribution that meets mild conditions.

³¹ Relevant regulations are the Alternative Investment Fund Managers Directive (AIFMD) in the EU, and Regulatory Guide 240 in Australia (both came into force in 2013). [Easley, O’Hara, and Yang \(2014\)](#) discusses hedge fund regulations in the US (which does not require public disclosures).

³² [Agarwal, Mullally, Tang, and Yang \(2015\)](#) shows more frequent mutual fund disclosures reduced the returns of more informed funds. [Brown, Goetzmann, Liang, and Schwarz \(2008\)](#) finds that a temporary hedge fund disclosure rule reduced information asymmetry between small and large investors.

5.1 Cream-skimming with arbitrary partitions of investors

We now define the N -Label Model. The model generalizes the distribution of hedging benefits to any distribution F that satisfies some regularity conditions that the cdf and pdf of F be differentiable, and that the pdf be not too steep.

Definition 1. The N -Label Model is the model of [Section 2](#) altered in three ways:

1. hedging benefits $\{b_i\} \stackrel{iid}{\sim} F$, where distribution F satisfies [Assumption C.3.1](#);
2. each investor has one of $N \geq 2$ labels; and
3. cost of click ϵ can be any positive number.

We index the N labels by $n \in \{1, \dots, N\}$. Label n consists of mass θ_n of speculators and γ_n of hedgers. The labels are ascendingly ordered in the proportion θ_n/γ_n of speculators with each label, such that $n' > n$ implies $\theta_{n'}/\gamma_{n'} > \theta_n/\gamma_n$.

Proposition 6. *We let $N^*(\epsilon) < N$ be a positive integer-valued function as defined in [Appendix C.4](#). There exists a unique equilibrium of the N -Label Model in which every investor with label $n \leq N^*(\epsilon)$ only trades over-the-counter, and all other investors only trade on the exchange.*

[Proposition 6](#) states that, in the unique equilibrium of the N -Label Model, the OTC dealer cream-skims investors in the groups with the lowest adverse selection risk from the exchange. The equilibrium of [Proposition 6](#) is constructed iteratively. Start in the case where every investor trades on the exchange. Clearly, investors with label 1 (label 1 investors) have most to gain from deviating to the OTC market, as label 1 investors have the smallest adverse selection risk (and so are subsidizing investors of all other labels). If the cost ϵ to access the OTC market is not too high, label 1 investors trade in the OTC market instead. Among the investors who remain on the exchange, label 2 investors have most to gain from deviating and, if ϵ is not too high, they too rather trade in the OTC market. This process stops once even investors with the most to gain finds ϵ too high for a profitable deviation. Thus, investors of sufficiently good labels are cream-skimmed to the OTC market, while the rest stay on the exchange.

The N -Label Model subsumes numerous extensions of action sets, information structure and dynamics in the baseline model. For example, an extension in which investors choose from $X \geq 1$ ordersizes is equivalent to the N -Label Model with $N = 2X$. If, in addition, investors can make one of Y types of public disclosures, we get $N = 2XY$. Similarly, the dealer may partition investors by their trading histories: Investors who imposed more losses on the dealer in the past are more likely to impose losses in the future. This example is examined in the next section.

5.2 Example: Learning investors' trading motives over time

A competitive dealer and an investor trades an asset on T occasions, indexed by $t \in \{1, \dots, T\}$. The asset pays a cashflow $\tilde{v}_t$ of 1 or -1 at the end of each period. The investor is a speculator with probability $\mu/(1 + \mu)$ or a hedger with complementary probability $1/(1 + \mu)$. Each t , a speculator buys if the realized cashflow v_t is 1 and sells if $v_t = -1$. A hedger buys or sells with equal probability. Suppose the investor earned a profit in τ of T occasions. As a speculator always makes a profit, $\tau < T$ implies the investor is a hedger. Otherwise, the investor is a speculator with probability $\mu/(\mu + 2^{-T})$. Define the probability that the investor is a speculator by $\beta_{\tau, T}$:

$$\beta_{\tau, T} = \begin{cases} 0 & , \text{ if } \tau < T \\ \frac{\mu}{\mu + \frac{1}{2^T}} & , \text{ otherwise.} \end{cases}$$

If this investor is the one with whom the dealer has traded most often, the dealer partitions investors into $T + 1$ groups: investors who made a loss in a trade; and investors who traded with the dealer in $\tau \in \{1, \dots, T\}$ occasions and made a profit on each occasion. Mapping this partition into the N -Label Model, $N = T + 1$ and

$$\left\{ \frac{\theta_1}{\gamma_1}, \frac{\theta_2}{\gamma_2}, \dots, \frac{\theta_{T+1}}{\gamma_{T+1}} \right\} = \{0, \beta_{1,1}, \dots, \beta_{T,T}\}.$$

Appendix

A Speculators with Elastic Aggregate Demand

In this appendix, we extend the model of [Section 2](#) to make the speculators' aggregate demand elastic with respect to spreads (as is the hedgers' demand). Our analyses show that a variant of [Proposition 3](#) holds with this extension.

The model is altered in two ways. First, speculators are assigned types $\{\alpha_i\}$, where $\alpha_i \stackrel{iid}{\sim} \mathbb{U}[0, 1/\eta]$, $\eta \geq 1$. A speculator trades only if her type α_i is larger than her smallest half spread. Thus, now the speculators' equilibrium trading strategies are similar to those of the hedgers. The types $\{\alpha_i\}$ represent differences in, for example, information acquisition costs or risk aversion among the speculators. Second, the speculators' signal precision α is set to one. This change simplifies the model without loss of generality.

Parameter η determines the elasticity of the speculators' demand. Given a spread, the proportion of speculators who trade is decreasing in η . As η approaches infinity, this proportion becomes arbitrarily close to zero for any positive spread.

