Edwin J. Elton • Martin J. Gruber Stephen J. Brown • William N. Goetzmann

# MODERN PORTFOLIO THEORY AND INVESTMENT ANALYSIS 9E

VILEY

## MODERN PORTFOLIO THEORY AND INVESTMENT ANALYSIS

NINTH EDITION

EDWIN J. ELTON

Leonard N. Stern School of Business New York University

MARTIN J. GRUBER Leonard N. Stern School of Business New York University

STEPHEN J. BROWN Leonard N. Stern School of Business New York University

WILLIAM N. GOETZMANN School of Management Yale University

## WILEY

Vice President and Executive Publisher	George Hoffman
Executive Editor	Joel Hollenbeck
Content Editor	Jennifer Manias
Assistant Editor	Courtney Luzzi
Senior Editorial Assistant	Erica Horowitz
Director of Marketing	Amy Scholz
Assistant Marketing Manager	Puja Katariwala
Marketing Assistant	Mia Brady
Senior Production Manager	Janis Soo
Associate Production Manager	Joel Balbin
Production Editor	Yee Lyn Song
Cover Designer	Kenji Ngieng
Cover Credit	© TommL/iStockphoto

This book was set in Times Roman by Thomson Digital and printed and bound by Lightning Source. The cover was printed by Lightning Source.

This book is printed on acid-free paper.

Founded in 1807, John Wiley & Sons, Inc. has been a valued source of knowledge and understanding for more than 200 years, helping people around the world meet their needs and fulfill their aspirations. Our company is built on a foundation of principles that include responsibility to the communities we serve and where we live and work. In 2008, we launched a Corporate Citizenship Initiative, a global effort to address the environmental, social, economic, and ethical challenges we face in our business. Among the issues we are addressing are carbon impact, paper specifications and procurement, ethical conduct within our business and among our vendors, and community and charitable support. For more information, please visit our website: www.wiley.com/go/citizenship.

Copyright © 2014, 2010, 2007, 2003 John Wiley & Sons, Inc. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, scanning or otherwise, except as permitted under Sections 107 or 108 of the 1976 United States Copyright Act, without either the prior written permission of the Publisher, or authorization through payment of the appropriate per-copy fee to the Copyright Clearance Center, Inc. 222 Rosewood Drive, Danvers, MA 01923, website www.copyright.com. Requests to the Publisher for permission should be addressed to the Permissions Department, John Wiley & Sons, Inc., 111 River Street, Hoboken, NJ 07030-5774, (201) 748-6011, fax (201) 748-6008, website http://www.wiley.com/go/permissions.

Evaluation copies are provided to qualified academics and professionals for review purposes only, for use in their courses during the next academic year. These copies are licensed and may not be sold or transferred to a third party. Upon completion of the review period, please return the evaluation copy to Wiley. Return instructions and a free of charge return mailing label are available at www.wiley.com/go/returnlabel. If you have chosen to adopt this textbook for use in your course, please accept this book as your complimentary desk copy. Outside of the United States, please contact your local sales representative

#### Library of Congress Cataloging-in-Publication Data

Elton, Edwin J.

Modern portfolio theory and investment analysis / Edwin J. Elton, Leonard N. Stern School of Business, New York University, Martin J. Gruber, Leonard N. Stern School of Business, New York University, Stephen J. Brown, Leonard N. Stern School of Business, New York University, William N. Goetzmann, Yale University.—Ninth edition.

pages cm Includes bibliographical references and index. ISBN 978-1-118-46994-1 (pbk.) 1. Portfolio management. 2. Investment analysis. I. Title. HG4529.5.E47 2014 332.6-dc23

2013022155

Printed in the United States of America 10 9 8 7 6 5 4 3 2 1

To some of the future generation of our readers: Ned's grandchildren Erik Beitel, Sophia Beitel, Miranda Beitel, Chloe Elton, Jean Paul Elton, Petra Elton, Johanna Elton, and Klara Elton, and Marty's grandchildren Samuel Gruber, Jack Gruber, and Ava Gruber.

## About the Authors

**Edwin J. Elton** is Scholar in Residence and Professor Emeritus of Finance at the Stern School of Business of New York University. He has authored or coauthored eight books and more than 110 articles. These articles have appeared in journals such as the *Journal of Finance*, the *Review of Financial Studies*, *Review of Economics and Statistics*, *Management Science, Journal of Financial Economics, Journal of Business, Oxford Economic Papers*, and *Journal of Financial and Quantitative Analysis*. He has been coeditor of the *Journal of Finance*. Professor Elton has been a member of the board of directors of the American Finance Association and an Associate Editor of *Management Science*. Professor Elton has served as a consultant for many major financial institutions. A compendium of articles by Professor Elton and Professor Gruber has been published in two volumes by MIT Press and one volume by World Scientific Press. Professor Elton is a past president of the American Finance Association, a fellow of that association, a recipient of a distinguished research award by the Eastern Finance Association, and a recipient of the James Vertin Award from the Financial Analyst Association.

Martin J. Gruber is Scholar in Residence and Professor Emeritus of Finance, as well as past chairman of the Finance Department, at the Stern School of Business of New York University. He is a fellow of the American Finance Association. He has published nine books and more than 100 journal articles in journals such as the Journal of Finance, the Review of Financial Studies, Review of Economics and Statistics, Journal of Financial Economics, Journal of Business, Management Science, Journal of Financial and Quantitative Analysis, Operations Research, Oxford Economic Papers, and the Journal of Portfolio Management. He has been coeditor of the Journal of Finance. He has been president of the American Finance Association, a director of the European Finance Association, a director of the American Finance Association, and a director of both the Computer Applications Committee and the Investment Technology Symposium of the New York Society of Security Analysts. He was formerly Finance Department editor for Management Science and an Associate Editor of the Financial Analysts Journal. Professor Gruber has consulted in the areas of investment analysis and portfolio management with many major financial institutions. He is currently a Director of the Daiwa closed-end funds and the Aberdeen Singapore Fund. He is formerly a Director of TIAA, Director and Chairman of CREF, Director of DWS Mutual Funds, and Director of the SQ Cowen Mutual Funds.

