

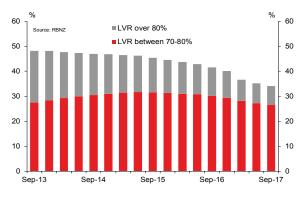
RBNZ eases lending restrictions a little

RBNZ Financial Stability Report, November 2017

29 November 2017

- The Reserve Bank has announced a modest loosening of the loan-to-value limits for housing lending, taking effect next year.
- Risks to the financial system have diminished as house price and credit growth have slowed. The RBNZ is prepared to ease the lending restrictions further if these metrics remain in check.
- A range of new Government policies are aimed at cooling housing demand, diminishing the risk of a resurgence in house prices next year.
- Today's announcement presents a small upside risk to our housing forecasts, but we still expect house prices to remain subdued in coming years.

Share of outstanding mortgages by LVR



This morning the Reserve Bank released its six-monthly Financial Stability Report. The report concluded that risks to New Zealand's financial system have diminished in a number of areas, as property prices have cooled and banks have toughened their lending standards.

The main point of interest from today's report was the review of the restrictions on loan-to-value ratios (LVRs) for housing lending, which the RBNZ had signalled at its recent *Monetary* Policy Statement. The RBNZ announced that from the start of next year, the restrictions will be loosened as follows:

- For lending to owner-occupiers, the 'speed limit' the permitted share of loans above an 80% LVR - will be raised from 10% to 15%.
- For lending to investors, the LVR limit will be raised from 60% to 65%. (The RBNZ allows for up to 5% of lending to be above this ratio, to cover errors and unusual circumstances, but it's understood that the effective 'speed limit' is zero.)

Importantly, the RBNZ also indicated that it is prepared to ease the LVR restrictions further, as long as housing market risks remain contained. The FSR provided some more specific detail on the criteria that the RBNZ would use for this decision

The first is that the RBNZ would like to see house price and credit growth being more in line with household income growth, which has been in the ballpark of 4% in recent years. House prices in the three months to October were up 1.5% on a year ago, though they were up 7% outside Auckland. Housing lending was up 6.4% in the year to September, but on a monthly basis it's been running at closer to 5% recently. The RBNZ would be broadly comfortable with these figures, but it would be wary of any acceleration from here.

The second criterion is that the RBNZ would want to see a continued decline in the high-LVR share of loans on bank balance sheets (as shown in the chart to the left). That seems like a fairly easy hurdle: the LVRs of existing loans tend to decline over time as the principal is repaid, so there would have to be a significant surge in new lending before it exceeded the replacement rate.

The easing announced today is fairly modest, compared to where LVRs have come from over recent years (see the box below). That said, we recognise that changes in lending restrictions do matter for house prices over the short term. In particular, for investors with large housing portfolios, even a small easing in the LVR limits could free up a substantial amount of housing equity that they could then borrow against to buy more houses.

The momentum in house prices has actually turned positive again in the last few months. We wouldn't be surprised to see a further near-term bounce, as buyers look to get in ahead of the foreign buyer restrictions and the extension of the bright-line test for capital gains. The easing of the LVR restrictions will provide further support for house prices over the near term.

However, we still expect a subdued housing market over the course of the next few years. The new Government has announced a range of policies aimed at cooling housing demand. Each of them on their own might have only a small impact on prices, but together they could add up to something significant.

In our recent quarterly Economic Overview we forecast a 2% fall in house prices over 2018, with an assumption that the RBNZ would be ready to loosen the LVR limits by the middle of next year. The fact that the RBNZ has acted sooner than we expected - and is likely to ease the restrictions further next year - means that there's some upside risk to our housing forecasts. But we still think that that the combined impact of Government and RBNZ policies will be negative for house prices next year.

The RBNZ noted that it still favours adding debt-to-income ratio limits to its suite of macro-prudential tools. Public consultation has ended, and the RBNZ published its response to submissions last week. The RBNZ has indicated that this tool will be considered as part of the review of its Memorandum of Understanding with the Minister of Finance, which was due to be reviewed after five years (i.e. by May 2018).

Michael Gordon

Senior Economist

Changes to LVR restrictions

Before the introduction of LVR limits in October 2013, about a quarter of new lending was done at an LVR of above 80%.

October 2013: A 10% 'speed limit' for the share of new lending at LVRs above 80%.

October 2015: Investor lending in Auckland capped at a 70% LVR. The speed limit for owner-occupier loans raised to 15% outside Auckland, but retained at 10% in Auckland.

October 2016: Distinctions between Auckland and elsewhere are removed. All investor lending capped at a 60% LVR. Speed limit for owner-occupier loans lowered again to 10%.

January 2018: Investor lending cap raised from 60% to 65%. Speed limit for owner-occupier loans raised again to 15%.

