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ELEVENTH EDITION

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Brief Contents



PART I

Introduction 1

The Investment Environment 1

Asset Classes and Financial Instruments 27

How Securities Are Traded 57

4 Mutual Funds and Other Investment Companies 91

PART II

Portfolio Theory and Practice 117

Risk, Return, and the Historical Record 117

6 Capital Allocation to Risky Assets 157

Optimal Risky Portfolios 193

8 Index Models 245

PART III

Equilibrium in Capital Markets 277

9

The Capital Asset Pricing Model 277

10 Arbitrage Pricing Theory and Multifactor Models of Risk and Return 309

11

The Efficient Market Hypothesis 333

12

Behavioral Finance and Technical Analysis 373

13

Empirical Evidence on Security Returns 397

PART IV

Fixed-Income Securities 425

14Bond Prices and Yields425

15The Term Structure of Interest Rates467

16 Managing Bond Portfolios 495

Brief Contents

PART V

Security Analysis 537

Macroeconomic and Industry Analysis 537

18

Equity Valuation Models 569

19

Financial Statement Analysis 613

PART VI

Options, Futures, and Other Derivatives 657

20 Options Markets: Introduction 657

21

Option Valuation 699

22

Futures Markets 747

23

Futures, Swaps, and Risk Management 775

PART VII

Applied Portfolio Management 811

24 Portfolio Performance Evaluation 811

25 International Diversification 853

> 26 Hedge Funds 881

27 The Theory of Active Portfolio

Management 907 28

Investment Policy and the Framework of the CFA Institute 931

REFERENCES TO CFA PROBLEMS 967

GLOSSARY G-1 NAME INDEX I-1 SUBJECT INDEX I-4 FORMULAS F-1

Preface xvi

PART I

Introduction 1

Chapter 1

The Investment Environment 1

- 1.1 Real Assets versus Financial Assets 2
- 1.2 Financial Assets 3
- 1.3 Financial Markets and the Economy 5

The Informational Role of Financial Markets / Consumption Timing / Allocation of Risk / Separation of Ownership and Management / Corporate Governance and Corporate Ethics

1.4 The Investment Process 8

- 1.5 Markets Are Competitive 9 The Risk–Return Trade-Off / Efficient Markets
- **1.6 The Players 11** Financial Intermediaries / Investment Bankers / Venture Capital and Private Equity
- 1.7 The Financial Crisis of 2008 15 Antecedents of the Crisis / Changes in Housing Finance /

Mortgage Derivatives / Credit Default Swaps / The Rise of Systemic Risk / The Shoe Drops / The Dodd-Frank Reform Act

1.8Outline of the Text23End of Chapter Material23–26

Chapter 2

Asset Classes and Financial Instruments 27

2.1 The Money Market 27

Treasury Bills / Certificates of Deposit / Commercial Paper / Bankers' Acceptances / Eurodollars / Repos and Reverses / Federal Funds / Brokers' Calls / The LIBOR Market / Yields on Money Market Instruments

2.2 The Bond Market 33

Treasury Notes and Bonds / Inflation-Protected Treasury Bonds / Federal Agency Debt / International Bonds / Municipal Bonds / Corporate Bonds / Mortgages and Mortgage-Backed Securities

2.3 Equity Securities 40

Common Stock as Ownership Shares / Characteristics of Common Stock / Stock Market Listings / Preferred Stock / Depositary Receipts

2.4 Stock and Bond Market Indexes 43

Stock Market Indexes / Dow Jones Industrial Average / The Standard & Poor's 500 Index / Other U.S. Market-Value Indexes / Equally Weighted Indexes / Foreign and International Stock Market Indexes / Bond Market Indicators

2.5 Derivative Markets 50 Options / Futures Contracts

End of Chapter Material 52–56

Chapter 3

How Securities Are Traded 57

- 3.1 How Firms Issue Securities 57 Privately Held Firms / Publicly Traded Companies / Shelf Registration / Initial Public Offerings
- 3.2 How Securities Are Traded 62

Types of Markets

Direct Search Markets / Brokered Markets / Dealer Markets / Auction Markets

Types of Orders Market Orders / Price-Contingent Orders

Trading Mechanisms Dealer Markets / Electronic Communication Networks (ECNs) / Specialist Markets

- 3.3 The Rise of Electronic Trading 66
- 3.4 U.S. Markets 68 NASDAQ / The New York Stock Exchange / ECNs
- 3.5 New Trading Strategies 70 Algorithmic Trading / High-Frequency Trading / Dark Pools / Bond Trading
- 3.6 Globalization of Stock Markets 73
- 3.7 Trading Costs 74
- 3.8 Buying on Margin 75
- 3.9 Short Sales 78
- 3.10 Regulation of Securities Markets 82 Self-Regulation / The Sarbanes-Oxley Act / Insider Trading

End of Chapter Material 86–90

Chapter 4

Mutual Funds and Other Investment Companies 91

- 4.1 Investment Companies 91
- 4.2 Types of Investment Companies 92
 - Unit Investment Trusts / Managed Investment Companies / Other Investment Organizations

Commingled Funds / Real Estate Investment Trusts (REITs) / Hedge Funds

4.3 Mutual Funds 95

Investment Policies

Money Market Funds / Equity Funds / Sector Funds / Bond Funds / International Funds / Balanced Funds / Asset Allocation and Flexible Funds / Index Funds

How Funds Are Sold

4.4 Costs of Investing in Mutual Funds 98

Fee Structure

Operating Expenses / Front-End Load / Back-End Load / 12b-1 Charges

Fees and Mutual Fund Returns

- 4.5 Taxation of Mutual Fund Income 102
- 4.6 Exchange-Traded Funds 103
- 4.7 Mutual Fund Investment Performance: A First Look 106
- 4.8 Information on Mutual Funds 109 End of Chapter Material 112–116

PART II

Portfolio Theory and Practice 117

Chapter 5

Risk, Return, and the Historical Record 117

5.1 Determinants of the Level of Interest Rates 118

Real and Nominal Rates of Interest / The Equilibrium Real Rate of Interest / The Equilibrium Nominal Rate of Interest / Taxes and the Real Rate of Interest

5.2 Comparing Rates of Return for Different Holding Periods 121

Annual Percentage Rates / Continuous Compounding

5.3 Bills and Inflation, 1926–2015 124

5.4 Risk and Risk Premiums 126

Holding-Period Returns / Expected Return and Standard Deviation / Excess Returns and Risk Premiums

5.5 Time Series Analysis of Past Rates of Return 129

Time Series versus Scenario Analysis / Expected Returns and the Arithmetic Average / The Geometric (Time-Weighted) Average Return / Variance and Standard Deviation / Mean and Standard Deviation Estimates from Higher-Frequency Observations / The Reward-to-Volatility (Sharpe) Ratio

5.6 The Normal Distribution 134

5.7 Deviations from Normality and Alternative Risk Measures 136

> Value at Risk / Expected Shortfall / Lower Partial Standard Deviation and the Sortino Ratio / Relative Frequency of Large, Negative 3-Sigma Returns

- 5.8 Historic Returns on Risky Portfolios 140 A Global View of the Historical Record
- 5.9 Normality and Long-Term Investments 147 Short-Run versus Long-Run Risk / Forecasts for the Long Haul

End of Chapter Material 151–156

Chapter 6

Capital Allocation to Risky Assets 157

- 6.1 Risk and Risk Aversion 158 Risk, Speculation, and Gambling / Risk Aversion and Utility Values / Estimating Risk Aversion
- 6.2 Capital Allocation across Risky and Risk-Free Portfolios 164
- 6.3 The Risk-Free Asset 166

- 6.4 Portfolios of One Risky Asset and a Risk-Free Asset 167
- 6.5 Risk Tolerance and Asset Allocation 170 Non-Normal Returns
- 6.6 Passive Strategies: The Capital Market Line 176 End of Chapter Material 178–187 Appendix A: Risk Aversion, Expected Utility, and the St. Petersburg Paradox 187 Appendix B: Utility Functions and Risk Premiums 191

Chapter 7

Optimal Risky Portfolios 193

- 7.1 Diversification and Portfolio Risk 194
- 7.2 Portfolios of Two Risky Assets 195
- 7.3 Asset Allocation with Stocks, Bonds, and Bills 203 Asset Allocation with Two Risky Asset Classes
- 7.4 The Markowitz Portfolio Optimization Model 208 Security Selection / Capital Allocation and the Separation Property / The Power of Diversification / Asset Allocation and Security Selection / Optimal Portfolios
- 7.5 Risk Pooling, Risk Sharing, and the Risk of Long-Term Investments 217

and Non-Normal Returns

Risk Pooling and the Insurance Principle / Risk Sharing / Diversification and the Sharpe Ratio / Time Diversification and the Investment Horizon

End of Chapter Material 222–232

Appendix A: A Spreadsheet Model for EfficientDiversification232

Appendix B: Review of Portfolio Statistics 237

Chapter 8

Index Models 245

8.1 A Single-Factor Security Market 246

The Input List of the Markowitz Model / Systematic versus Firm-Specific Risk

8.2 The Single-Index Model 248

The Regression Equation of the Single-Index Model / The Expected Return—Beta Relationship / Risk and Covariance in the Single-Index Model / The Set of Estimates Needed for the Single-Index Model / The Index Model and Diversification

8.3 Estimating the Single-Index Model 255

The Security Characteristic Line for Ford / The Explanatory Power of Ford's SCL / The Estimate of Alpha / The Estimate of Beta / Firm-Specific Risk

Typical Results from Index Model Regressions

- 8.4 The Industry Version of the Index Model 259 Predicting Betas
- 8.5 Portfolio Construction Using the Single-Index Model 262

Alpha and Security Analysis / The Index Portfolio as an Investment Asset / The Single-Index Model Input List / The Optimal Risky Portfolio in the Single-Index Model / The Information Ratio / Summary of Optimization Procedure / An Example / Correlation and Covariance Matrix

Risk Premium Forecasts / The Optimal Risky Portfolio / Is the Index Model Inferior to the Full-Covariance Model?

