

An Anatomy of Long-Short Equity Mutual Funds*

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Abstract

We systematically analyze long-short equity funds' cash holdings, portfolio compositions, and capital flows. Our analyses reveal that long-short mutual funds: 1) hold a substantial amount of cash (in excess of cash-collateral requirements) and have an average market beta of 0.6; 2) generate a positive alpha of 5% a year in risky holdings but do not outperform their long-only peers in total fund returns; and 3) face much stronger flow-performance sensitivities and more volatile flows, and are much more likely to use cash to absorb capital flows than long-only funds. We outline a coherent framework for thinking about these results.

Keywords: Long-Short Equity Mutual Funds; Cash Holdings; Portfolio Beta; Fund Performance; Flow-Performance Relations

1. Introduction

The last four decades have witnessed tremendous growth of the mutual fund industry. The total net assets (TNA) of US equity funds, for example, reached \$10 trillion in recent years from less than \$250 billion in 1980.¹ There has also emerged a new class of mutual funds in which the short-sale constraint of traditional long-only funds is relaxed – the so-called “active extension” or 1X/X (e.g., 120/20, 130/30, 150/50) funds. These hedge-fund-like products are designed to exploit mispricing both on the long side and short side, thus bringing the benefit of “hedged” investment returns – previously available only to the ultra-wealthy and large institutions – to the public. Some industry experts predicted imminent dominance of these long-short products. As reported by Financial Times, “back in the heady days of 2007, Merrill Lynch confidently predicted that newly fashionable 130/30 funds – a breed of long/short equity funds – would reach \$1tn in assets by 2012. Not to be outdone, Tabb Group, a consultancy, raised the stakes to \$2tn by 2010.”² Lo and Patel (2008) went as far as calling the 130-30 funds the “new long-only.”

To the surprise of many advocates, the 1X/X class of equity funds has had disappointing growth in the last twenty years. Far from dominating the mutual fund industry, the 1X/X sector’s total TNA peaked at less than \$150B, accounting for a small fraction of the mutual fund industry to this day.³ This is puzzling for at least two reasons. First, virtually all regulatory restrictions on mutual fund short selling had been lifted by the turn of the century (most notably, with the 1996 relaxation of leverage requirements on mutual funds and the 1997 repeal of the “short-short” rule in the US tax code).⁴ Indeed, although nearly 50% of all equity funds after 2000 explicitly allow for short selling in their SEC filings, less than 10% have actually engaged in short selling (e.g., Agarwal, Boyson and Naik, 2009). Second, there are strong theoretical arguments for the popularity of long-

¹ See, for example, <https://www.ici.org/research/stats>.

² See, <https://www.ft.com/content/fdbf6284-b724-11e2-841e-00144feabdc0>.

³ The total TNA of long-short equity funds is comparable to that of equity closed-end funds, which managed around \$100B at their peak.

⁴ See Almazan, Brown, Carlson and Chapman (2004), Agarwal, Boyson and Naik (2009), and Chen, Desai and Krishnamurthy (2013) for a discussion of the history of regulations on mutual fund short selling, which we summarize in Section 2.

short equity funds, as the ability to short sell affords managers a larger toolkit to exploit mispricing. Consistent with this view, prior research documents that long-short equity funds outperform their long-only peers by 1-2% a year on a risk-adjusted basis.

To shed new light on this puzzling observation and, more generally, on mutual funds' short-selling activity, we conduct the first systematic analysis of long-short equity funds' cash holdings, portfolio compositions and risks, and capital flows. In particular, we collect detailed data on mutual funds' long-short equity positions directly from SEC filings. We then classify all actively managed mutual funds in each quarter into four groups: 1) G00 includes all funds that are self-refrained from short selling (roughly 50% of our sample); 2) G01 includes mutual funds that can short sell but do not have any short positions in the previous eight quarters (slightly over 40% of the sample); 3) G1 includes "casual" long-short funds whose short positions account for less than 20% of the funds' TNA in the past eight quarters (5% of the sample); and 4) G2 includes "aggressive" long-short funds whose short positions account for more than 20% of their TNA in the previous eight quarters (the remaining 3% of our sample).⁵ Consistent with short-selling being potentially risky, G2 funds hold well-diversified portfolios: the typical G2 fund has over 200 long positions and 150 short positions.

The most striking pattern emerging from the data is the large heterogeneity in cash holdings. The traditional view of long-short funds is that "a [1X/X] fund's portfolio can be viewed as a long-only portfolio plus a market-neutral portfolio with long and short exposures that are [X%] of the long-only portfolio's market value" (Lo and Patel, 2008), so the fund has a market beta close to one and little cash holdings.⁶ Contrary to this conventional view, the average G2 fund invests 109% of its TNA in long equity positions, has short equity positions worth 52% of its total assets, and has 37% in cash and cash equivalents. This is in sharp contrast to the well-known result that long-only mutual funds

⁵ We use mutual funds' short-selling activity in the previous eight quarters in our classification to avoid any look-ahead bias. We choose a weight cut-off of 20% because most long-short equity funds are self-declared as 120/20, 130/30 and 150/50 funds. Other cutoffs, such as 10%, 15% and 25%, yield very similar results.

⁶ For details of 1X/X funds, see, for example, <https://www.wsj.com/articles/SB116070333985691468>, <https://www.wsj.com/articles/SB118108596754025711>.

keep less than 5% of their TNA in cash and cash equivalents (which we also confirm in our sample).

Note that the cash holdings of G2 funds far exceed brokers' cash-collateral requirements, as institutional short sellers with diversified long-short portfolios face a cash-collateral requirement much lower than 71% ($=37\%/52\%$).⁷ Indeed, a non-trivial fraction – around 15% – of all funds in G2 follow a strict 1X/X strategy with little cash holdings, which confirms that mutual funds can use their long stock holdings as collateral for their short positions. Moreover, in our analysis of within-fund variation, for a 1% increase in short positions of a mutual fund, its cash holdings increase by merely 0.2% and its long positions by 0.8%, indicating a cash-collateral requirement of roughly 20%. Finally, the cash-holding result is not driven by a small subset of long-short funds (around 10% of the G2 sample) that pursue a market-neutral strategy; the average cash-to-short ratio remains economically large at 61% after we exclude from our sample all funds that use cash (or Treasuries) as the benchmark.⁸

We next examine the impact of cash holdings on long-short funds' risk exposures and performance. In our sample, the average market beta of mutual funds in groups G00 and G01 is 1.06. For a typical fund in G2, its risky holdings have a market beta of 1.05, but due to the 40% cash holdings, its overall fund beta is 0.63. Because the vast majority the mutual funds in G2 are benchmarked against long-only equity indices (e.g., S&P 500, Russell 2000), a market beta of 0.63 leads not only to a lower average return (due to the missing equity risk premium) but also a larger tracking error.⁹

⁷ In many private conversations with prime brokers and asset managers, they confirm that the cash-collateral requirement for diversified long-short institutions is around 20% of the short position value. In other words, G2 funds hold an excess cash position of 26% ($37\%-52\%*20\%$), over and beyond the cash-collateral requirement.

⁸ The cash-holding result is nearly identical for the subset of G2 funds that do not trade derivative contracts at all, so are not subject to further margin requirements.

⁹ Out of the 457 unique long-short equity funds in our sample, only seven of them report benchmarks that are the weighted average of an equity index and a Treasury index. We provide details of these seven long-short funds in Online Appendix Table A2. The AQR long-short equity fund is the only one that lists the weighted average of two indices as its primary benchmark; for the remaining six, the primary benchmark is an equity index, while the secondary benchmark is the weighted average of two indices.

We next turn to the average performance of the various mutual fund groups. Long-only funds (those in G00 and G01) and occasional long-short funds (those in G1) are unable to beat the market. In contrast, G2 funds produce significant abnormal returns; for example, the risky holdings of G2 funds earn a Fama-French-Carhart four-factor (or Fung and Hsieh seven-factor) alpha of nearly 5% a year, with a t -statistic of 4.¹⁰ Interestingly, around 60% of this alpha is produced by G2 funds' long equity positions and 40% by their short equity positions.¹¹ The former can be attributed to the hedging benefit of short selling (i.e., fund managers can now leverage their positive information to a larger extent by hedging out industry/factor risk on the short side) and the latter to an information advantage on the negative side (see Hwang, Liu and Xu, 2019).

This return pattern also holds for CRSP mutual fund returns. The typical fund in G2 has an annual alpha (with respect to various risk benchmarks) of around 3% with a t -statistic of 3 (the reduction in alpha from 5% above to 3% here is, again, due to cash dilution). A perhaps surprising result is that in terms of raw fund returns (before adjusting for common risk factors), aggressive long-short mutual funds underperform traditional long-only products by 50bps a year before management fees and by over 1% a year after fees (albeit statistically insignificant). This is almost entirely due to long-short funds' smaller market exposures, which lower their average returns by more than 3% a year given an annual equity risk premium of 8-9% in our sample.

In our final set of analyses, we link long-short equity funds' cash-hoarding behavior to their capital flow patterns. Our first key finding is that capital flows to long-short mutual funds are much more sensitive to funds' past performance than flows to long-only funds. This result holds true after controlling for fund age, size and return volatility. For example, the regression coefficients of quarterly flows on lagged fund returns (with various

¹⁰ We zoom in on a subset of aggressive long-short mutual funds that share common managers with one or more long-only mutual funds and observe similar return patterns: risky holdings of aggressive long-short funds outperform those of the comanaged long-only funds by about 5% a year. Although this result does not rule out the selection channel – that managers of long-short funds are inherently more skilled – it is more consistent with the view that the capability to short broadens fund managers' opportunity set to produce abnormal returns.

¹¹ The long and short portfolio returns of each fund are weighted by their respective portfolio weights so that the overall portfolio return = the long portfolio return + the short portfolio return.

risk adjustments) for G2 funds are two to four times larger than those of G00 and G01 funds. This is consistent with the view that G2 is a new class of mutual funds which attracts more attentive, sophisticated investors.

Our second result, related to the first one, is the large heterogeneity in the contemporaneous relation between a fund's quarterly changes in cash holdings and its capital flows. Long-short mutual funds are much more likely to use cash to absorb flows. For example, the regression coefficient of changes in cash and cash equivalents on contemporaneous capital flows is 0.23 for G2 but a mere 0.04 for G00 and G01. This contrast is even starker for outflows: the same regression coefficient for the outflow sample is 0.27 for G2 and 0.03 for G00 and G01. One plausible interpretation is that because a) funds in G2 face a much stronger flow-performance sensitivity and thus more volatile capital flows (the flow volatility of G2 is more than twice that of G00 and G01), and b) their liquidation trades involve opening/closing both long and short positions (so more costly than long-only funds), G2 funds optimally hoard cash to absorb short-term capital flows and minimize flow-induced liquidation costs (e.g., Coval and Stafford, 2007; Lou, 2012).

To recap, our analyses reveal several novel facts about long-short mutual funds. First, aggressive long-short equity funds hold a substantial amount of cash, nearly 40% of their TNA (much higher than their cash-collateral requirement), and have a market beta substantially below one. Second, these funds earn a large abnormal return of nearly 5% a year from their equity holdings, but do not outperform long-only products in total returns yet have a much higher tracking error. Finally, long-short equity funds face substantially stronger flow-performance sensitivities and more volatile flows, and are much more likely to use cash to absorb capital flows compared to their long-only peers.

Our results, put together, suggest that mutual funds' reluctance to short is not due to their lack of shorting skills; aggressive long-short funds are able to generate a large positive alpha but are unable to grow their assets under management. The lack of growth is also unlikely driven by the downside risks associated with short selling. Long-short mutual funds are well diversified with low gross leverage exposures (less than 200%), so

the risks of short-squeeze and of suffering large losses from individual short positions are not a major concern.

Our results instead point to a novel (albeit partial) explanation for the dismal growth of long-short equity funds. On the one hand, long-short mutual funds can better leverage their information advantage and hedge their industry/factor risks, thereby achieving higher abnormal returns. On the other hand, they face substantially more volatile flows – a result of their attracting more attentive clientele – and higher flow-induced liquidation costs. Long-short equity funds thus hoard cash to absorb capital flows, which adversely affects their overall performance.

Meanwhile, mutual fund investors rely primarily on benchmark-adjusted – rather than risk-adjusted – fund returns in their allocation decisions (e.g., Ben-David, Li, Rossi and Song, 2022). Long-short mutual funds, which are typically benchmarked against long-only indices, do not outperform their long-only peers in terms of total or benchmark-adjusted returns. As a result, long-short funds are unable to attract capital away from traditional long-only products.

