

ANZ BUSINESS MICRO SCOPE SCALING NEW HEIGHTS

Data for December quarter 2013

The ANZ *Business Micro Scope* is a quarterly indicator which focuses on the prospects of small businesses across New Zealand. The survey was launched in March 2012 to address a lack of ongoing research specific to the small business sector. The *Micro Scope* covers a range of key business intentions and views on prospects for both respondents' own businesses and the wider economy. The figures in this release cover the three months to December 2013.

The survey takes in responses from 236 small firms, comprising two tiers: the "micro-sized" segment (up to 5 staff) and the "intermediate" segment (6 to 20 employees). The sample is taken from the ANZ *Business Outlook* survey, which covers *micro* up to *large* businesses. Comparisons prior to March 2012 are calculated by extracting corresponding data on small businesses from that survey, which goes back to December 1999.

CONTACTS

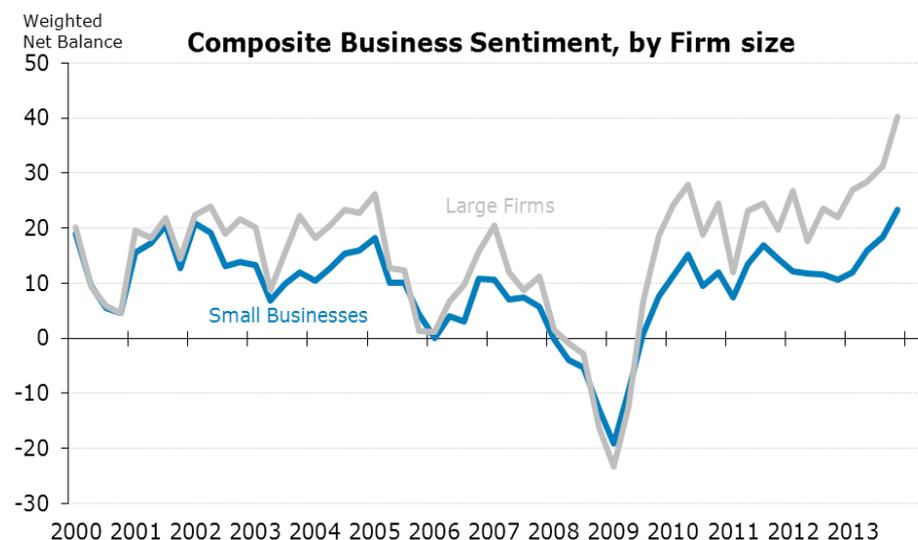
Fred Ohlsson
Managing Director Retail and
Business Banking
Telephone: +64 9 252 6131

Cameron Bagrie
Chief Economist
Telephone: +64 4 802 2212
E-mail: Cameron.Bagrie@anz.com

SUMMARY

- A wave of business and consumer sentiment is sweeping across the nation, to the benefit of both small and large businesses.
- The construction and agriculture sectors are caught in the tail wind of the Canterbury rebuild and increasing commodity prices.
- The surveyed expectations of firms' own activity, hiring and profitability lifted to new highs, while investment intentions remain at an elevated level.
- Sectoral sentiment has lifted and converged across most pockets of the business community.
- A ground swell of improving optimism is more evident in the South Island than the North Island.

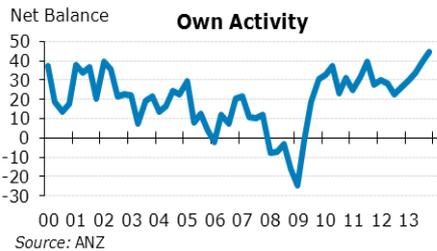
Small businesses account for 90 percent of firms in New Zealand, and employ nearly a third of all New Zealanders. Despite the significance of small business to the economy, there is only a limited amount of official data reported on economic prospects in the small business sphere. To fill this void we present survey information for small business, using employment as a proxy for business size. From this we have compiled a composite gauge of economic prospects in the small business sector, using weighted variables for expectations of activity, employment, investment, and profitability.



