

## Retail spending highlights inflationary risks

05 October 2007

**Inside:**

Economic wrap.....	2
Data preview .....	3
Market matters .....	4
Economy in focus .....	6
ANZ forecasts .....	9
What to watch .....	11
Contacts.....	12

**Authors:****Tony Pearson**

Head of Australian Economics  
+61 3 9273 5083  
Tony.Pearson@anz.com

**Mark Rodrigues**

Senior Economist, Australia  
+61 3 9273 6286  
Mark.Rodrigues@anz.com

**Cherelle Murphy**

Senior Economist, Markets  
+61 3 9273 1995  
Cherelle.Murphy@anz.com

**Riki Polygenis**

Senior Economist, Australia  
(acting)  
+61 3 9273 4060  
Riki.Polygenis@anz.com

**Amber Rabinov**

Economist, Australia  
+61 3 9273 4853  
Amber.Rabinov@anz.com

**Wain Yuen**

Economist, Industry  
+61 3 9273 6295  
Wain.Yuen@anz.com

**Our Vision:**

For Economics@ANZ to be the most respected, sought-after and commercially valued source of economics research and information on Australia, New Zealand, the Pacific and Asia.

**Economic wrap**

- Uncertainty around the economic effects of global financial market volatility kept the Reserve Bank on the sidelines this week. Notwithstanding this, the case for further monetary tightening is building.
- This week's retail data highlight two factors that are weighing on the Reserve: very strong consumer demand and elevated price pressures.
- The trigger point for any near term action will be the September quarter CPI, released later this month.

**Market matters**

- Movements on interest rate markets this week highlighted the divergent monetary policy expectations between the US and Australia, with the former likely to see further cuts and hikes looking increasingly likely in the latter.
- This drove the A\$ to a fresh 18-year high against the US\$. The A\$ was also supported higher gold and base metals prices and the rally on the local share market.
- The ASX 200 reached a new record high mid week, taking its lead from offshore markets. Equity markets appeared to take comfort from announcements by major banks in the US and Europe about the extent of sub-prime losses.

**Economy in focus — Buoyant outlook for retail spending in 2008**

*Our spotlight on key issues and developments in the Australian economy.*

- Retail spending has been strong in recent years for a very simple reason – household disposable incomes after tax and interest have been rising rapidly, and households have not displayed much inclination to save for a rainy day. We expect that conditions will remain favourable for continued solid spending by households, although growth will ease a touch from its recent highs.

**New publications from Economics@ANZ**

Available at [www.anz.com/go/economics](http://www.anz.com/go/economics)

- *Hong Kong Dollar Update*, October 2007.
- *ANZ Housing Snapshot*, October 2007.
- *ANZ States and Territories Economic Update*, December quarter 2007.

**Riki Polygenis**  
Senior Economist, Australia  
(Acting)

**Retail spending is running at the strongest annual pace in three years**

**The likelihood of higher interest rates will delay the recovery in dwelling construction**

## Economic wrap

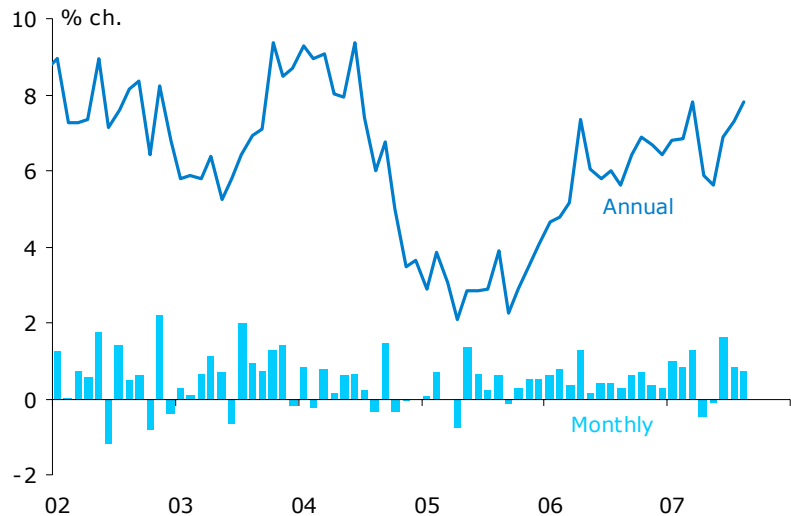
### Retail spending highlights inflationary risks

The Reserve Bank of Australia left the official cash rate unchanged this week, a decision that was largely expected given the uncertainty surrounding developments in financial markets and conditions in the US housing market. But retail spending data this week also highlighted the strength of demand in the Australian economy and the upside inflationary risks, suggesting further monetary policy tightening in coming months is not entirely off the cards.

Nominal retail sales increased by 0.7% in August, lifting annual growth to 7.8%, the strongest rate in three years. This result followed a surge in sales of 1.6% in June and 0.8% in July. The stronger retail sales numbers indicate that Australian household confidence remains in good shape in the face of a number of headwinds including a 25bp rise in interest rates to 6.5%, global financial markets turmoil and a related drop in equity markets in August. Clearly, persistent solid gains in employment combined with personal income and superannuation tax cuts are supporting consumer spending power. (For more information on trends in retail sales, please see the *In Focus* article on page 6).

