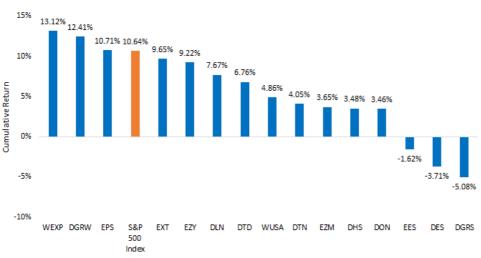
# UNDERSTANDING THE DRIVERS OF U.S. EQUITIES IN 2017

Christopher Gannatti — Global Head of Research 08/31/2017

One of the best aspects that WisdomTree brings to the table is the sheer breadth of investment strategies. If we think in terms of U.S. equities, as an example, there are 15 exchange-traded funds (ETFs) tracking the returns of 15 proprietary Indexes.

What IS (and ISN'T) working at a particular time tells us important information about the U.S. equity market.

## WisdomTree's U.S. Equity ETFs in 2017



Sources: WisdomTree, Bloomberg. Period is from 12/31/16 to 8/28/17. Returns are shown in total return NAV terms. To be shown, ETFs must track Indexes of U.S. equities and must have been live as of 12/31/16.

Performance is historical and does not guarantee future results. Current performance may be lower or higher than quoted. Investment returns and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Performance data for the most recent month-end is available at www.wisdomtree.com.

WisdomTree shares are bought and sold at market price (not NAV) and are not individually redeemed from the Fund. Total returns are calculated using the daily 4:00 p.m. EST net asset value (NAV). Market price returns reflect the midpoint of the bid/ask spread as of the close of trading on the exchange where Fund shares are listed. Market price returns do not represent the returns you would receive if you traded shares at other times.

Index performance does not represent actual fund or portfolio performance. A fund or portfolio may differ significantly from the securities included in the index. Index performance assumes reinvestment of dividends but does not reflect any management fees, transaction costs or other expenses that would be incurred by a portfolio or fund, or brokerage commissions on transactions in fund shares. Such fees, expenses and commissions could reduce returns.



Fund/Index Name	Fund Information			NAV Returns (%)						Market Price Returns (%)					
	Ticker	Exp. Ratio	Inceptio n Date	YTD	1-Year	3-Year	5-Year	10- Year	Since Fund Inception	YTD	1-Year	3-Year	5-Year	10-Year	Since Fund Inception
WisdomTree U.S. Export and															
Multinational Fund	WEXP	0.33%	7/21/15	12.04%	22.55%	N/A	N/A	N/A	10.41%	12.15%	22.74%	N/A	N/A	N/A	10.34%
WisdomTree U.S. Quality Dividend															
Growth Fund	DGRW	0.28%	5/22/13	11.59%	18.94%	10.51%	N/A	N/A	12.22%	11.61%	19.10%	10.52%	N/A	N/A	12.24%
WisdomTree U.S. Earnings 500 Fund	EPS	0.28%	2/23/07	9.21%	21.86%	9.16%	14.31%	7.04%	7.23%	9.22%	22.11%	9.20%	14.37%	7.06%	7.24%
WisdomTree U.S. Total Earnings Fund	EXT	0.28%	2/23/07	8.68%	21.88%	8.87%	14.40%	7.29%	7.46%	8.62%	22.21%	8.88%	14.41%	7.29%	7.47%
WisdomTree U.S. LargeCap Value Fund	EZY	0.38%	2/23/07	7.81%	17.95%	7.16%	12.40%	5.17%	5.47%	7.91%	18.20%	7.22%	12.45%	5.19%	5.49%
WisdomTree U.S. LargeCap Dividend															
Fund	DLN	0.28%	6/16/06	6.51%	13.88%	8.76%	12.88%	6.35%	7.69%	6.54%	14.00%	8.79%	12.92%	6.36%	7.67%
WisdomTree U.S. Total Dividend Fund	DTD	0.28%	6/16/06	6.00%	13.79%	8.85%	13.22%	6.63%	7.91%	6.05%	13.91%	8.87%	13.24%	6.64%	7.90%
WisdomTree U.S. MidCap Earnings	EZM	0.38%	2/23/07	5.44%	19.86%	6.68%	15.53%	9.10%	9.16%	5.73%	20.14%	6.76%	15.61%	9.13%	9.20%
WisdomTree U.S. Domestic Economy															
Fund	WUSA	0.33%	7/21/15	5.08%	12.34%	N/A	N/A	N/A	9.17%	5.36%	12.42%	N/A	N/A	N/A	9.06%
WisdomTree U.S. MidCap Dividend															
Fund	DON	0.38%	6/16/06	4.70%	12.16%	9.10%	15.52%	8.53%	9.44%	4.71%	12.18%	9.07%	15.52%	8.53%	9.48%
WisdomTree U.S. Dividend ex-															
Financials Fund	DTN	0.38%	6/16/06	4.06%	10.38%	7.14%	12.61%	6.96%	8.38%	4.11%	10.55%	7.17%	12.64%	6.98%	8.38%
WisdomTree U.S. High Dividend Fund	DHS	0.38%	6/16/06	3.07%	5.90%	8.34%	12.01%	5.43%	6.76%	3.09%	5.91%	8.34%	12.02%	5.44%	6.76%
WisdomTree U.S. SmallCap Earnings															
Fund	EES	0.38%	2/23/07	2.00%	26.35%	7.37%	14.41%	8.40%	8.12%	1.97%	26.36%	7.36%	14.40%	8.44%	8.09%
WisdomTree U.S. SmallCap Dividend															
Fund	DES	0.38%	6/16/06	-1.23%	15.93%	7.97%	14.19%	7.21%	8.11%	-1.24%	15.89%	7.94%	14.17%	7.22%	8.10%
WisdomTree U.S. SmallCap Quality															
Dividend Growth Fund	DGRS	0.38%	7/25/13	-1.12%	18.02%	7.32%	N/A	N/A	9.72%	-1.04%	18.09%	7.32%	N/A	N/A	9.68%
S&P 500 Index				9.34%	17.90%	9.61%	14.63%	7.18%	N/A	9.34%	17.90%	9.61%	14.63%	7.18%	N/A