**Stephen J. Brown** is David S. Loeb Professor of Finance at the Leonard N. Stern School of Business, New York University. Following successive appointments at Bell Laboratories and Yale, he joined the faculty of New York University in 1986. In 2002 he was appointed Professorial Fellow at the University of Melbourne. He has served as President of the Western Finance Association and Secretary/Treasurer of that organization, has served on

the Board of Directors of the American Finance Association, and was a founding editor of the *Review of Financial Studies*. He is a Managing Editor of *the Journal of Financial and Quantitative Analysis* and has served on the editorial board of *the Journal of Finance* and other journals. He has published numerous articles and five books on finance and economics related areas. He has served as an expert witness for the U.S. Department of Justice and testified on his research before a Full Committee Hearing of the U.S. Congress House Financial Services Committee in March 2007. In 2010 he served as a member of the Research Evaluation Committee of the Excellence in Research Australia initiative on behalf of the Commonwealth Government of Australia.

William N. Goetzmann is the Edwin J. Beinecke Professor of Finance and Management Studies and the Director of the International Center for Finance at the Yale School of Management. He has served as the president of the Western Finance Association and the European Finance Association. His published research includes work on portfolio management, investment funds, equity markets, real estate, global investing, endowment management, and the economics of the arts. He has served on the board or investment committee of various financial institutions, funds, and endowments. His other coauthored books include *The Great Mirror of Folly: Finance, Culture, and the Great Crash of 1720* (2013), *The Origins of Value: The Financial Innovations That Created Modern Capital Markets* (2005), and *The Equity Risk Premium: Essays and Explorations* (2006). He served on the Financial and Valuation Advisory Committee to the Congressional Oversight Panel to Review the Current State of Financial Markets and the Regulatory System in 2008–2009 and was the coauthor of a study on the Norwegian sovereign fund, *Evaluation of Active Management of the Norwegian Government Pension Fund—Global*, for the Norwegian Ministry of Finance in 2009.

## New to the 9th Edition

There has been a renewed interest in the science of investment management in the years since the global financial crisis. The volatility of world markets and the shock to its financial institutions has caused a profound reexamination of risk, research into the methods of effective diversification, and exploration of the fundamental expected returns from financial assets. Rather than causing a rejection of modern portfolio theory, however, the financial crisis highlighted the validity of its fundamental tenants: higher expected returns require a willingness to accept higher risks; the methodology of diversification is extremely important; a longerterm perspective and an understanding of the broader scope of financial history is vital.

National and world events together with important new theoretical and empirical research have motivated a major revision of this book.

Almost all of the chapters have been revised, while more than half have been substantially rewritten. Modern developments in the theoretical and empirical literature have been incorporated into the text. All examples in the text have been brought up to date. A new chapter had been added to describe changing conditions in the mutual fund industry.

Some of the key changes in the text include the following:

- Recognizing the structural changes that have occurred in the markets in which securities are traded
- Recognizing the causes of the financial crisis of 2008 and the financial instruments that effected the crisis
- Recognizing new ways of estimating returns
- · Incorporating recent developments in multiperiod consumption and investment models
- Recognizing the increased importance of international investing and diversification and the advances made in understanding emerging market investing
- Incorporating a new mode of investing: factor-based investing
- Incorporating the new theoretical and empirical literature, which helps us understand and diagnose mutual fund performance
- · Incorporating new research on the efficient market theory and its origins
- Incorporating current research and applications of Bayesian methods in finance

The authors would like to thank our colleagues Joel Hasbrouck, Paul Zarowin, and Steve Figlewski for major contributions to the chapters on market structure, earnings estimation, and futures. We would also like to thank Nancy Mack and Jude Warne for assistance in preparing this manuscript.

## Preface

This book, as the title suggests, is concerned with the characteristics and analysis of individual securities, as well as with the theory and practice of optimally combining securities into portfolios. Part 1 of the book provides a description of securities and markets. Two chapters provide the reader with the institutional background to place the analytics that follow in perspective.

The second, and longest, part of the book discusses modern portfolio theory. We begin Part 2 with a detailed presentation of the theory of modern portfolio analysis and show that the characteristics of portfolios are significantly different from those of the individual securities from which they are formed. In fact, portfolio analysis is the recipe for one of the few "free lunches" in economics. By the end of Chapter 6, the reader will have learned the basis of portfolio theory from the relationship of portfolio characteristics to security characteristics to the method of computing sets of portfolios that investors will find desirable.

The theory presented at the beginning of the book has been around long enough that major breakthroughs have occurred in its implementation. These breakthroughs involve simplification of the amount and type of inputs to the portfolio problem (Chapters 7 and 8), as well as simplification of the computational procedure to find sets of desirable portfolios (Chapter 9). The major advantage in the latter simplification is that the portfolio selection process and the final portfolios selected have a structure with a clear-cut economic rationale, one to which both the practicing security analyst and the economist can relate. Chapter 10 discusses the all-important input to portfolio management expected return.

The reader might note that up to now we have discussed sets of portfolios. These sets contain portfolios that would be desirable to any investor. In Chapter 11, we examine how an individual investor might choose the one optimal portfolio (for him or her) from among the sets of portfolios designed to appeal to any investor. We conclude Part 2 with a discussion of the potential benefits derived from diversifying portfolios internationally.

Part 3 provides a discussion of equilibrium in the capital markets. This material usually is included under the rubric of the capital asset pricing model or arbitrage pricing theory and shows how portfolio theory can be used to infer what equilibrium returns and prices will be for individual securities. This area is changing rapidly. But, as the reader will see, empirical tests suggest that the theory as it now stands provides great insight into the functioning of security markets and the pricing of individual issues. It also suggests ways that equilibrium theory can be used to manage portfolios more meaningfully.

