

VOLUME 7 – ISSUE 12

AUGUST 2010

Since 1990, The Spaulding Group has had an increasing presence in the money management industry. Unlike most consulting firms that support a variety of industries, our focus is on the money management industry.

Our involvement with the industry isn't limited to consulting. We're actively involved as members of the CFA Institute (formerly AIMR), the New York Society of Security Analysts (NYSSA), and other industry groups. Our president and founder regularly speaks at and/or chairs industry conferences and is a frequent author and source of information to various industry publications.

Our clients appreciate our industry focus. We understand their business, their needs, and the opportunities to make them more efficient and competitive.

For additional information about The Spaulding Group and our services, please visit our web site or contact Chris Spaulding at

CSpaulding@SpauldingGrp.com

USING THE ABSOLUTE VALUE IN THE DENOMINATOR FOR MODIFIED DIETZ

Modified Dietz is usually shown in the following form:

$$R = \frac{EMV - BMV - C}{BMV + WC}$$

where:

EMV = ending market value BMV = beginning market value C = net cash flows W = weighting factor,

and where the weighting factor is derived by:1

$$W = \frac{CD - D}{CD}(or)\frac{CD - D + 1}{CD}$$

where:

CD = number of calendar days in the period D = the day of the cash flow.

I first encountered a slightly different version of this formula almost 25 years ago, when I had a discussion with a colleague, Bob McAllister,² formerly of Belvedere Financial Systems and now DST Global, about how to calculate returns on short positions. We concluded that it was best to simply take the absolute value³ of the denominator:

$$R = \frac{EMV - BMV - C}{|BMV + WC|}$$

Let's say that you sold short 100 shares of a stock which traded at \$10 per share. Your value is \$1,000. The stock price has dropped to \$8, which is what you probably hoped for, since by holding a short position you're betting that the price will drop. Your value is

http://www.SpauldingGrp.com

¹ The version on the left is for cases where cash flows are treated as if they occurred at the end of the day; the one on the right is for start-of-day treatment.

² Bob was my first teacher of performance measurement, when he consulted to me when I was responsible for technology and, oddly enough, performance measurement for a NYC-based investment advisor.

³ The absolute value of a number always results in a positive number. That is, if the number is positive, it stays positive; however, if it's negative, it becomes positive. The absolute value of +4 = +4; the absolute value of -5 = +5.

The Journal of Performance Measurement[®]:

UPCOMING ARTICLES

Performance Outsourcing 2010 – Broadening the Debate – Mark Goodey and Jim Trotter

GIPS 2010: Highlights of Forthcoming Changes - Todd Juillerat

Extreme Risk Analysis

– Lisa Goldberg, Michael Hayes, Jose Menchero, Indrajit Mitra

Determining the Optimal Benchmark Indices for a Domestic Equity Returns-Based Style Analysis

– David Blanchett

Advocating a Trade/Strategy Approach to Attribution – Jem Tugwell now \$800. If we calculate the return using the standard formula we get:

$$R = \frac{EMV - BMV}{BMV} = \frac{-800 - (-1,000)}{-1,000} = -20\%$$

Our return shows that we have suffered a loss. However, aren't we actually better off? If we take the absolute value, our return is:

$$R = \frac{EMV - BMV}{|BMV|} = \frac{-800 - (-1,000)}{|-1,000|} = +20\%$$

Doesn't this number make more sense?⁴ And so, it's not uncommon for firms who use Modified Dietz to derive their returns on short positions to take the absolute value of the denominator.

Lately, though, we've had a few clients who employ the absolute value ALL THE TIME! That is, their standard approach is to use the absolute value. Is this a problem? To be quite candid, we're not completely sure. Peter Dietz didn't present the formula with the absolute value, and I have not encountered its form in articles, and so am a bit perplexed when I see its universal employment.

In general, I believe that it's "proper" to use the absolute value form <u>only</u> when dealing with short positions and avoid its use with positive value, but cannot find a reason to say that this should be a formal rule. If you have thoughts about this, please let us hear them.

NEGATIVE VALUES CAUSE OTHER ISSUES FOR US

In a recent blog post⁵ I gave an example of how standard linking can create problems when we have short positions. In the example I provided we have a rather unusual case where a position went from positive to negative and then back to positive. It was a real life situation though, not a contrived one, and so deriving the return was a necessity and standard linking failed. We normally link returns using the following formula:

Ì



$$R_{Linked} = \prod_{i=1}^{n} (r_i + 1) - 1$$

For example, in the following table we see how a market value changed over a few day period:

	BMV	EMV	Daily	Linked
31-May		1,000	ROR	ROR
1-Jun	1,000	1,200	20.00%	
2-Jun	1,200	1,100	-8.33%	10.00%
3-Jun	1,100	1,000	-9.09%	0.00%

4 I should mention that in case this return doesn't make sense to you, you're not alone, as there are some who argue that this approach is invalid, making this yet another example of controversy in our industry.