Of course, the strength in nominal retail sales could also in part be a function of higher retail prices. While petrol prices fell in the September quarter (our preliminary estimate is a 4.4% fall), food prices are expected to have been higher in the quarter. Either way, the case for another interest rate rise is building. We believe that the RBA will remain on the sidelines until there are further signs that financial markets have stabilised. However, a strong outcome for consumer price inflation in the September quarter (due 24 October) will make the RBA's November board meeting very interesting indeed.

**Nominal retail sales surge**



Source: Australian Bureau of Statistics

One area of the economy that isn't performing so strongly is dwelling construction. The housing demand/supply balance continues to tighten, and building approvals released this week imply little relief for embattled first-homebuyers and renters. We estimate that underlying housing demand will reach 182,000 in 2007-08 and with August dwelling approvals running at an annualised 'completions rate' of just 142,000, the situation could well get worse before it gets better. But while shortages are intensifying, the prospect of higher interest rates and builder margin compression continue to delay recovery in dwelling construction. Eventually, market signals will prompt the much needed supply response, but in the meantime, expect to see further upward pressure on house prices and rents.

Key points to note from this week's data releases are:

- The Reserve Bank of Australia left the official **cash rate** unchanged at its October meeting.

- Nominal **retail sales** rose by 0.7% in August, lifting through the year growth to 7.8%, the strongest annual rate of growth in three years. This result follows a surge in sales of 1.6% in June and 0.8% in July.
- The **trade balance** deteriorated significantly to a deficit of \$1.6bn in August, up from \$883mn in July. The widening of the deficit was driven by a strong rise in imports (5.5%), against a smaller rise in exports (1.8%).
- The total number of **dwelling approvals** fell by 1.7% in August to be down 0.1% over the year. Within the total, private sector house approvals rose by 0.9% in the month, while 'other' dwelling approvals slumped by 3.1%
- The RBA **Index of Commodity Prices** rose by 3.4% in US\$ terms in September, reflecting a 10.4% increase in rural prices and a 1.4% increase in non-rural prices. In A\$ terms, the total index rose increased by 1.5% in the month.
- The Ai Goup-PWC **Performance of Manufacturing Index** fell by 1.7 points to 50.4 in September. While this was the second consecutive monthly fall, the index has remained above the critical 50 barrier separating expansion from contraction for the past 16 months.
- In contrast, the Ai Group-CBA **Performance of Services Index** rose by 4.8 points to 56.4 in September.
- The **VFACTS** measure of new motor vehicles sales fell by 5.3% in original terms in August, to be 4.4% lower over the year. In seasonally-adjusted terms, we estimate that new motor vehicle sales fell by 1.2% in the month.

## Data preview

### 10<sup>th</sup> October: Housing Finance (Aug)

ANZ forecast: +2.0% MoM, +0.9% YoY, Last: -4.1% MoM, -3.1% YoY

Recent housing finance readings have been muddled by the enhanced undeducted superannuation contribution limits that applied to 30 June. Abstracting from this, the underlying momentum in housing finance remains strong, evidenced by the ongoing strength of the home sales market in recent months. An ongoing tightening of the housing demand/supply balance will place further upward pressure on house prices and rents in the year ahead and maintain the solid underlying momentum in housing finance.

### 11<sup>th</sup> October: Labour Force (Sep)

Employment: ANZ forecast: +25,000, Last: +31,900

Unemployment rate: ANZ forecast: 4.4%, Last: 4.3%

Participation rate: ANZ forecast: 65.2%, Last: 65.1%

The labour force has always been one of the toughest forecasting gigs on the economists' calendar, but it has become even more challenging in recent years. Intellectually, the case should be pretty straightforward: the tighter the labour market gets – and bear in mind that the unemployment rate is now at generational lows and the labour force participation rate at historic highs – the more likely it is that capacity constraints will kick in, slowing employment growth to growth in the labour force.

Yet economists applying this logic in recent years have continued to be confounded by the strength of employment growth. In the past year alone, more than 270,000 new jobs have been created, an increase of 2.6%. The problem (for forecasters, not the economy!) is that labour supply has proved much more resilient than anyone thought. Over the year to August, the labour force expanded by around 237,000 workers or 2.2%, accounting for the majority of the increase in employment over this period.

We expect that this can continue for sometime yet, not least because of the Government's *Welfare to Work* changes and higher rates of international migration. In an environment where demand for labour is likely to remain strong, this should see healthy employment gains over the coming year.

Cherelle Murphy  
Senior Economist, Markets

Financial markets are increasingly entertaining the idea of another rate rise in Australia...

...in stark contrast to expectations of further cuts in the US...

...driving the A\$ back above US\$0.89

## Market matters

### Australia and the US – world's apart

Australian rates rose sharply as the rally that followed the early August sell-off continued to be unwound. The Reserve Bank, as expected, left the benchmark cash rate unchanged at 6.5% but markets have now started to price a 25bp hike with a greater probability, putting around a 60% chance of a further move by year end. At the end of last week the market had priced just a one in three possibility of a rate hike by the December. Inflation concerns continued to build, despite the global credit squeeze, thanks to some stronger than expected domestic economic data. The 3-year government bond yield moved to a 7-year high of 6.51%, up 7bps, but the 10-year government bond yield rose just 1bp. The 3s10s yield curve, which had steepened in line with the US curve through September, flattened back towards the -32bps level.

