# New to ETFs? 5 must-ask questions to get started



Discover the basics of exchange-traded funds, how they may benefit your portfolio and where to learn more on Fidelity.com



# AGENDA – We'll answer 5 questions

- What is an index?
- What is an exchange-traded fund?
- Why use ETFs?
- How do ETFs compare to mutual funds?
- Where can I research and learn more on Fidelity.com?



# What is an index?



# An index...

 IS designed to measure a particular market or a portion of it



IS NOT a direct investment vehicle and is unmanaged

#### A few of the big U.S. indexes include:

- Dow Jones Industrial Average
- S&P 500<sup>®</sup>
- Nasdaq Composite
- Barclays U.S. Aggregate Bond

Keep in mind, there are thousands of indexes tracking nearly any market.

Most exchange-traded funds track an index.





## An index fund...

Allows investors to invest in securities representing market segments

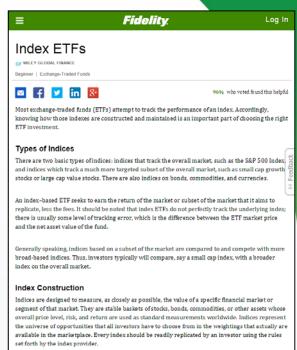
IS passively managed

#### Passive management

- A fund's portfolio attempts to replicate the performance of a market index
- Also known as "index investing"

#### Active management

 A strategy where the manager makes specific investments based on research and analysis with the goal of outperforming an index



Images are for illustrative purposes only.



Where can I learn more?

Research > Learning Center > <u>Index ETFs</u>



# What is an exchange-traded fund?

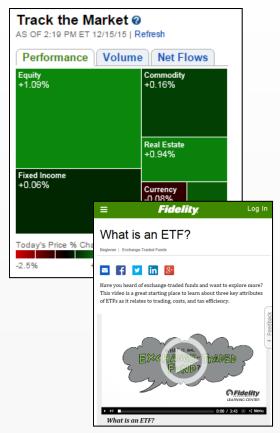


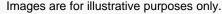
# An exchange-traded fund (ETF) is...

- A basket of securities designed to offer exposure to a certain segment(s) of the market
- Can be either passively, enhanced or actively managed – most are passive
- An exchange-traded product

#### Have you heard of these passive ETFs?

- SPY tracks S&P 500<sup>®</sup>
- IWM tracks Russell 2000®
- QQQ tracks Nasdaq-100
- AGG tracks Barclays U.S. Aggregate Bond







Where can I learn more?

Research > Learning Center > What is an ETF?



# Why use ETFs?



Product features that are driving the popularity of ETFs

**DIVERSIFICATION** 

a way to build a portfolio that meets specific asset allocation goals

TRANSPARENCY typically disclose holdings daily

**PRICING** 

continuous pricing and trading throughout the day



LOWER COST potentially lower expense ratios

TAX EFFICIENCY

lower portfolio turnover and the ability to do in-kind redemptions



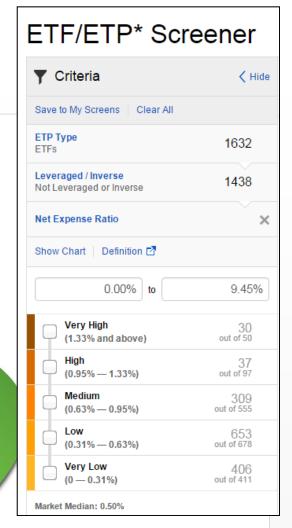


# How do ETFs compare to mutual funds?



# Things to know about COSTS

# ETFs Mutual Funds Expense ratios Commissions (may be waived) Bid-Ask spreads Premium/Discounts Expense ratios Load and no-load Bought/Sold at NAV (may have redemption fees) Bought/Sold at NAV (no load funds)



Images are for illustrative purposes only.



Where can I learn more?

Research > ETFs > ETF / ETP Screener



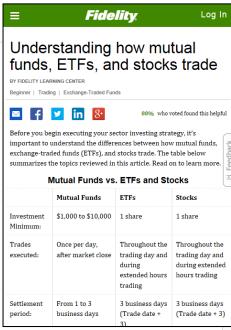
# Things to know about TRADING ATTRIBUTES

#### **ETFs**

- Intra-day trading on secondary market
- Allows Limit, Stop and Conditional Orders
- Allows Shorting and Margin

#### **Mutual Funds**

- Most transact once a day at close
- No Limit, Stop or Conditional Orders
- No Shorting (Margin 30 days)



Images are for illustrative purposes only.



