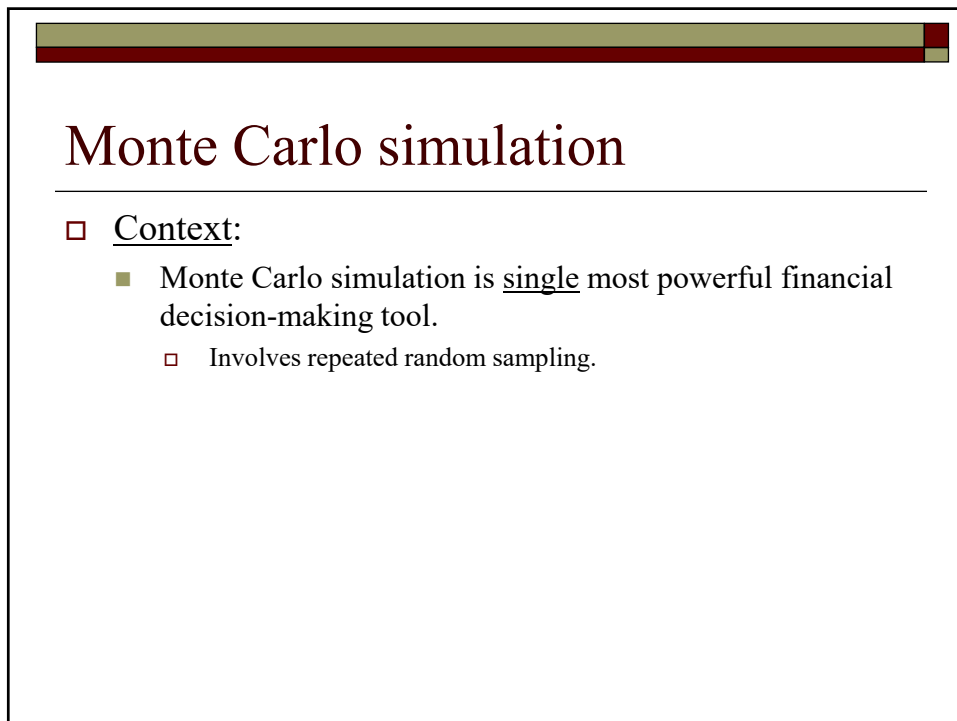


DER 04.3

Monte Carlo simulation

1



Monte Carlo simulation

- Context:
 - Monte Carlo simulation is single most powerful financial decision-making tool.
 - Involves repeated random sampling.

2

Monte Carlo simulation

- Purpose:
 - Describe and apply Monte Carlo simulation for financial decision-making.
 - Standard financial analysis uses single number (i.e., expected value) to represent uncertain outcome.
 - E.g., in corporate finance, NPV discounts expected net cash flows.
 - Results are static (or deterministic).
 - Ignore range of possible outcomes.

3

Ad hoc solutions

- Scenario analysis:
 - Compute three outcomes using input values:
 - Most-likely (e.g., mean)
 - Best-case
 - Worst-case
- What-if analysis:
 - Compute multiple outcomes by using even increments of inputs.
 - Provides range of outcomes but no associated probabilities.

4

Monte Carlo simulation

- Monte Carlo simulation captures range of outcomes and associated probabilities.
- Two popular Monte Carlo simulation Excel add-in packages.
 - @Risk – Most comprehensive. Most widely adopted in industry.
 - Crystal Ball – Slightly easier to use.

5

Capital budgeting decision

- Compute NPV of buying new equipment.
 - Equipment cost today is \$500,000.
 - Annual net cash flows (NCFs)
 - Normally distributed (i.e., negative cash flows are possible).
 - Expected value of NCF is \$140,000 per year for 5 years.
 - Standard deviation of NCF is \$50,000.
 - Equipment sale in 5 years.
 - Lognormally distributed.
 - Expected sales price (SP) is \$40,000.
 - Standard deviation of (SP) is \$20,000.