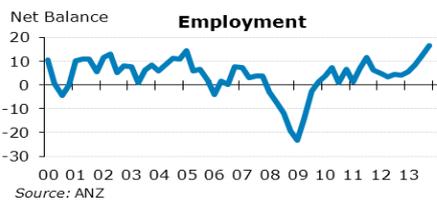
Source: ANZ

Our composite measure of small business sentiment lifted to a new high in December, representing **the highest level of optimism since the start of our series in December 1999**. This lift reflects new highs for three of the four components that are used to calculate the composite measure and is consistent with a wave of increased confidence jointly sweeping across both businesses and households. The Canterbury rebuild and increasing commodity prices are working hand-in-hand to deliver a boost to business sentiment, which is benefitting the small business economy, both sectorally and regionally.

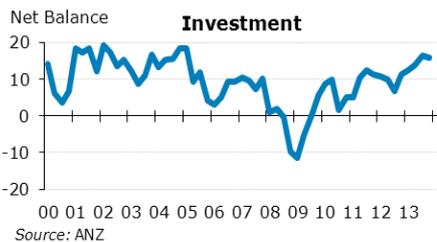
ANZ BUSINESS MICRO SCOPE



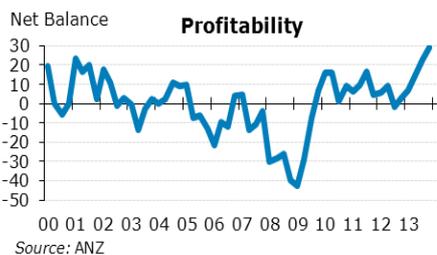
When questioned about prospects for their own business activity over the year ahead, **small businesses have reported the highest expectations of own activity since the start of our series in December 1999**. A record level of optimism was also mirrored across both the *micro* and *intermediate* segments. A net 37 percent of micro sized firms expect prospects for their own business to increase, while a net 53 percent of intermediate sized firms expect prospects for their business to improve. Both measures are over twice their long-term average (+16 and +24 percent respectively).



Hiring intentions across the small business community increased 4 points, with a **net balance of 17 percent of small businesses expecting to increase staffing level over the next 12 months**. A 4 point increase was also measured for both *micro* and *intermediate* sized firms, lifting hiring intentions to a net 11 and 23 percent respectively. The Canterbury rebuild is underpinning a lift in hiring in the construction sector, although the remaining sectors are now moving higher to close the gap.

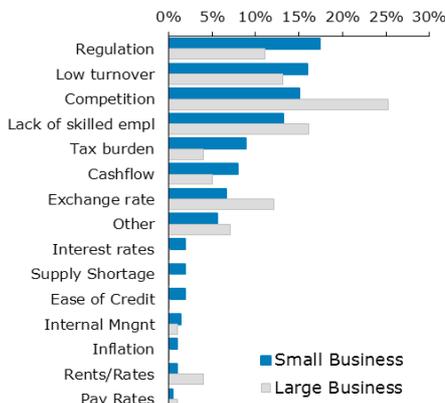


After posting an eight-year high in September, investment intentions slipped 1 point to +16 in December. Micro sized firms (0-5 employees) recorded a 2 point decrease to +14, while investment intentions across intermediate sized firms lifted 1 percentage point to +18, to register a new record high. The service sector posted the highest level of investment intentions across the small business sector in December, followed by the construction sector and with agriculture a close third.



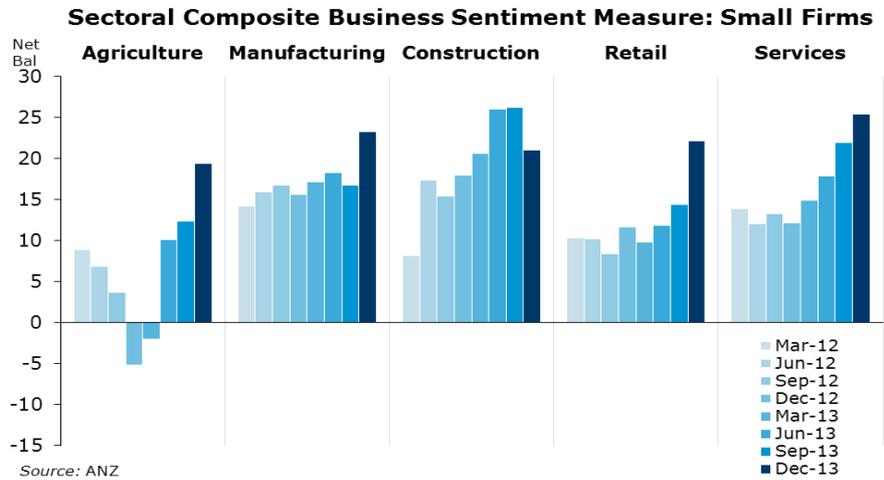
Expected profitability across the small business sector lifted to a new high in December. A net 29 percent of small businesses anticipate increased profitability over the year ahead, up 6 points from September. Intermediate sized firms (businesses with 6-10 employees) reported a 10 point increase to a new record high net balance of +35. Expectations across micro sized firms increased 3 points to a net balance of 23 percent. Increasing commodity prices and favourable weather patterns are supporting a lift expected profitability in the agriculture community, which topped the sectoral division for the first time in two years.

