

# A fixed income solution for rising rates

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Past performance is not a guarantee of future results. Performance information for the VanEck Vectors Investment Grade Floating Rate ETF ("Fund", "FLTR"), which commenced April 25, 2011, reflects temporary waivers of expenses and/or fees. Had the Fund incurred all expenses, investment returns would have been reduced. Investment return and value of the shares of the Fund will fluctuate so that an investor's shares, when sold, may be worth more or less than their original cost. Performance may be lower or higher than performance data quoted. Fund returns reflect dividends and capital gains distributions. Index and Fund performance data quoted represent past performance and are for illustration purposes only.

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#### **ETF** disclosure



Performance and characteristics of the MVIS<sup>TM</sup> US Investment Grade Floating Rate Index (MVFLTR) are quoted throughout this material. MVFLTR is a modified market capitalization-weighted index that consists of U.S. dollar-denominated floating rate notes issued by corporate issuers and rated investment grade by at least one rating agency. The Index commenced February 10, 2011 and is the exclusive property of MV Index Solutions GmbH (the "Index Provider"), which is not sponsored, issued or advised by Wells Fargo & Company, Wells Fargo Securities, LLC or any of their affiliates. MV Index Solutions GmbH (a wholly owned subsidiary of Van Eck Associates Corporation) has contracted with Wells Fargo to create and maintain and with ICE Data Indices, LLC to calculate the Index. Neither Wells Fargo nor ICE Data Indices, LLC guarantees the accuracy and/or completeness of the Index or of any data supplied by it or its agents or makes any warranty as to the results to be obtained from investing in the Fund or tracking the Index. The Index is calculated by ICE Data Indices, LLC, which is not an adviser for or fiduciary to the Fund, and, like Wells Fargo, is not responsible for any direct, indirect or consequential damages associated with indicative optimized portfolio values and/or indicative intraday values. The VanEck Vectors Investment Grade Floating Rate ETF (the "Fund") is not sponsored, endorsed, sold or promoted by MV Index Solutions GmbH and MV Index Solutions GmbH makes no representation regarding the advisability of investing in the Fund.

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ETF Net Asset Values (NAVs) are determined at the close of each business day, and represent the dollar value of one share of the fund; it is calculated by taking the total assets of the fund, subtracting total liabilities, and dividing by the total number of shares outstanding. The NAV is not necessarily the same as the ETF's intraday trading value. ETF investors should not expect to buy or sell shares at NAV. Performance current to the most recent month end available by calling 800.826.2333 or by visiting vaneck.com.

Fund shares are not individually redeemable and will be issued and redeemed at their NAV only through certain authorized broker-dealers in large, specified blocks of shares called "creation units" and otherwise can be bought and sold only through exchange trading. Shares may trade at a premium or discount to their NAV in the secondary market. You will incur brokerage expenses when trading Fund shares in the secondary market. Past performance is no guarantee of future results. Returns for actual Fund investments may differ from what is shown because of differences in timing, the amount invested and fees and expenses.

An investment in the Fund may be subject to risk which includes, among others, credit risk, market risk, and interest rate risk, all of which may adversely affect the Fund. International investing involves additional risks which include greater market volatility, the availability of less reliable financial information, higher transactional and custody costs, taxation by foreign governments, decreased market liquidity and political instability. The Fund's assets may be concentrated in a particular sector and may be subject to more risk than investments in a diverse group of sectors.

See index descriptions and definitions at the end of this presentation.

Investing involves substantial risk and high volatility, including possible loss of principal. Bonds and bond funds will decrease in value as interest rates rise. An investor should consider the investment objective, risks, charges and expenses of the Fund carefully before investing. To obtain a prospectus and summary prospectus, which contains this and other information, call 800.826.2333 or visit vaneck.com. Please read the prospectus and summary prospectus carefully before investing.