Related Literature

Our paper contributes to the vast literature on the short-sale constraint and its implications for asset prices. For example, Chen, Hong and Stein (2002) argue and show that short-sale constraints can prevent the revelation of negative news in prices, resulting in significant return predictability on the downside. Stambaugh, Yu and Yuan (2012) document that for many asset pricing anomalies, the short leg is much more profitable than the corresponding long leg, especially after periods of buoyant investor sentiment, again suggesting that the short-sale constraint is binding for many important investors. These prior studies start with the premise that some investors face binding short-sale constraints and then study the implications of such constraints. Our paper, on the other hand, drills down on the sources of the short-sale constraint faced by one of the most important investor groups in the market – equity mutual funds.

Our paper also contributes to the existing literature on mutual fund short selling activity. Almazan, Brown, Carlson and Chapman (2004), Agarwal, Boyson and Naik

(2009), and Chen, Desai and Krishnamurthy (2013) show that a large fraction of mutual funds explicitly allow for short selling in their SEC N-SAR filings but only a small fraction actually engage in short selling. Moreover, drawing on answers to Question 70 in the N-SAR form that asks whether the fund actually uses short selling in a given quarter, prior studies show that short-selling funds outperform long-only funds by 1%–2% a year on a risk-adjusted basis.¹² Our first contribution is to separate occasional short sellers (G1) from aggressive short sellers (G2) by exploiting comprehensive data on their short positions and show that only the latter are able to produce large positive abnormal returns. Second and more importantly, our paper is the first to systematically analyze mutual funds’ cash holdings, long-short equity positions, portfolio betas, and capital flows, which allows us to uncover a set of novel findings about long-short equity funds.

More broadly, our paper relates to the literature on the use of nontraditional financial tools/securities by mutual funds. Koski and Pontiff (1999), Deli and Varma (2002) study whether and how mutual funds use derivatives to speculate and hedge, and find that mutual funds that use derivatives do not outperform those that do not. Unlike the detailed short-position data that we collect in this study, information on mutual funds’ derivatives holdings is limited and noisy before 2019. The SEC started to require mutual funds to report granular information on derivatives holdings in Form N-PORT only after the Investment Company Reporting Modernization Reforms, first adopted in 2016 and later revised in 2017 and 2019 (see Kaniel and Wang, 2021; Jiang, Ou and Zhu, 2021).

Our paper also contributes to the growing literature on mutual fund cash and liquidity management. Chernenko and Sunderam (2016), Girardi, Stahel and Wu (2017), Jiang, Li and Wang (2020) and Choi, Hoseinzade, Shin and Tehranian (2020) show that mutual funds use cash and cash equivalents to accommodate capital flows to minimize flow-induced liquidation costs; this tendency is particularly strong for funds with illiquid

¹² Chen, Desai and Krishnamurthy (2013) also analyze mutual funds’ long-short equity holdings over a short three-year period (2003-2006) reported by the CRSP mutual fund database (which has incomplete coverage of both long-short equity funds and their short positions). More recently, in a contemporaneous paper, Gao and Wang (2021) examine long-short equity funds’ portfolio holdings using Morningstar data. First, our data are more comprehensive, which combine Morningstar holdings with our manually collected fund holdings from SEC filings. Second, we separate occasional short sellers (G1) from aggressive short sellers (G2). Third and most importantly, our focus is on long-short equity funds’ surprisingly large cash holdings, the implications for fund risks and performance, and the potential drivers of this cash-hoarding behavior.

holdings and during times of heightened uncertainty.¹³ In our setting, long-short equity funds face substantially more volatile capital flows and need to trade on both the long and short legs to accommodate flows. Drawing on insights from prior research on mutual fund liquidity management, we argue that long-short equity funds hoard cash, at least partly, to reduce their flow-induced liquidation costs.

Finally, our paper is related to a large literature on closed-end funds (e.g., Lee, Shleifer and Thaler, 1991; Pontiff, 1996). Although the closed-end structure is more conducive to betting against long-term mispricing (as it shields managers from short-term capital flows that often chase recent fund performance), it is not a popular organizational structure in the mutual fund industry, accounting for less than 3% of the industry’s total TNA (Giannetti and Kahraman, 2018).¹⁴ In a similar spirit, although short selling can expand managers’ investment opportunity set and improve fund performance, it is not widely used by mutual funds. Given that all the hard restrictions on mutual fund short selling had been lifted more than two decades ago, it is at least worth thinking about the equilibrium forces that prevent mutual funds from engaging in short selling.

2. The Institutional Background

In this section, we describe the history of regulations that limit mutual fund short selling. Contrary to the narrative that mutual funds are not allowed to short, there is in fact no regulation that directly prohibits mutual funds from short selling. Instead, regulatory restrictions are imposed on the use of leverage. Section 18 of the Investment Company Act of 1940 prohibits any registered investment company from issuing any class of senior securities that represents indebtedness, including short sale borrowings, unless the investment company has an asset coverage ratio of at least 300% immediately after such issuance. This means that a mutual fund with TNA of \$100 from equity investors can

¹³ A recent literature (e.g., Agarwal, et al., 2020; Franzoni and Giannetti, 2019; Jin, et al., 2022) examines various alternative ways through which mutual funds mitigate liquidation costs. There is also a literature that studies the financial fragility induced by mutual funds’ liquidations (e.g., Chen, Goldstein, and Jiang, 2010; Goldstein, Jiang, and Ng, 2017).

¹⁴ Stein (2005) argues that this is a natural outcome of a competitive equilibrium: fund managers adopt the open-end structure, which is costlier than the closed-end structure, to signal that they are skilled.

short sell (or borrow) up to \$50; therefore, the fund's net equity value plus the market value of securities sold short is three times that market value, making it a typical 150/50 fund.

This requirement of a 300% asset coverage ratio was later relaxed to 100% in the 1979 SEC Release IC-10666; however, to fulfill the full coverage requirement, qualified collateral is restricted to cash and high-grade debt obligations. The Release notes that if an investment company issues a senior security, "the Division of Investment Management has determined that the issue of compliance with section 18 will not be raised with the Commission if the investment company 'covers' the senior security by establishing and maintaining certain 'segregated accounts.' ... The Commission believes that only liquid assets, such as cash, U.S. government securities or other appropriate high-grade debt obligations, should be placed in such segregated accounts."

The restriction on qualified collateral was further eased in an SEC staff no-action letter in 1996: "Staff agreed not to recommend enforcement action under section 18 if a fund covers its obligations, that may otherwise be deemed to be senior securities, by maintaining a segregated account on the books of its custodian, and including in that segregated account cash or liquid securities (regardless of type) having an aggregate value, measured on a daily basis, at least equal to the amount of the covered obligations." From 1996 onward, a fund is deemed compliant if it maintains full coverage of its short positions using liquid securities, including stocks.

Another set of regulations that have important implications for the use of short selling is corporate tax rules. IRS Code §851 (b)(3), also known as the "short-short" rule, requires that mutual funds generate less than 30% of their revenues from the sale of securities held for less than three months (including short sales); otherwise, the fund's entire gain would be subject to the corporate tax rate. This provision, as part of a 1936 tax law, was intended to restrict short-term churning by mutual funds. The Taxpayer Relief Act of 1997 repealed this "short-short" rule and made it much less expensive for mutual funds to short sell. In sum, virtually all regulatory restrictions on short selling had been lifted by 1997.

3. Data Descriptions

We construct a novel dataset of actively managed mutual funds' long/short equity positions from several data sources.¹⁵ Investment companies are required by the SEC to disclose their entire portfolios, including short positions, in their annual/semi-annual shareholder reports (N-CSR) and quarterly holdings reports (N-Q).¹⁶ We manually collect mutual funds' quarterly short positions from these reports. We then supplement this dataset with short positions from Morningstar and the CRSP US mutual fund database. As pointed out by Schwarz and Potter (2016), these databases contain voluntarily reported positions not in the SEC filings but also miss many positions available in the SEC filings.

We combine the three sources on mutual fund holdings by matching both fund family and fund names; we then apply the following criteria to improve matching quality: For a fund to be matched between any two databases, the number of stocks reported in the two databases for the same fund in the same quarter should not differ by more than 100% (i.e., $0.5 < \frac{\text{number of stocks reported in database A}}{\text{number of stocks reported in database B}} < 2$). Also, the number of shares held in each stock should not differ by more than 25% (i.e., $0.8 < \frac{\text{shares of stock reported in database A}}{\text{shares of stock reported in database B}} < 1.25$). Our sample covers the period June 2004, the year in which mutual funds started to report holdings on a quarter frequency, through December 2016. In total, we have a sample of 1,274 distinct long-short mutual funds with 11,171 fund-quarter observations.

We next obtain information on mutual fund long positions from Thomson Reuters' mutual fund holdings database and supplement it with long positions from CRSP and Morningstar. This completes the information on stock holdings by long-short mutual funds. As a benchmark group, we also include long-only equity funds in our sample. We further obtain mutual funds' cash holdings from Morningstar and CRSP.

¹⁵ The typical go-to database of mutual fund positions, the Thomson Reuters institutional holdings database, contains mutual funds' long positions but not short positions (Schwarz and Potter, 2016).

¹⁶ SEC: Shareholder Reports and Quarterly Portfolio Disclosure of Registered Management Investment Companies, <https://www.sec.gov/rules/final/33-8393.htm>.

For most of our analysis, we focus on the universe of actively managed, US domestic equity mutual funds using common screening criteria in the literature. Specifically, we require that 1) the investment objective code (IOC) reported by Thomson Reuters is in the set of aggressive growth, growth, growth and income, unclassified, and missing; 2) the fund’s long portfolio invests more than 75% in US equity; and 3) the fund’s TNA is above 5 million USD at the end of the previous quarter. After applying all these screening criteria, we end up with a sample of 3,555 distinct domestic equity funds (including both long-only and long-short funds) with 102,764 fund-quarter observations.

In all subsequent return-based tests, where we compare fund returns inferred from quarter-end holdings (with the assumption that mutual funds do not trade intra-quarter) and actual fund returns reported by CRSP, we further exclude mutual funds whose CRSP fund returns and holding-based returns have a correlation below 0.5. This filter weeds out cases in which fund-return information and holdings information diverge, potentially due to data errors, incomplete records, and/or significant uses of derivatives (which we do not observe in our sample period). We lose roughly 10% of our sample with this filter.

In addition to detailed information on mutual funds’ portfolio holdings, our analysis also requires information on mutual funds’ investment policies. Question 70-R in SEC form N-SAR specifically asks whether the fund’s investment policy permits short selling. We manually extract the answers to this question from the N-SAR form and then link this information to our main dataset based on fund names.

Information on mutual fund characteristics and monthly fund returns is obtained from Morningstar and CRSP. For funds with multiple share classes, we sum up the TNA across all share classes to calculate the total fund TNA; for other fund characteristics, we take the TNA-weighted average across all share classes. Monthly fund gross returns are calculated as net returns plus 1/12 of annual fees and expenses.

Finally, information on fund manager characteristics is also from Morningstar and CRSP. For information on comanagement, we obtain fund manager names from CRSP; following Agarwal, Ma, and Mullally (2018), we drop managers that simultaneously manage more than four mutual funds to avoid pseudo-managers (those with a name

attached to multiple funds without really managing any of these funds). We obtain information on managers' biographies and education from Morningstar.

4. Main Results

Section 4.1 presents basic statistics. Sections 4.2 and 4.3 compare the cash holdings and risk exposures of different types of mutual funds. Section 4.4 examines the performance of long-short versus long-only mutual funds and the impact of cash holdings on fund performance. Finally, Section 4.5 studies the sensitivity of fund flows to fund performance and the association between fund flows and cash holdings.

4.1. Summary Statistics: Long-Short Mutual Funds

Table 1 shows the total number, aggregate TNA, and aggregate short positions of long-short equity funds—as well as those of long-only funds—year by year. The left-hand side of the table reports the number of long-short funds—with all investment objectives—as well as a breakdown of funds in each of the investment categories. The total number of long-short funds increased from 157 in 2004 to 453 in 2016, out of which 30%–40% were US equity funds (the rest included balanced funds, international equity funds, and other unclassified funds). In all our empirical analyses, we focus on US equity funds.

The right-hand side of the table shows the distribution of funds within the US equity fund universe. In our sample, nearly 50% of all US equity funds explicitly permit short selling in their SEC N-SAR filings; however, the fraction of funds that actually engaged in short selling only increased modestly from 2% in 2004 to 8% in 2016. At the end of our sample, the total TNA of long-short US equity funds is approximately 100 billion USD, less than 3% of that of US equity funds. Their aggregate short positions amounted to 15 billion USD, roughly 2% of the aggregate short interest.

