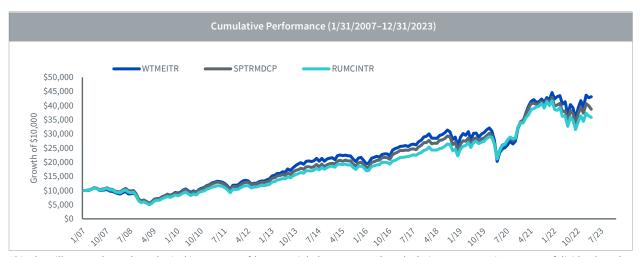
In the past few decades, index-based investment strategies have gained traction for obtaining exposure to broad asset classes. Numerous benefits of the passively managed exchange-traded fund (ETF) wrapper—including easy access to diversification, generally low fees in comparison to active strategies, tax efficiency and daily transparency of holdings—have helped these types of strategies gain in popularity. While the first set of indexes were traditional market cap-weighted offerings<sup>1</sup>, a growing body of evidence suggests that a rules-based approach to indexing can add significant value to the core of investor portfolios.

Take earnings as an example. At WisdomTree, we believe that a focus on core earnings may provide investors with an opportunity to maintain much of the broad exposure associated with an equity market while managing valuations. By focusing on a company's earnings, WisdomTree has created broad exposure while remaining grounded to a common fundamental metric. A core objective of constructing these Indexes was to have both a beta and correlation close to 1 compared to a broad market cap-weighted benchmark, but with incremental improvement over the long run by avoiding some of the more expensive and unprofitable parts of the market. The chart and table below illustrate the real-time results of this approach on the WisdomTree U.S. MidCap Index.



This chart illustrates how a hypothetical investment of \$10,000 might have grown. The calculations assume reinvestment of dividends and do not reflect transaction and other costs. Past performance is not indicative of future results.

	vs. S&P	MidCap 400 Index	vs. Russell Midcap Index		
Index	Beta	Correlation	Beta	Correlation	
WisdomTree U.S. MidCap Index (WTMEITR)	1.07	0.98	1.09	0.97	
S&P MidCap 400 Index (SPTRMDCP)	1.00	1.00			
Russell Midcap Index (RUMCINTR)			1.00	1.00	

Sources: WisdomTree, FactSet, 1/31/2007–12/31/2023. Start date reflects WisdomTree Index inception. Past performance is not indicative of future results. You cannot invest directly in an index. 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.

<sup>&</sup>lt;sup>1</sup> Market capitalization weighting: Market cap = share price x number of shares outstanding. Firms with the highest values receive the highest weights.



EZM

#### **Hypothetical Universe Market Cap Weighted Earnings Weighted** Market **Earnings** Market Cap P/E Earnings P/E P/E Investment Company Cap Stream Investment Weight Ratio Weight Ratio (\$mm) (\$mm) \$200 \$40.00 5.00x 17.39% \$17,391 40% \$40,000 Α В \$250 \$25.00 10.00x 21.74% \$21,739 25% \$25,000 C \$700 \$35.00 20.00x 60.87% \$60,870 35% \$35,000 \$100.00 \$100,000 Totals \$1,150 \$100,000 Portfolio P/E Ratio 11.50x Portfolio P/E Ratio 8.16x

# The Difference Earnings Weighting Makes (Hypothetical Illustration)

Source: WisdomTree. For illustrative purposes only. Does not reflect an actual investment.

## A Methodology That Tilts Total Returns toward Earnings

In the late 1990s, U.S. investors saw growth stocks, with triple-digit P/E ratios², hijack the S&P 500, commanding the largest weights in the Index as their market capitalizations soared. And when this happens, market capweighted indexes can subject investors not only to higher risks resulting from having fewer securities with larger weights, but also to large losses when valuations fall. WisdomTree's earnings-focused methodologies tilt the portfolio toward lower-valuation companies. The potential for risk-adjusted outperformance demonstrated by Wharton Professor Jeremy Siegel's research is the foundation upon which the WisdomTree U.S. MidCap Index was built. At its core, the methodology focuses on:

Stock Selection—Our earnings strategies start with a universe of all companies in a region that meet WisdomTree's market capitalization and liquidity<sup>3</sup> requirements. Next, we remove the riskiest companies from the starting universe based on quantitative risk screens. From there, we select companies with positive trailing 12-month earnings and make any appropriate size cuts depending on the focus of the strategy (Broad, Large, Mid, Small).

Cyclical Growth—By earnings-weighting our strategy, the portfolio takes on some unique sector tilts compared to a market cap-weighted approach. The portfolio has tended to be over-weight more cyclical consumer driven sectors and has had its best performance when broad market growth is robust and valuations multiples are expanding.

<sup>&</sup>lt;sup>3</sup> Liquidity: The degree of which an asset or security can be bought or sold in the market without affecting the asset's price. Liquidity is characterized by a high level of trading activity. Assets that can be easily bought or sold are known as liquid assets.



