

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

Henry Russell or Sharon Zollner for more details.

### Data summary – Q4 2023

		Latest
<b>Labour market</b>		
HLFS unemployment rate (sa)		4.0%
HLFS participation rate (sa)		71.9%
HLFS employment (sa)	q/q	0.4%
HLFS employment	y/y	2.4%
HLFS hours worked (sa)	q/q	0.8%
<b>Wages</b>		
LCI private sector wages (ex-overtime)	q/q	1.0%
LCI private sector wages (ex-overtime)	y/y	3.9%
QES private sector hourly earnings (ex-overtime)	q/q	0.5%
QES private sector hourly earnings (ex-overtime)	y/y	6.6%

## Hawkish surprise brings Feb hike into play

### Bottom line

- The Q4 labour market data came in stronger than we or the RBNZ were anticipating. The unemployment rate rose from 3.9% to 4.0%, below our forecast of 4.3% and the RBNZ's forecast of 4.2%. The underutilisation rate rose 0.3%pts to 10.7% and the underemployment rate rose 0.7%pt to 4.5%, signalling spare capacity continues to emerge, albeit more gradually than expected.
- Employment rose 0.4% q/q, stronger than our and the RBNZ's expectation of a 0.2% q/q lift. Labour demand continues to moderate, while labour supply expansion remains robust. The participation rate fell 0.1%pt to 71.9%, which suggests that fringe workers are exiting the workforce as the job market becomes more competitive.
- Annual wage growth eased, but by less than we and the RBNZ expected for the key Labour Cost Index measure, and still has a way to go to be consistent with inflation sustainably at target. Private sector labour costs (productivity adjusted, ex-overtime) lifted 1.0% q/q (3.9% y/y), above our forecast of 0.8% q/q (3.9% y/y). Private sector average hourly earnings (ordinary time) rose 0.5% q/q (6.6% y/y), below our and the RBNZ's forecast, but this measure is less closely watched.
- All up, loosening in the labour market should support a moderation in domestic inflation over 2024, but progress has been a little slower than we and the RBNZ had anticipated. Our estimates of the RBNZ's labour capacity suite ticked up slightly, rather than the anticipated loosening. Forward-looking indicators are mixed but overall suggest ongoing loosening. But the fact is, since the "itchy-trigger-finger" November MPS the RBNZ has had small but unwelcome upward surprises on consumption growth, non-tradable inflation, QSBO capacity indicators, the labour cost index and now labour market capacity indicators. It's not been one-way traffic, and things are moving in the right direction overall. But the RBNZ made it clear in November that the right direction of travel isn't sufficient. A 25bp hike later this month has become a very real possibility, and RBNZ Governor Orr's speech on 16 February could raise the market-perceived probability of a hike further (now around 20%, up from 5% before the data).

### The view

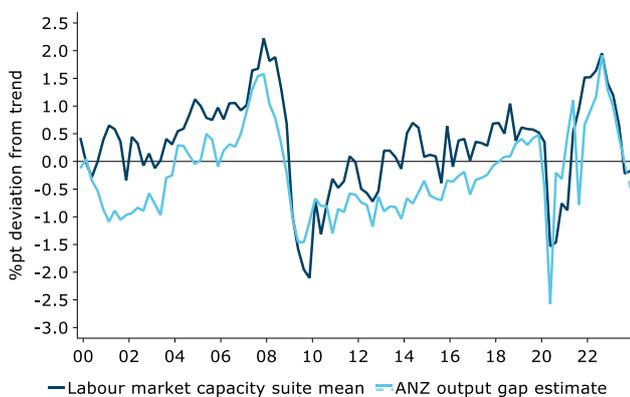
While the overall vibe of today's data was in a hawkish direction, the detail was mixed, and the RBNZ could take a glass-half-full or half-empty view of it. Slack continues to emerge across the labour market and wage growth is moderating, which will contribute to an easing in domestic inflation across 2024, but at a slower pace than anticipated – and the RBNZ made it very clear in November that their patience was limited. In fact, our capacity suite went sideways in Q4, though that likely reflects changes in the more volatile components. The more stable components, such as employment, and underutilisation went the right way (Figure 1).

