

NZ Insight: Second wind for the labour market?

28 February 2023



This is not personal advice nor financial advice about any product or service. It does not take into account your financial situation or goals. Please refer to the Important Notice.



Contact

Finn Robinson or Sharon Zollner for more details.

Confused by acronyms or jargon? See a glossary [here](#).

Second wind for the labour market?

- Timely indicators suggest the New Zealand labour market may be getting a second wind, with filled jobs up strongly in January, and employment intentions rising in February.
- This mirrors a global theme, with the US labour market surprising with its strength in recent months.
- The broad-based improvement in domestic labour market indicators in the first few months of 2023 reinforces our view that there are upside risks to our OCR call for a peak of 5.25% by May 2023.

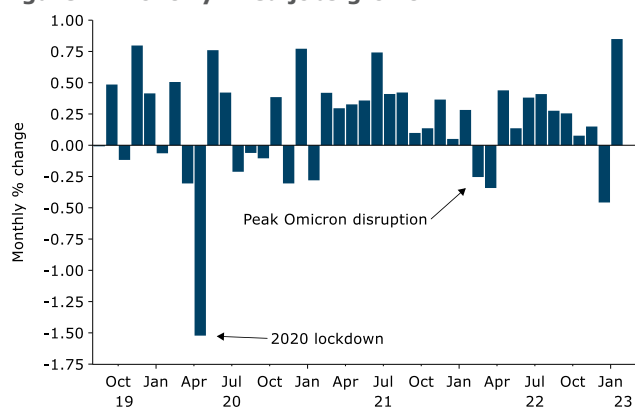
Still running hot

The labour market appeared to be [starting to slow down](#) at the end of 2022. Job vacancies were dropping, employment intentions had tanked in the wake of the RBNZ's hawkish November MPS, and monthly filled jobs growth dipped into negative territory in December. The deterioration in timely labour market indicators was one of the reasons why we downgraded our forecast for the February MPS to a 50bp OCR hike (versus 75bp previously expected), and our forecast OCR peak from 5.75% to 5.25%.

However, in a repetition of global themes, we've seen a marked turnaround (or at least, a stabilisation) in all of these indicators over January and February. Most notably, monthly filled jobs data for January and the February edition of our [Business Outlook survey](#) (both released today) both point to a sharp recovery in both actual and expected hiring over 2023.

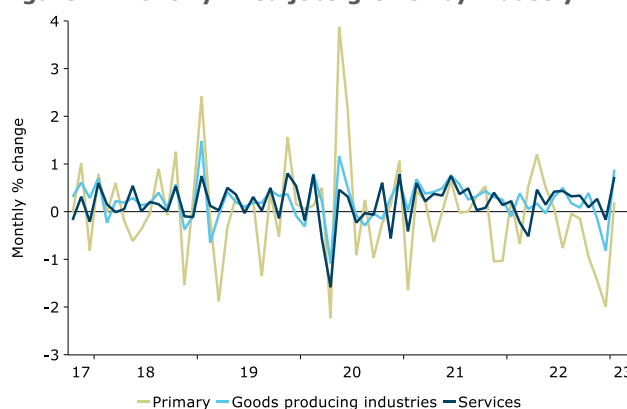
Monthly filled jobs were up an impressive 0.8% m/m in January, after slowing significantly towards the end of 2022, and even falling 0.5% m/m in December (figure 1). Job gains were broad-based across industries, with services, goods-producing, and primary industries all contributing positively to the monthly growth figure (figure 2). It's early days, but the January filled jobs print poses significant upside risk to our forecast that HLFS employment eked out only a 0.1% q/q gain in Q1.

Figure 1. Monthly filled jobs growth



Source: Stats NZ, ANZ, Macrobond, ANZ Research

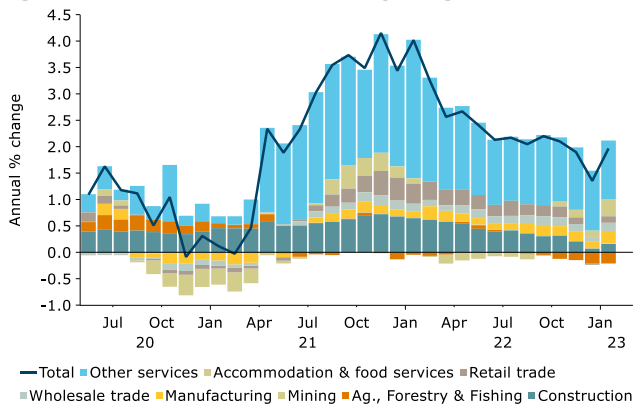
Figure 2. Monthly filled jobs growth by industry