Part 4 of this book deals with the characteristics and evaluation of individual securities. In this part we discuss whether security markets are efficient, the valuation of common stocks, the characteristics of earnings and their role in the valuation process, the valuation of bonds, the nature of and valuation of options, and finally the valuation and uses of futures. In addition, we explore the new field of behavioral finance and its implications for investor action and asset prices. Part 5 is a discussion of the evaluation of the investment analysis and portfolio management process. In writing this part we have stressed techniques for evaluating every stage of the process, from the forecasting of earnings by security analysts to the performance of portfolios that are finally selected. It seems fitting that a book that deals primarily with investment analysis and portfolio management should end with a discussion of how to tell if these functions are performed well.

The book was designed to serve as a text for courses both in portfolio theory and in investment analysis that have an emphasis on portfolio theory. We have used it for these purposes at New York University for several years. For the course in portfolio analysis, we use Chapters 4–16 plus Chapters 25, 26, and 28. This thoroughly introduces the students to modern portfolio theory and general equilibrium models (capital asset pricing models and arbitrage pricing models).

The book can also be used in a course in investments where both portfolio analysis and security analysis are discussed. For these purposes, the institutional material in Chapters 1 and 2, the security analysis chapters of Part 4, as well as Chapter 26 on the evaluation of security analysis, are appropriate, and some of the advanced portfolio theory and general equilibrium chapters of Parts 2 and 3 can be deleted. Each professor's preference and the dictates of the course will ultimately determine the final choice. One possible choice that has been successfully used was the replacement of much of Chapter 6 and Chapters 8, 11, 14, 15, and 16 with the chapters on security analysis contained in Part 4. Courses covering portfolio theory and investments vary greatly in their content. We have included in this book those areas that we view as most relevant.

We believe that this book will be an aid to the practicing security analyst and portfolio manager. It is remarkable how quickly the ideas of modern portfolio theory have found their way into investment practice. The manager who wishes an overview of modern portfolio theory and investment analysis will find that Chapters 4, 5, 7, 9, 12, and 17–26 will provide a thorough and readable understanding of the issues. Specialists who are concerned with issues on implementation will find that the other chapters will equip them with the most modern tools available.

As the reader may know, New York University has not only the normal MBA and undergraduate student courses but also courses intended for full-time portfolio managers and securities analysts. The professional reader can be assured that the book has been used in these courses and that some of our most enthusiastic responses came from practicing managers who learned not only the ideas of modern portfolio theory and investment analysis but also its strengths and weaknesses.

In writing this book, our purpose has been to make all the material accessible to students of portfolio analysis and investment management, at both the undergraduate and the graduate levels. To the extent possible, the text stresses the economic intuition behind the subject matter. Mathematical proofs involving more than simple algebra are placed in footnotes, appendices, or specially noted sections of the text. They can be deleted without losing the general thrust of the subject matter. In addition, we have included problems both in the text and at the end of each chapter. We have tried to capture in this book the frontier of the state of the art of modern portfolio analysis, general equilibrium theory, and investment analysis, while presenting it in a form that is accessible and has intuitive appeal.

A book must, of necessity, present material in a certain order. We have tried to present the material so that much of it can be used in alternative sequences. For example, we tend to teach formal utility analysis after many of the concepts of portfolio analysis. However, we realize that many professors prefer to begin with a discussion of utility analysis. Thus this chapter in particular could be read immediately after the introductory chapter.

We wish to thank Professor Chris Blake for his help in preparing the problem sets included in this book.

ix

Finally, we wish to acknowledge Dr. Watson. We have noted her contribution to utility analysis and security valuation in previous books. Her contribution to earlier versions of this book were substantial. Her untimely death meant that we did not have the benefit of her excellent advice on this latest edition, though her help is still reflected in the book you have before you.

#### **Final Thoughts**

More than 35 years have passed since we began to write the first edition of this book. Progress has been made in several areas, and yet new changes have occurred that reopen old questions. The acceptance of quantitative techniques by the investment community both here and overseas has grown at a rate we would not have dreamed of then. The use of modern portfolio techniques for stocks and bonds, dividend discount models, concepts of passive portfolios, the incorporation of international assets in portfolios, and the use of futures and options as risk control techniques are very widespread. Yet the world of investments continues to change. No sooner do we begin to believe that the capital asset pricing model (CAPM) describes reality than the arbitrage pricing theory (APT) comes along. No sooner do we convince ourselves that markets are efficient than market anomalies become hot topics. No sooner do we say that security analysis does not pay than we justify the cost of analysis in a world of partially revealing prices. No sooner is market timing discredited than it arises again under the name of tactical asset allocation.

Will the field continue to evolve and will today's truths become less true tomorrow? Probably. We will continue to learn. We know more about the capital markets now than we did 20 years ago. There is still a lot more to learn. That is why there will no doubt be a tenth edition of this book and why there are securities and strategies that have expected returns above the riskless rate.

E. J. Elton M. J. Gruber S. J. Brown W. N. Goetzmann

### Contents

#### Part 1 INTRODUCTION 1

#### Chapter 1

INTRODUCTION 2 Outline of the Book 2 The Economic Theory of Choice: An Illustration under Certainty 4 Conclusion 8 Multiple Assets and Risk 8 Ouestions and Problems 9 Bibliography 10

#### Chapter 2

FINANCIAL SECURITIES **11** Types of Marketable Financial Securities **11**  The Return Characteristics of Alternative Security Types Stock Market Indexes Bond Market Indexes Conclusion

#### Chapter 3

FINANCIAL MARKETS 24 Trading Mechanics 24 Margin 27 Markets 30 Trade Types and Costs 36 Conclusion 38

#### Part 2 PORTFOLIO ANALYSIS 39

Section 1 MEAN VARIANCE PORTFOLIO THEORY 41

#### Chapter 4

THE CHARACTERISTICS OF THE OPPORTUNITY SET UNDER RISK Determining the Average Outcome A Measure of Dispersion Variance of Combinations of Assets Characteristics of Portfolios in General Two Concluding Examples Conclusion Questions and Problems Bibliography