Contact the Westpac economics team

Dominick Stephens, Chief Economist +64 9 336 5671 Michael Gordon, Senior Economist +64 9 336 5670 Satish Ranchhod, Senior Economist +64 9 336 5668 Shyamal Maharaj, Economist +64 9 336 5669 Paul Clark, Industry Economist +64 9 336 5656 Any questions email: economics@westpac.co.nz

Past performance is not a reliable indicator of future performance. The forecasts given in this document are predictive in character. Whilst every effort has been taken to ensure that the assumptions on which the forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The ultimate outcomes may differ substantially from these forecasts.

Disclaimer

Things you should know

Westpac Institutional Bank is a division of Westpac Banking Corporation ABN 33 007 457 141 ('Westpac').

Disclaimer

This material contains general commentary, and market colour. The material does not constitute investment advice. Certain types of transactions, including those involving futures, options and high yield securities give rise to substantial risk and are not suitable for all investors. We recommend that you seek your own independent legal or financial advice before proceeding with any investment decision. This information has been prepared without taking account of your objectives, financial situation or needs. This material may contain material provided by third parties. While such material is published with the necessary permission none of Westpac or its related entities accepts any responsibility for the accuracy or completeness of any such material. Although we have made every effort to ensure the information is free from error, none of Westpac or its related entities warrants the accuracy, adequacy or completeness of the information, or otherwise endorses it in any way. Except where contrary to law, Westpac and its related entities intend by this notice to exclude liability for the information. The information is subject to change without notice and none of Westpac or its related entities is under any obligation to update the information or correct any inaccuracy which may become apparent at a later date. The information contained in this material does not constitute an offer, a solicitation of an offer, or an inducement to subscribe for, purchase or sell any financial instrument or to enter a legally binding contract. Past performance is not a reliable indicator of future performance. Whilst every effort has been taken to ensure that the assumptions on which the forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The ultimate outcomes may differ substantially from these forecasts.

Country disclosures

Australia: Westpac holds an Australian Financial Services Licence (No. 233714). This material is provided to you solely for your own use and in your capacity as a wholesale client of Westpac.

New Zealand: In New Zealand, Westpac Institutional Bank refers to the brand under which products and services are provided by either Westpac or Westpac New Zealand Limited ("WNZL"). Any product or service made available by WNZL does not represent an offer from Westpac or any of its subsidiaries (other than WNZL). Neither Westpac nor its other subsidiaries guarantee or otherwise support the performance of WNZL in respect of any such product. The current disclosure statements for the New Zealand branch of Westpac and WNZL can be obtained at the internet address www.westpac. co.nz. For further information please refer to the Product Disclosure Statement (available from your Relationship Manager) for any product for which a Product Disclosure Statement is required, or applicable customer agreement. Download the Westpac NZ OFE Group Financial Advisers Act 2008 Disclosure Statement at www.westpac.co.nz.

China, Hong Kong, Singapore and India: This material has been prepared and issued for distribution in Singapore to institutional investors, accredited investors and expert investors (as defined in the applicable Singapore laws and regulations) only. Recipients in Singapore of this material should contact Westpac Singapore Branch in respect of any matters arising from, or in connection with, this material. Westpac Singapore Branch holds a wholesale banking licence and is subject to supervision by the Monetary Authority of Singapore. Westpac Hong Kong Branch holds a banking license and is subject to supervision by the Hong Kong Monetary Authority. Westpac Hong Kong branch also holds a license issued by the Hong Kong Securities and Futures Commission (SFC) for Type 1 and Type 4 regulated activities. This material is intended only to "professional investors" as defined in the Securities and Futures Ordinance and any rules made under that Ordinance. Westpac Shanghai and Beijing Branches hold banking licenses and are subject to supervision by the China Banking Regulatory Commission (CBRC). Westpac Mumbai Branch holds a banking license from Reserve Bank of India (RBI) and subject to regulation and supervision by the RBI.

UK: The contents of this communication, which have been prepared by and are the sole responsibility of Westpac Banking Corporation London and Westpac Europe Limited. Westpac (a) has its principal place of business in the United Kingdom at Camomile Court, 23 Camomile Street, London EC3A 7LL, and is registered at Cardiff in the UK (as Branch No. BR00106), and (b) authorised and regulated by the Australian Prudential Regulation Authority in Australia. Westpac is authorised in the United Kingdom by the Prudential Regulation Authority. Westpac is subject to regulation by the

Disclaimer continued

Financial Conduct Authority and limited regulation by the Prudential Regulation Authority. Details about the extent of our regulation by the Prudential Regulation Authority are available from us on request. Westpac Europe Limited is a company registered in England (number 05660023) and is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

