

27 June 2016

Brexit: The Days and Years Ahead

- Brexit impacts on NZ economy probably limited
- But increases the odds of RBNZ cut in August
- Especially with TWI hardly lower on Brexit news
- Thursday's business survey old hat already
- May's goods trade (much) better than we thought
- NZ unemployment rate to be revised lower?

The United Kingdom's vote to leave the European Union (EU) has everyone scrambling to assess the consequences. This is for both the immediate term (with a market focus) and for the longer stretch (with regard to political ramifications). One of the reasons for the markets' extreme reaction was that they seemed so convinced that Brexit would not occur, right up until the last, in spite of the close running in the polls. The "smart" money was made to look dumb (so watch for fall-out from any big market positions, as liquidity returns).

So, for all its 15 pence fall on Friday the British pound is only a few pence lower than it was back in February. Equity markets have sharply unwound prior votes of (over)confidence. There is also some perspective to be had in the fact that the go-to gauge on market volatility, the VIX index, rose to only 26 on Friday. This compares to the very benign levels circa-15 earlier in this month. Earlier this year VIX got into the high 20s, amid general market turmoil, while it spiked to around 40 during August last year, when China's equity market was falling sharply. During the worst of the GFC VIX pierced 80.

Nonetheless, uncertainty reigns, and will do for the next while. For our initial thoughts on what it all (might) mean, including for New Zealand, please see the note we published this morning entitled "Brexit: Initial Thoughts." Suffice it to say, here, that there is still a lot of water to go under the bridge but that we are watching the (fuller?) responses in;

- equity markets, especially given their supposedly stretched starting points on most valuations
- interest rate markets and credit spreads (and the way this might affect funding costs)
- central bank liquidity responses and, more so, monetary policy response over coming weeks and months
- banking sector rumblings especially from the yet-full-healed European banks

- currencies - including the possibility of more downward pressure on not just GBP but EUR too, and how far safe-haven bids might go for the likes of JPY (before BOJ response?). The possibility of currency intervention has risen
- commodity markets
- measures of general market volatility and uncertainty
- post-Brexit polls on business and consumer sentiment

Still, this is not a Global Financial Crisis nor would the central scenario be that Brexit will trigger one.

For New Zealand we expect the economic impacts of Brexit to be limited (but most likely negative for meat exports and tourism operators – at the margin). Note that New Zealand's goods exports to the United Kingdom (predominantly sheep-meat and wine) comprise 3.5% of total. Imports from the UK (mainly transport goods) make up just 2.7% of the aggregate. Short-term visitor arrivals from the UK represent 6.5% of overall arrivals. This highlights that New Zealand's ties to Britain are dramatically less than they were back in the early 1970s, when the United Kingdom's joining of the EEC (as EU took the form of back then) was a major ruction for New Zealand. New Zealand has, over the intervening decades, moved on, to be now increasingly integrated to the Asia Pacific region.

Still, Europe, as a whole, still carries some significance for New Zealand. In this vein, while the local dairy industry is obviously sensitive to general commodity market responses, the already lower EUR makes currently large EU production more competitive. The next GDT auction is next week, not this.

To be clear, we expect NZD to keep falling. But it's not so clear that New Zealand's trade-weighted exchange rate index (TWI) will drop any more. Not that the TWI has dropped that much anyway, post the Brexit confirmation. Indeed, at around 76.0 this morning it's only 0.6% down on where it was last Friday morning (NZT), as the UK Referendum vote results were only just beginning to file in. This lack of response in the NZ TWI may relate back to global risk measures, which haven't exactly been rocked either. By the same token, it seems early days to be drawing firm conclusions.

This includes monetary policy calls. Nonetheless, the Brexit vote must increase the odds of the RBNZ easing its

Official Cash Rate (OCR) further. Recall that the Reserve Bank eased in March for two main reasons; falling inflation expectations and worries about the world economy (amid market turmoil at the time).

The Bank's concerns can only be piqued by the fact the currency has not done its job as a monetary buffer to global risk, at least not yet. We already forecast two more OCR cuts from the RBNZ – partly premised on global risks. Today we up the odds of an August cut to 75%, from 60%, while nudging the odds of a further cut by November up to 60%.