#### Chapter 5

 DELINEATING EFFICIENT PORTFOLIOS 65
 Combinations of Two Risky Assets Revisited: Short Sales Not Allowed 65
 The Shape of the Portfolio Possibilities Curve 74
 The Efficient Frontier with Riskless Lending and Borrowing 81 Examples and Applications Three Examples Conclusion Questions and Problems Bibliography

#### Chapter 6

TECHNIQUES FOR CALCULATING THE EFFICIENT FRONTIER **95** 

Short Sales Allowed with Riskless Lending and Borrowing **96** Short Sales Allowed: No Riskless Lending and Borrowing **100** Riskless Lending and Borrowing with Short Sales Not Allowed **100** No Short Selling and No Riskless Lending and Borrowing **101** The Incorporation of Additional Constraints **102** An Example **103** Conclusion **106**  Appendix A: An Alternative Definition of Short Sales 106
Appendix B: Determining the Derivative 107
Appendix C: Solving Systems of Simultaneous Equations 111

Appendix D: A General Solution 114 Appendix E: Quadratic Programming and Kuhn–Tucker Conditions 118 Questions and Problems 121 Bibliography 122

Section 2 SIMPLIFYING THE PORTFOLIO SELECTION PROCESS 125

#### Chapter 7

THE CORRELATION STRUCTURE OF SECURITY RETURNS—THE SINGLE-INDEX MODEL The Inputs to Portfolio Analysis Single-Index Models: An Overview Characteristics of the Single-Index Model **133** Estimating Beta The Market Model An Example Questions and Problems Bibliography

#### Chapter 8

THE CORRELATION STRUCTURE OF SECURITY RETURNS—MULTI-INDEX MODELS AND GROUPING TECHNIQUES **155** 

Multi-index Models 156 Average Correlation Models 162 Mixed Models 163 Fundamental Multi-index Models 163 Conclusion 169 Appendix A: Procedure for Reducing Any Multi-index Model to a Multi-index Model with Orthogonal Indexes 169

Section 3 SELECTING THE OPTIMUM PORTFOLIO 205

#### Chapter 10

ESTIMATING EXPECTED RETURNS 206 Aggregate Asset Allocation 206 Forecasting Individual Security Returns 212 Portfolio Analysis with Discrete Data 214 Appendix: The Ross Recovery Theorem—A New Approach to Using Market Data to Calculate Expected Return 215 Bibliography 218

#### Chapter 11

HOW TO SELECT AMONG THE PORTFOLIOS IN THE OPPORTUNITY SET **220** 

Appendix B: Mean Return, Variance, and Covariance of a Multi-index Model Questions and Problems Bibliography

#### Chapter 9

SIMPLE TECHNIQUES FOR DETERMINING THE EFFICIENT FRONTIER 176 The Single-index Model 177 Security Selection with a Purchasable Index 188 The Constant Correlation Model 189 Other Return Structures 192 An Example 192 Conclusion 193 Appendix A: Single-index Model— Short Sales Allowed 194 Appendix B: Constant Correlation Coefficient—Short Sales Allowed 196 Appendix C: Single-index Model—Short Sales Not Allowed 197 Appendix D: Constant Correlation Coefficient—Short Sales Not Allowed 199 Appendix E: Single-index Model, Short Sales Allowed, and a Market Asset 201 Questions and Problems 201 Bibliography 202

Choosing Directly 220 An Introduction to Preference Functions 221 Risk Tolerance Functions 224 Safety First 226 Maximizing the Geometric Mean Return 232 Value at Risk (VaR) 234 Utility and the Equity Risk Premium 235 Optimal Investment Strategies with Investor Liabilities 237 Liabilities and Safety-First Portfolio Selection 241 Simulations in Portfolio Choice 241 Conclusion **247** Appendix: The Economic Properties of Utility Functions **247**  Relative Risk Aversion and Wealth 249 Questions and Problems 249 Bibliography 250

#### Section 4 WIDENING THE SELECTION UNIVERSE 255

#### Chapter 12

INTERNATIONAL DIVERSIFICATION 256
Historical Background 257
Calculating the Return on Foreign Investments 257
The Risk of Foreign Securities 261
Market Integration 267
Returns from International Diversification 268
The Effect of Exchange Risk 269 Return Expectations and Portfolio Performance 270 Emerging Markets 272 Other Evidence on Internationally Diversified Portfolios 276 Sovereign Funds 278 Models for Managing International Portfolios 280 Conclusion 283 Questions and Problems 284 Bibliography 285

#### Part 3 MODELS OF EQUILIBRIUM IN THE CAPITAL MARKETS 289

Chapter 13 THE STANDARD CAPITAL ASSET PRICING MODEL 290 The Assumptions Underlying the Standard Capital Asset Pricing Model (CAPM) 290 The CAPM 291 Prices and the CAPM 300 Conclusion 302 Appendix: Appropriateness of the Single-Period Asset Pricing Model 304 Questions and Problems 308 Bibliography 309

#### Chapter 14

NONSTANDARD FORMS OF CAPITAL ASSET PRICING MODELS 311 Short Sales Disallowed 312 Modifications of Riskless Lending and Borrowing 312 Personal Taxes **322** Nonmarketable Assets 324 Heterogeneous Expectations 326 Non-Price-Taking Behavior 327 Multiperiod CAPM 327 The Multi-beta CAPM 328 Consumption CAPM 328 Conclusion 330 Appendix: Derivation of the General Equilibrium with Taxes 331 Questions and Problems 333 Bibliography 334

#### Chapter 15

EMPIRICAL TESTS OF EQUILIBRIUM MODELS **340** The Models—Ex Ante Expectations and Ex Post Tests **340** Empirical Tests of the CAPM **341** Testing Some Alternative Forms of the CAPM Model **352** Testing the Posttax Form of the CAPM Model **353** Some Reservations about Traditional Tests of General Equilibrium Relationships and Some New Research **356** Conclusion **358** Questions and Problems **359** Bibliography **360** 

