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July Month-End 2023 Credit Insights

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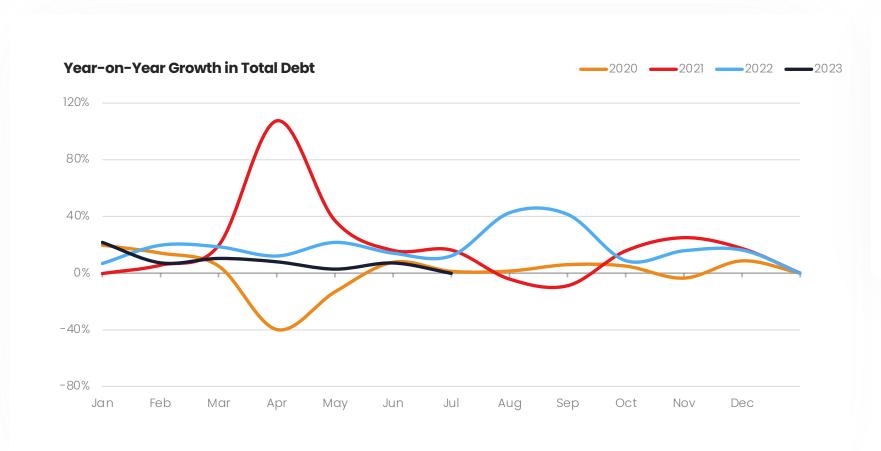




Key Credit Risk Insights.

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Growth in Total Debt Has Slowed and Slightly Down Year-on-Year



July 2023

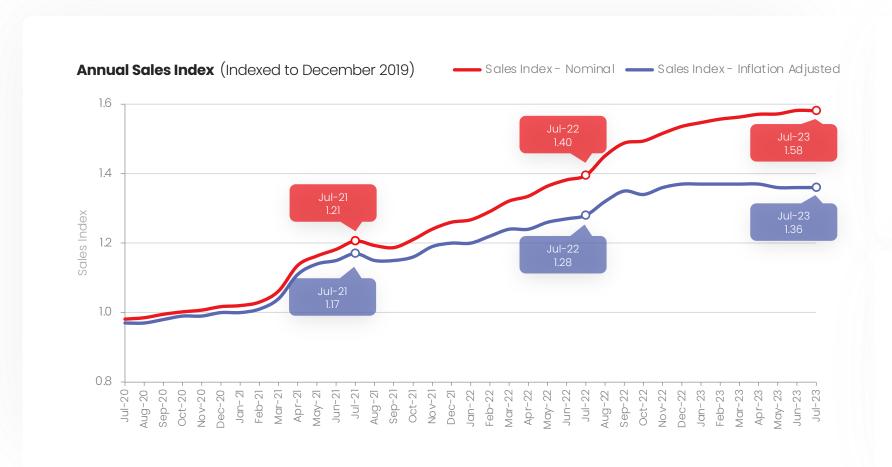


0.1%

Total Debt Balance for Jul-23 was 0.1% lower compared to Jul-22.

Growth in Annual Sales is Beginning to Turn

(Indexed to December 2019; Inflation Adjustment Indexed to General CPI)



Nominal Sales

MoM Change

YoY Change



0.1%



13.3%

Annual Sales have been softening recently and MoM growth for Jul-23 has entered negative territory.

Inflation Adjusted Sales

MoM Change

YoY Change



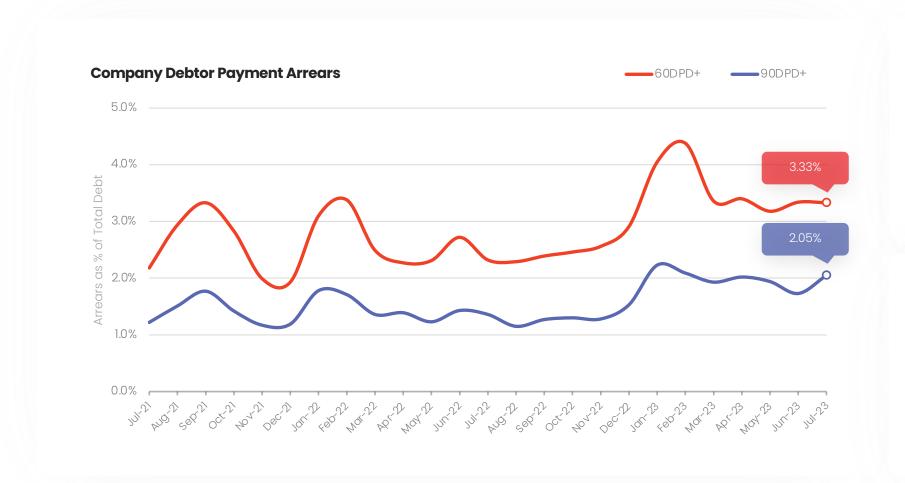
0.6%



6.3%

Annual sales adjusted for inflation shows a flatter trend and is down a further 0.6% in Jul-23 MoM.

Company Debtor Arrears: 60DPD+ Steady, 90DPD+ Increased in July



60DPD+ Arregrs

MoM Change

YoY Change



1bps



102bps

60DPD+ arrears have remained at a similar level since Mar-23 but are elevated year-on-year.

90DPD+ Arregrs

MoM Change

YoY Change



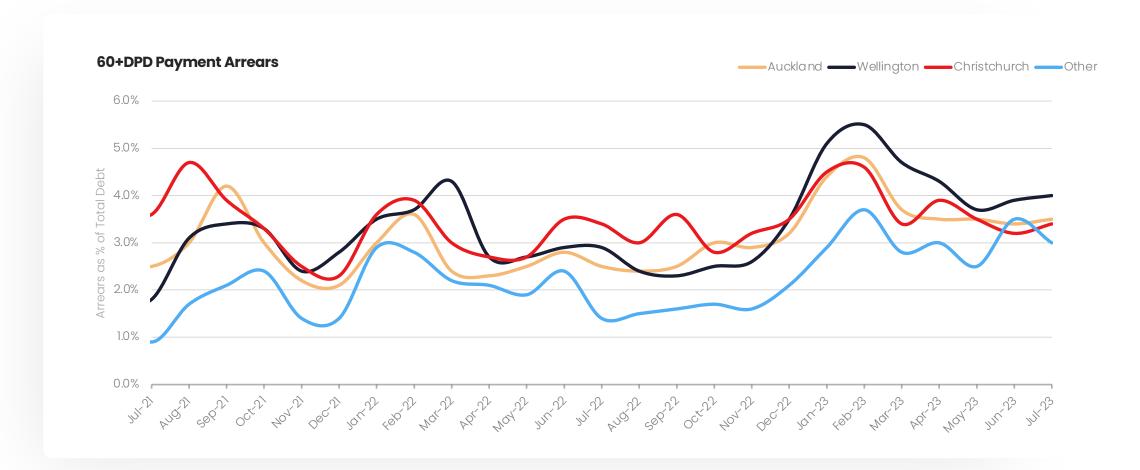
32bps



90DPD+ arrears increased 32bps MoM in Jul-23, effectively offsetting the improvement in Jun-23.

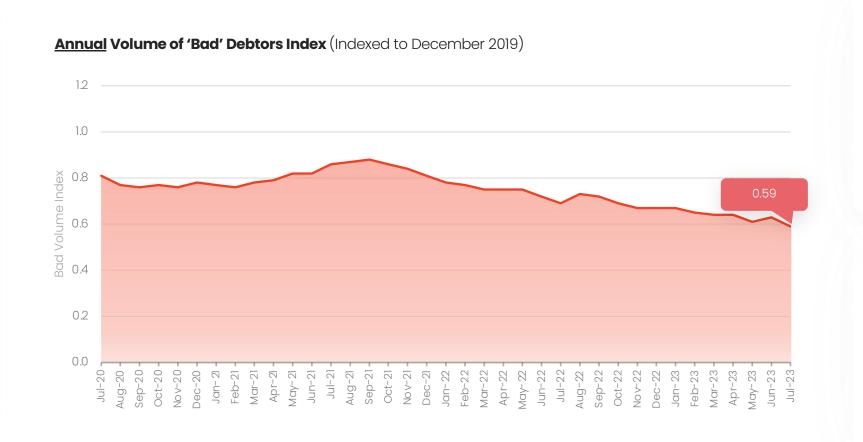
60DPD+ Arrears Were Relatively Stable in the Major Centres

(Location Determined by Debtor Address on the Companies Office)



June's Increase in Annual Volume of 'Bad' Debtors Was Short-Lived; Down Again in July

(Default, Judgement, Administration, Receivership, Liquidation)



Month-on-Month



6.4%

Annual volume of debtors going bad decreased 6.4% MoM in Jul-23.