What we haven't altered, at this stage, are our GDP growth forecasts for New Zealand. These remain around 3.0% for 2006/17. That said, the risks around this profile are now more negative than positive.

Presuming the dust around Brexit does soon begin to settle, markets will then cast an eye on all the economic data that has come to pass.

In this light, this morning we saw New Zealand's merchandise trade accounts put in another robust performance. The value of May's exports was 5.1% higher than a year earlier (\$250m more than we expected). Imports were up 5.7% y/y, in spite of oil imports being down 31% on May 2015 levels. Allowing for currency fluctuations and (commodity) prices, May's merchandise trade figures suggested decent (ongoing) momentum in the economy (and, in all probability, a shrinking current account deficit in annual terms).

We also expect to see signals of good momentum in Thursday's (1:00pm) ANZ business survey. Nonetheless, this has rather obviously been overtaken by events, meaning we'll have wait until the post-Brexit economic surveys to get a proper fix on things (while not wanting to react to any knee-jerk responses in them either).

For similar reasons, the markets will understandably ignore the rest of the NZ data this week. But if you are at all interested, please read on.

This afternoon's new residential lending number for May; while this is a relatively new series it was expanding at an annual pace of 15% in April, as some pointer to the strong jump we witnessed in the overall stock of household credit in the month. It's an area the RBNZ is watching closely, as part of its increasing concerns about the hot housing market.

For a broader view on NZ credit trends, note Thursday's (3:00pm) money and credit aggregates for May. We have been noting the pick-up in household credit for quite a while now. And April's result really upped the ante. It expanded a seasonally adjusted 0.8% m/m for 7.9% y/y – a pace we haven't seen since before the 2008/09 recession. Nothing tells us it slowed down any in May. We will line up May's agriculture and business credit

annual growth against their April results of 7.5% and 6.2% respectively.

With regard to Thursday's (10:45am) building consents, recall that the new dwelling component of these rebounded a seasonally adjusted 6.6% in April, after falling 9.7% in March. This continued the see-saw pattern of the past five months. We have a small increase penciled in for May, but anything seems possible. Regardless, the lead indicators remain positive – for not just residential building but commercial construction too.

Finally, note that we could well see estimates of a lower NZ unemployment rate, on the basis of a lower participation rate. This is the potential we see in Wednesday's (10:45am) revisions to historical Household Labour Force Survey data, involving Statistics NZ back casting a better definition of "actively seeking work". Statistics NZ is doing this in order to better dovetail with the revamped HLFS that New Zealand is moving to, starting with Q2 2016 (due 3 August). On Wednesday, Statistics NZ will publish a report describing the changes along with a csv file with key HLFS data, as revised (but not available on Infoshare).

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Global Watch

- Fallout from the Brexit vote to dominate market attention
- EU leaders meet Tuesday and Wednesday
- ECB forum Monday includes Carney, Draghi, Yellen, and Zhou
- Data to take back seat; but there is some

Euro/UK

The main focus will be on the aftermath of the successful Brexit vote (see our note [Brexit: Initial Thoughts](#) for some initial thoughts). The ECB starts a three-day forum on Central Banking. Speakers include the ECB, Draghi, the Fed's Yellen, the BoE's Carney and the PBOC's Zhou. EU leaders are expected to meet Tuesday and Wednesday (though we expect many discussions to occur before then).

Datavise, the Eurozone Business Climate Indicator is due Wednesday, CPI Thursday, and unemployment Friday. It's a light week of UK data with Thursday's revised Q1 GDP and the Markit Manufacturing PMI on Friday.

Australia

Australia data this week is relatively light. The RBA credit report for May is out on Thursday and this would be the pick, NAB looking for overall steady monthly credit growth of 0.5% - as the market is. There will be the inevitable focus on the make-up of this growth, especially with signs that house prices in Sydney and Melbourne are showing signs of rising again recently and whether this shows up in any faster growth of mortgage credit.