Source: Stats NZ, Macrobond, ANZ Research

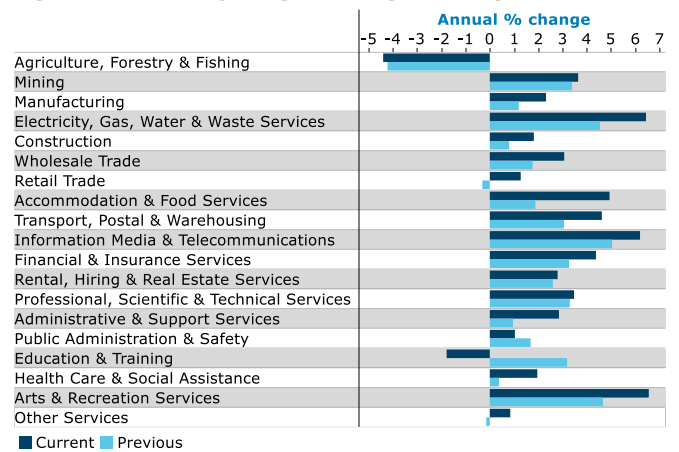
On an annual basis, filled jobs growth ticked up to 2.0% y/y, from 1.4% in December. Again, the strength in the annual jobs growth figure was broad based (figure 3), with the only significant drag coming from agriculture, forestry & fishing, with jobs in that industry down 4.4% y/y (despite bouncing higher on a monthly basis in January). Every other industry except education and training (down 1.8% y/y) saw positive jobs growth in the twelve months to January, and most saw *accelerating* job gains versus the twelve months to December (figure 4). Hiring was running hot in January, and across multiple industries. This is not the softness that the RBNZ would be hoping to see, given that they need to generate a cooling in the labour market to bring core domestic inflation pressures down.

Figure 3. Contributions to filled jobs growth



Source: Stats NZ, Macrobond, ANZ Research

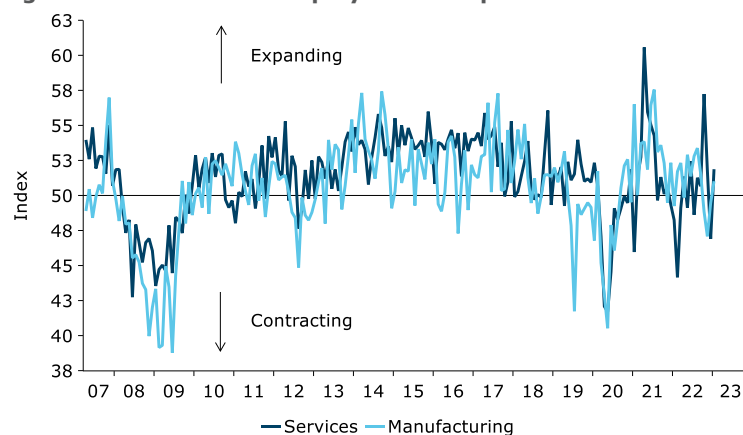
Figure 4. Annual jobs growth by industry



Source: Stats NZ, Macrobond, ANZ Research

Other indicators also point to the labour market remaining robust. The employment components of the Performance of Services Index (PSI) and Performance of Manufacturing Index (PMI) both bounced solidly in January. The PSI employment index rose to 51.8 (46.9 previously), while the PMI employment index rose to 51.0 (49.5 previously), both solidly back in expansionary territory after a soggy end to 2022 (figure 5). These data are obviously pretty volatile from month to month, so we can't put too much weight on the rebound just yet. But it does add to broad-based strength in a range of other labour market indicators over the same period.

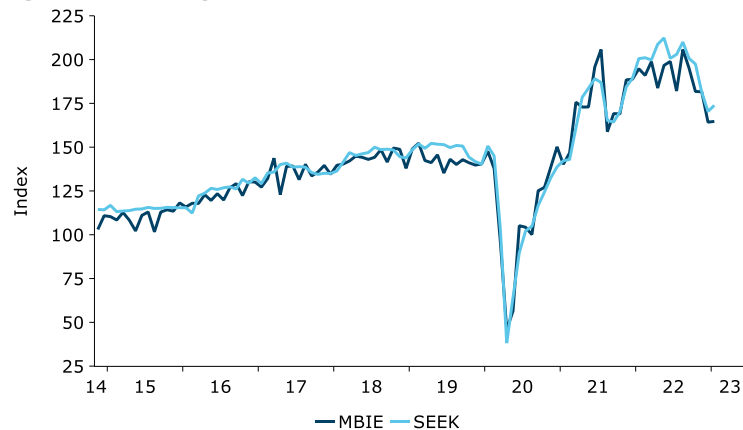
Figure 5. PMI and PSI employment components



Source: BusinessNZ, Macrobond, ANZ Research

Online job advertisements are also showing tentative signs of stabilising, after several months in a row of chunky declines. The SEEK job ads index lifted 2.0% m/m in January, while the MBIE job ads index (which includes SEEK, Trade Me Jobs, Kiwi Health Jobs, and Education Gazette) stabilised (figure 6). Job ads are down significantly from the lofty peaks of 2021 and 2022, but there's still a way to go before supply and demand are in better balance in the labour market.