Year-on-Year

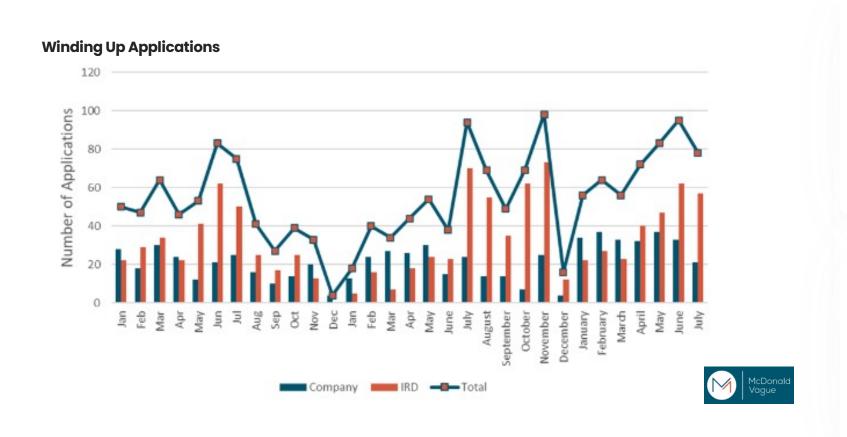


14.5%

Annual volume of debtors going bad was down 14.5% YoY in Jul-23.

Winding Up Applications (IRD and Company Combined)

As per the McDonald Vague Insolvency report July 2023



Month-on-Month



1.9%

The annual volume of Winding Up Applications was 1.9% lower in Jul-23 vs. Jun-23.

Year-on-Year



72.7%

The annual volume of Winding Up Applications was 72.7% higher in Jul-23 vs. Jul-22.

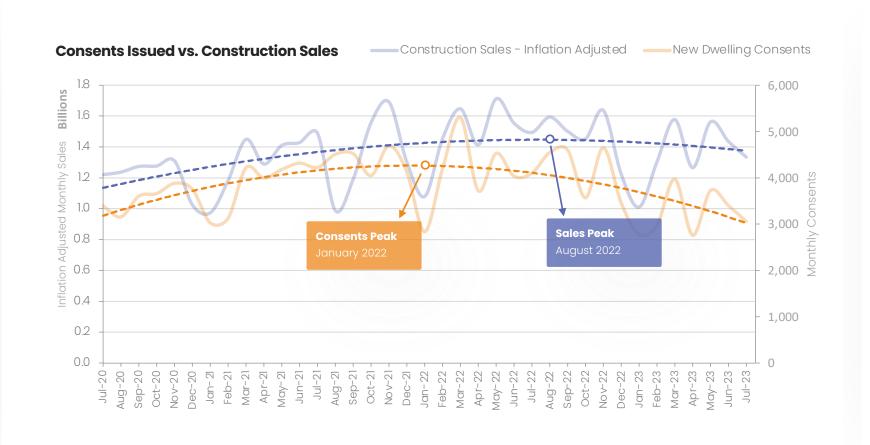




Comparison of Building Consents and Sales Trends.

Construction Sales vs. New Dwelling Consents Issued

(Inflation Indexed to CPI; Base 1000 = December 2019)



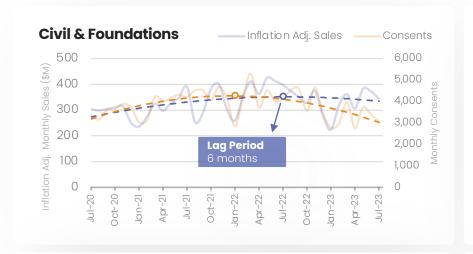
Construction Sales (Inflation Adjusted) vs. New Dwelling Consents Issued

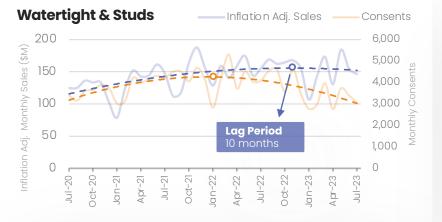
This graph compares monthly consents issued for new dwellings (via Stats NZ) against aggregated monthly sales under CreditWorks' members connected to the construction sector. To remove the impact of inflation, sales have been indexed to the CPI (Base = Dec-19).

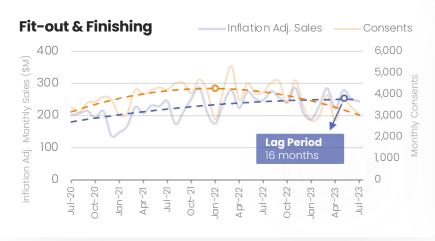
Polynomial trendlines for the last two years are used to cut through month-on-month volatility in the data (e.g., the number of working days, weather, etc.). The respective peaks of these trends show a seven-month lag between consents issued and construction sales.

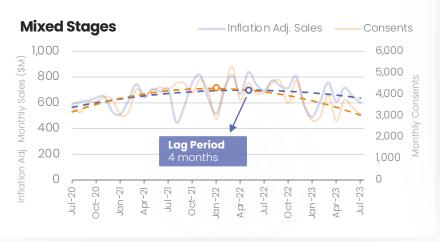
Splitting Construction Sales into Stages Highlights Different Lag Times

(Inflation Indexed to CPI; Base 1000 = December 2019)









Construction Sales (Inflation Adjusted) vs. New Dwelling Consents Issued

Splitting construction sales into broad 'stages' of construction activity confirms the expected relationship of the lag time between the peak of consents and the peak of sales.

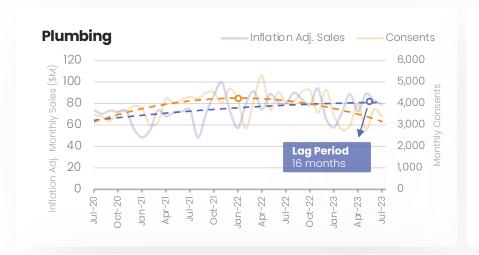
As expected, the shortest lag time is seen in Civil and Foundation type activities (6 months). Conversely, the most prolonged lag is seen in Fit-out and Finishing type activities (16 months).

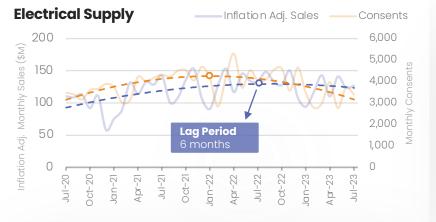
Vendors and merchants that service the full spectrum of construction activities (such as labour hire, fuel/energy and building supply merchants) are categorised separately. Inherently, this group shows a flatter trend in sales.

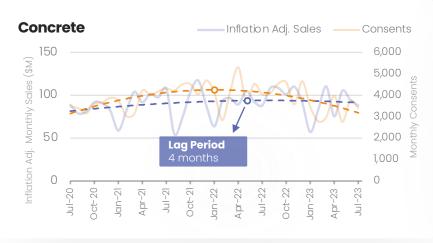


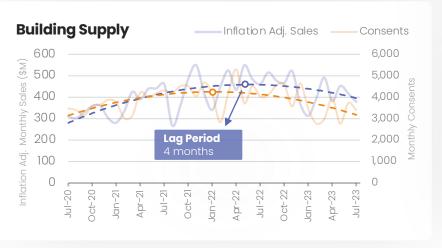
Inflation Adjusted Sales vs Consents for Spotlight Vendor Industries

(Inflation Indexed to CPI; Base 1000 = December 2019)









Construction Sales (Inflation Adjusted) vs. New Dwelling Consents Issued

The graphs shown on this page compare the peak of consents and the peak of sales for the specific vendor industries (those with 'spotlight' sections at the end of this report).

The trends show longer lag between the sales peak and consents peak for Plumbing, relative to the other industry cohorts – which is roughly aligned to the stages of construction on the previous page.

It is noted that Plumbing sales have only recently peaked (or still increasing).