#### Chapter 16

THE ARBITRAGE PRICING MODEL APT—A MULTIFACTOR APPROACH TO EXPLAINING ASSET PRICES **364** 

APT—What Is It? Estimating and Testing APT APT and CAPM Recapitulation Term Structure Factor Credit Risk Factor Foreign Exchange [FX] Carry Value Factor Size Factor Momentum Factor Volatility Factor Liquidity Factor Inflation Factor GDP Factor Equity Risk Premium Limitations of Factor Investing Factor Investing Summary Conclusion Appendix A: A Simple Example of Factor Analysis **397**Appendix B: Specification of the APT with an Unobserved Market Factor **399**Questions and Problems **400**Bibliography **401**

#### Part 4 SECURITY ANALYSIS AND PORTFOLIO THEORY 409

#### Chapter 17

EFFICIENT MARKETS 410 Early Development **411** The Next Stages of Theory 412 Recent Theory 414 Some Background 415 Testing the EMH 416 Tests of Return Predictability 417 Tests on Prices and Returns 417 Monthly Patterns 419 Announcement and Price Return 431 Methodology of Event Studies 432 Strong-Form Efficiency 437 Market Rationality 440 Conclusion 442 Questions and Problems 442 Bibliography 443

#### Chapter 18

THE VALUATION PROCESS 454

Discounted Cash Flow Models Cross-Sectional Regression Analysis An Ongoing System Conclusion Questions and Problems Bibliography

#### Chapter 19

EARNINGS ESTIMATION 481

The Elusive Number Called Earnings The Importance of Earnings Characteristics of Earnings and Earnings Forecasts Conclusion Questions and Problems Bibliography

#### Chapter 20

BEHAVIORAL FINANCE, INVESTOR DECISION MAKING, AND ASSET PRICES **499** 

Prospect Theory and Decision Making under Uncertainty **499**  Biases from Laboratory Experiments 502 Summary of Investor Behavior 505 Behavioral Finance and Asset Pricing Theory 506 Bibliography 513

#### Chapter 21

INTEREST RATE THEORY AND THE PRICING OF BONDS 517 An Introduction to Debt Securities 518 The Many Definitions of Rates 519 Bond Prices and Spot Rates 526 Determining Spot Rates 528 The Determinants of Bond Prices 530 Collateral Mortgage Obligations 546 The Financial Crisis of 2008 547 Conclusion 549 Appendix A: Special Considerations in Bond Pricing 549 Appendix B: Estimating Spot Rates 550 Appendix C: Calculating Bond Equivalent Yield and Effective Annual Yield 552 Questions and Problems 552 Bibliography 553

#### Chapter 22

THE MANAGEMENT OF BOND PORTFOLIOS **557** 

Duration 557 Protecting against Term Structure Shifts 565 Bond Portfolio Management of Yearly Returns 569 Swaps 578 Appendix A: Duration Measures 580 Appendix B: Exact Matching Programs 584 Appendix C: Bond-Swapping Techniques 586 Appendix D: Convexity 587 Questions and Problems 588 Bibliography 589

#### Chapter 23

OPTION PRICING THEORY **592** Types of Options **592**  Some Basic Characteristics of Option Values Valuation Models Artificial or Homemade Options Uses of Options Conclusion Appendix A: Derivation of the Binomial Formula Appendix B: Derivation of the Black–Scholes Formula Questions and Problems Bibliography

#### Chapter 24

THE VALUATION AND USES OF FINANCIAL FUTURES 630 Description of Financial

Futures 630 Valuation of Financial Futures 634 The Uses of Financial Futures 639 Nonfinancial Futures and Commodity Funds 643 Questions and Problems 644 Bibliography 645

#### Part 5 EVALUATING THE INVESTMENT PROCESS 647

#### Chapter 25

MUTUAL FUNDS 648

Open-End Mutual Funds 649 Closed-End Mutual Funds 652 Exchange-Traded Funds (ETFs) 655 Conclusion 658 Bibliography 658

#### Chapter 26

EVALUATION OF PORTFOLIO PERFORMANCE 660 Evaluation Techniques 661 A Manipulation-Proof Performance Measure 669 Timina 670 Holding Measures of Timing 674 Multi-index Models and Performance Measurement 675 Using Holdings Data to Measure Performance Directly 678 Time-Varying Betas 679 Conditional Models of Performance Measurement, Bayesian Analysis, and Stochastic Discount Factors 679 Bayesian Analysis 680 Stochastic Discount Factors 681 What's a Researcher to Do? 681 Measuring the Performance of Active Bond Funds 682 The Performance of Actively Managed Mutual Funds 682

How Have Mutual Funds Done? The Persistence of Performance Persistence Appendix: The Use of APT Models to Evaluate and Diagnose Performance Questions and Problems Bibliography

#### Chapter 27

EVALUATION OF SECURITY ANALYSIS 699

Why the Emphasis on Earnings? 700
The Evaluation of Earnings Forecasts 701
Evaluating the Valuation Process 708
Conclusion 711
Questions and Problems 712
Bibliography 712

#### Chapter 28

PORTFOLIO MANAGEMENT REVISITED 714 Managing Stock Portfolios 715 Active Management 718 Passive Versus Active 719 International Diversification 720 Bond Management 720 Bond and Stock Investment with a Liability Stream 723 Bibliography 728

Index 731

#### xiv

## Part 1 INTRODUCTION

## Introduction

Almost everyone owns a portfolio (group) of assets. This portfolio is likely to contain real assets, such as a car, a house, or a refrigerator, as well as financial assets, such as stocks and bonds. The composition of the portfolio may be the result of a series of haphazard and unrelated decisions, or it may be the result of deliberate planning. In this book we discuss the basic principles underlying rational portfolio choice and what this means for prices determined in the marketplace. We confine our attention to financial assets, although much of the analysis we develop is equally applicable to real assets.

An investor is faced with a choice from among an enormous number of assets. When one considers the number of possible assets and the various possible proportions in which each can be held, the decision process seems overwhelming. In the first part of this book we analyze how decision makers can structure their problems so that they are left with a manageable number of alternatives. Later sections of the book deal with rational choice among these alternatives, methods for implementing and controlling the decision process, and equilibrium conditions in the capital markets to which the previous analysis leads.