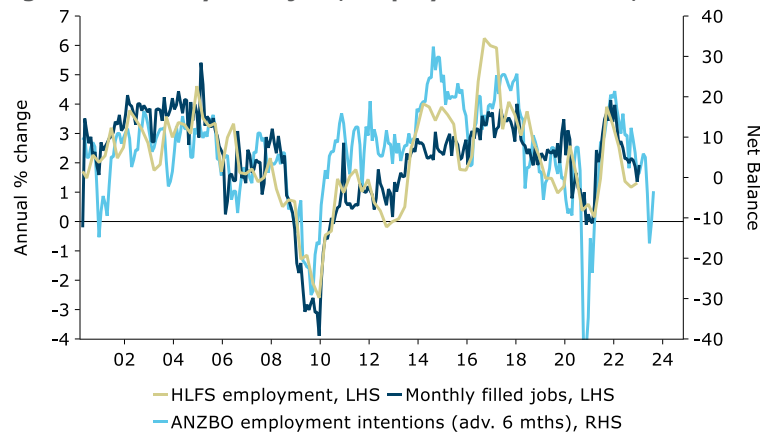
Figure 6. Online job ads



Source: MBIE, SEEK, Macrobond, ANZ Research

So far, the indicators suggest that the labour market got off to a stronger start to 2023 than anticipated. And our latest [Business Outlook survey](#) suggests that momentum may continue over the first half of the year. Employment intentions in February bounced to -3.4, versus the low of -16.3 immediately after the November MPS. That's still a pretty low number by historical standards, but it is consistent with positive jobs growth (figure 7), whereas we (and the RBNZ) have been forecasting that employment growth would turn negative over 2023.

Figure 7. Monthly filled jobs, employment intentions, and HLFS employment



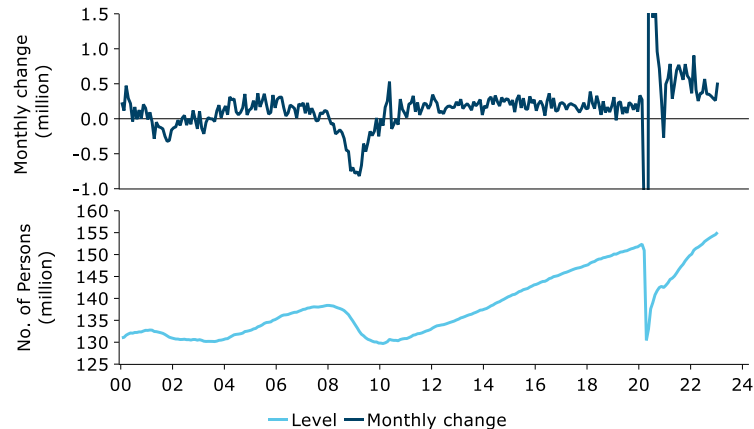
Source: Stats NZ, Macrobond, ANZ Research

Global bounce back?

The bounce in New Zealand filled jobs numbers comes at the same time as we've seen evidence that global economies are proving far more resilient to central bank rate hikes than anticipated. Last week, PMI data for February confirmed a [broad-based bounce back](#) in activity across the US, UK, and euro area. And that was hot on the heels of a series of solid US data for January, including the ISM services index, retail sales, and a bumper nonfarm payrolls print.

In January, nonfarm payrolls in the US lifted by a whopping 517,000. That was much higher than the consensus expectation of a 189,000 increase, and a sharp acceleration from December's 260,000 gain (figure 8, top panel). While there are some questions about how well the seasonal adjustment is coping with COVID volatility, the raw data for January (ie not seasonally adjusted) was also much stronger than normal as well. The monthly pace of job gains in the US is still running well ahead of pre-COVID rates, despite overall jobs numbers now exceeding 2019 levels (figure 8, bottom panel).

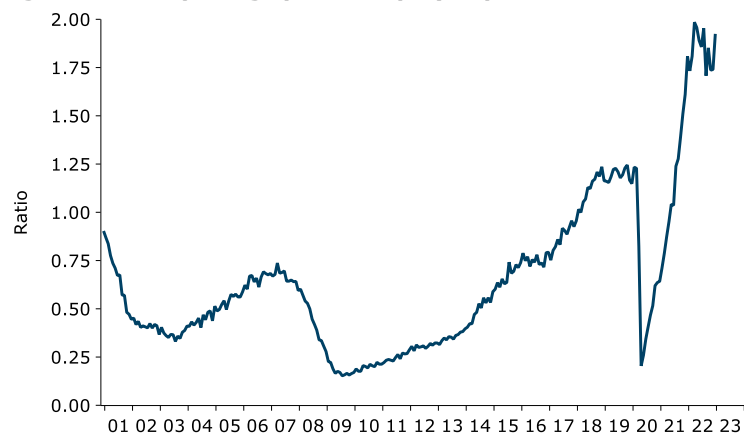
Figure 8. US nonfarm payrolls (axis cuts off major volatility in 2020)



Source: BLS, Macrobond, ANZ Research

Indicators of labour demand are also holding up well in the face of the Fed's aggressive interest rate hikes over the past year. The number of job openings per unemployed person, for example, ticked back up to 1.9 in December, indicating that demand for workers remains far in excess of supply in the US labour market (figure 9). It's worth noting that prior to COVID, a ratio of 1 job opening per unemployed person would have been high by historical standards. This ongoing strength in the US labour market is one reason why we now expect the US federal funds rate to peak at 5.5%, versus 5.0% previously (and the current level of 4.75%).

