

# Step-by-Step Intangibles!

Cagin Keskin

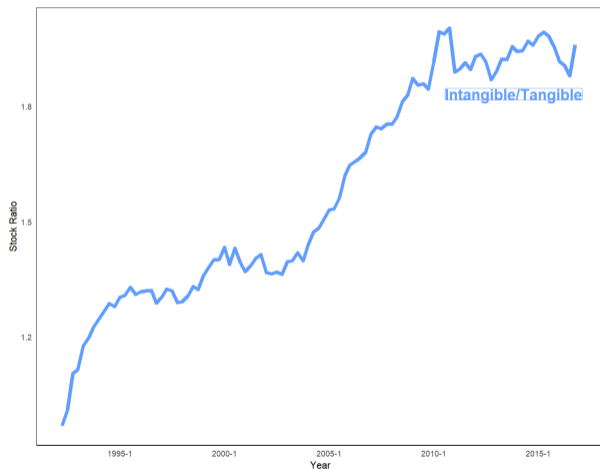
CERGE-EI

June, 2024

# What are Intangibles and Why are They Important

- Compared to tangible assets (eg. machinery and equipment), intangible assets possess a complex (eg. scalability, sunk, spillovers, and synergies) and often invisible nature.
- These assets encompass a wide array of items, including patents, intellectual property, brand value, and organizational capital.
- My projects focus on understanding how intangible assets impact firm dynamics and growth rates, taking into account the heterogeneity of these assets.

## Empirical Trend of Intangible over Tangible Ratio



# Motivation

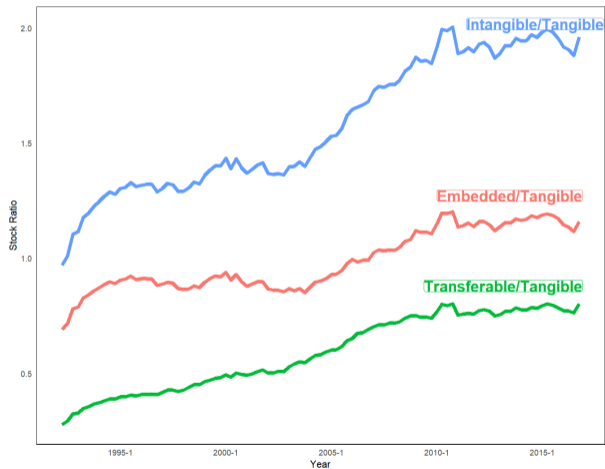
- The literature recently studied the increase of intangible assets and their impact on firm dynamics.
- However, empirical observations indicate that while the intangible-to-tangible ratio has increased since 1990, it has stagnated over the last decade.
- The motivation of this research is to explain this empirical observation and its impact on firm dynamics and growth.
- **Contribution:** The model explains the rise and plateau of the intangibles-to-tangibles ratio through the heterogeneous (Transferable/Embedded) effects of intangibles.

## Transferable vs Embedded Intangibles

- I distinguish intangibles into two types: transferable (R&D, productivity) and embedded (non-transferable).
- Embedded intangible assets, such as brand value and organizational capital, are sticky on a firm and cannot be separated from it.
- On the other hand, transferable intangibles are the same as first-generation endogenous growth literature (Romer, 1990; Aghion and Howitt, 1992).

[more detail](#)

## Empirical Trend of Intangibles/Tangible Ratio (II)

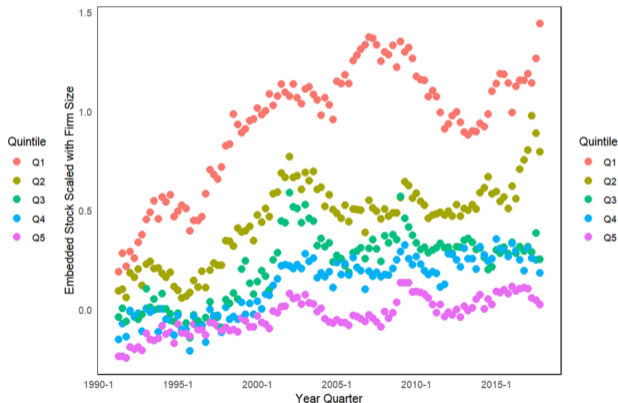


# Intensity of Different Types of Intangibles

Log R&D (Transferable) Intensity for Each Quintile



Log Embedded Intensity for Each Quintile



## Empirical Observations

- ① Smaller firms' intensity on Transferable and Embedded Stock is higher than large firms.
- ② Large firms' intensity is small and stable.
- ③ Intangible over tangible ratio increased then stagnated.
- ④ Intangibles affect markup and productivity. (Crouzet and Eberly, 2019)