End of Chapter Material 271–276

PART III

Equilibrium in Capital Markets 277

Chapter 9

The Capital Asset Pricing Model 277

9.1 The Capital Asset Pricing Model 277

Why Do All Investors Hold the Market Portfolio? / The Passive Strategy Is Efficient / The Risk Premium of the Market Portfolio / Expected Returns on Individual Securities / The Security Market Line / The CAPM and the Single-Index Market

- **9.2** Assumptions and Extensions of the CAPM 288 Identical Input Lists / Risk-Free Borrowing and the Zero-Beta Model / Labor Income and Nontraded Assets / A Multiperiod Model and Hedge Portfolios / A Consumption-Based CAPM / Liquidity and the CAPM
- 9.3 The CAPM and the Academic World 298
- 9.4 The CAPM and the Investment Industry 299 End of Chapter Material 300–308

Chapter 10

Arbitrage Pricing Theory and Multifactor Models of Risk and Return 309

- **10.1 Multifactor Models: A Preview 310** Factor Models of Security Returns
- **10.2** Arbitrage Pricing Theory **312** *Arbitrage, Risk Arbitrage, and Equilibrium / Well- Diversified Portfolios / The Security Market Line of the APT Individual Assets and the APT Well-Diversified Portfolios in Practice*

10.3 The APT, the CAPM, and the Index Model 319 *The APT and the CAPM / The APT and Portfolio Optimization in a Single-Index Market*

- 10.4 A Multifactor APT 321
- 10.5 The Fama-French (FF) Three-Factor Model 324 End of Chapter Material 326–332

Chapter 11

The Efficient Market Hypothesis 333

11.1 Random Walks and the Efficient Market Hypothesis 334

> Competition as the Source of Efficiency / Versions of the Efficient Market Hypothesis

11.2 Implications of the EMH 339

Technical Analysis / Fundamental Analysis / Active versus Passive Portfolio Management / The Role of Portfolio Management in an Efficient Market / Resource Allocation

11.3 Event Studies 343

11.4 Are Markets Efficient? 347

The Issues

The Magnitude Issue / The Selection Bias Issue / The Lucky Event Issue

Weak-Form Tests: Patterns in Stock Returns

Returns over Short Horizons / Returns over Long Horizons Predictors of Broad Market Returns / Semistrong Tests: Market Anomalies

The Small-Firm Effect / The Neglected-Firm Effect and Liquidity Effects / Book-to-Market Ratios / Post– Earnings-Announcement Price Drift

Strong-Form Tests: Inside Information / Interpreting the Anomalies

Risk Premiums or Inefficiencies? / Anomalies or Data Mining? / Anomalies over Time

Bubbles and Market Efficiency

11.5 Mutual Fund and Analyst Performance 359

Stock Market Analysts / Mutual Fund Managers / So, Are Markets Efficient?

End of Chapter Material 365–372

Chapter 12

Behavioral Finance and Technical Analysis 373

12.1 The Behavioral Critique 374

Information Processing

Forecasting Errors / Overconfidence / Conservatism / Sample Size Neglect and Representativeness

Behavioral Biases

Framing / Mental Accounting / Regret Avoidance / Affect / Prospect Theory

Limits to Arbitrage

Fundamental Risk / Implementation Costs / Model Risk

Limits to Arbitrage and the Law of One Price

"Siamese Twin" Companies / Equity Carve-Outs / Closed-End Funds

Bubbles and Behavioral Economics / Evaluating the Behavioral Critique

12.2 Technical Analysis and Behavioral Finance 384

Trends and Corrections

Momentum and Moving Averages / Relative Strength / Breadth

Sentiment Indicators

Trin Statistic / Confidence Index / Put/Call Ratio

A Warning

End of Chapter Material 391–396

Chapter 13

Empirical Evidence on Security Returns 397

- 13.1 The Index Model and the Single-Factor SML 398
 - The Expected Return–Beta Relationship

Setting Up the Sample Data / Estimating the SCL / Estimating the SML

Tests of the CAPM / The Market Index / Measurement Error in Beta

13.2 Tests of the Multifactor Models 403

Labor Income / Private (Nontraded) Business / Early Tests of the Multifactor CAPM and APT / A Macro Factor Model

- 13.3 Fama-French-Type Factor Models 407 Size and B/M as Risk Factors / Behavioral Explanations / Momentum: A Fourth Factor
- 13.4 Liquidity and Asset Pricing 414
- 13.5 Consumption-Based Asset Pricing and the Equity Premium Puzzle 416

Expected versus Realized Returns / Survivorship Bias / Extensions to the CAPM May Resolve the Equity Premium Puzzle / Liquidity and the Equity Premium Puzzle / Behavioral Explanations of the Equity Premium Puzzle

End of Chapter Material 422–424

PART IV

Fixed-Income Securities 425

Chapter 14

Bond Prices and Yields 425

14.1 Bond Characteristics 426

Treasury Bonds and Notes Accrued Interest and Quoted Bond Prices

Corporate Bonds

Call Provisions on Corporate Bonds / Convertible Bonds / Puttable Bonds / Floating-Rate Bonds

Preferred Stock / Other Domestic Issuers / International Bonds / Innovation in the Bond Market

Inverse Floaters / Asset-Backed Bonds / Catastrophe Bonds / Indexed Bonds

14.2 Bond Pricing 432

Bond Pricing between Coupon Dates

14.3 Bond Yields 438

Yield to Maturity / Yield to Call / Realized Compound Return versus Yield to Maturity

14.4 Bond Prices over Time 444

Yield to Maturity versus Holding-Period Return / Zero-Coupon Bonds and Treasury Strips / After-Tax Returns

14.5 Default Risk and Bond Pricing 449

Junk Bonds / Determinants of Bond Safety / Bond Indentures

Sinking Funds / Subordination of Further Debt / Dividend Restrictions / Collateral

Yield to Maturity and Default Risk / Credit Default Swaps / Credit Risk and Collateralized Debt Obligations

End of Chapter Material 460–466

Chapter 15

The Term Structure of Interest Rates 467

- 15.1 The Yield Curve 467
 - Bond Pricing
- **15.2 The Yield Curve and Future Interest Rates 470** *The Yield Curve under Certainty / Holding-Period Returns / Forward Rates*
- 15.3 Interest Rate Uncertainty and Forward Rates 475
- 15.4 Theories of the Term Structure 477 The Expectations Hypothesis / Liquidity Preference Theory
- 15.5 Interpreting the Term Structure 480
- 15.6 Forward Rates as Forward Contracts 484 End of Chapter Material 486–494

Chapter 16

Managing Bond Portfolios 495

16.1 Interest Rate Risk 496

Interest Rate Sensitivity / Duration / What Determines Duration?

Rule 1 for Duration / Rule 2 for Duration / Rule 3 for Duration / Rule 4 for Duration / Rule 5 for Duration

16.2 Convexity 505

Why Do Investors Like Convexity? / Duration and Convexity of Callable Bonds / Duration and Convexity of Mortgage-Backed Securities

16.3 Passive Bond Management 513

Bond-Index Funds / Immunization / Cash Flow Matching and Dedication / Other Problems with Conventional Immunization

16.4 Active Bond Management 522

Sources of Potential Profit / Horizon Analysis End of Chapter Material 525–536

PART V

Security Analysis 537

Chapter 17

Macroeconomic and Industry Analysis 537

- 17.1 The Global Economy 537
- 17.2 The Domestic Macroeconomy 540 Key Economic Indicators Gross Domestic Product / Employment / Inflation / Interest Rates / Budget Deficit / Sentiment
- 17.3 Demand and Supply Shocks 542
- **17.4 Federal Government Policy** 542 Fiscal Policy / Monetary Policy / Supply-Side Policies
- 17.5 Business Cycles 545 The Business Cycle / Economic Indicators / Other Indicators
- 17.6 Industry Analysis 550

Defining an Industry / Sensitivity to the Business Cycle / Sector Rotation / Industry Life Cycles

Start-Up Stage / Consolidation Stage / Maturity Stage / Relative Decline

Industry Structure and Performance

Threat of Entry / Rivalry between Existing Competitors / Pressure from Substitute Products / Bargaining Power of Buyers / Bargaining Power of Suppliers

End of Chapter Material 560–568

Chapter 18

Equity Valuation Models 569

- **18.1 Valuation by Comparables 569** *Limitations of Book Value*
- 18.2 Intrinsic Value versus Market Price 571
- 18.3 Dividend Discount Models 573

The Constant-Growth DDM / Convergence of Price to Intrinsic Value / Stock Prices and Investment

Opportunities / Life Cycles and Multistage Growth Models / Multistage Growth Models

18.4 The Price–Earnings Ratio 587

The Price–Earnings Ratio and Growth Opportunities / P/E Ratios and Stock Risk / Pitfalls in P/E Analysis / Combining P/E Analysis and the DDM / Other Comparative Valuation Ratios

Price-to-Book Ratio / Price-to-Cash-Flow Ratio / Price-to-Sales Ratio

18.5 Free Cash Flow Valuation Approaches 595

Comparing the Valuation Models / The Problem with DCF Models

18.6 The Aggregate Stock Market 599 End of Chapter Material 601–612

Chapter 19

Financial Statement Analysis 613

19.1 The Major Financial Statements **613**

The Income Statement / The Balance Sheet / The Statement of Cash Flows

- 19.2 Measuring Firm Performance 618
- 19.3 Profitability Measures 619

Return on Assets, ROA / Return on Capital, ROC / Return on Equity, ROE / Financial Leverage and ROE / Economic Value Added