Figure 9. Job openings per unemployed person in the US



Source: BLS, Macrobond, ANZ Research

New Zealand is clearly not alone in experiencing a labour market that may be having a second wind. Technically, what's happening in the US doesn't directly affect us here in New Zealand, but to the extent that it tells us anything about global inflation pressures, it may play into local inflation risks. And it is putting upward pressure on global interest rates, which is, in turn, having a direct impact on longer-term wholesale interest rates in NZ.

In the February Monetary Policy Statement the RBNZ also highlighted the increasing correlation between global inflation and New Zealand non-tradables inflation. Prices like construction costs may be counted as non-tradables (ie largely domestic) inflation, but house building still relies on imported materials, and so is still subject to the whims of the global inflation cycle. As such, evidence of further froth in the US labour market does have implications for New Zealand.

Monetary policy implications

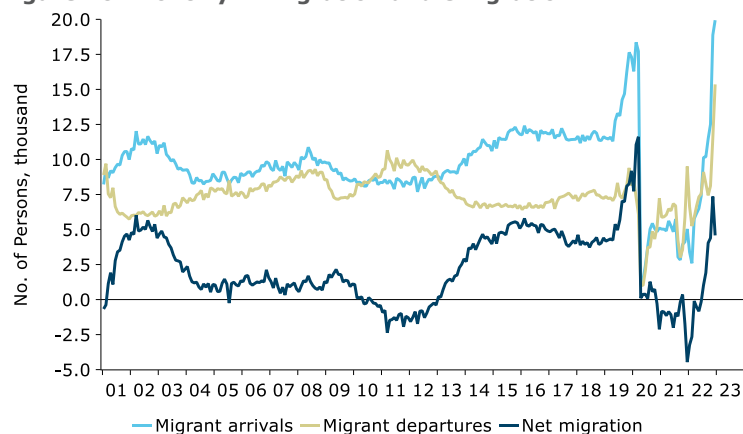
It's early days in 2023, and we are wary of reading too much into monthly movements in volatile indicators. But the synchronised nature of the improvements we are seeing in New Zealand labour market data, in combination with a very convincing lift in filled jobs in January, does suggest that the labour market is proving more resilient than previously expected.

Inflation pressures here and overseas are increasingly tilting towards services prices (which are tightly linked to labour market developments). This means more than ever that the strength we're seeing in timely labour market indicators represents a material upside risk to our current assessment that the RBNZ will pause hiking the Official Cash Rate after it reaches a peak of 5.25% in May. The RBNZ were forecasting in the February Monetary Policy Statement that unemployment would rise throughout all of 2023, from the get go. January's filled jobs data points to the risk that unemployment could be flat at 3.4% in Q1 (or even fall a tad), and may be slower to rise, given the resilience we're seeing in forward indicators, depending on what happens to labour supply (via both immigration and the labour force participation rate – both of which are extremely difficult to predict).

As outlined last week, we were [already seeing](#) upside risks to the OCR outlook. The tragic impact of Cyclone Gabrielle is a [significant risk](#) to both the near and medium term inflation outlook, given the pressure on rents, construction costs, food prices and other goods and services we may see in coming months and years. Add an even stronger labour market into this mix, and the idea that the RBNZ may pause rate hikes at an OCR peak of 5.25% is starting to look more tenuous.

Of course, one thing we economists have learned over recent years is the importance of the supply side, and not assuming that economic data reflects demand-side developments. Firms may partly be planning to increase their employment because they now believe that they actually have a shot at being able to do so, now that net immigration has turned up strongly (figure 10).