Where can I learn more?

Research > Learning Center > <u>Understanding how mutual funds</u>, ETFs, and stocks trade

# Things to know about ACCESS, **TRANSPARENCY & TAXES**

#### **ETFs**

#### Many sub-sector and industry focused ETPs in addition to broader market ETPs

- Generally, daily transparency of all holdings
- Capital gains tend to be lower due to creation & redemption

#### **Mutual Funds**

- Most funds focus on broader markets; few sub-sector funds
- Holdings data usually at least 1 month old
- Less tax efficient structure, all shareholders bear tax burden

#### Portfolio Composition: IVV

ISHARES CORE S&P 500

207.00 **1** 2.82 (1.38%) AS OF 2:45:40PM ET 12/15/2015



Trade \* | Add to Watch List | Set Alert | Hypothetical Trad

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#### ETP's Prospectus Stated Objectives

The investment seeks to track the investment results of the S&P 500® (the "underlying index"), which measures the performance of the large-capitalization sector of the U.S. equity market. The fund generally invests at least 90% of its assets in securities of the underlying index and in depositary receipts representing securities of the underlying index. It may invest the remainder of its assets in certain futures, options and swap contracts, cash and cash equivalents, as well as in securities not included in the underlying index, but which the advisor believes will help the fund track the underlying index.

#### ETP Portfolio Characteristics AS OF 12/14/2015

Independent third-party analytics of the daily basket holdings shown be characteristics of its underlying holdings. Their use of standardized cal may not reflect ETF Managers' methodology to determine portfolio char the ETF Managers' investment approach and performance in their Pro-

🖳 Bask	Basket Holdings						
Total: 506	(Long: 505   Short: 0)						
	■ Top 10	17.83%					
	Other	82.17%					
Top 10							
AAPL	Apple Inc	3.59%					
MSFT	Microsoft Corp	2.47%					
XOM	Exxon Mobil Corp	1.77%					
GE	General Electric Co	1.59%					

Images are for illustrative purposes only.

Where can I learn more?



Research > Learning Center > What's in your ETF ? Understanding ETF portfolio composition



# Where can I research and learn more on Fidelity.com?



# **Buy online commission-free - Fidelity**

# Fidelity Sector ETFs

#### • CHOICE:

11 passively managed sector ETFs and NASDAQ Composite Index

#### EXPERTISE:

30+ years of managing sector assets for shareholders

#### VALUE:

11 sector ETFs commission-free online with some of the lowest expense ratios in the industry<sub>1</sub>

#### Low-cost sector ETFs from Fidelity

Fidelity's sector ETFs offer some of the lowest expense ratios in the industry<sup>1</sup>—
just 0.12%.<sup>2</sup> Plus, you can purchase each of these ETFs commission-free online.

- Fidelity MSCI Consumer
   Discretionary Index ETF (FDIS)
- Fidelity MSCI Consumer Staples Index ETF (FSTA)
- Fidelity MSCI Energy Index ETF FENY
- Fidelity MSCI Financials Index ETF (FNCL)
- Fidelity MSCI Health Care Index ETF (FHLC)

- Fidelity MSCI Industrials Index ETF (FIDU)
- Fidelity MSCI Information
   Technology Index ETF (FTEC)
- Fidelity MSCI Materials Index ETF (FMAT)
- Fidelity MSCI Telecommunication
   Services Index ETF ( FCOM )
- Fidelity MSCI Utilities Index ETF FUTY
- Fidelity MSCI Real Estate ETF FREL

Images are for illustrative purposes only.

Free commission offer applies to online purchases of Fidelity ETFs in a Fidelity brokerage account with a minimum opening balance of \$2,500. The sale of ETFs is subject to an activity assessment fee (of between \$0.01 to \$0.03 per \$1000 of principal). Fidelity ETFs are subject to a short-term trading fee by Fidelity, if held less than 30 days.

- 1. Strategic Insight Simfund/FI Desktop, data as of 7/31/2013. Based on a comparison of 298 total expense ratios for U.S. sector level ETFs that have similar holdings and investment objectives classified within Morningstar's Sector Stock asset class.
- 2. The percentage of fund assets used to pay for operating expenses and management fees, including 12b-1 fees, administrative fees, and all other asset-based costs incurred by the fund, except brokerage costs. Fund expenses are reflected in the fund's NAV. Sales charges are not included in the expense ratio.