Other data this week includes the weekly ANZ-Roy Morgan Consumer Sentiment index on Tuesday, followed Wednesday by the HIA New Home Sales report for May. Then Thursday is the ABS Job Vacancies report for May – arguably among the better indicators of labour demand – followed Friday by the AiG Manufacturing PMI, the monthly CoreLogic RP Data House Price report for June with data for the first three weeks of June pointing to a modest gain of around ¼% for the month so far. The June month RBA Commodity Price Index is also being released on Friday.

China

The main focus will be Friday's official PMIs along with the private sector Caixin Manufacturing PMI. PBOC Governor Zhou speaks at an ECB forum in Portugal on Monday evening.

SUS

Data highlights this week include Wednesday's Personal Spending/PCE Deflators report and Friday's ISM Manufacturing release. Fed Chair Yellen also speaks Wednesday, on an ECB panel. Thursday's speech from Fed President Bullard might also be of interest given his "out of the box" forecasting views on the outlook for the Fed funds rate. Other data includes the Goods Trade Balance, revised Q1 GDP, Case-Shiller house prices, the separate Conference Board Consumer Confidence survey and later in the week the Chicago PMI.

Japan

There is Retail Trade on Wednesday, Industrial Production on Thursday, then there is super Friday with the jobless rate, household spending, CPI, and BOJ Tankan survey all due.

Canada

Quiet with the monthly April GDP report, along with Industrial Product and Raw Materials Prices.

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Fixed Interest Market

Reuters: BNZL, BNZM Bloomberg:BNZ

This week's data developments will likely be swamped by post-UK referendum commentary. Our global risk appetite index (0-100%) has slumped to 29%, from 52% in early-June. Although there will likely be some short periods of reprieve, we suspect we face a prolonged period of dampened global risk appetite with readings below 50%. This is supportive of US Treasuries i.e. lower US long yields.

We do not see Friday's rebound in US Treasury yields getting very far. US 10-year yields briefly touched 2012 historic lows, near 1.4%, on Friday in the immediate aftermath of the "Brexit" announcement. Subsequently they rebounded to 1.56%. However, several factors support Treasuries. First, a 'risk off' environment will see them remain recipients of 'safe haven' flows. Second, there is little prospect of a Fed hike any time soon (in fact the market is now toying with the prospect of a Fed cut this year). Third, with European (UK/German) yields likely to remain depressed, US-European bond yields spreads will promote flows to Treasuries.

However, we believe it would likely take a further 'shock' event to get US yields to break sustainably below 1.4%. But, a lower range for US yields will see a lower range for NZ long-end yields. We will formally revisit our forecasts in the wake of the 'Brexit' result. However, the return of US 10-year yields to recent range-highs of 2.0% now seems a somewhat distant prospect. A 1.40-1.90% may be a reasonable, initial working assumption.

In line with this view, a 2.60-3.00% range for NZ 10-year swap would seem feasible to year-end. The upper-end will only be reached if global volatility subsides and Fed action again appears imminent. The lower-end of this range would be threatened if US 10-year yields trade to/below 1.4% on a sustained basis.

Our views on NZ short-end yields are not substantially changed. We continue to look for NZ 2-year swap to trade down to 2.10% as the market prices a 1.75% OCR. Recent events provide us with greater conviction in our core view that the RBNZ will cut the OCR in August and likely cut again thereafter. The NZ TWI remains remarkably resilient despite the 'risk off' backdrop. It sits 7% above the RBNZ's projected average for the coming quarter. With the strong NZD, and heightened risk backdrop, it would appear the only thing to prevent an August RBNZ cut, would be a *very* significant surge in housing market activity and/or a belated slump in the NZ TWI.

We now hold less conviction regarding the prospects for a steepening NZ swap curve. Previously this view was predicated on shorter NZ short-end yields and higher long-end yields, dragged higher by US equivalents. We now see less potential upward pressure at the long-end of the NZ curve. Therefore any curve steepening that does occur will likely be more of a 'bull' steepening, due to lower short-end yields.