19.4 Ratio Analysis 623

Decomposition of ROE / Turnover and Other Asset Utilization Ratios / Liquidity Ratios / Market Price Ratios: Growth versus Value / Choosing a Benchmark

- 19.5 An Illustration of Financial Statement Analysis 633
- 19.6 Comparability Problems 636

Inventory Valuation / Depreciation / Inflation and Interest Expense / Fair Value Accounting / Quality of Earnings and Accounting Practices / International Accounting Conventions

19.7 Value Investing: The Graham Technique 642 End of Chapter Material 643–656

PART VI

Options, Futures, and Other Derivatives 657

Chapter 20

Options Markets: Introduction 657

20.1 The Option Contract 657

Options Trading / American and European Options / Adjustments in Option Contract Terms / The Options Clearing Corporation / Other Listed Options Index Options / Futures Options / Foreign Currency Options / Interest Rate Options

20.2 Values of Options at Expiration 663

Call Options / Put Options / Option versus Stock Investments

- 20.3 Option Strategies 667 Protective Put / Covered Calls / Straddle / Spreads / Collars
- 20.4 The Put-Call Parity Relationship 675

20.5 Option-Like Securities 678

Callable Bonds / Convertible Securities / Warrants / Collateralized Loans / Levered Equity and Risky Debt

20.6 Financial Engineering 684

20.7 Exotic Options 686

Asian Options / Barrier Options / Lookback Options / Currency-Translated Options / Digital Options

End of Chapter Material 687–698

Chapter 21

Option Valuation 699

21.1 Option Valuation: Introduction 699

Intrinsic and Time Values / Determinants of Option Values

21.2 Restrictions on Option Values 703

Restrictions on the Value of a Call Option / Early Exercise and Dividends / Early Exercise of American Puts

21.3 Binomial Option Pricing 706

Two-State Option Pricing / Generalizing the Two-State Approach / Making the Valuation Model Practical

21.4 Black-Scholes Option Valuation 714

The Black-Scholes Formula / Dividends and Call Option Valuation / Put Option Valuation / Dividends and Put Option Valuation

21.5 Using the Black-Scholes Formula 722

Hedge Ratios and the Black-Scholes Formula / Portfolio Insurance / Option Pricing and the Crisis of 2008–2009 / Option Pricing and Portfolio Theory / Hedging Bets on Mispriced Options

21.6 Empirical Evidence on Option Pricing 734 End of Chapter Material 735–746

Chapter 22

Futures Markets 747

- **22.1 The Futures Contract** 747 *The Basics of Futures Contracts / Existing Contracts*
- 22.2 Trading Mechanics 753

The Clearinghouse and Open Interest / The Margin Account and Marking to Market / Cash versus Actual Delivery / Regulations / Taxation

22.3 Futures Markets Strategies 757 Hedging and Speculation / Basis Risk and Hedging

- 22.4 Futures Prices 761 The Spot-Futures Parity Theorem / Spreads / Forward versus Futures Pricing
- 22.5 Futures Prices versus Expected Spot Prices 768 Expectations Hypothesis / Normal Backwardation / Contango / Modern Portfolio Theory

End of Chapter Material 770–774

Chapter 23

Futures, Swaps, and Risk Management 775

23.1 Foreign Exchange Futures 775

The Markets / Interest Rate Parity / Direct versus Indirect Quotes / Using Futures to Manage Exchange Rate Risk

23.2 Stock-Index Futures 783

The Contracts / Creating Synthetic Stock Positions: An Asset Allocation Tool / Index Arbitrage / Using Index Futures to Hedge Market Risk

23.3 Interest Rate Futures 788

Hedging Interest Rate Risk

23.4 Swaps 790

Swaps and Balance Sheet Restructuring / The Swap Dealer / Other Interest Rate Contracts / Swap Pricing / Credit Risk in the Swap Market / Credit Default Swaps

23.5 Commodity Futures Pricing 797

Pricing with Storage Costs / Discounted Cash Flow Analysis for Commodity Futures

End of Chapter Material 801–810

PART VII

Applied Portfolio Management 811

Chapter 24

Portfolio Performance Evaluation 811

24.1 The Conventional Theory of Performance Evaluation 811

Average Rates of Return / Time-Weighted Returns versus Dollar-Weighted Returns / Adjusting Returns for Risk / The Sharpe Ratio for Overall Portfolios

The M^2 Measure and the Sharpe Ratio

The Treynor Ratio

The Information Ratio

The Role of Alpha in Performance Measures / Implementing Performance Measurement: An Example / Realized Returns versus Expected Returns

- 24.2 Style Analysis 823
- 24.3 Performance Measurement with Changing Portfolio Composition 826

Performance Manipulation and the Morningstar Risk-Adjusted Rating

24.4 Market Timing

The Potential Value of Market Timing / Valuing Market Timing as a Call Option / The Value of Imperfect Forecasting

24.5 Performance Attribution Procedures 835

Asset Allocation Decisions / Sector and Security Selection Decisions / Summing Up Component Contributions

End of Chapter Material 841–852

Chapter 25

International Diversification 853

25.1 Global Markets for Equities 853

Developed Countries / Emerging Markets / Market Capitalization and GDP / Home-Country Bias

25.2 Exchange Rate Risk and International Diversification 857

> Exchange Rate Risk / Investment Risk in International Markets / International Diversification / Are Benefits from International Diversification Preserved in Bear Markets?

- 25.3 Political Risk 868
- 25.4 International Investing and Performance Attribution 871

Constructing a Benchmark Portfolio of Foreign Assets / Performance Attribution

End of Chapter Material 875-880

Chapter 26

Hedge Funds 881

26.1 Hedge Funds versus Mutual Funds 882

Transparency / Investors / Investment Strategies / Liquidity / Compensation Structure

- 26.2 Hedge Fund Strategies 883 Directional and Nondirectional Strategies / Statistical Arbitrage
- 26.3 Portable Alpha 886 An Example of a Pure Play
- 26.4 Style Analysis for Hedge Funds 889
- 26.5 Performance Measurement for Hedge Funds 891 Liquidity and Hedge Fund Performance / Hedge Fund Performance and Survivorship Bias / Hedge Fund Performance and Changing Factor Loadings / Tail Events and Hedge Fund Performance
- 26.6 Fee Structure in Hedge Funds 899 End of Chapter Material 902–906

Chapter 27

The Theory of Active Portfolio Management 907

27.1 Optimal Portfolios and Alpha Values 907

Forecasts of Alpha Values and Extreme Portfolio Weights / Restriction of Benchmark Risk

27.2 The Treynor-Black Model and Forecast Precision 914

Adjusting Forecasts for the Precision of Alpha / Distribution of Alpha Values / Organizational Structure and Performance

27.3 The Black-Litterman Model 918

Black-Litterman Asset Allocation Decision / Step 1: The Covariance Matrix from Historical Data / Step 2: Determination of a Baseline Forecast / Step 3: Integrating the Manager's Private Views / Step 4: Revised (Posterior) Expectations / Step 5: Portfolio Optimization

27.4 Treynor-Black versus Black-Litterman: Complements, Not Substitutes 923

The BL Model as Icing on the TB Cake / Why Not Replace the Entire TB Cake with the BL Icing?

27.5 The Value of Active Management 925

A Model for the Estimation of Potential Fees / Results from the Distribution of Actual Information Ratios / Results from Distribution of Actual Forecasts

27.6 Concluding Remarks on Active Management 927 End of Chapter Material 927–928 Appendix A: Forecasts and Realizations of

Alpha 928 Appendix B: The General Black-Litterman

Model 929

Chapter 28

Investment Policy and the Framework of the CFA Institute 931

28.1 The Investment Management Process 932

Objectives / Individual Investors / Personal Trusts / Mutual Funds / Pension Funds / Endowment Funds / Life Insurance Companies / Non-Life Insurance Companies / Banks

28.2 Constraints 937

Liquidity / Investment Horizon / Regulations / Tax Considerations / Unique Needs

28.3 Policy Statements 939

Sample Policy Statements for Individual Investors

28.4 Asset Allocation 943 *Taxes and Asset Allocation 944*

28.5 Managing Portfolios of Individual Investors 945

Human Capital and Insurance / Investment in Residence / Saving for Retirement and the Assumption of Risk / Retirement Planning Models / Manage Your Own Portfolio or Rely on Others? / Tax Sheltering

The Tax-Deferral Option / Tax-Protected Retirement Plans / Deferred Annuities / Variable and Universal Life Insurance

28.6 Pension Funds 951

Defined Contribution Plans / Defined Benefit Plans / Pension Investment Strategies

Investing in Equities / Wrong Reasons to Invest in Equities

28.7 Investments for the Long Run 954

Making Simple Investment Choices / Inflation Risk and Long-Term Investors End of Chapter Material 956–966

REFERENCES TO CFA PROBLEMS 967 GLOSSARY G-1 NAME INDEX I-1 SUBJECT INDEX I-4 FORMULAS F-1

Preface

The past three decades witnessed rapid and profound change in the investments industry as well as a financial crisis of historic magnitude. The vast expansion of financial markets during this period was due in part to innovations in securitization and credit enhancement that gave birth to new trading strategies. These strategies were in turn made feasible by developments in communication and information technology, as well as by advances in the theory of investments.