The US 2s10s yield curve also flattened a little over the course of the week, coming off the highs of last week of 64bps to be 54bps by Thursday. Ahead of the US non-farm payrolls report markets became a little nervous about the call for aggressive rate cuts from the US Federal Reserve. At the end of last week, the market was leaning towards three 25bp rate cuts from the Federal Reserve over the coming year. The outcome of the payrolls data, (expected to be a 100K increase in September) will be crucial to the market's view of the Fed's likely monetary policy path. The fall in payrolls in August was likely to have contributed to the Federal Reserve's decision to cut interest rates by 50bps in September.

The differences in market pricing in Australia and the US reflects the divergent outlooks for the Australian economy relative to the US economy. The spread between the 2-year bond yield in Australia and the equivalent instrument in the US opened up to 2.54% this week, the widest in 3 years.

Elsewhere in fixed income markets, inter-bank rates moved a little higher. This suggests investors are still demanding a higher return for the same level of risk and/or banks' precautionary demand for cash is still higher than normal. The spread between 3-month BBSW and 3-month OIS rates in Australia was around 32bps at the end of last week and has crept marginally wider in recent days. There were similar movements in the equivalent spreads in the US over the past couple of sessions.

Also, corporates, both in Australia and abroad have been reluctant to go to the debt capital markets for funding. Investor appetite for corporate debt remains low.

The RBA's final measures to further extend the range of securities it will accept for short-term loans comes into play on Monday. The RBA will accept residential mortgage-backed securities and asset-backed commercial paper under its repurchase agreements. This should further enhance the functionality of the local interest rate markets and encourage more normal lending and borrowing behaviour.

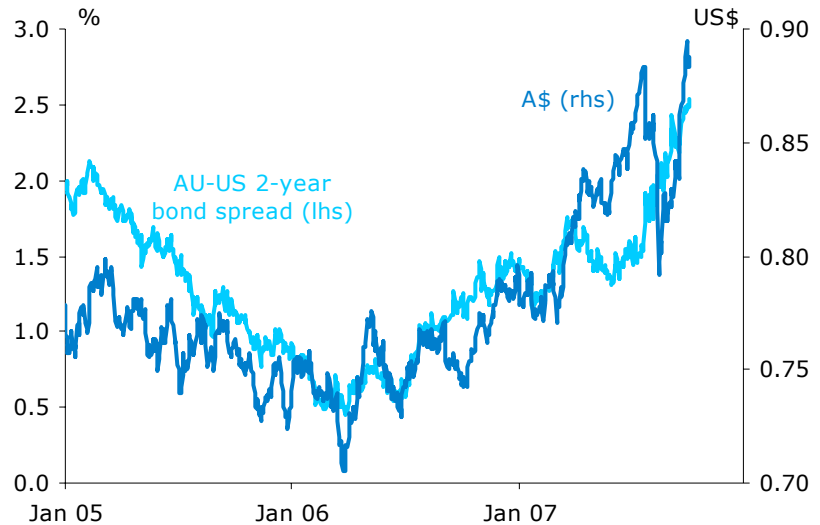
### A\$ finds a new 18-year high

With the diverging monetary policy views for the Australian and US economies resulting in a widening in interest rate spreads in Australia's favour, it was no surprise to see the A\$ continue its six week rally. As shown in the chart below, the A\$ has shown a strong positive coincident relationship with the AU-US 2-year government bond spread over recent years, in contrast to previous years when there used to be more of a lag between yield differentials and the A\$. It wasn't just rate differentials acting in the A\$'s favour this week, with the high point of the currency of around US\$0.8950 mid-week coinciding with a 27-year peak in the gold price, and a continuation of the rally in base metal prices. The record high in US and local equity markets mid-week was also a positive for the A\$ as it signalled optimism about the economic outlook. The A\$ was also strong on the crosses, reaching a 10-week high around 0.6295 against the €, a 10-week high around 103.80 against the ¥ and 2-year high around 0.4380 against the £.

The extremes recorded earlier in the week had started to ease by week's end as the US\$ started to recover. This was in line with consolidation in global equity markets and commodity markets. As in rates markets, currency players were

waiting for the US non-farm payrolls release for further direction. We think the A\$ may be able to rally further in the current environment as the risks lie towards further rate hikes from the RBA and upgrades to commodity prices.

#### The A\$ is being supported by Australia's increasing yield advantage



Source: Bloomberg

#### Equity markets comforted by sub-prime write-downs

The record high in the Dow Jones Industrial Average this week came despite more large US banking groups coming clean about the impact of the US sub-prime mortgage market problems and the associated credit squeeze on their Q3 profits. European markets were also up over the week despite similar confessions from some of the biggest banking groups. Deutsche Bank AG, which revised down its pre-tax profit by more than 20% in Q3 from the same period last year saw its share price rise 5.7% on Germany's DAX index over the week.

Investors globally took confidence from comments from these firms, which suggested the worst was over. As RBA Governor Glenn Stevens recently predicted, *"the losses are embarrassing rather than fatal"*.

Optimism about the still-positive outlook spilled over into the local market. Over the week, the ASX 200 was trading up around 0.6% as we went to print, although off its mid-week record high of 6680.3. Resource stocks and financial companies were both firmer over the week reflecting positive developments in those sectors.

Some local factors that also helped boost the market included the Federal Government's decision to approve, with conditions, Gunns Ltd's \$1.7bn pulp mill proposal in Tasmania. That led to a 25% rise in that company's share price.