6

Capital budgeting decision

- Compute NPV of buying new equipment.
 - Expected cost of capital is 12%.
 - Note: Marginal cost of capital is random variable.
 - Support file: MC NPV.xlsx

7

Capital budgeting decision

| Evaluation of new equipment purchase | | | | | | |
|--------------------------------------|----------|---------|---------|---------|---------|---------|
| <i>Net future cash flows</i> | | | | | | |
| Expected NCF | 140,000 | | | | | |
| Standard deviation NCF | 50,000 | | | | | |
| Number of years | 5 | | | | | |
| Equipment cost today | -500,000 | | | | | |
| Expected sale price in 5 years | 40,000 | | | | | |
| StDev of sale price | 20,000 | | | | | |
| <i>Firm</i> | | | | | | |
| Cost of capital | 12.00% | | | | | |
| Time line of NCF | | | | | | |
| | 0 | 1 | 2 | 3 | 4 | 5 |
| Net cash flow | -500,000 | 140,000 | 140,000 | 140,000 | 140,000 | 140,000 |
| Equipment sale | | | | | | 40,000 |
| Discounted cash flows (DCFs) | -500,000 | 125,000 | 111,607 | 99,649 | 88,973 | 102,137 |
| NPV (Sum of DCFs) | 27,366 | | | | | |

Show cash flows on timeline.

8

Capital budgeting decision

| Evaluation of new equipment purchase | | | | | | |
|--------------------------------------|----------|---------|---------|---------|---------|---------|
| <i>Net future cash flows</i> | | | | | | |
| Expected NCF | 140,000 | | | | | |
| Standard deviation NCF | 50,000 | | | | | |
| Number of years | 5 | | | | | |
| Equipment cost today | -500,000 | | | | | |
| Expected sale price in 5 years | 40,000 | | | | | |
| StDev of sale price | 20,000 | | | | | |
| <i>Firm</i> | | | | | | |
| Cost of capital | 12.00% | | | | | |
| Time line of NCF | | | | | | |
| | 0 | 1 | 2 | 3 | 4 | 5 |
| Net cash flow | -500,000 | 140,000 | 140,000 | 140,000 | 140,000 | 140,000 |
| Equipment sale | | | | | | 40,000 |
| Discounted cash flows (DCFs) | -500,000 | 125,000 | 111,607 | 99,649 | 88,973 | 102,137 |
| NPV (Sum of DCFs) | 27,366 | | | | | |

Discount cash flows to compute NPV.
Decision rule: Accept since $NPV > 0$.

9

Capital budgeting decision

- ❑ Problems with standard NPV approach.
 - Implicitly assumes net cash flows are deterministic.
 - ❑ Does not recognize net cash flows are uncertain.
 - To properly evaluate, must recognize risk.
 - ❑ Monte Carlo simulation is appropriate tool.

10

Capital budgeting decision

Evaluation of new equipment purchase

| <i>Net future cash flows</i> | |
|------------------------------|---------|
| Expected NCF | 140,000 |
| Standard deviation NCF | 50,000 |
| Number of years | 5 |

Assume NCFs are normally distributed with mean 140,000 and standard deviation 50,000.

| | |
|--------------------------------|----------|
| Equipment cost today | -500,000 |
| Expected sale price in 5 years | 40,000 |
| StDev of sale price | 20,000 |

| <i>Firm</i> | |
|-----------------|--------|
| Cost of capital | 12.00% |

| | Time line of NCF | | | | | |
|------------------------------|-------------------------|---------|---------|---------|---------|---------|
| | 0 | 1 | 2 | 3 | 4 | 5 |
| Net cash flow | -500,000 | 140,000 | 140,000 | 140,000 | 140,000 | 140,000 |
| Equipment sale | | | | | | 40,000 |
| Discounted cash flows (DCFs) | -500,000 | 125,000 | 111,607 | 99,649 | 88,973 | 102,137 |
| NPV (Sum of DCFs) | 27,366 | | | | | |