 $^{5\} See: \ http://investmentperformanceguy.blogspot.com/2010/07/be-careful-when-negative-market-values.html$

PERFORMANCEJOBS.COM

Visit PerformanceJobs.com and you'll see that we have several jobs posted. We're very excited with the initial interest this venture has caused and look forward to it becoming the major resource for individuals seeking employment as well as firms looking to hire. If you know of someone who is looking for a career in investment performance, please direct them to our site and encourage them to submit their resume today.

PERFORMANCE JOBS.COM I discovered a few years ago that the traditional linking approach doesn't work with short positions. For example:

	BMV	EMV	Daily	Standard
31-May		(1,000)	ROR	Linking
1-Jun	(1,000)	(1,200)	-20.00%	-20.00%
2-Jun	(1,200)	(1,100)	8.33%	-13.33%
3-Jun	(1,100)	(1,000)	9.09%	-5.45%

As you can see, as with our long position example, we started and ended at the same place,⁶ which means our linked return across the period should be zero; while it is in the case of the long position, it isn't with the short. I developed an approach to deal with these problems. If there are an even number of periods, we use the following:

$$\left[\prod_{i=1}^{n} \left(r_{n}-1\right)-1\right] \times (-1)$$

and if there are an odd number, we use:

$$\left[\prod_{i=1}^n \left(r_n-1\right)+1\right]$$

And since we have three time periods in our example, we use the second form to derive:

	BMV	EMV	Daily	Standard	Alternative
31-May		(1,000)	ROR	Linking	Linking
1-Jun	(1,000)	(1,200)	-20.00%	-20.00%	-20.00%
2-Jun	(1,200)	(1,100)	8.33%	-13.33%	-10.00%
3-Jun	(1,100)	(1,000)	9.09%	-5.45%	0.00%

which produces the result we expect.

Short positions often require special handling, so be wary when dealing with them.

FROM OUR READERS

Last month's writeup on the aggregate method resulted in a record number of responses from readers who commented on this topic. We'll share a few with you.

Mike Stevens from Prudential offered the following:

David -

Hello, I hope all is well.

I've just read your most recent newsletter with the item on the aggregate method for composite returns. I would imagine you'll receive quite a bit of feedback on this one. I had to read through it a couple of times, and work through the calculations in a spreadsheet. Then I realized that I was coming at the issue from a different perspective and not having a problem with the calculations. The basis of all your assumptions,



6 Also note that there are no cash flows.

Upcoming classes:

CIPM[™] Principles Exam Preparation Class

- September 13-14, 2010 Los Angeles, CA
- September 20-21, 2010 Edison, NJ

CIPM[™] Expert Exam Preparation Class

- September 15-17, 2010 Los Angeles, CA
- September 22-24, 2010 Edison, NJ

The CIPM certification is a major professional milestone and, as such, demands a high level of commitment from you when you prepare to take the exam. Our **live**, interactive sessions deliver the practical knowledge necessary for you to successfully master this subject matter. Our classes cover the following topics which are included in the CIPM exam:

- Code of Ethics and Standards of Professional Conduct
- Essentials of the GIPS Standards
- Fundamentals of Calculating and Analyzing Returns
- Attribution
- Risk
- Rates of Return

The two-day CIPM Principles and three-day CIPM Expert preparation classes provide you with a solid foundation for your formal study for the CIPM exam. It will also help you identify any areas in your performance background that might need reinforcement. The earlier you commit yourself, the greater your probability of success.

Sign up today!

E-mail: info@SpauldingGrp.com Phone: 732-873-5700 Fax: 732-873-3997 stated towards the end of the article, is that "the composite is not an account." I assume this was held off to the end because the thought was everyone already held this point of view. But this is really the crux of the matter in the article, isn't it? Is the composite an account or not? Once you accept one of these positions, the calculations are not difficult to support the viewpoint. But is that really the right question to ask?