We continue to see NZGBs well supported by supply-demand dynamics. It's interesting to note that NZGBs managed to keep pace with the sharp rally in US Treasuries at the end of last week. They do not seem to be suffering from their historic perception as 'illiquid' assets in times of volatility. We continue to see NZGB-UST 10-year yields in a 50-100bps range. We see NZGBs as more likely to outperform and trade toward the lower-end of this range during periods when UST's sell-off.

change (bps)	90 day bills	12/17 NZGB	04/27 NZGB	2yr swaps	10yr swaps	2yr/10yr swaps (bps)
20-Jun-16	2.34%	2.12%	2.49%	2.30%	2.80%	51
27-Jun-16	2.35%	2.00%	2.37%	2.20%	2.68%	48
Change (bps)	2	-12	-12	-9	-12	-3

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Key Fixed Interest Views

Category		27-Jun-16	Strategic (6-12m)	Comments
NZ Money Markets	OCR	2.25%	↓	We see increased probability of an RBNZ cut in August and a further cut, taking the OCR to 1.75%.
NZ Swap Yields	2y	2.20%	→	Global backdrop has not changed our view that 2-year will trade down to 2.1% as market prices 1.75% OCR
	5y	2.33%	↗	Modestly higher yields on a 12 month horizon expected.
	10y	2.68%	↑	Near-term gyrations with global risk appetite. Longer-term we see yields higher with US equivalents.
NZ Swap Curve	2s-10s	0.48%	↑	Steeper curve over the medium-term, though only now seen to previous ranges highs circa 90bps.
NZ Bond Yields	NZGB 2027s	2.36%	↑	Supply and demand dynamics supportive near-term, modestly higher yields over medium-term.
NZ-AU Swap Spreads	2y	0.43%	→	Consolidation at upper-end of ranges likely near-term.
NZ Swap-Bond Spread	2027s ASM	0.38%	→	Solid demand for NZGBs likely to support spreads near upper-end of ranges, near-term.
US Bond Yields	10y	1.56%	↑	We believe it would require another shock to get yields sustainably below 1.40%.
NZ-US Bond Spread	NZ-US 2027s	0.79%	↓	Further compression within 50-100bps range expected over medium-term. NZGBs outperform on UST sell-offs.
NZ-AU Bond Spread	NZ-AU 2027s	0.26%	→	Spreads currently sit mid the 10-50bps range that we see as likely through to year-end.

Source: Bloomberg, BNZ

Foreign Exchange Markets

Reuters pg BNZFWDS Bloomberg pg BNZ9

The market was unprepared for the UK referendum result. Friday's chaotic price action was all about short-term positions being unwound in illiquid market conditions. Over the coming weeks we'll see more orderly price action as liquidity returns to the market, but volatility is likely to be higher than usual.

Friday's exchange rate changes showing the NZD stronger against GBP and EUR and weaker against the USD and JPY were in the expected direction and we expect further moves in that direction over coming weeks.

It's going to be a long process to fully understand the implications of the vote outcome. Many permutations are possible, including Brexit, Brexit-lite, and no Brexit at all, with the probability of those outcomes ranked highest to lowest. Today we don't know the spillover effects into Europe and the rest of the world. Our initial thoughts on currencies are outlined below.

As for the week ahead, it's fair to say that the market will be less focused on data watching and more focused on developments in the UK and Europe. Any data releases over the coming month that pre-date the referendum will be heavily down-weighted as to their influence on the market.

GBP

With the UK at the epicentre of the shock, GBP is expected to take a further hit as the fundamentals come into play. The UK has become a divisive country with heightened political risk. A UK recession seems likely as businesses reduce investment further and consumer spending softens. Job losses seem inevitable, particularly in the financial sector, where there are already indications of jobs moving to Europe. The shift to a sustainable growth path will be a long process.

That GBP is already weak is a mitigating factor in the economic outlook, but the country already has a large current account deficit at 7% of GDP and thereby relies on foreign investment to sustain its standard of living. A much weaker GBP will be required to attract foreign investment.

