Services Landscape



16 October 2017

PSI Solid

The Performance of Services Index (PSI) has remained stoutly expansive over recent months. Sure, it cooled marginally to 56.0 in September from 57.2 in August, but it remains well above its long term average of 54.4. In contrast to measures of business confidence that have noticeably dipped around the election, the PSI, as a survey of changes in actual activity, has held up well. The small monthly decline was well within usual variation. In combination with its strong manufacturing PMI cousin, which was released last week, it all suggests the economy maintained a decent amount of momentum in the third quarter.

Election Uncertainties

That is not to say that the election was not on the minds of many PSI respondents. Indeed, just like in the PMI, of the respondents citing the major factor on their business as being a negative one, about a quarter of these noted the election. This coincided with a dip in the proportion of positive comments in September to 56.6% from 66.9% in August. But encouragingly in being well above 50%, it shows positive comments still firmly outnumber negative ones. Also offering encouragement was the firm September PSI employment reading. At 54.1 it was up from 52.2 in August and smack on the 2017 year-to-date average, which is running stronger than last year's average of 53.4. This bodes well for Q3 employment growth when the official figures are released next month.

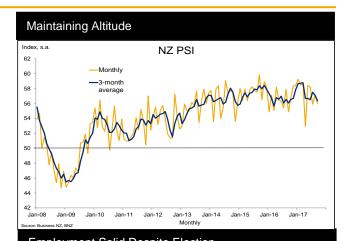
Sales Expansion Slowing?

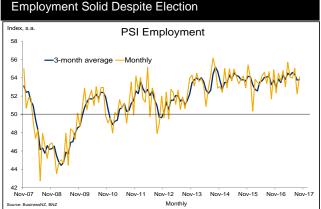
The PSI activity/sales indicator was one area that did show a material slowdown, although at 56.6 in September it hardly indicates slow growth. Still, it was down from 62.7 in August. This continues a volatile period for sales over the past six months, so we wouldn't jump to conclusions on one month's reading. But it is notable that it comes alongside the PSI for retail trade falling to an unadjusted 46.8, the lowest level for a September since 2011. Slower services sales indicators might just reflect election caution or perhaps the fact that school holidays didn't start until October this year. But with much lower house sales and softer signals from the likes of electronic card transactions over recent months this bears watching. On the positive side, PSI new orders remain strong posting a, relatively rare, fifth consecutive reading above 60. New orders were also strong in last week's PMI.

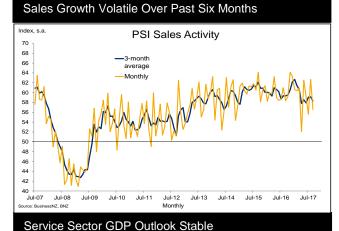
Service Sector GDP

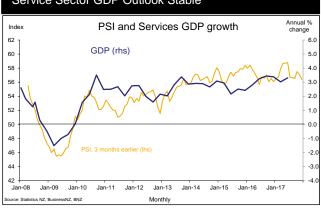
Recent official figures revealed service sector GDP growth averaged an annual pace of 3.2% in the first half of 2017, above its 5-year average of 2.8%. Despite some ups and downs in the details, the ongoing strength in the overall PSI indicates that service sector GDP growth has maintained its strength into the second half of 2017.

doug_steel@bnz.co.nz









Contact Details

BNZ Research

Stephen Toplis
Head of Research

+(64 4) 474 6905

Craig Ebert
Senior Economist
+(64 4) 474 6799

Doug Steel

Senior Economist +(64 4) 474 6923 Jason Wong

Senior Markets Strategist +(64 4) 924 7652

Main Offices

Wellington

42-52 Willis Street Private Bag 39806 Wellington Mail Centre Lower Hutt 5045

New Zealand Phone: +(64 4) 473 3791

FI: 0800 283 269

Auckland

80 Queen Street Private Bag 92208 Auckland 1142 New Zealand

Phone: +(64 9) 976 5762 Toll Free: 0800 081 167 Christchurch

81 Riccarton Road PO Box 1461 Christchurch 8022 New Zealand

Phone: +(64 3) 353 2219 Toll Free: 0800 854 854

National Australia Bank

Peter Jolly

Global Head of Research +(61 2) 9237 1406

Alan Oster

Group Chief Economist +(61 3) 8634 2927

Ray Attrill

Head of FX Strategy +(61 2) 9237 1848

Skye Masters

Head of Interest Rate Strategy

+(61 2) 9295 1196

Wellington

Foreign Exchange +800 642 222 Fixed Income/Derivatives +800 283 269

Sydney

Foreign Exchange $+(61\ 2)\ 9295\ 1100$ Fixed Income/Derivatives $+(61\ 2)\ 9295\ 1166$

London

Foreign Exchange +(44 20) 7796 3091 Fixed Income/Derivatives +(44 20) 7796 4761 New York

Foreign Exchange +1 212 916 9631 Fixed Income/Derivatives +1 212 916 9677

Hong Kong

Foreign Exchange +(85 2) 2526 5891 Fixed Income/Derivatives +(85 2) 2526 5891

ANALYST DISCLAIMER: The person or persons named as the author(s) of this report hereby certify that the views expressed in the research report accurately reflect their personal views about the subject securities and issuers and other subject matters discussed. No part of their compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in the research report. Research analysts responsible for this report receive compensation based upon, among other factors, the overall profitability of the Markets Division of National Australia Bank Limited, a member of the National Australia Bank Group (*NAB*). The views of the author(s) do not necessarily reflect the views of NAB and are subject to change without notice. NAB may receive fees for banking services provided to an issuer of securities minioned in this report. NAB, its affiliates and their respective officers, and employees, including persons involved in the preparation or issuance of this report (subject to the policies of NAB), may also from time to time maintain a long or short position in, or purchase or sell a position in, hold or act as advisors, brokers or commercial bankers in relation to the securities (or related securities and financial instruments), of companies mentioned in this report. NAB or its affiliates may engage in these transactions in a manner that is inconsistent with or contrary to any recommendations made in this report.

NEW ZEALAND DISCLAIMER: This publication has been provided for general information only. Although every effort has been made to ensure this publication is accurate the contents should not be relied upon or used as a basis for entering into any products described in this publication. Bank of New Zealand strongly recommends readers seek independent legal/financial advice prior to acting in relation to any of the matters discussed in this publication. Neither Bank of New Zealand nor any person involved in this publication accepts any liability for any loss or damage whatsoever may directly or indirectly result from any advice, opinion, information, representation or omission, whether negligent or otherwise, contained in this publication.

US DISCLAIMER: If this document is distributed in the United States, such distribution is by nabSecurities, LLC. This document is not intended as an offer or solicitation for the purchase or sale of any securities, financial instrument or product or to provide financial services. It is not the intention of nabSecurities to create legal relations on the basis of information provided herein.

National Australia Bank Limited is not a registered bank in New Zealand.

research.bnz.co.nz Page 2