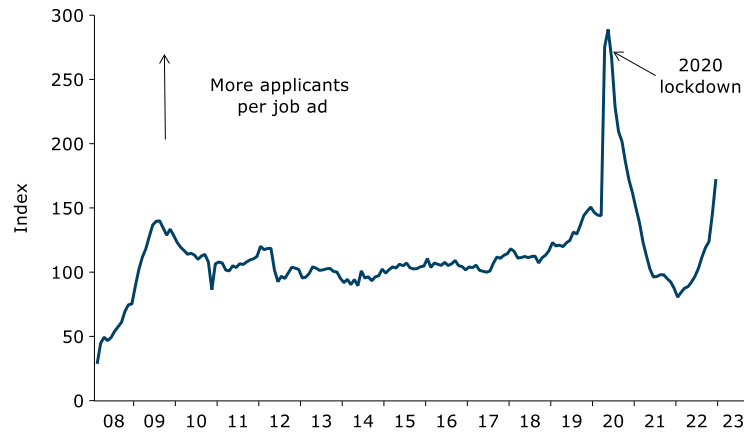
Figure 10. Monthly immigration and emigration



Source: Stats NZ, Macrobond, ANZ Research

These data are prone to enormous revision, but both anecdote and job seeker data (figure 11) certainly does support the notion that finding staff has gotten a little easier. If that fact turns out to have been the main driver of the increased employment intentions and actual hires, then it isn't likely to be as inflationary, nor as persistent.

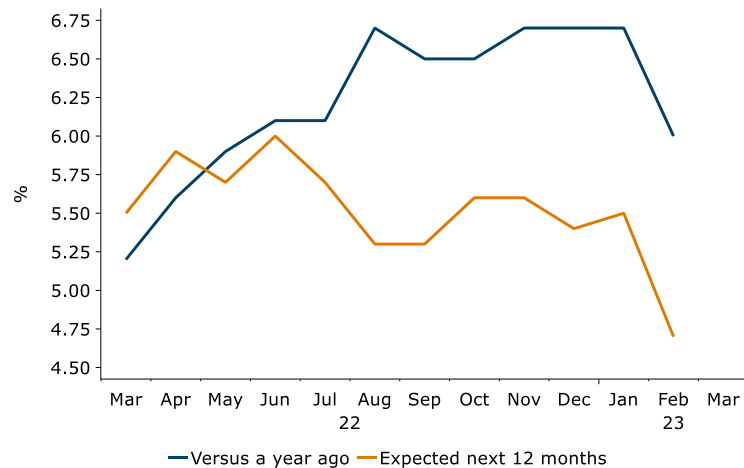
Figure 11. SEEK applicants per job ad index



Source: SEEK, Macrobond, ANZ Research

Along the same lines, wages are a particular focus for the RBNZ at present, and here, the February ANZBO data was suggestive of a waning in inflationary pressures (figure 12). One month does not make a trend, however, and wages do tend to respond to labour market imbalances with a lag.

Figure 12. Past and expected wage settlements (economy-wide)



Source: Macrobond, ANZ Research

Labour supply appears to be lifting. However, we still think we're a long way from labour demand being matched by supply. For now, the evidence is pointing toward the labour market remaining more resilient than we (or the RBNZ) expected, and that points to the risk that the OCR will also need to rise higher than the 5.25% we are currently forecasting.



Contact us

Meet the team

We welcome your questions and feedback. Click [here](#) for more information about our team.



Sharon Zollner
Chief Economist

Follow Sharon on Twitter
[@sharon_zollner](#)

Telephone: +64 9 357 4094
Email: sharon.zollner@anz.com

General enquiries:
research@anz.com

Follow ANZ Research
[@ANZ_Research](#) (global)



David Croy
Senior Strategist

Market developments, interest rates, FX, unconventional monetary policy, liaison with market participants.

Telephone: +64 4 576 1022
Email: david.croy@anz.com



Susan Kilsby
Agricultural Economist

Primary industry developments and outlook, structural change and regulation, liaison with industry.

Telephone: +64 21 633 469
Email: susan.kilsby@anz.com



Miles Workman
Senior Economist

Macroeconomic forecast co-ordinator, fiscal policy, economic risk assessment and credit developments.

Telephone: +64 21 661 792
Email: miles.workman@anz.com



Finn Robinson
Economist

Macroeconomic forecasting, economic developments, labour market dynamics, inflation and monetary policy.

Telephone: +64 21 629 553
Email: finn.robinson@anz.com



Kyle Uerata
Economic Statistician

Economic statistics, ANZ proprietary data (including ANZ Business Outlook), data capability and infrastructure.

Telephone: +64 21 633 894
Email: kyle.uerata@anz.com



Natalie Denne
PA / Desktop Publisher

Business management, general enquiries, mailing lists, publications, chief economist's diary.

Telephone: +64 21 253 6808
Email: natalie.denne@anz.com

Important notice

Last updated: 1 September 2022

This document (which may be in the form of text, image, video or audio) is intended for ANZ's Institutional, Markets and Private Banking clients. It should not be forwarded, copied or distributed. The opinions and research contained in this document are (a) not personal advice nor financial advice about any product or service; (b) provided for information only; and (c) intended to be general in nature and does not take into account your financial situation or goals.

This document may be restricted by law in certain jurisdictions. Persons who receive this document must inform themselves about and observe all relevant restrictions.

Disclaimer for all jurisdictions: This document is prepared and distributed in your country/region by either: Australia and New Zealand Banking Group Limited (ABN11 005 357 522) (**ANZ**); or its relevant subsidiary or branch (each, an **Affiliate**), as appropriate or as set out below.

