

Dairy scary

NZIER Quarterly Survey of Business Opinion, March 2015

- Businesses reported solid results over the last three months, suggesting some upside risk to our March quarter GDP forecast.
- However, they have become much less upbeat about the outlook for over the near term, which may reflect concerns about knock-on effects from the dairying downturn.
- Some firms reported rising costs, but there is little evidence of this being passed through into consumer prices.

Key results – forward looking (seasonally adjusted)

	Dec-15	Mar-16
General business sentiment, next 6 mths	13	-1
Trading activity, next 3 mths	20	6
Pricing intentions, next 3 mths	11	11
Cost expectations, next 3 mths	18	23
Profitability, next 3 mths	6	14
Employment intentions, next 3 mths	12	11
Building investment intentions, next 12 mths	1	0
Plant investment intentions, next 12 mths	10	9

Key results – backward looking (seasonally adjusted)

	Dec-15	Mar-16
Trading activity, past 3 mths	18	18
Pricing, past 3 mths	5	-4
Costs, past 3 mths	19	27
Profitability, past 3 mths	-8	-7
Employment, past 3 mths	13	9
Ease of finding skilled labour, past 3 mths	-32	-30
Ease of finding unskilled labour, past 3 mths	-5	-7
Capacity utilisation	93.2%	93.2%

The NZIER *Quarterly Survey of Business Opinion* for the March quarter suggests that the dairy sector's woes are playing on the minds of businesses across the country. While the survey does not cover the agriculture sector directly, there was a noticeable hit to sentiment spread across the manufacturing, construction, retailing and services sectors.

But the survey also highlights that the plunge in dairy prices has been a shock to incomes much more so than to activity, at least to date. Firms were significantly less upbeat about the near-term outlook, but they generally reported solid results for the past quarter, and their hiring and investment intentions were little changed.

General business sentiment fell from +13% in December to -1% in March. This was well below the average level of the last few years, though it was still an improvement on the -11% reading in the September quarter, when Fonterra's milk price forecast was first revised below \$4/kg.

Firms' reported outcomes over the past quarter were steady at +18%. However, their expectations for the next quarter fell from +20% to +6%, the lowest reading since March 2011 (which was of course affected by the Canterbury earthquakes). Taken together, these survey readings suggest some upside risk to our March quarter GDP forecast (we currently expect a 0.5% rise), but with a growing risk of a slowdown later in the year as the loss of dairy income inevitably weighs on activity.

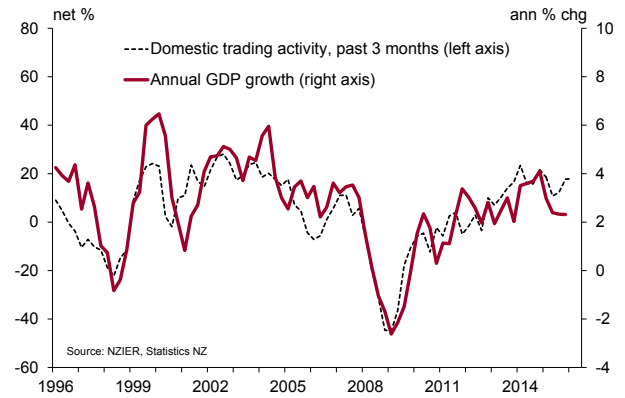
The survey suggests that the labour market is continuing to tighten, even with GDP growth past its peak. Actual and expected employment remained above their long-run averages, and workers are becoming harder to find. The share of firms reporting that labour is their biggest constraint on growth rose to 14%, its highest since 2008 (though it's still well below the peaks of last decade). These results are consistent with the recent Westpac-McDermott Miller confidence surveys, which showed a lift in confidence around labour market conditions even as consumer and regional confidence fell.

Finally, the QSBO suggests that inflation pressures are still very subdued. We've been waiting for evidence that the steep fall in the New Zealand dollar last year is being passed through into consumer prices, even if that passthrough is more muted than in the past. Firms' currency hedging may have delayed this process, but at some point these hedges will run out.

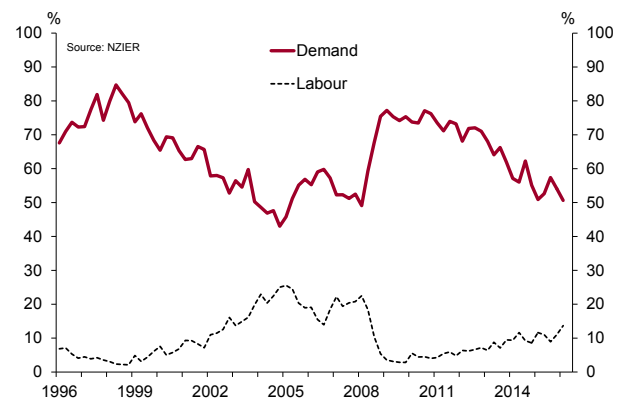
The latest survey did in fact show an uptick in the number of firms reporting higher costs over the last quarter (a net 27%, the highest since March 2012). But at the same time, there was no real sign that firms have been able to pass on these cost increases, or that they plan to do so. One notable exception was the building industry, where both costs and prices rose in the March quarter. That's hardly a surprise though, as strong demand and tight capacity have been driving prices higher in this sector for some time. Overall, the QSBO results leave us comfortable with our forecast of a flat CPI outturn for the March quarter, which would see annual inflation rise slightly from 0.1% to 0.3%.