# **Buy online commission-free - Fidelity**

# Fidelity Active Fixed Income ETFs

- CHOICE:
   3 actively managed fixed income
   ETFs
- EXPERTISE:
   Backed by Fidelity's fixed income expertise and one of the deepest research teams in the industry
- VALUE:
   Buy commission-free online, competitively priced with total expense ratio of 0.45%<sub>1</sub>

Fidelity's actively managed fixed income ETFs leverage our research-driven investment management to provide three new investment options for investors seeking income:

- Fidelity Total Bond ETF (FBND)
- Fidelity Limited Term Bond ETF (FLTB)
- Fidelity Corporate Bond ETF (FCOR)

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Free commission offer applies to online purchases of Fidelity ETFs in a Fidelity brokerage account with a minimum opening balance of \$2,500. The sale of ETFs is subject to an activity assessment fee (of between \$0.01 to \$0.03 per \$1000 of principal). Fidelity ETFs are subject to a short-term trading fee by Fidelity, if held less than 30 days.

1.Expense Ratio is the total annual fund operating expense ratio from the fund's most recent prospectus.

ETFs are subject to market fluctuation and the risks of their underlying investments. ETFs are subject to management fees and other expenses. Unlike mutual funds, ETF shares are bought and sold at market price, which may be higher or lower than their NAV, and are not individually redeemed from the fund.

In general, the bond market is volatile, and fixed income securities carry interest rate risk. (As interest rates rise, bond prices usually fall, and vice versa. This effect is usually more pronounced for longer-term securities.) Fixed income securities also carry inflation risk, liquidity risk, call risk, and credit and default risks for both issuers and counterparties. Unlike individual bonds, most bond funds do not have a maturity date, so holding them until maturity to avoid losses caused by price volatility is not possible.



# **Buy online commission-free - iShares®**

iShares® ETFs

#### CHOICE:

70 iShares® ETFs include all 10 iShares® core ETFs with broad and diverse asset classes

#### EXPERTISE:

Market leader in the management and development of ETFs\*

#### • VALUE:

Buy online 70 commission-free iShares® ETFs

Domestic Equity		International Equity		Fixed Income		Commodity	
	Growth		Blend		Val	ue	
Large- Cap	S&P 500 Growth Index ( IVW ) Core U.S. Growth ( IUSG )*		Core S&P Total U.S. Stock Market (ITOT)* Core S&P 500 (IVV)* S&P 100 Index (OEF)		S&P 500 Value Index (IVE) Core U.S. Value ( IUSV)*		
Mid- Cap	S&P Mid-Cap 400 Growth Index (IJK)		Core S&P Mid-Cap ETF( IJH)*		S&P Mid-Cap 400 Value Index ( IJJ )		
Small- Cap	S&P Small-Cap 600 Growth (IJT)		Core S&P Small-Cap ( IJR)* Russell Micro-Cap Index (IWC)		S&P Small-Cap 600 Value Index (IJS)		

Images are for illustrative purposes only.

Free commission offer applies to online purchases of select iShares ETFs in a Fidelity account. Fidelity accounts may require minimum balances. The sale of ETFs is subject to an activity assessment fee (of between \$0.01 and \$0.03 per \$1,000 of principal) and, subject to a short-term trading fee by Fidelity if held less than 30 days.

Source: BlackRock ETP Global Landscape Report 1/31/2013. Based on number of ETFs, AUM, and market share.

For iShares ETFs, Fidelity receives compensation from the ETF sponsor and/or its affiliates in connection with an exclusive long-term marketing program that includes promotion of iShares ETFs and inclusion of iShares funds in certain FBS platforms and investment programs. Additional information about the sources, amounts, and terms of compensation can be found in the ETF's prospectus and related documents. Fidelity may add or waive commissions on ETFs without prior notice. BlackRock and iShares are registered trademarks of BlackRock Inc., and its affiliates.

ETFs are subject to market fluctuation and the risks of their underlying investments. ETFs are subject to management fees and other expenses. Unlike mutual funds, ETF shares are bought and sold at market price, which may be higher or lower than their NAV, and are not individually redeemed from the fund.