Global equity markets rewarded companies for coming clean on sub-prime losses

Tony Pearson  
Head of Australian Economics

Amber Rabinov  
Economist, Australia

The outlook for retail spending depends most directly on prospects for household income

Higher interest rates will eat into disposable income

## Economy in focus: Buoyant outlook for retail spending in 2008<sup>1</sup>

### Strong income growth has supported strong spending

Retail spending has grown strongly in recent years. Over the year to June 2007 the value of retail sales increased by a robust 6.9%; over the year to June 2006 it grew by 5.8%. Data for July and August suggest the pace of spending has accelerated into 2007-08, with growth over the year to August of 7.8%, the strongest rate of increase since mid 2004. Spending has been strong for a very simple reason – household disposable incomes after tax and interest have been rising rapidly, and households have not displayed much inclination to save for a rainy day.

The outlook for retail spending going forward depends crucially on prospects for household disposable income. And the signs are generally favourable. Continued strong economic growth will support further gains in employment. Wages are expected to continue to rise at around their current rate of 4% pa. Disposable incomes will be additionally boosted by a further round of personal income tax cuts from 1 July 2008, and there is a high probability tax cuts on top of these will be announced during the forthcoming election campaign.

Having said that, there a couple of factors which could eat into the income households have available for spending. The first is that household interest rates look set to rise again. The Reserve Bank of Australia lifted the cash rate by 25bp to 6.50% in early August. That was the ninth increase in the tightening cycle which began in May 2002, and took the cash rate to its highest level in 10 years.

Even after that increase the Reserve Bank has continued to talk tough, warning about the risks of rising medium term inflation pressures. The problem is that the Australian economy has been growing continuously for 16 years, the longest period of uninterrupted expansion since Federation. In the late part of the expansion cycle it is not unusual to run into capacity constraints and for inflationary pressures to begin to rise. The three decade low in the unemployment rate is one indication of this. In addition, recent data suggest the economy is running faster than can be sustained without generating inflationary pressures. Over the year to the June quarter the economy grew by 4.2%. After allowing for the still drought-affected rural sector, non-farm economic growth was a very potent 5.2%. This is well above the long run non-inflationary growth rate of around 3 to 3¼%. And finally, a range of consumer items are displaying continued upward price pressures, including oil, food items such as wheat and dairy, and housing rents. With core inflation already running in the top half of the RBA target band, the risk of an upward surprise on the inflation front is very real. We believe the RBA will act to dampen the medium term inflationary risks by raising the cash rate by another 25bp within the next six months, most likely in early 2008, but it could be sooner.

Interest rates will also be affected by the recent period of financial market volatility. In late July global financial markets were hit with a "Mexican wave" of uncertainty related to rising delinquencies on sub-prime mortgages in the USA. Although the uncertainty had nothing directly to do with Australia, Australian financial markets are part of the global financial system and were caught in the turmoil. Some of the extreme market movements have subsequently unwound. Both the Australian share market and the Australian dollar are now higher than they were in mid July. However, it now looks as if there will be one legacy, with a global repricing of credit risk leading to a market-induced increase in the cost of funds to financial institutions and to end borrowers. Although the final outcomes are uncertain, this could lead to a rise in housing and personal loan rates of around 25bp on the basis of current market pricing. This would be in addition to any increases arising from the actions of the Reserve Bank.

While this might seem to be bad news for the capacity of households to spend, it needs to be kept in perspective. Each 25bp rise in borrowing costs erodes

<sup>1</sup> This is an edited version of our latest *Retail Trade Industry Report*. The full version will be released early next week and will be available at [www.anz.com/go/economics](http://www.anz.com/go/economics).



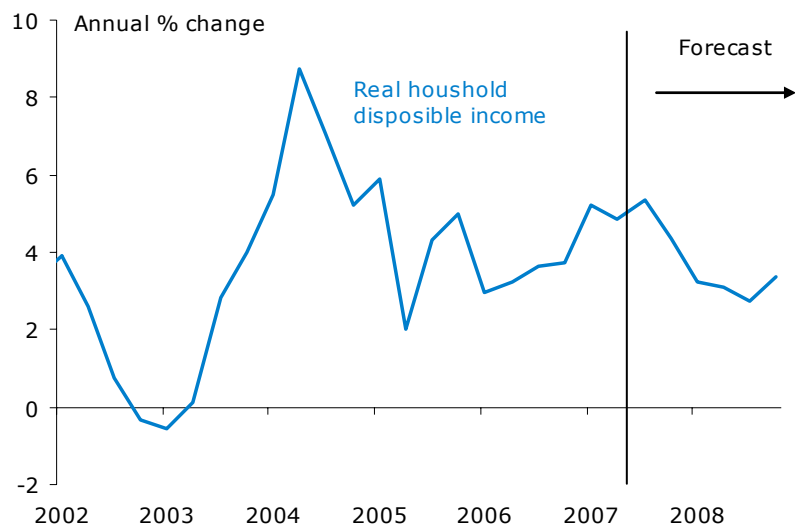
### Higher prices will also erode purchasing power

household disposable income by something less than \$2bn. The negative impact of an overall increase of 75bp through the current financial year – two RBA increases and a market-induced tightening – will be broadly offset by the additional personal income tax cuts of \$5bn from 1 July this year. So in a direct sense, fiscal policy will offset the impact on household disposable income of the tightening in monetary conditions. This means that household income will continue to grow in aggregate from an increase in the numbers of people employed and continued rises in remuneration per employee.