To aid our empirical analyses, we group all US equity funds into four categories in each quarter based on information in N-SAR filings and short selling activity in the previous eight quarters: 1) funds that are not permitted to short (G00); 2) funds that are permitted to short but that did not engage in short selling in the previous eight quarters

(G01); 3) casual short sellers, whose average short positions in the previous eight quarters accounted for less than 20% of the fund’s TNA (G1); and 4) aggressive short sellers, whose short positions in the previous eight quarters accounted for more than 20% of their TNA (G2). (As can be seen from Table 1, the number of G2 funds rose from 14 in 2004 to 86 in 2016.) It is worth noting that we use information from the previous eight quarters in our classification to avoid any look-ahead bias. Mutual funds’ short selling activity, and therefore their classification, is persistent over time: for example, out of all mutual funds in group G2 in year t , over 80% remain in G2 after two years, 8% are reclassified to group G1, and the remaining 10% are defunct.

Panels A and B of Online Appendix Table A1 list Lipper fund style classifications for casual long-short funds (G1) and aggressive long-short funds (G2), respectively. Funds in G1 cover a wide range of investment objectives; in contrast, funds in G2 are much more concentrated in style categories that clearly indicate short selling activity. For example, “long-short equity,” “equity market natural,” “extended large-cap core,” “specialty diversified equity,” and “alternative-event driven” are the five most popular style categories for G2 funds; they collectively account for 75% of all funds in G2.

Panels A and B of Table 2 report summary statistics of fund and manager characteristics of different fund groups, respectively. There is no discernable difference among groups G00, G01, and G1. In contrast, aggressive long-short funds (G2), relative to long-only funds, are significantly smaller (\$360M vs. \$1.4B), have higher monthly portfolio turnover (21% vs. 7%), charge higher management fees (1.61% vs. 1.13%), and are younger (7 vs. 14 years). Panel B shows that G2 funds are also more likely to be managed by a team of managers as well as managers with a Ph.D. degree. Moreover, manager turnover is slightly higher for G2 funds than for funds in other groups (a turnover rate of 2.71% per quarter for G2 vs. 2.11% for G1 vs. 2.57% for G0).

In Panel C of Table 2, we report the distribution of holdings characteristics of aggressive long-short funds (G2). The portfolio of an average G2 fund contains 205 stocks on the long side and 155 stocks on the short side; in other words, it is well diversified on both legs. We also report the distribution of the equal-weighted and value-weighted average short interest of stocks in the short leg. For both weighting schemes, the mean

and median short interest is approximately 6%, in the ballpark of the average short interest of the CRSP stock universe. This suggests that long-short mutual funds do not concentrate their short positions on a small number of stocks with abnormally high shorting demand. Online Appendix Table A3 further reports stock characteristics of fund holdings. Relative to G1 and G0 funds, G2 funds on average hold stocks of larger size and with higher past one-year returns; meanwhile, the three groups of mutual funds hold stocks with similar book-to-market ratios.

4.2. Cash Holdings

We next turn to portfolio compositions of different mutual fund groups, that is, how mutual funds allocate capital across long equity positions, short equity positions, and cash and cash equivalents. We define $\text{long}\%$, $\text{short}\%$, and $\text{cash}\%$ as the ratio of the total value of stocks in the long leg, the absolute value of stocks in the short leg, and the value of cash and cash equivalents to fund TNA, respectively. By construction, $\text{long}\% - \text{short}\% + \text{cash}\%$ approximately equals 100%.

Conventional wisdom suggests that mutual funds have little incentive to hold cash other than for liquidity management purposes (Chernenko and Sunderam, 2016). This view applies to both long-only funds and long-short funds. Our results reveal a striking pattern—aggressive long-short funds keep a large amount of cash, substantially more than funds in other groups. Panels A, B, and C of Table 3 report the time-series averages of cross-sectional distributions of $\text{long}\%$, $\text{cash}\%$, and $\text{short}\%$ for different fund groups. For example, the portfolio of a typical long-only fund (G00 and G01) consists of 92% long equity positions, 0% short positions, and 2%–3% cash. The average G1 fund (with $\text{short}\%$ between 0 and 20%) holds 106% of its TNA in long equity positions and 6% in cash. The average G2 fund—having short positions worth 52% of its TNA—invests 109% of its TNA in long equity positions and 37% in cash. Put differently, the average “150/50 fund” does not invest 150% of its TNA in long equity positions; instead, it has 109% in long equity positions, 37% in cash, and 52% in short positions.

Importantly, the large amount of cash positions far exceeds brokers’ cash-collateral requirement on short selling. First, institutional short sellers with diversified long-short

portfolios face a cash-collateral requirement that is much lower than the observed cash-to-short ratio of 71% (=37%/52%). In many private conversations with prime brokers, they confirm that the cash-collateral requirement for diversified long-short institutions is around 20% of the short position value (our later analysis in Table 3 Panel D shows consistent result). To gauge the magnitude of excess cash holdings of long-short mutual funds, we report in the bottom two rows of Table 3 Panel B G2 funds' actual cash holdings minus 20% (or 30% to be very conservative) of their short position value. Under these two benchmarks, the average G2 fund holds 26% (21%) of its TNA in cash *in excess of* the cash-collateral requirement.

Second, a non-trivial fraction (between 10% and 20%) of the G2 funds follow a classic 1X/X strategy (i.e., 1X% of TNA in long and X% of TNA in short positions, with little cash holdings in their portfolios). This suggests that it is feasible for mutual funds to use risky holdings as collateral for shorting.

Moreover, exploring within-fund variation of portfolio compositions, we find that when a long-short fund increases its short positions, most of this change is absorbed by an accompanying increase in long positions rather than a rise in cash holdings. Specifically, Panel D of Table 3 reports panel regressions of the relations between long%, cash%, and short%. The main independent variable in these regressions is a fund's short% in each quarter; the dependent variable in columns (1)–(3) is long%, and that in columns (4)–(6) is cash% in the same quarter. Given the add-up constraint that long% - short% + cash% is close to 100%, the coefficient from the long% regression and that from the cash% regression should roughly add up to 1.¹⁷

We first explore cross-sectional variation by including only quarter-fixed effects. As reported in columns (1) and (4), for a 1% increase in short%, the long% increases by 0.29% and cash% by 0.76%, which is consistent with heterogeneities in cash holdings across different groups of mutual funds. We next turn to time-series variation in portfolio composition *within* each fund by including fund-fixed effects in columns (2) and (5), and both time- and fund-fixed effects in columns (3) and (6). Once fund-fixed effects are

¹⁷ For this empirical exercise, we further impose the restriction $0.5 < \text{long}\% + \text{cash}\% - \text{short}\% < 1.5$ to weed out apparent data errors.

included, the relation between cash% and short% becomes much weaker: the coefficients in columns (5) and (6) are 0.206 and 0.207, respectively. These estimates suggest that for a 1% increase in short positions of a mutual fund, its cash holdings increase by merely 0.2%, consistent with the view that the cash-collateral requirement is roughly 20% of the short position value. At the same time, the relation between long% and short% becomes much stronger: the coefficients in columns (2) and (3) rise to 0.765 and 0.764, respectively. In sum, the results in Panel D, exploiting both across-fund and within-fund variation, suggest that long-short equity funds keep a large amount of cash on the side (a decision that is largely independent of the fund’s actual short selling activity) and then engage in pairs-trading in their daily operations (so that long% and short% move in tandem).

Motivated by the strong contemporaneous correlation between long% and short% (see columns 3 and 4), we further examine whether such a strong correlation arises, at least partially, because of long-short funds engaging in industry-neutral pairs trading in one form or other (see Panel E of Table 3). Specifically, we conduct fund-quarter-industry-level regressions where the dependent variable is the value of long positions in each industry divided by the fund’s total TNA, and the independent variable is the value of short positions in the same industry as a percentage of the fund’s TNA. Columns (1) and (2) include all industries, while columns (3) and (4) exclude industries in which the fund has zero holdings (long or short) in that quarter. We control for fund \times industry-fixed effects in columns (1) and (3) and additionally for quarter-fixed effects in columns (2) and (4). For all specifications, the relation between changes in long positions and changes in short positions within the same industry is close to one-for-one, suggestive of industry-neutral pairs-trading activities.

An alternative interpretation of the cash result is that long-short funds may also have derivatives positions requiring cash collateral. To address this concern, we exclude funds that report using derivatives in each quarter (based on their answers to Question 70 in SEC form N-SAR) and repeat our analysis in Table 3. As shown in Table 5 Panels A1 – A3, our results remain virtually unchanged after excluding funds that use derivatives: the remaining funds in G2 have, on average, 109% of their TNA in long equity positions, 53% in short equity positions, and 38% in cash, leading to a cash-to-short ratio of 72%.

Another concern is that the large cash holdings of G2 funds are driven by a small number of market-neutral funds that are typically benchmarked against cash-like instruments (such as Treasury bills). Table 5 Panels B1 – B3 repeats the exercise for G2 excluding all market-neutral funds (roughly 10% of the G2 sample). The results are qualitatively similar. The remaining funds in G2 have, on average, 113% of their TNA in long equity positions, 44% in short positions, and 27% in cash. The cash-to-short ratio remains economically large at 61%, much higher than the 20% cash-collateral requirement. Taken together, our results suggest that long-short funds’ large cash holdings are not primarily driven by hard collateral constraints.¹⁸

4.3. Risk Exposures (Portfolio Beta)

Given this surprising variation in mutual funds’ cash holdings, we next examine its impact on funds’ risk exposures. A 1X/X fund’s equity portfolio can be viewed as a long-only portfolio plus a market-neutral portfolio with long and short exposures that are X% of the long-only portfolio’s market value; in other words, the market exposure of the risky holdings of a 1X/X mutual fund should be similar to that of a traditional long-only product. To compare risk exposures of different types of mutual funds, we calculate their market betas based on both quarter-end holdings and actual fund returns. The risky-holdings-based beta is defined as the weighted average beta of all stocks in the portfolio, where stock betas are calculated using a three-year rolling window of monthly returns. The return-based fund beta is calculated using monthly fund returns in the 12 months after the short% classification.

Panel A of Table 4 reports the time-series average of cross-sectional distributions of market betas. As shown in the top half of Panel A, the average risky-holdings-based beta of long-short funds (G2) is 1.05, similar to that of long-only funds. Interestingly, the average fund beta of G2, as shown in the lower half of the same Panel, is 0.63. For reference, the fund return beta of G0 is slightly above 1. Since over 90% of mutual funds

¹⁸ In untabulated results, we show that our finding of excessive cash holdings by G2 funds holds true both during and outside of the global financial crisis (2007-2008).

in G2 are benchmarked against long-only indices (e.g., S&P 500, Russell 2000), a market beta of 0.6 mechanically leads to 1) a large tracking error, and 2) a relatively low expected return given a positive equity risk premium.

In Table 5 Panels A4 and B4, we repeat this exercise for subsamples of long-short equity funds that exclude derivatives users and market neutral funds, respectively. The results remain nearly identical: the average G2 fund has a risky-holdings-based beta of 1.04 for both subsamples, and a fund return beta (diluted by cash) of 0.63 and 0.68, respectively.¹⁹

Next, we conduct a panel regression to show that the difference in beta between long-only and long-short funds is largely explained by their cash holdings (Panel B of Table 4). The dependent variable in columns (1)–(3) is the risky-holdings-based beta, and that in columns (4)–(6) is the fund return beta. As shown in columns (1)–(3), the risky-holdings-based beta has zero correlation with short%, consistent with our earlier result that long-short funds are holding stocks similar to those of long-only funds. As for the fund return beta (which is naturally affected by cash holdings), the coefficient is significantly negative in column (4). This negative correlation between fund return beta and short% (together with the weak relation between risky-holdings-based beta and short%) reflects the difference in cash holdings between aggressive long-short funds and other funds. Once we turn to within-fund variation by including fund-fixed effects, this negative relation is no longer statistically significant, consistent with our earlier result of a weak within-fund relation between cash% and short%.

The substantial cash holdings by G2 funds affect not only their market exposures but also their idiosyncratic risk and return skewness. In Online Appendix Table A4, we report idiosyncratic volatility, total volatility, and return skewness calculated from both funds' risky holdings and their total returns. Based on risky holdings alone, G2 funds on average have higher idiosyncratic volatility but similar total volatility and return skewness compared to the other two groups of funds. After incorporating the impact of cash dilution,

¹⁹ We provide a detailed discussion of the low average fund beta, as well as the dispersion in fund beta, of long-short equity funds in Section 1 of the Online Appendix.

the overall returns of G2 funds have smaller idiosyncratic volatility, smaller total volatility, and less negative return skewness than G0 and G1 funds.