## **ETF Research**

#### Portfolio Composition: FHLC

FIDELITY MSCI HEALTH CARE INDEX (2)

32.14

AS OF 9:56:15AM ET 01/11/2016

Independent third-party analytics of the daily basket holdings shown below can help you compare characteristics of its underlying holdings. Their use of standardized calculations enable consisten

may not reflect ETF Managers' methodology to determine portfolio characteristics in buying and si

the ETF Managers' investment approach and performance in their Prospectus, Reports & Holdin

45.40%

54.60%



| Add to Watch List | Set Alert | Option Chain | Prospectus, Reports & Hole

★ Buy Online Commission-Free, Restrictions apply

#### ETP's Prospectus Stated Objectives

Seeks to provide investment returns that correspond, before fees and expenses, generally to the performance of the MSCI USA IMI Health Care Index. Investing at least 80% of assets in securities included in the fund's underlying index. The fund's underlying index is the MSCI USA IMI Health Care Index, which represents the performance of the health care sector in the U.S. equity market. Using a representative sampling indexing strategy to manage the fund. "Representative sampling" is an indexing strategy that involves investing in a representative sample of securities that collectively has an investment profile similar to the index. The securities selected are expected to have, in the aggregate, investment characteristics (based on factors such as market capitalization and industry weightings), fundamental characteristics (such as return variability and yield) and liquidity measures similar to those of the index. The fund may or may not hold all of the securities in the MSCI USA IMI Health Care Index

ETP Portfolio Characteristics AS OF 01/08/2016

Top 10

Other

Basket Holdings

Total: 358 (Long: 357 | Short: 0)

Asset Classification Geography Objective Capitalization / Style O

Sector Objective Investment Philosophy

Regional Expos

Volume

Volume (90-Day Average

Indicative Intraday Value AS OF 9:56:33AM ET 01/11/2

AS OF 01/08/2016

AS OF 01/08/2016

Average) AS OF 11/30/2015

Premium / Discount (Previous Day)

Premium / Discount (1 M Rolling Average) AS OF 01/08/2016

#### Snapshot: FHLC

FIDELITY MSCI HEALTH CARE INDEX (2)

32.14 Trade \*

Add to Watch List | Set Alert

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Bid/Size 32.10/5

32.13/22 Ask/Size

Open High

Low

Previous Close AS OF 01/08/2016

Price Performance (Last

AS OF 01/08/2016

NAV (Previous Day)

Bid/Ask Midpoint (Previo

Bid/Ask Spread (1 Month

AS OF 01/08/2016

Net Flows (Prior Trading

Tracking Error

Options

ETP Type FTF

Asset Class Equity

Geography Objective

Capitalization / Style Objective Broad/Multi Cap / Core or Blend

Sector Objective Healthcare

Net Assets AS OF 12/31/2015 \$748.6M

Net Expense Ratio 0.12%

Sponsor Fidelity Management & Research

Inception Date 10/21/2013

Investment Philosophy Passively Managed

Benchmark Index MSCLUSA IMI Health Care Index

Index Composition Cap-Weighted

Legal Structure Open-End Investment Company

Use the information available to learn more about an individual ETF or to compare an ETF to others.

Commonly used pages include:

**Snapshot** – one-page summary

**Detailed Quote** – interesting facts, such as: NAV, Bid/Ask, Short Interest, and Yield

**Portfolio Composition** – view the Top 10 Holdings

Compare - perform a side-byside comparison of up to 5 different securities

Images are for illustrative purposes only.