11

Capital budgeting decision

Evaluation of new equipment purchase

| <i>Net future cash flows</i> | |
|------------------------------|---------|
| Expected NCF | 140,000 |
| Standard deviation NCF | 50,000 |
| Number of years | 5 |

Assume equipment will be sold in 5 years. Sale price is lognormally distributed with mean 40,000 and standard deviation 20,000.

| | |
|--------------------------------|----------|
| Equipment cost today | -500,000 |
| Expected sale price in 5 years | 40,000 |
| StDev of sale price | 20,000 |

| <i>Firm</i> | |
|-----------------|--------|
| Cost of capital | 12.00% |

| | Time line of NCF | | | | | |
|------------------------------|-------------------------|---------|---------|---------|---------|---------|
| | 0 | 1 | 2 | 3 | 4 | 5 |
| Net cash flow | -500,000 | 140,000 | 140,000 | 140,000 | 140,000 | 140,000 |
| Equipment sale | | | | | | 40,000 |
| Discounted cash flows (DCFs) | -500,000 | 125,000 | 111,607 | 99,649 | 88,973 | 102,137 |
| NPV (Sum of DCFs) | 27,366 | | | | | |

12

Capital budgeting decision

- Use RiskNormal(Mean,StDev) function.

| Evaluation of new equipment purchase | |
|--------------------------------------|-----------------------|
| Net future cash flows | |
| Expected NCF | 140,000 |
| Standard deviation NCF | 50,000 |
| Number of years | 5 |
| Equipment cost today | -500,000 |
| Expected sale price in 5 years | 40,000 |
| StDev of sale price | 20,000 |
| Firm | |
| Cost of capital | 12.00% |
| | 0 1 |
| Net cash flow | -500,000 140,000 |
| Equipment sale | |

13

Capital budgeting decision

- Use RiskLognorm(Mean,StDev) function.

| Evaluation of new equipment purchase | | | | | | |
|--------------------------------------|----------|---------|---------|---------|---------|---------|
| flows | | | | | | |
| 140,000 | | | | | | |
| 50,000 | | | | | | |
| 5 | | | | | | |
| -500,000 | | | | | | |
| costs | | | | | | |
| 40,000 | | | | | | |
| 20,000 | | | | | | |
| | | | | | | |
| 12.00% | | | | | | |
| Time line of NCF | | | | | | |
| | 0 | 1 | 2 | 3 | 4 | 5 |
| | -500,000 | 140,000 | 140,000 | 140,000 | 140,000 | 140,000 |
| (\$) | -500,000 | 125,000 | 111,607 | 99,649 | 88,973 | 102,137 |

14

Capital budgeting decision

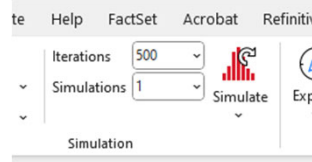
- Define output variable.
 - @RiskOutput()+B19 plots distribution.

| Evaluation of new equi | | |
|--------------------------------|----------|----------------|
| <i>Net future cash flows</i> | | |
| Expected NCF | 140,000 | |
| Standard deviation NCF | 50,000 | |
| Number of years | 5 | |
| Equipment cost today | -500,000 | |
| Expected sale price in 5 years | 40,000 | |
| StdDev of sale price | 20,000 | |
| <i>Firm</i> | | |
| Cost of capital | 12.00% | |
| | | 0 |
| Net cash flow | | -500,000 |
| Equipment sale | | -500,000 |
| Discounted cash flows (DCFs) | | -500,000 |
| NPV (Sum of DCFs) | 27,366 | |
| Simulation output | | |
| Description | Amount | @Risk function |
| Distribution output | 27,366 | |
| Mean | 27,366 | RiskMean |
| Standard deviation | 0 | RiskStdDev |
| Minimum | 27,366 | RiskMin |
| Maximum | 27,366 | RiskMaximum |
| Probability of loss | 0.0000 | RiskTarget |
| Probability of gain | 1.0000 | RiskTargetD |