4.4. Fund Performance

We next examine the performance of mutual funds in various short% groups, with two measures of fund returns: 1) hypothetical portfolio returns, inferred from mutual funds' quarter-end stock holdings (assuming no intra-quarter trading) and not affected by their cash holdings, and 2) total fund returns as reported by the CRSP mutual fund database. A comparison of these two measures of fund returns helps uncover the impact of cash holdings on fund performance.

Panel A of Table 6 reports raw returns (without risk adjustments) of the various mutual fund groups. As shown in column (1), in terms of risky-holdings-based performance, G2 funds have an average monthly return of 1.1% and outperform long-only funds by nearly 40 bps per month (t -statistic = 3.3). Perhaps surprisingly, column (5) shows that G2 funds have a monthly total fund return (as reported by CRSP) of 65 bps, which is not statistically different from that of long-only funds. The difference between risky-holdings-based returns and total fund returns can be attributed to long-short funds' cash holdings; indeed, long-short funds' average fund returns are in line with their risky-holdings returns multiplied by $(1 - \text{cash}\%)$.

In Panel B of Table 6, we report the CAPM alpha of various mutual fund groups. As can be seen from column (1), G2 funds are the only ones whose risky holdings can produce significantly positive abnormal returns. For example, G00, G01, and G1 funds earn a CAPM alpha of 0.2 bps, -2 bps, and -0.7 bps per month, respectively, from their risky holdings. In contrast, G2 funds earn a monthly CAPM alpha of 41 bps (t -statistic = 3.62); the difference between G2's risky-holdings-based CAPM alpha and that of any other fund group is statistically significant at the 1% level.

We further explore the sources of the positive alpha of G2 funds. As proposed in prior research, the ability to short not only allows investors to exploit their information advantage on the downside but also helps hedge their industry/factor risks on the upside,

thus allowing investors to leverage their positive information more aggressively (e.g., Huang, O’Hara, and Zhong, 2021; Hwang, Liu, and Xu, 2019). To examine these two possibilities, we decompose the risky-holdings-based return into a long-stock-position return and a short-stock-position return, both of which are adjusted by their respective portfolio weights (in other words, the risky-holdings-based return = long-stock-position return + short-stock-position return). As shown in columns (2) and (3) of Panel B, long and short stock holdings contribute roughly 60% and 40% of G2 funds’ CAPM alpha; specifically, G2 funds earn 23 bps of CAPM alpha from their long positions and 18 bps from their short positions.²⁰ In other words, aggressive long-short mutual funds reap the benefits of short-selling on both sides of their portfolios.

In column (5), we report the CAPM alpha based on total fund returns. Long-short equity funds in G2 again are the only group with a positive CAPM alpha of 19 bps per month (*t-statistic* = 2.5). The difference in CAPM alpha based on total fund returns between G2 and any other fund group is again statistically significant. In column (4) of the same panel, we report risky-holdings-based CAPM alpha adjusted for funds’ cash%. The difference in alphas between columns (4) and (5) for G2, which is roughly 7 bps per month, reflects mutual funds’ unobserved intra-quarter trading activity as well as the transaction costs incurred in their trading (e.g., Kacperczyk, Sialm, and Zheng, 2008).

We then repeat the same portfolio exercise with different risk models in Panels C–G, corresponding to the Fama-French three-factor model, the Fama-French-Carhart four-factor model, the Fama-French-Carhart four-factor plus Pastor-Stambaugh liquidity-factor model, the Fama-French five-factor model, and the Fung and Hsieh (2001) seven-factor model, respectively.²¹ The results are virtually unchanged; after controlling for these risk models, long-short equity funds in G2 outperform long-only funds in G0 by roughly

²⁰ The excess returns of G2 funds’ short positions are negative, as shown in Panel A; this is because short positions bet against the market and therefore lose out on the market risk premium. Indeed, after controlling for the market factor, the CAPM alpha of G2 funds’ short positions is significantly positive.

²¹ See Fung and Hsieh (2001) for details of the seven-factor model. We thank Fung and Hsieh for making their data available online: <https://faculty.fuqua.duke.edu/~dah7/HERFData.htm>.

40 bps per month in terms of risky-holdings-based returns and by about 25 bps per month in CRSP fund returns.

One potential concern with the above return pattern is that long-short equity funds and long-only funds differ along other fund characteristics, such as fund size and age, which are known to be associated with average fund returns (e.g., Chen, Hong, Huang, and Kubik, 2004; Pollet and Wilson, 2008). To address this concern, we conduct two additional tests. First, instead of reporting portfolio returns, we conduct Fama-MacBeth regressions of fund returns on short% group dummies, as well as a set of fund characteristics including the logarithm of fund TNA, fund age, turnover, and expense ratios. The time series of the coefficients on these short% group dummies then indicates the average monthly returns of these fund groups after controlling for various fund characteristics. As shown in Table 7, the results are nearly identical to those reported in Table 6. G2 funds outperform long-only funds by more than 40 bps per month in terms of risky-holdings-based returns and by more than 20 bps in terms of CRSP fund returns. These return differences are statistically significant and robust to a range of risk adjustments.

In the second test, we use a matching procedure to account for nonlinear effects of fund size and age on fund performance. Specifically, for each long-short fund in G2, we select three long-only funds that 1) are launched in the two-year window around the inception date of the G2 fund, and 2) have the closest TNA to the G2 fund. As shown in Online Appendix Table A5, G2 funds once again outperform long-only funds with similar fund age and size by more than 40 bps per month in risky-holdings-based returns and by nearly 30 bps per month in CRSP fund returns.

There are two possible interpretations of the documented return differential between long-short equity funds and long-only funds. First, this return difference is consistent with a selection channel: managers of long-short funds are simply more skilled than managers of long-only funds, and it is the skill difference that drives the return

difference.²² Second, short selling has a causal impact on fund performance; that is, the ability to short broadens managers' opportunity set, thereby enhancing their ability to produce abnormal returns. To help distinguish between the two views, we compare the performance of long-short mutual funds with long-only funds that are simultaneously managed by the same managers.

As shown in Online Appendix Table A6, in which $\text{short}^0\%$ is calculated using information both in the previous eight quarters and over the entire sample, G2 funds' risk holdings significantly outperform those of their comanaged long-only funds. For example, the difference in Fama-French-Carhart four-factor alpha between long-short funds and their comanaged long-only funds is 47 bps per month ($t\text{-statistic} = 2.93$).²³ Although we cannot entirely rule out the selection channel, these results are more consistent with the view that short selling helps improve fund performance.²⁴

In Online Appendix Table A8, we report two additional measures of fund performance. Column (1) reports the average Sharpe ratio of each mutual fund group. As cash holdings do not affect the Sharpe ratio, and G2 is the only group with a significantly positive alpha, long-short equity funds in G2 have a Sharpe ratio that is significantly higher than other groups. For example, the annualized Sharpe ratio of G0 is 0.54, and that of G2 is 0.696; the latter is more than 30% higher. For reference, the annualized stock market Sharpe ratio in our sample is 0.56. Column (2) then reports tracking errors of various mutual fund groups. Given a market beta of 0.6, G2 funds have an annual

²² Consistent with this view, Nohel, Wang, and Zheng (2010) and Deuskar, Pollet, Wang, and Zheng (2011) show that outperforming mutual fund managers are more likely to manage long-short hedge funds side-by-side (as a way to retain talent in the mutual fund industry) and that these side-by-side mutual fund managers keep outperforming their peer managers going forward.

²³ Consistent with Chen, Desai and Krishnamurthy (2013), we also find that the long-only funds comanaged by long-short fund managers produce a marginally significant alpha of about 11bps per month.

²⁴ One potential explanation for the results in Table A7 is that long-short funds charge higher management fees so fund managers are more incentivized to produce alphas in the long-short funds than the comanaged long-only funds. To show this is not the case, we conduct panel regressions of fund returns on expense ratios within the sample of comanaged funds. As shown in Online Appendix Table A7, expense ratios are insignificantly associated with future fund returns.

tracking error of over 10%; for comparison, the average annual tracking error in G0 and G1 is around 6%.

In sum, the results presented in Tables 6–7 show that aggressive long-short equity funds are able to generate significant abnormal returns in their risk holdings by exploiting both the information and hedging benefits of short selling. However, their large cash holdings (nearly 40% of their TNA) and low market beta (around 0.6) put a drag on their total performance. As a result, long-short funds underperform long-only funds in total fund returns by about 50 bps a year (albeit statistically insignificant). Coupled with the fact that G2 funds have an annual expense ratio that is 50 bps higher than that of G0 funds, the net-of-fee return difference between long-short funds and long-only funds is around 1% per year.

4.5. Flow-Performance Relations

In our final set of analyses, we link long-short equity funds' cash-hoarding behavior to their capital flow patterns and the ways in which mutual funds deal with capital flows. To start, we compare the flow-performance sensitivity across different mutual fund groups. The flow-performance sensitivity is defined as the regression coefficient of quarterly flows on lagged annual fund returns (measured against various asset pricing models) after controlling for fund flows in the previous four quarters.

Table 8 reports the regression results. Capital flows to long-short mutual funds are much more sensitive to funds' past performance than those of long-only mutual funds. For example, the regression coefficient of quarterly fund flows on lagged excess fund returns is 5.527 for G2 funds, 3.018 for G1 funds, and 2.154 for long-only funds (those in G00 and G01). This monotonically decreasing pattern remains strong if we instead use risk-adjusted returns as the performance measure.

We conduct additional tests to show that the results in Table 8 are not driven by observable fund characteristics. First, in Online Appendix Table A9, we follow the matching procedure in Table A5 and focus on G2 funds and long-only funds with similar fund size and age. We still observe that the flow-performance sensitivity of long-short

funds is significantly higher than that of long-only funds after controlling for fund size and age. Second, to address the concern that long-short funds may have different fund return volatilities than long-only funds, we use the cross-sectional fund performance ranking instead of actual fund performance on the right-hand-side of the equation in Online Appendix Table A10, and find very similar results as those reported in Table 8.

One potential explanation for the large heterogeneity in the flow-performance sensitivity is the difference in the types of investors that long-only and long-short funds attract. This can be seen from mutual fund classifications used by gatekeeper platforms such as Morningstar and Lipper. Long-short equity mutual funds are often classified as extended core funds, long/short equity funds or alternative funds, while long-only funds are often classified as large-cap/small-cap/value/growth core funds. Consequently, one interpretation of our result is that investors of long-short funds are more sophisticated and therefore more attentive to past fund performance (in particular abnormal fund returns) relative to investors in long-only funds.

Our second analysis examines the contemporaneous relation between quarterly changes in a fund’s cash holdings and its capital flows. More specifically, we conduct Fama-MacBeth regressions in which the dependent variable is the change in cash holdings from quarter $t - 1$ to t scaled by the fund’s TNA at the end of quarter $t - 1$, and the independent variable of interest is the fund’s capital flow in quarter t divided by the fund’s TNA in quarter $t - 1$. If mutual funds use only cash to absorb their quarterly capital flows, we expect to see a regression coefficient of 1; if, on the other hand, mutual funds deal with capital flows entirely by scaling up or down their risky holdings, we expect a coefficient of 0.

Table 9 reports the regression results. Aggressive long-short mutual funds are much more prone to use cash to absorb capital flows. For example, the sensitivity of cash holdings to capital flows is 0.23 for G2 funds, 0.08 for G1 funds, and 0.04 for G0 funds. This same declining pattern is even more pronounced for the outflow sample: the same regression coefficient becomes 0.27 for G2 funds, 0.07 for G1 funds, and 0.03 for G0 funds

for fund-quarters with capital outflows.²⁵ Note that these coefficients likely understate the importance of cash in dealing with capital flows as we focus on quarterly flows; mutual funds rely much more on their cash holdings to absorb daily flows. Consequently, we think of these estimates as a lower bound of the sensitivity of cash to capital flows.

Based on our estimates of the cash-holdings-to-capital-flows sensitivity, we then gauge the economic significance of long-short equity funds' cash holdings in a back-of-the-envelope calculation. The typical G2 fund holds 37% of its TNA in cash and cash equivalents (Panel B of Table 3), and has a short position weight of 52%. Assuming a cash-collateral requirement of 20% (30%), long-short equity funds hold 26% (21%) excess cash. Meanwhile, G2 funds' quarterly flows have a standard deviation of 23%, so a one standard deviation move in capital outflows is associated with a 6% ($= 23\% \times 0.27$) reduction in cash holdings. Put differently, G2 funds hold sufficient cash to accommodate a three-to-four-standard-deviation increase in quarterly outflows.

