
HOW TO APPRECIATE THE STRENGTH OF JAPAN'S FUNDAMENTALS

Christopher Gannatti — Head of Research, Europe
12/07/2017

One of the most remarkable time series we have seen in 2017 regards the net positioning of non-Japanese investors in Japanese equities.¹

- As of January 13, 2017, \$5.1 billion had gone INTO Japan's equities.
- As of March 24, 2017, \$23.2 billion had gone OUT of Japan's equities.
- As of July 21, 2017, \$7.6 billion had gone INTO Japan's equities.
- As of September 22, 2017, \$25.5 billion had gone OUT of Japan's equities.
- As of November 17, 2017, \$12.2 billion had gone INTO Japan's equities.

In terms of net investor flows over the course of a given year, this indicates a rather high level of [volatility](#), telling us that the perception of the opportunity in a Japanese equity investment has changed massively depending on the time of year in 2017.

The Tricky Aspect of Japan: Yen vs. U.S. Dollar Exchange Rate

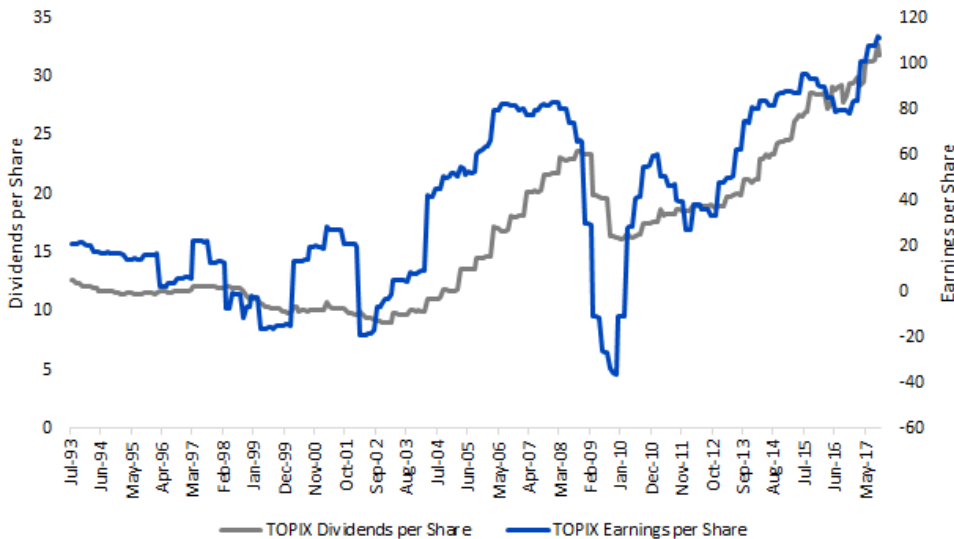
One of the easiest measures for investors outside of Japan to monitor is the exchange rate between the yen and the U.S. dollar. We wrote recently about how there is currently a very high [correlation](#) between the level of the [U.S. 10-Year Treasury note](#) and [the level of the yen versus U.S. dollar exchange rate](#).²

As of this writing, this exchange rate is about 111.5. During the last three months, the yen has been as strong as 107.8 and as weak as 114.2. Before [Abenomics](#) began, during the fourth quarter of 2012, the yen was all the way around 80. Sometimes, we get the impression that non-Japanese investors would have preferred to see a nice, smooth trend from 80 all the way up to 130 and continuing.³

Since this hasn't happened, other very positive aspects of Japan's equities have been masked, in our opinion.