Theorem A.0.1. *With the OTC market, there exists a unique equilibrium. In equilibrium:*

1. *s-investors only trade on the exchange and h-investors only trade in the OTC market;*
2. *a speculator buys (sells) if her signal equals 1 (−1), and her type is less than her lowest spread;*
3. *a hedger buys (sells) if she is a buyer (seller) and her hedging benefit is greater than her lowest spread;*
4. *the dealer believes that a s-investor who requests a quote is a speculator with probability greater than $\theta\mu/(1 - \gamma)$; and*
5. *prices are characterized by the spread s_o in the OTC market and s_e on the exchange, where*

$$s_o = \frac{\frac{(1-\theta)\mu}{\gamma}}{1 + \frac{(1-\theta)\mu}{\gamma}\eta} \quad \text{and} \quad s_e = \frac{\frac{\theta\mu}{1-\gamma}}{1 + \frac{\theta\mu}{1-\gamma}\eta}.$$

Theorem A.0.2. *Without the OTC market, there exists a unique equilibrium. In equilibrium:*

1. *a speculator buys (sells) if (i) her signal equals 1 (−1), and (ii) her type is less than her lowest spread;*
2. *a hedger buys (sells) if she is a buyer (seller) and her hedging benefit is greater than her lowest spread;*
3. *prices are characterized by the spread $\hat{s}_e$ on the exchange, where*

$$\hat{s}_e = \frac{\mu}{1 + \mu\eta}.$$

Proposition A.0.1. Fix $\{\eta, \theta, \gamma\}$. There exists μ^{**} such that having the OTC market:

1. decreases welfare if $\mu \leq \mu^{**}$ and increases welfare if $\mu > \mu^{**}$; and
2. does not change the total trade volume or the average bid-ask spread.

Theorems A.0.1 and A.0.2 are proved in the same way as Theorems 1 and 2 (in Appendices B.1 and B.2), and Appendix C.5 gives the proof of Proposition A.0.1.

From Proposition A.0.1, having the OTC market (i) can harm welfare while total volume and average spread are unchanged, and (ii) harms welfare when most investors are hedgers. These results are analogous to those of Proposition 3 and so are the associated intuitions. The welfare results in Proposition 3 hold as they only require that the equilibrium spreads increase when the ex ante share of investors who are speculators increases. Whether the speculators' demands are elastic or not does not affect this relationship between equilibrium spreads and ex ante share of speculators.

B Proofs of Equilibrium

B.1 Proof of Proposition 1

We proceed as follows. Lemma B.1.1 puts a bounds on prices, and Corollary B.1.1 provides investors' trading strategies. Lemma B.1.3 establishes a rule for determining equilibrium spreads. With these results, Lemmas B.1.2 and B.1.4 show that no equilibrium violates Proposition 1. To complete the proof, Lemma B.1.5 shows there exists an equilibrium that satisfies Proposition 1.

Lemma B.1.1. Denote hedger i 's lowest ask price by ask_i and her highest bid price by bid_i . Then, $(2\alpha - 1) \leq ask_i \leq 0$ and $-(2\alpha - 1) \leq bid_i \leq 0$.

Proof. A speculator who receives the signal $q_i = 1$ expects the payoffs

$$\begin{cases} 2\alpha - 1 - ask_i & , \text{ if } i \text{ buys} \\ bid_i - (2\alpha - 1) & , \text{ if } i \text{ sells} \end{cases}$$

and, if $q_i = -1$, the payoffs are

$$\begin{cases} -(2\alpha - 1) - ask_i & , \text{ if } i \text{ buys} \\ bid_i + 2\alpha - 1 & , \text{ if } i \text{ sells} \end{cases}.$$

A hedger who is a buyer expects the payoff $b_i - ask_i$ if she buys and bid_i if she sells, while a seller expects the payoff $-ask_i$ if she buys and $b_i + bid_i$ if she sells.

If $bid_i > 0$, an hedger sells with probability $\frac{1+ask_i+bid_i}{2}$ (all sellers and buyers with $b_i - ask_i < bid_i$) and a speculator sells if her signal $q_i = -1$ (if $bid_i > 2(2\alpha - 1) - ask_i > 0$, the speculator always sells). Then the expected payoff from selling to an investor is at most $-bid_i < 0$, so $bid_i \leq 0$. An analogous argument gives $ask_i \geq 0$.

When $bid_i < -(2\alpha - 1)$, a speculator never sells then competitive prices imply $bid_i = 0$, a contradiction. A symmetric argument yields $ask_i \leq 2\alpha - 1$. $\square$

Corollary B.1.1. *A hedger buys if $b_i \leq ask_i$ and she is a buyer, and sells if $b_i \geq bid_i$ and she is a seller. A speculator buys if $q_i = 1$ and sells if $q_i = -1$.*

Proof. **Lemma B.1.1** and inspection of investors' payoffs in the proof of **Lemma B.1.1** gives the desired result. $\square$

Lemma B.1.2. *If an ℓ -investor $\ell \in \{s, h\}$ trades in a market, ℓ -investors only trade in that market.*

Proof. Given ℓ , there are four cases to rule out as supportable in equilibrium.

- (i) $bid_e = bid_o$ and some ℓ -investors sell in each market;
- (ii) $ask_e = ask_o$ and some ℓ -investors buy in each market;
- (iii) $bid_e > bid_o$, $ask_e > ask_o$, a positive mass of ℓ -investors sell on the exchange and buy OTC, and no other ℓ -investors trade; and
- (iv) $bid_e < bid_o$, $ask_e < ask_o$, a positive mass of ℓ -investors buy on the exchange and sell OTC, and no other ℓ -investors trade.

In case (i), the dealer can post the bid $bid_e < bid < bid_e + \epsilon$, attract all ℓ -investors who wants to sell, and earn a strictly positive profit. Case (ii) is ruled out analogously. In case (iii), every ℓ -investor who wants to buy does so over-the-counter. Then the dealer can post the ask $ask_o < ask < ask_o + \epsilon$ on the exchange, attract all ℓ -investors who wants to buy OTC, and earn a strictly positive profit. Cases (iv) is ruled out analogously. $\square$

Lemma B.1.3. *For investors who consist of a mass $\alpha_s \mu$ of speculators and a mass α_h of hedgers, competitive prices are uniquely characterized by:*

$$s\left(\frac{\alpha_s \mu}{\alpha_h}\right) := ask = -bid = \frac{1}{2} \left(1 + \frac{\alpha_s \mu}{\alpha_h} - \sqrt{\left(1 - \frac{\alpha_s \mu}{\alpha_h}\right)^2 + 8(1 - \alpha) \frac{\alpha_s \mu}{\alpha_h}} \right). \quad (\text{B.1.1})$$

Proof. Competitive price setting implies,

$$ask = \mathbb{E}[\tilde{v} | \text{buys}].$$

From **Corollary B.1.1**, a speculator buys only if $q_i = 1$ and a hedger buys with probability $\frac{1}{2}(1 - ask)$. Then, applying the Bayes' rule,

$$ask = \frac{(2\alpha - 1) \frac{\alpha_s}{\alpha_h} \mu}{\frac{\alpha_s}{\alpha_h} \mu + 1 - ask}$$

whose solutions are

$$\left\{ \frac{1}{2} \left(1 + \frac{\alpha_s \mu}{\alpha_h} \pm \sqrt{\left(1 - \frac{\alpha_s \mu}{\alpha_h} \right)^2 + 8(1 - \alpha) \frac{\alpha_s \mu}{\alpha_h}} \right) \right\}$$

If sign of the third term is a “+”, $ask \geq 1$ which contradicts [Lemma B.1.1](#). We check that if the sign is a “−”, $0 < ask \leq (2\alpha - 1)$. That $ask > 0$ is trivial, and $ask \leq (2\alpha - 1)$ if and only if

$$1 + \frac{\alpha_s \mu}{\alpha_h} - \sqrt{\left(1 - \frac{\alpha_s \mu}{\alpha_h} \right)^2 + 8(1 - \alpha) \frac{\alpha_s \mu}{\alpha_h}} \leq 2(2\alpha - 1).$$

Rearranging, squaring both sides and cancelling terms, we get:

$$4(2\alpha - 1)^2 \leq 4(2\alpha - 1)$$

which is true.