Another factor which might erode purchasing power is higher prices. For a given \$ income, higher prices mean that a lower quantity of goods and services can be bought. Overall consumer price inflation seems muted at present, with the headline consumer price index rising by only 2.1% over the year to June. But our forecasts suggest it will return to around 3% in the December quarter 2007 and remain around this level through 2008. This will slow the increase in real (inflation adjusted) household disposable income.

Pulling these factors together, our estimates suggest growth in real household disposable income after tax and interest will peak in the September quarter this year at an annual rate of around 5.5%, the strongest growth in three years, supported by the July 1 tax cuts and still low inflation. The rate of growth will then slow through the first half of 2008 as higher interest rates and higher inflation begin to bite. The good news is that real disposable incomes will continue to increase, with tax cuts and continued growth in employment and wages more than offsetting the negatives of higher interest rates and inflation.

#### Real household disposable income set to ease slightly

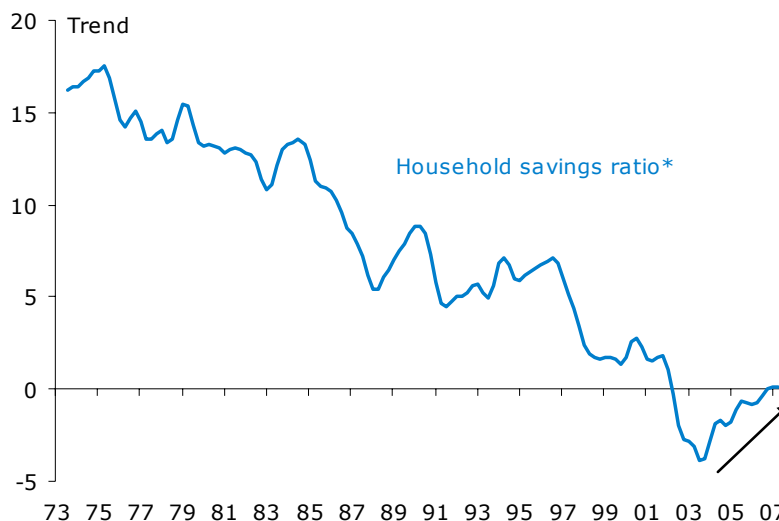


Source: Australian Bureau of Statistics, Economics@ANZ

### Households are now saving again

The final link from income to spending is households' saving behaviour. There are already signs that households are saving more of their income. The household saving ratio had been falling steadily since the mid 1970s, and was in fact negative over the four years to mid 2006. But since end 2003 household behaviour has been changing, with the saving ratio becoming less negative to the point where households have had a slightly positive ratio in 2007. It may be that higher interest rates have induced households to rein in their spending plans, tighten their belts and become a little more proactive on their savings. We expect this trend to continue at the margin, although we are not expecting Australian households to suddenly become super savers. This means that spending is unlikely to grow more quickly than income.

## The household savings ratio has begun to improve



\*The ratio of household net saving to household net disposable income.  
Source: Australian Bureau of Statistics

Conditions will remain favourable for continued solid spending

The bottom line is that conditions will remain favourable for continued solid spending by households, although growth will ease a touch from its recent highs. We forecast the volume of retail sales to increase by 3% in 2008, slightly down on the 3.8% rise in 2007.

## Retail sales, annual % change

	Real	Nominal
2000	1.8	3.9
2001	3.9	8.3
2002	5.9	7.8
2003	5.6	6.7
2004	6.4	6.9
2005	1.9	3.1
2006	3.5	5.8
2007 (f)	3.8	6.2
2008 (f)	3.0	5.2

Source: Australian Bureau of Statistics, Economics@ANZ



## Economic and financial market forecasts

Australian economic indicators	2006	2007f	2008f	2009f
<b>Economic activity</b> (annual % change)				
Private final demand	3.7	5.8	3.5	4.3
Household consumption	3.0	4.0	3.2	3.6
Dwelling investment	-1.5	4.2	4.4	13.0
Business investment	8.6	12.7	3.9	2.9
Public demand	5.4	3.5	4.9	4.6
Domestic final demand	4.1	5.3	3.8	4.3
Inventories (contribution to GDP)	-0.6	0.6	-0.1	0.0
Gross National Expenditure (GNE)	3.5	5.9	3.7	4.3
Exports	3.3	4.5	7.2	6.5
Imports	7.5	10.3	6.0	6.2
Net Exports (contribution to GDP)	-1.0	-1.5	-0.1	-0.2
<b>Gross Domestic Product (GDP)</b>	<b>2.7</b>	<b>4.1</b>	<b>3.6</b>	<b>3.6</b>
<b>Prices and wages</b> (annual % change)				
Inflation: Headline CPI	3.5	2.4	3.0	2.7
Underlying*	2.9	2.8	2.8	2.7
Wages	4.0	4.1	4.2	4.2
<b>Labour market</b>				
Employment (annual % change)	2.1	2.8	2.4	1.8
Unemployment rate (%)	4.8	4.4	4.3	4.2
<b>External sector</b>				
Current account balance: A\$ bn	-55.1	-62.3	-57.2	-58.5
% of GDP	-5.5	-5.7	-4.9	-4.7

\*Average of RBA weighted median and trimmed mean statistical measures.