[Earnings per Share](#) & [Dividends per Share](#) for the [TOPIX](#) Are at Record Highs

TOPIX: Record High Dividends & Earnings per Share (July 31, 1993, to Oct. 31, 2017)



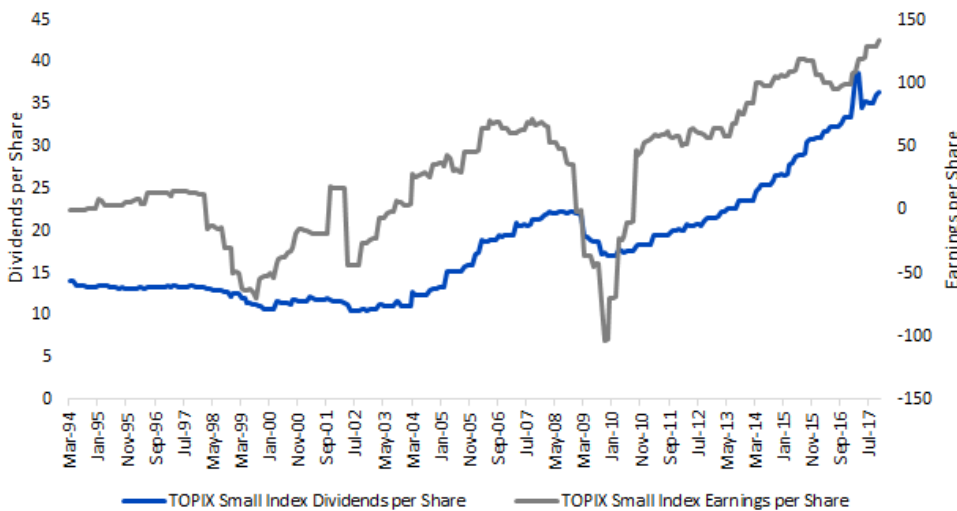
Sources: WisdomTree, Bloomberg, with data from 7/31/1993 to 10/31/2017. You cannot invest directly in an index. Concept for chart inspired by "Japan Equity Strategy: Delivering Record Earnings," by Pankaj Mataney & Jonathan F. Garner, 11/8/17.

- Since November 30, 2012, approximately two weeks prior to the initial election of Prime Minister Abe, the TOPIX has delivered a cumulative return of more than 150%—better than 20% per year. That compares to the [S&P 500 Index](#) at 15.4% per year and the [MSCI EMU Index](#) at 11.4% per year.⁴ One of the more consistent behavioral relationships has been that investor flows follow performance, but it's amazing that there is such a lack of faith in Japan among foreign investors that this hasn't really been the case.
- What we can clearly see is that the TOPIX earnings per share and dividends per share are at record highs (even though price levels are nowhere near the late 1989 Japan bubble levels). What this has meant for investors is that Japan's [price-to-earnings \(P/E\) ratio](#) has dropped by 7.3% per year from November 30, 2012, to November 24, 2017. During this same time, the S&P 500 Index P/E ratio rose by 8.6% per year, and the MSCI EMU Index P/E ratio rose by 6.9% per year.⁵

Japan's market was outperforming AND the stocks were becoming less expensive.

Earnings per Share & Dividends per Share of [TOPIX Small Index](#) Are at Record Highs

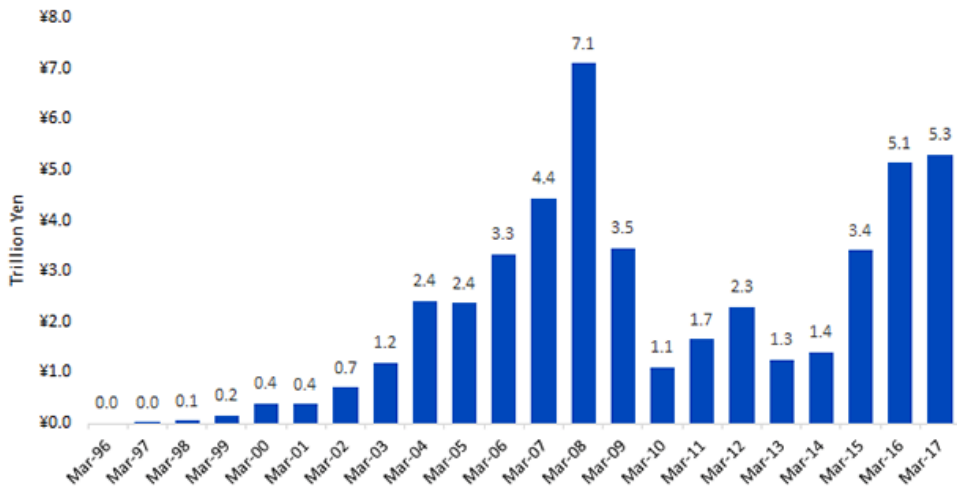
TOPIX: Small Index: Record High Dividends & Earnings per Share (March 31, 1994, to Oct. 21, 2017)