One plausible interpretation of G2 funds' cash-hoarding behavior, based on the results in Tables 8 and 9, is that because a) funds in G2 face a much stronger flow-performance sensitivity and thus more volatile capital flows, and b) their liquidation trades involve opening/closing both long and short positions (and so are more costly than in the case of long-only funds), G2 funds optimally hoard cash to absorb short-term capital flows and therefore mitigate the associated liquidation costs.

5. A Coherent Framework for Thinking about the Results

In sum, our analyses reveal several novel facts about long-short mutual funds. First, aggressive long-short equity funds (i.e., those with significant short positions) hold a substantial amount of cash, nearly 40% of their TNA, and have a market beta substantially below one. Second, these funds earn a large abnormal return of 5% a year

²⁵ One potential explanation for the large cash holdings by G2 funds is that they cannot easily use long positions as collateral for their short positions due to high turnover. In Online Appendix Table A11, we show that this explanation is unlikely to drive our results as portfolio turnover has no impact on the relation between cash holdings and short positions of mutual funds.

from their equity positions, but do not outperform long-only products in terms of total returns yet have a much larger tracking error. Finally, long-short equity funds face substantially stronger flow-performance sensitivities and more volatile flows; they are also much more likely to use cash to absorb temporary capital flows compared to their long-only peers.

Our results, taken together, are inconsistent with some popular explanations for mutual funds' rare use of short selling: 1) regulatory constraints (virtually all were lifted by 1997), 2) client restrictions (nearly 50% of equity funds explicitly allow for short selling in their SEC filings), 3) the lack of short-selling skills in the mutual fund industry (G2 funds produce an average alpha of 5% a year through their risky holdings), and 4) large costs and risks associated with short selling (most G2 funds are well-diversified on both their long and short legs).²⁶

We instead propose a novel (albeit partial) explanation for the disappointing growth of long-short equity funds. First, although the ability to short allows mutual funds to better leverage their information advantage and hedge their portfolio risk to achieve higher abnormal returns, long-short mutual funds also face substantially more volatile flows, in part because they attract more attentive clients. In response, long-short funds hoard cash to cushion capital flows and to mitigate liquidation costs; the resulting cash dilution adversely affects their returns. In balance, long-short funds do not outperform long-only funds in terms of total returns yet have a much larger tracking error.

Second, as shown in Ben-David, Li, Rossi, and Song (2022), investors rely primarily on benchmark-adjusted, rather than risk-adjusted, fund returns in their mutual fund allocation decisions. Consequently, long-short funds, which are typically benchmarked against long-only indices (e.g., S&P 500), are unable to attract capital away from traditional long-only products.

6. Conclusion

²⁶ We go into more details of these popular explanations for the lack of growth in the long-short fund sector in Section 2 of the Online Appendix.

Although all regulatory restrictions on mutual fund short-selling were lifted more than two decades ago, and despite all the benefits of short selling to both mutual fund investors and market efficiency, the class of long-short equity funds has had disappointing growth in the last 20 years. By 2016, while nearly 50% of all equity mutual funds explicitly allowed for short selling in their prospectuses and quarterly SEC filings, only 3% had meaningful short positions.

To shed light on this puzzling observation, we collect detailed data on mutual funds' long/short positions, cash holdings, and capital flows from public SEC filings. Our analyses reveal a number of novel facts about long-short mutual funds. First, long-short equity funds hold a substantial amount of cash (nearly 40% of their TNA) in their portfolios and have a market beta substantially below one. Second, aggressive long-short equity funds earn significant abnormal returns in their risky holdings. Third, because of the large cash holdings and small market beta, long-short equity funds do not outperform long-only funds in terms of total returns yet have a much higher tracking error. Finally, long-short equity funds face much stronger flow-performance sensitivities and are much more likely to use cash to absorb temporary capital flows.

We propose a novel way of thinking about these results: long-short equity funds hold a substantial amount of cash to absorb fluctuations in capital flows; this portfolio choice lowers their total returns, increases their tracking errors, and makes them less attractive to the broader public. We leave it to future research to further our understanding of why the flow-performance relation is so much more sensitive for long-short equity funds and why long-short funds (and/or their clients) are content with a market beta substantially below one. Answers to both questions require granular information on the investor clientele in long-short equity funds.

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Table 1: Summary Statistics

This table reports the total number, total net assets under management (TNA), total short positions of long-short funds, as well as those of the universe of US equity funds each year during our sample period from June 2004 to December 2016. The number of G2 funds each year is reported in parentheses after the number of US long-short equity funds.

| Year | Number of Funds | | | | | | Total Assets (\$ Million) | | | |
|------|------------------|--------------------|--------------|----------------|--------|-----------------------|---------------------------|-----------|--------------------------|-----------|
| | Long-Short Funds | | | | | US Equity Funds | US | US Equity | | US Equity |
| | Total | US Equity (#G2) | Balanc ed | Intl Equity | Others | Permitted to Short | Equity Funds | TNA | Total Short Positions | TNA |
| 2004 | 157 | 57 (14) | 29 | 10 | 61 | 967 | 2,373 | 12,814 | 1,374 | 1,949,462 |
| 2005 | 161 | 65 (17) | 36 | 8 | 52 | 1,049 | 2,362 | 11,914 | 2,571 | 2,221,290 |
| 2006 | 222 | 94 (19) | 39 | 9 | 80 | 989 | 2,274 | 27,871 | 4,565 | 2,503,033 |
| 2007 | 282 | 113 (26) | 63 | 15 | 91 | 1,114 | 2,562 | 31,707 | 7,376 | 2,636,604 |
| 2008 | 283 | 115 (36) | 78 | 13 | 77 | 1,253 | 2,793 | 30,322 | 5,799 | 2,289,644 |
| 2009 | 265 | 100 (29) | 79 | 17 | 69 | 1,161 | 2,638 | 27,393 | 7,479 | 1,950,401 |
| 2010 | 301 | 133 (47) | 95 | 15 | 58 | 1,155 | 2,547 | 42,986 | 8,090 | 2,238,542 |
| 2011 | 318 | 136 (57) | 132 | 17 | 33 | 1,056 | 2,289 | 53,880 | 8,712 | 2,623,638 |
| 2012 | 335 | 132 (57) | 151 | 21 | 31 | 1,020 | 2,195 | 49,601 | 7,110 | 2,866,396 |
| 2013 | 347 | 135 (63) | 149 | 29 | 34 | 974 | 2,078 | 67,831 | 9,446 | 3,463,929 |
| 2014 | 377 | 131 (72) | 136 | 31 | 79 | 916 | 1,996 | 139,001 | 12,576 | 4,102,284 |
| 2015 | 450 | 154 (82) | 161 | 24 | 111 | 879 | 1,947 | 118,477 | 12,666 | 4,127,552 |
| 2016 | 453 | 153 (86) | 168 | 20 | 112 | 859 | 1,892 | 101,672 | 15,833 | 4,187,769 |

Table 2: Fund, Manager, and Holdings Characteristics

This table reports the panel distribution of fund, manager, and holdings characteristics of different types of US equity mutual funds. We classify mutual fund/quarter observations into four groups: G00 includes all mutual funds that are self-restrained from short selling; G01 includes mutual funds that are allowed to short sell but do not use short sales in any of the previous eight quarters; G1 includes long-short funds whose short positions account for less than 20% of the funds' total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. Panel A reports fund characteristics of funds in each group, including TNA, monthly turnover, annual expense ratio, and fund age. Panel B reports manager characteristics for each fund group. *No. of years with the current fund* measures how long the current fund managers have been managing the fund. *Team management* is a dummy variable that is equal to 1 if a fund is managed by more than one manager in the current quarter. *Fraction of Managers with a Ph.D. degree* is the fraction of managers who have a Ph.D. degree within each fund. Panel C reports the holdings characteristics of aggressive long-short funds in group G2. *Number of stocks* measures the number of stocks in long and short portfolios in each G2 fund. We also report the distribution of the average short interest for each G2 fund: equal-weighted short interest is the simple average of short interest within each fund, and the value-weighted short interest is weighted by the value of a stock's short position as a fraction of the fund's total short positions. The table reports the mean, the median, and the 5th, 25th, 75th, and 95th percentiles.

| Panel A: Fund Characteristics | | | | | | |
|-------------------------------|---------|-------|-------|--------|---------|---------|
| | Mean | 5th | 25th | 50th | 75th | 95th |
| <i>TNA (\$ million)</i> | | | | | | |
| G00(=0) | 1415.30 | 13.10 | 64.60 | 232.30 | 884.60 | 5317.40 |
| G01(=0) | 1483.74 | 13.60 | 75.40 | 292.50 | 1016.30 | 5717.70 |
| G1(0-20%) | 1713.99 | 10.90 | 51.00 | 209.10 | 1257.40 | 7674.70 |
| G2(\geq 20%) | 362.51 | 9.70 | 38.10 | 97.20 | 324.60 | 1636.00 |
| <i>Monthly turnover</i> | | | | | | |
| G00(=0) | 0.06 | 0.01 | 0.02 | 0.05 | 0.08 | 0.17 |
| G01(=0) | 0.08 | 0.01 | 0.03 | 0.05 | 0.09 | 0.20 |
| G1(0-20%) | 0.09 | 0.01 | 0.03 | 0.06 | 0.12 | 0.26 |
| G2(\geq 20%) | 0.21 | 0.05 | 0.09 | 0.15 | 0.26 | 0.59 |
| <i>Annual expense ratio</i> | | | | | | |
| G00(=0) | 1.12% | 0.26% | 0.85% | 1.12% | 1.38% | 1.91% |
| G01(=0) | 1.13% | 0.39% | 0.86% | 1.10% | 1.40% | 1.87% |
| G1(0-20%) | 1.25% | 0.20% | 0.81% | 1.29% | 1.62% | 2.34% |
| G2(\geq 20%) | 1.61% | 1.04% | 1.30% | 1.52% | 1.85% | 2.50% |
| <i>Fund age</i> | | | | | | |
| G00(=0) | 15.25 | 2.42 | 7.25 | 12.17 | 18.67 | 41.50 |
| G01(=0) | 13.41 | 2.42 | 6.58 | 10.75 | 16.92 | 30.92 |
| G1(0-20%) | 12.68 | 1.00 | 4.50 | 10.75 | 16.67 | 35.92 |
| G2(\geq 20%) | 6.85 | 0.67 | 2.58 | 5.50 | 9.58 | 17.33 |

| Panel B: Fund Manager Characteristics | | | | | | |
|--|--------|-------|-------|-------|-------|--------|
| | Mean | 5th | 25th | 50th | 75th | 95th |
| <i>No. of years with the current fund</i> | | | | | | |
| G00(=0) | 7.20 | 1.33 | 3.33 | 5.83 | 9.58 | 17.83 |
| G01(=0) | 6.39 | 1.08 | 2.83 | 5.33 | 8.83 | 14.92 |
| G1(0-20%) | 5.10 | 1.08 | 2.33 | 4.08 | 7.00 | 12.33 |
| G2(\geq 20%) | 4.84 | 0.83 | 2.33 | 4.08 | 6.83 | 10.33 |
| <i>Team management</i> | | | | | | |
| G00(=0) | 0.58 | 0.00 | 0.00 | 1.00 | 1.00 | 1.00 |
| G01(=0) | 0.58 | 0.00 | 0.00 | 1.00 | 1.00 | 1.00 |
| G1(0-20%) | 0.55 | 0.00 | 0.00 | 1.00 | 1.00 | 1.00 |
| G2(\geq 20%) | 0.66 | 0.00 | 0.00 | 1.00 | 1.00 | 1.00 |
| <i>Fraction of managers with a Ph.D. degree</i> | | | | | | |
| G00(=0) | 0.03 | 0.00 | 0.00 | 0.00 | 0.00 | 0.33 |
| G01(=0) | 0.03 | 0.00 | 0.00 | 0.00 | 0.00 | 0.20 |
| G1(0-20%) | 0.05 | 0.00 | 0.00 | 0.00 | 0.00 | 0.33 |
| G2(\geq 20%) | 0.07 | 0.00 | 0.00 | 0.00 | 0.00 | 0.67 |
| Panel C: Long-Short Fund (G2) Holdings Characteristics | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| <i>Number of stocks</i> | | | | | | |
| Long positions | 204.71 | 32 | 80 | 135 | 215 | 553 |
| Short positions | 154.94 | 18 | 52 | 108 | 172 | 435 |
| <i>Short interest of stocks</i> | | | | | | |
| Equal weighted | 6.69% | 3.50% | 4.81% | 6.17% | 7.92% | 11.36% |
| Value weighted | 6.69% | 3.16% | 4.68% | 6.11% | 8.06% | 12.29% |

