Day trading for a living?

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November 21, 2019

Abstract

We show that it is virtually impossible for individuals to compete with HFTs and day trade for a living, contrary to what course providers claim. We observe all individuals who began to day trade between 2013 and 2015 in the Brazilian equity futures market, the third in terms of volume in the world, and who persisted for at least 300 days: 97% of them lost money, only 0.4% earned more than a bank teller (US$54 per day), and the top individual earned only US$310 per day with great risk (a standard deviation of US$2,560). We find no evidence of learning by day trading.

JEL Codes: C92, G02, G11, G12

Keywords: day trade, day trading for a living, retail investors, HFT, course providers, futures market

*We thank CVM (Comissão de Valores Mobiliários) for providing the data (Convênio USP/5988; Processo CVM: 19957.003333/2015-85) and Justin Birru, Bernardo Guimaraes, Bernard Herskovic, and Emanuel Ornelas for their valuable comments.

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1 Introduction

“[...] Our task is to use our research and teaching to curb the rent-seeking dimension of finance. We should use our research to challenge exiting practices in finance and blow the whistle on what does not work. We should be watchdogs of the financial industry [...].”

2015 American Finance Association presidential address (Zingales, 2015).

Day trading is the activity of buying and selling the same financial asset on the same day in the same quantity. According to a 2017 article in Forbes, “day trading is the new sexy that gets an inordinate amount of hype.”[1] A web search for the term “day trading for a living” displays encouraging results. The overall message is that day trading for a living is hard but, with sufficient training, fairly possible. For instance, an article by Investopedia[2] with the title “Should you quit your job to trade stocks?” begins as follows: “Trading is often viewed as a high barrier-to-entry field, but this is simply not the case in today’s market. Now, anyone with ambition and patience can trade, and do it for a living, even with little to no money. Sounds fantastic? It is, and there are so many options available to people with the desire to put in the time to learn.” Indeed, many brokerage houses and websites provide day trading courses for individuals.[3]

However, in today’s market, retail day traders have to compete with professional algorithms and high-frequency traders (HFTs) when trying to day trade for a living. Among those individuals who decide to face such a fierce competition, what is the proportion of winners? Among the winners, how much do they actually make and with which risk? Does the performance of retail day traders who persist improve with experience? We answer these questions in this paper.

[2]Investopedia is an American website based in New York City that focuses on investing and financial education and has nearly 100 million monthly page views. The article can be found at https://www.investopedia.com/articles/trading/09/how-to-trade-for-a-living.asp (as of July 30, 2019).

However, none of these papers look at retail day trading in the last decade, a period when the trading activity by HFTs has markedly increased. Moreover, we further differentiate our paper from this previous literature in that we focus on individuals who day trade regularly. As we show, this is crucial: the chances of succeeding monotonically decrease with the number of days an individual trades.

Barber, Lee, Liu, and Odean (2014) and Barber et al. (2019) analyze the activity of all stock day traders in Taiwan from 1992 to 2006 and also split day traders according to the number of days they trade. They find that less than 3% of the frequent day traders present consistent profit. Our data confirm this number. However, Barber, Lee, Liu, and Odean (2014) report that some frequent day traders perform “remarkably well,” what is at odds with what we find in our sample, possibly because of the stiff competition of HFTs in today’s market—indeed, we show that on days when HFTs are more active individuals incur on larger losses. Moreover, these two papers do not study if frequent day traders are able to improve their performance over time, a relevant piece of information for those willing to enroll in day trading courses. We run panel regressions with individual fixed effects and find that day traders do not improve their performance with experience.
Using a dataset provided to us by the Brazilian SEC (Comissão de Valores Mobiliários), we follow all individuals who day traded “mini-Ibovespa” futures contracts for their first time from 2013 to 2015, a total of 19,646 individuals. Mini-Ibovespa futures are the preferred assets by day traders in Brazil, being the third most traded equity index futures and options contracts in the world—ahead of the E-mini S&P 500 Futures and S&P 500 Index Options, for example.

