

Housing and household debt

In recent years, the combination of low interest rates and the favourable tax treatment of housing saw house prices rising rapidly. These same conditions also saw household debt rising to record levels. Now, with the housing market cooler than it was in previous years, the creep upwards in household debt has slowed. And over the coming years, policies aimed at dampening housing market pressures will put a brake on further debt accumulation. These changes also signal a drag on households spending, and will have an important impact on the RBNZ's policy stance.

Household debt levels in New Zealand have risen by 35% since 2012. That's roughly double the increase in incomes over the same period. As a result, households are now carrying debt that is equivalent to 168% of their annual disposable income - a level that's well above the peak of 159% that we saw just prior to the financial crisis.

As we've previously highlighted, the major contributor to the run up in household debt has been the low level of interest rates in recent years, and the related increases in house prices. With low interest rates generating low nominal returns on savings, investors have sought to diversify into housing and other assets. Combined with the favourable tax treatment of investment housing in New Zealand, this boosted the demand for housing assets and pushed house prices higher. Aspiring buyers have had to borrow more. In addition, as has historically been the case, strength in the housing market also saw homeowners spending some of the windfall they perceive when the value of their house rises. The net effect has been more borrowing and more spending, with the low cost of borrowing reinforcing both of these trends.

In recent years, this run up of household debt has raised concerns about the economy's longer-term financial

stability. That includes concerns about the eventual drag on economic activity from increased debt servicing obligations, particularly if interest rates rise. In addition, higher debt levels mean that the economy is more vulnerable to unfavourable changes in economic or financial conditions, especially as such disruptions could be amplified through changes in the housing market. Such concerns are a key reason why the RBNZ introduced restrictions on high loanto-value (LVR) lending in recent years.

However, while debt levels are at historically high levels. the past year has actually seen debt accumulation slowing. and the ratio of household debt to income has been steady since the start of 2017. That follows the slowdown in house price inflation over the past year that came as a result of a tightening in lending restrictions by the RBNZ, as well as an increase in mortgage rates in early 2017.

In recent months, the housing market has firmed again as borrowing restrictions have been eased and mortgage rates have pushed down again. At the same time, mortgage borrowing has picked up a little. However, as we discussed in our recent Home Truths report 1, we expect this resurgence will be short lived. The Government plans to roll out a series of policies aimed at dampening housing market conditions.

Available here: https://www.westpac.co.nz/assets/Business/Economic-Updates/2018/Bulletins-2018/NZ-Home-Truths-April-2018.pdf

Housing and household... continued

That includes policies affecting physical demand and supply, such as restrictions on foreign buyers, a tightening in migration settings, and efforts to increase the housing stock (such as the KiwiBuild program).

More important, however, are a range of policies that will affect the financial incentives associated with property investment. The Government has already extended the holding period for taxing capital gains on investment properties from two to five years (the so-called 'bright line' test). Over the coming years we also expect the ability to use losses on rental properties to offset other tax obligations (i.e. negative gearing) will be significantly curtailed. Finally, there is the possibility that the government will look at introducing a broad-based capital gains tax if elected to a second term in office.

This wide reaching suite of policies will significantly dampen the demand for housing, especially by investors. Consequently, we expect that the nationwide level of house prices will fall by a total of 2% over the next four years.

The slowdown in the demand for housing will also put the brakes on debt accumulation, with debt to income levels expected to remain broadly stable over the next few years. This will have important implications for the Reserve Bank's choice of policy settings, potentially allowing for a further loosing of LVR lending restrictions. A slowdown in the housing market will also be important for monetary policy and the level of the Official Cash Rate. As discussed below, the slowdown in the housing market will have a more general dampening impact on economic activity, removing any need for the RBNZ to hike the OCR in the near term.

New Zealanders hold a significant proportion of their wealth in either investment or owner-occupied housing. As a result, we expect that the coming slowdown in the housing market will also see softness in household spending growth. This is likely to be reinforced by associated changes in the access to credit. The strong housing demand that encouraged the build-up of debt in recent years also pushed up house prices. That flattered household debt positions, with debtto-asset ratios falling. However, the stalling in the housing market over the past year has seen debt-to asset positions rising modestly. And with further housing market softness expected, such gauges of the economy's financial health could deteriorate further. In such circumstances, many borrowers could find their borrowing ability curtailed, while debt servicing requirements result in their disposable incomes being squeezed.