<sup>&</sup>lt;sup>2</sup> 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.

## Investment Process: WisdomTree U.S. MidCap Index

Start with publicly traded U.S. companies that meet specified market cap and liquidity requirements Remove the riskiest companies from the starting universe based on quantitative risk screens

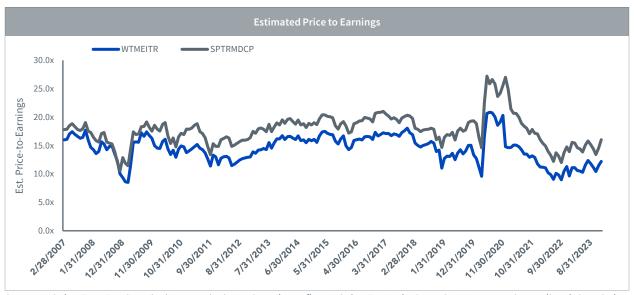
Screen to include companies with positive earnings

Remove the 500 largest names by market cap

Remove the bottom 25% by market cap, leaving ~600 mid cap companies

## The Impact of Earnings Weighting on the Portfolio

The impact that earnings weighting has had on valuations over time is evident from the estimated price-to-earnings discount of the WisdomTree U.S. MidCap Index compared to the S&P MidCap 400 Index since index inception.



Sources: WisdomTree, FactSet, 1/31/2007—12/31/2023. Start date reflects WisdomTree Index inception. You cannot invest directly in an index. WTMEITR refers to the WisdomTree U.S. MidCap Index and SPTRMDCP refers to the S&P MidCap 400 Index. Past performance is not indicative of future results.



The WisdomTree U.S. MidCap Fund seeks to track the price and yield performance of the WisdomTree U.S. MidCap Index, before fees and expenses.

Standardized Annual Returns (12/31/2023 )							
Fund/Index	YTD	1 Year	5 Year	10 Year	Since Inception		
WisdomTree U.S. MidCap Fund (NAV)	19.41%	19.41%	12.54%	8.68%	9.13%		
WisdomTree U.S. MidCap Fund (Price)	19.46%	19.46%	12.57%	8.66%	9.13%		
WisdomTree U.S. MidCap Index	19.92%	19.92%	12.96%	9.04%	9.43%		
Russell Midcap Value Index	12.71%	12.71%	11.16%	8.26%	7.33%		
S&P MidCap 400 Index	16.44%	16.44%	12.62%	9.27%	8.82%		

Sources: Wisdom Tree, Fact Set. Since Inception period reflects Wisdom Tree fund inception date 02/23/2007 - 12/31/2023.

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 wisdomtree.com/investments.

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 4:00pm EST net asset (NAV). Market price ("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.

Quick Facts	
Ticker	EZM
Exchange	NYSE Arca
Expense Ratio (Gross)	0.38%
Expense Ratio (Net)	0.38%
Structure	Open-end ETF
Exposure	Stocks with positive core earnings
Rebalancing	The portfolio is rebalanced on an annual basis



#### **Definitions and Disclosures**

<u>Passively managed</u>: Strategies that take a rules-based approach with regular rebalancing schedules that are not changed due to market conditions. <u>Actively managed</u>: Refers to active funds run by portfolio managers who attempt to outperform the market by selecting those securities they believe to be the best. <u>Beta</u>: Measure of the volatility of an index or investment relative to a benchmark. A reading of 1.00 indicates that the investment has moved in lockstep with the benchmark; a reading of -1.00 indicates that the investment has moved in the exact opposite direction of the benchmark. <u>Correlation</u>: 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 opposite directions. <u>Earnings Stream</u>: Earnings per share x the number of shares outstanding. For an index, these totals are added for all constituents.

WisdomTree U.S. MidCap Index: The WisdomTree U.S. MidCap Index is a fundamentally weighted index that measures the performance of earnings-generating companies within the mid-capitalization segment of the U.S. Stock Market. S&P MidCap 400 Index: The S&P MidCap 400 Index is a capitalization-weighted index of 400 stocks selected by the Standard & Poor's Index Committee designed to represent the performance of the midcap segment of the market. Russell Midcap Index: The Russell Midcap Index measures the performance of the midcap segment of the U.S. equity universe. The Russell Midcap is a subset of the Russell 1000 Index. It includes approximately 800 of the smallest securities based on a combination of their market cap and current index membership.

Investors should carefully consider the investment objectives, risks, charges and expenses of the Funds before investing. To obtain a prospectus containing this and other important information, please call 866.909.9473, or visit WisdomTree.com/investments to view or download a prospectus. Investors should read the prospectus carefully before investing.

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.

Earnings are not guaranteed and a company currently indicating earnings may cease doing so at any time. Diversification does not ensure a profit or protect against loss.

Unless otherwise stated, the data source is WisdomTree.

You cannot invest directly in an index. Additional index information is available at www.wisdomtree.com/investments.

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