We compute the total net profit obtained by each one of the 19,646 new day traders. Considering those who day traded for only one day (1,111 individuals), 29.8% obtained positive net profit. Considering those who day traded for 2 to 50 days (9,978), 51 to 100 days (3,100), 101 to 200 days (2,738), 201 to 300 days (1,168), and more than 300 days (1,551), 15.5%, 8.9%, 6.8%, 5.4%, and 3.0% obtained positive net profit, respectively. That is, contrary to what self-selection and learning would suggest, the proportion of successful day traders decreases monotonically with the number of days they trade. This peculiar pattern is similar to what we would find, for instance, in the casino roulette, where the proportion of successful players also monotonically decreases with the number of rounds played.

To analyze whether day traders learn with experience, we run panel regressions with all 1,551 individuals who day traded for more than 300 days. In the regressions, the dependent variable is the profit of each trading day, and the explanatory variables are a sequential number for the trading day of each day trader (1, 2, …) along with day trader fixed-effects. Differently to what brokerage specialists and course providers claim, we find no learning by day trading, that is, the expected profit is always negative and does not improve with time.

We observe a large increase in the trading activity of HFTs during our sample period.

4The underlying asset of the mini-Ibovespa future is the Ibovespa index, a portfolio with the 66 most liquid stocks listed in Brazil. The expiration dates of the futures contracts occur on every even month, on the Wednesday closest to the 15th calendar day of the contract month.

5According to the Futures Industry Association (FIA) 2018 report, the mini-Ibovespa futures totaled 706 million contracts, ahead of the E-mini S&P 500 Futures (445 million contracts), S&P 500 Index Options (371), Euro Stoxx 50 Index Futures (318), and Nikkei 225 Mini Futures (273). Also according to this report, the futures and options trading volume of the Brazilian Exchange ranked third in the world with 2.57 billion contracts closed.

6Net profit considers both exchange and brokerage fees, but does not include income taxes and other expenses such as the ones with courses and trading platforms.
The fraction of all deals closed by HFTs was 11.6% in 2012, 16.9% in 2013, 32.5% in 2014, 39.2% in 2015, 42.0% in 2016, and 41.9% in 2017. Given this increase in HFTs trading activity, our finding of no learning could simply reflect the tougher competition individuals had to face over time. However, even when we control the learning regressions for HFTs presence, we still find no evidence of learning by day trading. However, as expected, we find a strong negative coefficient of $HFT$, indicating that the greater presence of HFTs is harmful to individuals.

The facts that (i) only 47 out of the 1,551 persistent day traders (3.0%) profited net of fees and that (ii) there is no evidence of learning, may not be sufficient to discard day trading as a possible career. If the few who profited were able to earn a lot, individuals could still be tempted to take their chances at day trading. However, this is not the case. Only 17 individuals (1.1% of 1,551) earned more than the Brazilian minimum wage (US$ 16 per day), only eight individuals (0.5% of 1,551) earned more than the initial salary of a bank teller (US$ 54 per day), and the individual who earned the most earned US$ 310 per day on average. Moreover, the eight individuals who earned more than the initial salary of a bank teller did so with great volatility; the standard deviation of their daily profit ranged from US$ 632 to US$ 3,308.

We conclude by presenting suggestive evidence that the results in this paper may be informative to individuals. A draft of this paper first circulated in Brazil at the beginning of March 2019. On March 7th, the largest financial newspaper in Brazil, “Valor Econômico,” published an article highlighting our main findings. The article stayed on the front page of their on-line version of the newspaper during the afternoon of March 7th. On the next day, the article was published in the printed version of the newspaper with an abstract of the results on the front page. Following, other newspapers, radio broadcasts, financial websites, and social media also reverberated our findings. Given the widespread impact of our study on the community of day traders in Brazil, we obtained an extension of our dataset to test whether the reporting of our findings in the media had any impact on retail day trading.
Notably, in the months after the publication of our study, April, May, and June 2019, we see a clear break in the upward trend of retail day trading. Naturally, we do not exclude the possibility that other unobserved factors may have contributed to this.\footnote{The paper also had some repercussion worldwide. Quickly after it was uploaded at SSRN in July 2019, the working paper version of this paper was downloaded more than 10,000 times, being among the Top 10 most downloaded papers in the last 12 months (https://hq.ssrn.com/rankings/Display.cfm?TRN_gID=10).}