Policy changes also mean that the Government will be collecting more tax from rental properties over the coming years. This signals a further drag on households' disposable incomes and spending.

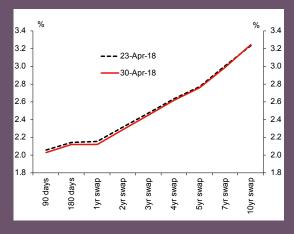
The run up in household debt in recent years and associated increases in financial vulnerabilities are important clouds on the horizon, but are unlikely to topple the economy. Despite the increase in debt levels, low interest rates mean that households' debt servicing costs remain modest: households currently spend an average of 8.3% of disposable incomes on debt servicing (well below the peak of 14% in 2009). On top of this, the labour market is in good health, and New Zealand hasn't had difficulties funding its current account deficit in recent years.

Fixed vs Floating for mortgages

For borrowers with a deposit of 20% or more, the best value lies in the two-year rate or shorter fixed terms. Three-to-five-year rates seem high relative to where we think short-term rates are going to go over that time. Some lending and deposit rates have been falling recently, so it may be worth waiting to see if there are further modest reductions in fixed-term rates.

Floating mortgage rates usually work out to be more expensive for borrowers than short-term fixed rates such as the six-month rate. However, floating may still be the preferred option for those who require flexibility

NZ interest rates



The week ahead

NZ April ANZ business confidence

April 30, Last: -20

- Business confidence treaded water in March, after bouncing off its post-election lows in back in February.
- While the economic backdrop has been steady over the last month, the Government did surprise some with the timing of its announcement to end offshore oil exploration permits. But it's an open question whether this will have an impact on broader business sentiment.
- March quarter CPI came out in line with expectations, but this did see the annual inflation rate drop fairly sharply to 1.1%. This could put downward modest pressure on the inflation expectations components of the survey, which were little changed in March.

NZ business confidence and inflation expectations

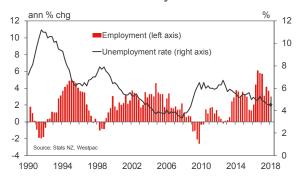


NZ Q1 Household Labour Force Survey

May 2, Employment last: 0.5%, WBC f/c: 0.3%, Mkt f/c: 0.6% May 2, Unemployment last: 4.5%, WBC f/c: 4.5%, Mkt f/c: 4.4%

- We expect a subdued 0.3% rise in employment over the March quarter, and an unchanged unemployment rate of 4.5%.
- There are signs that the improving trend in the labour market has become bogged down more recently. Slower economic growth and uncertainty around government policy have weighed on firms' hiring decisions.
- Our estimates suggest that labour market conditions are currently 'neutral' in terms of their influence on inflation pressures. And with economic growth past its peak, we think that the labour market will struggle to push very far into 'tight' territory.

Household Labour Force Survey

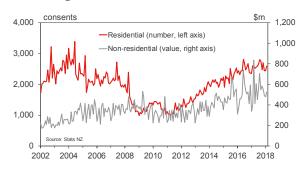


NZ Mar residential building consents

May 1, Last: 5.7%, WBC f/c: 1.6%

- Residential building consent issuance rose 5.7% in February after a flat outturn in the previous month. The solid lift in consent issuance was driven by a pickup in issuance for multiple dwelling/ apartments. While strong population growth signals the need for a protracted period of rapid home building, we expect construction activity to rise at a gradual pace. Construction firms are highlighting shortages of skilled labour and difficulties with financing as important brakes on the pace of building.
- We'll be watching the regional breakdown of consents closely. Despite a large and growing shortage of homes, building levels in Auckland have flattened off in recent months. We're also seeing a trend decline in Canterbury as the region's housing market continues its gradual post-earthquake transition.

