

---

# SOLVING FOR INCOME AS RATES RISE

Luciano Siracusano – Chief Investment Strategist, Kevin Flanagan – Head of Fixed Income Strategy  
11/04/2016

Given the ongoing uncertainties and continued concerns surrounding economic growth, both here and abroad, investors will likely position portfolios after the November election based on where they believe interest rates will be headed in the months to come.

Two key factors in that calculation will be 1) whether the Federal Reserve Bank (Fed) decides to raise [interest rates](#) at its December meeting, and 2) whether a new administration in Washington can pass a [fiscal stimulus](#) package next year.

What are two of WisdomTree's top ideas going into the end of the year?

## Fixed Income

We believe income-based solutions should continue to be a highlighted goal for bond investors. However, it is important to consider how [yield](#) enhancement may be achieved and the potential risks that could be involved. Oftentimes, the pursuit of additional income involves placing bets too far out in [duration \(interest rate risk\)](#) and/or going too far down the [credit ratings](#) curve (credit risk). Given an investor's parameters, high-yield corporates and emerging market debt could be viewed as solutions for income, but for core fixed income portfolios, these types of investments may be viewed as adding too much incremental risk.

In our opinion, a more disciplined approach that does not involve reaching for yield would be to focus on the relative value differentials that exist in the [investment-grade](#) universe—in other words, reallocating positions among the interest- and credit-sensitive arenas. In our interest rate scenarios, we believe an over-weight to [Treasuries](#) is not only suboptimal but also susceptible to any potential unexpected rise in rates. The sector of fixed income that we believe offers the best relative value is investment-grade corporates. Not only does this sector provide a visible yield advantage to Treasuries, it can also offer some risk mitigation from rising rates if the economy improves.

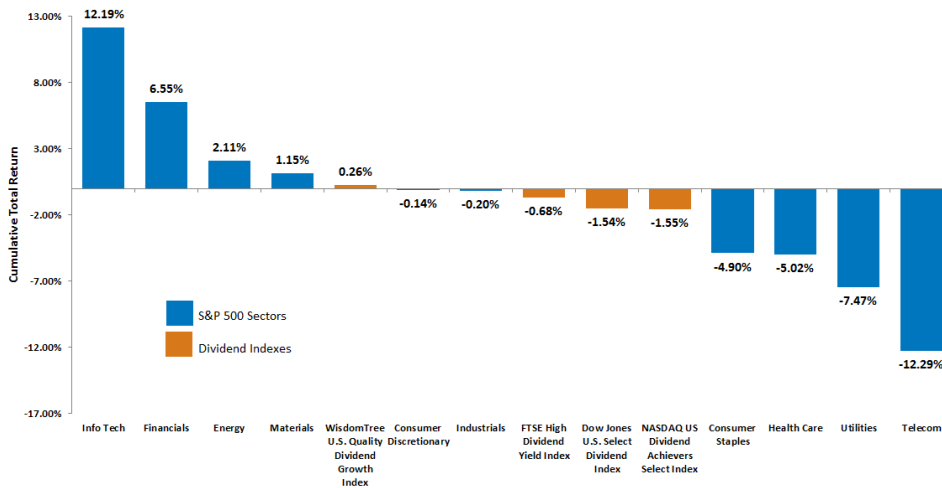
The [WisdomTree Barclays U.S. Aggregate Bond Enhanced Yield Fund \(AGGY\)](#) follows this disciplined approach and is suited to serve as an income solution, representing the core fixed income aspect of an investor's portfolio. Its risk characteristics are well placed for a variety of interest rate landscapes and/or event risks that can come about.

## Equities

On the equity front, we have seen a shift in sector leadership in the [S&P 500 Index](#) since the yield on the [10-Year Treasury](#) bottomed at 1.36% on July 8. As interest rates have climbed back toward the 1.8% range, tech and financial stocks have rallied, while the telecom, utilities and consumer staples sectors of the S&P 500 fell behind. The negative returns in those sectors over the past few months have impacted the performance of [dividend](#) indexes, particularly those that tilt toward the higher-yielding sectors.

As we show below, the three underlying dividend indexes tracked by the three largest dividend ETFs have declined between 0.68% and 1.55% since rates have backed up. By contrast, the [WisdomTree U.S. Quality Dividend Growth Index](#), after returning 5.2% in the first half of the year, has actually remained positive over that period, as more of its weight is tilted toward the technology sector.

