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### Appendix S.1: Timeline

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2006 May - July	HIV Initial Testing + MDICP Surveys
August - December	Incentives Offered
2007 April - May	Round 1 Sexual Diaries
July - October	Round 2 Sexual Diaries
2008 March - August	Round 3 Sexual Diaries + HIV Testing + Incentives Given
March - August: 1-2 weeks after HIV testing	Round 4 Sexual Diaries

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Notes: The approximate project timeline is presented above. Three locations (Balaka, Mchinji, and Rumphi) were included across this time period.

**Appendix S.2: Differences in Means of Reported Sexual Behavior by Incentive group, HIV Negatives**

**Panel A: Rounds 1, 2, 3 - Effects of Incentive Offer**

	All (N=1193)	Zero Incentive (N=407)	Medium Incentive (N=383)	High Incentive (N=403)	p-value of joint test
	(1)	(2)	(3)	(4)	(5)
Pregnant (Women)	0.089	0.095	0.076	0.094	0.43
Any Vaginal Sex	0.538	0.535	0.542	0.539	0.95
Days of Vaginal Sex	1.546	1.538	1.603	1.499	0.48
Used Condom	0.118	0.129	0.120	0.104	0.38
Condoms at Home	0.112	0.112	0.120	0.106	0.59
Safe/No Sex	0.545	0.547	0.540	0.547	0.93

**Panel B: Effects of Receiving an Incentive on Sexual Behavior**

	<b>Men</b>				p-value of joint test	<b>Women</b>				p-value of joint test
	All (N=447)	Zero Incentive (N=143)	Medium Incentive (N=148)	High Incentive (N=156)		All (N=571)	Zero Incentive (N=194)	Medium Incentive (N=179)	High Incentive (N=198)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Any Vaginal Sex	0.626	0.538	0.682	0.654	0.030	0.580	0.644	0.575	0.520	0.04
Days Vaginal Sex	1.870	1.490	1.905	2.186	0.020	1.746	1.892	1.782	1.571	0.32
Used Condom	0.107	0.078	0.109	0.127	0.570	0.057	0.055	0.078	0.038	0.45
Safe/No Sex	0.432	0.497	0.392	0.410	0.160	0.450	0.392	0.458	0.500	0.10

\* significant at 10%; \*\* significant at 5%; \*\*\* significant at 1%

Notes: This table presents means of sexual behavior outcomes by incentive amount. Panel A includes 1,193 HIV negative respondents who participated in the incentives program. Panel B includes those who were interviewed at Round 4 approximately one week after the money was distributed.

### Appendix S.3: Impact of Amount of Incentive Offer on Reported Sexual Behavior

	HIV Positive (Round 3) (1)	Pregnant (Women) (2)	Any Vaginal Sex (3)	Days of Vaginal Sex (4)	Used Condom (5)	Condoms at Home (6)	Safe/No Sex (7)
<b>Panel A: All Rounds Pooled</b>							
Low Incentive	--	-0.017	0.007	0.068	-0.017	0.009	-0.008
	--	[0.017]	[0.024]	[0.107]	[0.021]	[0.016]	[0.024]
High Incentive	--	0.010	0.017	0.010	-0.019	-0.000	-0.015
	--	[0.017]	[0.024]	[0.099]	[0.021]	[0.016]	[0.024]
Observations	--	1,777	3,258	3,258	1,748	3,258	3,258
R-squared	--	0.037	0.095	0.064	0.089	0.045	0.087
<b>Panel B: Round 1</b>							
	HIV Positive (Round 3) (1)	Pregnant (Women) (2)	Any Vaginal Sex (3)	Days Vaginal Sex (4)	Used Condom (5)	Condoms at Home (6)	Safe/No Sex (7)
Low Incentive	--	0.004	0.026	0.145	-0.025	0.021	-0.014
	--	[0.030]	[0.039]	[0.135]	[0.031]	[0.024]	[0.040]
High Incentive	--	0.034	0.052	0.145	-0.036	-0.009	-0.044
	--	[0.029]	[0.036]	[0.134]	[0.028]	[0.025]	[0.034]
Observations	--	601	1,101	1,101	621	1,101	1,101
R-squared	--	0.042	0.085	0.072	0.134	0.067	0.076
<b>Panel C: Round 2</b>							
	HIV Positive (Round 3) (1)	Pregnant (Women) (2)	Any Vaginal Sex (3)	Days Vaginal Sex (4)	Used Condom (5)	Condoms at Home (6)	Safe/No Sex (7)
Low Incentive	--	-0.024	-0.023	-0.030	0.005	0.007	0.022
	--	[0.027]	[0.035]	[0.153]	[0.036]	[0.022]	[0.039]
High Incentive	--	0.010	0.000	-0.092	-0.025	-0.016	-0.016
	--	[0.026]	[0.032]	[0.118]	[0.029]	[0.023]	[0.036]
Observations	--	579	1,064	1,064	574	1,064	1,064
R-squared	--	0.040	0.102	0.077	0.124	0.058	0.107
<b>Panel D: Round 3</b>							
	HIV Positive (Round 3) (1)	Pregnant (Women) (2)	Any Vaginal Sex (3)	Days Vaginal Sex (4)	Used Condom (5)	Condoms at Home (6)	Safe/No Sex (7)
Low Incentive	0.006	-0.032	0.019	0.088	-0.033	-0.002	-0.033
	[0.007]	[0.024]	[0.037]	[0.150]	[0.033]	[0.019]	[0.036]
High Incentive	-0.003	-0.014	-0.002	-0.026	0.011	0.024	0.017
	[0.005]	[0.027]	[0.034]	[0.139]	[0.031]	[0.021]	[0.033]
Observations	1,071	597	1,091	1,091	552	1,091	1,091
R-squared	0.011	0.048	0.116	0.060	0.035	0.034	0.102