Source: WisdomTree, 6/30/17.

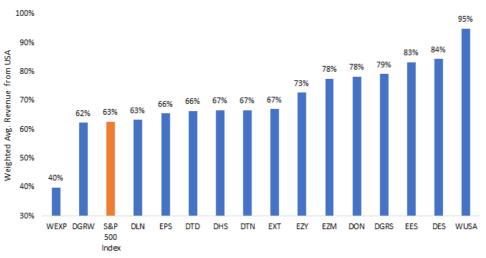
- What's Working: The WisdomTree U.S. Export and Multinational Fund (WEXP) stands out as the strongest performer across the 15 strategies, delivering a 13% cumulative return. WEXP tracks the returns of the WisdomTree U.S. Export and Multinational Index. While that Index name may seem like a mouthful, the bottom line is that it focuses on companies that derive the majority of their revenues from OUTSIDE the U.S. This means that if the U.S. dollar depreciates compared to international currencies, it creates a potentially more favorable environment for these firms, and over this period the Bloomberg Dollar Spot Index has declined 9.3% —a veritable perfect storm. The WisdomTree U.S. Quality Dividend Growth Fund (DGRW) is the other strategy that outperformed the S&P 500 Index over this period. In a way, its WisdomTree U.S. Quality Dividend Growth Index taps into that same multinational, large-company theme—albeit without that specific focus. Both WEXP and DGRW have had large exposure to Information Technology stocks—a strong sector over this period.
- What Isn't Working: The WisdomTree U.S. SmallCap Earnings Fund (EES), the WisdomTree U.S. SmallCap Dividend Fund (DES) and the WisdomTree U.S. SmallCap Quality Dividend Growth Fund (DGRS) track the WisdomTree U.S. SmallCap Earnings, U.S. SmallCap Dividend and U.S. SmallCap Quality Dividend Growth Indexes, respectively. The common theme—small caps. In 2016, EES, DES and DGRS delivered 29.96%, 31.06% and 30.60% total returns, respectively, so one can clearly see the implied influence of the "Trump trade" in the 2016 results and then the cooling off of the Trump trade in the 2017 results. We think small caps have lagged so much in 2017 that if the government surprises us with a tax plan this year, there may be a reaction additional to what we saw after 2016 since investors have become just THAT pessimistic. Also notable is WUSA, tracking the WisdomTree U.S. Domestic Economy Index. This is the opposite of WEXP and would more likely deliver its abovemarket returns in stronger-dollar environments. While that hasn't been the case in this period, it's notable to think of WEXP and WUSA offering an interesting expression of a "dollar view" in U.S. equities.