## Preview of Predictions

- 1 Smaller firms have higher investment intensity on transferable and embedded stock than larger firms, while larger firms show lower investment intensity in intangibles.
- 2 The effect of embedded intangible assets is limited in the long run, and all three types of assets grow at the same rate in the SS.
- 3 In the transitional period, an increasing gap in both transferable and embedded assets within the industry reduces the demand for tangible assets.
- 4 When a firm adds multiple production lines, its total markup and profit rise; however, each production line's markup and profit decrease due to the span of control problem (Lucas, 1978).

## Literature Review

- **Increase Markup & Market Concentration and Fall in Labor Share:** Syverson (2019, JEP), De Loecker et al. (2020, QJE), Autor et al. (2020, QJE)
- **Slowdown Business Dynamism:** Akcigit and Ates (2021, AEJ: Macro), Akcigit and Ates (2023, JPE)
- **Intangibles Effect Business Dynamism:** Crouzet and Eberly (2019, WP), Weiss (2020, WP), De Ridder (2024, AER)
- **Advertisement (Brand Value) Effect Product Perceived Quality and Increase Target Awareness:** Cavenaile and Roldan (2021, AEJ:Macro), Cavenaile et al. (2024, R&R JPE)

### Summary

The literature generally shows that increasing markup, market concentration, and a rise in intangibles have a negative impact on output growth in the long run.

## Model Introduction

**Three types of assets:** Tangible, Embedded, and Transferable.

There are two types of **sectors/lines**: final and intermediate product sectors.

Two firms compete in each intermediate goods sector, and the intermediate sector can be **unleveled** (Leader-Follower) or **leveled** (Neck-to-Neck).

A firm can produce more than one sector/line; however, due to **the span of control**, the marginal cost of producing a product in each sector/line increases.

⇒ The firm invests in intangible assets to achieve a competitive advantage and decrease marginal cost (price effect) over rivals, e.g., organizational capital.

## Preferences and Budget Constraint

- In this economy, there is a continuous infinite horizon time with representative agents. Preferences are logarithmic, and labor supply inelastically and equal to 1.

$$\int_0^{\infty} e^{-\rho t} \log(C_t) dt$$

- Budget Constraint:

$$\dot{Asset}_t = r_t Asset_t + w_t - C_t$$

- Resource Constraint:

$$C_t + I_t^T + I_t^{Emb} + I_t^X \leq Y_t$$

- $Y_t$  is the total output. Consumption ( $C_t$ ), productive ( $I_t^T$ ), embedded ( $I_t^{Emb}$ ) and tangible  $I_t^X$  investment cannot exceed total output at time  $t$ .

## Final Good Production Function

$$Y_t = \exp\left(\int_0^1 \log(A(\xi E_{fjt})y_{fjt} + A(\xi E_{-fjt})y_{-fjt}) dj\right)$$

- $y_{fjt}$  is intermediate sector/line output,  $A(\cdot)$  concave demand shifter,  $\xi \in (0, 1)$
- $\xi E_{fjt} = \xi \frac{e_{fjt}}{e_{fjt} + e_{-fjt}}$  shows firm  $i$  relative brand value and  $e_{fjt}$  shows firm  $f$  embedded intangible asset level.
- The final good sector gets the benefit of increasing the relative brand value because their perceived benefit (quality) from firm  $f$  is higher than  $-f$ .
- Each production line  $j$  is produced by a single firm  $f$ , and a single firm may own multiple active production lines  $n_f = |J_f| \in \mathbb{Z}_+$ .