Table 3: Portfolio Compositions: Long, Short, and Cash Holdings

This table reports the portfolio weights of long positions, cash holdings, and short positions of different types of US equity mutual funds. We classify mutual fund/quarter observations into four groups: G00 includes all mutual funds that are self-restrained from short selling; G01 includes mutual funds that are allowed to short sell but do not use short sales in any of the previous eight quarters; G1 includes long-short funds whose short positions account for less than 20% of the funds' total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. For each fund in each quarter, we define the $long\%$, $short\%$, and $cash\%$ as the ratio of total value of stocks in long positions, the absolute value of stocks in short positions, and the value of cash and cash equivalents to fund TNA, respectively. Panels A, B, and C report the time-series average of cross-sectional summary statistics of $long\%$, $cash\%$, and $short\%$ for different fund groups, respectively. Panel D reports panel regression results with fund-quarter-level observations that examine the contemporaneous association between $long\%$, $cash\%$, and $short\%$. The main independent variable of interest is a fund's $short\%$ in each quarter; the main dependent variable in columns (1)–(3) is $long\%$, and that in columns (4)–(6) is $cash\%$ in the same quarter. We control for time-fixed effects in columns (1) and (4), fund-fixed effects in columns (2) and (5), and both time and fund-fixed effects in columns (3) and (6). $long\%$ is winsorized above at the value of 200%, $short\%$ is winsorized above at the value of 100%, and $cash\%$ is winsorized at the values of -90% and 90%. Panel E reports the results from panel regressions where the observations are at the fund-quarter-industry level. The dependent variable is the market value of long positions in each industry divided by the fund's total TNA (denoted as $long\%$ in this panel), and the independent variable of interest is the market value of short positions in the same industry divided by the fund's TNA (denoted as $short\%$ in this panel). Industries are defined using two-digit Standard Industrial Classification (SIC) codes. Variables are winsorized at the 1st and 99th percentiles within each quarter. Columns (1)–(2) include all industries, while columns (3)–(4) exclude industries in which the fund has no holdings either in the long leg or in the short leg in that quarter. We control for fund \times industry-fixed effects in columns (1) and (3), and both additionally time-fixed effects in columns (2) and (4). Standard errors clustered at both the time and fund levels are reported in parentheses. ***, ** and * indicate significance at the 1%, 5%, and 10% levels, respectively.

| Panel A: Cross-Sectional Distribution of $long\%$ | | | | | | |
|---|---------|--------|--------|--------|---------|---------|
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 92.51% | 77.62% | 88.83% | 93.01% | 96.00% | 101.33% |
| G01(=0) | 91.70% | 75.50% | 87.50% | 92.26% | 95.41% | 100.89% |
| G1(0-20%) | 106.22% | 55.65% | 87.03% | 95.41% | 110.03% | 158.88% |
| G2(\geq 20%) | 108.96% | 62.12% | 85.80% | 99.87% | 124.22% | 184.26% |

| Panel B: Cross-Sectional Distribution of $cash\%$ | | | | | | |
|---|--------|---------|--------|--------|--------|--------|
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 2.72% | -0.01% | 0.29% | 1.61% | 3.62% | 9.08% |
| G01(=0) | 2.51% | -0.04% | 0.26% | 1.44% | 3.45% | 8.84% |
| G1(0-20%) | 6.48% | -0.33% | 0.29% | 2.08% | 6.76% | 32.28% |
| G2(\geq 20%) | 36.91% | -0.43% | 3.19% | 25.66% | 75.20% | 90.00% |
| G2 - $short\%*0.2$ | 26.45% | -15.37% | -3.66% | 17.67% | 61.98% | 75.78% |
| G2 - $short\%*0.3$ | 21.22% | -23.20% | -7.23% | 14.30% | 55.32% | 68.99% |

| Panel C: Cross-Sectional Distribution of short% | | | | | | |
|---|--------|--------|--------|--------|--------|--------|
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| G01(=0) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| G1(0-20%) | 4.42% | 0.00% | 0.00% | 0.16% | 5.08% | 21.39% |
| G2(\geq 20%) | 52.29% | 13.64% | 28.43% | 46.75% | 78.79% | 95.39% |

| Panel D: Long Positions, Cash Holdings, and Short Positions | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <i>Depvar</i> = | <i>Long%</i> | | | <i>Cash%</i> | | |
| | (1) | (2) | (3) | (4) | (5) | (6) |
| <i>Short%</i> | 0.291*** (0.050) | 0.765*** (0.079) | 0.764*** (0.080) | 0.755*** (0.048) | 0.206*** (0.055) | 0.207*** (0.055) |
| Time Fixed Effects | Yes | | Yes | Yes | | Yes |
| Fund Fixed Effects | | Yes | Yes | | Yes | Yes |
| No. Obs. | 99,051 | 99,051 | 99,051 | 99,051 | 99,051 | 99,051 |
| Adj. R^2 | 0.133 | 0.447 | 0.533 | 0.436 | 0.731 | 0.733 |

| Panel E: Long Positions and Short Positions by Industry | | | | |
|---|---------------------|---------------------|--|---------------------|
| <i>Depvar</i> = | All Industries | | Excluding Industries where Funds Have no Holdings | |
| | <i>Long%</i> | <i>Long%</i> | <i>Long%</i> | <i>Long%</i> |
| | (1) | (2) | (3) | (4) |
| <i>Short%</i> | 1.210*** (0.269) | 1.201*** (0.265) | 0.869*** (0.335) | 0.853*** (0.326) |
| Time Fixed Effects | | Yes | | Yes |
| Fund×Industry Fixed Effects | Yes | Yes | Yes | Yes |
| No. Obs. | 776,282 | 776,282 | 357,880 | 357,880 |
| Adj. R^2 | 0.565 | 0.568 | 0.584 | 0.591 |

Table 4: Mutual Funds' CAPM Beta

This table reports the relation between short positions and funds' market beta. We classify mutual fund/quarter observations into four groups: G00 includes all mutual funds that are self-restrained from short selling; G01 includes mutual funds that are allowed to short sell but do not use short sales in any of the previous eight quarters; G1 includes long-short funds whose short positions account for less than 20% of the funds' total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. Panel A reports the time series average of cross-sectional distribution of market betas based on funds' stock holdings (*Risky-Holdings-Based Beta*), as well as market betas of funds' overall returns (*Fund Return Beta*). The *Risky-Holdings-Based Beta* is defined as the weighted average beta of all stocks in the portfolio, where the stock beta is calculated using monthly returns in a rolling past-three-year window. The *Fund Return Beta* is calculated using CRSP monthly returns in the 12 months after the short% classification. Within each quarter, we winsorize market betas at the 1st and 99th percentiles. Panel B reports panel regressions that examine the relation between market beta and short%. The dependent variable in columns (1)–(3) is *Risky-Holdings-Based Beta*, and that in columns (4)–(6) is *Fund Return Beta*. The independent variable is the short% of the same fund in the same quarter. We winsorize short% above at the value of 100%. We control for time-fixed effects in columns (1) and (4), fund-fixed effects in columns (2) and (5), and both time and fund-fixed effects in columns (3) and (6). Standard errors clustered at both the time and fund levels are reported in parentheses. ***, **, and * indicate significance at the 1%, 5%, and 10% levels, respectively.

| Panel A: Cross-Sectional Distribution of Market Beta | | | | | | |
|--|-------|-------|-------|-------|-------|-------|
| | Mean | 5th | 25th | 50th | 75th | 95th |
| <i>Risky-Holdings-Based Beta</i> | | | | | | |
| G00(=0) | 1.124 | 0.799 | 0.978 | 1.104 | 1.259 | 1.515 |
| G01(=0) | 1.150 | 0.784 | 0.999 | 1.131 | 1.292 | 1.562 |
| G1(0-20%) | 1.111 | 0.789 | 0.976 | 1.080 | 1.227 | 1.502 |
| G2(\geq 20%) | 1.046 | 0.669 | 0.847 | 1.046 | 1.228 | 1.460 |
| <i>Fund Return Beta</i> | | | | | | |
| G00(=0) | 1.064 | 0.664 | 0.907 | 1.048 | 1.223 | 1.496 |
| G01(=0) | 1.098 | 0.670 | 0.926 | 1.075 | 1.256 | 1.599 |
| G1(0-20%) | 0.968 | 0.427 | 0.809 | 0.994 | 1.134 | 1.421 |
| G2(\geq 20%) | 0.633 | 0.099 | 0.360 | 0.668 | 0.899 | 1.111 |

| Panel B: Portfolio Beta and Short Positions | | | | | | |
|---|---------------------------|---------|---------|------------------|---------|---------|
| <i>Depvar =</i> | Risky-Holdings-Based Beta | | | Fund Return Beta | | |
| | (1) | (2) | (3) | (4) | (5) | (6) |
| <i>Short%</i> | -0.0688 | -0.0644 | -0.0498 | -0.845*** | -0.0313 | -0.0221 |
| | (0.045) | (0.073) | (0.081) | (0.087) | (0.057) | (0.055) |
| Time Fixed Effects | Yes | | Yes | Yes | | Yes |
| Fund Fixed Effects | | Yes | Yes | | Yes | Yes |
| No. Obs. | 101,077 | 101,077 | 101,077 | 94,090 | 94,090 | 94,090 |
| Adj. R^2 | 0.070 | 0.546 | 0.610 | 0.096 | 0.411 | 0.473 |

Table 5: Excluding Funds with Derivative Holdings and Market-Neutral Funds

This table repeats the analyses of Panels A–C of Table 3 and Panel A of Table 4 but excludes all funds that report derivative holdings in SEC Form N-SAR or excludes all market neutral funds (those with “EMN” Lipper classification) separately. We classify mutual fund/quarter observations into four groups: G00 includes all mutual funds that are self-refrained from short selling; G01 includes mutual funds that are allowed to short sell but do not use short sales in any of the previous eight quarters; G1 includes long-short funds whose short positions account for less than 20% of the funds’ total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. Panel A reports the analyses excluding funds that report derivative holdings, and Panel B reports that of funds excluding all market neutral funds.

Panel A1–A3 and Panel B1–B3 report the portfolio weights of long positions, cash holdings, and short positions. For each fund in each quarter, we define the long%, short%, and cash% as the ratio of total market value of stocks in long positions, the absolute market value of stocks in short positions, and the amount of cash and cash equivalents to fund TNA, respectively. Panels A1 (B1), A2 (B2) and A3 (B3) report the time-series average of cross-sectional summary statistics of long%, cash%, and short% for different fund groups excluding funds with derivative holdings (excluding market neutral funds).

Panel A4 and B4 report the time series average of cross-sectional distribution of market betas based on funds’ stock holdings (*Risky-Holdings-Based Beta*), as well as market betas of funds’ overall returns (*Fund Return Beta*), excluding funds with derivative holdings, and excluding all market neutral funds respectively. The *Risky-Holdings-Based Beta* is defined as the weighted average beta of all stocks in the portfolio, where the stock beta is calculated using monthly returns in a rolling-past-three-year window. The *Fund Return Beta* is calculated using CRSP monthly returns in the 12 months after the short% classification. Within each quarter, we winsorize market betas at the 1st and 99th percentiles.