## **Bottom Line of 2017: Taxes & Geographic Revenue**

We can look under the hood of 2017's performance thus far:

Geographic Revenue Picture: Certain Strategies with Larger Companies and Less Revenue from Inside the U.S. Have Been Strong

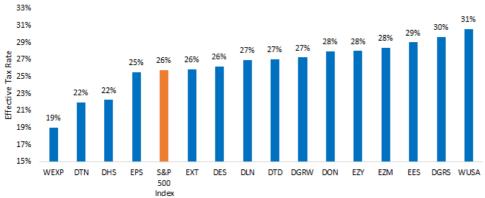




Sources: WisdomTree, Bloomberg, FactSet, with data as of 6/30/17. You cannot invest directly in an index. Subject to change.

- WEXP is tracking an Index that is designed to focus on exporters, which explains why its weighted average revenue
  from within the U.S. (40%) is so differentiated from basically all of the other Indexes. DGRW, the other
  outperformer over the S&P 500 Index shown earlier, also derives less revenue from within the U.S. than the S&P 500
  Index.
- DGRS, EES and DES derive a LOT of weighted average revenue from within the U.S. In a stronger-dollar environment, that might be an advantage for these strategies over the S&P 500 Index. In the 2017 weaker-dollar environment, it has not been an advantage.





Sources: WisdomTree, Bloomberg, FactSet, with data as of 6/30/17. Subject to change.

• WEXP had the lowest effective tax rate of all the strategies shown. With all of the discussions occurring with respect to tax policy, this has been such an important factor in 2017. Given that this basket of companies is already below the consensus 25% level (what people think might happen with corporate tax policy) and close to the 15% level (what President Trump campaigned on), this has been an advantage. It's notable that the <u>WisdomTree U.S. Domestic Economy Fund (WUSA)</u> (with 95% of its weighted average revenue from INSIDE the U.S.) had the highest effective tax rate of the strategies shown. Like we indicated with small caps, WUSA may be an interesting strategy if the government surprises us with a corporate tax plan before the end of 2017.

# WEXP & WUSA Represent Effective Tools for the Current Environment

One of the best aspects of the U.S.-listed ETF market is the innovation. Instead of thinking about the S&P 500 Index for



U.S. equity exposure, investors can now think about geographic revenues and effective tax rates, and fine-tune their approaches to each of these characteristics while reforms are being discussed.

<sup>1</sup>Source: Bloomberg, with period from 12/31/16 to 8/28/17.

#### Important Risks Related to this Article

There are risks associated with investing, including possible loss of principal. Stocks that previously exhibited a positive correlation in equity performance to a strong U.S. dollar may not do so in the future, which could negatively impact Fund performance. A Fund that has exposure to one or more sectors may increase the Fund's vulnerability to any single economic or regulatory development. This may result in greater share price volatility. Please read the Fund's prospectus for specific details regarding the Fund's risk profile.

There are risks associated with investing, including possible loss of principal. Funds focusing their investments on certain sectors and/or smaller companies increase their vulnerability to any single economic or regulatory development. This may result in greater share price volatility. Please read the Fund's prospectus for specific details regarding the Fund's risk profile.

Double-digit returns were achieved primarily during favorable market conditions. Investors should not expect that such favorable returns can be consistently achieved. A fund's performance, especially for very short time periods, should not be the sole factor in making your investment decision.

The Global Industry Classification Standard ("GICS") was developed by and is the exclusive property and a service mark of MSCI Inc. ("MSCI") and Standard & Poor's ("S&P"), a division of The McGraw-Hill Companies, Inc. and is licensed for use by WisdomTree Investments, Inc. Neither MSCI, S&P nor any other party involved in making or compiling the GICS or any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability and fitness for a particular purpose with respect to any such standard or classification. Without limiting any of the foregoing, in no event shall MSCI, S&P, any of their affiliates or any third party involved in making or compiling the GICS or any GICS classifications have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

For standardized performance and the most recent month-end performance click <u>here</u> NOTE, this material is intended for electronic use only. Individuals who intend to print and physically deliver to an investor must print the monthly performance report to accompany this blog.

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 <u>here</u> 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, 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**

**Bloomberg Dollar Spot Index (BBDXY)**: Tracks the performance of a basket of ten leading global currencies versus the U.S. dollar. Each currency in the basket and their weight is determined annually based on their share of international trade and FX liquidity.

**<u>S&P 500 Index</u>**: 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.

**Effective tax rate**: The average tax rate at which a corporation's pre-tax profits are taxed, taking into account all forms of taxation paid by the company.