### **Investment grade floating rate notes**

- The coupon-reset feature of floating rate notes can help limit principal loss in a rising rate environment, as well as increase potential yield, particularly when short-term interest rates rise
- Investment grade floating rate notes typically provide investors with a more conservative option than bank loans, which also employ a floating rate feature
- Floating rate feature effectively reduces duration to near-zero, regardless of years to maturity

VanEck Vectors Investment Grade Floating Rate ETF (FLTR) seeks to replicate as closely as possible, before fees and expenses, the price and yield performance of the MVIS US Investment Grade Floating Rate Index (MVFLTR). The underlying index consists of U.S. dollar-denominated floating rate notes (FRNs) issued by corporate issuers or similar commercial entities that are public reporting companies in the United States and rated investment grade by at least one rating agency.

Floating rate notes may decline in value if their interest rate resets do not rise as much or as quickly as interest rates in general. There is no guarantee objectives will be met. See disclaimers at the beginning of this presentations. See index descriptions at the end.



### **Using floating rate notes**

## Floating rate notes may be attractive for the short-duration portion of an investment grade portfolio and for potentially enhancing short-term income

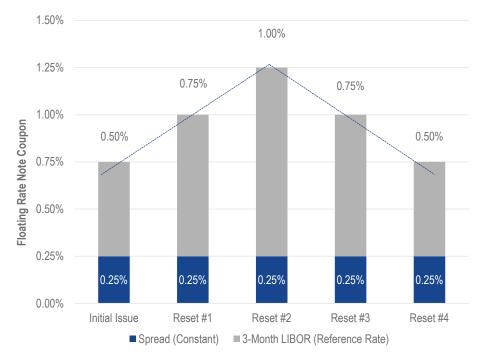
- Conservative Income
  - Mostly investment grade issuers; differing from bank loans which are typically non-investment grade
  - Potential for income to rise if interest rates rise or fall if interest rates decline
- Portfolio Diversification Potential
  - Coupon resets have generally resulted in different return pattern than typical fixed income bonds
  - Low historical correlation to both stocks and fixed rate bonds
- Defensive Posture
  - Near zero interest rate duration despite longer maturities
  - May help to limit price fluctuation associated with interest rate changes



### How floating rate notes work

#### Floating rate note coupons adjust to interest rate changes, which may help reduce price volatility

- Coupon equals reference rate (variable) + spread (constant) reference rate, typically based on 3-month LIBOR†
- Floating rate note characteristics:
  - Commonly issued with 1-year to 5-year maturities
  - Coupon resets typically occur every 3 months
  - Near-zero duration<sup>††</sup>
- Adaptable coupons may help floating rate notes keep pace with interest rate changes, potentially reducing price volatility



##Hypothetical example for illustrative purposes only. The representative sample data presented is not intended to be a projection and will likely differ from potential data that may be, in fact, quoted. The sample reference rate presented is based on the 3-month LIBOR rate.

†London Interbank Offer Rate (LIBOR) refers to the benchmark used by banks, securities houses and investors to gauge the cost of unsecured borrowing in the money markets for various periods of time and currencies.

titl LIBOR (reference rate) is 0.50%, an floating rate note with a stated coupon of "LIBOR + 0.25%" would pay its next coupon 0.75% and therefore accrue interest at that rate until the next reset period. If LIBOR increases to 0.75% by the next reset date, its coupon for the following period would be 0.75% + 0.25%, or 1.00%. The coupon rates presented above do not reflect the fees and expenses that would be deducted from an investment in a fund of floating rate notes. See disclaimers at the beginning of this presentations. See index descriptions at the end.