This communication is being made only to and is directed at (a) persons who have professional experience in matters relating to investments who fall within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order") or (b) high net worth entities, and other persons to whom it may otherwise lawfully be communicated, falling within Article 49(2)(a) to (d) of the Order (all such persons together being referred to as "relevant persons"). Any person who is not a relevant person should not act or rely on this communication or any of its contents. The investments to which this communication relates are only available to and any invitation, offer or agreement to subscribe, purchase or otherwise acquire such investments will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely upon this communication or any of its contents. In the same way, the information contained in this communication is intended for "eligible counterparties" and "professional clients" as defined by the rules of the Financial Conduct Authority and is not intended for "retail clients". With this in mind, Westpac expressly prohibits you from passing on the information in this communication to any third party. In particular this communication and, in each case, any copies thereof may not be taken, transmitted or distributed, directly or indirectly into any restricted jurisdiction. This communication is made in compliance with the Market Abuse Regulation (Regulation(EU) 596/2014).

Investment Recommendations Disclosure

The material may contain investment recommendations, including information recommending an investment strategy. Reasonable steps have been taken to ensure that the material is presented in a clear, accurate and objective manner. Investment Recommendations for Financial Instruments covered by MAR are made in compliance with Article 20 MAR. Westpac does not apply MAR Investment Recommendation requirements to Spot Foreign Exchange which is out of scope for MAR.

Unless otherwise indicated, there are no planned updates to this Investment Recommendation at the time of publication. Westpac has no obligation to update, modify or amend this Investment Recommendation or to notify the recipients of this Investment Recommendation should any information, including opinion, forecast or estimate set out in this Investment Recommendation change or subsequently become inaccurate.

Westpac will from time to time dispose of and acquire financial instruments of companies covered in this Investment Recommendation as principal and act as a market maker or liquidity provider in such financial instruments.

Westpac does not have any proprietary positions in equity shares of issuers that are the subject of an investment recommendation.

Westpac may have provided investment banking services to the issuer in the course of the past 12 months.

Westpac does not permit any issuer to see or comment on any investment recommendation prior to its completion and distribution.

Individuals who produce investment recommendations are not permitted to undertake any transactions in any financial instruments or derivatives in relation to the issuers covered by the investment recommendations they produce.

Westpac has implemented policies and procedures, which are designed to ensure conflicts of interests are managed consistently and appropriately, and to treat clients fairly.

The following arrangements have been adopted for the avoidance and prevention of conflicts in interests associated with the provision of $% \left(1\right) =\left(1\right) \left(1$ investment recommendations.

- Chinese Wall/Cell arrangements;
- (ii) physical separation of various Business/Support Units;
- (iii) and well defined wall/cell crossing procedures;
- (iv) a "need to know" policy;
- (v) documented and well defined procedures for dealing with conflicts of interest:
- (vi) steps by Compliance to ensure that the Chinese Wall/Cell arrangements remain effective and that such arrangements are adequately monitored.

U.S.: Westpac operates in the United States of America as a federally licensed branch, regulated by the Office of the Comptroller of the Currency. Westpac is also registered with the US Commodity Futures Trading Commission ("CFTC") as a Swap Dealer, but is neither registered as, or affiliated with, a Futures Commission Merchant registered with the US CFTC. Westpac Capital Markets, LLC ('WCM'), a wholly-owned subsidiary of Westpac, is a broker-dealer registered under the U.S. Securities Exchange Act of 1934 ('the Exchange Act') and member of the Financial Industry Regulatory Authority ('FINRA'). This communication is provided for distribution to U.S. institutional investors in reliance on the exemption from registration provided by Rule 15a-6 under the Exchange Act and is not subject to all of the independence and disclosure standards applicable to debt research reports prepared for retail investors in the United States. WCM is the U.S. distributor of this communication and accepts responsibility for the contents of this communication. All disclaimers set out with respect to Westpac apply equally to WCM. If you would like to speak to someone regarding any security mentioned herein, please contact WCM on +1 212 389 1269. All disclaimers set out with respect to Westpac apply equally to WCM.

Investing in any non-U.S. securities or related financial instruments mentioned in this communication may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the SEC in the United States. Information on such non-U.S. securities or related financial instruments may be limited. Non-U.S. companies may not subject to audit and reporting standards and regulatory requirements comparable to those in effect in the United States. The value of any investment or income from any securities or related derivative instruments denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related derivative instruments.

The author of this communication is employed by Westpac and is not registered or qualified as a research analyst, representative, or associated person under the rules of FINRA, any other U.S. selfregulatory organisation, or the laws, rules or regulations of any State. Unless otherwise specifically stated, the views expressed herein are solely those of the author and may differ from the information, views or analysis expressed by Westpac and/or its affiliates.