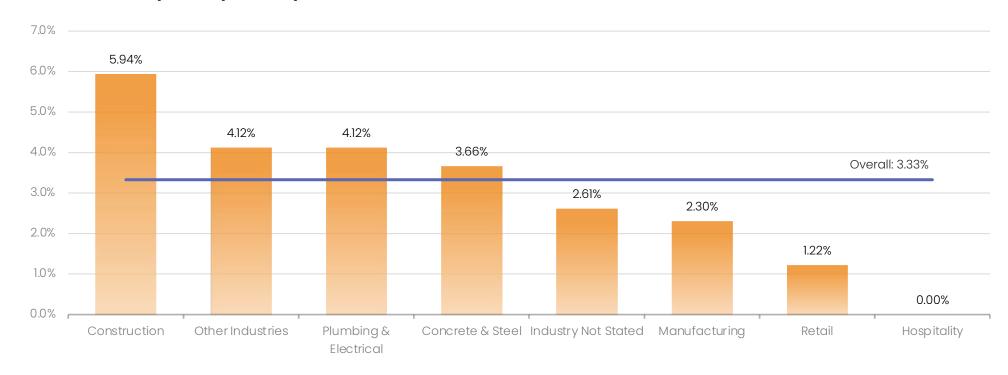


Debtor Industry Insights.

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Construction Industries Continue to Top Arrears Rates (Debtor industries defined by recorded ANZSIC codes at Companies Office)

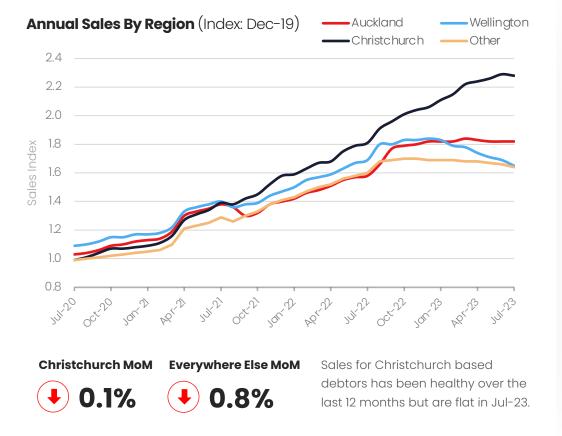
60+DPD Arrears by Industry as at July 2023



Construction Debtors: Sales Growth

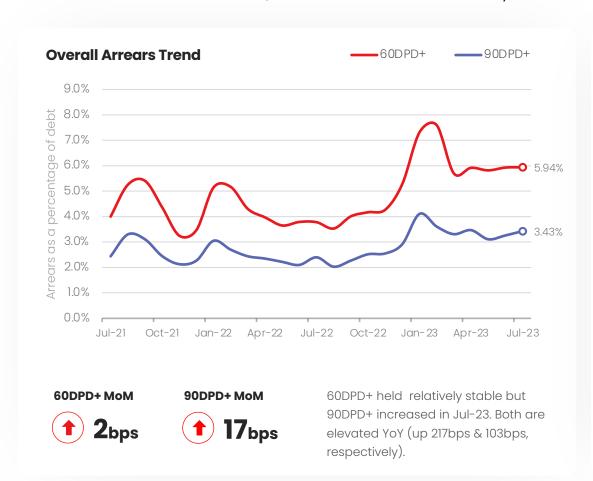
(Debtor industries defined by recorded ANZSIC codes at Companies Office)

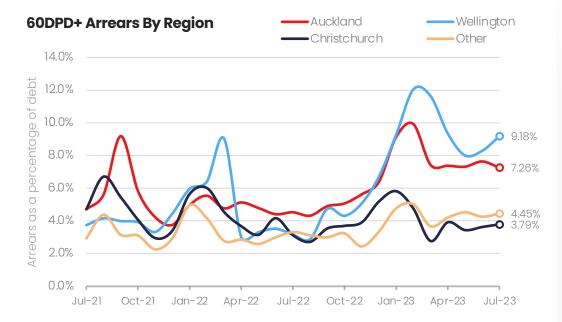




Construction Debtors: Arrears

(Debtor industries defined by recorded ANZSIC codes at Companies Office)



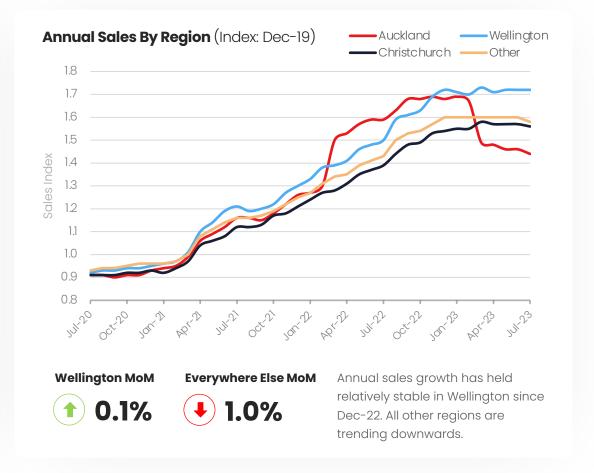


60DPD+ arrears trends show a bimodal picture across the regions, with 60DPD+ arrears significantly higher in Auckland and Wellington. Wellington has increased for the second month running and appears to be trending upwards again. 60DPD+ arrears for Christchurch based debtors continue to be relatively low and stable.

Manufacturing Debtors: Sales Growth

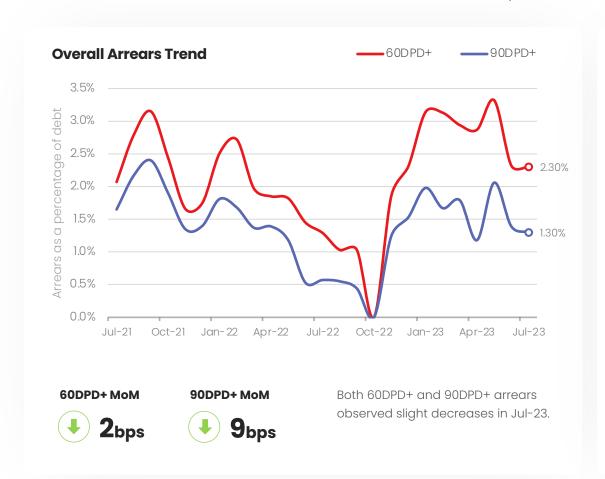
(Debtor industries defined by recorded ANZSIC codes at Companies Office)

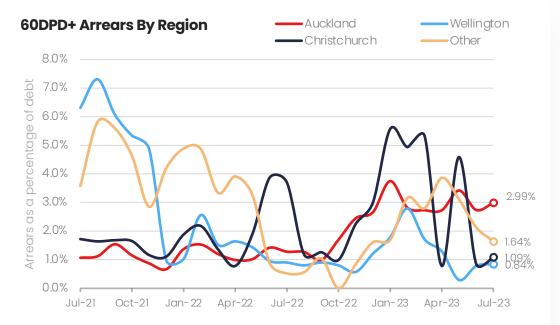




Manufacturing Debtors: Arrears

(Debtor industries defined by recorded ANZSIC codes at Companies Office)



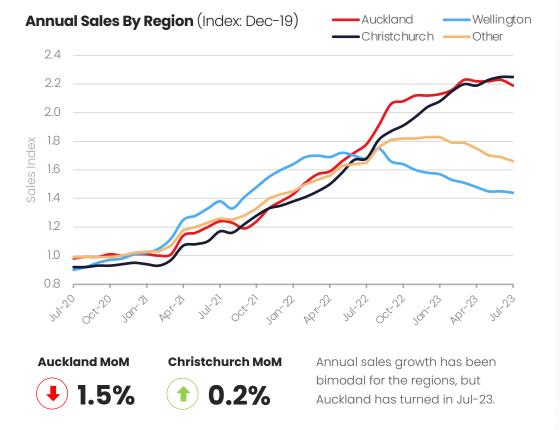


Total Debt for manufacturing debtors is concentrated to the Auckland and 'Other' regions. The increase in Auckland based debtor arrears in Jul-23 (up 25bps) is offset by a reduction in 'Other' based debtors (down 49bps), with the overall net movement in 60DPD+ arrears relatively unchanged (down 2bps).