That said, today's data have not materially changed our labour market outlook and we continue to expect a rapid loosening in the labour market across 2024, taking the unemployment rate to over 5%. The RBNZ will need to weigh a tighter-than-expected starting point for the labour market against the weakening outlook across the year ahead. On balance, we still think the weakening forward indicators will keep the RBNZ from hiking in February, although the chances of a hike have certainly risen with the small upward surprises in the starting point for not only the labour market, but also non-tradable inflation and consumption in earlier data.

The recovery in labour supply continues to dominate the labour market data. Record net migration has resolved reported labour constraints and is reducing wage pressures. That has occurred in the context of relatively resilient labour demand. Despite the unemployment rate having risen 0.8%pt from its record low, employment growth is yet to look outright recessionary, in comparison to economic activity data. That, in part, reflects the lagged response of the labour market to slowing activity, but it also highlights how the current labour market transition to date has differed from past demand-driven slowdowns (Figure 2).

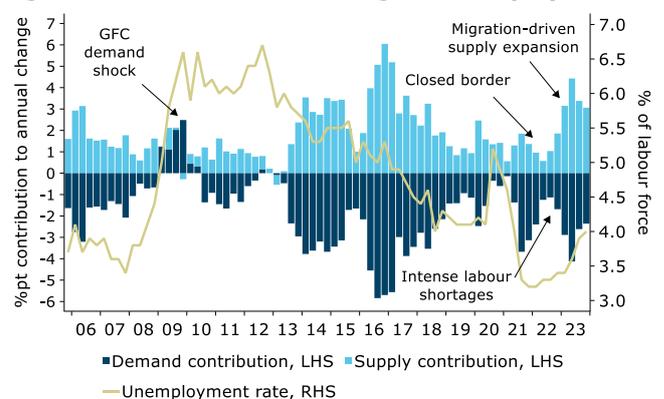
During the GFC, labour demand fell sharply, and employment contracted, which was the key driver of the sharp rise in the unemployment rate. In the current period, labour demand has remained relatively resilient, though we don't see that as remaining the case as the impacts from slowing activity across the economy finally flow through to the labour market. But for now, compared to previous downturns, the labour market picture is one of relative resilience.

**Figure 1. Labour market capacity pressures**



Source: Stats NZ, NZIER, RBNZ, Macrobond, ANZ Research

**Figure 2. Contributions to change in unemployment**



Source: Stats NZ, Macrobond, ANZ Research

## The details

- The unemployment rate rose 0.1%pt to 4.0%. The underutilisation rate rose to 10.7% (10.4% previously) and the underemployment rate rose from 4.5% (3.8% previously). Labour market spare capacity will need to rise further to generate the required disinflationary pressure. The RBNZ's suite of indicators of labour market stretch were mixed – eg underutilisation rose, as did youth unemployment, but Māori and Pasifika unemployment fell and average hours worked per person rose.
- The participation rate fell 0.1%pt to 71.9%. As the labour market continues to loosen, participation should ease, as fringe workers exit the workforce as opportunities become scarcer and competition increases.
- Employment expanded by 0.4% q/q. Employment growth has remained relatively resilient to slowing economic activity, but we expect that is the result of the lagged response of the labour market to the broader economic cycle. Labour demand indicators suggest further weakness across 2024, particularly job vacancies, which have fallen around 25% in the past year.

- 
- Wage growth moderated but has a way to go to be consistent with the inflation target. With spare capacity emerging in the labour market, wage growth should continue to moderate across 2024.
    - The private sector labour cost index (ex-overtime, adjusted for productivity) rose 1.0% q/q (3.9% y/y).
    - The unadjusted private sector labour cost index remained unchanged at 5.7% y/y, after last quarter's fall. However, the proportion of employees receiving annual increases in excess of 5% eased from its record high to 39%.
    - Private sector average hourly earnings growth (ordinary time) lifted 0.5% q/q in Q4, taking annual growth to 6.6% y/y.