I've viewed the three methods of calculating a composite return in order of accuracy as asset weighted, then asset weighted plus weighted flows and finally the aggregate method, with the aggregate method being the most accurate. In fact I assumed that the industry would eventually move in that direction with many firms currently using the asset weighted method to eventually using the aggregate method. I think I brought this question up at the last forum, that is whether anyone used the cashflow or aggregate method, and if folks thought that the next edition of GIPS would include stronger language or a recommendation to use the cashflow weighted or aggregate method as the preferred method.

To me, the question of whether a composite is an account or not is not the right question to ask. The question is what is the appropriate time period to calculate a composite return? It used to be quarterly, its now monthly, why not daily? Portfolio returns have moved toward increased accuracy, going from Dietz to modified Dietz to revaluing for large flows; quarterly to monthly to daily. Why wouldn't we see the same with composite calculations?

If you look in your examples, you are using monthly returns as your basis. But why? Isn't this an arbitrary time period? If you changed your examples to two monthly periods with the flow at the end of the first month, instead of one month with a mid-month flow, I believe you'd look at the results very differently. So why should the length of time matter? I think you'd agree that the change from calculating composites quarterly to monthly improved accuracy. I think moving to daily will improve accuracy as well. And then the question "is the composite an account or not?" changes. It's not whether the composite is an account, its that the length of time for the periods you're calculating composite returns changes, and the returns are more accurate. Your argument for the table 5 examples that the composite return has to be 4 percent doesn't make sense to me. I say look at it as two periods, and then you'll see that 4.43% does make sense.

I think perhaps looking at this situation from a different point of view is in order. I look forward to more on this in the future.

Regards, Mike

I responded:

The choice of a month is because monthly reporting is typically done; we use monthly to link to quarterly, etc. Monthly composite returns is the minimum for a composite going forward (in the past it was a quarter).

As for the "right question," you''re right that others perhaps should be used. I guess my real question is "what does the composite return propose to measure?" We're required to show it, so what does it represent? I agree that many thought the aggregate method was "the best," but from my analysis it appears to be "the worse!" Quite a turn around (from first to worst).

From Nancy Burges:

Dave, we read your thoughtful and interesting article about the aggregate calculation method for composite returns. Very thought-provoking. I have never been an advocate of the revaluation methodology for several reasons, but mainly because it is very impractical – most investment operations cannot retroactively revalue – it is a nightmare and virtually impossible for monthly valued accounts. It seems that the problems that you illustrated are much more attributable to the revaluation methodology than to the use of the Modified Dietz. And, as a final comment, investment firms have been calculating returns for decades without interference from the CFA. I repeatedly ran into anomalous return problems and solved them efficiently without using a revaluation methodology or mandates from the CFA when I was at Babson and AIG.

We'll be waiting for the next installment.

Regards, Nancy

Nancy Burges The Nowel Group

And finally, Andre Mirabelli wrote:

David,

Regarding your suggestion in your July 2010 Performance Perspectives newsletter, to abandon the aggregate method for calculating composite returns in favor of the "assetweighted plus weighted flows" method:

The aggregate method answers the question: What return would I have obtained over the total period if I invested only at the start of the period and always market-value rebalanced across all accounts at the time of each cash flow and at the time of each introduction (or withdrawal) of each new account?

The "asset-weighted plus weighted flows" method with revaluing answers the question: What return would I have obtained over the total period if I invested at the start in all the accounts in proportion to their beginning assets and also in proportion to the portion of time in which the account exists during the period and, further, held the value entering or leaving each account in a zero- return asset during all periods in which the account did not exist?

Because of the artificialness of the question addressed by the "asset-weighted plus weighted flows" method and the reasonableness of the question addressed by the aggregate method, I would prefer the aggregate method in all cases, including the ones you discuss.

Case #3 that you consider seems most convincing to you. Here, a large inflow occurred when it would make the most return (9.47% during the later part of the period), avoiding being invested in the first period when there were only lower returns (-5% to 2%). Thus, it makes sense to me that the return of the composite would be significantly higher than the return of 4% achieved by each component account over the whole period. It is a familiar effect that well-timed cash flows can create returns that are outside the range of the returns of the components between which the cash flows occur.

KEEP THOSE CARDS & LETTERS COMING

We appreciate the occasional e-mail we get regarding our newsletter. Occasionally, we hear positive feedback while at other times, we hear opposition to what we suggest. That's fine. We can take it. And more important, we encourage the dialogue. We see this newsletter as one way to communicate ideas and want to hear your thoughts.



Finally, I see no inconsistency in the GIPS statement that you quote to the effect that the aggregate method allots more impact to larger accounts since, between cash flows, it does exactly that by taking the weighted average of returns.