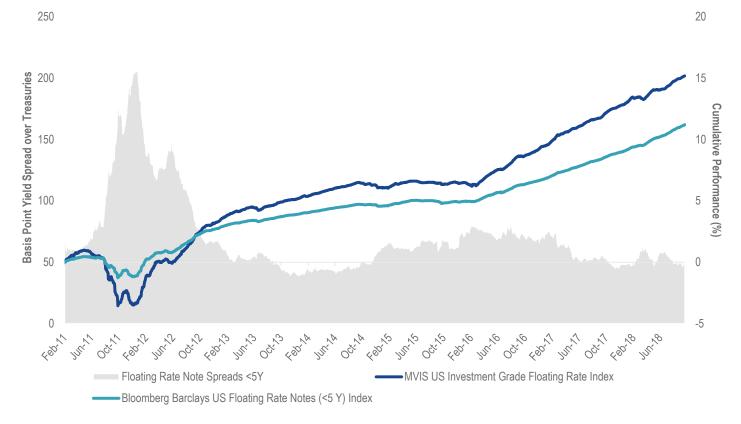


<sup>†</sup>Duration is a measure of the price sensitivity of a bond to interest rate changes. Measured in years, it approximates the percentage decline in price of a bond for a 1% increase in market interest rate.

### Designed to provide higher yield potential

#### FLTR's Index is designed to provide higher yield potential versus the broad floating rate note market

- Bias toward longer-maturity floating rate notes, which generally have higher spreads and spread duration
- Zero percent allocation to agency notes
- Relatively higher yield from longer maturity profile historically
- Tends to outperform when credit spreads narrow and underperform when spreads widen



Source: FactSet. Data as of 9/30/2018. 2/10/2011 is the inception of MVIS US Investment Grade Floating Rate Index (MVFLTR). FLTR seeks to replicate as closely as possible, before fees and expenses, the price and yield performance of MVFLTR. FLTR had no operating history prior to 4/25/2011. All data is based on indices. Index performance is not illustrative of fund performance. Floating rate notes are subject to credit risk and interest rate risk. Floating rate notes are typically less sensitive to interest rate changes, but may decline in value if their interest rates do not rise as much or as quickly as interest rates in general Fund performance current to the most recent month end is available by visiting vaneck.com. Past performance is no guarantee of future results. Bloomberg Barclays US Floating Rate Note (5Y) Index is not the underlying index for VanEck Vectors Investment Grade Floating Rate ETF, which seeks to track the MVIS US Investment Grade Floating Rate Index. See disclaimers at the beginning of this presentations. See index descriptions at the end.



### Index designed for enhanced yield potential

The MVIS US Investment Grade Floating Rate Index (MVFLTR) comprises U.S. dollar denominated floating rate notes issued by corporate entities or similar commercial entities that are public reporting companies in the U.S. with at least one investment grade rating.

#### Companies eligible for inclusion in Index:

At least one rating agency and must not be rated below investment grade by the same

Outstanding issue size of at least \$500 million

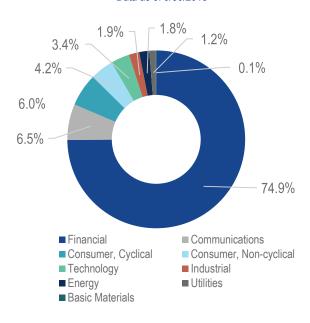
Minimum of 6 months remaining to maturity

Modified market cap weighted with a long maturity bias; 2% constituent cap

Index Provider:	MV Index Solutions
Index Ticker	MVFLTR
Index Inception Date	02/10/2011
Rebalance Frequency	Monthly
Yield to Worst (%)	3.00
Effective Duration (Years)	0.11
Years to Maturity	3.76

#### **Years to Maturity** Data as of 9/30/2018 50.0 43.2 40.0 31.9 Index Weight (%) 16.1 10.0 4.9 0.6 0.0 3 - 5 15 - 20 20 - 30 < 1 1 - 3 5 - 7 7 - 10

### Sector Weights Data as of 9/30/2018



Source: FactSet, Bloomberg. Data as of 9/30/2018. Index performance is not illustrative of fund performance. Fund performance current to the most recent month end is available by visiting vaneck.com. Historical performance is not indicative of future results; current data may differ from data quoted. Indexes are unmanaged and are not securities in which an investment can be made. Yield to Worst is generally defined as being the lowest yield that a buyer can expect to receive. Duration measures the responsiveness of a bond's price to interest rate changes. It is defined as the percentage change in price for a 100 basis point change in interest rates. Years to Maturity is the period of time for which a financial instrument remains outstanding. Maturity refers to a finite time period at the end of which the financial instrument will cease to exist and the principal is repaid. See disclaimers at the beginning of this presentations. See index descriptions at the end.