| Panel A: Excluding Funds with Derivatives Holdings | | | | | | |
|--|---------|--------|--------|---------|---------|---------|
| A1: Cross-Sectional Distribution of long% | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 92.57% | 77.69% | 88.88% | 93.04% | 96.06% | 101.42% |
| G01(=0) | 91.78% | 76.54% | 87.56% | 92.25% | 95.48% | 100.96% |
| G1(0-20%) | 106.59% | 58.03% | 86.88% | 94.97% | 110.43% | 196.49% |
| G2(\geq 20%) | 108.88% | 59.65% | 86.33% | 100.20% | 124.39% | 184.91% |
| A2: Cross-Sectional Distribution of cash% | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 2.72% | -0.01% | 0.27% | 1.59% | 3.60% | 9.07% |
| G01(=0) | 2.46% | -0.01% | 0.26% | 1.45% | 3.43% | 8.51% |
| G1(0-20%) | 6.38% | -0.30% | 0.23% | 2.07% | 6.68% | 31.61% |
| G2(\geq 20%) | 37.96% | -0.12% | 2.99% | 28.47% | 77.14% | 90.00% |
| A3: Cross-Sectional Distribution of short% | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| G01(=0) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| G1(0-20%) | 4.11% | 0.00% | 0.00% | 0.14% | 4.19% | 21.57% |
| G2(\geq 20%) | 53.33% | 13.12% | 29.10% | 49.51% | 79.85% | 96.05% |
| A4: Cross-Sectional Distribution of Market Beta | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| <i>Risky-Holdings-Based Beta</i> | | | | | | |
| G00(=0) | 1.124 | 0.796 | 0.978 | 1.105 | 1.259 | 1.515 |
| G01(=0) | 1.154 | 0.776 | 1.002 | 1.135 | 1.296 | 1.580 |
| G1(0-20%) | 1.113 | 0.797 | 0.976 | 1.085 | 1.229 | 1.509 |
| G2(\geq 20%) | 1.041 | 0.657 | 0.842 | 1.033 | 1.231 | 1.457 |
| <i>Fund Return Beta</i> | | | | | | |
| G00(=0) | 1.065 | 0.664 | 0.907 | 1.049 | 1.223 | 1.500 |
| G01(=0) | 1.092 | 0.667 | 0.924 | 1.075 | 1.251 | 1.565 |
| G1(0-20%) | 0.980 | 0.442 | 0.840 | 1.005 | 1.139 | 1.419 |
| G2(\geq 20%) | 0.632 | 0.111 | 0.346 | 0.674 | 0.897 | 1.104 |

| Panel B: Excluding Equity Market Neutral Funds | | | | | | |
|---|---------|--------|--------|---------|---------|---------|
| B1: Cross-Sectional Distribution of long% | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 92.51% | 77.61% | 88.83% | 93.01% | 96.00% | 101.33% |
| G01(=0) | 91.70% | 75.50% | 87.50% | 92.26% | 95.41% | 100.89% |
| G1(0-20%) | 106.23% | 55.54% | 87.07% | 95.42% | 109.97% | 194.62% |
| G2(\geq 20%) | 113.36% | 64.60% | 89.83% | 109.04% | 128.27% | 182.09% |
| B2: Cross-Sectional Distribution of cash% | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 2.72% | -0.01% | 0.29% | 1.61% | 3.62% | 9.08% |
| G01(=0) | 2.51% | -0.04% | 0.26% | 1.44% | 3.45% | 8.84% |
| G1(0-20%) | 6.44% | -0.33% | 0.29% | 2.08% | 6.78% | 32.11% |
| G2(\geq 20%) | 27.33% | -5.05% | 2.83% | 15.65% | 48.93% | 88.34% |
| B3: Cross-Sectional Distribution of short% | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| G00(=0) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| G01(=0) | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| G1(0-20%) | 4.40% | 0.00% | 0.00% | 0.16% | 5.06% | 21.39% |
| G2(\geq 20%) | 44.27% | 12.00% | 27.17% | 37.17% | 59.07% | 93.94% |
| B4: Cross-Sectional Distribution of Market Beta | | | | | | |
| | Mean | 5th | 25th | 50th | 75th | 95th |
| <i>Risky-Holdings-Based Beta</i> | | | | | | |
| G00(=0) | 1.124 | 0.798 | 0.978 | 1.104 | 1.259 | 1.515 |
| G01(=0) | 1.150 | 0.784 | 0.999 | 1.131 | 1.292 | 1.562 |
| G1(0-20%) | 1.111 | 0.789 | 0.976 | 1.080 | 1.227 | 1.503 |
| G2(\geq 20%) | 1.037 | 0.683 | 0.839 | 1.029 | 1.215 | 1.429 |
| <i>Fund Return Beta</i> | | | | | | |
| G00(=0) | 1.065 | 0.668 | 0.907 | 1.048 | 1.223 | 1.496 |
| G01(=0) | 1.098 | 0.670 | 0.926 | 1.075 | 1.256 | 1.599 |
| G1(0-20%) | 0.968 | 0.427 | 0.809 | 0.994 | 1.134 | 1.421 |
| G2(\geq 20%) | 0.683 | 0.195 | 0.429 | 0.729 | 0.912 | 1.119 |

Table 6: Performance by Fund Groups

This table reports the equally weighted average fund performance of different groups of US equity mutual funds. We classify mutual fund/quarter observations into four groups: G00 includes all mutual funds that are self-restrained from short selling; G01 includes mutual funds that are allowed to short sell but do not use short sales in any of the previous eight quarters; G1 includes long-short funds whose short positions account for less than 20% of the funds' total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. We study several types of fund returns: a) monthly returns based on mutual funds' reported stock holdings, including those in both the long leg and short leg (*Stock Holding Returns*); b) cash-adjusted stock holding returns (*Stock Holding Returns* * (1 - cash%)); and c) fund overall returns as reported by CRSP (*Fund Returns*). We also decompose *Stock Holding Returns* into returns from long positions (*Long-Holding Returns*, weighted by portfolio weights) and those from short positions (*Short-Holding Returns*, also weighted by portfolio weights), so that *Stock Holding Returns* = *Long-Holding Returns* + *Short-Holding Returns*. To weed out data errors and incomplete records, we drop funds whose market value of long-leg holdings is smaller than that of short-leg holdings, as well as funds for which the correlation between *Stock Holding Returns* and *Fund Returns* is below 0.5. We report the returns in excess of risk-free rate in Panel A, CAPM alphas in Panel B, alphas adjusted by the Fama-French three factors in Panel C, alphas adjusted by Fama-French-Carhart four factors in Panel D, alphas adjusted by Fama-French-Carhart four factors plus the Pastor-Stambaugh liquidity factor in Panel E, alphas adjusted by Fama-French five factors in Panel F, and alphas adjusted by hedge fund seven factors in Panel G. *T*-statistics based on standard errors with Newey-West correction are reported in brackets. Estimates significant at the 5% level are indicated in bold.

| Panel A: Excess Returns | | | | | |
|-------------------------|--------------------------------|--------------------------------|-----------------------|-------------------------------------|--------------------------------|
| | Stock Holding Returns | Long-Holding Returns | Short-Holding Returns | Stock Holding Returns * (1 - Cash%) | Fund Returns (CRSP) |
| | (1) | (2) | (3) | (4) | (5) |
| G00(=0) | 0.728% [1.74] | 0.728% [1.74] | | 0.710% [1.75] | 0.697% [1.71] |
| G01(=0) | 0.725% [1.67] | 0.725% [1.67] | | 0.710% [1.68] | 0.713% [1.65] |
| G1(0-20%) | 0.707% [1.70] | 0.748% [1.68] | -0.041% [-1.51] | 0.662% [1.71] | 0.631% [1.69] |
| G2(\geq 20%) | 1.097% [2.63] | 1.329% [2.08] | -0.232% [-1.05] | 0.801% [2.45] | 0.653% [2.32] |
| G2-G00 | 0.369% [3.36] | 0.601% [2.61] | | 0.091% [0.72] | -0.045% [-0.29] |
| G2-G01 | 0.372% [3.30] | 0.604% [2.82] | | 0.091% [0.65] | -0.060% [-0.35] |
| G2-G1 | 0.389% [3.43] | 0.581% [2.82] | -0.191% [-0.97] | 0.139% [1.18] | 0.022% [0.17] |

Panel B: CAPM Alpha

| | Stock Holding Returns | Long-Holding Returns | Short-Holding Returns | Stock Holding Returns * (1 - Cash%) | Fund Returns (CRSP) |
|-----------------|-------------------------|-------------------------|-------------------------|-------------------------------------|-------------------------|
| | (1) | (2) | (3) | (4) | (5) |
| G00(=0) | 0.002% [0.04] | 0.002% [0.04] | | 0.004% [0.10] | -0.009% [-0.18] |
| G01(=0) | -0.019% [-0.35] | -0.019% [-0.35] | | -0.013% [-0.25] | -0.024% [-0.43] |
| G1(0-20%) | -0.007% [-0.14] | -0.016% [-0.30] | 0.009% [0.86] | -0.007% [-0.15] | -0.008% [-0.17] |
| G2(\geq 20%) | 0.409% [3.62] | 0.231% [2.16] | 0.177% [2.05] | 0.261% [2.95] | 0.194% [2.51] |
| G2-G00 | 0.406% [3.58] | 0.229% [2.70] | | 0.257% [2.67] | 0.203% [2.41] |
| G2-G01 | 0.427% [3.78] | 0.250% [3.02] | | 0.274% [2.81] | 0.218% [2.55] |
| G2-G1 | 0.416% [3.45] | 0.247% [2.80] | 0.168% [2.00] | 0.269% [2.60] | 0.202% [2.22] |

Panel C: Fama-French Three-Factor Alpha

| | Stock Holding Returns | Long-Holding Returns | Short-Holding Returns | Stock Holding Returns * (1 - Cash%) | Fund Returns (CRSP) |
|-----------------|-------------------------|-------------------------|-------------------------|-------------------------------------|-------------------------|
| | (1) | (2) | (3) | (4) | (5) |
| G00(=0) | 0.011% [0.32] | 0.011% [0.32] | | 0.013% [0.40] | -0.001% [-0.02] |
| G01(=0) | -0.010% [-0.23] | -0.010% [-0.23] | | -0.005% [-0.11] | -0.015% [-0.34] |
| G1(0-20%) | -0.003% [-0.08] | -0.011% [-0.27] | 0.008% [0.80] | -0.004% [-0.12] | -0.005% [-0.13] |
| G2(\geq 20%) | 0.415% [3.60] | 0.247% [2.42] | 0.168% [2.71] | 0.264% [2.94] | 0.197% [2.62] |
| G2-G00 | 0.405% [3.90] | 0.236% [2.72] | | 0.252% [3.10] | 0.198% [3.22] |
| G2-G01 | 0.425% [4.17] | 0.257% [3.07] | | 0.269% [3.32] | 0.213% [3.44] |
| G2-G1 | 0.418% [3.75] | 0.258% [2.89] | 0.160% [2.58] | 0.269% [2.98] | 0.203% [2.69] |

Panel D: Fama-French-Carhart Four-Factor Alpha

| | Stock Holding Returns | Long-Holding Returns | Short-Holding Returns | Stock Holding Returns * (1 - Cash%) | Fund Returns (CRSP) |
|-----------------|-------------------------|-------------------------|-------------------------|-------------------------------------|-------------------------|
| | (1) | (2) | (3) | (4) | (5) |
| G00(=0) | 0.013% [0.38] | 0.013% [0.38] | | 0.015% [0.46] | 0.002% [0.05] |
| G01(=0) | -0.007% [-0.15] | -0.007% [-0.15] | | -0.002% [-0.04] | -0.012% [-0.25] |
| G1(0-20%) | -0.004% [-0.11] | -0.011% [-0.25] | 0.007% [0.67] | -0.005% [-0.15] | -0.004% [-0.11] |
| G2(\geq 20%) | 0.399% [3.58] | 0.241% [2.42] | 0.159% [2.58] | 0.253% [2.94] | 0.192% [2.57] |
| G2-G00 | 0.386% [3.85] | 0.228% [2.71] | | 0.238% [3.07] | 0.190% [3.11] |
| G2-G01 | 0.406% [4.11] | 0.248% [3.05] | | 0.254% [3.29] | 0.204% [3.31] |
| G2-G1 | 0.403% [3.73] | 0.251% [2.92] | 0.152% [2.45] | 0.258% [2.97] | 0.196% [2.60] |

Panel E: Five-Factor (Carhart 4F+Liquidity) Alpha

| | Stock Holding Returns | Long-Holding Returns | Short-Holding Returns | Stock Holding Returns * (1 - Cash%) | Fund Returns (CRSP) |
|-----------------|-------------------------|-------------------------|-------------------------|-------------------------------------|-------------------------|
| | (1) | (2) | (3) | (4) | (5) |
| G00(=0) | 0.008% [0.30] | 0.008% [0.30] | | 0.010% [0.40] | -0.003% [-0.10] |
| G01(=0) | -0.013% [-0.35] | -0.013% [-0.35] | | -0.007% [-0.21] | -0.018% [-0.48] |
| G1(0-20%) | -0.007% [-0.19] | -0.014% [-0.36] | 0.007% [0.71] | -0.008% [-0.24] | -0.007% [-0.20] |
| G2(\geq 20%) | 0.384% [3.99] | 0.228% [2.52] | 0.155% [2.58] | 0.241% [3.26] | 0.181% [2.97] |
| G2-G00 | 0.375% [4.05] | 0.220% [2.69] | | 0.230% [3.18] | 0.184% [3.31] |
| G2-G01 | 0.396% [4.23] | 0.241% [2.99] | | 0.248% [3.34] | 0.199% [3.40] |
| G2-G1 | 0.391% [4.03] | 0.242% [2.94] | 0.148% [2.46] | 0.249% [3.19] | 0.189% [2.80] |