## Final Good Sector

- **Firm Maximization Problem**

$$\max_{y_{fjt}} \exp\left(\int_0^1 \log(A(\xi E_{fjt})y_{fjt} + A(\xi E_{-fjt})y_{-fjt}) dj\right) - \int_0^1 (p_{fjt}y_{fjt} + p_{-fjt}y_{-fjt})dj$$

- From FOCs,  $y_{fjt} = \frac{Y_t}{p_{fjt}}$

## Final Good Sector

- **Firm Maximization Problem**

$$\max_{y_{fjt}} \exp\left(\int_0^1 \log(A(\xi E_{fjt})y_{fjt} + A(\xi E_{-fjt})y_{-fjt}) dj\right) - \int_0^1 (p_{fjt}y_{fjt} + p_{-fjt}y_{-fjt})dj$$

- From FOCs,  $y_{fjt} = \frac{Y_t}{p_{fjt}}$

### Assumption

Firms cannot internalize the demand effect. They invest in embedded intangible assets, and some of these investments have a positive spillover effect on final goods producers by increasing perceived quality.

## Intermediate Sector

$$\min_{x_{fjt}, l_{fjt}} (r_t + \delta)x_{fjt} + w_t l_{fjt}$$

$$q_{fjt} x_{fjt}^\alpha l_{fjt}^{1-\alpha} \psi((1 - \xi)E_{fjt}, n_f)^{1-\alpha} \leq y$$

- $\frac{\partial \psi(\cdot)}{\partial n_f} < 0$ , when the leader has more production line marginal cost advantage decreases because the span of control and tangible capital accumulation  $\dot{x}_{fjt} = I_{fjt}^x - \delta x_{fjt}$

Item  $(1 - \xi)E_{fjt}$  shows a firm's relative organizational capital. A firm's embodied employee talent/management skills are equal to its organizational capital ratio with its rival.



## Intermediate Sector (II)

$$MC_{fjt} = \left( \frac{r_t + \delta}{\alpha} \right)^\alpha \left( \frac{w_t}{1 - \alpha} \right)^{1 - \alpha} \frac{1}{\psi((1 - \xi)E_{fjt}, n_f)^{1 - \alpha}} \frac{1}{q_{fjt}}$$

- In each sector, there are two firms competing with each other a la Bertrand and  $f \neq -f$ .

## Intermediate Sector (II)

$$MC_{fjt} = \left( \frac{r_t + \delta}{\alpha} \right)^\alpha \left( \frac{w_t}{1 - \alpha} \right)^{1 - \alpha} \frac{1}{\psi((1 - \xi)E_{fjt}, n_f)^{1 - \alpha}} \frac{1}{q_{fjt}}$$

- In each sector, there are two firms competing with each other a la Bertrand and  $f \neq -f$ .
- If  $q_{fjt} \psi((1 - \xi)E_{fjt}, n_f)^{1 - \alpha} > q_{-fjt} \psi((1 - \xi)E_{-fjt}, n_{-f})^{1 - \alpha}$  I will call firm  $f$  leader and  $-f$  follower.
- $q_{fjt} \psi((1 - \xi)E_{fjt}, n_f)^{1 - \alpha} = q_{-fjt} \psi((1 - \xi)E_{-f}, n_{-f})^{1 - \alpha}$  there is a neck to neck competition

## Intermediate Sector (III)

- Under a la Bertrand competition, only the leader supplies goods in each production line and  $p_{fjt} = MC_{-fjt}$

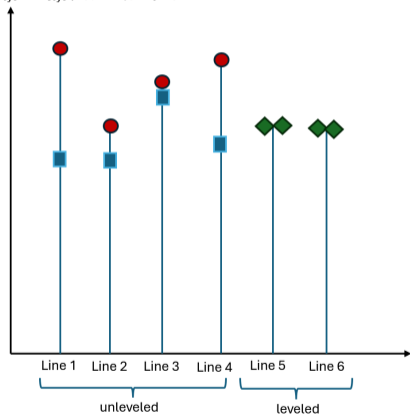
$$\pi_{fjt} = \left[ 1 - \frac{\psi((1-\xi)(1+\theta^{-k}), n_{-f})^{1-\alpha}}{\psi((1-\xi)(1+\theta^k), n_f)^{1-\alpha}} \frac{1}{\lambda^m} \right] Y_t$$
$$\mu_{fjt} = \frac{p_{fjt}}{MC_{fjt}} = \frac{\psi((1-\xi)(1+\theta^k), n_f)^{1-\alpha}}{\psi((1-\xi)(1+\theta^{-k}), n_{-f})^{1-\alpha}} \lambda^m$$