By symmetry, $ask = -bid$. □

Lemma B.1.4. *There is no equilibrium in which s-investors trade over-the-counter or h-investors trade on the exchange.*

The proof of [Lemma B.1.4](#) uses that an equilibrium strategy profile and beliefs (together an “assessment”) are consistent. An assessment A is consistent if there exists a sequence of assessments $\{A^n\}$ that converge to A , with the property that, for each A^n : (i) the strategy profile is completely mixed; and (ii) beliefs are derived from the Bayes’ rule ([Osborne and Rubinstein, 1994](#), Definition 224.2).

Now we show that an assessment, in which all investors only trade on the exchange, is not consistent. Perturb investors’ strategies by a small probability ε to make them completely mixed. Given this perturbation, a speculator buys with probability $[1 - \varepsilon]$ if $v = 1$ and with probability ε if $v = -1$, while a hedger buys with probability $[1 - \varepsilon]$ if she is a buyer and with probability ε if a seller. The Bayes’ rule implies

$$s_e = \frac{(1 - 2\varepsilon)(2\alpha - 1)\mu}{\mu + 1 - s_e}.$$

As ε approaches zero, s_e approaches $s(\mu)$ (defined in [\(B.1.1\)](#)).

The h-investors’ OTC spread s_o^h with perturbed strategies solves

$$s_o^h = \frac{(1 - 2\varepsilon)(2\alpha - 1)(1 - \theta)\mu}{(1 - \theta)\mu + (1 - s_o^h + 2\varepsilon^2 s_o^h)\gamma}$$

whose limit on the right-hand-side as ε approaches zero is $\frac{(1 - \theta)\mu}{(1 - \theta)\mu + (1 - s_o^h)\gamma}$. Then $s_o^h = s\left(\frac{(1 - \theta)\mu}{\gamma}\right)$, such that $s_o^h < s_e$ and the h-investors wish to deviate. For brevity, we do not repeat analogous steps in the following proofs.

Proof. Given [Lemma B.1.2](#), we only need to rule out three cases:

- (i) investors only trade on the exchange;
- (ii) investors only trade OTC; and
- (iii) s-investors only trade OTC, and h-investors only trade on the exchange.

We already showed case (i) is not consistent. Analogous steps show that case (ii) is not consistent. For case (iii), $s_o > s_e$, so the s-investors wish to deviate. $\square$

Lemma B.1.5. *There exists an equilibrium in which: s-investors do not request quotes and only trade on the exchange; and h-investors only trade over-the-counter.*

Proof. Consistent beliefs imply $s_o < s_e$, so the h-investors cannot profitably deviate. If s-investors who trade over-the-counter pays the $s_o^s = s_e$ but needed to pay ϵ to request a quote, so s-investors cannot profitably deviate. $\square$

B.2 Proofs of Theorems 1 and 2

Two lemmas in addition to Appendix B.1 prove Theorem 1. Lemma B.2.1 determines equilibrium bid-ask spreads s_e and s_o using Proposition 1 and Lemma B.1.3. Lemma B.2.2 provides the unique, consistent off-equilibrium beliefs. This equilibrium is unique as Corollary B.1.1 and Proposition 1 uniquely characterize investors' equilibrium strategy profile, while Lemmas B.2.1 and B.2.2 give the unique equilibrium prices and beliefs.

Lemma B.2.1. *In equilibrium, the OTC spread s_o and the exchange spread s_e are characterized by equation (1).*

Lemma B.2.1 follows immediately from Lemma B.1.3 and Proposition 1.

Lemma B.2.2. *In the off-equilibrium event that a s-investor requests a quote, the dealer believes this investor is randomly drawn from among all s-investors. The dealer quotes the spread $s_o^s = s_e$ to s-investors.*

Proof. Perturbing the strategy profile by probability ε , the likelihood of a s-investor being a speculator is

$$\frac{\varepsilon(2\alpha - 1)\theta\mu}{\varepsilon\theta\mu + \varepsilon(1 - \gamma)} = \frac{(2\alpha - 1)\theta\mu}{\theta\mu + 1 - \gamma}.$$

Thus, the OTC dealer solves

$$s_o^s = \frac{\theta\mu}{(2\alpha - 1)\theta\mu + (1 - \gamma)(1 - s_o^s)}$$

which is the same problem solved by the market maker on the exchange, so that $s_o^s = s_e$. $\square$

B.3 Proof of Proposition 2

Proof of Item 1, Proposition 2. Choosing $\beta \in \{\theta\mu/(1-\gamma), (1-\theta)\mu/\gamma\}$ appropriately, the derivative of $s \in \{s_e, s_o\}$ with respect to μ is

$$s'(\beta) = 1 + \frac{1 - \beta - 4(1 - \alpha)}{\sqrt{(1 - \beta)^2 + 8(1 - \alpha)\beta}}.$$

This derivative is strictly positive if and only if

$$1 > 2(1 - \alpha)$$

which is true whenever $\alpha < 1$. □

Proof of Items 2 and 3, Proposition 2. It is sufficient to show that V_e/V is strictly increasing in μ . The proportion V_e/V equals

$$\frac{V_e}{V} = \frac{(1 - \gamma)(1 - s_e) + \theta\mu}{1 - \gamma s_o - (1 - \gamma)s_e + \mu}.$$

Rearranging, we get

$$\frac{V_e}{V} = \frac{1}{1 + \frac{\gamma(1 - s_o) + (1 - \theta)\mu}{(1 - \gamma)(1 - s_e) + \theta\mu}}.$$

Define

$$G := \frac{\gamma(1 - s_o) + (1 - \theta)\mu}{(1 - \gamma)(1 - s_e) + \theta\mu}.$$