Yet the financial crisis also was rooted in the cracks of these developments. Many of the innovations in security design facilitated high leverage and an exaggerated notion of the efficacy of risk transfer strategies. This engendered complacency about risk that was coupled with relaxation of regulation as well as reduced transparency, masking the precarious condition of many big players in the system. Of necessity, our text has evolved along with financial markets and their influence on world events.

Investments, Eleventh Edition, is intended primarily as a textbook for courses in investment analysis. Our guiding principle has been to present the material in a framework that is organized by a central core of consistent fundamental principles. We attempt to strip away unnecessary mathematical and technical detail, and we have concentrated on providing the intuition that may guide students and practitioners as they confront new ideas and challenges in their professional lives.

This text will introduce you to major issues currently of concern to all investors. It can give you the skills to assess watershed current issues and debates covered by both the popular media and more-specialized finance journals. Whether you plan to become an investment professional, or simply a sophisticated individual investor, you will find these skills essential, especially in today's rapidly evolving environment.

Our primary goal is to present material of practical value, but all three of us are active researchers in financial economics and find virtually all of the material in this book to be of great intellectual interest. The capital asset pricing model, the arbitrage pricing model, the efficient markets hypothesis, the option-pricing model, and the other centerpieces of modern financial research are as much intellectually engaging subjects as they are of immense practical importance for the sophisticated investor.

In our effort to link theory to practice, we also have attempted to make our approach consistent with that of the CFA Institute. In addition to fostering research in finance, the CFA Institute administers an education and certification program to candidates seeking designation as a Chartered Financial Analyst (CFA). The CFA curriculum represents the consensus of a committee of distinguished scholars and practitioners regarding the core of knowledge required by the investment professional.

Many features of this text make it consistent with and relevant to the CFA curriculum. Questions adapted from past CFA exams appear at the end of nearly every chapter, and references are listed at the end of the book. Chapter 3 includes excerpts from the "Code of Ethics and Standards of Professional Conduct" of the CFA Institute. Chapter 28, which discusses investors and the investment process, presents the CFA Institute's framework for systematically relating investor objectives and constraints to ultimate investment policy. End-of-chapter problems also include questions from test-prep leader Kaplan Schweser.

In the Eleventh Edition, we have continued our systematic presentation of Excel spreadsheets that will allow you to explore concepts more deeply. These spreadsheets, available in Connect and on the student resources site (www.mhhe.com/Bodie11e), provide a taste of the sophisticated analytic tools available to professional investors.

UNDERLYING PHILOSOPHY

While the financial environment is constantly evolving, many basic *principles* remain important. We believe that

Preface

fundamental principles should organize and motivate all study and that attention to these few central ideas can simplify the study of otherwise difficult material. These principles are crucial to understanding the securities traded in financial markets and in understanding new securities that will be introduced in the future, as well as their effects on global markets. For this reason, we have made this book thematic, meaning we never offer rules of thumb without reference to the central tenets of the modern approach to finance.

The common theme unifying this book is that *security markets are nearly efficient*, meaning most securities are usually priced appropriately given their risk and return attributes. Free lunches are rarely found in markets as competitive as the financial market. This simple observation is, nevertheless, remarkably powerful in its implications for the design of investment strategies; as a result, our discussions of strategy are always guided by the implications of the efficient markets hypothesis. While the degree of market efficiency is, and always will be, a matter of debate (in fact we devote a full chapter to the behavioral challenge to the efficient market hypothesis), we hope our discussions throughout the book convey a good dose of healthy skepticism concerning much conventional wisdom.

Distinctive Themes

Investments is organized around several important themes:

 The central theme is the near-informationalefficiency of well-developed security markets, such as those in the United States, and the general awareness that competitive markets do not offer "free lunches" to participants.

A second theme is the risk-return trade-off. This too is a no-free-lunch notion, holding that in competitive security markets, higher expected returns come only at a price: the need to bear greater investment risk. However, this notion leaves several questions unanswered. How should one measure the risk of an asset? What should be the quantitative trade-off between risk (properly measured) and expected return? The approach we present to these issues is known as modern portfolio theory, which is another organizing principle of this book. Modern portfolio theory focuses on the techniques and implications of efficient diversification, and we devote considerable attention to the effect of diversification on portfolio risk as well as the implications of efficient diversification for the proper measurement of risk and the risk-return relationship.

 This text places great emphasis on asset allocation. We prefer this emphasis for two important reasons. First, it corresponds to the procedure that most individuals actually follow. Typically, you start with all of your money in a bank account, only then considering how much to invest in something riskier that might offer a higher expected return. The logical step at this point is to consider risky asset classes, such as stocks, bonds, or real estate. This is an asset allocation decision. Second, in most cases, the asset allocation choice is far more important in determining overall investment performance than is the set of security selection decisions. Asset allocation is the primary determinant of the risk-return profile of the investment portfolio, and so it deserves primary attention in a study of investment policy.

3. This text offers a **broad and deep treatment of futures, options, and other derivative security markets.** These markets have become both crucial and integral to the financial universe. Your only choice is to become conversant in these markets—whether you are to be a finance professional or simply a sophisticated individual investor.

NEW IN THE ELEVENTH EDITION

The following is a guide to changes in the Eleventh Edition. This is not an exhaustive road map, but instead is meant to provide an overview of substantial additions and changes to coverage from the last edition of the text.

Chapter 1 The Investment Environment

This chapter contains additional discussions of corporate governance, particularly activist investors and corporate control.

Chapter 3 How Securities Are Traded

We have updated this chapter and included new material on trading venues such as dark pools.

Chapter 5 Risk, Return, and the Historical Record

This chapter has been updated and substantially streamlined. The material on the probability distribution of security returns has been reworked for greater clarity, and the discussion of long-run risk has been simplified.

Chapter 7 Optimal Risky Portfolios

The material on risk sharing, risk pooling, and time diversification has been extensively rewritten with a greater emphasis on intuition.

Chapter 8 Index Models

We have reorganized and rewritten this chapter to improve the flow of the material and provide more insight into the links between index models, factor models, and the distinction between diversifiable and systematic risk.

Chapter 9 The Capital Asset Pricing Model

We have simplified the development of the CAPM. The relations between the assumptions underlying the model and

Preface

their implications are now more explicit. The links between the CAPM and the index model are also more fully explored.

Chapter 10 Arbitrage Pricing Theory and Multifactor Models of Risk and Return

This chapter has been substantially rewritten. The derivation of the APT has been streamlined, with greater emphasis on intuition. The extension of the APT from portfolios to individual assets is now also more explicit. Finally, the relation between the CAPM and the APT has been further clarified.

Chapter 11 The Efficient Market Hypothesis

We have added new material pertaining to insider information and trading to this chapter.

Chapter 13 Empirical Evidence on Security Returns

Increased attention is given to tests and interpretations of multifactor models of risk and return and the implications of these tests for the importance of extra-market hedging demands.

Chapter 14 Bond Prices and Yields

This chapter includes new material on sovereign credit default swaps and the relationship between swap prices and credit spreads in the bond market.

Chapter 18 Equity Valuation Models

This chapter includes new material on the practical problems entailed in using DCF security valuation models, in particular, the problems entailed in estimating the terminal value of an investment, and the appropriate response of value investors to these problems.

Chapter 24 Portfolio Performance Evaluation

We have added new material to clarify the circumstances in which each of the standard risk-adjusted performance measures, such as alpha, the Sharpe and Treynor measures, and the information ratio, will be of most relevance to investors.

Chapter 25 International Diversification

This chapter also has been extensively rewritten. There is now a sharper focus on the benefits of international diversification. However, we have retained previous material on political risk in an international setting.

ORGANIZATION AND CONTENT

The text is composed of seven sections that are fairly independent and may be studied in a variety of sequences. Because there is enough material in the book for a twosemester course, clearly a one-semester course will require the instructor to decide which parts to include.

Part One is introductory and contains important institutional material focusing on the financial environment. We discuss the major players in the financial markets, provide an overview of the types of securities traded in those markets, and explain how and where securities are traded. We also discuss in depth mutual funds and other investment companies, which have become an increasingly important means of investing for individual investors. Perhaps most important, we address how financial markets can influence all aspects of the global economy, as in 2008.

The material presented in Part One should make it possible for instructors to assign term projects early in the course. These projects might require the student to analyze in detail a particular group of securities. Many instructors like to involve their students in some sort of investment game, and the material in these chapters will facilitate this process.

Parts Two and Three contain the core of modern portfolio theory. Chapter 5 is a general discussion of risk and return, making the general point that historical returns on broad asset classes are consistent with a risk–return trade-off and examining the distribution of stock returns. We focus more closely in Chapter 6 on how to describe investors' risk preferences and how they bear on asset allocation. In the next two chapters, we turn to portfolio optimization (Chapter 7) and its implementation using index models (Chapter 8).

After our treatment of modern portfolio theory in Part Two, we investigate in Part Three the implications of that theory for the equilibrium structure of expected rates of return on risky assets. Chapter 9 treats the capital asset pricing model and Chapter 10 covers multifactor descriptions of risk and the arbitrage pricing theory. Chapter 11 covers the efficient market hypothesis, including its rationale as well as evidence that supports the hypothesis and challenges it. Chapter 12 is devoted to the behavioral critique of market rationality. Finally, we conclude Part Three with Chapter 13 on empirical evidence on security pricing. This chapter contains evidence concerning the risk–return relationship, as well as liquidity effects on asset pricing.

Part Four is the first of three parts on security valuation. This part treats fixed-income securities—bond pricing (Chapter 14), term structure relationships (Chapter 15), and interest-rate risk management (Chapter 16). **Parts Five and Six** deal with equity securities and derivative securities. For a course emphasizing security analysis and excluding portfolio theory, one may proceed directly from Part One to Part Four with no loss in continuity.