\section{The empirical analysis}

Our dataset comes from the Comissão de Valores Mobiliários (CVM), the Brazilian equivalent to the Securities and Exchange Commission (SEC) in the US. As such, it is extremely reliable. We observe the daily trading records for the mini-Ibovespa futures contracts of all individuals and institutions in Brazil, uniquely and anonymously identified, from 2012 to 2017. For each investor-day, we observe the investor type (individual or institution), the number of contracts purchased, the volume purchased, the number of contracts sold, the volume sold, the number of buying deals, and the number of selling deals.

We use the first year of our dataset, 2012, to identify new retail day traders as follows. We say an individual began to day trade in 2013 if we see no day trading activity from him or her in 2012; analogously, we say an individual began to day trade in 2014 if we see no day trading activity from him or her in 2012 and 2013; and so on. We observe a total of 19,646 individuals beginning to day trade from 2013 to 2015. We do not consider the individuals who began to day trade in 2016 and 2017 (53,246 individuals) since we need to have at least two years of day trading to evaluate performance.

We compute the performance of each day trader by taking the average across his or her daily profits (total volume sold minus total volume purchased in each day). We also compute their performance net of transaction costs by subtracting exchange and brokerage fees.\footnote{The exchange fees are computed according the fee structure used by B3 (http://www.b3.com.br/en_us/products-and-services/fee-schedules/listed-equities-and-derivatives/equities/ibovespa-and-brazil-index-50-fees/futures-and-structured-operations/). Since we do not observe the investor’s broker, we estimate broker fees based on the best rates advertised by the}
compute all values in US Dollars, using the average R$/US$ exchange rate of our sample period (2.91).

Importantly, the performance we compute for day traders throughout the paper is likely to be over-estimated. That is, we are likely presenting an optimistic scenario for individuals who are considering to day trade for a living. The reasons are twofold. First, we do not consider income taxes and other relevant expenses such as costs of trading platforms and courses. Second, we only consider days in which the individual purchases and sells mini-Ibovespa contracts in exactly the same quantity—for instance, we do not consider a day in which an individual purchases 10 contracts and sells 5—and, according to Linnainmaa (2005), retail day traders are reluctant to close losing day trades (disposition effect). Because of these two reasons, retail day traders’ actual performance is likely to be even worse than what we report below.

Out of the 19,646 new day traders, 1,111 (5.7%) day traded only one day, 9,978 (50.8%) between 2 to 50 days, 3,100 (15.8%) between 51 to 100 days, 2,738 (13.9%) between 101 to 200 days, 1,168 (5.9%) between 201 to 300 days, and 1,551 (7.9%) for more than 300 days. Figure 1 shows the fraction of individuals with a positive net profit in each of these six groups. The probability of an individual exhibiting a positive profit monotonically decreases with the number of days he or she trades. This peculiar pattern is contrary to what “self-selection”—individuals who persist in an activity are generally those with better performance—and “learning by doing” would suggest. In turn, patterns like this are usually found in gambling activities, such as the casino roulette, where the proportion of successful players also monotonically decreases with the number of rounds played.

To confirm there is no learning by day trading, we run individual-day panel regressions.

