

# ASK THE INSTITUTE

## Why do interest rates rise?

Factors such as economic growth, inflation, and employment levels help to determine interest-rate policy and market interest rates.

### Why short-term rates rise

Interest rates for short-term debt — maturities of three years or less — rise and fall in large part based on policy-rate changes by the Federal Reserve (Fed). Typically, the Fed considers raising rates when economic growth accelerates and the rate of inflation threatens its stated 2-percent objective.

### Why long-term rates rise

Interest rates for long-term debt — maturities of 10 years or more — rise and fall based on macroeconomic factors, inflation expectations, and supply and demand dynamics that include bond purchases or sales by the Fed. Long-term rates tend to be more volatile and more difficult to forecast than short-term rates.

## What risks can investors expect in a rising-rate environment?

Meaningful increases in longer-term rates occurred in 2013 and late 2016, but that is a distant memory for many investors. The last short-term rate hike cycle began in late 2015 as the Fed raised rates on a slow and steady schedule. With inflation well above Fed targets there is the potential of heightened rate volatility. The purpose of this report is to help investors anticipate risks to their portfolios if interest rates (short-term or long-term) rise.

### Key takeaways

- ▶ Rising short-term rates have a more meaningful effect on the economy because they raise the cost of borrowing.
- ▶ Rising long-term rates have a more significant effect on fixed-income investors because they affect bond prices. Interest rates and bond prices generally move in opposite directions — when interest rates rise, bond prices fall. Rising long-term rates also have a greater effect on homebuyers because they raise mortgage rates.
- ▶ We believe that diversification across asset classes and fixed-income maturities and sectors can help investors adapt to a rising-rate environment.

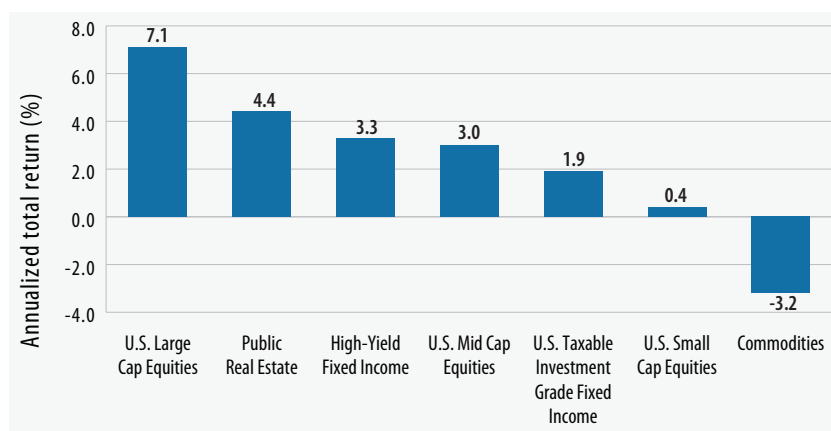
## What does history tell us about rising-rate environments?

The Fed has engineered a rising short-term-rate environment four times over the past 30 years. Beginning in late 2015, the Fed raised short term rates nine times over the course of three years. We anticipate that the upcoming rate hike cycle will be more aggressive as the Fed fights to bring inflation under control.

Source: Federal Reserve

### Asset-class returns during the last rising short-term rate cycle

December 14, 2016 to December 19, 2018



Source: Bloomberg and Wells Fargo Investment Institute as of February 24, 2022. Daily data from December 14, 2016 to December 19, 2018. An index is unmanaged and not available for direct investment. **Past performance is no guarantee of future results.** Please see Risk Considerations for a description of the risks associated with these asset classes and for definitions of the indices.

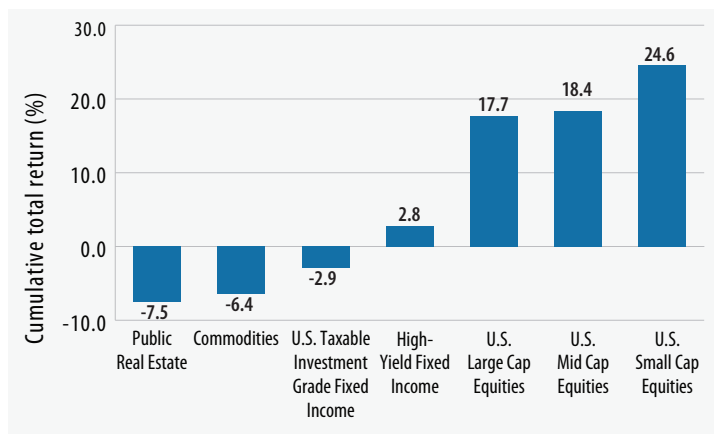


## What do rising interest rates mean for fixed income and equities?

Most fixed-income investments have struggled in a rising interest-rate environment. Rising long-term rates have tended to have more of an effect than rising short-term rates. Compare the fixed-income performance in the graphic on page 1, a period of rising short-term rates, with the performance in the graphic below, a period of rising long-term rates.