Sources: WisdomTree, Bloomberg, with data from 3/31/1994 to 10/31/2017. You cannot invest directly in an index. Concept for chart inspired by "Japan Equity Strategy: Delivering Record Earnings," by Pankaj Mataney & Jonathan F. Garner, 11/18/17.

- Similarly, from November 30, 2012, to November 24, 2017, the TOPIX Small Index returned 177.80% cumulatively, or nearly 23% per year. That compares to a Russell 2000 Index that returned 14.7% per year and the MSCI EMU Small Cap Index return of 17.9% per year.⁶
- During this same period, the P/E ratio of the TOPIX Small Index increased by only about 1% per year, again because the earnings per share of this Index are also at record highs. This is hugely significant, especially at a time when investors, particularly in U.S. small-cap stocks, have been so concerned with expanding [valuations](#).⁷

Share Buybacks in the [MSCI Japan Index](#) Have Been Accelerating during Abenomics



Sources: WisdomTree, FactSet, with data from 3/31/1996 to 3/31/2017. You cannot invest directly in an index. Concept for chart inspired by "Japan Strategy 2018: Year of the Bull-Dog," by Kathy Matsui, et. al., 11/17/17.

- Notably, the Bank of Japan has implemented a process wherein it purchases 6 trillion yen of equity ETFs per year.⁸ As of March 31, 2017, we saw the MSCI Japan constituents buy back 5.3 trillion yen of their shares over the prior 12-month period. Since the commencement of Abenomics, we've seen Japan's share repurchases accelerating, and we think it's possible that they will soon eclipse the equity ETF purchases of the BOJ. There is an awful lot of cash still on Japan's corporate balance sheets, so we believe things like dividends and buybacks can continue to grow.

Japan Could Be an Interesting Long-Term Investment Theme

The conclusion that [Japan can be an interesting long-term investment theme](#) is not a new one for WisdomTree, but we strongly believe the fundamentals story and plan to keep focusing on it.

¹Sources for following bullets: Bloomberg, Japan Ministry of Finance. Data is reported weekly.

²Sources: WisdomTree, Bloomberg, with period from 9/21/16 to 11/21/17, the period after which the Bank of Japan established a policy to keep the interest rate on the 10-Year Japanese government bond close to 0% with unlimited bond purchases.

³Source for all data in this paragraph: Bloomberg. Current data is as of 11/24/17. Past three months extends back to 8/24/17. Fourth quarter of 2012 is from 9/30/12 to 12/31/12.

⁴Performance data source for bullet: Bloomberg, with data from 11/30/12 to 11/24/17.

⁵Sources: WisdomTree, Bloomberg.

⁶Sources: WisdomTree, Bloomberg.

⁷Sources: WisdomTree, Bloomberg.

⁸Source: "New Framework for Strengthening Monetary Easing: Quantitative & Qualitative Monetary Easing with Yield Curve Control," Bank of Japan, 9/21/16.

Important Risks Related to this Article

Investments focused in Japan increase the impact of events and developments associated with the region, which can adversely affect performance.

For more investing insights, check out our [Economic & Market Outlook](#)

View the online version of this article [here](#).

IMPORTANT INFORMATION

U.S. investors only: Click [here](#) to obtain a WisdomTree ETF prospectus which contains investment objectives, risks, charges, expenses, and other information; read and consider carefully before investing.

There are risks involved with investing, including possible loss of principal. Foreign investing involves currency, political and economic risk. Funds focusing on a single country, sector and/or funds that emphasize investments in smaller companies may experience greater price volatility. Investments in emerging markets, currency, fixed income and alternative investments include additional risks. Please see prospectus for discussion of risks.