NZ building consents

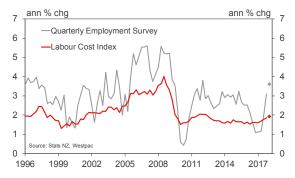


NZ Q1 Labour Cost Index

May 2, Private sector last: 0.4%, WBC f/c: 0.4%, Mkt f/c: 0.5%

- We expect a 0.4% rise in private sector labour costs for the March quarter. This is essentially the same quarterly pace that we have seen for the last few years, with the exception of the aged-care workers' pay settlement in Q3 last year. We do expect a modest pickup in wage growth over the next couple of years, on a combination of a tighter labour market, collective pay agreements and minimum wage hikes. But the case for a near-term pickup is weak. CPI inflation has ebbed lower over the last year, and the labour market is not currently tight enough to warrant much more than cost-of-living increases in wages.
- In contrast, the Quarterly Employment Survey (QES) measure of average hourly earnings has accelerated, and we expect a further pickup. But this appears to be payback from a sharp slowdown a vear ago.

LCI and QES wages



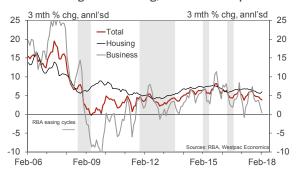
The week ahead

Aus Mar private credit

Apr 30, Last: 0.4%, WBC f/c: 0.4% Mkt f/c: 0.4%, Range: 0.3% to 0.6%

- Private sector credit is expanding at a modest pace as the housing sector cools. In 2017, credit grew by 4.9%, slowing from 5.6% for 2016, with a Q4 average of 0.4% per month. For March, we expect a rise of 0.4%. Housing credit, at this late stage of the cycle, is slowing in response to tighter lending conditions. The 3 month annualised pace was 5.6% in January, down from 6.8% last March. However, in February, a surprise uptick - most likely noise - saw the 3 month pace rebound to 6.0%. Business credit, up 3.6% over the year, is volatile around a modest uptrend as businesses increase investment in the real economy. Over the past three months, business credit hit a soft spot, with outcomes of +0.1%, -0.1% and +0.1%. On balance, current fundamentals are positive pointing to a resumption of the modest uptrend.

Credit: housing trend slowing, business soft-spot

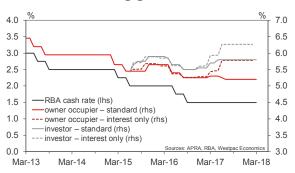


Aus RBA policy announcement

May 1, Last: 1.50%, WBC f/c: 1.50% Mkt f/c: 1.50%, Range: 1.50% to 1.50%

- The RBA Board will leave rates unchanged at their May meeting, as they have since they cut rates in August 2016. The Governor has stated that: "further progress in reducing unemployment and having inflation return to target is expected, although this progress is likely to be gradual". The case for patience has been reinforced by recent data. Notably, inflation remained subdued in Q1 at 0.4%qtr, 1.9%yr. The jobs hiring boom of 2017, +3.4%yr, has given way to a consolidation in Q1, 1.9% annualised, and the unemployment rate has stalled at 5.5% after declining early in 2017. The RBA will likely trim their 2018 GDP growth forecast in the Statement on Monetary Policy to a still above trend 3.0%, rounded down from 3.25% previously. We expect GDP growth to be less robust, at 2.75% this year, slowing to 2.5% in 2019 and anticipate that the RBA will keep he cash rate unchanged at 1.5% in 2018 and 2019

RBA cash rate and mortgage interest rates

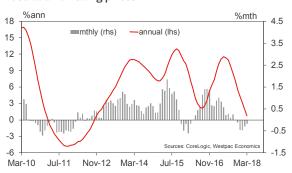


Aus Apr CoreLogic home value index

May 1, Last: -0.2%, WBC f/c: -0.2%

- Australia's housing market continue to see price slippage in early 2018, the CoreLogic home value index dipping another 0.2% in March to be down 1.4% from its Oct peak
- The detail shows more pronounced weakness in Sydney, for houses as opposed to units, and for the top 25% of properties by value.
- The daily index points to a further 0.2% decline in April that will take annual growth down to -0.3%vr, the first negative since 2012.