Panel F: Fama-French Five-Factor Alpha

| | Stock Holding Returns | Long-Holding Returns | Short-Holding Returns | Stock Holding Returns * (1 - Cash%) | Fund Returns (CRSP) |
|-----------------|--------------------------------|--------------------------------|--------------------------------|-------------------------------------|--------------------------------|
| | (1) | (2) | (3) | (4) | (5) |
| G00(=0) | 0.017% [0.56] | 0.017% [0.56] | | 0.018% [0.65] | 0.009% [0.31] |
| G01(=0) | 0.013% [0.35] | 0.013% [0.35] | | 0.016% [0.48] | 0.009% [0.25] |
| G1(0-20%) | 0.034% [1.07] | 0.025% [0.74] | 0.009% [0.84] | 0.033% [1.05] | 0.039% [1.16] |
| G2(\geq 20%) | 0.383% [3.70] | 0.247% [2.50] | 0.136% [2.20] | 0.233% [2.95] | 0.156% [2.25] |
| G2-G00 | 0.366% [3.94] | 0.230% [2.72] | | 0.215% [3.01] | 0.147% [2.56] |
| G2-G01 | 0.371% [4.08] | 0.234% [2.87] | | 0.217% [3.09] | 0.147% [2.63] |
| G2-G1 | 0.349% [3.63] | 0.221% [2.60] | 0.128% [2.07] | 0.201% [2.65] | 0.117% [1.70] |

Panel G: Hedge Fund Seven-Factor Alpha

| | Stock Holding Returns | Long-Holding Returns | Short-Holding Returns | Stock Holding Returns * (1 - Cash%) | Fund Returns (CRSP) |
|-----------------|--------------------------------|--------------------------------|-----------------------|-------------------------------------|--------------------------------|
| | (1) | (2) | (3) | (4) | (5) |
| G00(=0) | 0.080% [1.76] | 0.080% [1.76] | | 0.079% [1.79] | 0.067% [1.51] |
| G01(=0) | 0.063% [1.22] | 0.063% [1.22] | | 0.067% [1.32] | 0.058% [1.14] |
| G1(0-20%) | 0.079% [1.25] | 0.075% [1.13] | 0.004% [0.51] | 0.072% [1.16] | 0.072% [1.25] |
| G2(\geq 20%) | 0.497% [5.44] | 0.357% [3.71] | 0.140% [1.86] | 0.333% [4.79] | 0.259% [4.27] |
| G2-G00 | 0.417% [4.13] | 0.277% [3.57] | | 0.254% [2.94] | 0.192% [2.48] |
| G2-G01 | 0.434% [4.19] | 0.294% [3.80] | | 0.266% [2.95] | 0.201% [2.50] |
| G2-G1 | 0.418% [3.63] | 0.282% [3.50] | 0.136% [1.81] | 0.261% [2.55] | 0.187% [2.05] |

Table 7: Fund Performance Controlling for Fund Characteristics

This table reports the comparison of fund performance across different groups of US equity mutual funds. We classify mutual fund/quarter observations into four groups: G00 includes all mutual funds that are self-restrained from short selling; G01 includes mutual funds that are allowed to short sell but do not use short sales in any of the previous eight quarters; G1 includes long-short funds whose short positions account for less than 20% of the funds' total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. To control for fund characteristics and adjust for risk exposures, we take the following two steps in a similar spirit of Fama-MacBeth regressions. First, in each month, we run cross-sectional regressions of fund performance on fund group dummies, controlling for fund characteristics. The dependent variable is fund performance at month $t + 1$, measured as *Stock Holding Returns* in Panel A, and as *Fund Returns* (as reported in CRSP) in Panel B. The key independent variables are three dummy variables indicating whether the fund belongs to G01, G1, or G2 group, respectively (G00 is omitted and serves as the baseline group). Control variables include the logarithm of fund age since inception, the logarithm of fund TNA at the end of last quarter, as well as turnover and expense ratios in the last quarter. The regression specification is as follows:

$$Return_{i,t+1} = \sum_{n \in \{G01, G1, G2\}} \beta_{n,t} \cdot Dummy_{i,n,t} + \beta_{1,t} \cdot \log(Fund\ age_{i,t}) + \beta_{2,t} \cdot \log(TNA_{i,t}) + \beta_{3,t} \cdot Expense_{i,t} \\ + \beta_{4,t} \cdot Turnover_{i,t} + \varepsilon_{i,t+1},$$

where $Dummy_{i,n,t}$ is a dummy variable, which equals 1 if fund i belongs to group n ($n \in \{G01, G1, G2\}$) at month t and equals 0 otherwise. The estimate of $\beta_{n,t}$ represents the difference of monthly performance between funds in group n and funds in group G00, after controlling for fund characteristics. Meanwhile, the difference between the estimates of $\beta_{k,t}$ and $\beta_{l,t}$ represents the return difference of monthly performance between funds in groups k and l . In the second step, we run time-series regressions of estimates of $\beta_{n,t}$ on risk factors to obtain the difference of alphas between funds in different groups n and funds in group G00. We report the difference in excess returns in column (1), alphas adjusted by the market factor in column (2) (*CAPM*), alphas adjusted by the Fama-French three factors in column (3) (*FF 3F*), alphas adjusted by the Fama-French-Carhart four factors in column (4) (*Carhart 4F*), the Fama-French-Carhart four factors plus the Pastor-Stambaugh liquidity factor in column (5) (*4F+Liquidity*), alphas adjusted by the Fama-French five factors in column (6) (*FF 5F*), and alphas adjusted by the hedge fund seven factors in column (7) (*HF 7F*). To weed out data errors and incomplete records, we drop funds whose market value of long-leg holdings is smaller than that of short-leg holdings, as well as funds for which the correlation between *Stock Holding Returns* and *Fund Returns* is below 0.5. T -statistics based on standard errors with Newey-West correction are reported in brackets.

| Panel A: Stock Holding Returns | | | | | | | |
|--------------------------------|----------------|--------|--------|------------|--------------|--------|--------|
| | Excess Returns | CAPM | FF 3F | Carhart 4F | 4F+Liquidity | FF 5F | HF 7F |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| G2-G00 | 0.411% | 0.489% | 0.484% | 0.470% | 0.462% | 0.428% | 0.500% |
| | [3.18] | [3.75] | [4.73] | [4.67] | [4.82] | [4.46] | [4.10] |
| G2-G01 | 0.414% | 0.506% | 0.501% | 0.484% | 0.477% | 0.429% | 0.514% |
| | [3.06] | [3.85] | [4.81] | [4.71] | [4.79] | [4.51] | [4.10] |
| G2-G1 | 0.422% | 0.485% | 0.484% | 0.471% | 0.462% | 0.396% | 0.486% |
| | [3.29] | [3.66] | [4.37] | [4.35] | [4.56] | [3.70] | [3.75] |

| Panel B: Fund Returns | | | | | | | |
|-----------------------|----------------|--------|--------|------------|--------------|--------|--------|
| | Excess Returns | CAPM | FF 3F | Carhart 4F | 4F+Liquidity | FF 5F | HF 7F |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| G2-G00 | 0.037% | 0.324% | 0.315% | 0.309% | 0.305% | 0.242% | 0.304% |
| | [0.19] | [2.97] | [4.17] | [3.98] | [3.97] | [3.86] | [3.05] |
| G2-G01 | 0.018% | 0.333% | 0.324% | 0.314% | 0.312% | 0.237% | 0.308% |
| | [0.08] | [2.98] | [4.01] | [3.78] | [3.75] | [3.75] | [2.99] |
| G2-G1 | 0.074% | 0.296% | 0.292% | 0.285% | 0.281% | 0.183% | 0.271% |
| | [0.45] | [2.77] | [3.54] | [3.37] | [3.41] | [2.64] | [2.59] |

Table 8: Flow-Performance Sensitivity by Fund Groups

This table reports results from Fama-MacBeth regressions of fund flows on fund performance for different types of US equity mutual funds. We classify mutual fund/quarter observations into three groups: G0 includes all mutual funds that do not use short sales in any of the previous eight quarters (combining the previous G00 and G01); G1 includes long-short funds whose short positions account for less than 20% of the funds' total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. For each group of funds (G0, G1, or G2), we run Fama-MacBeth regressions and estimate the flow-performance sensitivity with the following specification:

$$flow_{i,t+1} = \beta_{0,t} + \beta_{1,t} \cdot Performance\ Measure_{i,t} + \sum_{n=1}^4 \gamma_{n,t} \cdot flow_{i,t+1-n} + \varepsilon_{i,t+1}.$$

The performance measure in quarter t is calculated as the average monthly excess returns in column (1), the alphas adjusted by CAPM model (*CAPM*) in column (2), the alphas adjusted by the Fama-French three factors (*FF 3F*) in column (3), the alphas adjusted by Fama-French-Carhart four factors (*Carhart 4F*) in column (4), the alphas adjusted by Fama-French-Carhart four factors plus the Pastor-Stambaugh liquidity factor (*4F+Liquidity*) in column (5), the alphas adjusted by Fama-French five factors (*FF 5F*) in column (6), and the alphas adjusted by the hedge fund seven factors in column (7) (*HF 7F*). The dependent variable $flow_{i,t+1}$ is calculated as the net capital flow to the fund in quarter $t + 1$ divided by the fund's TNA at the end of quarter t , and is winsorized at the 1st and 99th percentiles within each quarter. Control variables include lagged capital flows in the previous four quarters. We report the flow-performance sensitivity, defined as the time series average of the regression coefficient $\beta_{1,t}$, for each group of funds. The last row reports the difference between G2 funds and G0 funds. Standard errors with Newey-West correction are reported in parentheses. ***, **, and * indicate significance at the 1%, 5%, and 10% levels, respectively.

| <i>Depvar =</i> | Flow _{t+1} | | | | | | |
|-----------------|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | Excess Returns | CAPM | FF 3F | Carhart 4F | 4F+Liquidity | FF 5F | HF 7F |
| | (1) | (2) | (3) | (4) | (5) | (6) | (7) |
| G0(=0) | 2.154*** (0.291) | 2.039*** (0.257) | 2.116*** (0.186) | 1.884*** (0.187) | 1.692*** (0.182) | 1.545*** (0.156) | 1.136*** (0.167) |
| G1(0-20%) | 3.018*** (0.720) | 3.564*** (0.775) | 2.595*** (0.614) | 2.291*** (0.621) | 2.372*** (0.543) | 1.574*** (0.463) | 1.672*** (0.455) |
| G2(≥20%) | 5.527*** (1.560) | 10.587*** (2.434) | 8.155*** (2.544) | 8.205*** (2.589) | 8.527*** (2.568) | 3.939*** (1.472) | 4.233*** (1.359) |
| G2-G0 | 3.373** (1.643) | 8.548*** (2.485) | 6.039*** (2.479) | 6.321*** (2.434) | 6.835*** (2.325) | 2.394* (1.369) | 3.097*** (1.130) |

Table 9: Cash Holdings and Fund Flows by Fund Groups

This table reports results from Fama-MacBeth regressions of changes in fund cash positions on quarterly fund flows for different types of US equity mutual Funds. We classify mutual fund/quarter observations into three groups: G0 includes all mutual funds that do not use short sales in any of the previous eight quarters (combining the previous G00 and G01); G1 includes long-short funds whose short positions account for less than 20% of the funds' total net assets (TNA) on average in the past eight quarters; G2 includes long-short funds whose short positions account for more than 20% of their TNA on average in the previous eight quarters. For each group of funds (G0, G1, or G2), we run Fama-MacBeth regressions of changes in fund cash positions on fund flows in the same quarter, and report the estimated coefficients (the sensitivity) for each fund group. The dependent variable, $\Delta \text{Cash}_t/\text{TNA}_{t-1}$, is the change of cash dollar amount from the end of quarter $t-1$ to the end of quarter t , scaled by TNA at the end of quarter $t-1$. The independent variable flow_t is calculated as the net capital flow in quarter t divided by the fund's TNA at the end of quarter $t-1$. We also separate the fund-quarter observations into those with fund inflows ($\text{Flow}+$) and those with outflows ($\text{Flow}-$). The last row reports the difference in sensitivity between G2 funds and G0 funds. Fund flows and $\Delta \text{Cash}_t/\text{TNA}_{t-1}$ are winsorized at the 1st and 99th percentiles within each quarter. Standard errors with Newey-West correction and are reported in parentheses. ***, **, and * indicate significance at the 1%, 5%, and 10% levels, respectively.

| <i>Depvar =</i> | $\Delta \text{Cash}_t/\text{TNA}_{t-1}$ | | |
|-----------------|---|---------------------|---------------------|
| | Flow | Flow+ | Flow- |
| | (1) | (2) | (3) |
| G0(=0) | 0.037*** (0.002) | 0.038*** (0.003) | 0.031*** (0.003) |
| G1(0-20%) | 0.081*** (0.020) | 0.073** (0.032) | 0.074*** (0.025) |
| G2(\geq 20%) | 0.230*** (0.035) | 0.181*** (0.052) | 0.269*** (0.087) |
| G2-G0 | 0.193*** (0.035) | 0.143*** (0.053) | 0.238*** (0.086) |