### **FLTR** outperformed over multiple horizons



Source: ©Morningstar, Inc. All Rights Reserved. Data as of 9/30/2018. The information contained herein: (1) is proprietary to Morningstar; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. Past performance is no guarantee of future results. The peer group chart presents trailing total return percentile rankings against the Morningstar Open End Funds – U.S. – Ultrashort Bond category, which comprised 184 funds as of 9/30/2018. This chart is for illustrative purposes only. Performance information for the Fund reflects temporary waivers of expenses and/or fees. Had the Fund incurred all expenses, investment returns would have been reduced. Investment return and value of the shares of the Fund will fluctuate so that an investor's shares, when sold, may be worth more or less than their original cost. Performance may be lower or higher than performance data quoted. Fund returns reflect dividends and capital gains distributions. Performance current to the most recent month end is available by calling 800.826.2333 or on vaneck.com. VanEck Vectors Investment Grade Floating Rate ETF commenced on 4/25/2011. See disclaimers at the beginning of this presentations. See descriptions for active mutual fund open-end peer group universe and category average (including mutual funds and ETFs) at the end of this presentation.



#### **Returns**



#### 5-Year Historical Annualized Returns (%)

Data as of 9/30/2018

	YTD	1 YR	2 YR	3 YR	5 YR	2013	2014	2015	2016	2017
MVIS US Investment Grade Floating Rate Index	2.05	2.81	2.99	2.70	1.90	0.81	0.36	2.79	3.13	0.81
Bloomberg Barclays US Floating Rate Notes (<5 Y) Index	1.97	2.48	2.28	2.00	1.41	0.61	0.36	1.73	2.16	0.61
U.S. Leveraged Loans	3.97	4.96	4.78	5.20	3.56	0.99	-2.75	10.88	3.31	0.99
U.S. Stocks	10.56	17.91	18.26	17.31	13.95	13.69	1.38	11.96	21.83	13.69
U.S. Investment Grade Bonds	-1.60	-1.22	-0.57	1.31	2.16	5.97	0.55	2.65	3.54	5.97
10-Year U.S. Treasury Bonds	-3.75	-4.02	-4.31	-1.12	1.34	10.72	0.91	-0.16	2.07	10.72

Source: FactSet. Index performance is not illustrative of fund performance. Fund performance current to the most recent month end is available by visiting vaneck.com. Historical performance is not indicative of future results; current data may differ from data quoted. Indices are unmanaged and are not securities in which an investment can be made. **Standard deviation** is the statistical measure of the historical return volatility of a portfolio. **Sharpe ratio** is a statistical measure of the excess return of a portfolio over a risk-free rate of return (as found with a U.S. Treasury security) per unit of the portfolio's standard deviation of returns. See disclaimers at the beginning of this presentations. See index descriptions at the end.



#### **Correlations**



#### **5-Year Correlation**

Data as of 9/30/2018

	MVIS US Investment Grade Floating Rate Index	Bloomberg Barclays US Floating Rate Notes (<5 Y) Index	U.S. Leveraged Loans	U.S. Stocks	U.S. Investment Grade Bonds	10-Year U.S. Treasury Bonds
MVIS US Investment Grade Floating Rate Index	1.00					
Bloomberg Barclays US Floating Rate Notes (<5 Y) Index	0.90	1.00				
U.S. Leveraged Loans	0.59	0.61	1.00			
U.S. Stocks	0.46	0.40	0.51	1.00		
U.S. Investment Grade Bonds	-0.23	-0.18	0.08	-0.09	1.00	
10-Year U.S. Treasury Bonds	-0.38	-0.32	-0.13	-0.28	0.96	1.00

Source: FactSet. Historical information is not indicative of future results. Index performance is not illustrative of fund performance. Fund performance current to the most recent month end is available by visiting vaneck.com. **Correlation** is the degree to which two or more variables are related and change together. The value of equity investments are more volatile than the other securities, high yield bonds are speculative and subject to credit risk, and government bonds are guaranteed as to the timely payment of principal and interest. See disclaimers at the beginning of this presentations. See index descriptions at the end.