Let us examine the composition of this book in more detail.

#### **OUTLINE OF THE BOOK**

This book is divided into five parts. The first part provides background material on securities and financial markets. The reader already familiar with these topics can go directly to Part 2.

The second and longest part deals with the subject of portfolio analysis. Portfolio analysis is concerned with finding the most desirable group of securities to hold, given the properties of each of the securities. This part of the book is itself divided into four sections. The first of these sections is titled "Mean Variance Portfolio Theory." This section deals with determining the properties of combinations (portfolios) of risky assets given the properties of the individual assets, delineating the characteristics of portfolios that make them preferable to others, and, finally, showing how the composition of the preferred portfolios can be determined.

At the end of this section readers will know almost all that they need to know about the theory of portfolio selection. This theory is more than 50 years old. In the ensuing years, a tremendous amount of work has been devoted to implementing this theory. The second

section of Part 2 is concerned with the implementation and simplification of portfolio theory. The topics covered include simplifying the quantity and type of input needed to do portfolio analysis and simplifying the computational procedure used to find the composition of the efficient portfolios.

The third section of Part 2 deals with the selection of that one portfolio that best meets the needs of an investor. We discuss not only techniques that rely on utility maximization but also other techniques suggested in the literature.

The final section of Part 2 deals with the impact of the opportunity to diversify a stock portfolio across international boundaries. As the reader might suspect, any increase in the set of possible investment opportunities should increase portfolio performance.

Part 3 deals with models of equilibrium prices and returns in the capital markets. If investors behave as portfolio theory suggests they should, then their actions can be aggregated to determine prices at which securities will sell.

The first two chapters of Part 3 deal with some alternative forms of equilibrium relationships. Different assumptions about the characteristics of capital markets and the way investors behave lead to different models of equilibrium. The third chapter in this part of the book deals with empirical tests of how well these theoretical models describe reality. The final chapter in Part 3 presents both the theoretical basis of and empirical evidence on the newest theory of relative prices: the Arbitrage Pricing Theory.

The fourth part of the book deals with some issues in investment analysis. The first question examined is the speed with which new information is incorporated into the share price. If new information is immediately and accurately incorporated into the share price, then there can be no payoff from security analysis, whereas if information is more slowly incorporated into the share price, it may pay to engage in certain types of analysis. The key to security analysis is the method used to turn forecasts of fundamental firm characteristics into forecasts of price performance. This is the subject of the second chapter in Part 4, titled "The Valuation Process." Virtually every valuation process employs forecasts of earnings as one important input. A detailed analysis of earnings is presented as an example of methods of forecasting inputs to valuation models. This is followed by a chapter that discusses noneconomic behavior and the impact of this behavior on security prices. The next two chapters in Part 4 deal with the theory of interest rates, the pricing of bonds, and the management of bond portfolios. The final two chapters in Part 4 deal with the valuation of options and financial futures. The markets for security options and for futures are among the fastest-growing markets in the country. In addition, the theory of option pricing has important implications for generating the inputs to portfolio analysis. Futures, because of their low transaction costs, are an important tool for modifying portfolio composition.

The fifth part of the book is concerned with evaluating the investment process. The first chapter in this section contains a description of the principal types of mutual funds and reviews two specific types, closed-end funds and exchange-traded funds, in some detail. The second chapter deals with the evaluation of portfolio performance with an emphasis on open-end mutual funds. In this chapter we discuss the best methods of evaluating portfolio performance and how well-managed portfolios have performed. In contrast to the voluminous literature on portfolio performance, almost nothing has been written about how to evaluate the other steps in the investment process. For example, very little has been written about how to evaluate forecasts of security analysts or how to evaluate the valuation process. The third chapter in this part of the book deals with these problems. The final chapter of the book integrates the material contained in the earlier parts.

## THE ECONOMIC THEORY OF CHOICE: AN ILLUSTRATION UNDER CERTAINTY

All decision problems have certain elements in common. Any problem involves the delineation of alternatives, the selection of criteria for choosing among those alternatives, and, finally, the solution of the problem. Furthermore, individual solutions can often be aggregated to describe equilibrium conditions that prevail in the marketplace. A large part of this book will be concerned with following these steps for the selection of risky assets. But before we start this problem, let us examine a simpler one, under certainty, to illustrate the elements of the solution to any economic problem.

Consider an investor who will receive with certainty an income of \$10,000 in each of two years. Assume that the only investment available is a savings account yielding 5% per year. In addition, the investor can borrow money at a 5% rate.

How much should the investor save and how much should he or she consume each year? The economic theory of choice proposes to solve this problem by splitting the analysis into two parts: first, specify those options that are available to the investor; second, specify how to choose among these options. This framework for analysis carries over to more complex problems.

#### The Opportunity Set

The first part of the analysis is to determine the options open to the investor. One option available is to save nothing and consume 10,000 in each period. This option is indicated by the point *B* in Figure 1.1.

Scrooge would choose another option. He would save all income in the first period and consume everything in the second. In the second period his savings account would be worth the \$10,000 he saves in period 1 plus interest of 5% on the \$10,000, or \$10,500.

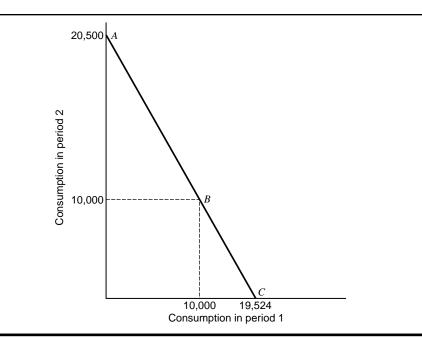


Figure 1.1 The investor's opportunity set.

Adding this to his second-period income of \$10,000 gives him a consumption in period 2 of 10,500 + 10,000 = 20,500. This is indicated by point *A* in Figure 1.1.