Concrete & Steel Debtors: Sales Growth

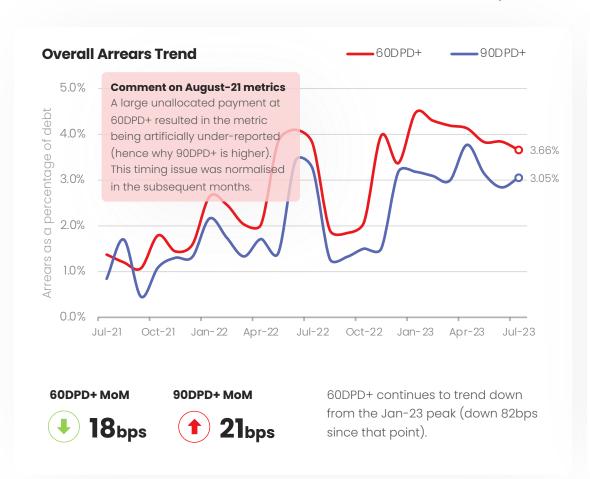
(Debtor industries defined by recorded ANZSIC codes at Companies Office)

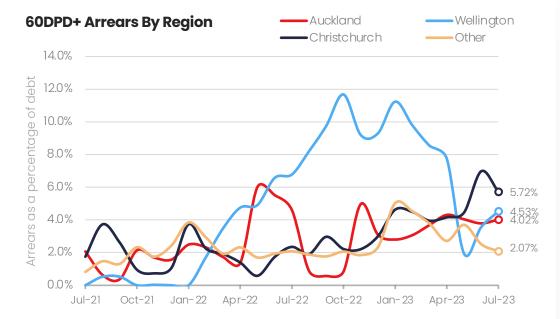




Concrete & Steel Debtors: Arrears

(Debtor industries defined by recorded ANZSIC codes at Companies Office)

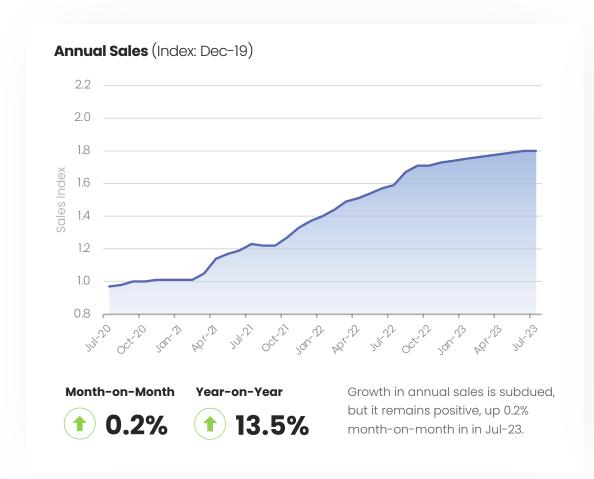


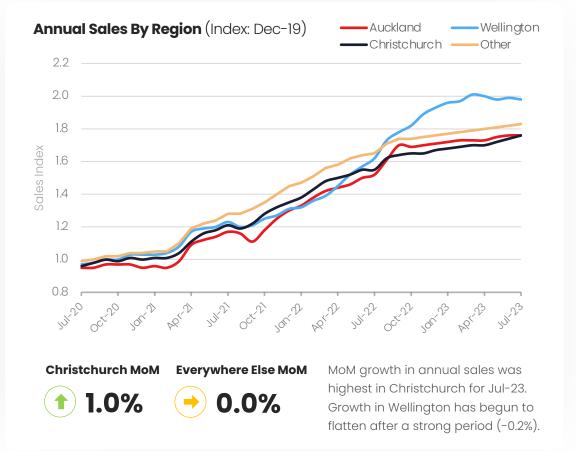


A mixed bag with respect to MoM movements in 60DPD+ arrears in Jul-23. Increases were observed in Auckland and Wellington (up 22bps and 97bps, respectively). Christchurch remains the highest but saw a 126bps improvement in Jul-23.

Plumbing & Electrical Debtors: Sales Growth

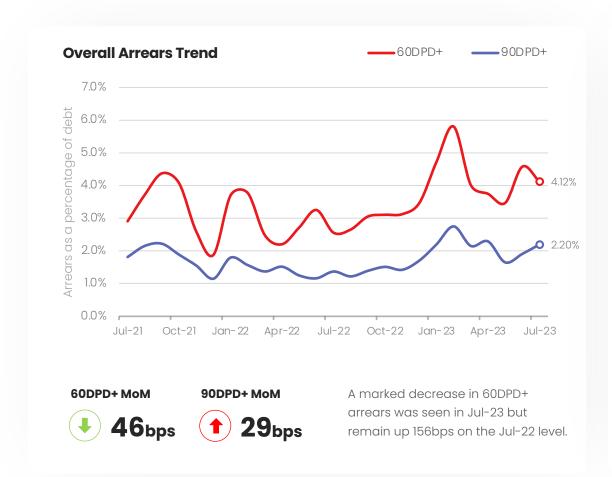
(Debtor industries defined by recorded ANZSIC codes at Companies Office)

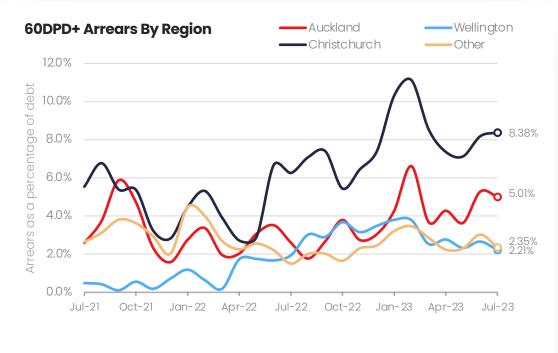




Plumbing & Electrical Debtors: Arrears

(Debtor industries defined by recorded ANZSIC codes at Companies Office)

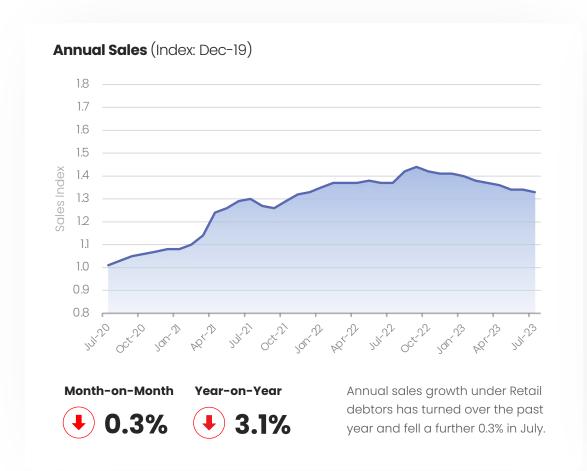


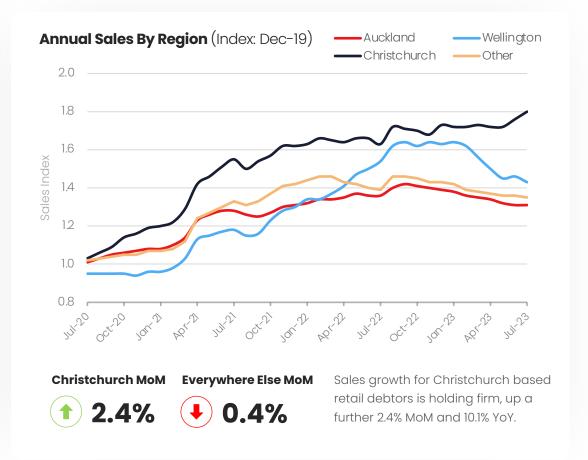


The overall month-on-month decrease in 60DPD+ arrears was driven by improvement across all regions apart from Christchurch (up 19bps).