### VanEck Vectors Investment Grade Floating Rate ETF (FLTR)

VanEck Vectors® Investment Grade Floating Rate ETF (FLTR®) seeks to replicate as closely as possible, before fees and expenses, the price and yield performance of the MVIS® US Investment Grade Floating Rate Index (MVFLTR), which consists of U.S. dollar denominated floating rate notes issued by corporate issuers and rated investment grade by at least one rating agency.

#### **Fund Details**

Fund Ticker	FLTR
Intraday NAV Ticker	FLTR.IV
Index Ticker	MVFLTR
Commencement Date	4/25/2011
Net Assets (millions)	\$521.3
Gross Expense Ratio (%)	0.41
Net Expense Ratio (%) <sup>1</sup>	0.14
Exchange	NYSE Arca
Anticipated Dividend Frequency	Monthly

#### Potential to Benefit from Rising Rates<sup>2</sup>

Floating rate notes have variable coupons that reset periodically

#### **Investment Grade Credit Quality**

Underlying index is comprised of a non-leveraged portfolio of investment grade floating rate corporate bonds

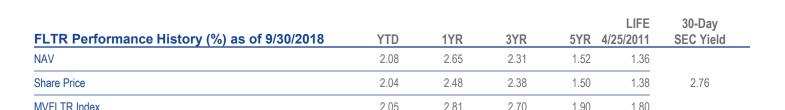
#### **Near-Zero Duration, Enhanced Yield Potential**

Floating rate notes may offer higher yields than other short duration instruments

Source: VanEck. All information as of 9/30/2018 and subject to change. ¹Expenses are capped contractually until 9/1/2019. Cap excludes acquired fund fees and expenses, interest expense, trading expenses, taxes and extraordinary expenses. ²Floating rate notes are less sensitive to interest rate changes, but may decline in value if their interest rates do not rise as much or as quickly as interest rates in general. See disclaimers at the beginning of this presentations. See index descriptions at the end.



### **Fund performance**



Fees and Expenses (%)1

Management Fee		0.35
Other Expenses		0.06
Gross Expense R	0.41	
Fee Waivers and	-0.27	
Net Expense Ratio	0.14	

Source: VanEck. and FactSet.

Expenses for FLTR are capped contractually at 0.14% until at least 9/1/2019. Cap excludes acquired fund fees and expenses, interest expense, trading expenses, taxes and extraordinary expenses. 30-Day SEC Yield reflects the investment income earned after deducting a fund's expenses for the period. This yield does not necessarily reflect the yield that an investor will receive. Distributions may vary from time to time. In the absence of temporary expense waivers or reimbursements, the 30-Day SEC Yield would have been 2.52% on 9/30/2018.

Returns greater than one year are annualized.

Performance table presents past performance which is no guarantee of future results and which may be lower or higher than current performance. Returns reflect temporary contractual fee waivers and/or expense reimbursements. Had the ETF incurred all expenses and fees, investment returns would have been reduced. Investment returns and ETF share values will fluctuate so that investors' shares, when redeemed, may be worth more or less than their original cost. ETF returns assume that dividends and capital gains distributions have been reinvested in the Fund at NAV. The "Net Asset Value" (NAV) of a VanEck Vectors Exchange Traded Fund (ETF) is determined at the close of each business day, and represents the dollar value of one share of the fund; it is calculated by taking the total assets of the fund, subtracting total liabilities, and dividing by the total number of shares outstanding. The NAV is not necessarily the same as the ETF 's intraday trading value. VanEck Vectors ETF investors should not expect to buy or sell shares at NAV.

