

# Table 1: ETFs and ET

There is a savings in investing. It's not how much you make but how much you get to keep that matters. Capital gains and other taxes can sometimes take a significant bite out of your investment earnings. Exchange-traded funds, ETFs, however, are tax-efficient designs and can help you keep more of your investment returns simply because of the way they're built.

## THE MECHANICS OF SHARE CREATION

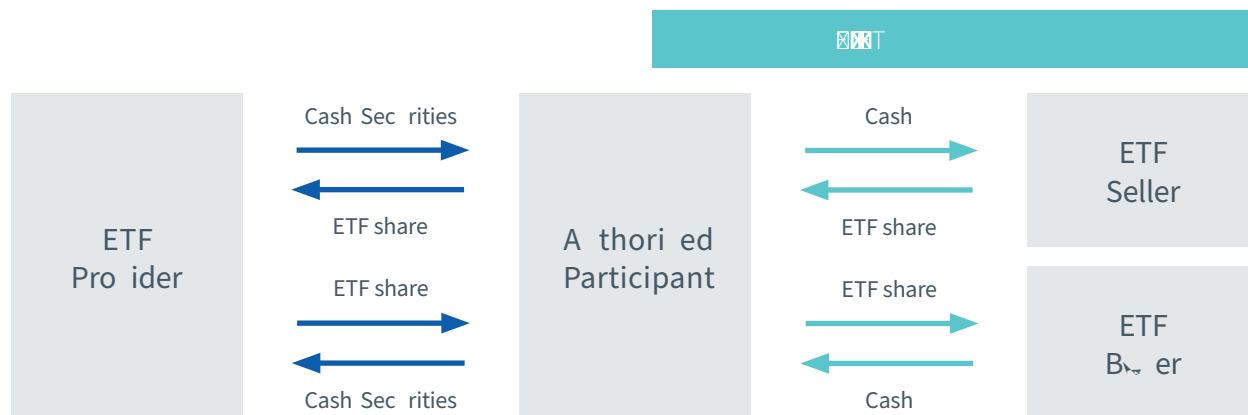
An ETF sponsor decides to create a new fund.

An authorized participant, AP, purchases the underlying securities then exchanges them for a large block of ETF shares of equal value in what is called an in-kind transfer. It is an in-kind transaction because the AP is exchanging the same exact securities with the same value rather than exchanging for cash.

The block of shares is called a creation unit, and is all equal between 10,000 and 100,000 shares.

The AP sells those ETF shares to investors or market makers on an exchange.

Investors buy and sell ETF shares on the market from other investors, the AP or market makers.



Authorized participant, AP: An entity, usually an institutional investor, that submits orders to the ETF for the creation and redemption of ETF creation units.