Australian dwelling prices

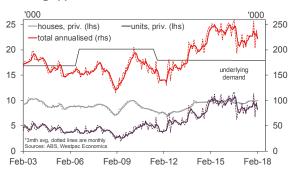


Aus Mar dwelling approvals

May 3, Last: -6.2%, WBC f/c: 1.0% Mkt f/c: 1.0%, Range: -3.0% to 5.0%

- Dwelling approvals retraced 6.2% in Feb, giving back about two fifths of the 17.2% jump in Jan. Approvals have been extremely volatile month to month, making it difficult to pick out clear trends. Volatility has again centred on 'high rise' approvals. Construction-related housing finance approvals have softened since Sep after rallying through most of 2017. Given lags between finance and construction, that suggests non high rise dwelling approvals will fall away a bit in coming months. High rise is harder to call. The general picture from site purchases over the last year points to the segment taking another leg lower in 2018 although the month to month moves look to have overshot a little in Feb. On balance we expect total approvals to be up 1% in March.

Dwelling approvals



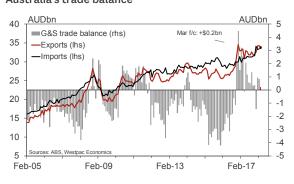
The week ahead

Aus Mar trade balance, AUDbn

May 3, Last: 0.8, WBC f/c: 0.2 Mkt f/c: 0.95, Range: -0.5 to 1.3

- For March, Australia's trade surplus is expected to narrow to \$0.2bn from \$0.8bn, led lower by exports. Export earnings are forecast to contract by 1.0% in March, down \$350mn. The key negative, the iron ore spot price retreated from recent highs, declining to US\$70/t from \$76.50. The import bill rose a forecast 0.8% in the month, +\$250mn. The cost of imports increased as the currency weakened, down around 1.5% to 76.7US¢ from 78.8US¢.
- Focusing on the March quarter, the trade balance improved to a surplus of \$2.0bn, a turnaround from a deficit of \$0.7bn in Q4 based on our forecast and subject to revisions. The improvement was centred on a rise in the terms of trade associated with higher commodity prices (on a quarter average basis).

Australia's trade balance

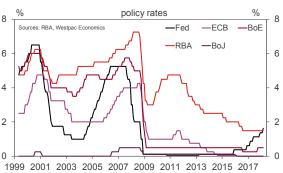


US FOMC May policy meeting

May 2, Last 1.625%, WBC 1.625%

- The FOMC has made clear their intentions for 2018 repeatedly. If growth continues as it has and inflation also firms to target, then they will have strong justification to continue with their 'gradual' normalisation of the fed funds rate and balance sheet reduction.
- Indeed, from Chair Powell's recent comments and the March meeting minutes, the Committee clearly believe that risks to the outlook are skewed to the upside, thanks to the enacted tax and spending reform. For us, we have little doubt that government spending and business investment will drive growth higher in the near term, but inflation is unlikely to materially exceed target. We also expect that tighter financial conditions will shock growth later in 2019. Our core view therefore remains two more rate hikes in 2018 and two more in H1 2019, but then no more

Rate differential to aid US dollar hence

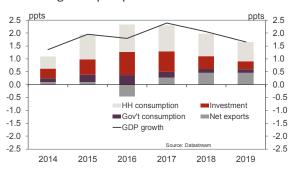


Euro Area Q1 GDP

May 2, Last 0.6%, WBC 0.5%

- The Euro Area has likely seen peak growth for this cycle, with growth in 2018 expected to come in at 2.1%yr versus 2.5%yr in 2017. The main driver of this slowdown is expected to be the abating of pent-up consumer demand that has been a key support in recent years. The consumer continues to benefit from job and credit availability, but their savings are limited and wage growth continues to lag momentum in activity by a wide margin. There is therefore a definite limit to their appetite for credit, and hence their discretionary spending.
- In this domestic environment, and given lingering global uncertainty, business investment growth is unlikely to accelerate to offset weaker consumption. Growth will slow progressively. Hence to our Q1 forecast of 0.5%, risks are skewed to the downside.