Indeed, in unreported analysis we follow Barber et al. (2019) and also consider days with different numbers of purchased and sold contracts. As expected, due to the disposition effect, day traders performance gets worse.
(with the 1,551 individuals who decided to persist for at least 300 trading days) of the
day trade daily profit on \( \text{seq} \), a variable that chronologically orders the trading day of each
individual (it is 1 for the first day of day trading, 2 for the second day of day trading, and
so on). Alternatively, we use as explanatory variables two dummy variables, \( \text{first third} \) and
\( \text{last third} \), that are one in the first third of the investor’s trading days and in the last third
of the investor’s trading days, respectively. Regressions include day traders fixed-effects. If
there is learning on average among these persistent day traders, we should observe a positive
coefficient of \( \text{seq} \), and a positive coefficient of \( \text{last third} \) along with a negative coefficient of
\( \text{first third} \). Table 1 shows the results. In columns 1 and 2 (gross profit) and 5 and 6 (net
profit) we find no evidence of learning.

\[\text{Table 1 about here}\]

It may be important to control the learning regressions of Table 1 for the activity of
algorithms and high-frequency traders (HFTs). Institutions have been investing heavily in
technology to profit from high-frequency trading, what may negatively affect individual day
traders. Since the activity of HFTs is likely to be increasing during our sample period, this
might produce a downward bias in the estimate of the learning parameter.

We define an HFT as an institution that closes more than one deal per second on average
in a day on the mini-Ibovespa futures contract (i.e., more than 23,400 deals in a day). Indeed,
HFTs’ trading activity in the mini-Ibovespa futures contracts has been increasing. In terms
of number of HFTs, we observe four HFTs in 2012 and 2013, six in 2014, five in 2015, and
11 in 2016 and 2017. In terms of daily fraction of number of deals, we observe an average of
11.6% in 2012, 16.9% in 2013, 32.5% in 2014, 39.2% in 2015, 42.0% in 2016, and 41.9% in
2017. Accordingly, in columns 3, 4, 7, and 8 of Table 1 we include as a control the variable
\( \text{HFT} \), which is the daily fraction of HFTs in the number of deals. As expected, we find a
strong negative coefficient of \( \text{HFT} \), indicating that the increasing presence of these investors
is related to greater losses by individuals—according to column 8, the average loss is 19%
higher when the fraction of HFTs increases by 10% \((0.19 = 6.44/(26.81 + 6.44))\). However,
we still find no evidence of learning by day trading after controlling for HTFs.

We next evaluate the performance of the 1,551 individuals who day traded for at least 300 days in Table 2. Considering the performance net of exchange and brokerage fees (Panel C), we find that 97% of all investors who persisted for more than 300 days lost money. The average daily net profit is US$ -48.81, the median is US$ -23.21, the minimum is US$ -2,715.88, and the maximum is US$ 310.21. Consistent with the fact that there is no learning by day trading, the results are qualitatively the same if we compute the performance before and after the first 250 day trades by the investor. The average daily net profit after costs is US$ -47.34 considering only the first 250 day trades; in turn, it is US$ -51.65 considering only the latter deals.

The proportion of investors who obtained positive net profit (47 investors, 3.0% of 1,551) is arguably small. The picture, however, is even worse if we look at how much these individuals actually made. Only 17 individuals (1.1% of 1,551) earned more than the Brazilian minimum wage (US$ 16 per day), only eight individuals (0.5% of 1,551) earned more than the initial salary of a bank teller (US$ 54 per day), and the individual who earned the most earned US$ 310 per day on average. Moreover, the eight individuals who earned more than the initial salary of a bank teller did so with great volatility: the standard deviation of the daily profit of these eight individuals ranges from US$ 632 to US$ 3,308. This can be seen in Figure 2, which displays a scatter-plot with the the daily net profit average (horizontal axis) and the daily net profit standard deviation (vertical axis) of each one of the 47 day traders.

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10For instance, according to Investopedia, “To achieve consistent income – where you have a solid trading plan and are able to implement it – it will likely take a year or more if you dedicate yourself to it full time. If you only practice part time, it may take a number of years to develop real consistency and attain satisfactory returns” (https://www.investopedia.com/articles/active-trading/053115/average-rate-return-day-traders.asp, as of July 24 2019)

11The average minimum wage in Brazil during the years 2013-2017 is US$3,965.96 per year. Our reference for a bank teller wage is US$13,648.86 per year, which is the minimum bank teller wage agreed between unions and banks for 2016 (we consider the bank workers’ union with the largest number of members in Brazil, see http://spbancarios.com.br/sites/default/files/cct/arquivo/1181_cct_2016_2018.pdf). All legal benefits are included to compute yearly wages.
who obtained positive net profit.