Past performance is not indicative of future results. This material contains the opinions of the author, which are subject to change, and should not to be considered or interpreted as a recommendation to participate in any particular trading strategy, or deemed to be an offer or sale of any investment product and it should not be relied on as such. There is no guarantee that any strategies discussed will work under all market conditions. This material represents an assessment of the market environment at a specific time and is not intended to be a forecast of future events or a guarantee of future results. This material should not be relied upon as research or investment advice regarding any security in particular. The user of this information assumes the entire risk of any use made of the information provided herein. Neither WisdomTree nor its affiliates, nor Foreside Fund Services, LLC, or its affiliates provide tax or legal advice. Investors seeking tax or legal advice should consult their tax or legal advisor. Unless expressly stated otherwise the opinions, interpretations or findings expressed herein do not necessarily represent the views of WisdomTree or any of its affiliates.

The MSCI information may only be used for your internal use, may not be reproduced or re-disseminated in any form and may not be used as a basis for or component of any financial instruments or products or indexes. None of the MSCI information is intended to constitute investment advice or a recommendation to make (or refrain from making) any kind of investment decision and may not be relied on as such. Historical data and analysis should not be taken as an indication or guarantee of any future performance analysis, forecast or prediction. The MSCI information is provided on an "as is" basis and the user of this information assumes the entire risk of any use made of this information. MSCI, each of its affiliates and each entity involved in compiling, computing or creating any MSCI information (collectively, the "MSCI Parties") expressly disclaims all warranties. With respect to this information, in no event shall any MSCI Party have any liability for any direct, indirect, special, incidental, punitive, consequential (including loss profits) or any other damages (www.msci.com)

Jonathan Steinberg, Jeremy Schwartz, Rick Harper, Christopher Gannatti, Bradley Krom, Tripp Zimmerman, Michael Barrer, Anita Rausch, Kevin Flanagan, Brendan Loftus, Joseph Tenaglia, Jeff Weniger, Matt Wagner, Alejandro Saltiel, Ryan Krystopowicz, Kara Marciscano, Jianing Wu and Brian Manby are registered representatives of Foreside Fund Services, LLC.

WisdomTree Funds are distributed by Foreside Fund Services, LLC, in the U.S. only.

You cannot invest directly in an index.

DEFINITIONS

Volatility : A measure of the dispersion of actual returns around a particular average level. .

Correlation : Statistical measure of how two sets of returns move in relation to each other. Correlation coefficients range from -1 to 1. A correlation of 1 means the two subjects of analysis move in lockstep with each other. A correlation of -1 means the two subjects of analysis have moved in exactly the opposite direction.

10-Year Treasury : a debt obligation of the U.S. government with an original maturity of ten years.

Abenomics : Series of policies enacted after the election of Japanese Prime Minister Shinzo Abe on December 16, 2012 aimed at stimulating Japan's economic growth.

Earnings per share : Total earnings divided by the number of shares outstanding. Measured as a percentage change as of the annual Index screening date compared to the prior 12 months. Higher values indicate greater growth orientation.

Dividends per Share : The sum of declared dividends for every ordinary share issued. Dividend per share (DPS) is the total dividends paid out over an entire year (including interim dividends but not including special dividends) divided by the number of outstanding ordinary shares issued.

Tokyo Stock Price Index (TOPIX) : A free float-adjusted market capitalization-weighted index that is calculated based on all the domestic common stocks listed on the Tokyo Stock Exchange First Section.

S&P 500 Index : Market capitalization-weighted benchmark of 500 stocks selected by the Standard and Poor's Index Committee designed to represent the performance of the leading industries in the United States economy.

MSCI EMU Index : A free float-adjusted market capitalization-weighted index designed to measure the performance of the markets in the European Monetary Union.

Price-to-earnings (P/E) ratio : Share price divided by earnings per share. Lower numbers indicate an ability to access greater amounts of earnings per dollar invested.

Valuation : Refers to metrics that relate financial statistics for equities to their price levels to determine if certain attributes, such as earnings or dividends, are cheap or expensive.

MSCI Japan Index : A market cap-weighted subset of the MSCI EAFE Index that measures the performance of the Japanese equity market.