\* significant at 10%; \*\* significant at 5%; \*\*\* significant at 1%

Note: All columns present OLS regressions. Robust standard errors clustered by individual (Panel A) or village (Panels B, C, and D), in brackets. "Used a condom" is conditional on reported sexual activity. "Safe Sex or No Sex" is equal to one if the respondent abstained from sex or used a condom and zero otherwise. "Vaginal Sex" is a dummy variable equal to one if the respondent reported having had vaginal sex. "Used a Condom" is a dummy variable equal to one if the respondent reported using a condom. Each regression includes controls for whether the respondent is male, married, has some schooling, HIV status at baseline, number of living children, and district fixed effects. Panel A includes round dummies.

### Appendix S.4: Differential Responses to Incentive Offer

	Pregnant (Women)	Any Vaginal Sex	Days Vaginal Sex	Used Condom	Condoms at Home	Safe/No Sex
	(1)	(2)	(3)	(4)	(5)	(6)
<b>Panel A: Education</b>						
Any Incentive	-0.005	0.009	0.083	-0.021	0.004	-0.012
	[0.026]	[0.044]	[0.124]	[0.023]	[0.024]	[0.046]
Any * Education	0.003	0.004	-0.060	0.005	0.001	0.001
	[0.031]	[0.053]	[0.164]	[0.028]	[0.030]	[0.053]
Education	-0.025	0.019	0.136	-0.009	0.024	-0.025
	[0.026]	[0.045]	[0.156]	[0.026]	[0.029]	[0.048]
Observations	1,777	3,258	3,258	1,748	3,258	3,258
R-squared	0.036	0.095	0.064	0.089	0.045	0.087
<b>Panel B: Income</b>						
	(1)	(2)	(3)	(4)	(5)	(6)
Any Incentive	0.021	-0.101**	-0.230	0.005	-0.005	0.087*
	[0.026]	[0.043]	[0.199]	[0.044]	[0.026]	[0.045]
Any * Log Income	-0.004	0.014**	0.034	-0.001	0.002	-0.012**
	[0.003]	[0.006]	[0.024]	[0.006]	[0.003]	[0.006]
Log Income	0.002	-0.008	-0.017	-0.006	-0.001	0.005
	[0.002]	[0.005]	[0.019]	[0.004]	[0.003]	[0.005]
Observations	1,674	3,067	3,067	1,624	3,067	3,067
R-squared	0.035	0.094	0.066	0.092	0.044	0.084
<b>Panel C: Gender</b>						
	(1)	(2)	(3)	(4)	(5)	(6)
Any Incentive	--	-0.004	-0.068	-0.031	-0.003	-0.005
	--	[0.026]	[0.089]	[0.023]	[0.017]	[0.024]
Any * Male	--	0.035	0.235	0.025	0.015	-0.014
	--	[0.037]	[0.164]	[0.037]	[0.031]	[0.037]
Male	--	0.112***	0.298**	0.077**	0.072***	-0.089**
	--	[0.037]	[0.139]	[0.031]	[0.026]	[0.036]
Observations	--	3,258	3,258	1,748	3,258	3,258
R-squared	--	0.095	0.065	0.089	0.045	0.087
<b>Panel D: Empowerment (Females only)</b>						
	(1)	(2)	(3)	(4)	(5)	(6)
Any Incentive	0.028	0.033	0.369	-0.079	-0.060	-0.056
	[0.049]	[0.096]	[0.397]	[0.076]	[0.052]	[0.093]
Any * Empowered	-0.071	-0.081	-0.904	0.126	0.121	0.114
	[0.102]	[0.194]	[0.780]	[0.157]	[0.100]	[0.186]
Empowered	0.018	0.063	0.283	-0.046	-0.010	-0.129
	[0.084]	[0.171]	[0.722]	[0.115]	[0.083]	[0.155]
Observations	1,675	1,677	1,677	797	1,677	1,677
R-squared	0.035	0.086	0.058	0.056	0.036	0.064

\* significant at 10%; \*\* significant at 5%; \*\*\* significant at 1%

Note: All columns present OLS regressions. Robust standard errors clustered by individual, in brackets. "Used a condom" is conditional on reported sexual activity. "Safe Sex or No Sex" is equal to one if the respondent abstained from sex or used a condom and zero otherwise. Each regression includes controls for whether the respondent was offered any incentive controlling for whether the respondent is male, married, has some schooling, HIV status at baseline, number of living children, and district fixed effects.