Euro Area growth past peak but still robust

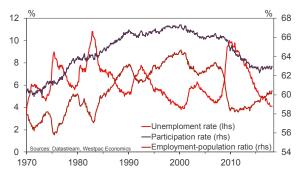


US Apr employment report

May 4, nonfarm payrolls, last 103k, WBC 180k May 4, unemployment rate, last 4.1%, WBC 4.0%

- The Mar report delivered a surprise for many in financial markets, with not only the monthly gain for payrolls coming in well below consensus at 103k, but also a further 50k taken from Jan and Feb's gains. While the monthly loss of momentum was severe, the 2018 average has only been brought back into line with that of 2017. Hence, overall momentum is still very strong. Come April, another robust gain is anticipated circa 180k. There is also a risk of upward revisions to the prior number.
- As we move through 2018, the pace of employment growth will slow but still likely exceed 100k, seeing the unemployment rate move lower.

Employed share of population rising



Data calendar

		Last		Westpac forecast	Risk/Comment
Mon 30					
NZ	Apr ANZ business confidence	-20	-	-	Businesses remain nervous about the economic outlook.
Aus	Apr MI inflation gauge	2.1%	-	-	Inflation well contained.
	Mar private sector credit	0.4%	0.4%	0.4%	Housing trend slowing, business modest uptrend.
Chn	Apr non-manufacturing PMI	54.6	54.5	-	March saw another robust result
	Apr manufacturing PMI	51.5	51.3	-	though the employment index are a concern.
Eur	Mar M3 money supply %yr	4.2%	4.0%	-	Credit data also due.
US	Mar personal income	0.4%	0.4%	-	Income g'th slowly accelerating
	Mar personal spending	0.2%	0.4%	-	but spending still restrained.
	Mar PCE deflator	0.2%	0.0%	-	Annual g'th to lift on base effect.
	Apr Chicago PMI	57.4	58.0	-	Has fallen back through Q1.
	Mar pending home sales	3.1%	0.5%	_	A lead on existing. Lack of supply creating volatility.
	Apr Dallas Fed index	21.4	25		Holding on to gains.
Tue 01	p. 1				
NZ	Mar residential building consents	5.7%	_	1.6%	Building rising gradually. Labour & finance key constraints.
Aus	Apr AiG PMI	63.1	_	-	Manuf'g index at historic highs - boosted by construction.
440	Apr CoreLogic home value index	-0.2%	_	-0.2%	Annual growth to dip into -ve for first time since 2012.
	RBA policy decision	1.50%	1.50%		On hold, inflation subdued, spare capacity remains.
	RBA Governor Philip Lowe	1.50 70	1.50 70	1.50 /0	Remarks at RBA Board dinner, Adelaide, details tbc.
UK	Mar net lending secured on dwellings, £bn	3.7	_	-	Housing market slowdown continuing to dampen borrowing.
OK.	Apr Markit manufacturing PMI final	55.1	54.5	-	Inclement weather has been a drag on manufacturing.
lie.			34.3	-	Flash lifted, sentiment is positive.
US	Apr Markit manufacturing PMI final Apr domestic auto sales \$mn	56.5	10.40	-	Holding up despite higher rates.
	Mar construction spending	13.42	13.40		Has been mixed through Q1 for little net growth.
		0.1%	0.5%		0 -
J 01	Apr ISM manufacturing	59.3	58.5	-	Recent strength broad based across detail.
Wed 02		0.507			
NZ	GlobalDairyTrade auction	2.7%		-	Dairy prices have been edging higher in recent auctions
	Q1 employment change	0.5%	0.5%		GDP growth slowed and firms more cautious about hiring
	Q1 unemployment rate	4.5%	4.4%		suggesting strengthening of labour market has stalled.
	Q1 labour cost index	0.4%	-	0.4%	Private sector wage growth expected to remain subdued.
Chn	Apr Caixin China PMI	51.0	50.9		Was softer in March after holding up in Jan/Feb.
Eur	Apr Markit manufacturing PMI final	56.0	56.0	-	Flash steadied after loss of momentum from 2017 levels.
	Mar unemployment rate	8.5%	8.5%		Slowly trending down.
	Q1 GDP	0.6%	0.4%		Growth set to slow through 2018.
US	Apr ADP employment change	241k	193k		Had a loose relationship with payrolls of late.
	FOMC policy decision, midpoint	1.625%	1.625%	1.625%	To reiterate positive view, limited known risks.
	Treasury's Quarterly Refunding	-	-	-	Announcement 2-3. Effect on overall funding conditions?
Thu O3					
NZ	Apr ANZ commodity price index	1.2%	-	-	Key prices rising this year, a trend that likely continued.
Aus	Mar dwelling approvals	-6.2%	1.0%	1.0%	High rise volatility making it difficult to discern trends.
	Mar trade balance AUDbn	0.8	0.95	0.2	Exports f/c -1.0%, drop in iron ore price, Imports f/c +0.8%.
	Apr AiG PSI	56.9	-	-	Services index up 2.9pts in March - a pre-Easter boost?
Eur	Apr CPI core advance %yr	1.0%	0.9%	-	Inflation still below target.
	ECB speak	-	-	-	Constancio and Couere at ECB/EC banking union event.
UK	Apr Markit services PMI final	51.7	53.0	-	Consumer dampened by poor weather and income squeeze.
US	Q1 nonfarm productivity	0.0%	0.9%	-	Weak and showing little upward momentum.
	Initial jobless claims	209k	-	-	Very low.
	Mar trade balance US\$bn	-57.6	-55.6	-	Has deteriorated over the past six months.
	Apr Markit services PMI final	54.4	_	_	Flash lifted slightly, still off recent highs
	Apr ISM non-manufacturing	58.8	58.0	_	Just off highs.
	Mar factory orders	1.2%	1.3%	-	Investment outlook undecided.
Fri 04	14555. y 514610	1.2 /0	1.0 /0		222 Hortz dattook arradolada.
Aus	RBA Statement on Monetary Policy	-	_		GDP growth fc/s likely to be trimmed - see page 2.
Chn		52.3	52.3	-	Dated versus NBS measure.
CHIL	Apr Caixin China PMI services				
F	Q1 current account balance \$bn	62.3	-	-	Full detail on trade and investment flows.
Eur	Apr Markit services PMI	55.0	55.0	1001	Flash holding up from earlier dip from highs
US	Apr non-farm payrolls	103k	185k		Upward revisions more likely than strong rebound.
	Apr unemployment rate	4.1%	4.0%	4.0%	4.0% has remained elusive of late.
	Fedspeak	-	-	-	Dudley speaks with Bloomberg.