Retail Debtors: Sales Growth

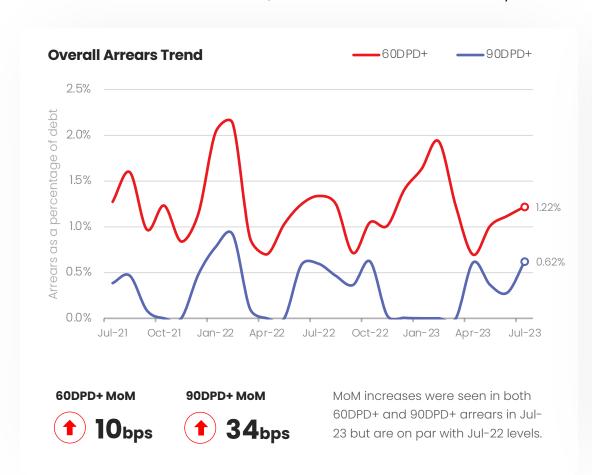
(Debtor industries defined by recorded ANZSIC codes at Companies Office)

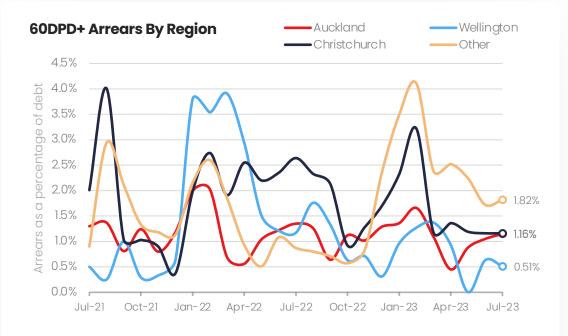




Retail Debtors: Arrears

(Debtor industries defined by recorded ANZSIC codes at Companies Office)



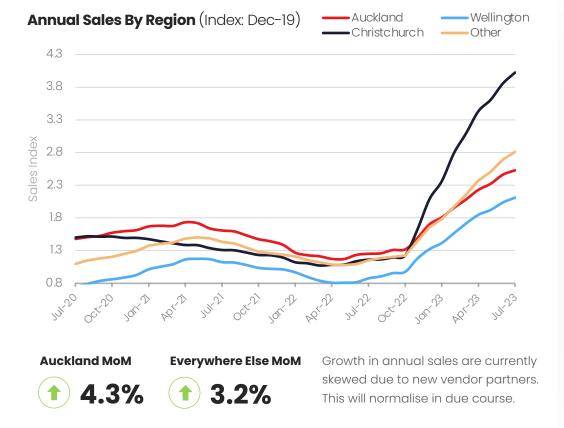


The increase in 60DPD+ arrears was driven by Auckland based debtors, having increased 10bps through Jul-23.

Hospitality Debtors: Sales Growth

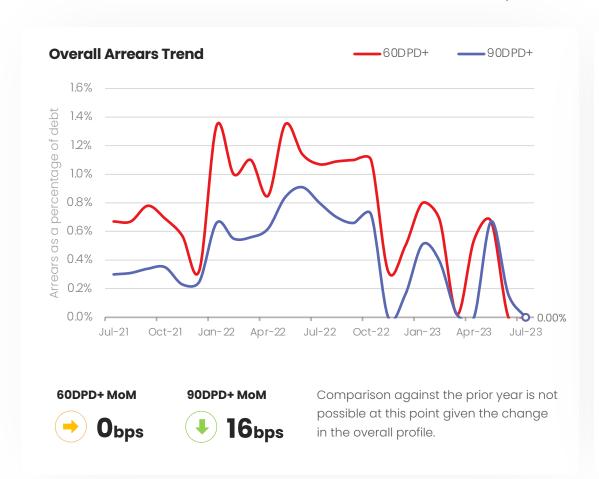
(Debtor industries defined by recorded ANZSIC codes at Companies Office)

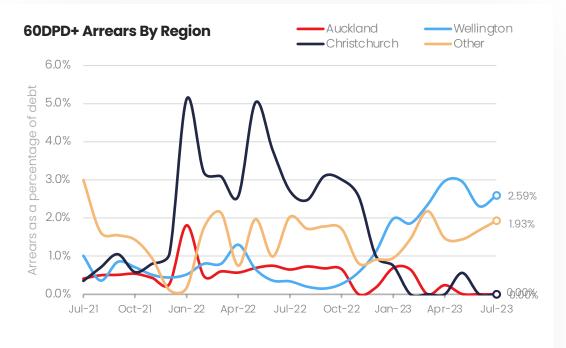




Hospitality Debtors: Arrears

(Debtor industries defined by recorded ANZSIC codes at Companies Office)





Comparison against the prior year is not possible at this point given the change in the overall profile.





Vendor Industry DSO Insights.

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Days Sales Outstanding by Vendor Industry (1 of 4)

Vendor Segment	DSO - Jul 23	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 12 Month Trend
Air Conditioning / Refrigeration	44.2	2.9%	19%	
Alum inium - Wholesale / Extrusion	42.1	0.6%	117%	
Autom otive Industry	47.9	- 13.3%	26.2%	~
Builder - Commercial	319	2.8%	- 0 .1%	
Builder - Residential	32.3	2.0%	- 14.0 %	
Building Materials	48.0	3.4%	2.0%	
Building Sub-Trades	46.9	4.8%	5.3%	~/\~
Building Supply Merchants	44.1	-0.3%	4.5%	

Days Sales Outstanding by Vendor Industry (2 of 4)

Vendor Segment	DSO - Jul 23	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 12 Month Trend
Civil Engineering	47.3	5.4%	15.6%	
Concrete	44.9	0.6%	5.6%	~/\
Electrical Sub - Contractors	44.1	- 13.3%	11% 🛑	~~~
Electrical Supply Merchants	50.0	2.8%	2.1%	~/\~
Energy & Fuel Resources	35.4	2.0%	7.2%	
Equipm ent Hire	46.0	3.4%	- 18.5%	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
Finance & Insurance	62.1	4.8%	0.2%	\
Flooring	49.6	-0.3%	5.2%	

Days Sales Outstanding by Vendor Industry (3 of 4)

Vendor Segment	DSO - Jul 23	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 12 Month Trend
Food & Beverage	37.9	6.8%	-5.4%	~/\~
Glass	40.8	0.6%	-4.9%	
La b our Hire	36.1	- 13.3%	-7.8%	~~~
Manufacturing	45.6	2.8%	4.6%	~~
Other Building	43.8	2.0%	0.5%	
Plum bing	37.3	3.4%	-3.4%	~//~
Pulp, Paper and Printing	43.5	4.8%	-3.3%	~~~
Retail	32.4	-0.3%	8.0%	



Days Sales Outstanding by Vendor Industry (4 of 4)

Vendor Segment	DSO - Jul 23	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 12 Month Trend
Roofing	44.0	2.3%	16.9%	
Steel / Metal Products	35.0	0.6%	0.2%	~~~
Technology & Service Providers	42.4	- 13.3%	-3.3%	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
Tim ber	50.9	2.8%	110%	
Travel	32.1	2.0%	7.0%	
Window Fabricators / Installers	46.9	3.4%	- 11% 🗖	

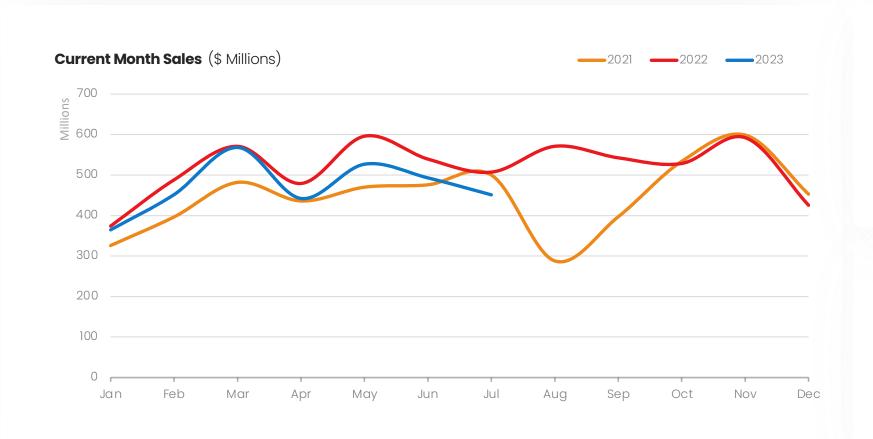




Building Merchant Insights.

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Building Merchant Current Month Sales



Month-on-Month



8.5%

Monthly sales decreased by 8.5% from June 2023 to July 2023.

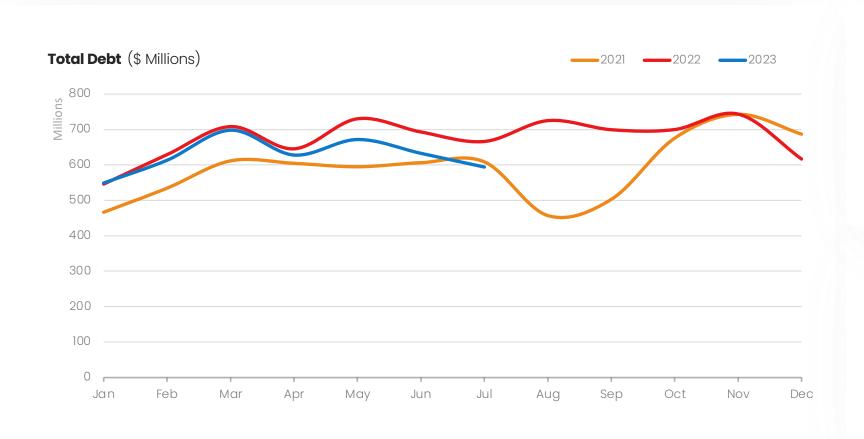
Year-on-Year



11.0%

Monthly sales for July 2023 were 11.0% lower than July 2022.