Our colleagues at NAB projected GBP/USD heading down to 1.30 and gliding down further into the low 1.20s into year-end on a Brexit scenario. That scenario analysis will no doubt be revisited. Even as the NZD also comes under some pressure, we see scope for NZD/GBP to move higher and 0.54-0.55 could well be in sight.

EUR

A weaker GBP will spill over into a weaker EUR, with the overhanging threat of other countries wanting to leave the EU. That ultimately raises questions about the future of

the single euro currency. There are strong incentives for the EU bureaucracy to reinvent itself to address the concerns of the voting public, perhaps allowing more national autonomy. But this is a long, slow-burning process. In the meantime policy-makers will be distracted with constitutional issues, with less focus on remedies to drive stronger economies.

With softer NZD and EUR currencies, the projection of NZD/EUR isn't as clear cut, but the balance of risk favours further modest upside potential.

USD

The market has already moved to price out the chance of any Fed tightening this year and that seems a reasonable response to the shock. The global risks that the Fed has alluded to over recent months seem more pertinent. Away from the epicentre, the USD has strengthened and now looks like a safe-haven, as the UK and continental Europe work through their issues.

A strong USD acts like a tightening in global financial conditions. Thus, as well as the direct shock of a weaker UK and potentially European economies, emerging markets will also take an indirect hit. This is a negative shock at a time when the global economic outlook was already looking fragile.

Over the weekend Donald Trump has been glowing with the news from the UK. The Trump factor adds another layer of risk to market that needs to be respected.

AUD and NZD

A stronger USD means downside risk to commodity prices. The prospect of a weaker global economy adds to that downside potential. A period of lower risk appetite, potentially quite prolonged, lower commodity prices and a weaker global growth outlook add to downside risk for the AUD and NZD.

Mitigating factors are that Australia and NZ are far from the epicentre and have good economic momentum as the shock begins. That the TWI has held up so well adds to the chance of further RBNZ monetary policy easing. Unlike other countries, the RBNZ has lots of ammunition left if it looks like a global recession is about to develop. NZD/USD downward reaction so far has been mitigated to the extent that US monetary policy has also been re-rated.

We are ambivalent about the NZD/AUD cross. It was trading in a tight range in the week or two leading up to the referendum and that remained the case throughout Friday. There is no change in our NZD/AUD outlook as a result of the vote, with current levels looking more or less appropriate.

We were on the verge of upgrading our NZD/USD forecasts, but held off until the referendum outcome. Last week, our end-Q3 and end-Q4 NZD/USD targets of 0.65 and 0.63 respectively looked like a stretch – now, not so much. We’ll be reviewing our forecasts this week in conjunction with our NAB colleagues.

JPY

The JPY’s safe-haven status has seen it as the big winner following the shock, although certainly the Japanese authorities will not consider it a “win”. To offset the influence of a strong Yen, it brings the BoJ back into play to offer more easing sooner, rather than later. It also brings some sort of government fiscal stimulus into play, again sooner rather than later.

JPY intervention will become a really possibility if USD/JPY breaks through 100 in illiquid market conditions. It would be hard to defend a certain currency level when the market is fighting back in the opposing direction. Intervention to fill in liquidity gaps in the market to prevent strong surges in the Yen seems a better strategy.

Our forecasts already had NZD/JPY falling sub-70 early next year, but we’ll be reviewing that along with our other crosses.