15

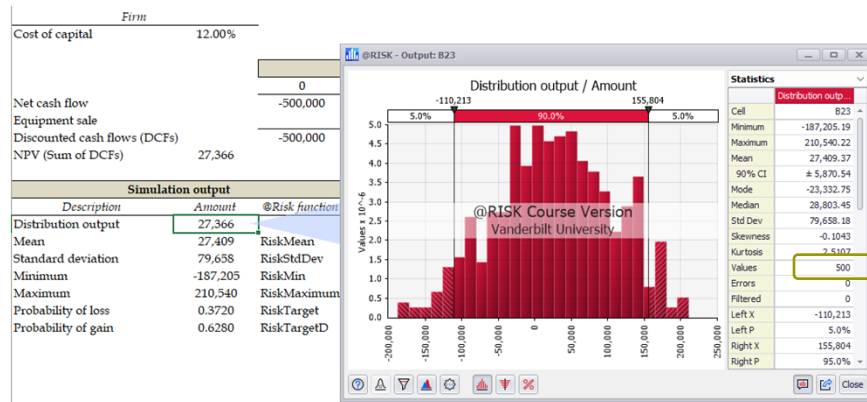
Capital budgeting decision

- Set Iterations (# of runs) and click Simulate.



16

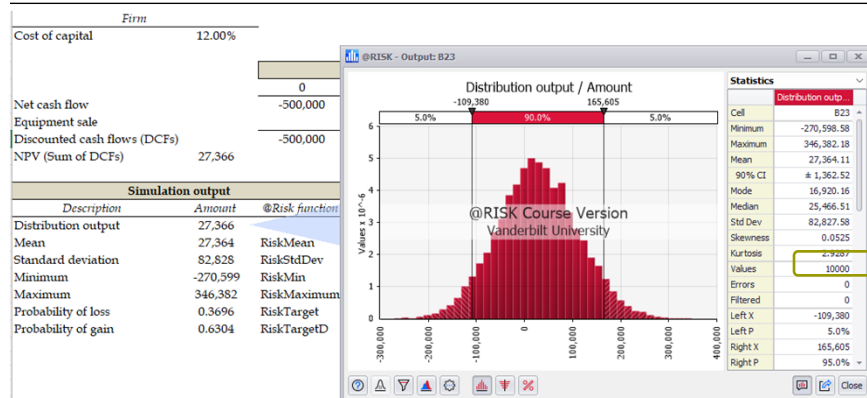
Capital budgeting decision



Results using 500 runs.

17

Capital budgeting decision



Results using 10,000 runs.

18

Capital budgeting decision

- Compute summary statistics (Set $x = \$B\19)
 - Mean: RiskMean(x)
 - Standard deviation: RiskStdDev(x)
 - Minimum: RiskMin (x)
 - Median: RiskPercentileD(x ,.5)
 - Maximum: RiskMax(x)
 - Probability of loss: RiskTarget(x ,0)
 - Probability of gain: RiskTargetD(x ,0)

19

Capital budgeting decision

| Simulation output | | |
|---------------------|----------|----------------|
| Description | Amount | @Risk function |
| Distribution output | 27,366 | |
| Mean | 27,366 | RiskMean |
| Standard deviation | 83,003 | RiskStdDev |
| Minimum | -250,006 | RiskMin |
| Median | 26,851 | RiskPercentile |
| Maximum | 339,286 | RiskMaximum |
| Probability of loss | 0.3736 | RiskTarget |
| Probability of gain | 0.6264 | RiskTargetD |

Produces array of information about NPV distribution.

- NPV rule says accept because NPV > 0.
- Managers tend to be loss averse and may focus more on prob(loss).