Finally, **Part Seven** considers several topics important for portfolio managers, including performance evaluation, international diversification, active management, and practical issues in the process of portfolio management. This part also contains a chapter on hedge funds.

Distinctive Features

This book contains several features designed to make it easy for students to understand, absorb, and apply the concepts and techniques presented.

CONCEPT CHECKS

A unique feature of this book! These selftest questions and problems found in the body of the text enable the students to determine whether they've understood the preceding material. Detailed solutions are provided at the end of each chapter.

the corporation is their original investment. Unlike owners of unincorporated businesses, whose creditors can lay claim to the personal assets of the owner (house, car, furniture), corporate shareholders may at worst have worthless stock. They are not personally liable for the firm's obligations.

Concept Check 2.3

- a. If you buy 100 shares of IBM stock, to what are you entitled?
- b. What is the most money you can make on this investment over the next year?
- c. If you pay \$150 per share, what is the most money you could lose over the year?

Example 4.2 Fees for Various Classes

The table below lists fees for different classes of the Dreyfus High Yield Fund in 2016. Notice the trade-off between the front-end loads versus 12b-1 charges in the choice between Class A and Class C shares. Class I shares are sold only to institutional investors and carry lower fees.

Front-end load 0-4.5% ^a 0 0
Back-end load 0 0–1% ^D 0% ^D
12b-1 fees ^c 0.25% 1.0% 0%
Expense ratio 0.7% 0.7% 0.7%

NUMBERED EXAMPLES

are integrated throughout chapters. Using the worked-out solutions to these examples as models, students can learn how to solve specific problems step-bystep as well as gain insight into general principles by seeing how they are applied to answer concrete questions.

WORDS FROM THE STREET BOXES

Short articles and financial coverage adapted from business periodicals, such as The Wall Street Journal, are included in boxes throughout the text. The articles are chosen for real-world relevance and clarity of presentation.

What Level of Risk Is Right for You?

No risk, no reward. Most people intuitively understand that they have to bear some risk to achieve an acceptable return on the investment portfolios. But how much risk is right for you? If your investments turn

sour, you may put at jeopardy your ability to retire, to pay for your kid's college education, or to weather an unexpected need for cash. These worst-case scenarios focus our attention

nection can manage our exposure to uncertainty, assessing—and quantifying—risk aversion is, to put it midly, diffcult. It requires confronting at least these two big questions. First, how much investment risk can you afford to take?

First, how much investment risk can you atrod to take? If you have a stephylip-paying Joh, for example, you have greater ability to withstand investment losses. Conversely, if you are close to referently, you have the scability to adjust your fill the investment bail with mean addresses. assessing and decide how much risk you can tolerate. All what point will you be unable to sleep at right? To help clients quartify their risk aversion, many financial

be unable to skeep at night? To help clients quarify their risk aversion, many financial firms have designed quizzes to help people determine whether they are conservative, moderate, or aggressive investors. These quizzes try to get at clients' attuides toward risk and their capacity to absorb investment for losses. Here is a sample of the sort of questions these quizzes tend to pose to shell gut on an investor's risk tolerance.

MEASURING YOUR RISK TOLERANCE

- Circle the letter that corresponds to your answer The stock market fell by more than 30% in 2008. If you had been holding a substantial stock investment in that year, which of the following would you have done?
- Sold off the remainder of your investment before it had the chance to fall further. b. Stayed the course with neither redemptions nor nurchases
- punchases.
 Bought more stock, reasoning that the market is now cheaper and therefore offers better deals.
 The value of one of the funds in your 401(k) plan (your primary source of retirement savings) increased 30% last year.

 Short of cash and impatiently waiting for paycheck. b. Not overspending your salary, but not saving very much c. With a comfortable surplus of funds to put into your say

4. At the end of the month, you find yourself

WORDS

FROM THE

- ings account.
- Ings account.
 5. You are 30 years old and enrolling in your company's retirement plan, and you need to allocate your contributions across 3 funds: a money market account, a bond fund, and a stock fund. Which of these allocations sounds between the section of the sec a. Invest everything in a safe money-market fund.
- b. Split your money evenly between the bond fund and stock fund.
- STREET c. Put everything into the stock fund, reason the time you retire the year-to-year fluctuation returns will have evened out.
- returns will have evened out. 6. You are a constant on Let's Make a Deal, and have just won \$1,000. But you can exchange the winnings for two random payoffs. One is a coin flip with a payoff of \$2,500 if the coin comes up heads. The other is a flip of two coins with a payoff of \$6,000 hosh coins come up heads. What will you do? a. Keep the \$1,000 in cash. b. Choose the signed cosh trace

 - b. Choose the single coin toss.
 - c. Choose the double coin toss.
 Suppose you have the opportunity to invest in a start-up
 - firm. If the firm is successful, you will multiply your invest-ment by a factor of ten. But if it fails, you will lose everything. You think the odds of success are around 20%. How much would be willing to invest in the start-up?
 - a. Nothing b. 2 months' salar
 - 6 months' salary
- Now imagine that to buy into the start-up you will need to borrow money. Would you be willing to take out a \$10,000 loan to make the investment?



EXCEL APPLICATIONS

The Eleventh Edition features Excel Spreadsheet Applications with Excel questions. A sample spreadsheet is presented in the text with an interactive version available in Connect and on the student resources site at www.mhhe .com/Bodie11e.

EXCEL EXHIBITS

Selected exhibits are set as Excel spreadsheets, and the accompanying files are available in Connect and on the student resources site at www.mhhe .com/Bodie11e.

	A	В	С	D	E	F
		Implicit		Squared	Gross Return	Wealth
1	Year	Probability	HPR (decimal)	Deviation	= 1 + HPR	Index*
2	1	0.20	-0.1189	0.0196	0.8811	0.8811
3	2	0.20	-0.2210	0.0586	0.7790	0.6864
4	3	0.20	0.2869	0.0707	1.2869	0.8833
5	4	0.20	0.1088	0.0077	1.1088	0.9794
5	5	0.20	0.0491	0.0008	1.0491	1.0275
<u>/</u>	Arithmetic average	= AVERAGE(C2:C6)	0.0210			
8	Expected HPR	SUMPRODUCT(B2:B6, C2:C6)	0.0210			
9	Variance	SUMPRODUCT(B2:B6, D2:D6)		0.0315		
10	Standard deviation	SQRT(D9)		0.1774		
11	Standard deviation	STDEV.P(C2:C6)		0.1774		
12	Std dev (df = 4)	SQRT(D9*5/4)		0.1983		
13	Std dev (df = 4)	STDEV.S(C2:C6)		0.1983		
14	Geometric avg return	F6^(1/5)-1				0.0054
15 16 pr	* The wealth index is the eadsheet 5.2	he cumulative value of \$1 investe	ed at the beginning of th	e sample period.		
ime	series of holding-per	iod returns				

The Fisher equation tells us that the real interest rate approximately equals the nominal rate minus the inflation rate. Suppose the inflation rate increases from 3% to 5%. Does the Fisher equation imply that this increase will real in a fail in the real rate of interest? Explain.

- 2. You've just stumbled on a new dataset that enables you to compute historical rates of return on U.S. stocks all the way back to 1880. What are the advantages and disadvantages in using these data to help estimate the expected rate of return on U.S. stocks over the coming year?
- You are considering two alternative two-year investments: You can invest in a risky asset with a positive risk premium and returns in each of the two years that will be identically distributed and

PROBLEM SETS

We strongly believe that practice in solving problems is critical to understanding investments, so each chapter provides a good variety of problems. Select problems and algorithmic versions are assignable within Connect.

EXAM PREP QUESTIONS

Practice questions for the CFA® exams provided by Kaplan Schweser, A Global Leader in CFA[®] Education, are available in selected chapters for additional test practice. Look for the Kaplan Schweser logo. Learn more at www.schweser.com.

KAPLAN	Characterize each company in the previous problem as underpriced, overpriced, or pr priced.
SCHWESER	6. What is the expected rate of return for a stock that has a beta of 1.0 if the expected return market is 15%?
SCHWESER	 a. 15%. b. More than 15%. c. Cannot be determined without the risk-free rate.
KAPLAN	Kaskin, Inc., stock has a beta of 1.2 and Quinn, Inc., stock has a beta of .6. Which of the foll statements is most accurate?
SCHWESER	a. The expected rate of return will be higher for the stock of Kaskin, Inc., than that of Quin b. The stock of Kaskin, Inc., has more total risk than the stock of Quinn, Inc. c. The stock of Quinn, Inc., has more systematic risk than that of Kaskin, Inc.
	8. You are a consultant to a large manufacturing corporation that is considering project w

CFA PROBLEMS

We provide several questions adapted for this text from past CFA examinations in applicable chapters. These questions represent the kinds of questions that professionals in the field believe are relevant to the "real world." Located at the back of the book is a listing of each CFA question and the level and year of the CFA exam it was included in for easy reference.