All indices are unmanaged and include the reinvestment of all dividends, but do not reflect the payment of transaction costs, advisory fees or expenses that are associated with an investment in the Fund. An index's performance is not illustrative of the Fund's performance. Indices are not securities in which investments can be made.

See disclaimers at the beginning of this presentations. See index descriptions at the end.



### **Index descriptions**



The indices listed are unmanaged indices and do not reflect the payment of transaction costs, advisory fees or expenses that are associated with an investment in the Fund. An index's performance is not illustrative of the Fund's performance. Indices are not securities in which investments can be made.

10-Year U.S. Treasury Bonds: ICE BofAML Current 10-Year US Treasury Index is a one-security index comprised of the most recently issued 10-year U.S. Treasury bond. To qualify for the inclusion, the 10-year bond must be auctioned on or before the third business day before the last business day of the month.

U.S. Investment Grade Bonds: Bloomberg Barclays Capital US Aggregate Bond Index is a broad-based benchmark that measures the investment grade, U.S. dollar-denominated, fixed-rate taxable bond market, including Treasuries, government-related and corporate securities, mortgage-backed securities, commercial mortgage-backed securities.

U.S. Leveraged Loans: S&P/LSTA U.S. Leveraged Loan 100 Index seeks to mirror the market-weighted performance of the largest institutional leveraged loans as determined by criteria based upon market weightings, spreads, and interest payments.

U.S. Stocks: Standard & Poor's 500 Index, calculated with dividends reinvested, consists of 500 widely held common stocks covering the industrial, utility, financial and transportation sectors.

Floating Rate Note Spreads: Bloomberg Barclays US Floating Rate Notes (<5 Y) Index provides a measure of the U.S. dollar denominated floating rate note market. The index measures the performance of floating rate notes across sector, credit quality, maturity and asset class sectors. AAA and BBB Floating Rate Note indices are subsets of the FRN Index which provides a measure of the U.S. dollar denominated floating rate note market. AAA represents the highest investment grade credit rating and BBB represents lowest investment grade credit rating. The FRN Index is not the index for VanEck Vectors Investment Grade Floating Rate ETF, which seeks to track the MVIS Investment Grade Floating Rate Index.

BB FRNs: Bloomberg Barclays US Floating Rate Notes (<5 Y) Index consists of debt instruments that pay a variable coupon rate, a majority of which are based on the 3-month LIBOR, with a fixed spread, and may include U.S. registered, dollar denominated bonds of non-U.S. corporations, governments and supranational entities.

London Interbank Offer Rate (LIBOR) refers to the benchmark used by banks, securities houses and investors to gauge the cost of unsecured borrowing in the money markets for various periods of time and currencies

MV FRNs: MVIS US Investment Grade Floating Rate Index (MVFLTR) consists of U.S. dollar-denominated floating rate notes issued by corporate issuers and rated investment grade by at least one rating agency.

Morningstar Open End Funds – U.S. Ultrashort Bond peer group is comprised of ultrashort-bond mutual funds that invest primarily in investment-grade U.S. fixed-income issues and have durations typically of less than one year. This category can include corporate or government ultrashort bond portfolios, but it excludes international, convertible, multisector, and high-yield bond portfolios. Because of their focus on bonds with very short durations, these portfolios offer minimal interest-rate sensitivity and therefore low risk and total return potential.

Morningstar US Fund Ultrashort Bond Category Average is comprised of ultrashort-bond exchanged-traded funds and mutual funds that invest primarily in investment-grade U.S. fixed-income issues and have durations typically of less than one year. This category can include corporate or government ultrashort bond portfolios, but it excludes international, convertible, multisector, and high-yield bond portfolios. Because of their focus on bonds with very short durations, these portfolios offer minimal interest-rate sensitivity and therefore low risk and total return potential.

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