- Profit and markup reduced transferable and embedded intangible gap and # of production lines gap (**Prediction 4**)

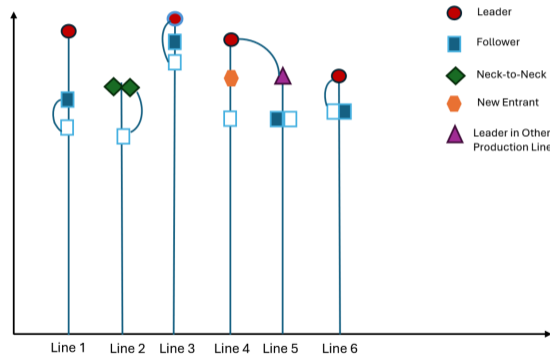
$$\pi_f = \sum_{j \in J_f} \pi_j, \quad \mu_f = \sum_{j \in J_f} \frac{p_j}{MC_j}$$

# Multiple Scenario in Competition

$$\tau_{ijt} \equiv q_{ijt} \psi ((1 - \xi) E_i, n)^{1-\alpha}$$



Production Lines



Entry, Exit and Leadership

## Transferable and Embedded Investment

$$z_{f,j,t}^{Emb} = \phi(I_{f,j,t}^{Emb}) \Rightarrow I_{f,j,t}^{Emb} = G(z_{f,j,t}^{Emb})$$

$$z_{f,j,t}^{Int} = \phi(I_{f,j,t}^{Int}) \Rightarrow I_{f,j,t}^{Int} = G(z_{f,j,t}^{Int})$$

$\phi(\cdot)$  is continuously twice differentiable, satisfy  $\phi'(\cdot) > 0$ ,  $\phi'(\cdot) < 0$  and  $\phi(0) < \infty$ . Inverse function  $G(\cdot)$  satisfy twice differentiable and  $G'(\cdot) > 0$ ,  $G''(\cdot) > 0$ .

$$I_{f,j,t}^{Ex} = \tilde{G}(z_{f,j,t}^{Ex}, n) \mathbb{1} \left\{ \sum_{j=1|j \in J_f}^{n+1} \pi_j(n+1) \geq \sum_{j=1|j \in J_f}^n \pi_j(n) \right\}$$

$\frac{\partial \tilde{G}(\cdot)}{\partial n} > 0$  (**Prediction 1 and Emp Obsv 2 and 3**),  $I_{f,j,t}^T = I_{f,j,t}^{Int} + I_{f,j,t}^{Ex}$ .

## Markov Perfect Equilibrium

- Transferable and embedded intangibles gap  $\bar{m}, \bar{k}$  and # of production line gap  $n$  bounded far future limit. The joint distribution of transferable and embedded intangibles gap and number of production line gap  $n$  defined,

$$\sum_{m=0, k=0, n=0}^{\bar{m}, \bar{k}, \bar{n}} \mu_{m,k,n}(t) = 1$$

- Transferable and embedded intangible gap, and  $n$  sufficient to define payoff of Markov Perfect Equilibria and MPE natural solution to the model. Game consist of

$$\Gamma_{m,n,k,t} = \{z_{i,j,t}^I, z_{i,j,t}^E, z_{i,j,t}^{Emb}, p_{i,j,t}, y_{i,j,t}\}$$

- and Markov Perfect Equilibria represents time paths  $\Gamma^*(t), w^*(t), r^*(t), Y^*(t), X^*(t)$

# Dynamics

## Proposition

- Under constant embedded intangible assets gap  $\bar{k}$  and production line gap  $\bar{n}$  with each one-step productivity gain, the difference in value functions decreases

$$v_{m+1, \bar{k}, \bar{n}} - v_{m, \bar{k}, \bar{n}} > v_{m+2, \bar{k}, \bar{n}} - v_{m+1, \bar{k}, \bar{n}} \quad \forall m \geq 1$$

- As the leader increases its productivity level by one more step, its investment incentive decreases.

$$v_{\bar{m}, k+1, \bar{n}} - v_{\bar{m}, k, \bar{n}} > v_{\bar{m}, k+2, \bar{n}} - v_{\bar{m}, k+1, \bar{n}} \quad \forall k \geq 1$$

- An increase in the embedded gap decreases the incentive for investment in embedded intangible assets.