This document is distributed on the basis that it is only for the information of the specified recipient or permitted user of the relevant website (**recipients**).

This document is solely for informational purposes and nothing contained within is intended to be an invitation, solicitation or offer by ANZ to sell, or buy, receive or provide any product or service, or to participate in a particular trading strategy.

Distribution of this document to you is only as may be permissible by the laws of your jurisdiction, and is not directed to or intended for distribution or use by recipients resident or located in jurisdictions where its use or distribution would be contrary to those laws or regulations, or in jurisdictions where ANZ would be subject to additional licensing or registration requirements. Further, the products and services mentioned in this document may not be available in all countries.

ANZ in no way provides any financial, legal, taxation or investment advice to you in connection with any product or service discussed in this document. Before making any investment decision, recipients should seek independent financial, legal, tax and other relevant advice having regard to their particular circumstances.

Whilst care has been taken in the preparation of this document and the information contained within is believed to be accurate, ANZ does not represent or warrant the accuracy or completeness of the information. Further, ANZ does not accept any responsibility to inform you of any matter that subsequently comes to its notice, which may affect the accuracy of the information in this document.

Preparation of this document and the opinions expressed in it may involve material elements of subjective judgement and analysis.

Unless specifically stated otherwise: they are current on the date of this document and are subject to change without notice; and, all price information is indicative only. Any opinions expressed in this document are subject to change at any time without notice.

ANZ does not guarantee the performance of any product mentioned in this document. All investments entail a risk and may result in both profits and losses. Past performance is not necessarily an indicator of future performance. The products and services described in this document may not be suitable for all investors, and transacting in these products or services may be considered risky.

ANZ expressly disclaims any responsibility and shall not be liable for any loss, damage, claim, liability, proceedings, cost or expense (Liability) arising directly or indirectly and whether in tort (including negligence), contract, equity or otherwise out of or in connection with this document to the extent permissible under relevant law. Please note, the contents of this document have not been reviewed by any regulatory body or authority in any jurisdiction.

ANZ and its Affiliates may have an interest in the subject matter of this document. They may receive fees from customers for dealing in the products or services described in this document, and their staff and introducers of business may share in such fees or remuneration that may be influenced by total sales, at all times received and/or apportioned in accordance with local regulatory requirements. Further, they or their customers may have or have had interests or long or short positions in the products or services described in this document, and may at any time make purchases and/or sales in them as principal or agent, as well as act (or have acted) as a market maker in such products. This document is published in accordance with ANZ's policies on conflicts of interest and ANZ maintains appropriate information barriers to control the flow of information between businesses within it and its Affiliates.

Your ANZ point of contact can assist with any questions about this document including for further information on these disclosures of interest.

Country/region specific information: Unless stated otherwise, this document is distributed by Australia and New Zealand Banking Group Limited (**ANZ**).

Australia. ANZ holds an Australian Financial Services licence no. 234527. For a copy of ANZ's Financial Services Guide please [click here](#) or request from your ANZ point of contact.

Brazil. This document is distributed on a cross border basis and only following request by the recipient. No securities are being offered or sold in Brazil under this document, and no securities have been and will not be registered with the Securities Commission - CVM.

Brunei, Japan, Kuwait, Malaysia, Switzerland, Taiwan. This document is distributed in each of these jurisdictions by ANZ on a cross-border basis.

Cambodia. The information contained in this document is confidential and is provided solely for your use upon your request.

This does not constitute or form part of an offer or solicitation of any offer to engage services, nor should it or any part of it form the basis of, or be relied in any connection with, any contract or commitment whatsoever. ANZ does not have a licence to undertake banking operations or securities business or similar business, in Cambodia. By requesting financial services from ANZ, you agree, represent and warrant that you are engaging our services wholly outside of Cambodia and subject to the laws of the contract governing the terms of our engagement.

Canada. This document is general information only, is intended for institutional use only – not retail, and is not meant to be tailored to the needs and circumstances of any recipient. In addition, this document is not intended to be an offer or solicitation to purchase or sell any security or other financial instrument or to employ a specific investment strategy.

Chile. You understand and agree that ANZ Banking Group Limited is not regulated by Chilean Authorities and that the provision of this document is not subject to any Chilean supervision and is not guaranteed by any regulatory or governmental agency in Chile.

Fiji. For Fiji regulatory purposes, this document and any views and recommendations are not to be deemed as investment advice. Fiji investors must seek licensed professional advice should they wish to make any investment in relation to this document.

Hong Kong. This document is issued or distributed in Hong Kong by the Hong Kong branch of ANZ, which is registered at the Hong Kong Monetary Authority to conduct Type 1 (dealing in securities), Type 4 (advising on securities) and Type 6 (advising on corporate finance) regulated activities. The contents of this document have not been reviewed by any regulatory authority in Hong Kong. If you are in any doubt about any of the contents of this document, you should obtain independent professional advice.