Building Merchant Total Debt



Month-on-Month



6.1%

Total Debt decreased by 6.1% from June 2023 to July 2023.

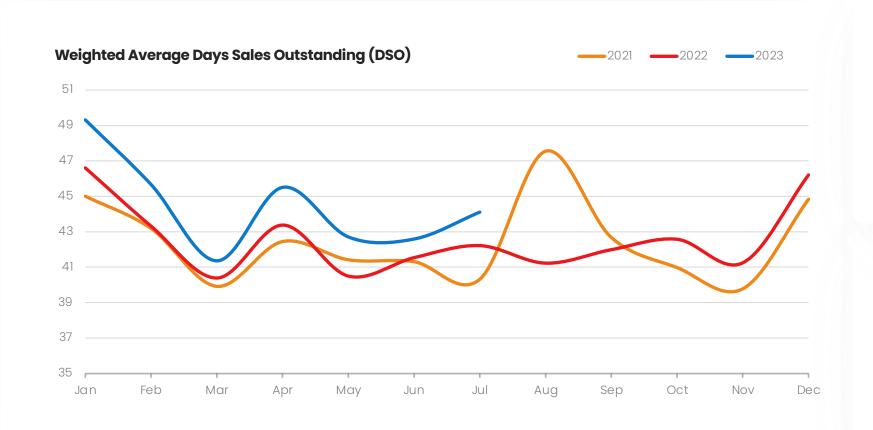
Year-on-Year



10.8%

Total Debt was 10.8% lower in July 2023 compared to July 2022.

Building Merchant Days Sales Outstanding



Month-on-Month



1 3.6%

Weighted average DSO increased by 3.0% from Jun-23 to Jul-23.

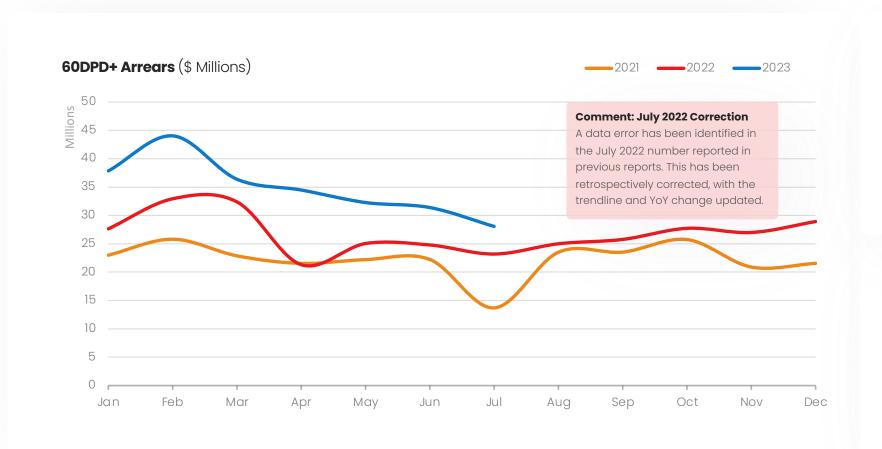
Year-on-Year



4.5%

Weighted average DSO was 4.5% higher in Jul-23 vs Jul-22.

Building Merchant Arrears in Dollars (60+DPD)



Month-on-Month



10.6%

60DPD+ arrears were down 10.6% from June 2023 to July 2023.

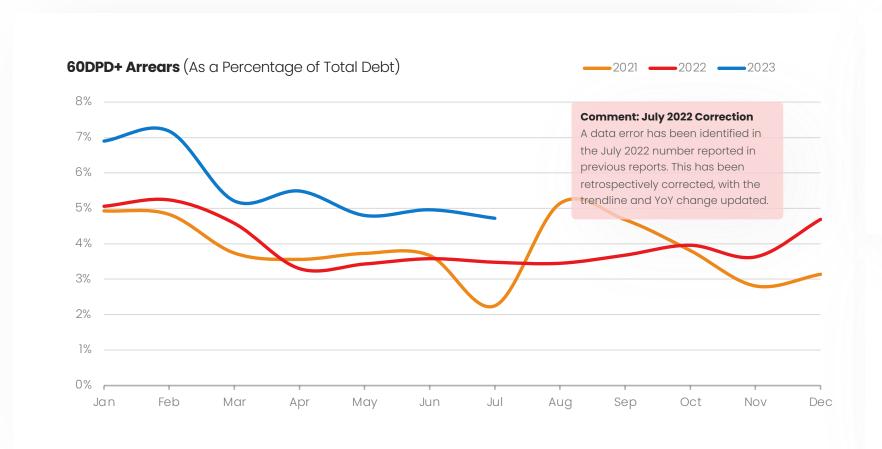
Year-on-Year



21.0%

60DPD+ arrears were up 21.0% from July 2022 to July 2023.

Building Merchant Arrears in Percentages (60+DPD)



Month-on-Month



24bps

60DPD+ arrears were 24bps lower in July 2023 compared to June 2023.

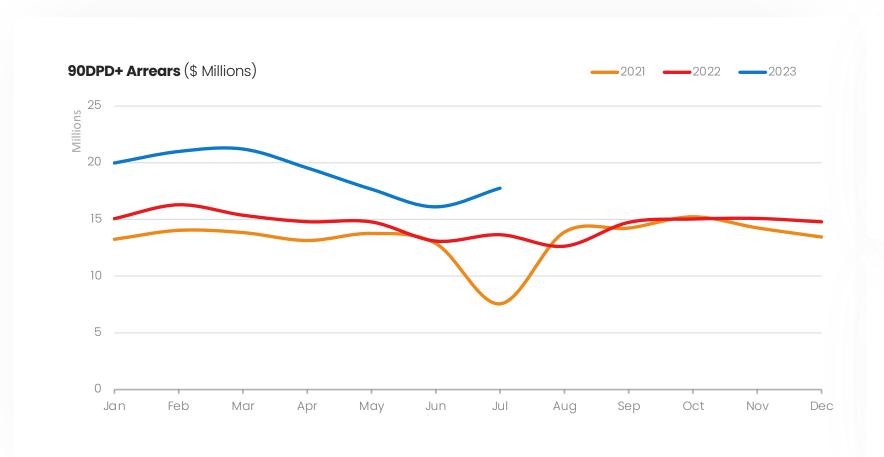
Year-on-Year



124bps

60DPD+ arrears were 124bps higher in July 2023 compared to July 2022.

Building Merchant Arrears in Dollars (90+DPD)



Month-on-Month



10.2%

90DPD+ arrears were up 10.2% from June 2023 to July 2023.

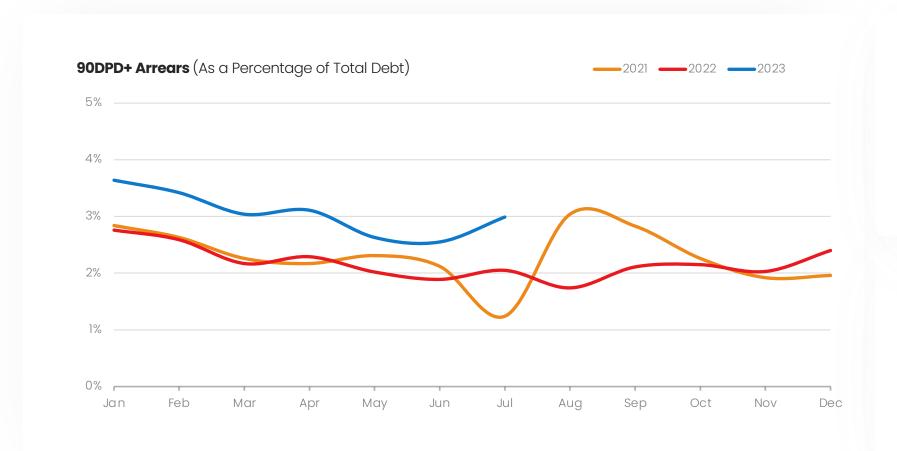
Year-on-Year



30.1%

90DPD+ arrears were up 30.1% from July 2022 to July 2023.