Australian interest rates	Current	Sep 07f	Dec 07f	Mar 08f	Jun 08f	Sep 08f
RBA cash rate	6.50	6.50	6.50	6.75	6.75	6.75
90 day bill	6.91	6.89	6.80	6.90	6.90	6.88
3 year bond	6.52	6.44	6.15	6.05	6.10	6.20
10 year bond	6.14	6.15	5.85	5.80	5.90	6.15
3s10s yield curve	-0.38	-0.29	-0.30	-0.25	-0.20	-0.05
3 year swap	7.02	6.96	6.75	6.65	6.60	6.65
10 year swap	6.81	6.83	6.60	6.55	6.50	6.75
<b>International interest rates</b>						
RBNZ cash rate	8.25	8.25	8.25	8.00	7.50	7.50
NZ 90 day bill	8.74	8.79	8.70	8.28	7.90	7.70
US Fed funds note	4.75	4.75	4.50	4.50	4.50	4.50
US 2 year note	3.98	3.98	3.75	4.00	4.30	4.75
US 10 year note	4.52	4.59	4.35	4.40	4.70	5.10
Japan call rate	0.50	0.68	0.50	0.75	0.75	1.00
ECB refinance rate	4.00	4.00	4.00	4.00	4.25	4.25
UK repo rate	5.75	5.75	5.75	5.75	5.75	5.75

For additional information on interest rates please refer to ANZ's *Interest Rate Strategy Weekly*.

Foreign exchange rates	Current	Sep 07f	Dec 07f	Mar 08f	Jun 08f	Sep 08f
<b>Australia and NZ exchange rates</b>						
A\$/US\$	0.8887	0.89	0.88	0.90	0.92	0.92
NZ\$/US\$	0.7563	0.76	0.74	0.72	0.71	0.70
A\$/¥	103.53	102.4	102.1	103.5	104.0	103.0
A\$/€	0.6287	0.62	0.62	0.63	0.65	0.67
A\$/£	0.4359	0.43	0.44	0.44	0.46	0.47
A\$/NZ\$	1.175	1.17	1.19	1.25	1.30	1.31
A\$/CA\$	0.8863	0.88	0.89	0.92	0.96	0.98
A\$/CHF	1.0441	1.03	1.02	1.04	1.09	1.11
A\$/CNY	6.669	6.66	6.51	6.58	6.64	6.56
A\$ Trade weighted index	70.50	70.0	69.4	70.7	72.4	72.7
<b>International cross rates</b>						
US\$/¥	116.5	115	116	115	113	112
€/US\$	1.414	1.43	1.43	1.44	1.41	1.38
€/¥	164.7	164	166	166	159	155
£/US\$	2.039	2.05	2.01	2.03	2.00	1.97
€/£	0.6934	0.70	0.71	0.71	0.71	0.70
US\$/CA\$	0.997	0.99	1.01	1.02	1.04	1.07
US\$/CHF	1.175	1.16	1.16	1.15	1.18	1.21
US\$ index	78.42	77.7	78.0	77.6	78.8	80.2
<b>Asia exchange rates</b>						
US\$/CNY	7.504	7.51	7.40	7.31	7.22	7.13
US\$/HKD	7.758	7.77	7.78	7.79	7.79	7.79
US\$/IDR	9100	9105	9050	9000	9100	9200
US\$/INR	39.47	39.8	39.3	39.0	39.2	39.4
US\$/KRW	916.3	915	915	910	912	915
US\$/MYR	3.406	3.41	3.41	3.40	3.43	3.44
US\$/PHP	44.76	45.1	43.5	43.0	44.0	45.0
US\$/SGD	1.479	1.49	1.50	1.50	1.50	1.51
US\$/THB	31.47	34.3	34.0	34.0	34.3	34.5
US\$/TWD	32.60	32.67	32.80	32.50	32.80	33.00
US\$/VND	16084	16086	16240	16246	16312	16398
<b>Pacific exchange rates</b>						
PGK/US\$	0.3387	0.35	0.35	0.34	0.34	0.34
FJD/US\$	0.6258	0.64	0.64	0.64	0.65	0.65

For additional information on foreign exchange rates please refer to ANZ's *FX Weekly*.

## What to watch — 4 weeks from Monday 8 October 2007

Mon 8 October	Tues 9 October	Wed 10 October	Thur 11 October	Fri 12 October
<p>9.30 Ai Group-CBA PCI (Sep)</p> <p><b>11.30 ANZ Job Advertisements Series (Sep)</b></p>	11.30 NAB Monthly Business Survey (Sep)	<p>10.30 Westpac-Melbourne Institute, Index of Consumer Confidence (Oct)</p> <p><b>11.30 ABS, Housing Finance (Aug)</b></p> <p><i>ANZ forecast: +2.0% MoM, +0.9% YoY</i></p> <p><i>Last: -4.1% MoM, -3.1% YoY</i></p>	<p>10.30 Westpac-Melbourne Institute, Consumer Inflationary Expectations (Oct)</p> <p><b>11.30 ABS, Labour Force (Sep)</b></p> <p><i>ANZ forecast:</i></p> <p><i>Employment: +25,000</i></p> <p><i>Unemploy. rate: 4.4%</i></p> <p><i>Part. Rate: 65.2%</i></p> <p><i>Last:</i></p> <p><i>Employment: +31,900</i></p> <p><i>Unemploy. rate: 4.3%</i></p> <p><i>Part. Rate: 65.1%</i></p>	
Mon 15 October	Tues 16 October	Wed 17 October	Thur 18 October	Fri 19 October
11:30 ABS, Lending Finance (Aug)	AOFM, Treasury Bond Issuance (\$400mn)	10.30 WBC Leading Index (Aug)	<p>11.30 ABS, Merchandise Imports (Sep)</p> <p>RBA Bulletin (Oct)</p>	<p><b>11.30 ABS, International Trade Price Indexes (Sep Qtr)</b></p> <p>ABS, New Motor Vehicle Sales (Sep)</p>
Mon 22 October	Tues 23 October	Wed 24 October	Thur 25 October	Fri 26 October
11.30 ABS, Producer Price Indexes (Sep Qtr)		<p>11.00 DEWR, Skilled Vacancies (Oct)</p> <p><b>11.30 ABS, Consumer Price Index (Sep Qtr)</b></p>		10.00 Conference Board, Leading Index (Aug)
Mon 29 October	Tues 30 October	Wed 31 October	Thur 1 November	Fri 2 November
		<p>11.30 RBA, Private Sector Credit (Sep)</p> <p>ABS, Building Approvals (Sep)</p> <p>16.30 RBA, Index of Commodity Prices (Oct)</p> <p>HIA, New Home Sales (Sep)</p>	<p>9.30 Ai Group-CBA PMI (Oct)</p> <p><b>11.30 ABS, Retail Trade (Sep)</b></p> <p>ABS, International Trade (Sep)</p>	