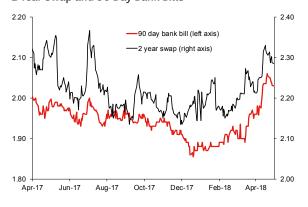
New Zealand forecasts

Economic Forecasts	Quarterly				Annual			
Economic Forecasts	2017 2018			Calendar years				
% change	Dec(a)	Mar	Jun	Sep	2016	2017	2018f	2019f
GDP (Production)	0.6	0.6	0.6	0.7	4.0	2.9	2.7	3.0
Employment	0.5	0.3	0.4	0.4	5.8	3.7	1.4	1.0
Unemployment Rate % s.a.	4.5	4.5	4.4	4.4	5.3	4.5	4.5	4.7
СРІ	0.1	0.5	0.4	0.6	1.3	1.6	1.7	1.5
Current Account Balance % of GDP	-2.7	-2.6	-3.0	-3.3	-2.2	-2.7	-3.4	-3.1

¹ Annual average % change

Financial Forecasts	Jun-18	Sep-18	Dec-18	Mar-18	Jun-19	Sep-19
Cash	1.75	1.75	1.75	1.75	1.75	1.75
90 Day bill	2.00	2.00	2.00	2.00	2.00	2.10
2 Year Swap	2.20	2.20	2.30	2.40	2.55	2.70
5 Year Swap	2.70	2.75	2.90	3.05	3.15	3.25
10 Year Bond	2.90	3.00	3.20	3.30	3.35	3.40
NZD/USD	0.72	0.70	0.68	0.66	0.65	0.64
NZD/AUD	0.94	0.92	0.92	0.92	0.92	0.91
NZD/JPY	77.8	76.3	75.5	73.3	72.2	70.4
NZD/EUR	0.59	0.57	0.56	0.55	0.54	0.52
NZD/GBP	0.53	0.53	0.54	0.54	0.53	0.52
TWI	74.5	73.0	71.7	70.3	69.6	68.6