Biggest Problem Faced by Business Size

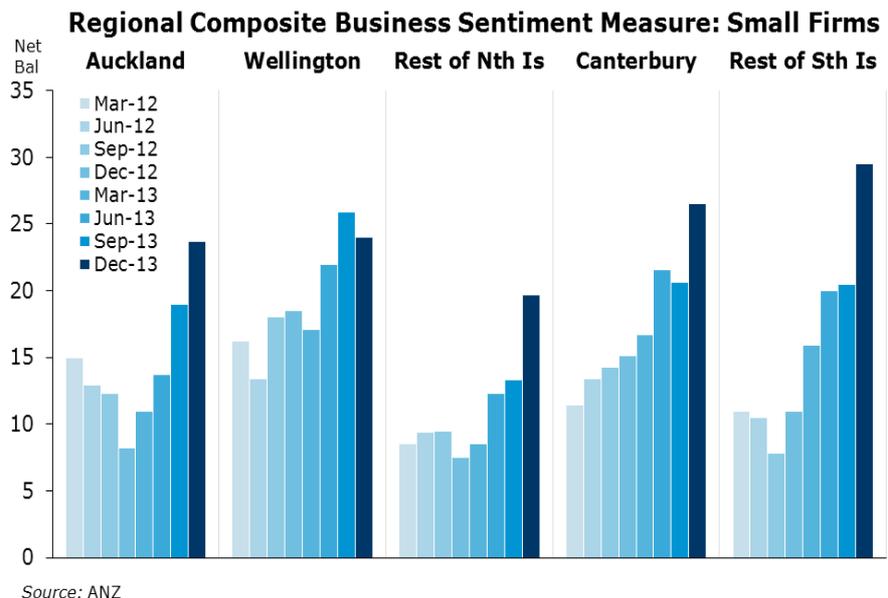


Regulation continues to be identified as the biggest problem facing small business in New Zealand. The proportion of firms that identified this as their biggest problem lifted fractionally from 16 percent in September to 17 percent in December. Low turnover was the second ranked problem facing small businesses. An unchanged 16 percent of small business respondents identified this as their biggest problem. The third biggest problem faced by small business is competition. Fifteen percent of respondents cited this as their biggest problem in December, up from 11 percent last quarter. A lack of skilled staff was the fourth biggest problem, but this factor has subsided from three months earlier, dropping 4 percentage points, from 17 in September to 13 percent in December.

ANZ BUSINESS MICRO SCOPE



Small business sentiment converged across the five major sectors in December. The range between the most and least confidence sector narrowed to a two-year low. Small retailing businesses recorded the largest lift in confidence, rising 8 points from September. Agriculture and manufacturers registered a 7 point increase, while service aligned businesses recorded a 4 point lift. However, the level of sentiment for firms involved in the construction sector eased 5 points from the lofty level of optimism that was measured in the middle of the year.



Business sentiment increased in four of the five regions we monitor. The South Island recorded a higher level than the North Island, **led by a 9 point increase in the non-Canterbury areas of the Mainland.** Wellington recorded a 2 point retracement in confidence, while all the other regions in the remainder of NZ lifted by 5 or 6 points. New highs, since the start of our series in 2007, were set in Auckland, the rest of North Island and the rest of South Island.