20

Option valuation

- Black-Scholes/Merton (1973) option valuation model assumes:
 - Asset prices are log-normally distributed (to avoid negative prices).
 - Implies natural logarithm of price ratios is normally distributed.
 - Risk-free hedge can be formed between option and underlying asset.
 - If risk-free hedge can be formed between option and underlying asset, can use risk-neutral valuation.

21

Option valuation

- Normally distributed continuously compounded returns implies asset prices are lognormally distributed.

$$\tilde{S}_T = S e^{\mu T + \sigma \sqrt{T} z}$$

22

Option valuation

- Note subtle distinction between definitions.

- Mean of continuously compounded return is

$$\mu = \frac{E\left[\ln\left(\tilde{S}_T / S\right)\right]}{T}$$

- Continuously compounded mean return is

$$\alpha = \frac{\ln E\left[\tilde{S}_T / S\right]}{T} (= r \text{ in risk-neutral economy})$$

- Relation between parameters is

$$\mu = \alpha - .5\sigma^2 (= r - .5\sigma^2 \text{ in risk-neutral economy})$$

23

Simulation run

- Draw z and compute asset price at time T .

$$\tilde{S}_T = S e^{\mu T + \sigma \sqrt{T} \tilde{z}}$$

- Compute and record option value at T .

$$\tilde{c}_T = \max(0, \tilde{S}_T - X) \text{ for call}$$

24

Summarize simulation runs

- After n simulation runs, compute mean terminal value, and then discount back to present.

$$c = e^{-rT} E(\tilde{c}_T) = e^{-rT} \left(\sum_{i=1}^n c_{i,T} / n \right)$$

- Accuracy improves as n is increased.

25

Option valuation

- Computes value of European-style call option.
 - Support file: MC option valuation.xlsx

26

Option valuation

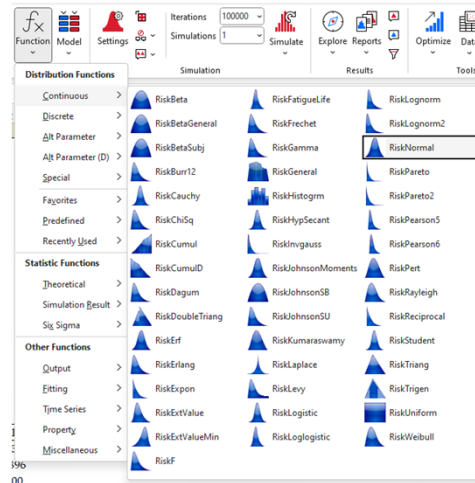
- Compute call value.
 - Set input parameters.

| | A | B | C |
|----|--|--------|---|
| 1 | European-style option valuation | | |
| 2 | <i>Security</i> | | |
| 3 | Price | 50 | |
| 4 | Volatility rate | 20.00% | |
| 5 | | | |
| 6 | <i>Market parameters</i> | | |
| 7 | Interest rate | 5.00% | |
| 8 | | | |
| 9 | <i>Option contract</i> | | |
| 10 | Exercise price | 55 | |
| 11 | Time to expiration | 2.00 | |
| 12 | | | |

27

Option valuation

- Compute call value.
 - Generate drawing from unit normal distribution.



28

Option valuation

- Compute call value.
 - Generate drawing from unit normal distribution.

| European-style option valuation | |
|--|--------|
| <i>Security</i> | |
| Price | 50 |
| Volatility rate | 20.00% |
| <i>Market parameters</i> | |
| Interest rate | 5.00% |
| <i>Option contract</i> | |
| Exercise price | 55 |
| Time to expiration | 2.00 |
| <i>Generate security price and option prices at T.</i> | |
| Normal deviate | 0.0000 |
| Return of return | 0.0600 |
| Terminal asset price | 53.09 |
| Terminal call price | 0.00 |

29

Option valuation

- Compute call value.
 - Compute return.