Chart 1: NZD/GBP – quarter to date

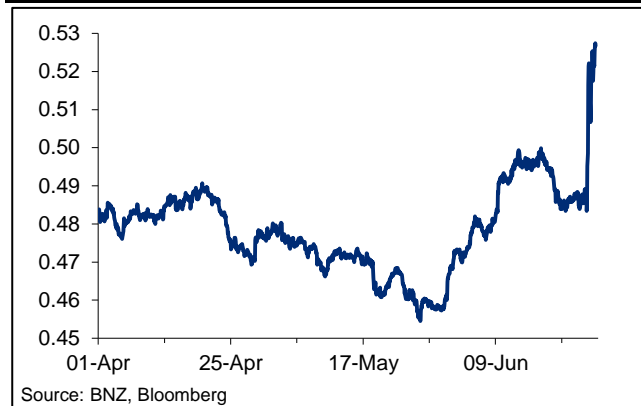
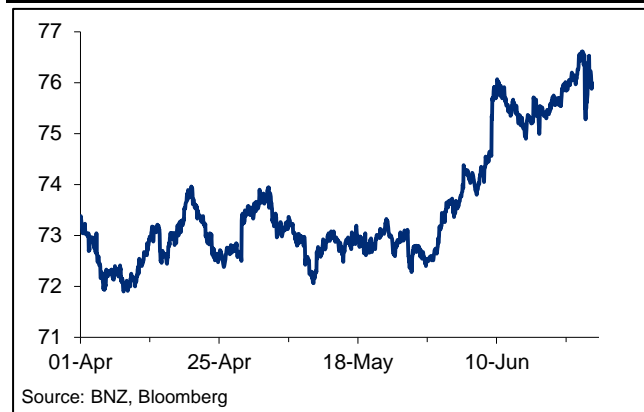


Chart 2: NZ TWI – quarter to date



Cross Rates and Model Estimates

	Current	Last 3-weeks range*
NZD/USD	0.7102	0.6950 - 0.7300
NZD/AUD	0.9551	0.9310 - 0.9610
NZD/GBP	0.5279	0.4730 - 0.5290
NZD/EUR	0.6415	0.6070 - 0.6470
NZD/JPY	72.59	69.30 - 77.70

*Indicative range over last 3 weeks, rounded figures

BNZ Short-term Fair Value Models		
	Model Est.	Actual/FV
NZD/USD	0.6340	12%
NZD/AUD	0.9210	4%

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Technicals

NZD/USD

- Outlook: Upward trend
- ST Resistance: 0.7200 (ahead of 0.7300)
- ST Support: 0.6975 (ahead of 0.6800)

The technical picture is still one of the NZD in an upward channel. Friday's high of 0.7300 becomes an area of key resistance, while the low around 0.6975 on the same day becomes an area of key support.



NZD/AUD

- Outlook: Forming a top?
- ST Resistance: 0.9600 (ahead of 0.9800)
- ST Support: 0.9450 (ahead of 0.9300)

The cross has met some strong resistance around the 0.96 mark, although it's early days to be convinced a top has been formed. There's no obvious areas of support yet but tentatively 0.9450 is an area of interest.



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NZ 5-year Swap Rate

- Outlook: Lower
- ST Resistance: 2.53
- ST Support: 2.25

Friday's price action is a clear key reversal signal, with ST support at 2.35 broken, we expect a move lower in yield targeting support at 2.25 initially.

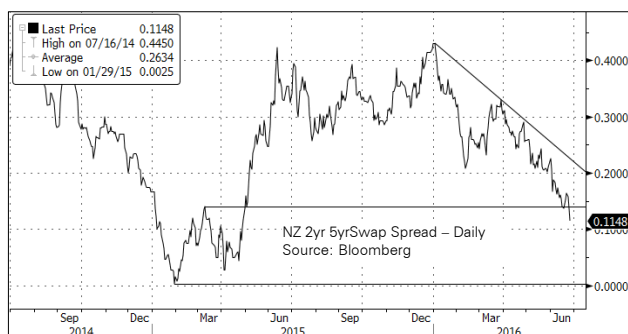


NZ 2-year - 5-year Swap Spread (yield curve)

- Outlook: Flatter
- MT Resistance: +24
- MT Support: Flat

With +14 support taken out, we now target flat.