We only need to show that G is decreasing in μ . The derivative of G is negative if and only if

$$\frac{-\frac{\partial s_o}{\partial \mu} + \frac{1 - \theta}{\gamma}}{1 - s_o + \frac{(1 - \theta)\mu}{\gamma}} < \frac{-\frac{\partial s_e}{\partial \mu} + \frac{\theta}{1 - \gamma}}{1 - s_e + \frac{\theta\mu}{1 - \gamma}}. \quad (\text{B.3.1})$$

Notice that $\partial s_o/\partial \mu > \partial s_e/\partial \mu$ since $s(\beta)$ is strictly concave $s''(\beta) < 0$, and so $s'((1 - \theta)\mu/\gamma) > s'(\theta\mu/(1 - \gamma))$. As $\partial s_o/\partial \mu > \partial s_e/\partial \mu$ and $(1 - s_o) > (1 - s_e)$, condition (B.3.1) holds if

$$\frac{-\frac{\partial s_o}{\partial \mu} + \frac{1 - \theta}{\gamma}}{1 - s_o + \frac{(1 - \theta)\mu}{\gamma}} < \frac{-\frac{\partial s_o}{\partial \mu} + \frac{\theta}{1 - \gamma}}{1 - s_o + \frac{\theta\mu}{1 - \gamma}},$$

Rearranging, we get

$$-\mu \frac{\partial s_o}{\partial \mu} \left(\frac{\theta}{1 - \gamma} - \frac{1 - \theta}{\gamma} \right) < (1 - s_o) \left(\frac{\theta}{1 - \gamma} - \frac{1 - \theta}{\gamma} \right),$$

which is true since $(1 - \theta)/\gamma < \theta/(1 - \gamma)$. □

C Proofs of Welfare Analyses

C.1 Preliminaries

We provide some general results that are used in the subsequent proofs. In this appendix, we assume the hedgers' hedging benefits $\{b_i\}$ are drawn from a distribution F , with cdf $F(\cdot)$ and pdf $f(\cdot)$, and we consider the following fixed point problem: for $0 < \eta < 1$,

$$s = \frac{\eta\mu}{\mu + 1 - F(s)}. \quad (\text{C.1.1})$$

The solution $s(\mu)$ of (C.1.1) and F satisfy **Assumption C.1.1**.

Assumption C.1.1. For all $s \in [0, 1]$, $F(s)$ and $f(s)$ are continuously differentiable, and the solution $s(\mu)$ of (C.1.1) is continuously differentiable and strictly increasing.

Assumption C.1.1 implies two properties of $s(\mu)$:

1. $s(\mu)$ is a bijection; and
2. $s'(\mu) = \frac{1}{\mu'(s)}$.

The next lemma provides a sufficient condition for the welfare result of **Proposition 5**.

Definition C.1.1. A function $S(\mu)$ is (strictly) 'n'-shaped if there exists $\bar{\mu} > 0$ such that $S(\mu)$ is (strictly) increasing for all $\mu < \bar{\mu}$ and (strictly) decreasing for all $\mu > \bar{\mu}$.

Lemma C.1.1. Suppose $\theta' > \theta$, and define the functions

$$\begin{aligned} S(\mu) &:= s(\mu) s'(\mu) f(s(\mu)) \\ \Delta W &:= \gamma \int_{s\left(\frac{(1-\theta')\mu}{\gamma}\right)}^{s\left(\frac{(1-\theta)\mu}{\gamma}\right)} x f(x) dx - (1-\gamma) \int_{s\left(\frac{\theta\mu}{1-\gamma}\right)}^{s\left(\frac{\theta'\mu}{1-\gamma}\right)} x f(x) dx. \end{aligned}$$

If $S(\mu)$ is continuously differentiable and strictly 'n'-shaped, there exists $\hat{\mu}$ such that $\Delta W(\mu) < 0$ if $\mu < \hat{\mu}$ and $\Delta W(\mu) > 0$ if $\mu > \hat{\mu}$.

Proof. ΔW expands to

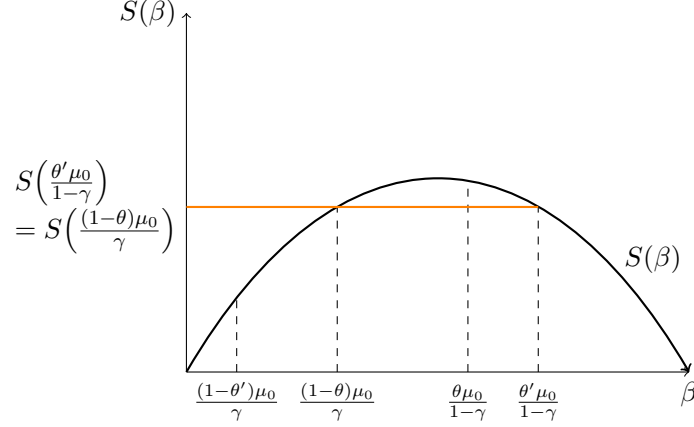
$$\gamma \int_{\frac{(1-\theta')\mu}{\gamma}}^{\frac{(1-\theta)\mu}{\gamma}} S(x) dx - (1-\gamma) \int_{\frac{\theta\mu}{1-\gamma}}^{\frac{\theta'\mu}{1-\gamma}} S(x) dx \quad (\text{C.1.2})$$

First, we show that there exists $\mu_0 > 0$ such that $\Delta W < 0$ if $\mu < \mu_0$. As S is continuous and 'n'-shaped, there is a unique $\mu_0 > 0$ that sets $S\left(\frac{\theta'\mu_0}{1-\gamma}\right) = S\left(\frac{(1-\theta)\mu_0}{\gamma}\right)$. **Figure C.1** illustrates the choice of μ_0 .