	versus risk-free T-bills (U	.S. Treasury bills)	based on the follow	ing table?		PROBLEM
	Action		Probability	Expected Return		_
	Invest in equ	ities	0.6	\$50,000		
			- 0.4	\$30,000		
	Invest in risk-	free T-bill	1.0	\$ 5,000		
2.	Based on the scenarios be profile?	low, what is the ex	pected return for a p	ortfolio with the follo	wing return	
	pione:	Bear Market	Normal Marke	t Bull Market		
	Probability	0.2	0.3	0.5		
	Rate of return	-25%	10%	24%		
(ro	und to the nearest perce	nt). Bear Market	Normal Market	Bull Market		
(ro	und to the nearest perce	nt). Bear Market	Normal Market	Bull Market		
(ro	Probability Stock X	nt). Bear Market 0.2 -20%	Normal Market 0.5 18%	Bull Market 0.3 50%		
(ro	Probability Stock X Stock Y	nt). Bear Market 0.2 -20% -15%	Normal Market 0.5 18% 20%	Bull Market 0.3 50% 10%		
(ro 3.	Probability Stock X Stock Y What are the expected rat	nt). Bear Market 0.2 -20% -15% es of return for Ste	0.5 18% 20% ocks X and Y?	Bull Market 0.3 50% 10%		
(ro 3. 4.	und to the nearest percet Probability Stock X Stock Y What are the expected rat What are the standard dev	nt). Bear Market 0.2 -20% -15% es of return for Sto viations of returns	0.5 18% 20% ocks X and Y? on Stocks X and Y?	0.3 50% 10%		
(ro 3. 4. 5.	und to the nearest percet Probability Stock X Stock Y What are the expected rat What are the standard dev Assume that of your \$10 What is the expected retu	nt). Bear Market 0.2 -20% -15% es of return for Ste viations of returns 0,000 portfolio, yo rn on your portfoli	Normal Market 0.5 18% 20% bocks X and Y? on Stocks X and Y? ou invest \$9,000 in io?	Bull Market 0.3 50% 10% Stock X and \$1,000	in Stock Y.	
3. 4. 5. 6.	und to the nearest perce Probability Stock X Stock X What are the expected rat What are the standard de Assume that of your \$1G What is the expected retu Probabilities for three stat in each state are shown in	nt). Bear Market 0.2 -20% -15% es of return for Sta viations of returns 0,000 portfolio, yo rm on your portfolio es of the economy the table below.	Normal Market 0.5 18% 20% 5cks X and Y? on Stocks X and Y? ou invest \$9,000 in io? r and probabilities for	Bull Market 0.3 50% 10% Stock X and \$1,000 r the returns on a part	in Stock Y.	

EXCEL PROBLEMS

Selected chapters contain problems, denoted by an icon, specifically linked to Excel templates that are available in Connect and on the student resource site at www.mhhe.com/Bodie11e.

- 49.50 800 51.50 100 49.25 500 54.75 300 49.00 200 58.25 100 48.50 600 a. If a market buy order for 100 shares comes in, at what price will it be filled? A what price would the next market buy order be filled?
 c. If you were a security dealer, would you want to increase or decrease your inventory of this stock? You are bullish on Telecom stock. The current market price is \$50 per share, and you have \$5,000 of your own to invest. You borrow an additional \$5,000 from your broker at an interest. 9. rate of 8% per year and invest \$10,000 in the stock. a. What will be your rate of return if the price of Telecom stock goes up by 10% during the next year? The stock currently pays no dividends.
 b. How far does the price of Telecom stock have to fall for you to get a margin call if the main-
 - b) How lar does inte prace or terecom stock need of an its years get a magnetized of the stock o
 - \$50 per share.
 - a. How much in cash or securities must you put into your brokerage account if the broker's initial margin requirement is 50% of the value of the short position?
 b. How high can the price of the stock go before you get a margin call if the maintenance mar-
 - gin is 30% of the value of the short position?

E-INVESTMENTS EXERCISES

- The Federal Reserve Bank of St. Louis has information available on interest rates and eco The "Bootunt-Life and the second star information valuable and concerning the container conditions. Its Monetary Trade page (https://research.stouisfed.org/datatrends/mt) container graphs and tables with information about current conditions in the capital markets. Find the most recent issue of Monetary Transk and answer these questions. What is the professionals' consensus forecast for inflation for the next two years? (Use the Federal Reserve Bank of Philodelphia line on the graph for Measures of Expected Inflation to answer this.) 1. What is the profe
- What do consumers expect to happen to inflation over the next two years? (Use the University of Michigan line on the graph to answer this.) 3. Have real interest rates increased, decreased, or remained the same over the last two years?
- There has interest has increased, occusated, or remained use same over the last two years?
 What has happend to short-term mominal interest rates over the last two years? What about long-term nominal interest rates?
 How do recent U.S. inflation and long-term interest rates compare with those of the other counterle litero?
- countries listed?
 6. What are the most recently available levels of 3-month and 10-year yields on Treasury securities?

E-INVESTMENTS BOXES

These exercises provide students with simple activities to enhance their experience using the Internet. Easy-to-follow instructions and questions are presented so students can utilize what they have learned in class and apply it to today's data-driven world.





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- **Solutions Manual** Updated by Nicholas Racculia, Saint Vincent College, in close collaboration with the authors, this Manual provides detailed solutions to the end-of-chapter problem sets.
- Test Bank Prepared by John Farlin, Ohio Dominican University, and Andrew Lynch, Mississippi State University, the Test Bank has been revised to improve the quality of questions. Each question is ranked by level of difficulty, which allows greater flexibility in creating a test and also provides a rationale for the solution. The test bank is available as downloadable Word files, and tests can also be created online within McGraw-Hill's Connect or through TestGen.
- Computerized TestGen Test Bank TestGen is a complete, state-of-the-art test generator and editing application software that allows instructors to quickly and easily select test items from McGraw-Hill's test bank content. The instructors can then organize, edit, and customize questions and answers to rapidly generate tests for paper or online administration. Questions can include stylized text, symbols, graphics, and equations that are inserted directly into questions using built-in mathematical templates. TestGen's random generator provides the option to display different text or calculated number values each time questions

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CHAPTER

The Investment Environment



2

AN INVESTMENT IS the *current* commitment of money or other resources in the expectation of reaping future benefits. For example, an individual might purchase shares of stock anticipating that the future proceeds from the shares will justify both the time that her money is tied up as well as the risk of the investment. The time you will spend studying this text (not to mention its cost) also is an investment. You are forgoing either current leisure or the income you could be earning at a job in the expectation that your future career will be sufficiently enhanced to justify this commitment of time and effort. While these two investments differ in many ways, they share one key attribute that is central to all investments: You sacrifice something of value now, expecting to benefit from that sacrifice later.

This text can help you become an informed practitioner of investments. We will focus on investments in securities such as stocks, bonds, or options and futures contracts, but much of what we discuss will be useful in the analysis of any type of investment. The text will provide you with background in the organization of various securities markets; will survey the valuation and risk-management principles useful in particular markets, such as those for bonds or stocks; and will introduce you to the principles of portfolio construction. Broadly speaking, this chapter addresses three topics that will provide a useful perspective for the material that is to come later. First, before delving into the topic of "investments," we consider the role of financial assets in the economy. We discuss the relationship between securities and the "real" assets that actually produce goods and services for consumers, and we consider why financial assets are important to the functioning of a developed economy.

Given this background, we then take a first look at the types of decisions that confront investors as they assemble a portfolio of assets. These investment decisions are made in an environment where higher returns usually can be obtained only at the price of greater risk and in which it is rare to find assets that are so mispriced as to be obvious bargains. These themes—the risk–return trade-off and the efficient pricing of financial assets—are central to the investment process, so it is worth pausing for a brief discussion of their implications as we begin the text. These implications will be fleshed out in much greater detail in later chapters.

We provide an overview of the organization of security markets as well as the various players that participate in those markets. Together, these introductions should give you a feel for who the major participants are in the securities markets as well as the setting in which they act. Finally, we discuss the financial crisis that began playing out in 2007 and peaked in 2008. The crisis dramatically illustrated the connections between the financial system

and the "real" side of the economy. We look at the origins of the crisis and the lessons that may be drawn about systemic risk. We close the chapter with an overview of the remainder of the text.

1.1 Real Assets versus Financial Assets

The material wealth of a society is ultimately determined by the productive capacity of its economy, that is, the goods and services its members can create. This capacity is a function of the **real assets** of the economy: the land, buildings, machines, and knowledge that can be used to produce goods and services.

In contrast to real assets are **financial assets** such as stocks and bonds. Such securities are no more than sheets of paper or, more likely, computer entries, and they do not contribute directly to the productive capacity of the economy. Instead, these assets are the means by which individuals in well-developed economies hold their claims on real assets. Financial assets are claims to the income generated by real assets (or claims on income from the government). If we cannot own our own auto plant (a real asset), we can still buy shares in Ford or Toyota (financial assets) and thereby share in the income derived from the production of automobiles.

While real assets generate net income to the economy, financial assets simply define the allocation of income or wealth among investors. Individuals can choose between consuming their wealth today or investing for the future. If they choose to invest, they may place their wealth in financial assets by purchasing various securities. When investors buy these securities from companies, the firms use the money so raised to pay for real assets, such as plant, equipment, technology, or inventory. So investors' returns on securities ultimately come from the income produced by the real assets that were financed by the issuance of those securities.

Concept Check 1.1

Are the following assets real or financial?

- a. Patents
- b. Lease obligations
- c. Customer goodwill
- d. A college education
- e. A \$5 bill

The distinction between real and financial assets is apparent when we compare the balance sheet of U.S. households, shown in Table 1.1, with the composition of national wealth in the United States, shown in Table 1.2. Household wealth includes financial assets such as bank accounts, corporate stock, or bonds. However, these securities, which are financial assets of households, are *liabilities* of the issuers of the securities. For example, a bond that you treat as an asset because it gives you a claim on interest income and repayment of principal from Toyota is a liability of Toyota, which is obligated to make these payments to you. Your asset is

Toyota's liability. Therefore, when we aggregate over all balance sheets, these claims cancel out, leaving only real assets as the net wealth of the economy. National wealth consists of structures, equipment, inventories of goods, and land.¹

¹You might wonder why real assets held by households in Table 1.1 amount to \$30,979 billion, while total real assets in the domestic economy (Table 1.2) are far larger, at \$64,747 billion. A big part of the difference reflects the fact that real assets held by firms, for example, property, plant, and equipment, are included as *financial* assets of the household sector, specifically through the value of corporate equity and other stock market investments. Similarly, Table 1.2 includes assets of noncorporate businesses. Finally, there are some differences in valuation methods. For example, equity and stock investments in Table 1.1 are measured by market value, whereas plant and equipment in Table 1.2 are valued at replacement cost.