July 8 to Oct 24: S&P 500 Sectors and Dividend Indexes



Sources: WisdomTree, Bloomberg, as of 10/24/16. Past performance is not indicative of future results. You cannot invest directly in an index. Index performance does not represent actual fund or portfolio performance. A fund or portfolio may differ significantly from the securities included in the index. Index performance assumes reinvestment of dividends but does not reflect any management fees, transaction costs or other expenses that would be incurred by a portfolio or fund, or brokerage commissions on transactions in fund shares. Such fees, expenses and commissions could reduce returns. The Dow Jones U.S. Select Dividend Index is calculated, distributed and marketed by Dow Jones Indexes, a licensed trademark of CME Group Index Services LLC, and has been licensed for use.

Going forward, we believe the dividend growers in the U.S. continue to be more attractively valued than their higher-dividend-yielding brethren. For example, as of September 30, the forward [price-to-earnings \(P/E\) ratio](#) on the wisdomTree U.S. Quality Dividend Growth Index was 16.9x; that is lower than the 19.2x forward P/E ratio on the [Dow Jones U.S. Select Dividend Index](#). The ETF that tracks the WisdomTree Index, the [wisdomTree U.S. Quality Dividend Growth Fund \(DGRW\)](#), now has a three-year track record. Over the last year and the last three years, it has generated double-digit total returns and double-digit dividend growth.<sup>1</sup> (For standardized performance of DGRW, [click here](#).) Moreover, of all of WisdomTree’s U.S. Indexes, the [wisdomTree U.S. Quality Dividend Growth Index](#) has a total shareholder yield ([dividend yield](#) plus net share [buyback yield](#)) close to 6%.

**Conclusion**

For those looking to generate income in a rising interest rate environment, we believe investors should consider AGGY in the core of their U.S. fixed income allocations and DGRW in the large-cap or equity income portions of their portfolios.

*Unless otherwise noted, data source is Bloomberg, as of September 30, 2016.*

<sup>1</sup>Double-digit returns were achieved primarily during favorable market conditions. Investors should not expect that such favorable returns can be consistently achieved. A fund’s performance, especially for very short time periods, should not be the sole factor in making your investment decision.

**Important Risks Related to this Article**

There are risks associated with investing, including possible loss of principal. Funds focusing their investments on certain sectors increase their vulnerability to any single economic or regulatory development. This may result in greater share price volatility. Fixed income investments are subject to interest rate risk; their value will normally decline as interest rates rise. Fixed income investments are also subject to credit risk, the risk that the issuer of a bond will fail to pay interest and principal in a timely manner, or that negative perceptions of the issuer’s ability to make such payments will cause the price of that bond to decline. Investing in mortgage- and asset-backed securities involves interest rate, credit, valuation, extension and liquidity risks and the risk that payments on the underlying assets are delayed, prepaid, subordinated or defaulted on. Due to the investment strategy of these Funds, they may make higher capital gain distributions than other ETFs. Please read each Fund’s

prospectus for specific details regarding each Fund's risk profile.

Performance is historical and does not guarantee future results. Current performance may be lower or higher than quoted. Investment returns and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Performance data for the most recent month-end is available at [www.wisdomtree.com](http://www.wisdomtree.com).

WisdomTree shares are bought and sold at market price (not NAV) and are not individually redeemed from the Fund. Total returns are calculated using the daily 4:00 p.m. EST net asset value (NAV). Market price returns reflect the midpoint of the bid/ask spread as of the close of trading on the exchange where Fund shares are listed. Market price returns do not represent the returns you would receive if you traded shares at other times.

For standardized performance and the most recent month-end performance click [here](#) NOTE, this material is intended for electronic use only. Individuals who intend to print and physically deliver to an investor must print the monthly performance report to accompany this blog.

For more investing insights, check out our [Economic & Market Outlook](#)

view the online version of this article [here](#).

**IMPORTANT INFORMATION**

**U.S. investors only:** Click [here](#) to obtain a WisdomTree ETF prospectus which contains investment objectives, risks, charges, expenses, and other information; read and consider carefully before investing.