Michael Gordon
Senior Economist

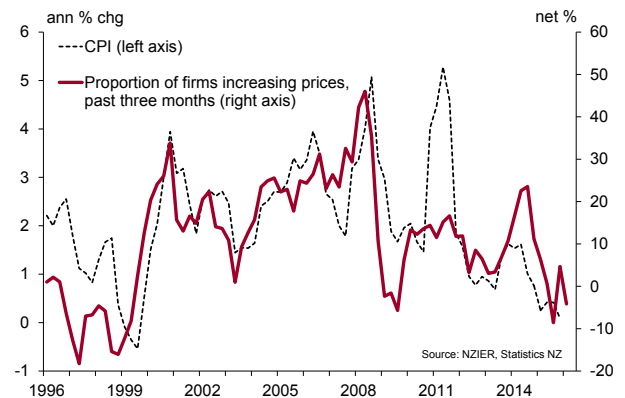
QSBO domestic trading activity and GDP growth



Biggest constraint on growth



Businesses' costs and CPI inflation



Westpac economics team contact details

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

David Norman, Industry Economist
+64 9 336 5656

Any questions email:
economics@westpac.co.nz

Disclaimer

Things you should know: Each time someone visits our site, data is captured so that we can accurately evaluate the quality of our content and make improvements for you. We may at times use technology to capture data about you to help us to better understand you and your needs, including potentially for the purposes of assessing your individual reading habits and interests to allow us to provide suggestions regarding other reading material which may be suitable for you.

If you are located in Australia, this material and access to this website is provided to you solely for your own use and in your own capacity as a wholesale client of Westpac Institutional Bank being a division of Westpac Banking Corporation ABN 33 007 457 141 AFSL 233714 ('Westpac'). If you are located outside of Australia, this material and access to this website is provided to you as outlined below.

This material and this website contain general commentary only and 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 and this website 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 and this website 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. The forecasts given in this material and this website 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.

Transactions involving carbon give rise to substantial risk (including regulatory 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. Statements setting out a concise description of the characteristics of carbon units, Australian carbon credit units and eligible international emissions units (respectively) are available at www.cleanenergyregulator.gov.au as mentioned in section 202 of the Clean Energy Act 2011, section 162 of the Carbon Credits (Carbon Farming Initiative) Act 2011 and section 61 of the Australian National Registry of Emissions Units Act 2011. You should consider each such statement in deciding whether to acquire, or to continue to hold, any carbon unit, Australian carbon credit unit or eligible international emissions unit.

Additional information if you are located outside of Australia

New Zealand: The current disclosure statement for the New Zealand division of Westpac Banking Corporation ABN 33 007 457 141 or Westpac New Zealand Limited can be obtained at the internet address www.westpac.co.nz. Westpac Institutional Bank products and services are provided by either Westpac Banking Corporation ABN 33 007 457 141 incorporated in Australia (New Zealand division) or Westpac New Zealand Limited. 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: 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 activity.

Disclaimer continued overleaf.

Disclaimer continued

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.

U.K.: Westpac Banking Corporation is registered in England as a branch (branch number BR000106), and is authorised and regulated by the Australian Prudential Regulatory Authority in Australia. WBC is authorised in the United Kingdom by the Prudential Regulation Authority. WBC is subject to regulation by the Financial Conduct Authority and limited regulation by the Prudential Regulation Authority in the United Kingdom. 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 material and this website and any information contained therein is directed at a) persons who have professional experience in matters relating to investments falling within Article 19(1) of the Financial Services Act 2000 (Financial Promotion) Order 2005 or (b) high net worth entities, and other persons to whom it may otherwise be lawfully communicated, falling within Article 49(1) of the Order (all such persons together being referred to as “relevant persons”). The investments to which this material and this website 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 material and this website or any of its contents. In the same way, the information contained in this material and this website is intended for “eligible counterparties” and “professional clients” as defined by the rules of the Financial Services Authority and is not intended for “retail clients”. With this in mind, Westpac expressly prohibits you from passing on the information in this material and this website to any third party. In particular this material and this website, website content and, in each case, any copies thereof may not be taken, transmitted or distributed, directly or indirectly into any restricted jurisdiction.

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. 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 be 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. 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.

For the purposes of Regulation AC only: Each analyst whose name appears in this report certifies that (1) the views expressed in this report accurately reflect the personal views of the analyst about any and all of the subject companies and their securities and (2) no part of the compensation of the analyst was, is, or will be, directly or indirectly related to the specific views or recommendations in this report.