### Monetary policy implications

With the details of today's data mixed, it is not a slam-dunk how the RBNZ will interpret it. These data have not materially changed our labour market outlook, and nor do we think it'll change the RBNZ's. But the November MPS indicated that the RBNZ expected that it would hike in response to any data surprises that mean a further delay in getting inflation sustainably back to target. And while it hasn't been one-way traffic, the balance of data since then has been tilted towards exactly that outcome. Since the November MPS the RBNZ has had:

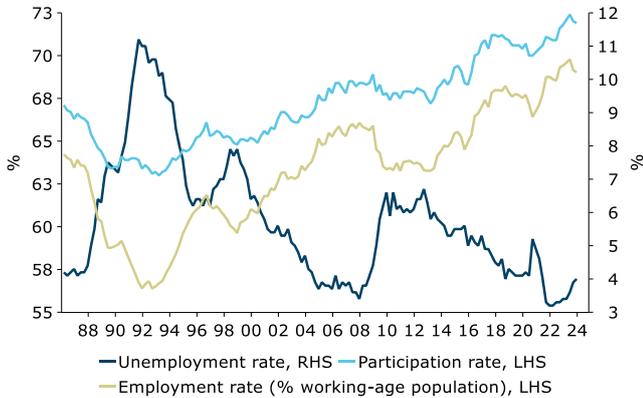
- a downward surprise on Q3 GDP but an upward surprise on consumption growth,
- an 0.2%pt upward surprise on domestic-driven inflation (offset by much weaker tradables inflation),
- a mixed bag of capacity indicators in the NZIER QSBO,
- today's stronger-than-expected labour market data and an upside surprise on wages,
- recovering high-frequency activity data,
- higher-than-expected net migration,
- lower yields.

Hiking again certainly could be a policy mistake, and the RBNZ will be aware of that risk. Given the lags with which monetary policy operates, the impact on near-term inflation would be limited (though it could certainly instantly pour herbicide on housing market green shoots), but the RBNZ's focus is on the medium term. There has been clear progress, but will the RBNZ feel confident that inflation is falling back to target in an acceptable time frame? In the cycle ending in 2008, the RBNZ paused twice, only to decide it hadn't done enough and hike again. We're in familiar territory. We'll see what Governor Orr has to say on 16 February, but at this stage a February hike is looking like a line-ball call. The RBNZ could certainly say hand on heart that we all got fair warning.

## Markets

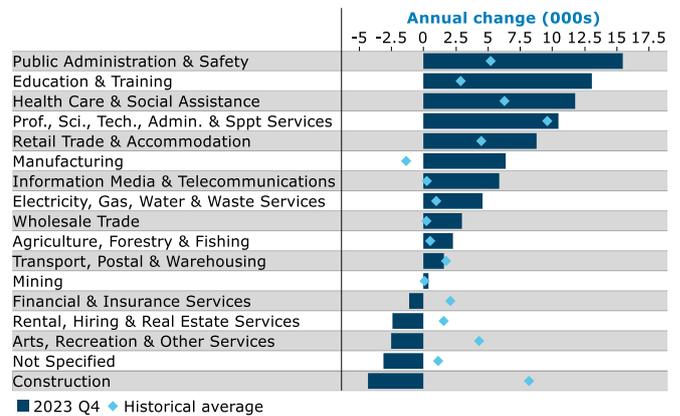
Markets reacted strongly to the data, with the bellwether 2yr swap rate up around 10bp and the NZD up around 20bp within an hour of the data being released. While the data do paint a picture of a cooling labour market, as with the easing in non-tradable inflation, the improvement is simply occurring too slowly, and given the tone of both the November MPS and last week's RBNZ speech, we think it is appropriate for the market to seriously ask whether the RBNZ might hike again. Markets will probably be reluctant to move beyond pricing 50/50 odds of a hike later this month on this data alone, but if next week's speech by RBNZ Governor Orr is hawkish, markets could easily gravitate towards a hike as their base case. Consistent with the tone struck by the Fed and other central banks, at a minimum, this data reinforces the idea that it could be a long time before we see cuts, whether or not we see a hike next. Against that backdrop, short-end rates remain biased higher, which should lend the NZD a much-needed helping hand.