Assets	\$ Billion	% Total	Liabilities and Net Worth	\$ Billion	% Total
Real assets			Liabilities		
Real estate	\$ 25,276	25.0%	Mortgages	\$ 9,711	9.6%
Consumer durables	5,241	5.2	Consumer credit	3,533	3.5
Other	463	0.5	Bank and other loans	975	1.0
Total real assets	\$ 30,979	30.6%	Other	291	0.3
			Total liabilities	\$ 14,510	14.3%
Financial assets					
Deposits	\$ 10,693	10.6%			
Life insurance reserves	1,331	1.3			
Pension reserves	20,972	20.7			
Corporate equity	13,311	13.1			
Equity in noncorporate business	10,739	10.6			
Mutual fund shares	8,119	8.0			
Debt securities	4,200	4.1			
Other	962	0.9			
Total financial assets	\$ 70,327	69.4	Net worth	86,796	85.7
Total	\$101,306	100.0%		\$101,306	100.0%

Table 1.1

Balance sheet of U.S. households

Note: Column sums may differ from total because of rounding error.

Source: Flow of Funds Accounts of the United States, Board of Governors of the Federal Reserve System, March 2016.

Assets	\$ Billion
Commercial real estate	\$17,269
Residential real estate	31,643
Equipment and intellectual property	8,104
Inventories	2,492
Consumer durables	5,240
Total	\$64,747

Note: Column sums may differ from total because of rounding error.

Source: Flow of Funds Accounts of the United States, Board of Governors of the Federal Reserve System, March 2016.

We will focus almost exclusively on financial assets. But you shouldn't lose sight of the fact that the successes or failures of the financial assets we choose to purchase ultimately depend on the performance of the underlying real assets.

1.2 Financial Assets

It is common to distinguish among three broad types of financial assets: fixed income, equity, and derivatives. **Fixed-income** or **debt securities** promise either a fixed stream of income or a stream of income determined by a specified formula. For example, a corporate

bond typically would promise that the bondholder will receive a fixed amount of interest each year. Other so-called floating-rate bonds promise payments that depend on current interest rates. For example, a bond may pay an interest rate that is fixed at 2 percentage points above the rate paid on U.S. Treasury bills. Unless the borrower is declared bankrupt, the payments on these securities are either fixed or determined by formula. For this reason, the investment performance of debt securities typically is least closely tied to the financial condition of the issuer.

Nevertheless, fixed-income securities come in a tremendous variety of maturities and payment provisions. At one extreme, the *money market* refers to debt securities that are short term, highly marketable, and generally of very low risk, for example, U.S. Treasury bills or bank certificates of deposit (CDs). In contrast, the fixed-income *capital market* includes long-term securities such as Treasury bonds, as well as bonds issued by federal agencies, state and local municipalities, and corporations. These bonds range from very safe in terms of default risk (e.g., Treasury securities) to relatively risky (e.g., high-yield or "junk" bonds). They also are designed with extremely diverse provisions regarding payments provided to the investor and protection against the bankruptcy of the issuer. We will take a first look at these securities in Chapter 2 and undertake a more detailed analysis of the debt market in Part Four.

Unlike debt securities, common stock, or **equity**, in a firm represents an ownership share in the corporation. Equityholders are not promised any particular payment. They receive any dividends the firm may pay and have prorated ownership in the real assets of the firm. If the firm is successful, the value of equity will increase; if not, it will decrease. The performance of equity investments, therefore, is tied directly to the success of the firm and its real assets. For this reason, equity investments tend to be riskier than investments in debt securities. Equity markets and equity valuation are the topics of Part Five.

Finally, **derivative securities** such as options and futures contracts provide payoffs that are determined by the prices of *other* assets such as bond or stock prices. For example, a call option on a share of Intel stock might turn out to be worthless if Intel's share price remains below a threshold or "exercise" price such as \$30 a share, but it can be quite valuable if the stock price rises above that level.² Derivative securities are so named because their values derive from the prices of other assets. For example, the value of the call option will depend on the price of Intel stock. Other important derivative securities are futures and swap contracts. We will treat these in Part Six.

Derivatives have become an integral part of the investment environment. One use of derivatives, perhaps the primary use, is to hedge risks or transfer them to other parties. This is done successfully every day, and the use of these securities for risk management is so commonplace that the multitrillion-dollar market in derivative assets is routinely taken for granted. Derivatives also can be used to take highly speculative positions, however. Every so often, one of these positions blows up, resulting in well-publicized losses of hundreds of millions of dollars. While these losses attract considerable attention, they are in fact the exception to the more common use of such securities as risk management tools. Derivatives will continue to play an important role in portfolio construction and the financial system. We will return to this topic later in the text.

Investors and corporations regularly encounter other financial markets as well. Firms engaged in international trade regularly transfer money back and forth between dollars and other currencies. In London alone, nearly \$2 trillion dollars of currency is traded each day.

 $^{^{2}}$ A call option is the right to buy a share of stock at a given exercise price on or before the option's expiration date. If the market price of Intel remains below \$30 a share, the right to buy for \$30 will turn out to be valueless. If the share price rises above \$30 before the option expires, however, the option can be exercised to obtain the share for only \$30.

Investors also might invest directly in some real assets. For example, dozens of commodities are traded on exchanges such as the New York Mercantile Exchange or the Chicago Board of Trade. You can buy or sell corn, wheat, natural gas, gold, silver, and so on.

Commodity and derivative markets allow firms to adjust their exposure to various business risks. For example, a construction firm may lock in the price of copper by buying copper futures contracts, thus eliminating the risk of a sudden jump in the price of its raw materials. Wherever there is uncertainty, investors may be interested in trading, either to speculate or to lay off their risks, and a market may arise to meet that demand.

1.3 Financial Markets and the Economy

We stated earlier that real assets determine the wealth of an economy, while financial assets merely represent claims on real assets. Nevertheless, financial assets and the markets in which they trade play several crucial roles in developed economies. Financial assets allow us to make the most of the economy's real assets.

The Informational Role of Financial Markets

Stock prices reflect investors' collective assessment of a firm's current performance and future prospects. When the market is more optimistic about the firm, its share price will rise. That higher price makes it easier for the firm to raise capital and therefore encourages investment. In this manner, stock prices play a major role in the allocation of capital in market economies, directing capital to the firms and applications with the greatest perceived potential.

Do capital markets actually channel resources to the most efficient use? At times, they appear to fail miserably. Companies or whole industries can be "hot" for a period of time (think about the dot-com bubble that peaked in 2000), attract a large flow of investor capital, and then fail after only a few years. The process seems highly wasteful.

But we need to be careful about our standard of efficiency. No one knows with certainty which ventures will succeed and which will fail. It is therefore unreasonable to expect that markets will never make mistakes. The stock market encourages allocation of capital to those firms that appear *at the time* to have the best prospects. Many smart, well-trained, and well-paid professionals analyze the prospects of firms whose shares trade on the stock market. Stock prices reflect their collective judgment.

You may well be skeptical about resource allocation through markets. But if you are, then take a moment to think about the alternatives. Would a central planner make fewer mistakes? Would you prefer that Congress make these decisions? To paraphrase Winston Churchill's comment about democracy, markets may be the worst way to allocate capital except for all the others that have been tried.

Consumption Timing

Some individuals are earning more than they currently wish to spend. Others, for example, retirees, spend more than they currently earn. How can you shift your purchasing power from high-earnings to low-earnings periods of life? One way is to "store" your wealth in financial assets. In high-earnings periods, you can invest your savings in financial assets such as stocks and bonds. In low-earnings periods, you can sell these assets to provide funds for your consumption needs. By so doing, you can "shift" your consumption over the course of your lifetime, thereby allocating your consumption to periods that provide

the greatest satisfaction. Thus, financial markets allow individuals to separate decisions concerning current consumption from constraints that otherwise would be imposed by current earnings.

Allocation of Risk

Virtually all real assets involve some risk. When Toyota builds its auto plants, for example, it cannot know for sure what cash flows those plants will generate. Financial markets and the diverse financial instruments traded in those markets allow investors with the greatest taste for risk to bear that risk, while other, less risk-tolerant individuals can, to a greater extent, stay on the sidelines. For example, if Toyota raises the funds to build its auto plant by selling both stocks and bonds to the public, the more optimistic or risk-tolerant investors can buy shares of its stock, while the more conservative ones can buy its bonds. Because the bonds promise to provide a fixed payment, the stockholders bear most of the business risk but reap potentially higher rewards. Thus, capital markets allow the risk that is inherent to all investments to be borne by the investors most willing to bear that risk.

This allocation of risk also benefits the firms that need to raise capital to finance their investments. When investors are able to select security types with the risk-return characteristics that best suit their preferences, each security can be sold for the best possible price. This facilitates the process of building the economy's stock of real assets.

Separation of Ownership and Management

Many businesses are owned and managed by the same individual. This simple organization is well suited to small businesses and, in fact, was the most common form of business organization before the Industrial Revolution. Today, however, with global markets and large-scale production, the size and capital requirements of firms have skyrocketed. For example, at the end of 2015 General Electric listed on its balance sheet about \$57 billion of property, plant, and equipment and total assets of \$493 billion. Corporations of such size simply cannot exist as owner-operated firms. GE actually has more than half a million stockholders with an ownership stake in the firm proportional to their holdings of shares.

