

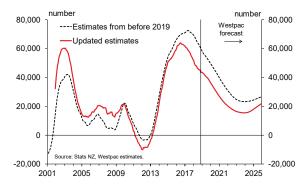
A smaller and slowing boost to the economy

A closer look at recent migration flows

1 February 2019

- Updated migration estimates from Stats NZ have highlighted some unexpected and important trends in New Zealand's population. We now know that a much larger proportion of the people who arrived in recent years only came on a temporary basis. That means that the population growth rate has been lower than previously thought and is slowing more rapidly.
- Lower net migration and population gains will provide a smaller boost to demand and spending over the next few years.
- Fewer people on the ground also implies less need to build new houses than previously thought. The outlook for residential construction is likely to be downgraded.
- This reinforces our expectations for a cooling in GDP growth over the next few years.

Net permanent and long-term migration



Net migration has been much lower than initially thought

One of the key drivers of economic activity in recent years has been rapid population growth on the back of high levels of net migration. Strong inflows of new migrants and low departures of New Zealanders have provided a powerful boost to spending and also generated a strong need to build homes. At the same time, the related increases in the labour force have boosted the economy's productive capacity and helped to address skill shortages in some sectors.

Stats NZ has recently taken a closer look at movements in and out of the country over the past few years, and this has revealed some important trends. It turns out that a larger proportion of the people who arrived in recent years only came on a temporary basis. This means that the increase in permanent and long-term migration, and the related change in New Zealand's resident population, has been smaller than was thought. Earlier estimates had suggested that annual long-term migration had risen to a peak of 72,500 in mid-2017. However, Stats NZ's updated estimates have revealed that long-term migration actually peaked at a lower level of around 64,000 back in mid-2016. The latest estimates have also shown that net migration has now fallen to an annual rate of around 43,000 - a level that's around 20,000 lower than initially thought. Looking at the past four years as a whole, this means that around 47,000 fewer people settled in New Zealand on a longterm basis than had been estimated (that's close to 1% of New Zealand's total population).

The size of this revision may seem surprising given that New Zealand keeps tight control on the number of people crossing its borders. But while we have good information on the numbers of people entering and leaving the country, the duration of their stay can be harder to track. Some people who plan to visit for a temporary period may end up staying permanently. Alternatively, some of those who plan to stay on a long-term basis might end up departing sooner than expected. The difference is important. Permanent or longterm migrants (those who remain onshore for more than a year) will have a larger impact on the country in terms of their spending, employment, and their housing needs.

Those who enter the country on a shorter-term basis (less than a year) still contribute to the economy, but the impact is likely to be smaller and less enduring.

Previously, Stats NZ used people's stated intentions on arrival and departure cards to estimate how long people planned to stay in the country (this is sometimes referred to as the 'intentions' approach). They are now using an 'outcomes' based approach that looks at actual movements in and out of the country. This is a bit more complex to estimate given the time needed to track people's movements across borders. But over time, it should give a more accurate estimate of what's actually happening to migration flows.

The updated migration estimates have shown that both long-term arrivals and long-term departures have been higher than previously thought. The revision to departures has been the bigger of the two, meaning that the level of net migration has been lower. The difference has been heavily centred on those aged 20 to 29. This age group will include a large proportion of international students, as well as those on temporary work or working holiday visas - all groups that tend to be highly mobile. In other words, more young foreign people have been leaving New Zealand than initially thought.

This still leaves us with a picture of strong overall inflows into the country in recent years. However, a greater proportion of those inflows were on a short-term or temporary basis. Those temporary arrivals will have added to demand and they still needed somewhere to stay, but have probably provided a smaller boost to economic conditions than permanent migrants would have.

Lower net migration reinforces our expectations for slower GDP growth...

Lower long-term migration will have a number of important implications for the economy and it reinforces our expectations for a cooling in GDP growth and the housing market over the next few years. This will also be important for the labour market.

Lower longer-term migration means that population growth has been slower than expected in recent years. Stats NZ's next update on the population level won't be out for a few weeks. When released, we expect that those figures will reveal New Zealand's population is currently smaller than previously believed. We estimate that annual population growth peaked at 2% in 2016 and has since slowed to 1.5%. Those are still solid rates of population growth, but would be a fair bit slower than was initially thought. Furthermore, with net migration continuing to trend down, it implies smaller increases in the nation's demand base over the next few years. That will be important for many businesses, meaning than an 'easy' source of demand growth that they've enjoyed in recent years is dissipating even faster than expected.

...including a reduction in the amount of new housing required

Lower net migration and population growth will also have a major impact on residential construction. For some time, we have been highlighting that the rate of dwelling construction was catching up with population growth. We predicted that as population growth slowed, housing shortages would begin to ease in the coming few years, and therefore the outlook was for moderate growth in construction activity. These data revisions reinforce that view. It now looks as though residential consent issuance is already at the level required to keep up with population growth. And with fewer migrants settling here on a longterm basis, the number of homes that will eventually be required is lower than previously thought.

These trends will be particularly important for Auckland which has experienced an especially large population cycle. However, their impact will be felt more widely. Many other regions are currently seeing high levels of home building, and the durability of those cycles looks increasingly doubtful, especially given the policy-induced slowdown in the housing market already in train. We'll take a closer look at the extent of changes in the construction outlook in our upcoming February Economic Update.

Satish Ranchhod

Senior Economist

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').

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 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 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

Disclaimer continued

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, Westpace 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.