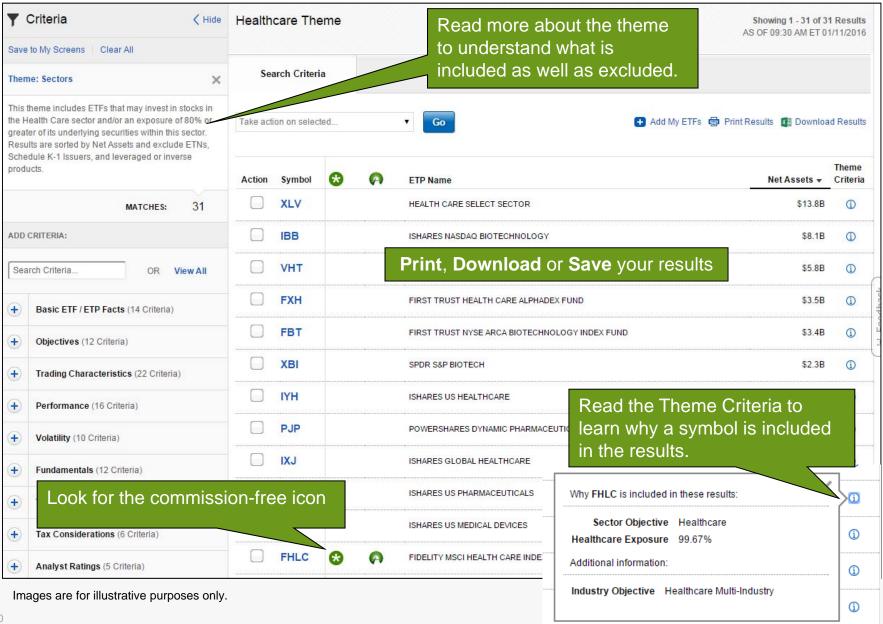




# ETF/ETP Screener: Two ways to get started

ETF/ETP\* Screener My Screens Build your own T Criteria screen by identifying Start your ETF screen by applying filters to the left criteria that is No criteria applied Start a new screen by selecting criteria below. important to you or ADD CRITERIA: select a theme that What type of ETF are you looking for? Search Criteria. best describes the type of ETF you are Basic ETF / ETP Facts (14 Criteria) looking for. Objectives (12 Criteria) by BLACKROCK® Trading Characteristics (22 Criteria) **iShares Fixed Income** Commission-Free Choose a Sector Help Me Choose More themes coming soon! Not sure where to begin? What is an ETF? Top 5 mistakes people make when investing in ETFs Learn more about ETFs > Fidelity Sector ETFs **Consumer Discretionary Consumer Staples** Financials & Commission-Free There when you need it - embedded education in the screener to help along the way. Images are for illustrative purposes only. Real Estate Just a click away from results! Utilities Multi-Sector **Fidelity** 19

## **ETF/ETP Screener: Results**



# Use the Fidelity Learning Center at home to...



#### **Get more information**

Visit Fidelity.com - select **Research > Learning Center** and obtain even more information and insight on exchange-traded funds



#### Take a course

Complete a course online to learn more about the basic concepts of exchange-traded funds

**Example:** Getting started with ETFs/ETPs



#### **Watch videos**

Learn how to navigate and leverage Fidelity's research and trading tools.

**Example**: Finding an ETF that's right for you with Fidelity's ETF/ETP Screener; Trading online with Fidelity



#### **Attend seminars/webinars**

Register for the next seminar in the ETF series *Putting ETFs to work in your portfolio*.

View one of our monthly webinars from Fidelity.com.



# Let's discuss how we can help you take the next step...



## **Speak to a representative**

Call 800-544-5115

One of our knowledgeable representatives is waiting to assist you



### **Visit a Fidelity Investor Center**

For a consultation with one of our investment professionals





# **Important Information**

Diversification does not ensure a profit or guarantee against loss.

Stock markets, especially foreign markets, are volatile and can decline significantly in response to adverse issuer, political, regulatory, market, or economic developments.

Exchange-traded products (ETPs) are subject to market volatility and the risks of their underlying securities, which may include the risks associated with investing in smaller companies, foreign securities, commodities, and fixed income investments. Foreign securities are subject to interest rate, currency-exchange rate, economic, and political risks, all of which are magnified in emerging markets. Exchange-traded products (ETPs) that target a small universe of securities, such as a specific region or market sector, are generally subject to greater market volatility, as well as to the specific risks associated with that sector, region, or other focus. ETPs that use derivatives, leverage, or complex investment strategies are subject to additional risks. The return of an index ETP is usually different from that of the index it tracks because of fees, expenses, and tracking error. An ETP may trade at a premium or discount to its net asset value (NAV) (or indicative value in the case of exchange-traded notes). Each ETP has a unique risk profile, which is detailed in its prospectus, offering circular, or similar material, which should be considered carefully when making investment decisions.

The S&P 500 Index is a market capitalization—weighted index of 500 common stocks chosen for market size, liquidity, and industry group representation to represent U.S. equity performance.

Because of their narrow focus, sector funds tend to be more volatile than funds that diversify across many sectors and companies. Nondiversified sector funds may have additional volatility because they can invest a significant portion of assets in securities of a small number of individual issuers.

Margin trading entails greater risk, including, but not limited to, risk of loss and incurrence of margin interest debt, and is not suitable for all investors. Please assess your financial circumstances and risk tolerance before trading on margin. Margin credit is extended by National Financial Services, Member NYSE, SIPC.

Before investing in any mutual fund or exchange-traded fund, you should consider its investment objectives, risks, charges, and expenses. Contact Fidelity for a prospectus, offering circular, or, if available, a summary prospectus containing this information. Read it carefully.

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