2 Year Swap and 90 Day Bank Bills



NZ interest rates as at market open on 30 April 2018

Interest Rates	Current	Two weeks ago	One month ago
Cash	1.75%	1.75%	1.75%
30 Days	1.88%	1.89%	1.88%
60 Days	1.95%	1.95%	1.92%
90 Days	2.03%	2.04%	1.96%
2 Year Swap	2.29%	2.32%	2.22%
5 Year Swap	2.76%	2.75%	2.62%

NZD/USD and NZD/AUD



NZ foreign currency mid-rates as at 30 April 2018

Exchange Rates	Current	Two weeks ago	One month ago
NZD/USD	0.7083	0.7357	0.7216
NZD/EUR	0.5843	0.5965	0.5865
NZD/GBP	0.5144	0.5163	0.5137
NZD/JPY	77.24	79.09	76.44
NZD/AUD	0.9348	0.9464	0.9421
TWI	73.75	75.63	74.39

International forecasts

Economic Forecasts (Calendar Years)	2014	2015	2016	2017	2018f	2019f
Australia						
Real GDP % yr	2.6	2.5	2.6	2.3	2.7	2.5
CPI inflation % annual	1.7	1.7	1.5	1.9	2.1	1.9
Unemployment %	6.2	5.8	5.7	5.5	5.5	5.6
Current Account % GDP	-3.0	-4.7	-3.1	-2.3	-2.8	-3.8
United States						
Real GDP %yr	2.6	2.9	1.5	2.3	3.0	2.5
Consumer Prices %yr	1.6	0.1	1.3	2.1	2.5	2.0
Unemployment Rate %	6.2	5.3	4.9	4.4	4.0	3.8
Current Account %GDP	-2.3	-2.3	-2.3	-2.6	-2.5	-2.4
Japan						
Real GDP %yr	0.3	1.1	1.0	1.5	1.3	1.0
Euroland						
Real GDP %yr	1.3	2.0	1.8	2.5	2.1	1.6
United Kingdom						
Real GDP %yr	3.1	2.2	1.8	1.7	1.6	1.6
China						
Real GDP %yr	7.3	6.9	6.7	6.9	6.3	6.1
East Asia ex China						
Real GDP %yr	4.2	3.8	3.9	4.5	4.3	4.3
World						
Real GDP %yr	3.6	3.4	3.2	3.8	3.9	3.7
Forecasts finalised 6 April 2018						

Interest Rate Forecasts	Latest	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19	Dec-19
Australia								
Cash	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
90 Day Bill	2.05	2.02	1.98	1.94	1.90	1.88	1.86	1.85
10 Year Bond	2.83	2.75	2.95	3.15	3.20	3.10	3.10	3.10
International								
Fed Funds	1.625	1.875	2.125	2.125	2.375	2.625	2.625	2.625
US 10 Year Bond	2.98	2.90	3.10	3.35	3.50	3.50	3.40	3.30
ECB Deposit Rate	-0.40	-0.40	-0.40	-0.40	-0.20	0.00	0.00	0.00

Exchange Rate Forecasts	Latest	Jun-18	Sep-18	Dec-18	Mar-18	Jun-19	Sep-19	Dec-19
AUD/USD	0.7553	0.77	0.76	0.74	0.72	0.71	0.70	0.70
USD/JPY	109.23	108	109	111	111	111	110	110
EUR/USD	1.2110	1.22	1.22	1.21	1.19	1.21	1.23	1.26
AUD/NZD	1.0689	1.07	1.09	1.09	1.09	1.09	1.09	1.08

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 Anne Boniface, Senior 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').

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 vield 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 QFE 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

Disclaimer continued

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 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 investment recommendations.

- (i) 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 $% \left(1\right) =\left(1\right) \left(1\right) \left$ 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.