This choice of μ_0 implies $S(x)$ is strictly decreasing for $x \leq \frac{(1-\theta)\mu_0}{\gamma}$. Recall $\theta > 1-\gamma$, then $\frac{\theta'\mu_0}{1-\gamma} > \frac{(1-\theta)\mu_0}{\gamma}$. Hence, $S\left(\frac{\theta'\mu_0}{1-\gamma}\right) > S\left(\frac{(1-\theta)\mu_0}{\gamma}\right) > S\left(\frac{(1-\theta')\mu_0}{\gamma}\right)$. Given $x = \mu_0$, an upper bound on the first term of (C.1.2) is

$$S\left(\frac{(1-\theta)\mu_0}{\gamma}\right)(\theta' - \theta)\mu_0.$$

Figure C.1 – Choosing μ_0



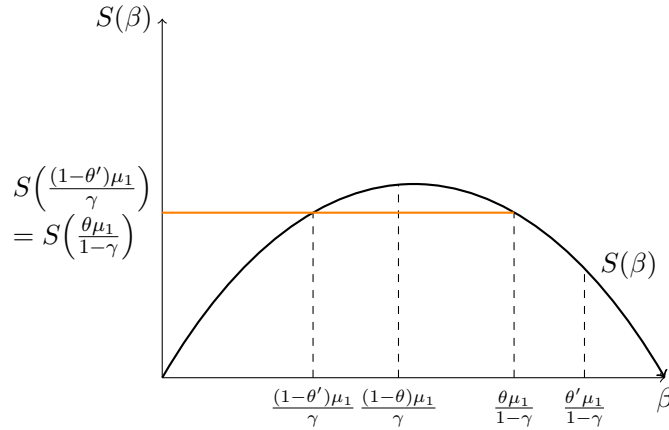
A lower bound on the second term is

$$S\left(\frac{\theta'\mu_0}{1-\gamma}\right)(\theta' - \theta)\mu_0,$$

which is equal to the first term's upper bound. The 'n'-shape assumption on S implies $S\left(\frac{\theta'\mu_0}{1-\gamma}\right) > S\left(\frac{(1-\theta)\mu_0}{\gamma}\right)$ for all $\mu < \mu_0$, so $\Delta W < 0$ if $\mu < \mu_0$.

Second, we show there is a $\mu_1 > 0$ such that $\Delta W > 0$ if $\mu > \mu_1$. By an argument symmetric to the one above, there exists $\mu_1 > 0$ that solves $S\left(\frac{(1-\theta')\mu_1}{\gamma}\right) = S\left(\frac{\theta\mu_1}{1-\gamma}\right)$. Then we construct bounds on the terms of (C.1.2) as above to show that $\Delta W > 0$ if $\mu > \mu_0$. Figure C.2 illustrates the choice of μ_1 .

Figure C.2 – Choosing μ_1



Third, we show that ΔW is strictly increasing in $\mu \in (\mu_0, \mu_1)$. If μ is in the interval (μ_0, μ_1) and increases by a small increment, the change in ΔW is proportional to

$$(1-\theta)S\left(\frac{(1-\theta)\mu}{\gamma}\right) - \theta'S\left(\frac{\theta'\mu}{1-\gamma}\right) + \theta S\left(\frac{\theta\mu}{1-\gamma}\right) - (1-\theta')S\left(\frac{(1-\theta')\mu}{\gamma}\right) \quad (\text{C.1.3})$$

We know

$$\begin{aligned} S\left(\frac{\theta'\mu}{1-\gamma}\right) &< S\left(\frac{\theta\mu}{1-\gamma}\right) \\ S\left(\frac{(1-\theta')\mu}{\gamma}\right) &< S\left(\frac{(1-\theta)\mu}{\gamma}\right) \\ S\left(\frac{\theta'\mu}{1-\gamma}\right) &< S\left(\frac{(1-\theta)\mu}{\gamma}\right), \end{aligned}$$

so a lower bound for the sum of the first and the last terms in (C.1.3) is:

$$(\theta' - \theta)S\left(\frac{(1-\theta)\mu}{\gamma}\right).$$

A lower bound for the sum of the second and the third terms is:

$$-(\theta' - \theta)S\left(\frac{\theta'\mu}{1-\gamma}\right)$$

and $S\left(\frac{(1-\theta)\mu}{\gamma}\right) > S\left(\frac{\theta'\mu}{1-\gamma}\right)$ such that ΔW must be strictly increasing in $\mu \in (\mu_0, \mu_1)$. Then $\hat{\mu}$ is unique. $\square$

The following lemma establishes a sufficient condition for the total volume and the average spread results of [Proposition 5](#).

Lemma C.1.2. *We set $\theta' > \theta$, and define the functions*

$$\begin{aligned} T(\mu) &:= s'(\mu)f(s(\mu)) \\ \Delta V &:= \gamma \int_{s\left(\frac{(1-\theta')\mu}{\gamma}\right)}^{s\left(\frac{(1-\theta)\mu}{\gamma}\right)} f(x) \, dx - (1-\gamma) \int_{s\left(\frac{\theta\mu}{1-\gamma}\right)}^{s\left(\frac{\theta'\mu}{1-\gamma}\right)} f(x) \, dx \end{aligned}$$

Assume $T(\mu)$ is continuously differentiable and strictly decreasing in μ . Then $\Delta V < 0$.

Proof. ΔV expands to

$$\gamma \int_{\frac{(1-\theta')\mu}{\gamma}}^{\frac{(1-\theta)\mu}{\gamma}} T(x) \, dx - (1-\gamma) \int_{\frac{\theta\mu}{1-\gamma}}^{\frac{\theta'\mu}{1-\gamma}} T(x) \, dx. \quad (\text{C.1.4})$$

As $T(x)$ is strictly decreasing, an upper bound of the first term in (C.1.4) is:

$$T\left(\frac{(1-\theta)\mu}{\gamma}\right)(\theta' - \theta)\mu$$

An upper bound for the second term is:

$$-T\left(\frac{\theta\mu}{1-\gamma}\right)(\theta' - \theta)\mu.$$

By assumption, $T\left(\frac{\theta\mu}{1-\gamma}\right) > T\left(\frac{(1-\theta)\mu}{\gamma}\right)$ such that $\Delta V < 0$. $\square$

C.2 Proofs of Propositions 3 to 5

The Lemmas C.1.1 and C.1.2 of the preceding appendix proves Proposition 5, which implies Proposition 3.

We first show that the distribution $\mathbb{U}[0, 1]$ and the equilibrium spreads $\{s_e, s_o\}$ satisfy Assumption C.1.1. Setting $F = \mathbb{U}[0, 1]$, the cdf and the pdf of F are continuously differentiable in the support $[0, 1]$. From equation (1), the spreads $\{s_e, s_o\}$ are continuously differentiable.

Proof of Proposition 5. Proposition 2 implies $s(\beta)$ is strictly increasing. Then, $s_e = s(\theta\mu/(1-\gamma))$ must be strictly increasing in θ , and $s_o = s((1-\theta)\mu/\gamma)$ is strictly decreasing in θ .

