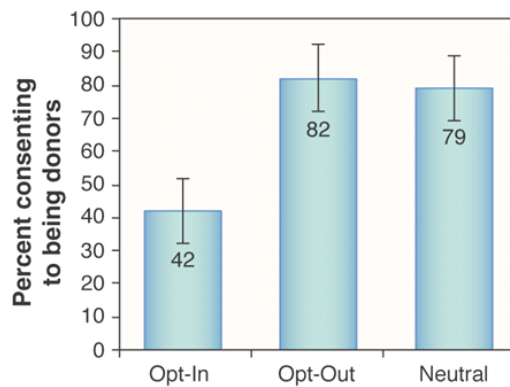
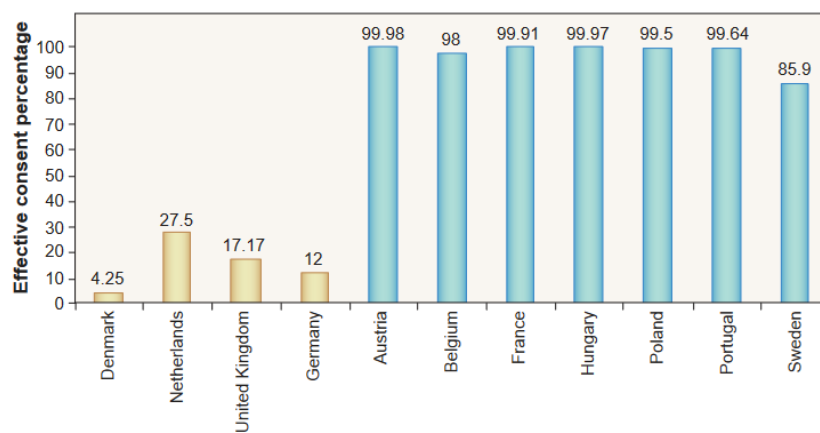


### Appendix 3



In the first case of the opt-in condition, they were asked to confirm or change (only by clicking the other button) the default choice of not being a donor. In the second case of opt-out condition, people were asked to confirm or change but this time the preselected choice was to be a donor. The results showed a huge difference in donor rates. The neutral case is simply the case where people were asked to choose with no default choice.



As we can see, the case where people needed to opt-in influenced the results. Indeed, in the neutral choice 79% of people consent to give their organs while in the opt-in case only 42% accept it. It cannot be associated with cost of change which was only the cost of a click. Furthermore, they showed the difference between countries with opt-in (yellow) or opt-out (blue) default option. We can see that countries where people need to actively choose to donate have a way smaller rate of consent than the countries where the default choice is to be a donor. The huge difference could be only in part explained by the higher cost of change which is often writing a letter or completing a form.