There are risks involved with investing, including possible loss of principal. Foreign investing involves currency, political and economic risk. Funds focusing on a single country, sector and/or funds that emphasize investments in smaller companies may experience greater price volatility. Investments in emerging markets, currency, fixed income and alternative investments include additional risks. Please see prospectus for discussion of risks.

Past performance is not indicative of future results. This material contains the opinions of the author, which are subject to change, and should not to be considered or interpreted as a recommendation to participate in any particular trading strategy, or deemed to be an offer or sale of any investment product and it should not be relied on as such. There is no guarantee that any strategies discussed will work under all market conditions. This material represents an assessment of the market environment at a specific time and is not intended to be a forecast of future events or a guarantee of future results. This material should not be relied upon as research or investment advice regarding any security in particular. The user of this information assumes the entire risk of any use made of the information provided herein. Neither WisdomTree nor its affiliates, nor Foreside Fund Services, LLC, or its affiliates provide tax or legal advice. Investors seeking tax or legal advice should consult their tax or legal advisor. Unless expressly stated otherwise the opinions, interpretations or findings expressed herein do not necessarily represent the views of WisdomTree or any of its affiliates.

The MSCI information may only be used for your internal use, may not be reproduced or re-disseminated in any form and may not be used as a basis for or component of any financial instruments or products or indexes. None of the MSCI information is intended to constitute investment advice or a recommendation to make (or refrain from making) any kind of investment decision and may not be relied on as such. Historical data and analysis should not be taken as an indication or guarantee of any future performance analysis, forecast or prediction. The MSCI information is provided on an “as is” basis and the user of this information assumes the entire risk of any use made of this information. MSCI, each of its affiliates and each entity involved in compiling, computing or creating any MSCI information (collectively, the “MSCI Parties”) expressly disclaims all warranties. With respect to this information, in no event shall any MSCI Party have any liability for any direct, indirect, special, incidental, punitive, consequential (including loss profits) or any other damages ([www.msci.com](http://www.msci.com))

Jonathan Steinberg, Jeremy Schwartz, Rick Harper, Christopher Gannatti, Bradley Krom, Tripp Zimmerman, Michael Barrer, Anita Rausch, Kevin Flanagan, Brendan Loftus, Joseph Tenaglia, Jeff Weniger, Matt Wagner, Alejandro Saltiel, Ryan Krystopowicz, Jianing Wu, and Brian Manby are registered representatives of Foreside Fund Services, LLC.

WisdomTree Funds are distributed by Foreside Fund Services, LLC, in the U.S. only.  
You cannot invest directly in an index.

## DEFINITIONS

**Interest rates**: The rate at which interest is paid by a borrower for the use of money.

**Fiscal Stimulus**: Using fiscal policy as a tool to provide economic growth.

**Yield**: The income return on an investment. Refers to the interest or dividends received from a security that is typically expressed annually as a percentage of the market or face value.

**Duration**: A measure of a bond's sensitivity to changes in interest rates. The weighted average accounts for the various durations of the bonds purchased as well as the proportion of the total government bond portfolio that they make up.

**Interest rate risk**: The risk that an investment's value will decline due to an increase in interest rates.

**Credit ratings**: An assessment of the creditworthiness of a borrower in general terms or with respect to a particular debt or financial obligation. Credit assessment and evaluation for companies and governments is generally done by a credit rating agency such as Standard & Poor's, Moody's or Fitch.

**Investment grade**: An investment grade is a rating that signifies a municipal or corporate bond presents a relatively low risk of default.

**Treasury**: Debt obligation issued by the U.S. government with payments of principal and interest backed by the full faith and credit of the U.S. government.

**10- Year Treasury**: a debt obligation of the U.S. government with an original maturity of ten years.

**Dividend**: A portion of corporate profits paid out to shareholders.

**Price-to-earnings (P/E) ratio**: Share price divided by earnings per share. Lower numbers indicate an ability to access greater amounts of earnings per dollar invested.

**Dow Jones U.S. Select Dividend Index**: The index is a modified market capitalization approach and weights by dividend yield. Stocks are selected for fundamental strength relative to their peers, subject to various screens such as dividend quality and liquidity.

**Dividend yield**: A financial ratio that shows how much a company pays out in dividends each year relative to its share price.

**Buyback yield**: amount of a company's buybacks divided by its market capitalization.