### Returns of various asset classes during the taper tantrum

April 30 to December 31, 2013



Source: Bloomberg and Wells Fargo Investment Institute as of February 24, 2022. Daily data from April 30, 2013 to December 31, 2013. *Index return information is provided for illustrative purposes only.* An index is unmanaged and not available for direct investment. *Past performance is no guarantee of future results.* Please see the end of this report for the definitions of the indices representing the asset classes and a description of the asset class risks.

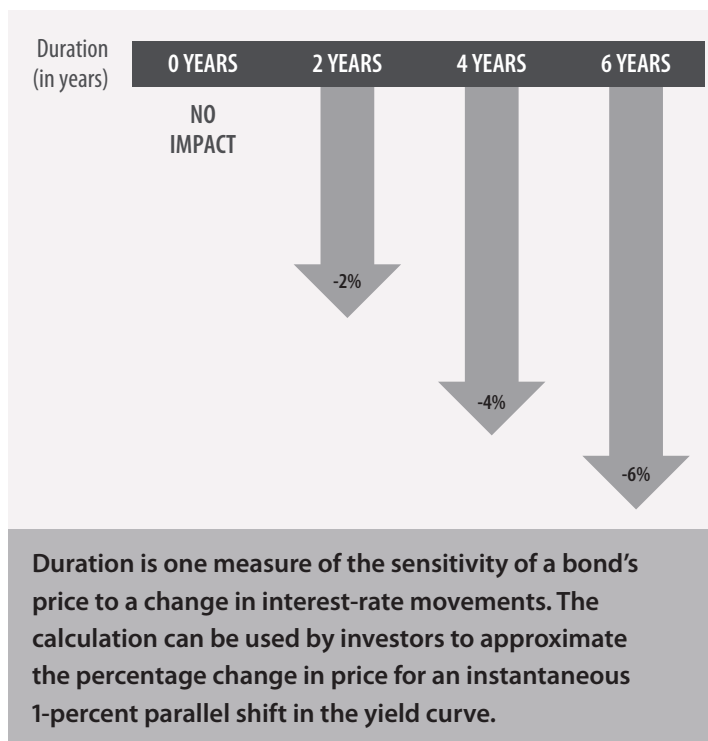
While long-term rates generally trended lower over the past three decades, they have been quite volatile at times. For example, in 2013, longer-term yields spiked higher because the Fed stated that it would begin scaling back (or tapering) its asset purchases; this was referred to as the *taper tantrum*.

Because their duration is often longer, long-maturity bonds can be quite sensitive to even small increases in long-term yields.

Fixed-income investors can follow a number of strategies to potentially improve performance during a rising-rate period. Two of the more straightforward strategies are to shorten duration or buy premium bonds. Shorter-maturity bonds have tended to be less sensitive to interest-rate changes but also offer investors less yield potential.

### Percent change in bond prices if rates spike 1 percent

Hypothetical illustration of the effects of duration, exclusively on bond prices



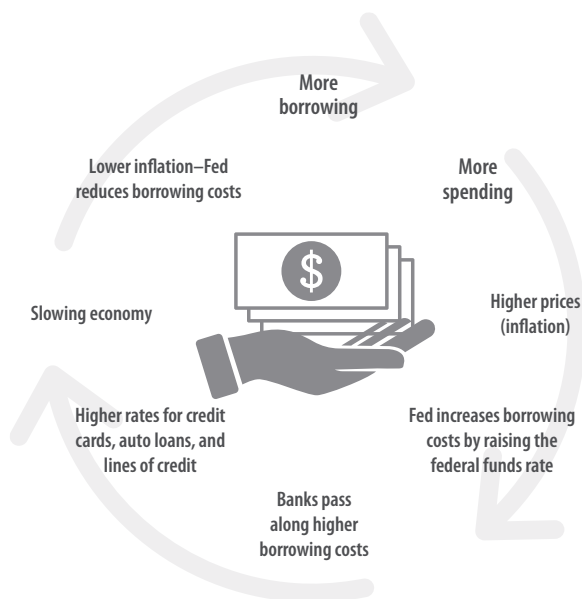
Premium bonds — those that trade above their face value — can offer a distinct advantage because they have tended to lose less value in a rising-rate environment than a comparable bond trading at par (face value) or at a discount.

The effect of interest rates on equities is less straightforward. Much depends on why rates are rising. If the economy is accelerating along with earnings growth, then the more cyclical sectors of the market (such as Industrials, Consumer Discretionary, and Information Technology) typically have responded well. If the Fed is raising rates with the intention of slowing the speed of economic growth and keeping inflation in check, then the more defensive sectors of the market (such as Consumer Staples and Health Care) usually performed better.