$$\tilde{R}_T = (r - .5\sigma^2)T + \sigma\sqrt{T}\tilde{z}$$

| European-style option valuation | |
|--|--------|
| <i>Security</i> | |
| Price | 50 |
| Volatility rate | 20.00% |
| <i>Market parameters</i> | |
| Interest rate | 5.00% |
| <i>Option contract</i> | |
| Exercise price | 55 |
| Time to expiration | 2.00 |
| <i>Generate security price and option prices at T.</i> | |
| Normal deviate | 0.0000 |
| Return of return | 0.0600 |
| Terminal asset price | 53.09 |
| Terminal call price | 0.00 |

30

Option valuation

- Compute call value.
 - Compute terminal asset price.

$$\tilde{S}_T = S e^{\tilde{R}_T}$$

| B16 : × ✓ fx =SBS3*EXP(SBS15) | | | |
|--|--|--------|---|
| | A | B | C |
| 1 | European-style option valuation | | |
| 2 | <i>Security</i> | | |
| 3 | Price | 50 | |
| 4 | Volatility rate | 20.00% | |
| 5 | | | |
| 6 | <i>Market parameters</i> | | |
| 7 | Interest rate | 5.00% | |
| 8 | | | |
| 9 | <i>Option contract</i> | | |
| 10 | Exercise price | 55 | |
| 11 | Time to expiration | 2.00 | |
| 12 | | | |
| 13 | <i>Generate security price and option prices at T.</i> | | |
| 14 | Normal deviate | 0.0000 | |
| 15 | Return of return | 0.0600 | |
| 16 | Terminal asset price | 53.09 | |
| 17 | Terminal call price | 0.00 | |

31

Option valuation

- Compute call value.
 - Compute terminal call price.

$$\tilde{c}_T = \max(0, \tilde{S}_T - X)$$

| B17 : × ✓ fx =MAX(0,B16-B10) | | | |
|---|--|--------|---|
| | A | B | C |
| 1 | European-style option valuation | | |
| 2 | <i>Security</i> | | |
| 3 | Price | 50 | |
| 4 | Volatility rate | 20.00% | |
| 5 | | | |
| 6 | <i>Market parameters</i> | | |
| 7 | Interest rate | 5.00% | |
| 8 | | | |
| 9 | <i>Option contract</i> | | |
| 10 | Exercise price | 55 | |
| 11 | Time to expiration | 2.00 | |
| 12 | | | |
| 13 | <i>Generate security price and option prices at T.</i> | | |
| 14 | Normal deviate | 0.0000 | |
| 15 | Return of return | 0.0600 | |
| 16 | Terminal asset price | 53.09 | |
| 17 | Terminal call price | 0.00 | |

32

Option valuation

- Compute call value.
 - Compute expected terminal call price using RiskMean.

C21 $=\text{RiskMean}(\text{SBS17})$

| | A | B | C |
|----|--|----------|--------|
| 1 | European-style option valuation | | |
| 2 | <i>Security</i> | | |
| 3 | Price | 50 | |
| 4 | Volatility rate | 20.00% | |
| 5 | <i>Market parameters</i> | | |
| 7 | Interest rate | 5.00% | |
| 8 | <i>Option contract</i> | | |
| 10 | Exercise price | 55 | |
| 11 | Time to expiration | 2.00 | |
| 12 | <i>Generate security price and option prices at T.</i> | | |
| 14 | Normal deviate | 0.0000 | |
| 15 | Return of return | 0.0600 | |
| 16 | Terminal asset price | 53.09 | |
| 17 | Terminal call price | 0.00 | |
| 18 | <i>Summarize terminal price distribution parameters.</i> | | |
| 20 | | Security | Call |
| 21 | Expected terminal price | 55.259 | 6.330 |
| 22 | Standard deviation | 15.947 | 10.896 |
| 23 | Percentile 5% | 33.340 | 0.000 |
| 24 | Percentile 95% | 84.541 | 29.541 |

33

Option valuation

- Compute call value.
 - Discount expected terminal call price to present.