India. If this document is received in India, only you (the specified recipient) may print it provided that before doing so, you specify on it your name and place of printing.

Israel. ANZ is not a holder of a licence granted in Israel pursuant to the Regulation of Investment Advising, Investment Marketing and Portfolio Management Law, 1995 ("Investment Advice Law") and does not hold the insurance coverage required of a licensee pursuant to the Investment Advice Law. This publication has been prepared exclusively for Qualified Clients as such term is defined in the First Schedule to the Investment Advice Law. As a prerequisite to the receipt of a copy of this publication a recipient will be required to provide confirmation and evidence that it is a Qualified Client. Nothing in this publication should be considered Investment Advice or Investment Marketing as defined in the Investment Advice Law. Recipients are encouraged to seek competent investment advice from a locally licensed investment adviser prior to making any investment.

Macau. Click [here](#) to read the disclaimer for all jurisdictions in Mandarin. 澳门. 点击[此处](#)阅读所有司法管辖区的免责声明的中文版。

Myanmar. This document is intended to be general and part of ANZ's customer service and marketing activities when implementing its functions as a licensed bank. This document is not Securities Investment Advice (as that term is defined in the Myanmar Securities Transaction Law 2013).

Important notice

New Zealand. This material is for information purposes only and is not financial advice about any product or service. We recommend seeking financial advice about your financial situation and goals before acquiring or disposing of (or not acquiring or disposing of) a financial product.

Oman. ANZ neither has a registered business presence nor a representative office in Oman and does not undertake banking business or provide financial services in Oman. Consequently ANZ is not regulated by either the Central Bank of Oman (**CBO**) or Oman's Capital Market Authority (**CMA**). The information contained in this document is for discussion purposes only and neither constitutes an offer of securities in Oman as contemplated by the Commercial Companies Law of Oman (Royal Decree 4/74) or the Capital Market Law of Oman (Royal Decree 80/98), nor does it constitute an offer to sell, or the solicitation of any offer to buy non-Omani securities in Oman as contemplated by Article 139 of the Executive Regulations to the Capital Market Law (issued vide CMA Decision 1/2009). ANZ does not solicit business in Oman and the only circumstances in which ANZ sends information or material describing financial products or financial services to recipients in Oman, is where such information or material has been requested from ANZ and the recipient understands, acknowledges and agrees that this document has not been approved by the CBO, the CMA or any other regulatory body or authority in Oman. ANZ does not market, offer, sell or distribute any financial or investment products or services in Oman and no subscription to any securities, products or financial services may or will be consummated within Oman. Nothing contained in this document is intended to constitute Omani investment, legal, tax, accounting or other professional advice.

People's Republic of China (PRC). This document may be distributed by either ANZ or Australia and New Zealand Bank (China) Company Limited (**ANZ China**). Recipients must comply with all applicable laws and regulations of PRC, including any prohibitions on speculative transactions and CNY/CNH arbitrage trading. If this document is distributed by ANZ or an Affiliate (other than ANZ China), the following statement and the text below is applicable: No action has been taken by ANZ or any affiliate which would permit a public offering of any products or services of such an entity or distribution or re-distribution of this document in the PRC. So, the products and services of such entities are not being offered or sold within the PRC by means of this document or any other document. This document may not be distributed, re-distributed or published in the PRC, except under circumstances that will result in compliance with any applicable laws and regulations. If and when the material accompanying this document relates to the products and/or services of ANZ China, the following statement and the text below is applicable: This document is distributed by ANZ China in the Mainland of the PRC.

Peru. The information contained in this document has not been, and will not be, registered with or approved by the Peruvian Superintendency of the Securities Market (Superintendencia del Mercado de Valores, **SMV**) or the Lima Stock Exchange (Bolsa de Valores de Lima, **BVL**) or under the Peruvian Securities Market Law (Legislative Decree 6 861), and will not be subject to Peruvian laws applicable to public offerings in Peru. To the extent this information refers to any securities or interests, it should be noted the securities or interests may not be offered or sold in Peru, except if (i) such securities or interests were previously registered with the Peruvian Superintendency of the Securities Market, or (ii) such offering is considered a private offering in Peru under the securities laws and regulation of Peru.

Qatar. This document has not been, and will not be:

- lodged or registered with, or reviewed or approved by, the Qatar Central Bank (**QCB**), the Qatar Financial Centre (**QFC**) Authority, QFC Regulatory Authority or any other authority in the State of Qatar (**Qatar**); or
- authorised or licensed for distribution in Qatar, and the information contained in this document does not, and is not intended to, constitute a public offer or other invitation in respect of securities in Qatar or the QFC.

The financial products or services described in this document have not been, and will not be:

- registered with the QCB, QFC Authority, QFC Regulatory Authority or any other governmental authority in Qatar; or
- authorised or licensed for offering, marketing, issue or sale, directly or indirectly, in Qatar.