ANZ BUSINESS MICRO SCOPE

	SMALL				LARGE			
	Mar 13	Jun 13	Sep 13	Dec 13	Mar 13	Jun 13	Sep 13	Dec 13
COMPOSITE SENTIMENT	11.9	16.0	18.4	23.3	27.0	28.4	31.3	40.3
Business Confidence	34.4	39.5	47.9	57.8	45.1	49.2	60.7	64.1
Activity Outlook	30.2	33.7	39.6	44.7	45.9	47.6	55.6	61.1
Exports	9.3	16.7	17.2	25.2	30.4	31.5	40.7	37.9
Investment	12.5	13.8	16.5	15.9	24.2	29.8	25.6	32.2
Capacity Utilisation	14.3	14.5	20.5	24.7	29.6	26.2	39.8	42.7
Residential Construction	42.6	41.7	45.8	45.3	50.8	51.9	55.0	52.1
Commercial Construction	16.9	25.8	26.1	35.9	36.7	34.5	41.2	29.7
Employment	5.5	8.4	12.8	16.7	19.2	22.0	27.8	34.6
Unemployment Rate	1.4	-10.3	-19.6	-30.1	-12.3	-21.9	-35.3	-37.8
Profits	7.1	14.5	23.0	29.2	29.9	32.6	40.9	49.9
Interest Rates	29.0	34.4	52.6	69.9	19.0	31.8	56.6	62.4
Pricing Intentions	19.9	22.9	29.2	24.4	20.8	22.4	30.0	28.6
Ease of Credit	8.3	2.4	-3.6	-6.7	9.8	8.7	3.4	2.2
Inflation Expectations	2.3	2.3	2.3	2.4	2.2	2.2	2.3	2.4
AGRICULTURE	-2.0	10.1	12.4	19.4	-19.0	-3.9	5.6	-1.0
MANUFACTURING	17.2	18.3	16.8	23.3	10.2	13.6	25.0	27.8
CONSTRUCTION	20.7	26.1	26.3	21.1	43.4	36.7	41.4	51.7
RETAIL	9.8	11.9	14.4	22.2	33.2	36.2	31.6	48.5
SERVICES	14.9	17.9	22.0	25.5	34.7	34.2	34.1	43.1
AUCKLAND	11.0	13.7	19.0	23.7	30.8	34.9	40.0	38.2
WELLINGTON	17.1	22.0	25.9	24.0	23.5	14.7	24.7	34.2
REST OF NORTH ISLAND	8.5	12.3	13.3	19.7	31.7	28.0	27.7	44.5
CANTERBURY	16.7	21.6	20.6	26.5	31.5	31.2	32.5	44.3
REST OF SOUTH ISLAND	15.9	20.0	20.5	29.5	8.9	23.0	23.9	38.7

Source: ANZ *Business Outlook* survey. The definition of business size is based on the number of employees in the following way: Small 0-20 and Large 21+. The data is net balance (% up/improve minus % down/worsen), except for inflation expectations.

IMPORTANT NOTICE

The distribution of this document or streaming of this video broadcast (as applicable, "publication") may be restricted by law in certain jurisdictions. Persons who receive this publication must inform themselves about and observe all relevant restrictions.

1. Disclaimer for all jurisdictions, where content is authored by ANZ Research:

Except if otherwise specified in section 2 below, this publication is issued and distributed in your country/region by Australia and New Zealand Banking Group Limited (ABN 11 005 357 522) ("ANZ"), on the basis that it is only for the information of the specified recipient or permitted user of the relevant website (collectively, "recipient"). This publication may not be reproduced, distributed or published by any recipient for any purpose. It is general information and has been prepared without taking into account the objectives, financial situation or needs of any person. Nothing in this publication is intended to be an offer to sell, or a solicitation of an offer to buy, any product, instrument or investment, to effect any transaction or to conclude any legal act of any kind. If, despite the foregoing, any services or products referred to in this publication are deemed to be offered in the jurisdiction in which this publication is received or accessed, no such service or product is intended for nor available to persons resident in that jurisdiction if it would be contradictory to local law or regulation. Such local laws, regulations and other limitations always apply with non-exclusive jurisdiction of local courts. Before making an investment decision, recipients should seek independent financial, legal, tax and other relevant advice having regard to their particular circumstances.