Such a large group of individuals obviously cannot actively participate in the day-today management of the firm. Instead, they elect a board of directors that in turn hires and supervises the management of the firm. This structure means that the owners and managers of the firm are different parties. This gives the firm a stability that the owner-managed firm cannot achieve. For example, if some stockholders decide they no longer wish to hold shares in the firm, they can sell their shares to other investors, with no impact on the management of the firm. Thus, financial assets and the ability to buy and sell those assets in the financial markets allow for easy separation of ownership and management.

How can all of the disparate owners of the firm, ranging from large pension funds holding hundreds of thousands of shares to small investors who may hold only a single share, agree on the objectives of the firm? Again, the financial markets provide some guidance. All may agree that the firm's management should pursue strategies that enhance the value of their shares. Such policies will make all shareholders wealthier and allow them all to better pursue their personal goals, whatever those goals might be.

Do managers really attempt to maximize firm value? It is easy to see how they might be tempted to engage in activities not in the best interest of shareholders. For example, they might engage in empire building or avoid risky projects to protect their own jobs or overconsume luxuries such as corporate jets, reasoning that the cost of such perquisites is largely borne by the shareholders. These potential conflicts of interest are called **agency problems** because managers, who are hired as agents of the shareholders, may pursue their own interests instead.

Several mechanisms have evolved to mitigate potential agency problems. First, compensation plans tie the income of managers to the success of the firm. A major part of the total compensation of top executives is often in the form of shares or stock options, which means that the managers will not do well unless the stock price increases, benefiting shareholders. (Of course, we've learned that overuse of options can create its own agency problem. Options can create an incentive for managers to manipulate information to prop up a stock price temporarily, giving them a chance to cash out before the price returns to a level reflective of the firm's true prospects. More on this shortly.) Second, while boards of directors have sometimes been portrayed as defenders of top management, they can, and in recent years, increasingly have, forced out management teams that are underperforming. Third, outsiders such as security analysts and large institutional investors such as mutual funds or pension funds monitor the firm closely and make the life of poor performers at the least uncomfortable. Such large investors today hold about half of the stock in publicly listed firms in the U.S.

Finally, bad performers are subject to the threat of takeover. If the board of directors is lax in monitoring management, unhappy shareholders in principle can elect a different board. They can do this by launching a *proxy contest* in which they seek to obtain enough proxies (i.e., rights to vote the shares of other shareholders) to take control of the firm and vote in another board. Historically, this threat was usually minimal. Shareholders who attempt such a fight have to use their own funds, while management can defend itself using corporate coffers.

However, in recent years, the odds of a successful proxy contest have increased along with the rise of so-called activist investors. These are large and deep-pocketed investors, often hedge funds, that identify firms they believe to be mismanaged in some respect. They buy large positions in shares of those firms and then campaign for slots on the board of directors and/or for specific reforms. One estimate is that since the end of 2009, about 15% of the firms in the S&P 500 have faced an activist campaign and that activists have taken share positions in about half of the firms included in the S&P 500. In 2014, nearly three-quarters of proxy votes were won by dissidents.³

Aside from proxy contests, the real takeover threat is from other firms. If one firm observes another underperforming, it can acquire the underperforming business and replace management with its own team. The stock price should rise to reflect the prospects of improved performance, which provides an incentive for firms to engage in such takeover activity.

Example 1.1 Activist Investors and Corporate Control

Here are a few of the better known activist investors, along with a sample of their recent initiatives.

- Carl Icahn: One of the earliest and most combative of activist investors. Challenged Apple
 to increase cash distributions to investors.
- William Ackman, Pershing Square: Took large positions in JCPenney, Valeant Pharmaceuticals, and Kraft Foods with a view toward influencing management practice.
- Nelson Peltz, Trian: Sought board seats on DuPont. Pushed for it to split up into more highly focused corporations.
- · Dan Loeb, Third Point: Tried to get Sony to spin off its entertainment units.
- Jeff Smith, Starboard Value: Pushed for Staples and Office Depot to merge. Ultimately, the firms did attempt to combine, but the merger was blocked by the federal government on antitrust grounds.

³"An Investor Calls," The Economist, February 7, 2015.

Corporate Governance and Corporate Ethics

We've argued that securities markets can play an important role in facilitating the deployment of capital resources to their most productive uses. But market signals will help to allocate capital efficiently only if investors are acting on accurate information. We say that markets need to be *transparent* for investors to make informed decisions. If firms can mislead the public about their prospects, then much can go wrong.

Despite the many mechanisms to align incentives of shareholders and managers, the three years from 2000 through 2002 were filled with a seemingly unending series of scandals that collectively signaled a crisis in corporate governance and ethics. For example, the telecom firm WorldCom overstated its profits by at least \$3.8 billion by improperly classifying expenses as investments. When the true picture emerged, it resulted in the largest bankruptcy in U.S. history, at least until Lehman Brothers smashed that record in 2008. The next-largest U.S. bankruptcy was Enron, which used its now-notorious "special-purpose entities" to move debt off its own books and similarly present a misleading picture of its financial status. Unfortunately, these firms had plenty of company. Other firms such as Rite Aid, HealthSouth, Global Crossing, and Qwest Communications also manipulated and misstated their accounts to the tune of billions of dollars. And the scandals were hardly limited to the United States. Parmalat, the Italian dairy firm, claimed to have a \$4.8 billion bank account that turned out not to exist. These episodes suggest that agency and incentive problems are far from solved.

Other scandals of that period included systematically misleading and overly optimistic research reports put out by stock market analysts. (Their favorable analysis was traded for the promise of future investment banking business, and analysts were commonly compensated not for their accuracy or insight, but for their role in garnering investment banking business for their firms.) Additionally, initial public offerings were allocated to corporate executives as a quid pro quo for personal favors or the promise to direct future business back to the manager of the IPO.

What about the auditors who were supposed to be the watchdogs of the firms? Here too, incentives were skewed. Recent changes in business practice had made the consulting businesses of these firms more lucrative than the auditing function. For example, Enron's (now-defunct) auditor Arthur Andersen earned more money consulting for Enron than by auditing it; given Arthur Andersen's incentive to protect its consulting profits, we should not be surprised that it, and other auditors, were overly lenient in their auditing work.

In 2002, in response to the spate of ethics scandals, Congress passed the Sarbanes-Oxley Act to tighten the rules of corporate governance. For example, the act requires corporations to have more independent directors, that is, more directors who are not themselves managers (or affiliated with managers). The act also requires each CFO to personally vouch for the corporation's accounting statements, provides for an oversight board to oversee the auditing of public companies, and prohibits auditors from providing various other services to clients.

1.4 The Investment Process

An investor's *portfolio* is simply his collection of investment assets. Once the portfolio is established, it is updated or "rebalanced" by selling existing securities and using the proceeds to buy new securities, by investing additional funds to increase the overall size of the portfolio, or by selling securities to decrease the size of the portfolio.

Investment assets can be categorized into broad asset classes, such as stocks, bonds, real estate, commodities, and so on. Investors make two types of decisions in constructing their portfolios. The **asset allocation** decision is the choice among these broad asset classes, while the **security selection** decision is the choice of which particular securities to hold *within* each asset class.

"Top-down" portfolio construction starts with asset allocation. For example, an individual who currently holds all of his money in a bank account would first decide what proportion of the overall portfolio ought to be moved into stocks, bonds, and so on. In this way, the broad features of the portfolio are established. For example, while the average annual return on the common stock of large firms since 1926 has been better than 11% per year, the average return on U.S. Treasury bills has been less than 4%. On the other hand, stocks are far riskier, with annual returns (as measured by the Standard & Poor's 500 index) that have ranged as low as -46% and as high as 55%. In contrast, T-bills are effectively risk-free: You know what interest rate you will earn when you buy them. Therefore, the decision to allocate your investments to the stock market or to the money market where Treasury bills are traded will have great ramifications for both the risk and the return of your portfolio. A top-down investor first makes this and other crucial asset allocation decisions before turning to the decision of the particular securities to be held in each asset class.

Security analysis involves the valuation of particular securities that might be included in the portfolio. For example, an investor might ask whether Merck or Pfizer is more attractively priced. Both bonds and stocks must be evaluated for investment attractiveness, but valuation is far more difficult for stocks because a stock's performance usually is far more sensitive to the condition of the issuing firm.

In contrast to top-down portfolio management is the "bottom-up" strategy. In this process, the portfolio is constructed from securities that seem attractively priced without as much concern for the resultant asset allocation. Such a technique can result in unintended bets on one or another sector of the economy. For example, it might turn out that the portfolio ends up with a very heavy representation of firms in one industry, from one part of the country, or with exposure to one source of uncertainty. However, a bottom-up strategy does focus the portfolio on the assets that seem to offer the most attractive investment opportunities.

1.5 Markets Are Competitive

Financial markets are highly competitive. Thousands of intelligent and well-backed analysts constantly scour securities markets searching for the best buys. This competition means that we should expect to find few, if any, "free lunches," securities that are so underpriced that they represent obvious bargains. This no-free-lunch proposition has several implications. Let's examine two.

The Risk–Return Trade-Off

Investors invest for anticipated future returns, but those returns rarely can be predicted precisely. There will almost always be risk associated with investments. Actual or realized returns will almost always deviate from the expected return anticipated at the start of the investment period. For example, in 1931 (the worst calendar year for the market since 1926), the S&P 500 index fell by 46%. In 1933 (the best year), the index gained 55%. You can be sure that investors did not anticipate such extreme performance at the start of either of these years.