### Transitional Period

$$Y_t = \int_0^1 \ln \left( \frac{A \left( \xi \left( 1 + \theta \Sigma_m \Sigma_k \Sigma_n^k \mu^{(t)} \right) \right) \psi \left( (1 - \xi) \left( 1 + \frac{1}{\theta \Sigma_m \Sigma_k \Sigma_n^k \mu^{(t)}} \right), n_{-f} \right)^{1-\alpha}}{\chi \lambda^{\Sigma_m \Sigma_k \Sigma_n^m \mu^{(t)}}} q_{ijt} \right) dj$$

### Steady State

In steady state  $\chi^*$  grow constant and

$$\ln Y_t = \ln \left( \frac{A \left( \xi \left( 1 + \theta \Sigma_m \Sigma_k \Sigma_n^k \mu^* \right) \right) \psi \left( (1 - \xi) \left( 1 + \frac{1}{\theta \Sigma_m \Sigma_k \Sigma_n^k \mu^*} \right), n_{-f} \right)^{1-\alpha}}{\chi^* \lambda^{\Sigma_m \Sigma_k \Sigma_n^m \mu^*}} \right) + Q_t$$

$Q_t = \int_0^1 \ln q_{ijt} dj$ . Now if we take logarithm of both sides and derivative w.r.t  $t$ ,

$$g^* = \frac{\dot{Y}_t}{Y_t} = \frac{\dot{Q}_t}{Q_t}$$



## Conclusion

- The engine of growth is transferable intangibles and embedded intangible assets can only be affected during the transitional period.
- In the steady state, three types of assets—tangible, transferable, and embedded—grow at the same rate.
- When the firm gets new production lines, its total markup and profit rise; however, each production line's markup and profit decrease due to the span of control.

## Conclusion

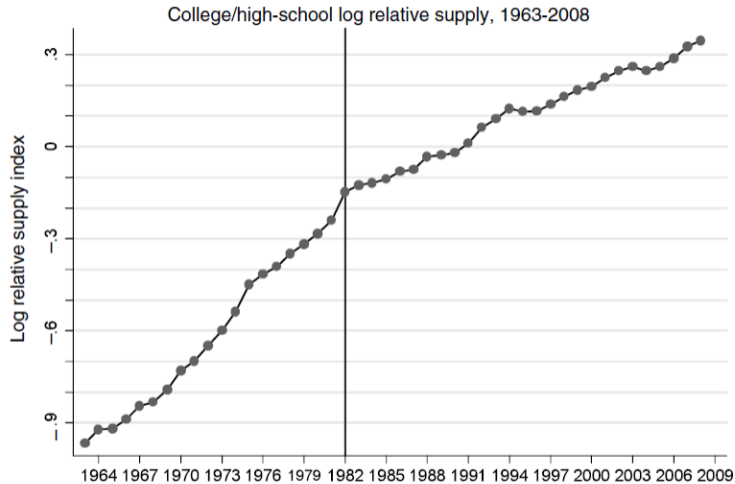
- The engine of growth is transferable intangibles and embedded intangible assets can only be affected during the transitional period.
- In the steady state, three types of assets—tangible, transferable, and embedded—grow at the same rate.
- When the firm gets new production lines, its total markup and profit rise; however, each production line's markup and profit decrease due to the span of control.

### Future Agenda:

- ① Perform model simulations and calibrations
- ② Validate markup predictions with empirical evidence using Compustat Segment Data.