By Lemma C.1.1, showing that $s(\beta)s'(\beta)f(s(\beta))$ is ‘n’-shaped proves the welfare result. Note $f(\cdot) = 1$ and, by rearranging equation (6), we find the inverse function $\beta(s)$ of $s(\beta)$ as

$$\beta(s) = \frac{(1-s)s}{2\alpha-1-s}$$

whose derivative is

$$\beta'(s) = \frac{1-2s}{2\alpha-1-s} + \frac{(1-s)s}{(2\alpha-1-s)^2}.$$

Using the property $s'(\beta) = \frac{1}{\beta'(s)}$:

$$s(\beta)s'(\beta) = \frac{s(\beta)}{\beta'(s)} = \left(\frac{1-2s}{(2\alpha-1-s)s} + \frac{1-s}{(2\alpha-1-s)^2} \right)^{-1}. \quad (\text{C.2.1})$$

The term inside the bracket can be rewritten as

$$\frac{1-s}{(2\alpha-1-s)s} - \frac{1}{2\alpha-1-s} + \frac{1-s}{(2\alpha-1-s)^2}$$

Dividing the first term by $\frac{2\alpha-1}{2\alpha-1}$, then adding and subtracting s from the numerator, we get:

$$\frac{1}{(2\alpha-1)s} + \frac{2(1-\alpha)}{(2\alpha-1-s)(2\alpha-1)} - \frac{1}{2\alpha-1-s} + \frac{1-s}{(2\alpha-1-s)^2}.$$

Combining the last two terms:

$$\frac{1}{(2\alpha-1)s} + \frac{2(1-\alpha)}{(2\alpha-1-s)(2\alpha-1)} + \frac{2(1-\alpha)}{(2\alpha-1-s)^2}. \quad (\text{C.2.2})$$

Equation (C.2.2) is a sum of strictly convex functions, implying that it is strictly convex. Moreover, (C.2.2) approaches infinity as $s \downarrow 0$ or $s \uparrow 2\alpha-1$. Thus, as $s(\beta)$ is strictly increasing, there exists $\hat{\beta}$ such that (C.2.2) is strictly decreasing for all $\beta < \hat{\beta}$ and strictly increasing for all $\beta > \hat{\beta}$. Then substituting (C.2.2) into (C.2.1) gives that $s(\beta)s'(\beta)f(s(\beta))$ is ‘n’-shaped.

By Lemma C.1.2, showing that $s'(\beta)f(s(\beta))$ is strictly decreasing proves the total volume result. As $f(\cdot) = 1$, $s'(\beta)f(s(\beta)) = \frac{1}{\beta'(s)}$. Because $s'(\beta) > 0$, we only need to show that $s(\beta)$ is strictly concave, which is true if $\beta(s)$ is strictly convex. Since $s(\beta)$ is a bijection and $s'(\beta) > 0$,

$\beta'(s) > 0$ so that we only need to show $\beta''(s)$ is strictly positive, where

$$\beta''(s) = \frac{2(2\alpha - 1)}{(2\alpha - 1 - s)^2} \left(\frac{1 - s}{2\alpha - 1 - s} - 1 \right).$$

Then $\beta''(s)$ is strictly positive if and only if $\alpha < 1$, which is true.

The average spread $\bar{s}$ result is implied by the zero profit condition

$$V \cdot \bar{s} = (2\alpha - 1)\mu$$

and that closing the OTC market strictly reduces the total trade volume V . $\square$

To prove [Proposition 3](#), we establish the equivalence between the equilibrium (i) with the OTC market and $\theta = 1 - \gamma$, and (ii) without the OTC market. Under (i), all investors receive the spread $\hat{s}_e$, and no investor requests a quote in the OTC market to avoid the cost of click ϵ . Under (ii), again the investors are offered the spread $\hat{s}_e$ and no investor trades over-the-counter.

Proof of [Proposition 3](#). Choose $\gamma_0 \in [0, 1)$ and $\theta_0 \in (1 - \gamma_0, 1]$. The equilibrium without the OTC market is equivalent to the one with the OTC market and $\theta = 1 - \gamma$. Setting $\gamma = \gamma_0$, $\theta = 1 - \gamma_0$ and $\theta' = \theta_0$, and applying [Proposition 5](#) proves [Proposition 3](#). $\square$

Proof of [Proposition 4](#). [Propositions 2](#) and [3](#) immediately imply [Proposition 4](#). $\square$

C.3 Useful Results

This section provides results that are useful for the proof of [Proposition 6](#) (in [Appendix C.4](#)).

We start by providing a condition on the distribution F of hedging benefits $\{b_i\}$ that ensures competitive bid-ask spread s is continuous and single valued.

Assumption C.3.1. Distribution F has continuously differentiable cdf $F(\cdot)$ and pdf $f(\cdot)$. For all $s < 1$, $F(s) < 1$, and

$$s \frac{1 - F(s)}{2\alpha - 1 - s} \tag{C.3.1}$$

is increasing in $s \in [0, 1]$.

All results in this and subsequent sections use [Assumption C.3.1](#).

Lemma C.3.1. *Consider the fixed point problem*

$$s = \frac{(2\alpha - 1)\beta}{\beta + 1 - F(s)} \tag{C.3.2}$$

where $\beta > 0$ and $1 > \alpha > 1/2$. There is a unique solution to [\(C.3.2\)](#) in $[0, 1]$.

Proof. Rewrite [equation \(C.3.2\)](#) to:

$$\beta = \frac{s}{2\alpha - 1 - s} [1 - F(s)] \quad (\text{C.3.3})$$

Given $s' \in [0, 1)$, $s = s'$ solves [\(C.3.2\)](#) if and only if $s = s'$ solves [\(C.3.3\)](#). By [Assumption C.3.1](#), $\beta(s)$ is continuously differentiable and strictly increasing in s . Suppose $s', s'' \in [0, 1)$, $s = s'$ is a solution to [\(C.3.3\)](#), and there exists $s'' \neq s'$ such that $s = s''$ is a solution to [\(C.3.3\)](#). Then, $\beta(s') = \beta(s'')$, which contradicts strict monotonicity of $\beta(s)$. Lastly, a solution to [\(C.3.3\)](#) strictly in the interval $[0, 1]$ exists since the right term in [\(C.3.3\)](#) goes to infinity as $s \uparrow 2\alpha - 1 < 1$, and to zero as $s \downarrow 0$. $\square$

For the following results, define $s(\beta)$ as the smallest solution to [\(C.3.2\)](#), and $\beta^{-1}(\beta(s))$ as the inverse function of $\beta(s)$.