## ANZ Research

## Economics@ANZ

<b>Saul Eslake</b> Chief Economist +61 3 9273 6251 <a href="mailto:Saul.Eslake@anz.com">Saul.Eslake@anz.com</a>	<b>Fiona Allen</b> Business Manager +61 3 9273 6224 <a href="mailto:Fiona.Allen@anz.com">Fiona.Allen@anz.com</a>			
<b>Tony Pearson</b> Head of Australian Economics +61 3 9273 5083 <a href="mailto:Tony.Pearson@anz.com">Tony.Pearson@anz.com</a>	<b>Mark Rodrigues</b> Senior Economist, Industry +61 3 9273 6286 <a href="mailto:Mark.Rodrigues@anz.com">Mark.Rodrigues@anz.com</a>	<b>Wain Yuen</b> Economist, Industry +61 3 9273 6295 <a href="mailto:Wain.Yuen@anz.com">Wain.Yuen@anz.com</a>	<b>Riki Polygenis</b> Senior Economist (Acting), Australia +61 3 9273 4060 <a href="mailto:Riki.Polygenis@anz.com">Riki.Polygenis@anz.com</a>	<b>Amber Rabinov</b> Economist, Australia +61 3 9273 4853 <a href="mailto:Amber.Rabinov@anz.com">Amber.Rabinov@anz.com</a>
<b>Amy Auster</b> Head of International Economics +61 3 9273 5417 <a href="mailto:Amy.Auster@anz.com">Amy.Auster@anz.com</a>	<b>Katie Dean</b> Senior Economist, International +61 3 9273 1381 <a href="mailto:Katie.Dean@anz.com">Katie.Dean@anz.com</a>	<b>Jasmine Robinson</b> Senior Economist, International +61 3 9273 6289 <a href="mailto:Jasmine.Robinson@anz.com">Jasmine.Robinson@anz.com</a>	<b>Dr. Alex Joiner</b> Economist, International +61 3 9273 6123 <a href="mailto:Alex.Joiner@anz.com">Alex.Joiner@anz.com</a>	
<b>Paul Braddick</b> Head of Financial System Analysis +61 3 9273 5987 <a href="mailto:Paul.Braddick@anz.com">Paul.Braddick@anz.com</a>	<b>Ange Montalti</b> Senior Economist, Financial System Analysis +61 3 9273 6288 <a href="mailto:Ange.Montalti@anz.com">Ange.Montalti@anz.com</a>			
<b>Warren Hogan</b> Head of Markets Research +61 2 9227 1562 <a href="mailto:Warren.Hogan@anz.com">Warren.Hogan@anz.com</a>	<b>Cherelle Murphy</b> Senior Economist, Markets +61 3 9273 1995 <a href="mailto:Cherelle.Murphy@anz.com">Cherelle.Murphy@anz.com</a>			

## ANZ Markets Research

<b>Warren Hogan</b> Head of Markets Research +61 2 9227 1562 <a href="mailto:Warren.Hogan@anz.com">Warren.Hogan@anz.com</a>	<b>Sally Auld</b> Senior Interest Rate Strategist +61 2 9227 1809 <a href="mailto:Sally.Auld@anz.com">Sally.Auld@anz.com</a>	<b>Tony Morriss</b> Senior Currency Strategist +61 2 9226 6757 <a href="mailto:Anthony.Morriss@anz.com">Anthony.Morriss@anz.com</a>	<b>Cherelle Murphy</b> Senior Economist, Markets +61 3 9273 1995 <a href="mailto:Cherelle.Murphy@anz.com">Cherelle.Murphy@anz.com</a>
<b>David Croy</b> Strategist +44 20 7378 2070 <a href="mailto:croyd@anz.com">croyd@anz.com</a>	<b>Patricia Gacis</b> Market Strategist +61 2 9227 1272 <a href="mailto:Patricia.Gacis@anz.com">Patricia.Gacis@anz.com</a>	<b>Mark Pervan</b> Commodity Strategist +61 3 9273 3716 <a href="mailto:Mark.Pervan@anz.com">Mark.Pervan@anz.com</a>	
<b>Sarah Percy-Dove</b> Head of Credit Research +61 2 9227 1142 <a href="mailto:Sarah.Percy-Dove@anz.com">Sarah.Percy-Dove@anz.com</a>			