Building Merchant Arrears in Percentages (90+DPD)



Month-on-Month



44bps

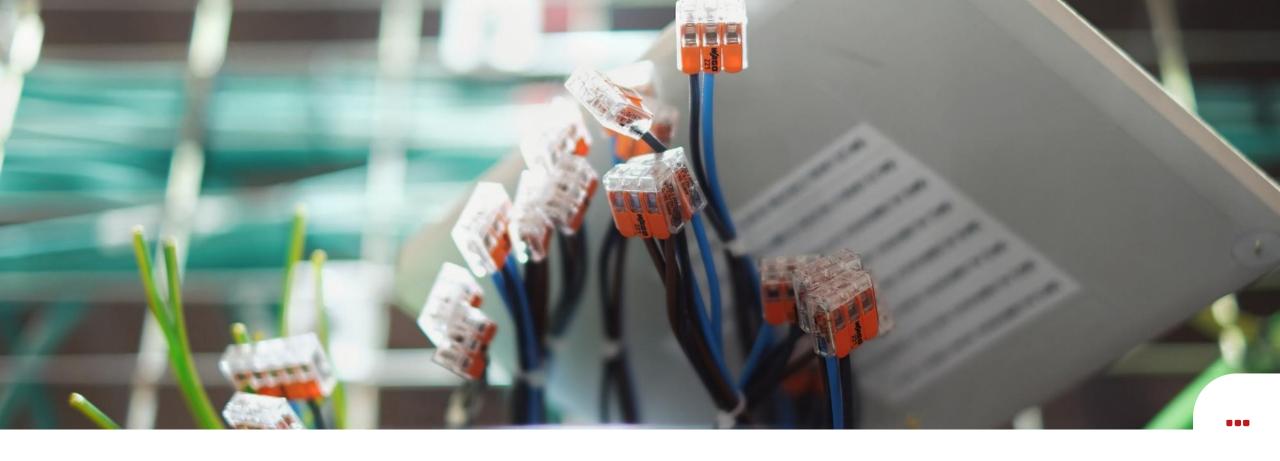
90DPD+ arrears were 44bps higher in July 2023 compared to June 2023.

Year-on-Year



94bps

90DPD+ arrears were 94bps higher in July 2023 compared to July 2022.

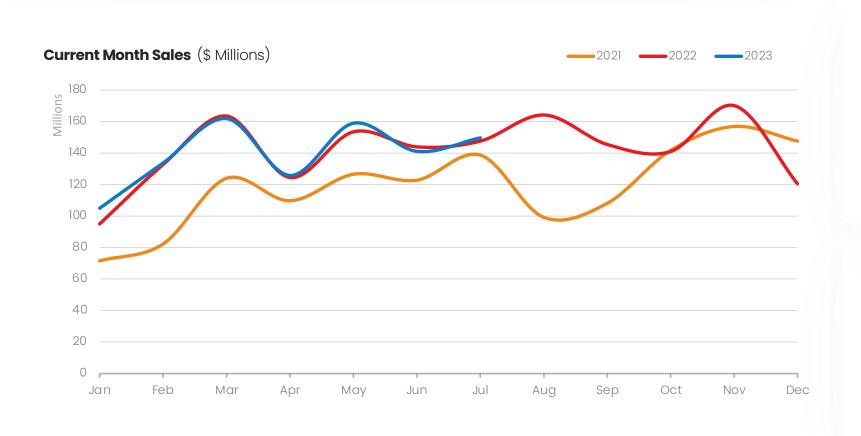




Electrical Merchant Insights.

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Electrical Merchant Current Month Sales



Month-on-Month



6.1%

Monthly sales increased by 6.1% from June 2023 to July 2023.

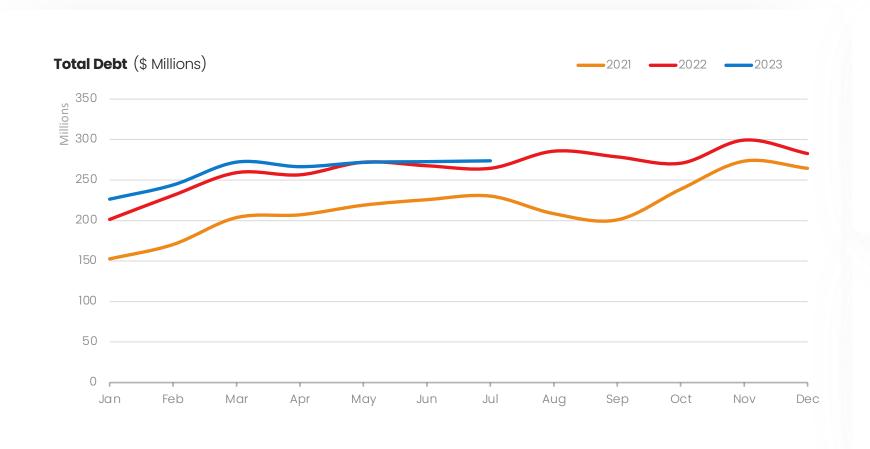
Year-on-Year



1.4%

Monthly sales for July 2023 were 1.4% higher than July 2022.

Electrical Merchant Total Debt



Month-on-Month



0.4%

Total Debt increased by 0.4% from June 2023 to July 2023.

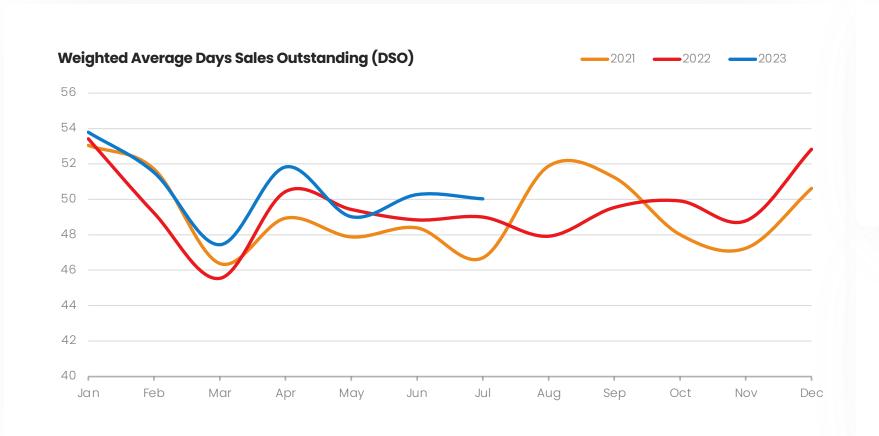
Year-on-Year



3.5%

Total Debt was 3.5% higher in July 2023 compared to July 2022.

Electrical Merchant Days Sales Outstanding



Month-on-Month



0.5%

Weighted average DSO decreased by 0.5% from Jun-23 to Jul-23.

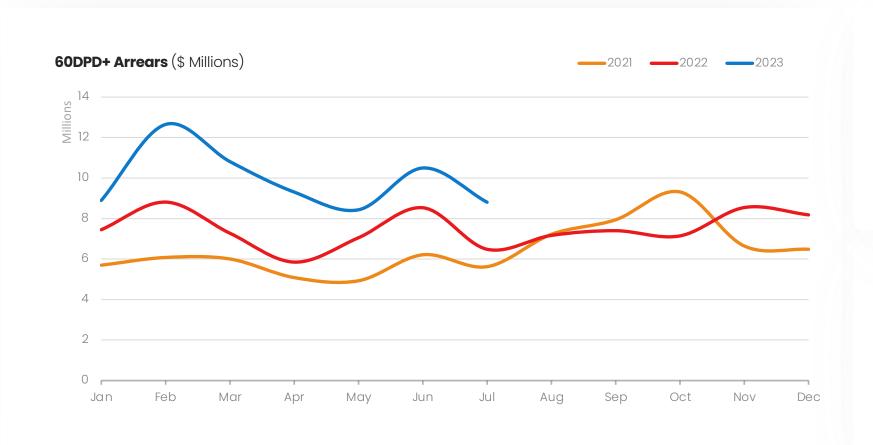
Year-on-Year



2.1%

Weighted average DSO was 2.1% higher in Jul-23 vs Jul-22.

