

# FIXED INCOME ETF LIQUIDITY: CAN IT BE QUANTIFIED?

Paige Corbin — Capital Markets Associate

05/12/2016

*This blog post is relevant to institutional investors interested in trading exchange-traded funds (ETFs) in significant volume. Individual investors do not always have access to liquidity providers to trade ETFs as referenced below. Most investors are familiar with the idea that exchange-traded funds (ETFs) are simply a wrapper of securities and that they are at least as [liquid](#) as their [underlying basket](#). In regards to quantifying underlyings of ETFs with equity underlyings, investors can reference [implied liquidity](#) as a benchmark for [how many ETF shares can be traded through the underlying basket](#). Equity markets are extremely transparent, automated and competitive, allowing for clarity. In contrast, bond markets are much more opaque, are unautomated for the most part and lack transparency in regards to reporting. Fixed income ETFs allow investors to gain exposure to a wide variety of bond portfolios in an inexpensive and efficient manner by benefiting from the equity market structure as they are exchange listed. As their popularity continues to increase, we often are asked, how can the liquidity of an ETF with fixed income underlying be quantified? Before diving into assessing the liquidity of a fixed income ETF, it is important to discuss the dynamics of the fixed income market and why it poses such a challenge. Bonds are primarily an over-the-counter, dealer-based market with no integrated trading and reporting facility. There are some reporting mechanisms for corporate, agency and [municipal bonds](#), but they are by no means comprehensive or real time. The lack of transparency and reporting highlights the importance of understanding fixed income liquidity, not only when assessing an ETF, but also when structuring the product. WisdomTree recently launched four [smart beta](#) fixed income ETFs. Liquidity structure was of the utmost importance in creating the [WisdomTree Fundamental U.S. Corporate Bond Fund \(WFIG\)](#), the [WisdomTree Fundamental U.S. Short-Term Corporate Bond Fund \(SFIG\)](#), the [WisdomTree Fundamental U.S. High Yield Corporate Bond Fund \(WFHY\)](#) and the [WisdomTree Fundamental U.S. Short-Term High Yield Corporate Bond Fund \(SFHY\)](#). Here are some of the key liquidity screens we took into consideration when we created the Indexes that our four new Funds track:*

- First, a liquidity screen was applied to the U.S. fixed income universe for these Funds to only include public issuers. This allows us to have consistent access to the issuer's [fundamentals](#) and be able to better assess issuer health compared to the private sector. Additionally, bonds of publicly traded companies are generally considered more liquid than those of private companies.

- The second screen applied was to the amount outstanding of the issues in the Index. A number of fixed income indexes require a minimum of \$100 million in par outstanding, whereas we have applied screens of \$350 million outstanding, with a \$500 million screen applied to WFHY. Larger amount outstanding is also usually a sign of higher liquidity.
- Last, we applied an issuer cap; we would not include more than 5% of outstanding issues for [investment grade](#) and 2% for high [yield](#).
- For our two high-yield Funds, WFHY and SFHY, we also removed the bottom 5% of the universe based upon a liquidity score comprising seasoning (length of time since issuance) and issue size. The more seasoned a bond is, the less liquid it is considered. How do investors quantify potential liquidity in any fixed income fund? We canvassed many fixed income [market makers](#) to get a sense of how they assess the liquidity of bonds. A basic industry practice is to take the size of an outstanding issue and assume that 5% of that turns over daily. A conservative estimate of how much an investor can trade over the day without impact is 25% of that daily turnover. So what does that mean? Let's take a look at WFIG. If an investor were to sum the outstanding issues in WFIG, the outstanding amount would total \$81.86 billion.<sup>1</sup> Next, 5% of the outstanding amount is close to \$4.1 billion, and 25% of that is roughly \$1.02 billion. Based on our very basic calculation, an investor could potentially trade \$1.02 billion of WFIG when transacting in the underlying bonds without market impact in one day. That being said, it is important to remember that fixed income liquidity is subjective, and the market makers are taking into account [duration](#), [credit quality](#) and issue size when evaluating the underlying securities.

Potential Liquidity Estimates

	Daily Turnover Estimate	Market Impact Estimate
<b>WFIG</b>	\$4 billion	\$1 billion
<b>SFIG</b>	\$4 billion	\$1 billion
<b>WFHY</b>	\$2.5 billion	\$600 million
<b>SFHY</b>	\$2.2 billion	\$550 million

Source: Bloomberg, 4/27/16.

Although it is not obvious to the naked eye, there is ample potential for daily liquidity in fixed income ETFs. The key is knowing how to access it by [utilizing your trading desk or the capital markets desks at the various issuers](#). Fixed Income ETFs allow investors to economically gain access to a range of fixed income strategies that they may not have the resources or tools to invest in on a per-bond basis. Fixed income ETFs have seen tremendous growth over the past several years as they have allowed investors to bridge the gap between an opaque bond market and a transparent exchange-listed security. What is paramount to remember is that the underlying securities still reside in the fixed income world, so the utilization of trading resources is crucial in order to tap into the potential liquidity. <sup>1</sup>Source: Bloomberg, 4/27/16.

#### Important Risks Related to this Article

Fixed income investments are subject to interest rate risk; their value will normally decline as interest rates rise. Fixed income investments are also subject to credit risk, the risk that the issuer of a bond will fail to pay interest and principal in a timely manner or that negative perceptions of the issuer's ability to make such payments will cause the price of that bond to decline.

High-yield or "junk" bonds have lower credit ratings and involve a greater risk to principal.

While the Funds attempt to limit credit and counterparty exposure, the value of an investment in the Funds may change quickly and without warning in response to issuer or counterparty defaults and changes in the credit ratings of each Fund's portfolio investments. Please read each Fund's prospectus for specific details regarding each Fund's risk profile.

For standardized performance and the most recent month-end performance click [here](#) 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 [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](http://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**

**Liquidity** : The degree to 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 asset.

**Underlying basket** : Securities held by a fund to replicate an investment strategy or index.

**Municipal Bond** : A debt security issued by a state, municipality or county to finance its capital expenditure.

**Smart Beta** : A term for rules-based investment strategies that don't use conventional market-cap weightings.

**Fundamentals** : Attributes related to a company's actual operations and production as opposed to changes in share price.

**Investment grade** : An investment grade is a rating that signifies a municipal or corporate bond presents a relatively low risk of default.

**Yield** : The income return on an investment. Refers to the interest or dividends received from a security that is typically expressed annually as a percentage of the market or face value.

**Market maker** : Someone who quotes a buy and a sell price in a financial instrument.

**Duration** : A measure of a bond's sensitivity to changes in interest rates. The weighted average accounts for the various durations of the bonds purchased as well as the proportion of the total government bond portfolio that they make up.

**Credit quality** : A measure of a borrowers potential risk of default.