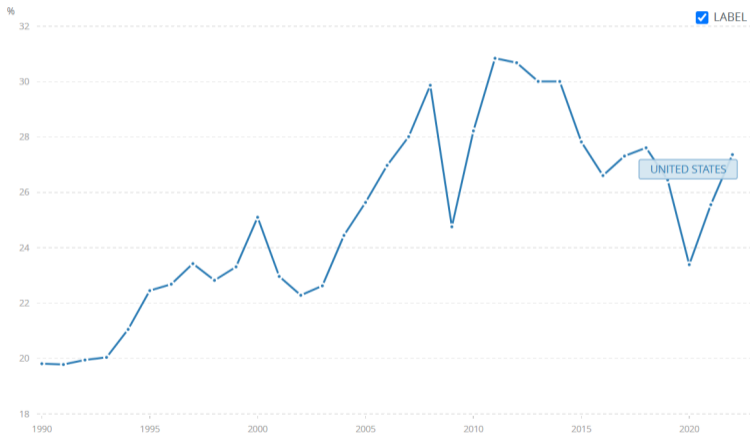
## Extension

- What caused the increase in intangible assets since 1990?
- According to Melitz and Redding (2023), Trade affects innovation:
  1. **Market Size**, 2. **Competition**, 3. Spillover, 4. Comparative Advantage
- One possible explanation is that globalization and skill-biased technological changes increase the demand for product differentiation and task specialization.
- High competition within the same production line makes marginal cost advantages crucial.
- Moreover, task specialization becomes crucial for firms' investment in organizational capital due to increased market size and skill-biased technological development.



Source: Acemoglu and Autor (2011)

# Trade % GDP



Source: World Bank

## Model Introduction

- There are two types of labor, high-skill and low-skill, both supplied inelastically.
- Firms can operate only in one production line and the leader can be only one step ahead of the follower.
- Two types of goods: Goods produced with high-skill and low-skill labor.
- The key assumption is that goods produced with low-skill labor do not require embedded intangibles.

## Final Good Sector

$$Y_t = (Y_{H,t}^\sigma + Y_{L,t}^\sigma)^{\frac{1}{\sigma}}$$

## High and Low Type Aggregator

$$Y_{H,t} = \exp\left(\int_0^1 \ln(A(\xi E_i^h) y_{ijt}^h)\right)$$

$$Y_{L,t} = \exp\left(\int_0^1 \ln(y_{ijt}^l)\right)$$

## Intermediate Good Sector

$$\begin{aligned} \min_{x_{ijt}, h_{ijt}} (r_t + \delta)x_{ijt} + w_t^h h_{ijt} \quad s.t. \\ q_{ijt} x_{ijt}^\alpha h_{ijt}^{1-\alpha} \psi ((1-\xi)E_i^h)^{1-\alpha} \leq y^h \end{aligned}$$

$$\begin{aligned} \min_{x_{ijt}, l_{ijt}} (r_t + \delta)x_{ijt} + w_t^l l_{ijt} \quad s.t. \\ q_{ijt} x_{ijt}^\alpha l_{ijt}^{1-\alpha} \leq y^l \end{aligned}$$

## Relative Prices of High and Low Types

$$\frac{p_H}{p_L} = \left( \frac{x_{ijt}^h}{x_{ijt}^l} \right)^{2\alpha} \left( \frac{h_{ijt}}{l_{ijt}} \right)^{2(1-\alpha)} \frac{A(\xi E_i^h)}{\psi((1-\xi)E_i^h)^{(1-\alpha)}}$$

- If  $2(1-\alpha) \geq 1$ , increasing the relative supply of high-skill labor will make goods produced with high-skill labor more profitable.
- I introduce competition based on Aghion et al. (2005). If the sector is unleveled, the leader has no incentive to collaborate with rivals on prices,  $\pi_1^f > 0, \pi_{-1}^f = 0$  where  $f = \{\text{High, Low}\}$ .
- If the sector level, then firms' incentive to collude,  $\pi_0^f = (1-\Delta)\pi_1^h, \frac{1}{2} \leq \Delta \leq 1$ . Here,  $\Delta$  shows product market competition and  $(1-\Delta)$  fraction of leader's profit that the leveled firm can attain through collusion.



## Conclusion and Summary of the Model

- To understand the effect of skill-biased technological change on intangible assets, shift  $\frac{h}{l}$
- To understand the globalization effect shift  $\Delta$  to increase competition, and shift  $Y_t$  to increase market size.

Value Functions

# APPENDIX

## Transferable Stock:

$$K_{i,t+1} = (1 - \delta^K)K_{i,t} \times \frac{P_{t+1}^K}{P_t^K} + 0.5 \times I_{i,t}^K$$

$$K_{i,0} = \frac{I_{i,0}^K}{g^K + \delta^K - \pi^K(1 - \delta^K)}$$

- $\delta^K$  shows depreciation rate and equal to 0.15.  $P_{t+1}^K$  price deflator for R&D (Nonresidential Investment on Intellectual Property for R&D deflator from FRED).
- $I_{i,t}^K$  is R&D investment (xrdq item in compustat).
- $\pi^K$  shows average price growth rate and  $g^K$  is average R&D growth rate in two-digit industries.
- $I_{i,0}^K$  shows when the R&D expenses of firm  $i$  first appear in the Compustat.