Accordingly, the financial products or services described in this document are not being, and will not be, offered, issued or sold in Qatar, and this document is not being, and will not be, distributed in Qatar. The offering, marketing, issue and sale of the financial products or services described in this document and distribution of this document is being made in, and is subject to the laws, regulations and rules of, jurisdictions outside of Qatar and the QFC. Recipients of this document must abide by this restriction and not distribute this document in breach of this restriction. This document is being sent/issued to a limited number of institutional and/or sophisticated investors (i) upon their request and confirmation that they understand the statements above; and (ii) on the condition that it will not be provided to any person other than the original recipient, and is not for general circulation and may not be reproduced or used for any other purpose.

Singapore. This document is distributed in Singapore by ANZ solely for the information of "accredited investors", "expert investors" or (as the case may be) "institutional investors" (each term as defined in the Securities and Futures Act Cap. 289 of Singapore). ANZ is licensed in Singapore under the Banking Act Cap. 19 of Singapore and is exempted from holding a financial adviser's licence under Section 23(1)(a) of the Financial Advisers Act Cap. 100 of Singapore. In respect of any matters arising from, or in connection with, the distribution of this document in Singapore, please speak to your usual ANZ contact in Singapore.

United Arab Emirates (UAE). This document is distributed in the UAE or the Dubai International Financial Centre (**DIFC**) (as applicable) by ANZ. This document does not, and is not intended to constitute: (a) an offer of securities anywhere in the UAE; (b) the carrying on or engagement in banking, financial and/or investment consultation business in the UAE under the rules and regulations made by the Central Bank of the UAE, the Emirates Securities and Commodities Authority or the UAE Ministry of Economy; (c) an offer of securities within the meaning of the Dubai International Financial Centre Markets Law (DIFCML) No. 12 of 2004; and (d) a financial promotion, as defined under the DIFCML No. 1 of 200. ANZ DIFC Branch is regulated by the Dubai Financial Services Authority (**DFSA**). ANZ DIFC Branch is regulated by the Dubai Financial Services Authority (**DFSA**). The financial products or services described in this document are only available to persons who qualify as "Professional Clients" or "Market Counterparty" in accordance with the provisions of the DFSA rules.

United Kingdom. This document is distributed in the United Kingdom by Australia and New Zealand Banking Group Limited (**ANZ**) solely for the information of persons who would come within the Financial Conduct Authority (**FCA**) definition of "eligible counterparty" or "professional client". It is not intended for and must not be distributed to any person who would come within the FCA definition of "retail client". Nothing here excludes or restricts any duty or liability to a customer which ANZ may have under the UK Financial Services and Markets Act 2000 or under the regulatory system as defined in the Rules of the Prudential Regulation Authority (**PRA**) and the FCA. ANZ considers this document to constitute an Acceptable Minor Non-Monetary Benefits (**AMNMB**) under the relevant inducement rules of the FCA. ANZ is authorised in the United Kingdom by the PRA and is subject to regulation by the FCA and limited regulation by the PRA. Details about the extent of our regulation by the PRA are available from us on request.

United States. Except where this is a FX-related document, this document is distributed in the United States by ANZ Securities, Inc. (**ANZ SI**) which is a member of the Financial Regulatory Authority (**FINRA**) (www.finra.org) and registered with the SEC. ANZSI's address is 277 Park Avenue, 31st Floor, New York, NY 10172, USA (Tel: +1 212 801 9160 Fax: +1 212 801 9163). ANZSI accepts responsibility for its content. Information on any securities referred to in this document may be obtained from ANZSI upon request. This document or material is intended for institutional use only – not retail. If you are an institutional customer wishing to effect transactions in any securities referred to in this document you must contact ANZSI, not its affiliates. ANZSI is authorised as a broker-dealer only for institutional customers, not for US Persons (as "US person" is defined in Regulation S under the US Securities Act of 1933, as amended) who are individuals. If you have registered to use our website or have otherwise received this document and are a US Person who is an individual: to avoid loss, you should cease to use our website by unsubscribing or should notify the sender and you should not act on the contents of this document in any way. Non-U.S. analysts may not be associated persons of ANZSI and therefore may not be subject to FINRA Rule 2242 restrictions on communications with the subject company, public appearances and trading securities held by the analysts. Where this is a FX-related document, it is distributed in the United States by ANZ's New York Branch, which is also located at 277 Park Avenue, 31st Floor, New York, NY 10172, USA (Tel: +1 212 801 916 0 Fax: +1 212 801 9163).

Vietnam. This document is distributed in Vietnam by ANZ or ANZ Bank (Vietnam) Limited, a subsidiary of ANZ.

This document has been prepared by ANZ Bank New Zealand Limited, Level 26, 23-29 Albert Street, Auckland 1010, New Zealand, Ph 64-9-357 4094, e-mail nzeconomics@anz.com, <http://www.anz.co.nz>