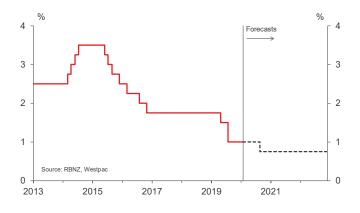


Forecasting is like a box of chocolates – Preview of the RBNZ's MPS, Wed 12 February, 2:00pm.

- We expect the RBNZ to keep the OCR on hold at next week's Monetary Policy Statement.
- The OCR outlook will be on-hold with a risk of cuts if coronavirus severely disrupts the economy.
- Before coronavirus broke out, the RBNZ was probably ready to abandon its easing bias and switch to a neutral stance.
- But coronavirus is a huge unknown and has rekindled the risk of a lower OCR.

Dominick Stephens, Chief Economist +64 9 336 5671

Westpac OCR forecast



In late January we announced that we expected the RBNZ would abandon its strong easing bias and move to a more neutral monetary policy outlook.¹ But in the forecasting game you never really know what you are going to get next. Coronavirus has stolen the show over the past week, altering the outlook. There is likely to be at least some economic impact, with a ban on foreigners travelling from China to New Zealand and forestry exports to China virtually halting.

The obvious strategy now is for the Reserve Bank to signal that the OCR is most likely to remain on hold, but they will stand ready to cut the OCR should that be required by the coronavirus situation. Should coronavirus quickly blow over like SARS did, then the Reserve Bank can revert to an on-hold outlook for the OCR at its next communique. Should economic disruptions from coronavirus intensify, the RBNZ may consider cutting the OCR to help offset any negative impact on employment.

We have fielded questions about whether the RBNZ might cut the OCR next week in response to coronavirus. We find that highly unlikely. Cutting the OCR now would be inappropriate because the uncertainty about how coronavirus might play out is so wide.

The Reserve Bank will face some communication challenges next week, because it will want to convey three separate messages:

- 1) The New Zealand economy and housing market have exceeded the RBNZ's expectations recently, to the point that the OCR outlook would have shifted to "on hold" had coronavirus not emerged.
- 2) If the coronavirus has a sharp but short disruptive impact on the economy, followed by a rapid recovery, then there would be little requirement for monetary policy to respond. This would constitute a "look through" event.



¹ Stephens, D. January 2020. "There or there abouts – Update on the OCR outlook" Westpac Economic Bulletin.

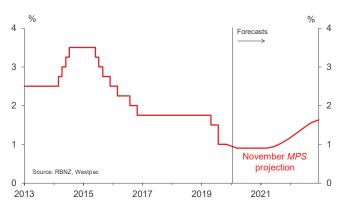
3) Should coronavirus have a longer-lasting or more severe disruptive impact on the economy, then the RBNZ would probably cut the OCR.

This would all be fairly simple for the RBNZ to express in words, just as we have. The RBNZ's key phrase could be something like "While we expect to keep the OCR on hold, we stand ready to reduce the OCR if warranted." This would amount to a conditional easing bias.

What the RBNZ does with its economic and OCR forecasts is trickier to anticipate. Most likely, the RBNZ's economic forecasts will be based on the coronavirus having a short, sharp disruptive impact followed by a rapid recovery. This would be based on known events such as the travel ban. We have already developed such a scenario and incorporated it into our forecasts, so the RBNZ should be able to do so too.² The RBNZ could then write a special topic on the possible economic impact of a pandemic, based on existing research.³

In this scenario the RBNZ's OCR forecast would probably be 0.9%, similar to the November MPS. This would reflect the possibility of OCR cuts in the near future (although the risk now relates to coronavirus whereas the risk in November stemmed from the general inflation outlook). However, the OCR forecast would probably begin rising above 1% earlier than the November MPS forecasts, to reflect the fact that the overall inflation outlook has lifted.

RBNZ Official Cash Rate forecast November 2020



An alternative option for the RBNZ would be to publish "ex coronavirus" economic forecasts. These would feature an OCR forecast of 1.0%. This could be accompanied by much verbiage about the range of possible coronavirus impacts, from nothing to severe.

What might have been.

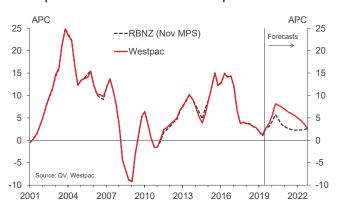
While coronavirus has stolen the show, it is still worth reviewing how the New Zealand economy has been shaping up in recent times, in order to set out the "ex-coronavirus" baseline. If it weren't for coronavirus, we think the RBNZ would have been ready to shift to an "on hold" OCR outlook.

Neither inflation nor employment give the RBNZ immediate cause to shift the OCR. Inflation has surprised to the upside over the past two quarters, and is going to pop above 2% briefly next year. Although that will prove fleeting, the best overall assessment is that core inflation is now only a shade below 2%. Meanwhile, the unemployment rate remains low at 4% and wage inflation is accelerating. Both unemployment and wages have exceeded the RBNZ's forecasts, so the RBNZ is likely to maintain its assessment that employment is close to its maximum sustainable level.

Meanwhile, there have been three recent economic developments that were stronger than the RBNZ expected:

The housing market is heating up. Last year the RBNZ treated the warming housing market as a blip, but that is no longer tenable. House prices are now rising much faster than the RBNZ previously expected, and the RBNZ will now have to switch to forecasting high-single-digit house price inflation over the period ahead.

House price forecasts - RBNZ and Westpac



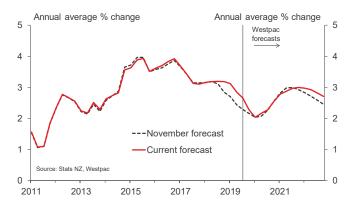
The Government announced a major infrastructure spend-up. Treasury estimated that the Government's \$12bn of investment spending would boost GDP by 0.4 ppts over the coming four years, amounting to a significant fiscal stimulus.

New Zealand economic data has been stronger than expected. GDP growth in the September quarter was much stronger than the RBNZ expected, other data suggests the December quarter was also robust, and Stats NZ revised its estimates of 2018 economic growth significantly higher.

² Clark P and Stephens, D. February 2020. "Going viral – The economic impact of coronavirus on New Zealand" Westpac Economic Bulletin.

³ Fukac, M and Lees, K. July 2009. "Swine flu: what are the impacts on the New Zealand economy – a macro-modelling approach" RBNZ Research Paper.

New Zealand GDP growth



These three developments will have outweighed the negatives, which are that until recently the exchange rate was higher than the RBNZ had forecast, and commodity prices have dropped. In particular, meat export prices were sky-high last year due to African Swine Fever infecting China's pigs, but meat prices fell hard recently after the Chinese Government loosened import restrictions and liquidated some inventories.

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

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

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 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 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. and uncertainties. The ultimate outcomes may differ substantially from these forecasts.

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 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 Pisclosure Statement at www.westpac. 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 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 Rong Branch holds a banking license and is subject to supervision by the Hong Kong Monetary Authority. Westpac Hong Rong 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 and Insurance Regulatory Commission (CBIRC). 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 Cardiffi 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 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 tregulated 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 persons should not act or rely on this communication or any of its contents. The investments owhich 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

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

We stpac 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.

- Chinese Wall/Cell arrangements:
- physical separation of various Business/Support Units;
- and well defined wall/cell crossing procedures;
- a "need to know" policy;
- documented and well defined procedures for dealing with conflicts of interest;
- 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 accept responsibility for the contents of this communication. All disclaimers set out with respect to Westpac 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

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 denominants 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. self-regulatory 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.