Another possibility is to consume everything now and not worry about tomorrow. This would result in consumption of \$10,000 from this period's income plus the maximum the investor could borrow against next period's income. If X is the amount borrowed, then X plus the interest paid for borrowing X equals the amount paid back. Because the investor's income in the second period is \$10,000, the maximum amount is borrowed if X plus the interest on X at 5% equals \$10,000:

$$X + 0.05X = 10,000$$

or

$$X = \frac{10,000}{1.05} = \$9,524$$

Thus the maximum the investor can consume in the first period is \$19,524. This is indicated by point *C* in Figure 1.1. Note that points *A*, *B*, and *C* lie along a straight line. This did not happen by accident. In fact, all of the enormous possible patterns of consumption in periods 1 and 2 will lie along this straight line. Let us see why.

The amount the investor consumes in the two periods is constrained by the amount of income the investor has available in the two periods. Let  $C_1$  be the consumption in period 1 and  $C_2$  be the consumption in period 2. The amount consumed in period 2 is the income in period 2 of \$10,000 plus the period 2 value of the savings in period 1. Remember that the value of period 1 savings can be negative, for the investor could have dissaved. That is, he could have borrowed in period 1 and consumed more than his period 1 income. As of period 2, the value of the savings in period 1 is the amount saved in period 1 (\$10,000 minus what is consumed) plus accumulated interest. Putting this in equation form, we have

$$\begin{bmatrix} \text{Period } 2\\ \text{consumption} \end{bmatrix} = \begin{bmatrix} \text{Period } 2\\ \text{income} \end{bmatrix} + \begin{bmatrix} \text{Amount}\\ \text{saved in } 1 \end{bmatrix} [1+0.05]$$
$$C_2 = \$10,000 + (10,000 - C_1)(1.05)$$
$$C_2 = \$20,500 - (1.05)C_1$$

This is, of course, the equation for a straight line and is the line shown in Figure 1.1. It has an intercept of \$20,500, which results from zero consumption in period 1 ( $C_1 = 0$ ) and is the point A we determined earlier. It has a slope equal to -1.05 or minus the quantity 1 plus the interest rate. The value of the slope reflects the fact that each dollar the investor consumes in period 1 is a dollar he cannot invest and, hence, reduces period 2 consumption by one dollar plus the interest he could earn on the dollar, or a total of \$1.05. Thus an increase in period 1's consumption of a dollar reduces period 2's consumption by \$1.05.

The investor is left with a large number of choices. We usually refer to the set of choices facing the investor as the opportunity set. Let us now examine how an investor selects the optimum consumption pattern from the opportunity set.

#### The Indifference Curves

The economic theory of choice states that an investor chooses among the opportunities shown in Figure 1.1 by specifying a series of curves called *utility functions* or *indifference curves*. A representative set is shown in Figure 1.2. These curves represent the investor's preference for income in the two periods. The name "indifference curves" is used because

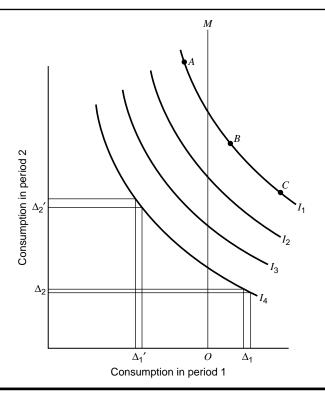


Figure 1.2 Indifference curves.

the curves are constructed so that everywhere along the same curve the investor is assumed to be equally happy. In other words, the investor does not care whether he obtains point A, B, or C along curve  $I_1$ .

Choices along  $I_1$  will be preferred to choices along  $I_2$ , and choices along  $I_2$  will be preferred to choices along  $I_3$ , and so on. This ordering results from an assumption that the investor prefers more to less. Consider the line *OM*. Along this line the amount of consumption in period 1 is held constant. As can be seen from Figure 1.2, along the line representing equal consumption in period 1,  $I_1$  represents the most consumption in period 2,  $I_2$  the next most, and so on. Thus, if investors prefer more to less,  $I_1$  dominates  $I_2$ , which dominates  $I_3$ .

The curved shape results from an assumption that each additional dollar of consumption forgone in period 1 requires greater consumption in period 2. For example, if consumption in period 1 is large relative to consumption in period 2, the investor should be willing to give up a dollar of consumption in period 1 in return for a small increase in consumption in period 2. In Figure 1.2 this is illustrated by  $\Delta_1$  for the amount the investor gives up in period 1 and  $\Delta_2$  for the amount the investor gains in period 2. However, if the investor has very few dollars of consumption in period 1, then a large increase in period 2 is required to be indifferent about giving up the extra consumption in period 1. This is represented by the  $\Delta'_1$  in period 1 (which is the same size as  $\Delta_1$ ) and the  $\Delta'_2$  in period 2 (which is much larger than  $\Delta_2$ ).

#### The Solution

The indifference curves and the opportunity set represent the tools necessary for the investor to reach a solution. The optimum consumption pattern for the investor is determined by the

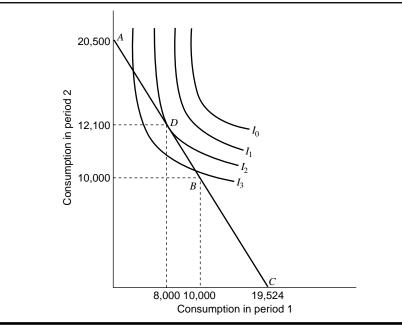


Figure 1.3 Investor equilibrium.

point at which a number of the set of indifference curves is tangent to the opportunity set (point D in Figure 1.3). Let us see why. The investor can select either of the two consumption patterns indicated by the points where  $I_3$  intersects the line *ABC* in Figure 1.3. But we have argued that the investor is better off selecting a consumption pattern lying on an indifference curve located above and to the right of  $I_3$ , if possible. The investor will move to higher indifference curves until the highest one that contains a feasible consumption pattern is reached. That is the one just tangent to the opportunity set. This is  $I_2$  in Figure 1.3, and the consumption pattern the investor will choose is given by the point of tangency, point D. The question might be asked, why doesn't the investor move up to a point along  $I_0$  because this would be preferable to a point along  $I_2$ ? The answer is that there is no investment opportunity available on line  $I_0$ .