## Embedded Stock:

$$E_{i,t+1} = (1 - \delta^E)E_{i,t} \times \frac{P_{t+1}^E}{P_t^E} + 0.3 \times I_{i,t}^E$$

$$E_{i,0} = \frac{I_{i,0}^E}{g^E + \delta^E - \pi^E(1 - \delta^E)}$$

- $\delta^K$  shows depreciation rate and equal to 0.20.  $P_{t+1}^E$  price deflator for Embedded intangibles (Nonresidential Investment on Intellectual Property deflator from FRED).
- $I_{i,t}^E$  is embedded investment (xsgaq-xrdq item in compustat).
- $\pi^E$  shows the average price growth rate, and  $g^E$  is the average (xsgaq-xrdq) growth rate in two-digit industries.
- $I_{i,0}^E$  shows when the (xsgaq-xrdq) expenses of firm  $i$  first appear in the Compustat.

## Transferable vs Embedded Intangibles (II)

- **Transferable Intangibles:** Patent, intellectual property, software, etc.
- **Embedded Intangibles** = Brand Value + Organizational Capital
  - ⇒ Organizational Capital: Embodied employee key talent / Management Capacity / Specialized tasks
  - ⇒ Firm's management skills, workforce training, work design, and embodied employee key talents and their future profitability in the production process (Carlin et al., 2012; Eisfeldt and Papanikolaou, 2013; Prescott and Visscher, 1980; Van Reenen, 2004).
  - ⇒ Brand Value: Increase product perceived quality (Cavenaile and Roldan, 2021)

## Transferable and Embedded Intangibles Improvements

- The specified level technology evolves with  $q_{fjt} = \lambda^{m_{fjt}} q_{fj0}$  and  $q_{fj0} = 1$  is initial productivity level and  $m_{fjt}$  shows number of innovations and  $\lambda \geq 1$ .

$$q_{fj(t+\Delta t)} = \lambda q_{fjt}$$

$$\frac{q_{fjt}}{q_{-fjt}} = \frac{\lambda^{m_{fjt}}}{\lambda^{m_{-fjt}}} = \lambda^{m_{fjt} - m_{-fjt}} = \lambda^m$$

## Transferable and Embedded Intangibles Improvements

- The specified level technology evolves with  $q_{fjt} = \lambda^{m_{fjt}} q_{fj0}$  and  $q_{fj0} = 1$  is initial productivity level and  $m_{fjt}$  shows number of innovations and  $\lambda \geq 1$ .

$$q_{fj(t+\Delta t)} = \lambda q_{fjt}$$

$$\frac{q_{fjt}}{q_{-fjt}} = \frac{\lambda^{m_{fjt}}}{\lambda^{m_{-fjt}}} = \lambda^{m_{fjt} - m_{-fjt}} = \lambda^m$$

- With the same style of productivity  $e_{fjt}$  shows embedded intangible level of the firm and evolve  $e_{fjt} = \theta^{k_{fjt}} e_{fj0}$  and  $e_{fj0} = 1$  initial embedded value and  $\theta > 1$ . Embedded value gap expressed with,

$$\frac{e_{fjt}}{e_{-fjt}} = \frac{\theta^{k_{fjt}}}{\theta^{k_{-fjt}}} = \theta^{k_{fjt} - k_{-fjt}} = \theta^k$$

## Transitional Period

$$\ln Y_t = \int_0^1 \ln(A(\xi E_i) y_{jt}) dj$$

$$y_{ijt} = q_{ijt} x_{ijt}^\alpha l_{ijt}^{(1-\alpha)} \psi((1-\xi)E_i, n_f)^{1-\alpha} = \frac{Y_t}{p_{ijt}} = \frac{Y_t}{\left(\frac{r_t}{\alpha}\right)^\alpha \left(\frac{w_t}{1-\alpha}\right)^{1-\alpha} \frac{1}{\psi((1-\xi)E_{-i}, n_{-f})^{1-\alpha}} \frac{1}{q_{-ijt}}}$$

$$x_{ijt}^\alpha l_{ijt}^{(1-\alpha)} \psi((1-\xi)E_i, n_f)^{1-\alpha} = \frac{Y_t \psi((1-\xi)E_{-i}, -n)^{1-\alpha} \lambda^{-m}}{\left(\frac{r_t}{\alpha}\right)^\alpha \left(\frac{w_t}{1-\alpha}\right)^{1-\alpha}}$$