C26 $=\text{C21} \cdot \text{EXP}(-\text{SBS7} \cdot \text{SBS11})$

| | A | B | C |
|----|--|----------|--------|
| 1 | European-style option valuation | | |
| 2 | <i>Security</i> | | |
| 3 | Price | 50 | |
| 4 | Volatility rate | 20.00% | |
| 5 | <i>Market parameters</i> | | |
| 7 | Interest rate | 5.00% | |
| 8 | <i>Option contract</i> | | |
| 10 | Exercise price | 55 | |
| 11 | Time to expiration | 2.00 | |
| 12 | <i>Generate security price and option prices at T.</i> | | |
| 14 | Normal deviate | 0.0000 | |
| 15 | Return of return | 0.0600 | |
| 16 | Terminal asset price | 53.09 | |
| 17 | Terminal call price | 0.00 | |
| 18 | <i>Summarize terminal price distribution parameters.</i> | | |
| 20 | | Security | Call |
| 21 | Expected terminal price | 55.259 | 6.330 |
| 22 | Standard deviation | 15.947 | 10.896 |
| 23 | Percentile 5% | 33.340 | 0.000 |
| 24 | Percentile 95% | 84.541 | 29.541 |
| 25 | <i>Simulated option value</i> | | |
| 26 | Simulated option value | | 5.728 |
| 27 | Analytical (BSM) option value | | 5.728 |
| 28 | Valuation error | | 0.000 |

34

Spread option valuation

- Compute value of spread options.
 - **Spread option** is option on difference between two prices.
 - **Crack spread**: Difference between gasoline futures price and crude oil futures price.
 - Cannot value analytically because if each asset price is lognormally distributed because difference is not.
 - Can be valued numerically using Monte Carlo simulation.
 - **Support file**: MC spread option valuation.xlsx
 - Spread option has $X = 0$ and $T = 0.5$ years.
 - Spread is difference between two asset prices.
 - Both asset prices are 50.
 - Volatility rates are 32% for asset 1 and 30% for asset 2.
 - Interest rate is 5% annually.

35

Spread option valuation

- Value spread option.
 - Generate drawing from unit normal for asset 1.

| Spread option valuation | | |
|-------------------------|--------|--------|
| Assets | 1 | 2 |
| Price | 50 | 50 |
| Volatility rate | 32% | 30% |
| Correlation | 0.50 | |
| Market parameters | | |
| Risk-free interest rate | 5% | |
| Option contract | | |
| Exercise price | 0.00 | |
| Time to expiration | 0.50 | |
| Assets | | |
| Simulation | 1 | 2 |
| Normal deviate | 0 | 0 |
| Terminal price | 49.970 | 50.125 |

36

Spread option valuation

- Value spread option.
 - Generate drawing from unit normal for asset 2.
 - Provide no information about correlation.

C16 : X ✓ fx =RiskNormal(0,1)

| | A | B | C |
|----|--------------------------------|---------------|--------|
| 1 | Spread option valuation | | |
| 2 | Assets | | |
| 3 | Price | 50 | 50 |
| 4 | Volatility rate | 32% | 30% |
| 5 | Correlation | 0.50 | |
| 6 | | | |
| 7 | Market parameters | | |
| 8 | Risk-free interest rate | 5% | |
| 9 | | | |
| 10 | Option contract | | |
| 11 | Exercise price | 0.00 | |
| 12 | Time to expiration | 0.50 | |
| 13 | | | |
| 14 | | <i>Assets</i> | |
| 15 | Simulation | 1 | 2 |
| 16 | Normal deviate | 0 | 0 |
| 17 | Terminal price | 49.970 | 50.125 |

37

Spread option valuation

- Value spread option.
 - Generate drawing from unit normal for asset 2.
 - Provide no information about correlation.
 - Call and put have values of 6.17.