The views and recommendations expressed in this publication are the author's. They are based on information known by the author and on sources which the author believes to be reliable, but may involve material elements of subjective judgement and analysis. Unless specifically stated otherwise: they are current on the date of this publication and are subject to change without notice; and, all price information is indicative only. Any of the views and recommendations which comprise estimates, forecasts or other projections, are subject to significant uncertainties and contingencies that cannot reasonably be anticipated. On this basis, such views and recommendations may not always be achieved or prove to be correct. Indications of past performance in this publication will not necessarily be repeated in the future. No representation is being made that any investment will or is likely to achieve profits or losses similar to those achieved in the past, or that significant losses will be avoided. Additionally, this publication may contain 'forward looking statements'. Actual events or results or actual performance may differ materially from those reflected or contemplated in such forward looking statements. All investments entail a risk and may result in both profits and losses. Foreign currency rates of exchange may adversely affect the value, price or income of any products or services described in this publication. The products and services described in this publication are not suitable for all investors, and transacting in these products or services may be considered risky. ANZ and its related bodies corporate and affiliates, and the officers, employees, contractors and agents of each of them (including the author) ("Affiliates"), do not make any representation as to the accuracy, completeness or currency of the views or recommendations expressed in this publication. Neither ANZ nor its Affiliates accept any responsibility to inform you of any matter that subsequently comes to their notice, which may affect the accuracy, completeness or currency of the information in this publication.

Except as required by law, and only to the extent so required: neither ANZ nor its Affiliates warrant or guarantee the performance of any of the products or services described in this publication or any return on any associated investment; and, ANZ and its Affiliates expressly disclaim 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 publication. If this publication has been distributed by electronic transmission, such as e-mail, then such transmission cannot be guaranteed to be secure or error-free as information could be intercepted, corrupted, lost, destroyed, arrive late or incomplete, or contain viruses. ANZ and its Affiliates do not accept any Liability as a result of electronic transmission of this publication.

ANZ and its Affiliates may have an interest in the subject matter of this publication as follows:

- They may receive fees from customers for dealing in the products or services described in this publication, and their staff and introducers of business may share in such fees or receive a bonus that may be influenced by total sales.
- They or their customers may have or have had interests or long or short positions in the products or services described in this publication, and may at any time make purchases and/or sales in them as principal or agent.
- They may act or have acted as market-maker in products described in this publication.

ANZ and its Affiliates may rely on information barriers and other arrangements to control the flow of information contained in one or more business areas within ANZ or within its Affiliates into other business areas of ANZ or of its Affiliates.

Please contact your ANZ point of contact with any questions about this publication including for further information on these disclosures of interest.

2. Country/region specific information:

Australia. This publication is distributed in Australia by ANZ. ANZ holds an Australian Financial Services licence no. 234527. A copy of ANZ's Financial Services Guide is available at <http://www.anz.com/documents/AU/aboutANZ/FinancialServicesGuide.pdf> and is available upon request from your ANZ point of contact. If trading strategies or recommendations are included in this publication, they are solely for the information of 'wholesale clients' (as defined in section 761G of the Corporations Act 2001 Cth). Persons who receive this publication must inform themselves about and observe all relevant restrictions.

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

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

European Economic Area ("EEA"): United Kingdom. ANZ in the United Kingdom is authorised by the Prudential Regulation Authority ("PRA"). Subject to regulation by the Financial Conduct Authority ("FCA") and limited regulation by the PRA. Details about the extent of our regulation by the PRA are available from us on request. This publication is distributed in the United Kingdom by ANZ solely for the information of persons who would come within the 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 PRA and the FCA. Germany. This publication is distributed in Germany by the Frankfurt Branch of ANZ solely for the information of its clients. Other EEA countries. This publication is distributed in the EEA by ANZ Bank (Europe) Limited ("ANZBEL") which is authorised by the PRA and regulated by the FCA and the PRA in the United Kingdom, to persons who would come within the FCA definition of "eligible counterparty" or "professional client" in other countries in the EEA. This publication is distributed in those countries solely for the information of such persons upon their request. It is not intended for, and must not be distributed to, any person in those countries who would come within the FCA definition of "retail client".

Fiji. For Fiji regulatory purposes, this publication 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 publication.

Hong Kong. This publication is 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

IMPORTANT NOTICE

activities. The contents of this publication have not been reviewed by any regulatory authority in Hong Kong. If in doubt about the contents of this publication, you should obtain independent professional advice.