## What do rising interest rates mean for borrowers?

The Fed uses interest rates to encourage a steady pace of economic growth. When the economy grows fast enough to rouse inflation, the Fed can raise short-term rates to increase the cost of borrowing, which can slow down inflation and spending.

The Fed does this by setting interest-rate targets (i.e., the federal funds rate) that determine the price banks must pay to borrow from the Fed or from other banks. The banks, in turn, can pass along the change in their borrowing costs to consumers. So, rising Fed rate targets can push bank rates higher, and consumers can quickly see higher costs for credit cards, auto loans, and home equity lines of credit. Mortgage rates are an exception; they move more closely with long-term bond yields.



## What are the implications for investors?

### Retirees investing for income

*What benefits and risks are they likely to experience?*

As the Fed continues increasing short-term rates, savers should continue to see the returns of cash and cash-like investments move higher, albeit slowly. In addition, investors can generally look forward to higher rates on most fixed-income investments if both short- and long-term rates generally rise.

*What strategies do we suggest?*

Generating income is particularly important to those in retirement. If you are retired, we recommend that you:

- ▶ Consider diversification of your income sources.
- ▶ Think about diversifying across short-, intermediate-, and long-term maturities, especially if your portfolio contains an over-allocation to fixed-income investments with longer maturities/durations.
- ▶ Recognize that higher-yielding assets carry higher risk.

When interest rates rise, bond prices fall. Investors who need to liquidate bonds before maturity in a rising-rate environment could face the risk of losing principal. Investors should ensure they have sufficient liquidity in cash reserves, other assets, or available credit.

### Preretirees investing for growth and income

*What benefits and risks are they likely to experience?*

Before the global financial recession, investors had the ability to buy Certificates of Deposit (CDs) that provided returns in excess of 5 percent. Because of easy Fed monetary policies, such traditional lower-risk vehicles currently offer little income. As the Fed continues to raise interest rates in the years ahead, investors should once again find that they need to take less risk to achieve their income goals.

*What strategies do we suggest?*

We believe that it is important for preretirees to avoid overexposure to fixed income. Income streams can be spread across equities, fixed income, real assets, and other holdings. Further, diversifying fixed-income holdings by sector, country, credit, and currency exposure is generally appropriate for most investors. Bear in mind that CDs are insured by the Federal Deposit Insurance Corporation and offer a fixed rate of return, whereas the return and principal value of an investment in fixed income securities and stocks fluctuate with changes in market conditions.

### Young accumulators investing for growth

*What benefits and risks are they likely to experience?*

Growth investors generally have relatively small fixed-income allocations; thus, rising rates are unlikely to have a material impact on their portfolios. The equity portion of their portfolios may benefit from rising rates, depending on the situation. Stocks historically have performed well when interest rates are rising as the economy accelerated.

# High-net-worth investors interested in capital preservation

## *What strategies do we suggest?*

High-net-worth investors may want to consider alternative investments or ownership of individual bonds within a well-diversified portfolio in an effort to mitigate interest-rate risk.

## *What benefits and risks are they likely to experience?*

Investors who own a well-diversified bond portfolio with the ability to hold the securities until maturity may not be as concerned about changes in interest rates. As long as the issuer does not default, an investor should receive the expected interest and principal payments outlined in the prospectus. As the market changes, prices will fluctuate until the bond matures, but at maturity, investors should receive the par value for the individual security.

## Risk Considerations

All investing involves risk, including the possible loss of principal. There can be no assurance that any investment strategy will be successful. Investments fluctuate with changes in market and economic conditions and in different environments due to numerous factors some of which may be unpredictable. Each asset class has its own risk and return characteristics. The level of risk associated with a particular investment or asset class generally correlates with the level of return the investment or asset class might achieve.

Investing in the **bond market** is subject to risks, including market, interest rate, credit/default, liquidity, inflation, and other risk. The value of most bonds and bond strategies are impacted by changes in interest rates. Bonds and bond strategies with longer durations tend to be more sensitive and volatile than those with shorter durations; bond prices generally fall as interest rates rise. Credit risk is the risk that the issuer will default on payments of interest and/or principal. **High yield bonds**, also known as junk bonds, have lower ratings and are subject to greater volatility than investment grade securities. All bond investments may be worth more or less than the original cost when redeemed. **Stocks** offer long-term growth potential, but may fluctuate more and provide less current income than other investments. **Small and Mid cap stocks** are generally more volatile, subject to greater risks and are less liquid than large company stocks. The **commodities** markets are considered speculative, carry substantial risks, and have experienced periods of extreme volatility. Investments in commodities may be affected by changes in overall market movements, commodity index volatility, changes in interest rates or factors affecting a particular industry or commodity. **Real estate** has special risks, including the possible illiquidity of underlying properties, credit risk, interest rate fluctuations and the impact of varied economic conditions.

