

Michael Gordon, Senior Economist

+64 9 336 5670

michael.gordon@westpac.co.nz



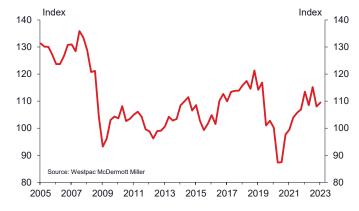
# **Getting by, not getting ahead.**

- Employment confidence rose by 1.5 points to 109.5 in the March quarter.
- Perceptions about the jobs market remain firmly positive on balance.
- But there are signs that it's not quite as overheated as it once was.
- Confidence about earnings remains subdued, as wage growth continues to be eaten up by the rising cost of living.

#### **Employment confidence indices**

	Mar-23	Dec-22	Change
Employment Confidence Index	109.5	108.0	1.5
Present Conditions Index	120.1	121.1	-1.0
Employment Expectations Index	102.4	99.2	3.2
Current job opportunities	25.6	29.4	-3.8
Expected job opportunities	-16.4	-16.6	0.2
Past earnings growth	14.7	12.8	1.9
Expected earnings growth	23.2	16.1	7.1
Own job security	0.5	-1.9	2.4

#### **Employment Confidence Index**



The Westpac-McDermott Miller Employment Confidence Index rose by 1.5 points to 109.5 in the March quarter. That was a fairly modest lift following a 7-point drop in the December quarter.

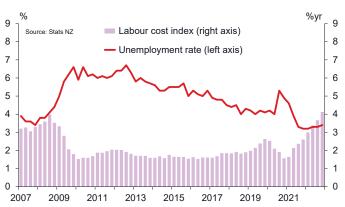
In contrast to the plunge in consumer confidence in recent surveys, people's feelings about the jobs market remain firmly on the positive side. And understandably so: the unemployment rate remains close to a multi-decade low, businesses are still fighting to find more workers, and they are increasingly willing to pay up to attract or retain them.

But there are some signs that we've passed the point of 'peak overheating'. Notably, people's perceptions about current job opportunities fell for the second time in a row this quarter. This measure has tended to be a useful lead indicator of the unemployment rate, which has already ticked up to 3.4% from a record low of 3.2% last year. The survey result is consistent with our view that we'll see a further rise in unemployment in coming quarters – albeit not a very rapid one, and perhaps more a matter of employment falling behind the pace of population growth, rather than outright job losses.

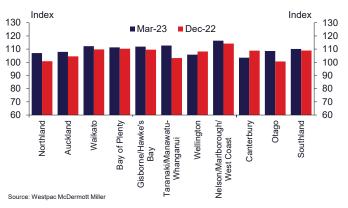
Perceptions about job opportunities in the year ahead were about flat in March, following a sharp drop in December. That's come at a time when both the Reserve Bank and private forecasters (including us) have been giving starker warnings that the fight against inflation is likely to result in recession.

Past and expected earnings growth both picked up in the March quarter. However, they have remained within their recent ranges, and are relatively low compared to history. As we've noted before, it may be that households are responding to this on an inflation-adjusted basis. Average pay rates are now rising faster than they have in decades, but that's only been enough to keep pace with inflation; few households will feel like they're getting ahead.

#### Labour market indicators



#### Employment confidence by region



Confidence was higher in most regions – interestingly, even in cyclone-ravaged Gisborne and Hawke's Bay. Perceptions about future job opportunities were the main driver for these regions. While the cyclone has been immensely disruptive to people's lives and livelihoods, the recovery process will also generate a significant amount of work in the year ahead.

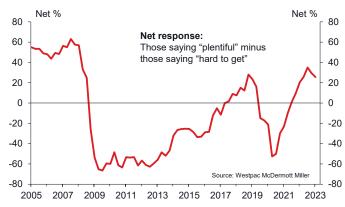
The Nelson/Marlborough/West Coast regions remained the most upbeat parts of the country, while Otago saw the biggest lift in confidence for the quarter. Both of these areas have seen a strong lift in jobs growth since the border was reopened and overseas tourists began to return in large numbers.

Wellington and Canterbury were the only two regions (albeit large ones) to buck the trend. Wellington was marked by a fall in past earnings growth and job security, while Canterbury was down on most of the survey questions.

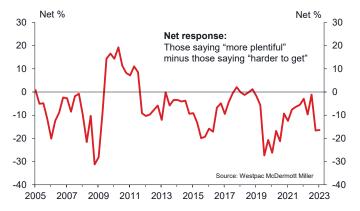
# Survey details.

The Westpac-McDermott Miller Employment Confidence Index summarises responses to five questions: households' perceptions of current and future job opportunities in New Zealand, their own actual and expected earnings, and expected changes in their own job security. The questions about current job opportunities and earnings are summarised in the Current Employment Conditions Index, while the questions about the year ahead are summarised in the Employment Expectations Index. The survey took place over the period 1-14 March 2023. The sample size was 1,559.

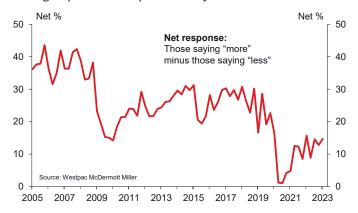
Do you think jobs are plentiful or hard to get in NZ?



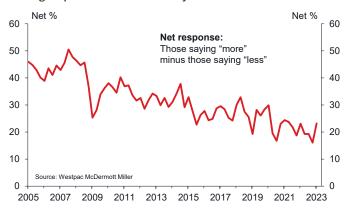
Job opportunities in NZ in a year's time



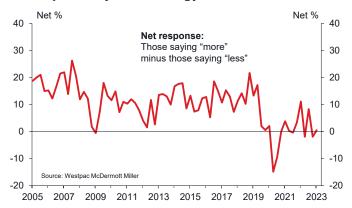
#### Earnings in paid work compared to last year



#### Earnings in paid work this time next year



### Personal job security over the coming year



# **Contact the Westpac economics team**

Kelly Eckhold, Chief Economist +64 21 786 758

Michael Gordon, Senior Economist +64 9 336 5670

Satish Ranchhod, Senior Economist +64 9 336 5668

Nathan Penny, Senior Agri Economist +64 9 348 9114

Paul Clark, Industry Economist +64 9 336 5656

Any questions email:

economics@westpac.co.nz

## **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, as officiation 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 her 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.

China, Hong Kong, Singapore and India: This material has been prepared and issued for distribution 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 1 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 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 wastpac is subject to regulation by the Financial Countd 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). (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.

We stpac 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;
- (iii) and well defined wall/cell crossing procedures;
- (v) 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 ("MCM"), 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 related manaria instruments inentioned 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. 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.