Lemma C.3.2. *The inverse function $\beta^{-1}(\beta)$ is differentiable, strictly increasing, and $\beta^{-1}(0) = 0$.*

Proof. From the proof of [Lemma C.3.1](#), $\beta(s)$ is continuously differentiable and strictly increasing; in particular, $\beta(s)$ is a bijection. Thus, $\beta^{-1}(\beta)$ exists, and is differentiable and strictly increasing. As $\beta(s)$ is a bijection and $\beta(s) = 0$ iff $s = 0$, $\beta^{-1}(0) = 0$. $\square$

Lemma C.3.3. *The solution $s(\beta)$ of [equation \(C.3.2\)](#) is differentiable and strictly increasing.*

Proof. By [Lemma C.3.1](#), $s(\beta) = \beta^{-1}(\beta)$, where $\beta^{-1}(\beta)$ is differentiable and strictly increasing for all $s \in (0, 2\alpha - 1)$. Since $s(\beta)$ must be in the interval $(0, 2\alpha - 1)$ for all $\beta > 0$, $s(\beta)$ is differentiable and strictly increasing. $\square$

Lemma C.3.4. *Define $s_\delta(\beta)$ as the solution to the fixed point problem*

$$s = \frac{\beta}{\beta + 1 - F(s + \delta)}$$

for some $\delta > 0$. Then, for all $\delta > 0$,

$$s_\delta(\beta) > s(\beta).$$

and

$$\lim_{\delta \downarrow 0} s_\delta(\beta) = s(\beta).$$

Proof. Define $\beta_\delta(s)$ as the inverse function of $s_\delta(\beta)$. Then, for $s \in [0, 1)$, (recall $\beta(s)$ in [equation \(C.3.3\)](#))

$$\beta_\delta(s) = \frac{s}{2\alpha - 1 - s} [1 - F(s + \delta)] > \beta(s)$$

which has all the same properties as $\beta(s)$ if

$$\frac{1}{s(2\alpha - 1 - s)} \leq \frac{f(s + \delta)}{1 - F(s + \delta)}. \quad (\text{C.3.4})$$

Since $1/[s(1-s)] > f(s)[1-F(s)]$ and $\{f(\cdot), F(\cdot)\}$ are continuously differentiable, $\lim_{\delta \rightarrow 0} s_\delta(\beta) = s(\beta)$ and (C.3.4) holds whenever δ is small enough. As $\beta_\delta(s) > \beta(s)$, $s_\delta(\beta) > s(\beta)$. $\square$

Corollary C.3.1. *Distribution $F = \mathbb{U}[0, 1]$ satisfies Assumption C.3.1.*

Proof. Corresponding cdf and pdf are

$$F(s) = s \quad \text{and} \quad f(s) = 1$$

which are continuously differentiable. Substituting the cdf and the pdf into (C.3.1), Assumption C.3.1 is satisfied. $\square$

C.4 Proof of Proposition 6

We first define key functions which we later show to be equilibrium objects. Lemma C.4.1 provides a monotonicity result on equilibrium spreads, and Lemma C.4.2 derives a useful ordering of labels. Lemmas C.4.3 and C.4.4 shows that the equilibrium of Proposition 6 exists; then Lemmas C.4.5 and C.4.6 establish the uniqueness of this equilibrium.

The following proofs rely on the results of Appendix C.3. In particular, we define $s(\cdot)$ as the smallest solution to the fixed point problem (C.3.2). The solution $s(\cdot)$, by Lemma C.3.1, is the unique competitive spread given the ex ante ratio of speculators to hedgers.

Using this definition of $s(\cdot)$, we define $s_e(n)$ as the spread on the exchange given that all investors with labels $\{n, \dots, N\}$ trade on the exchange and no other investors do. We define $s_o(n)$ as the OTC spread for investors with the label n , if n -investors only trade over-the-counter:

$$\begin{aligned} s_e(n) &:= s\left(\frac{\sum_{i=n}^N \theta_n}{\sum_{i=n}^N \gamma_n} \mu\right) \\ s_o(n) &:= s\left(\frac{\theta_n}{\gamma_n} \mu\right) \end{aligned} \tag{C.4.1}$$

Function $N^*(\epsilon)$ denotes the label with the highest proportion of speculators for which $s_e(n)$ is larger than $s_o(n)$ plus the cost of click ϵ . As we soon show, investors with labels up to (and including) $N^*(\epsilon)$ trade over-the-counter.

$$N^*(\epsilon) := \max\{n | s_e(n') - s_o(n') \geq \epsilon, \forall n' \leq n\} \tag{C.4.2}$$

Lemma C.4.1. $s_e(n)$ and $s_o(n)$ are decreasing in n .

Proof. By Lemma C.3.3 and that, for all $n' > n$, $\theta_{n'}/\gamma_{n'} > \theta_n/\gamma_n$, $s_o(n)$ is decreasing in n . For $s_e(n)$, we need to show, for all $n' > n$,

$$\frac{\sum_{i=n}^N \theta_n}{\sum_{i=n}^N \gamma_n} \leq \frac{\sum_{i=n'}^N \theta_{n'}}{\sum_{i=n'}^N \gamma_{n'}}$$

which expands to

$$\frac{\theta_n + \dots + \theta_{n'} + \dots + \theta_N}{\gamma_n + \dots + \gamma_{n'} + \dots + \gamma_N} \leq \frac{\theta_{n'} + \dots + \theta_N}{\gamma_{n'} + \dots + \gamma_N}.$$

Rearranging, we get

$$\frac{\theta_n + \dots + \theta_{n'-1}}{\theta_{n'} + \dots + \theta_N} \leq \frac{\gamma_n + \dots + \gamma_{n'-1}}{\gamma_{n'} + \dots + \gamma_N}.$$

Expanding this inequality,

$$(\theta_n + \dots + \theta_{n'-1})(\gamma_{n'} + \dots + \gamma_N) \leq (\theta_{n'} + \dots + \theta_N)(\gamma_n + \dots + \gamma_{n'-1}) \quad (\text{C.4.3})$$

By definition, for any $\{m, m', m''\}$ such that $m < m' \leq m'' \leq N$, $\theta_m/\gamma_m \leq \theta_{m''}/\gamma_{m''}$ which implies $\theta_m \gamma_{m''} \leq \theta_{m''} \gamma_m$. Setting m'' as each of elements in $\{m', \dots, N\}$, we find

$$\theta_m(\gamma_{m'} + \dots + \gamma_N) \leq (\theta_{m'} + \dots + \theta_N) \gamma_m. \quad (\text{C.4.4})$$

Applying (C.4.4) iteratively to $\{n, n+1, \dots, n'-1\}$ on each side of (C.4.3) shows that the inequality in (C.4.3) holds. $\square$

Lemma C.4.2. *If $s_e(n) - s_o(n) \geq \epsilon$,*

1. *for all $n' \geq n$, $s_e(n) - s_o(n') \leq \epsilon$; and*
2. *for all $n'' \leq n$, $s_e(n) - s_o(n'') \geq \epsilon$.*

Proof. Lemma C.4.1 implies $s_o(n') \leq s_o(n) \leq s_o(n'')$, which gives the desired result. $\square$

Lemma C.4.3. *If $N^*(\epsilon)$ exists, investors with labels $\{1, \dots, N^*(\epsilon)\}$ only trade over-the-counter, and other investors only trade on the exchange.*

Proof. Note that consistent beliefs imply investors with label n receive the spread $s_o(n)$ over-the-counter. We then only need to show:

- (i) for any $n'' < N^*(\epsilon)$, $s_e(N^*(\epsilon) + 1) - s_o(n'') \geq \epsilon$;
- (ii) for any $n' > N^*(\epsilon)$, $s_e(N^*(\epsilon) + 1) - s_o(n') \leq \epsilon$; and
- (iii) $s_e(N^*(\epsilon) + 1) - s_o(N^*(\epsilon)) \geq \epsilon$.