*Alternative investments are not appropriate for all investors and are available only to persons who are "accredited investors" or "qualified purchasers" within the meaning of U.S. securities laws. They are speculative and involve a high degree of risk that is suitable only for those investors who have the financial sophistication and expertise to evaluate the merits and risks of an investment in a fund and for which the fund does not represent a complete investment program. While investors may potentially benefit from the ability of alternative investments to potentially improve the risk-reward profiles of their portfolios, the investments themselves can carry significant risks.*

## Index Definitions

**Index return information is provided for illustrative purposes only.** Index returns are not portfolio returns and are not forecasts of expected gains or losses a portfolio might experience. Index returns represent general market results, do not reflect actual portfolio returns or the experience of any investor. Index returns represent general market results, assume the reinvestment of dividends and other distributions, do not reflect deduction for fees, expenses or taxes applicable to an actual investment nor constitute a recommendation to invest in any particular fund or strategy. An index is unmanaged and not available for direct investment.

**U.S. Investment-Grade Fixed Income:** The Bloomberg U.S. Aggregate Bond Index is an index composed of the Government Bond Index, the Asset-Backed Securities Index, and the Mortgage-Backed Securities Index and includes U.S. Treasury issues, agency issues, corporate bond issues, and mortgage-backed issues.

**High-Yield Fixed Income:** The Bloomberg U.S. Corporate High Yield Index covers the universe of fixed-rate, non-investment-grade debt.

**Public Real Estate:** The FTSE EPRA/NAREIT Developed Index is designed to track the performance of listed real estate companies and REITs in developed countries worldwide.

**U.S. Mid Cap Equities:** The Russell Midcap® Index measures the performance of the 800 smallest companies in the Russell 1000 Index, which represent approximately 25% of the total market capitalization of the Russell 1000® Index.

The Russell 1000® Index measures the performance of the 1,000 largest companies in the Russell 3000 Index, which represents approximately 92% of the total market capitalization of the Russell 3000 Index. The Russell 3000® Index measures the performance of the 3,000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market.

**U.S. Small Cap Equities:** The Russell 2000® Index measures the performance of the 2,000 smallest companies in the Russell 3000® Index, which represents approximately 8% of the total market capitalization of the Russell 3000 Index.

The Russell 3000® Index measures the performance of the 3,000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market.

**U.S. Large Cap Equities:** The S&P 500 Index is a capitalization-weighted index calculated on a total return basis with dividends reinvested. The index includes 500 widely held U.S. market industrial, utility, transportation, and financial companies.

**Commodities:** The S&P Goldman Sachs Commodity Index is a trade-weighted index of commodity sector returns representing unleveraged, long-only investment in commodity futures that is broadly diversified across the spectrum of commodities. The index includes futures contracts on 24 physical commodities, of which Energy represents nearly 70%.

Global Investment Strategy (GIS) is a division of Wells Fargo Investment Institute, Inc. (WFII). WFII is a registered investment adviser and wholly owned subsidiary of Wells Fargo Bank, N.A., a bank affiliate of Wells Fargo & Company.

The information in this report was prepared by GIS. Opinions represent GIS's opinion as of the date of this report and are for general information purposes only and are not intended to predict or guarantee the future performance of any individual security, market sector, or the markets generally. GIS does not undertake to advise you of any change in its opinions or the information contained in this report. Wells Fargo & Company affiliates may issue reports or have opinions that are inconsistent with, and reach different conclusions from, this report.

The information contained herein constitutes general information and is not directed to, designed for, or individually tailored to, any particular investor or potential investor. This report is not intended to be a client-specific suitability or best interest analysis or recommendation, an offer to participate in any investment, or a recommendation to buy, hold or sell securities. Do not use this report as the sole basis for investment decisions. Do not select an asset class or investment product based on performance alone. Consider all relevant information, including your existing portfolio, investment objectives, risk tolerance, liquidity needs, and investment time horizon.

Wells Fargo Advisors is registered with the U.S. Securities and Exchange Commission and the Financial Industry Regulatory Authority, but is not licensed or registered with any financial services regulatory authority outside of the U.S. Non-U.S. residents who maintain U.S.-based financial services accounts with Wells Fargo Advisors may not be afforded certain protections conferred by legislation and regulations in their country of residence in respect of any investments, investment transactions, or communications made with Wells Fargo Advisors.

Wells Fargo Advisors is the trade name used by Wells Fargo Clearing Services, LLC, and Wells Fargo Advisors Financial Network, LLC, Members SIPC, separate registered broker-dealers and non-bank affiliates of Wells Fargo & Company.

© 2017–2018, 2022 Wells Fargo Investment Institute. CAR-0322-03226 IHA-7231401