2.1 Possible effects of new information

A draft of this paper first circulated in Brazil at the beginning of March 2019. On March 7th, the largest financial newspaper in Brazil, “Valor Econômico,” published an article highlighting our main findings. The article stayed on the front page of their on-line version of the newspaper during the afternoon of March 7th. On the next day, the article was published in the printed version of the newspaper with an abstract of the results on the front page. Other newspapers, radio broadcasts, financial websites, and social media amplified the reporting of our findings.\footnote{To list a few with links: Valor (on-line version, \url{print.version}), Folha de São Paulo, O Popular, Gazeta do Povo, and radio CBN.} The reaction was particularly strong on YouTube, where many of the course providers who teach individuals how to day trade had to discuss the numbers presented by our study.\footnote{Here are some YouTube links with the respective number of views as of April 24th 2019: Video 1 (93,621 views), Video 2 (57,592 views), Video 3 (28,570 views), Video 4 (23,330 views), Video 5 (18,350 views), Video 6 (10,650 views), Video 7 (10,447 views), Video 8 (9,463 views), Video 9 (8,850 views), Video 10 (6,241 views), Video 11 (5,698 views), Video 12 (5,322 views), Video 13 (4,468 views), Video 14 (4,084 views).}

Given the widespread impact of our study on the community of day traders in Brazil, we asked CVM for an extension of the dataset to test whether the reporting of our findings in the media had an impact on the trading activity by retail day traders in the mini-Ibovespa futures.\footnote{For this additional recent sample period, we cannot track individuals over time as we do not have the anonymous identification. We only observe the number of different individuals day trading per day.} Figure 3 shows the evolution of the daily number of day traders from January 2017 to June 2019. For each month, we show the maximum, median, and minimum number of daily retail day traders. Looking at the maximum, the number of daily day traders steadily increases every month—the only exceptions are April 2017 and July 2018 (a month with overall low trading activity because of vacations and the soccer world cup). At the end of 2018, we see a strong increase in the number of day traders explained in part by the fact...
that retail brokerage houses zeroed the fees for day traders to lure in new investors. After the publication of our study in March 2019, we see a clear break in the upward trend of retail day traders. If we look at the minimum number of day traders, which should capture more closely the dynamics of persistent day traders, the break in the upward trend is even clearer. Naturally, we do not exclude the possibility that other unobserved factors may have contributed to this.

[Figure 3 about here]

3 Final remarks

The number of people who seek to make a living from day trading is large as a web-search suggests. It is now very easy for anyone to enroll in one of the many on-line courses about day-trading, or to join live trade rooms in YouTube where traders teach retail investors how to day trade in real time. We show that it is virtually impossible for an individual to day trade for a living, contrary to what brokerage specialists and course providers often claim.¹⁵

The large number of downloads at SSRN and the strong repercussion that the first draft of this paper had on the day trader community in Brazil indicates that retail day traders are unaware of the odds they face. Accordingly, we follow the advice given by Professor Luigi Zingales in his 2015 American Finance Association presidential address: “Our task is to use our research and teaching to curb the rent-seeking dimension of finance. We should use our research to challenge exiting practices in finance and blow the whistle on what does not work. We should be watchdogs of the financial industry.”

¹⁵Regulators, such as the SEC and the CVM, do provide important information about the risks of day trading for retail investors, but not the actual odds. See, for instance, https://www.sec.gov/reportspubs/investor-publications/investorpubsdaytips.htm.html.
References


Linnainmaa, Juhani, 2005, The individual day trader, *University of California, Berkeley, working paper*.