Let's define  $\chi = \frac{Y_t}{\left(\frac{r_t}{\alpha}\right)^\alpha \left(\frac{w_t}{1-\alpha}\right)^{1-\alpha}}$  and write output,

$$\begin{aligned} \ln Y_t &= \int_0^1 (\ln A(\xi E_i) + \ln(q_{ijt}) + \ln \lambda^{-m} + (1-\alpha) \ln \psi((1-\xi)E_{-i}, -n) - \ln \chi) dj \\ &= \int_0^1 (\ln A(\xi(1+\theta^k)) + \ln q_{ijt} + \ln \lambda^{-m} + (1-\alpha) \ln \psi((1-\xi)(1+\theta^{-k}), -n) - \ln \chi) dj \\ &= \int_0^1 \ln \left( \frac{A(\xi(1+\theta^{\sum_m \sum_k \sum_n^k \mu^{(t)})) \psi((1-\xi)(1+\frac{1}{\theta^{\sum_m \sum_k \sum_n^k \mu^{(t)}}}), -n)^{1-\alpha}}{\chi \lambda^{\sum_m \sum_k \sum_n^m \mu^{(t)}}} q_{ijt} \right) dj \end{aligned}$$



## Creative Destruction of Leaders in Other Industry

- **Leaders take new production line:** when a firm  $f$  successfully make innovation with flow rate  $z_{f,j',t}^{Ex}$  randomly in any production line  $j'$ , enter the industry and become a new producer if

$$p_f^{Ex} = \mathbb{P} \left\{ E_{fjt} \geq (E_{fj't}) \right\}$$

## Creative Destruction of Leaders in Other Industry

- **Leaders take new production line:** when a firm  $f$  successfully make innovation with flow rate  $z_{f,j',t}^{Ex}$  randomly in any production line  $j'$ , enter the industry and become a new producer if

$$p_f^{Ex} = \mathbb{P} \left\{ E_{fjt} \geq (E_{fj't}) \right\}$$

- Firm  $f$  embedded intangible level gap in sector  $j'$  be  $E_{fjk}$ .
- If firm  $f$  average embedded level gap in production line  $j$  is higher, the probability of getting a new production line increases.

### Leader Value Function:

$$\rho v_{1,1}^f - \dot{v}_{1,1}^f = \max_{z_{1,1}^I, z_{1,1}^E} \{ \pi_1^f - G(z_{1,1}^I) - G(z_{1,1}^{Emb}) + (z_{1,1}^I + z_{1,1}^E)[v_{1,1}^f - v_{1,1}^f] + (z_{-1,-1}^I + z_{-1,-1}^{Emb})[v_{0,0}^f - v_{-1,-1}^f] \}$$

### Follower Value Function:

$$\begin{aligned} \rho v_{-1,-1}^f - \dot{v}_{-1,-1}^f = & \max_{z_{-1,-1}^I, z_{-1,-1}^E} \{ \pi_{-1}^f - G(z_{-1,-1}^I) - G(z_{-1,-1}^{Emb}) + (z_{-1,-1}^I + z_{-1,-1}^{Emb})[v_{0,0}^f - v_{-1,-1}^f] \\ & + (z_{1,1}^I + z_{1,1}^{Emb})[v_{1,1}^f - v_{1,1}^f] \} \end{aligned}$$

### Neck-to-Neck Competition Value Function:

$$\begin{aligned} \rho v_{0,0}^f - \dot{v}_{0,0}^f = & \max_{z_{-1,-1}^I, z_{-1,-1}^E} \{ \pi_0^f - G(z_{0,0}^I) - G(z_{0,0}^{Emb}) + (z_{0,0}^I + z_{0,0}^E)[v_{1,1}^f - v_{0,0}^f] \\ & + (z_{-0,-0}^I + z_{-0,-0}^{Emb})[v_{-1,-1}^f - v_{-0,-0}^f] \} \end{aligned}$$