#### An Example: Determining Equilibrium Interest Rates

We take another look at the investor's possible decision to see how it can help in determining equilibrium conditions in the market. The optimum decision could occur in three sections of Figure 1.3: A to B, point B, or B to C. If the optimum occurs in the segment AB, then the investor lends money at the 5% rate. If the optimum occurs at point B, then the investor is neither a borrower nor a lender. Finally, if the optimum occurs in segment BC, then the investor borrows against future income at the 5% rate.

In this simple framework, equilibrium in the marketplace is easy to determine. At a 5% interest rate this investor wishes to lend \$2,000, the difference between \$10,000 in income and \$8,000 in consumption. Summing across all investors who wish to lend when the interest rate is 5% gives one point on the supply curve. Similarly, summing across investors who wish to borrow at a 5% interest rate gives one point on the demand curve. As the interest rate changes, the amount our hypothetical investor wishes to lend also changes. In fact, if the interest rate is low enough, the investor may change from a lender to a borrower. By

varying the interest rate, the supply and demand curve can be traced out, and the equilibrium interest rate can be determined. The equilibrium interest rate is that rate at which the amount investors wish to borrow is equal to the amount investors wish to lend. This is often called a *market clearing condition*. The equilibrium interest rate depends on what each investor's decision problem looks like, or the characteristics of a figure like Figure 1.3 for each investor. Figure 1.3 depends on the investor's income in the two periods and the investor's tastes or preferences. Thus, in this simple world, equilibrium interest rates are also determined by the same influences: investors' tastes and investors' income.

#### CONCLUSION

This simple example has revealed the elements that are necessary to analyze a portfolio problem. We need two components to reach a solution: a representation of the choices available to the investor, called the opportunity set, and a representation of the investor's tastes or preferences, called indifference or utility curves. With these two components we solved this simple problem and can solve the more realistic problems that follow. In addition, this simple example taught us that by aggregating across investors, we can construct models of equilibrium conditions in the capital markets. Now we turn to an examination of why and how this framework must be modified to deal realistically with multiple investment alternatives.

#### MULTIPLE ASSETS AND RISK

If everyone knew with certainty the returns on all assets, then the framework just presented could easily be extended to multiple assets. If a second asset existed that yielded 10%, then the opportunity set involving investment in this asset would be the line A'BC' shown in Figure 1.4. Its intercept on the vertical axis would be 10,000 + (1.10)(10,000) = \$21,000, and the slope would be -(1.10). If such an asset existed, the investor would surely prefer

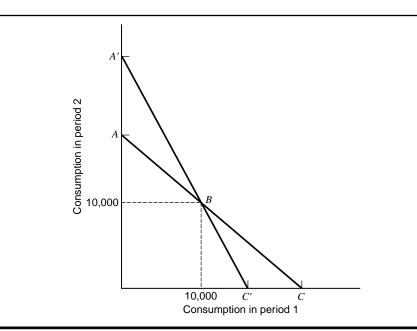


Figure 1.4 Investor's opportunity set with several alternatives.

it if lending and prefer the 5% asset if borrowing. The preferred opportunity set would be A', B, C. Additional assets could be added in a straightforward manner. But this situation is inherently unstable. Two assets yielding different certain returns cannot both be available because everyone will want to invest in the higher-yielding one and no one will purchase the lower-yielding one. We are left with two possibilities: either there is only one interest rate available in the marketplace or returns are not certain.<sup>1</sup> Because we observe many different interest rates, uncertainty must play an important role in the determination of market rates of return. To deal with uncertainty, we need to develop a more complex opportunity set.

The remainder of this book is concerned with the development of the framework necessary to solve the more complex asset choice problems in the presence of risk. In the next two chapters we deal with the basic notions of the investor's opportunity set under risk.

#### **QUESTIONS AND PROBLEMS**

- 1. Walking down an unfamiliar street one day, you come across an old-fashioned candy store. They have red hots five for one penny, and rock candy—one small piece for one penny. You decide to purchase some for yourself and your friends, but you find that you have only \$1.00 in your pocket. Construct your opportunity set both geometrically and algebraically. Draw in your indifference map (set of indifference curves). Explain why you have drawn your indifference curves as you have drawn them.
- 2. Let us solve a two-period consumption investment decision similar to the one presented in the text. Assume that you have income equal to \$20 in each of two periods. Furthermore, you have the ability to both lend and borrow money at a 10% rate. Draw the opportunity set and your indifference map. Show the optimum amount of consumption in each period.
- **3.** Assume you can lend and borrow at 10% and have \$5,000 in income in each of two periods. What is your opportunity set?
- **4.** Assume you can lend and borrow at 5% and have \$20,000 in income in each of two periods. Further assume you have current wealth of \$50,000. What is your opportunity set?
- 5. An individual has two employment opportunities involving the same work conditions but different incomes. Job 1 yields  $Y_1 = 50$ ,  $Y_2 = 30$ . Job 2 yields  $Y_1 = 40$ ,  $Y_2 = 40$ . Given that markets are perfect and bonds yield 5%, which should be selected?
- **6.** Assume you have income of \$5,000 in each of two periods and can lend at 10% but pay 20% on borrowing. What is your opportunity set?
- 7. Assume your preference function *P* is  $P = C_1 + C_2 + C_1C_2$ . Plot the location of all points with P = 50, P = 100.
- **8.** In Problem 3, what is the preferred choice if the preference function discussed in Problem 7 holds?
- **9.** Suppose you have \$10.00 to spend on dinner. There are two possibilities: pizza at \$2.00 a slice or hamburgers at \$2.50 a piece. Construct an opportunity set algebraically and graphically. Add indifference curves according to your own individual taste.

<sup>&</sup>lt;sup>1</sup>Transaction costs, or alternative tax treatment of income from different securities, can explain the existence of some differential rates but nothing like the variety and magnitude of differentials found in the marketplace.