Figure 1: Fraction of day traders with positive profit
This figure shows the fraction of individuals with positive gross profit (black line with circles) and positive net profit (red line with triangles). Individuals are separated into six groups according to their total number of trading days. The dashed lines indicate the 95% confidence interval.
Figure 2: A closer look at the 47 day traders with positive net profit
This figure shows the daily net profit average (horizontal axis) and the daily net profit standard deviation (vertical axis) of each one of the 47 day traders (3.0% of the 1,551 persistent day traders) who obtained positive net profit. The first dashed vertical line indicates the Brazilian minimum wage (US$ 16 per day) and the second, the initial salary of a bank teller (US$ 54 per day).
Figure 3: Daily number of day traders
This figure shows the evolution of the daily number of day traders from January 2017 to June 2019; for each month, we compute the maximum, the median, and the minimum daily number of different retail investors who day traded. The vertical line in March 2019 indicates when the numbers on this paper about the poor performance of retail day traders first appeared on the major financial media in Brazil.
Table 1: Learning by day trading

This table shows individual-day panel regressions with the 1,551 day traders who decided to persist for at least 300 trading days. We regress their daily profit (in US$) on (i) seq, a variable that chronologically orders the investor’s day trades (1 for the first day, 2 for the second day, and so on...), (ii) two dummy variables, “first third” and “last third,” that are one in the first third of the investor’s trading days and in the last third of the investor’s trading days, respectively, and (iii) the daily fraction of the deals closed by a High-Frequency Traders (HFT). We define an HFT as an institution that closes more than one deal per second on average in a day, i.e., if it closes 23,400 deals in a day. Columns 1 to 4 consider day trade gross profits, and columns 5 to 8 consider day trade profits net of exchange and brokerage fees. All regressions include day trader fixed effects. Standard errors clustered at the investor level are in parenthesis. ***, **, and * indicate significance at the 1%, 5%, and 10% levels, respectively.

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Table 2: Observed performance of retail day traders

This table shows the average daily performance of retail day traders. We consider only individuals who initiated their day trading activity from 2013 to 2015 and day traded for more than 300 days (a total of 1,551 investors). For each investor we compute his average daily performance considering: i) all days of day trading, ii) only the first 250 days of day trading, iii) only the days of day trading after the 250th one. We then report the mean, minimum, maximum, and the different percentiles of the average daily performance across all the 1,551 investors. The last three columns show the percentile of investors who earned more than US$ 0, more than the Brazilian minimum wage (US$ 16 per day), and more than the entry-level wage of a bank teller (US$ 54 per year). Panel A considers only the profits from day trade (i.e., gross results), Panel B includes costs with exchange fees, and Panel C includes costs with both exchange fees and brokerage fees. All numbers are in U.S. Dollars considering the R$/US$ exchange rate of 2.91 (the average during our sample period).

### Panel A: gross daily profit (US$)

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### Panel B: net daily profit, considering expenses with exchange fees (US$)

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### Panel C: net daily profit, considering both expenses with exchange and brokerage fees (US$)

<table>
<thead>
<tr>
<th></th>
<th>mean</th>
<th>min. 1 pt</th>
<th>10 pt</th>
<th>25 pt</th>
<th>50 pt</th>
<th>75 pt</th>
<th>90 pt</th>
<th>99 pt</th>
<th>max.</th>
<th>break-even</th>
</tr>
</thead>
<tbody>
<tr>
<td>all days</td>
<td>-48.81</td>
<td>-2,715.88</td>
<td>-402.77</td>
<td>-100.12</td>
<td>-52.73</td>
<td>-23.21</td>
<td>-11.13</td>
<td>-5.27</td>
<td>17.06</td>
<td>99.0 pt</td>
</tr>
<tr>
<td>until 250th day</td>
<td>-47.34</td>
<td>-3,694.40</td>
<td>-385.65</td>
<td>-104.38</td>
<td>-51.90</td>
<td>-21.38</td>
<td>-9.66</td>
<td>-4.35</td>
<td>27.44</td>
<td>95.5 pt</td>
</tr>
<tr>
<td>after 250th day</td>
<td>-51.53</td>
<td>-2,490.07</td>
<td>-490.23</td>
<td>-118.92</td>
<td>-53.58</td>
<td>-22.84</td>
<td>-9.57</td>
<td>-3.66</td>
<td>28.41</td>
<td>98.3 pt</td>
</tr>
</tbody>
</table>