

Supplementary Table 4. Subgroup analyses based on self-reported prior HIV testing, number of sexual partners and daily income that compares HIV testing uptake in the novel incentive types to the gain-framed incentive using modified Poisson regression models with robust error variances.

	No testing in last 12 months^a RR (95% CI)	Tested in last 12 months^a RR (95% CI)	1 partner in last 12 months^b RR (95% CI)	>1 partner in last 12 months^b RR (95% CI)	Daily income below median RR (95% CI)	Daily income above median RR (95% CI)
Observations	1260	1161	1779	389	1233	1229
Incentive type						
Gain-framed	Ref.	Ref.	Ref.	Ref.	Ref.	Ref.
Loss-framed	1.06 (0.94 - 1.19)	1.03 (0.91 - 1.16)	1.06 (0.96 - 1.16)	1.03 (0.83 - 1.29)	1.06 (0.94 - 1.19)	1.04 (0.93 - 1.18)
Lottery	1.15 (1.03 - 1.28)	1.07 (0.95 - 1.20)	1.12 (1.02 - 1.22)	1.14 (0.93 - 1.39)	1.10 (0.98 - 1.23)	1.13 (1.01 - 1.27)
Incentive cost						
Low-cost	Ref.	Ref.	Ref.	Ref.	Ref.	Ref.
High-cost	1.05 (0.93 - 1.18)	1.06 (0.94 - 1.19)	1.08 (0.99 - 1.19)	1.05 (0.85 - 1.29)	1.06 (0.95 - 1.19)	1.10 (0.99 - 1.24)
Interacted cost and type of incentive						
High-cost x Loss- framed	1.00 (0.85 - 1.17)	0.98 (0.84 - 1.15)	0.95 (0.84 - 1.08)	0.91 (0.66 - 1.24)	1.00 (0.86 - 1.16)	0.92 (0.78 - 1.08)

High-cost x	0.95 (0.82 -	0.89 (0.75 -	0.90 (0.80 -	0.83 (0.62 -	0.98 (0.84 -	0.82 (0.70 -
Lottery	1.11)	1.04)	1.02)	1.12)	1.14)	0.95)

*None of the relative risks (RR) above had a p-value < 0.008.

aRR=adjusted relative risk. CI=Confidence Interval. Ref=Reference group.

^aModel excludes participants who reported known HIV-positive status at enrollment.

^bModel excludes participants who reported no sexual partners in the past 12 months.