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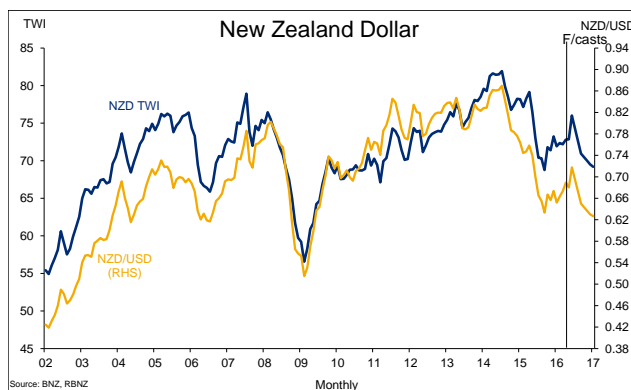
Key Upcoming Events

	Forecast	Median	Last		Forecast	Median	Last
Monday 27 June				Thursday 30 June			
NZ, Residential Lending, May			+15.0%	NZ, Household Credit, May y/y			+7.9%
NZ, Merchandise Trade, May	+\$164m	+\$182m	+\$292m	NZ, ANZ Business Survey, June			+11.3
China, Leading Index, May			99.10	NZ, Building Consents, May (res, #)			+6.6%
China, Industrial Profits, May y/y			+4.2%	Aus, Private Sector Credit, May	+0.5%	+0.5%	+0.5%
Euro, M3, May y/y		+4.8%	+4.6%	Jpn, Industrial Production, May 1st est		-0.2%	+0.5%
US, Markit PSI, June 1st est		51.9	51.3	Euro, CPI, June y/y 1st est		flat	-0.1%
All, Yellen/Draghi/Carney, ECB Forum				Euro, ECB Minutes, 2 June Meeting			
Tuesday 28 June				Friday 1 July			
UK, CBI Retailing Reported Sales, June			+7	Aus, CoreLogic HPI, June			+1.6%
US, Shiller Home Price Index, April y/y			+5.2%	China, PMI (NBS), June		50.0	50.1
US, GDP, Q1 3rd est		+1.0%	+0.8%P	China, Non-manufacturing PMI, June			53.1
US, Consumer Confidence, June		93.0	92.6	Jpn, CPI, April y/y		-0.5%	-0.3%
Wednesday 29 June				Saturday 2 July			
NZ, HLFS Revisions				Aus, Federal Election			
Jpn, Retail Sales, May y/y		-1.6%	-0.8%				
Euro, Consumer Confidence, June 2nd est		-7.3	-7.3R				
Euro, Economic Confidence, June		104.7	104.7				
Germ, CPI, May y/y 1st est		+0.3%	+0.1%				
US, Pending Home Sales, May			+2.9%				
US, Personal Spending, May		+0.3%	+1.0%				

Historical Data

	Today	Week Ago	Month Ago	Year Ago		Today	Week Ago	Month Ago	Year Ago
CASH & BANK BILLS					FOREIGN EXCHANGE				
Call	2.25	2.25	2.25	3.25	NZD/USD	0.71	0.7082	0.6773	0.6901
1mth	2.31	2.31	2.26	3.34	NZD/AUD	0.96	0.9538	0.9371	0.8888
2mth	2.33	2.32	2.32	3.29	NZD/JPY	72.53	74.108	74.638	84.733
3mth	2.34	2.33	2.39	3.24	NZD/EUR	0.64	0.6248	0.6038	0.6074
6mth	2.36	2.35	2.40	3.20	NZD/GBP	0.53	0.4890	0.4672	0.4346
GOVERNMENT STOCK					NZD/CAD	0.93	0.9102	0.8884	0.8468
12/17	2.19	2.11	2.15	2.85	TWI	76.08	75.53	73.11	71.71
03/19	2.20	2.11	2.17	2.93					
04/20	2.24	2.13	2.20	3.06					
05/21	2.26	2.14	2.23	3.11					
04/23	2.32	2.18	2.32	3.31					
04/25	2.49	2.35	2.57	0.00					
04/27	2.63	2.48	2.72	3.63					
04/33	2.96	2.79	3.04	0.00					
GLOBAL CREDIT INDICES (ITRXX)									
AUD 5Y	138.25	130.3	130.63	93.17					
N. AMERICA 5Y	87.22	82.50	84.31	68.14					
EUROPE 5Y	94.75	86.69	78.31	74.50					
SWAP RATES									
2 years	2.20	2.30	2.30	3.06					
3 years	2.22	2.33	2.35	3.15					
5 years	2.33	2.44	2.52	3.39					
10 years	2.68	2.79	2.91	3.88					

NZD Outlook



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