| Spread option valuation | | |
|--------------------------------|------------------------|--------|
| Assets | 1 | 2 |
| Price | 50 | 50 |
| Volatility rate | 32% | 30% |
| Correlation | 0.50 | |
| Market parameters | | |
| Risk-free interest rate | 5% | |
| Option contract | | |
| Exercise price | 0.00 | |
| Time to expiration | 0.50 | |
| | <i>Assets</i> | |
| Simulation | 1 | 2 |
| Normal deviate | 0 | 0 |
| Terminal price | 49.970 | 50.125 |
| Average terminal spread | -0.155 | |
| | <i>Call</i> <i>Put</i> | |
| Terminal option price | 0.000 | 0.155 |
| Expected option price | 6.324 | 6.324 |
| PV of expected price | 6.168 | 6.168 |

38

Spread option valuation

- Compute value of spread options.
 - Current assumptions:
 - Spread option has $X = 0$ and $T = 0.5$ years.
 - Spread is difference between two asset prices.
 - Both asset prices are 50.
 - Volatility rates are 32% for asset 1 and 30% for asset 2.
 - Interest rate is 5% annually.
 - New assumption:
 - Correlation between returns of assets is 0.5.
 - Will option values increase or decrease?

39

Spread option valuation

- Value spread options.
 - Highlight both drawings and set correlation.

The screenshot shows the @RISK software interface. The spreadsheet displays the following data:

| | Assets | |
|--------------------------|--------|--------|
| | 1 | 2 |
| Assets | 1 | 2 |
| Price | 50 | 50 |
| Volatility rate | 32% | 30% |
| Correlation | 0.50 | |
| Market parameters | | |
| Risk-free interest rate | 5% | |
| Option contract | | |
| Time to expiration | 0.50 | |
| Simulation | | |
| Normal deviate | 0 | 0 |
| Terminal price | 49.970 | 50.125 |

A dialog box titled "@RISK - Specify Inputs for New Correlation Matrix" is open, showing the "Define New Correlation Matrix and Specify Inputs Later" option selected. The "Specify Inputs" option is also visible.

40

Spread option valuation

□ Value spread options.

- Simulate.
- Values are 4.38.

| Spread option valuation | | |
|---------------------------|--------|--------|
| Assets | 1 | 2 |
| Price | 50 | 50 |
| Volatility rate | 32% | 30% |
| Correlation | 0.50 | |
| Market parameters | | |
| Risk-free interest rate | 5% | |
| Option contract | | |
| Exercise price | 0.00 | |
| Time to expiration | 0.50 | |
| Assets | | |
| Simulation | 1 | 2 |
| Normal deviate | 0 | 0 |
| Terminal price | 49.970 | 50.125 |
| Average terminal spread | -0.155 | |
| Call Put | | |
| Terminal option price | 0.000 | 0.155 |
| Expected option price | 4.490 | 4.490 |
| PV of expected price | 4.379 | 4.379 |

41

Spread option valuation

□ Value spread options if correlation is -0.5 .

- Values are 7.54.

| Spread option valuation | | |
|---------------------------|--------|--------|
| Assets | 1 | 2 |
| Price | 50 | 50 |
| Volatility rate | 32% | 30% |
| Correlation | 0.50 | |
| Market parameters | | |
| Risk-free interest rate | 5% | |
| Option contract | | |
| Exercise price | 0.00 | |
| Time to expiration | 0.50 | |
| Assets | | |
| Simulation | 1 | 2 |
| Normal deviate | 0 | 0 |
| Terminal price | 49.970 | 50.125 |
| Average terminal spread | -0.155 | |
| Call Put | | |
| Terminal option price | 0.000 | 0.155 |
| Expected option price | 7.728 | 7.728 |
| PV of expected price | 7.537 | 7.537 |

42

Lesson summary

- Monte Carlo simulation is most powerful tool in financial decision-making.
 - Largest obstacles in its application are:
 - No precise solution
 - Unfamiliarity and/or lack of ability to understand