India. This publication is distributed in India by ANZ on a cross-border basis. If this publication 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. Further copying or duplication of this publication is strictly prohibited.

New Zealand. This publication is intended to be of a general nature, does not take into account your financial situation or goals, and is not a personalised adviser service under the Financial Advisers Act 2008.

Oman. This publication has been prepared by ANZ. 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 or Oman's Capital Market Authority. The information contained in this publication 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 by receiving this publication, the person or entity to whom it has been dispatched by ANZ understands, acknowledges and agrees that this publication 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 publication is intended to constitute Omani investment, legal, tax, accounting or other professional advice.

People's Republic of China. If and when the material accompanying this publication does not only relate to the products and/or services of Australia and New Zealand Bank (China) Company Limited ("ANZ China"), it is noted that: This publication is distributed by ANZ or an affiliate. 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 publication in the People's Republic of China ("PRC"). Accordingly, the products and services of such entities are not being offered or sold within the PRC by means of this publication or any other method. This publication 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 publication relates to the products and/or services of ANZ China only, it is noted that: This publication is distributed by ANZ China in the Mainland of the PRC.

Qatar. This publication 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 publication 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 publication 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 publication are not being, and will not be, offered, issued or sold in Qatar, and this publication 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 publication and distribution of this publication is being made in, and is subject to the laws, regulations and rules of, jurisdictions outside of Qatar and the QFC. Recipients of this publication must abide by this restriction and not distribute this publication in breach of this restriction. This publication 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 publication is distributed in Singapore by the Singapore branch of 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 publication in Singapore, contact your ANZ point of contact.

United Arab Emirates. This publication is distributed in the United Arab Emirates ("UAE") or the Dubai International Financial Centre (as applicable) by ANZ. This publication: does not, and is not intended to constitute an offer of securities anywhere in the UAE; does not constitute, and is not intended to constitute 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 United Arab Emirates, the Emirates Securities and Commodities Authority or the United Arab Emirates Ministry of Economy; does not, and is not intended to constitute an offer of securities within the meaning of the Dubai International Financial Centre Markets Law No. 12 of 2004; and, does not constitute, and is not intended to constitute, a financial promotion, as defined under the Dubai International Financial Centre Regulatory Law No. 1 of 200. ANZ DIFC Branch is regulated by the Dubai Financial Services Authority ("DFSA"). The financial products or services described in this publication are only available to persons who qualify as "Professional Clients" or "Market Counterparty" in accordance with the provisions of the DFSA rules. In addition, ANZ has a representative office ("ANZ Representative Office") in Abu Dhabi regulated by the Central Bank of the United Arab Emirates. ANZ Representative Office is not permitted by the Central Bank of the United Arab Emirates to provide any banking services to clients in the UAE.

United States. If and when this publication is received by any person in the United States or a "U.S. person" (as defined in Regulation S under the US Securities Act of 1933, as amended) ("US Person") or any person acting for the account or benefit of a US Person, it is noted that ANZ Securities, Inc. ("ANZ S") is a member of FINRA (www.finra.org) and registered with the SEC. ANZ S' address is 277 Park Avenue, 31st Floor, New York, NY 10172, USA (Tel: +1 212 801 9160 Fax: +1 212 801 9163). Except where this is a FX- related or commodity-related publication, this publication is distributed in the United States by ANZ S (a wholly owned subsidiary of ANZ), which accepts responsibility for its content. Information on any securities referred to in this publication may be obtained from ANZ S upon request. Any US Person receiving this publication and wishing to effect transactions in any securities referred to in this publication must contact ANZ S, not its affiliates. Where this is an FX- related or commodity-related publication, 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 9160 Fax: +1 212 801 9163). Commodity-related products are not insured by any U.S. governmental agency, and are not guaranteed by ANZ or any of its affiliates. Transacting in these products may involve substantial risks and could result in a significant loss. You should carefully consider whether transacting in commodity-related products is suitable for you in light of your financial condition and investment objectives. ANZ S is authorised as a broker-dealer only for US Persons who are institutions, not for US Persons who are individuals. If you have registered to use this website or have otherwise received this publication and are a US Person who is an individual: to avoid loss, you should cease to use this website by unsubscribing or should notify the sender and you should not act on the contents of this publication in any way.