Regards, Andre Mirabelli

I responded:

The question that is supposed to be answered is "how did you manage accounts in this strategy during the period being represented?" I don't see how you think the aggregate is superior. Again, the question shouldn't be about the composite, it's supposed to be about the accounts in the composite.

THE SPAULDING GROUP'S 2010 INVESTMENT PERFORMANCE MEASUREMENT CALENDAR OF EVENTS

DATE	EVENT	LOCATION
September 13-14, 2010	CIPM [™] Principles Exam Preparation Class	Los Angeles, CA (USA)
September 15-17, 2010	CIPM™ Expert Exam Preparation Class	Los Angeles, CA (USA)
September 20-21, 2010	CIPM [™] Principles Exam Preparation Class	Edison, NJ (USA)
September 22-24, 2010	CIPM™ Expert Exam Preparation Class	Edison, NJ (USA)
October 19-20, 2010	Fundamentals of Performance Measurement Training	San Francisco, CA (USA)
October 21-22, 2010	Performance Measurement Attribution Training	San Francisco, CA (USA)
November 16-17, 2010	Fundamentals of Performance Measurement Training	Chicago, IL (USA)
November 18-19, 2010	Performance Measurement Attribution Training	Chicago, IL (USA)
December 7-8, 2010	Fundamentals of Performance Measurement Training	New Brunswick, NJ (USA)
December 9-10, 2010	Performance Measurement Attribution Training	New Brunswick, NJ (USA)

For additional information on any of our 2010 events, please contact Christopher Spaulding at 732-873-5700

TRAINING...

Gain the Critical Knowledge Needed for Performance Measurement and Performance Attribution

TO REGISTER: Phone: 1-732-873-5700 Fax: 1-732-873-3997 E-mail: info@SpauldingGrp.com



The Spaulding Group, Inc. is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. www.nasba.org

FUNDAMENTALS OF PERFORMANCE MEASUREMENT

A unique introduction to Performance Measurement specially designed for those individuals who require a solid grounding in all aspects of performance measurement. The Spaulding Group, Inc. invites you to attend Introduction to Performance Measurement on these dates:

October 19-20, 2010 – San Francisco, CA December 7-8, 2010 – New Brunswick, NJ November 16-17, 2010 – Chicago, IL

15 CPE & 12 PD Credits upon course completion

The Spaulding Group is registered with CFA Institute as an Approved Provider of professional development programs. This program is eligible for 12 PD credit hours as granted by CFA Institute.



PERFORMANCE MEASUREMENT ATTRIBUTION

Two full days devoted to this increasingly important topic. The Spaulding Group, Inc. invites you to attend Performance Measurement Attribution on these dates:

October 21-22, 2010 – San Francisco, CA December 9-10, 2010 – New Brunswick, NJ November 18-19, 2010 – Chicago, IL

15 CPE & 12 PD Credits upon course completion

The Spaulding Group is registered with CFA Institute as an Approved Provider of professional development programs. This program is eligible for 12 PD credit hours as granted by CFA Institute.



IN-HOUSE TRAINING

The Spaulding Group has offered in-house training to our clients since 1995. Beginning in 1998, we formalized our training, first with our Introduction to Performance Measurement class and later with our Performance Measurement Attribution class. We now also offer training for the CIPM program. To date, close to 3,000 individuals have participated in our training programs, with numbers increasing monthly.

We were quite pleased when so many firms asked us to continue to provide in-house training. This saves our clients the cost transporting their staff to our training location and limits their time away from the office. And, because we discount the tuition for in-house training, it saves them even more! We can teach the same class we conduct to the general market, or we can develop a class that's suited specifically to meet your needs.

The two-day introductory class is based on David Spaulding's book, <u>Measuring Investment</u> <u>Performance</u> (McGraw-Hill, 1997). The attribution class draws from David's second book <u>Investment Performance Attribution</u> (McGraw-Hill, 2003).

UPDATED CIPM Principles and Expert Flash cards are now available on our web store. Please visit www.SpgShop.com today to order your set.

Our performance experts have created a study aid which can't be beat: *flash cards!* These handy cards will help you and your associates prepare for the upcoming CIPM Principles Exam. Unlike a computer-based study aid, you can take them anywhere to help you test your knowledge.



Benefits of Flash Cards:

- Work at your own pace
- Immediate feedback
- Strengthen and reinforce core CIPM principles

These cards are a *must have* for anyone preparing to take the CIPM Exams.