**Figure 1. Unemployment, employment, and participation rates**



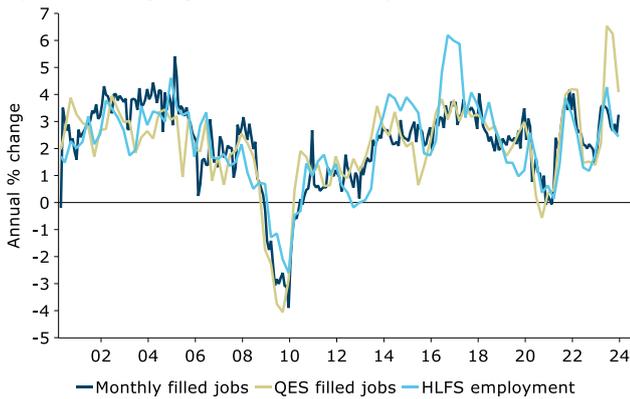
Source: Stats NZ, Macrobond, ANZ Research

**Figure 2. Employment by industry**



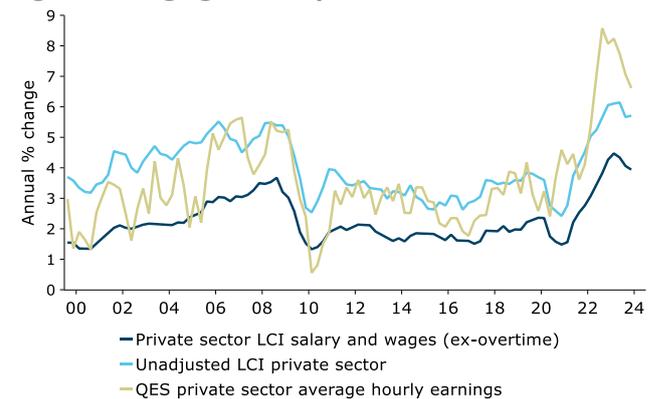
Source: Stats NZ, Macrobond, ANZ Research

**Figure 3. Employment and filled jobs**



Source: Stats NZ, Macrobond, ANZ Research

**Figure 4. Wage growth – private sector**



Source: Stats NZ, Macrobond, ANZ Research



## 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](mailto:sharon.zollner@anz.com)

General enquiries:  
[research@anz.com](mailto: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](mailto: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](mailto: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](mailto:miles.workman@anz.com)



**Henry Russell**  
Economist

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

Telephone: +64 21 629 553  
Email: [henry.russell@anz.com](mailto:henry.russell@anz.com)



**Andre Castaing**  
Economist

Macroeconomic forecasting, economic developments, housing and monetary policy.

Telephone: +64 21 199 8718  
Email: [andre.castaing@anz.com](mailto:andre.castaing@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](mailto: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](mailto:natalie.denne@anz.com)

# Important notice

---

Last updated: 18 April 2023

**The opinions and research contained in this document (which may be in the form of text, image, video or audio) are (a) not personal financial advice nor financial advice about any product or service; (b) provided for information only; and (c) intended to be general in nature and do 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 by ANZ Bank New Zealand Limited (ANZ Centre, 23-29 Albert Street, Auckland 1010, New Zealand). This document is distributed in your country/region by Australia and New Zealand Banking Group Limited (ABN11 005 357 522) (**ANZ**), a company incorporated in Australia or (if otherwise stated), by its subsidiary or branch (herein collectively referred to as **ANZ Group**). The views expressed in this document are those of ANZ Economics and Markets Research, an independent research team of ANZ Bank New Zealand Limited.

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 Group 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 Group would be subject to additional licensing or registration requirements. Further, any products and services mentioned in this document may not be available in all countries.

ANZ Group in no way provides any personal 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 Group does not represent or warrant the accuracy or completeness of the information, except with respect to information concerning ANZ Group. Further, ANZ Group 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 Group 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. Any 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 Group 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 Group may have an interest in the subject matter of this document. They may receive fees from customers for dealing in any 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 any 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 Group's policies on conflicts of interest and ANZ Group maintains appropriate information barriers to control the flow of information between businesses within the group.

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

**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 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 document is distributed in New Zealand by ANZ Bank New Zealand Limited. The material is for information purposes only and is not financial advice about any product or service. We recommend you seek 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.** To the extent that this document contains any statements of opinion and/or recommendations related to an investment product or class of investment product (as defined in the Financial Advisers Act 2001), 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 2001 of Singapore). ANZ is licensed in Singapore under the Banking Act 1970 of Singapore and is exempted from holding a financial adviser's licence under Section 23(1)(a) of the Financial Advisers Act 2001 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**). 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](http://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.