Research & Information  
Services

<b>Mary Yaxley</b> Head of Research & Information Services +61 3 9273 6265 <a href="mailto:Mary.Yaxley@anz.com">Mary.Yaxley@anz.com</a>	<b>Marilla Rough</b> Senior Information Officer +61 3 9273 6263 <a href="mailto:Marilla.Rough@anz.com">Marilla.Rough@anz.com</a>	<b>Manesha Jayasuriya</b> Information Officer +61 3 9273 4121 <a href="mailto:Manesha.Jayasuriya@anz.com">Manesha.Jayasuriya@anz.com</a>
---	---	---

## ANZ New Zealand

<b>Cameron Bagrie</b> Chief Economist +64 4 802 2212 <a href="mailto:bagriec@anz.com">bagriec@anz.com</a>	<b>Khoon Goh</b> Senior Economist +64 4 802 2357 <a href="mailto:gohk@anz.com">gohk@anz.com</a>	<b>Philip Borkin</b> Economist +64 4 802 2199 <a href="mailto:borkinp@anz.com">borkinp@anz.com</a>
<b>Sean Comber</b> Economist +64 4 802 2286 <a href="mailto:combers@anz.com">combers@anz.com</a>	<b>Steve Edwards</b> Economist +64 4 802 2217 <a href="mailto:edwards1@anz.com">edwards1@anz.com</a>	<b>Kevin Wilson</b> Rural Economist +64 4 802 2361 <a href="mailto:Kevin.Wilson@nbz.co.nz">Kevin.Wilson@nbz.co.nz</a>

**Important Notice**

Australia and New Zealand Banking Group Limited is represented in:

**AUSTRALIA** by:

Australia and New Zealand Banking Group Limited ABN 11 005 357 522  
10th Floor 100 Queen Street, Melbourne 3000, Australia  
Telephone +61 3 9273 6224 Fax +61 3 9273 5711

**UNITED KINGDOM** by:

Australia and New Zealand Banking Group Limited  
ABN 11 005 357 522  
40 Bank Street, Canary Wharf, London, E14 5EJ, United Kingdom  
Telephone +44 20 3229 2121 Fax +44 20 7378 2378

**UNITED STATES OF AMERICA** by:

ANZ Securities, Inc. (Member of NASD and SIPC)  
6th Floor 1177 Avenue of the Americas  
New York, NY 10036, United States of America  
Tel: +1 212 801 9160 Fax: +1 212 801 9163

**NEW ZEALAND** by:

ANZ National Bank Limited  
Level 7, 1-9 Victoria Street, Wellington, New Zealand  
Telephone +64 4 802 2000

This document ("document") is distributed to you in Australia and the United Kingdom by Australia and New Zealand Banking Group Limited ABN 11 005 357 522 ("ANZ") and in New Zealand by ANZ National Bank Limited ("ANZ NZ"). ANZ holds an Australian Financial Services licence no. 234527 and is authorised in the UK by the Financial Services Authority ("FSA").

This document is being distributed in the United States by ANZ Securities, Inc. ("ANZ S") (an affiliated company of ANZ), which accepts responsibility for its content. Further information on any securities referred to herein may be obtained from ANZ S upon request. Any US person(s) receiving this document and wishing to effect transactions in any securities referred to herein should contact ANZ S, not its affiliates.

This document is being distributed in the United Kingdom by ANZ for the information of its market counterparties and intermediate customers only. It is not intended for and must not be distributed to private customers. In the UK, ANZ is regulated by the FSA. Nothing here excludes or restricts any duty or liability to a customer which ANZ may have under the UK Financial Services and Markets Act 2000 or under the regulatory system as defined in the Rules of the FSA.

This document is issued on the basis that it is only for the information of the particular person to whom it is provided. This document may not be reproduced, distributed or published by any recipient for any purpose. This document does not take into account your personal needs and financial circumstances. Under no circumstances is this document to be used or considered as an offer to sell, or a solicitation of an offer to buy.

In addition, from time to time ANZ, ANZ NZ, ANZ S, their affiliated companies, or their respective associates and employees may have an interest in any financial products (as defined by the Australian Corporations Act 2001), securities or other investments, directly or indirectly the subject of this document (and may receive commissions or other remuneration in relation to the sale of such financial products, securities or other investments), or may perform services for, or solicit business from, any company the subject of this document. If you have been referred to ANZ, ANZ NZ, ANZ S or their affiliated companies by any person, that person may receive a benefit in respect of any transactions effected on your behalf, details of which will be available upon request.

The information herein has been obtained from, and any opinions herein are based upon, sources believed reliable. The views expressed in this document accurately reflect the author's personal views, including those about any and all of the securities and issuers referred to herein. The author however makes no representation as to its accuracy or completeness and the information should not be relied upon as such. All opinions and estimates herein reflect the author's judgement on the date of this document and are subject to change without notice. No part of the author's compensation was, is or will directly or indirectly relate to specific recommendations or views expressed about any securities or issuers in this document. ANZ, ANZ NZ, ANZ S, their affiliated companies, their respective directors, officers, and employees disclaim any responsibility, and shall not be liable, for any loss, damage, claim, liability, proceedings, cost or expense ("Liability") arising directly or indirectly (and whether in tort (including negligence), contract, equity or otherwise) out of or in connection with the contents of and/or any omissions from this communication except where a Liability is made non-excludable by legislation.

Where the recipient of this publication conducts a business, the provisions of the Consumer Guarantees Act 1993 (NZ) shall not apply.