Point (i) is true by the definition of $N^*(\epsilon)$ in equation (C.4.2). For (ii), Lemma C.4.2 implies $s_o(n') \leq s_o(N^*(\epsilon))$ such that $s_e(N^*(\epsilon)) - s_o(N^*(\epsilon)) \geq \epsilon \implies s_e(N^*(\epsilon) + 1) - s_o(n') > \epsilon$. Similarly, for (iii), we get $s_e(N^*(\epsilon)) - s_o(N^*(\epsilon)) \geq \epsilon \implies s_e(N^*(\epsilon) + 1) - s_o(N^*(\epsilon)) > \epsilon$. Now we show $N^*(\epsilon) < N$: if $N^*(\epsilon) = N$ and investors with label N only trade on the exchange, $s_e(n) = s_o(n)$ and label N investors do not wish to deviate; but, if $N^*(\epsilon) = N$ and label N investors only trade in the OTC, consistency implies $s_e(n) = s(\mu) \leq s\left(\frac{\theta_N}{\gamma_N} \mu\right) = s_o(n)$, and so label N investors strictly prefer to deviate. $\square$

Lemma C.4.4. *The cutoff $N^*(\epsilon)$ exists, and $N^*(\epsilon) < N$.*

Proof. Consider the following procedure:

1. Suppose investors with labels in $\{n, \dots, N\}$ only trade on the exchange, and all other investors only trade in the OTC.
2. If $s_e(n) - s_o(n) \geq \epsilon$, set $n = n + 1$ and return to step 1; or
3. if $s_e(n) - s_o(n) < \epsilon$, set $N(\epsilon) = n - 1$ and stop.

Starting this procedure with initial value $n = 1$ always yields an output $N(\epsilon) < N$ that satisfies the definition of $N^*(\epsilon)$. $\square$

Following lemmas establish uniqueness.

Lemma C.4.5. *If some n investors trade in a market, every n investor trade in that market or do not trade.*

Proof. Define the set $\{n_1, \dots, n_\tau, \dots\}$ of labels for which there exists investors who trade in both markets. Moreover, we let $\{\theta_{n_\tau}^o, \gamma_{n_\tau}^o\}$ be the mass of speculators and hedgers labeled n_τ who requests a quote in the OTC and $\{\theta_{n_\tau}^e := 1 - \theta_{n_\tau}^o, \gamma_{n_\tau}^e := 1 - \gamma_{n_\tau}^o\}$. Clearly, $\epsilon > 0$ means

$$s_o(n_\tau) < s\left(\frac{\theta_{n_\tau} \mu}{\gamma_{n_\tau}}\right) < s_e$$

which (by [Lemma C.4.1](#)) implies

$$\frac{\theta_{n_\tau}^o}{\gamma_{n_\tau}^o} < \frac{\theta_{n_\tau}}{\gamma_{n_\tau}} < \frac{1 - \theta_{n_\tau}^o}{1 - \gamma_{n_\tau}^o}.$$

Then, the dealer can slightly decrease s_e , attract every investor who trades in the OTC, and earn a strictly positive profit. $\square$

Lemma C.4.6. *If $n < n' < N$ and investors labeled n trade on the exchange, investors labeled n' trade on the exchange.*

Proof. Since $n < n'$, by [Lemmas C.4.1](#) and [C.4.5](#),

$$s_e - s_o(n) \leq \epsilon$$

and, by definition,

$$s_o(n) \leq s_o(n').$$

Together, these inequalities imply

$$s_e - s_o(n') \leq \epsilon$$

such that investors labeled n' prefers to trade on the exchange. $\square$

C.5 Proof of **Proposition A.0.1**

We first prove the volume result which, by (11), implies the average spread result. Total trade volume without the OTC market equals

$$(1 - \eta \hat{s}_e)\mu + 1 - \hat{s}_e = 1 + \mu - (1 + \eta\mu)\hat{s}_e.$$

With the OTC market, the total volume is

$$1 + \mu - \eta\mu[(1 - \theta)s_o + \theta s_e] - [\gamma s_o + (1 - \gamma)s_e].$$

Subtracting the volume without the OTC market from the one with, then substituting spreads given in **Theorems A.0.1** and **A.0.2** yields zero.

We use **Lemma C.1.1** to prove the welfare result. Equilibrium spreads solve the fixed point problems in the form

$$s = \frac{\beta}{\beta + \frac{1-F(s)}{1-G(s)}}$$

for $\beta \in \{\mu, \frac{\theta\mu}{1-\gamma}, \frac{(1-\theta)\mu}{\gamma}\}$. Setting $1 - L(s) = [1 - F(s)]/[1 - G(s)]$, the fixed point problems become

$$s = \frac{\beta}{\beta + 1 - L(s)} \tag{C.5.1}$$

where $L(s) = [F(s) - G(s)]/[1 - G(s)]$. Here, $F(s) = s$ and $G(s) = \eta s$ such that

$$L(s) = -\frac{(\eta - 1)s}{1 - \eta s}.$$

Then L and its derivative are continuously differentiable, which satisfies **Assumption C.1.1**.

Now we need only that $S(\beta)$ is ‘n’-shaped as defined in **Lemma C.1.1**. In this case, $S(\beta) = s(\beta)s'(\beta)$. Rearranging (C.5.1), we get

$$\beta(s) = \frac{s}{1 - \eta s}$$

which is strictly monotone. Thus, $s(\beta)$ is a bijection and $s'(\beta) = 1/\beta'(s) = (1 - \eta s)^2$. This means

$$S = s(1 - \eta s)^2$$

whose derivative equals $2\eta s(1 - \eta s)$, which is strictly positive if and only if $s < 1/(2\eta)$. As $s(\beta)$ is strictly increasing, $S(\beta)$ is then ‘n’-shaped and we have our desired result.

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