Electrical Merchant Arrears in Dollars (60+DPD)



Month-on-Month



16.1%

60DPD+ arrears were down 16.1% from June 2023 to July 2023.

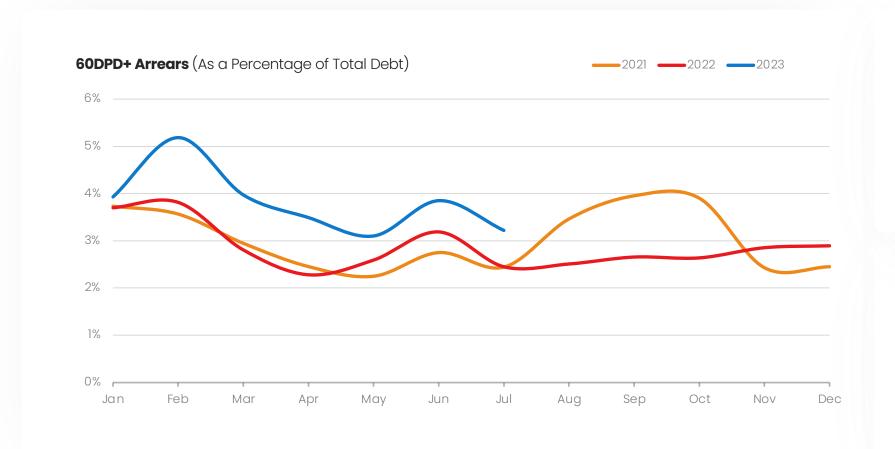
Year-on-Year



35.8%

60DPD+ arrears were up 35.8% from July 2022 to July 2023.

Electrical Merchant Arrears in Percentages (60+DPD)



Month-on-Month



63bps

60DPD+ arrears were 63bps lower in July 2023 compared to June 2023.

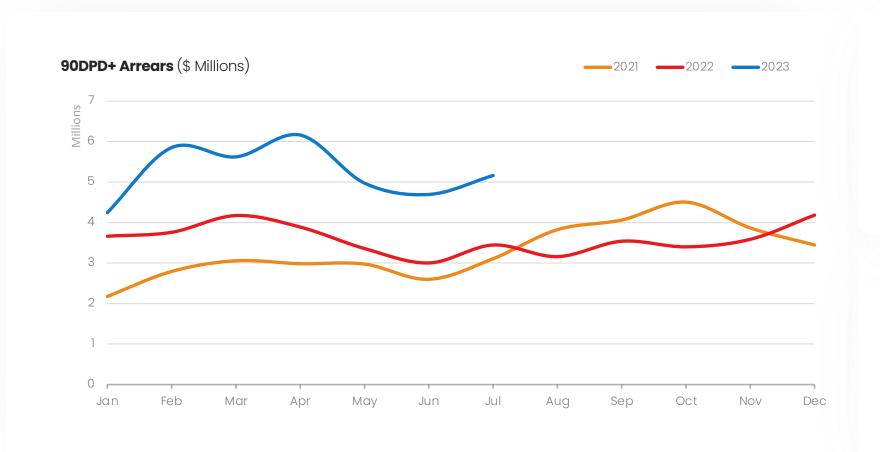
Year-on-Year



77bps

60DPD+ arrears were 77bps higher in July 2023 compared to July 2022.

Electrical Merchant Arrears in Dollars (90+DPD)



Month-on-Month



10.0%

90DPD+ arrears were up 10.0% from June 2023 to July 2023.

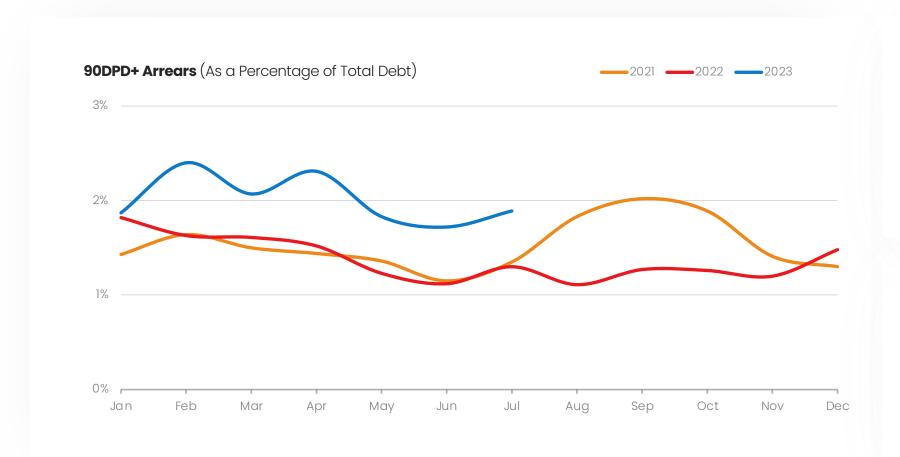
Year-on-Year



49.8%

90DPD+ arrears were up 49.8% from July 2022 to July 2023.

Electrical Merchant Arrears in Percentages (90+DPD)



Month-on-Month



16bps

90DPD+ arrears were 16bps higher in July 2023 compared to June 2023.

Year-on-Year



58bps

90DPD+ arrears were 58bps higher in July 2023 compared to July 2022.

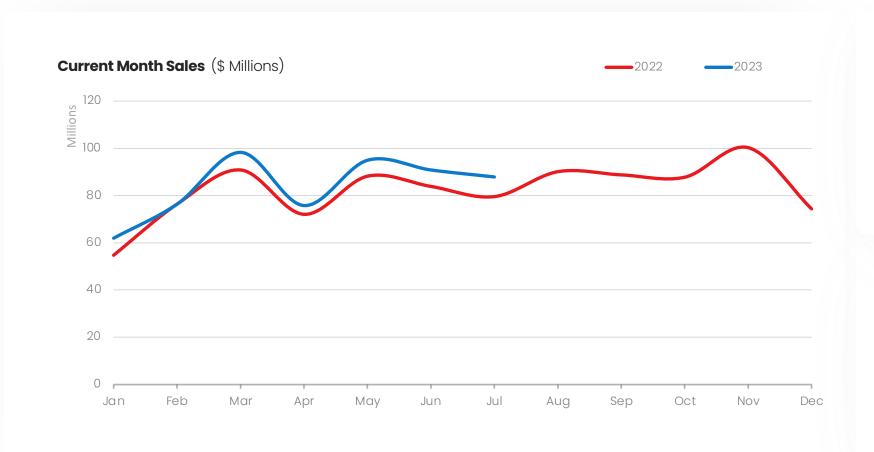




Plumbing Merchant Insights.

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Plumbing Merchant Current Month Sales



Month-on-Month



3.3%

Monthly sales decreased by 3.3% from June 2023 to July 2023.

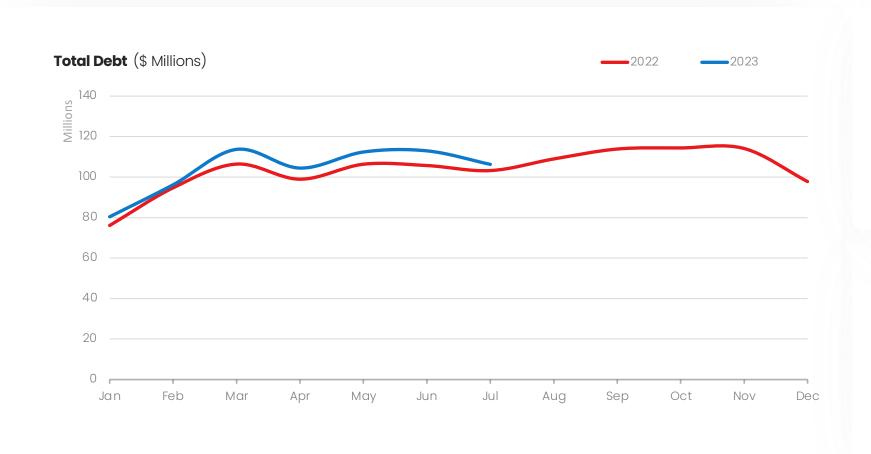
Year-on-Year



10.5%

Monthly sales for July 2023 were 10.5% higher than July 2022.

Plumbing Merchant Total Debt



Month-on-Month



5.9%

Total Debt decreased by 5.9% from June 2023 to July 2023.

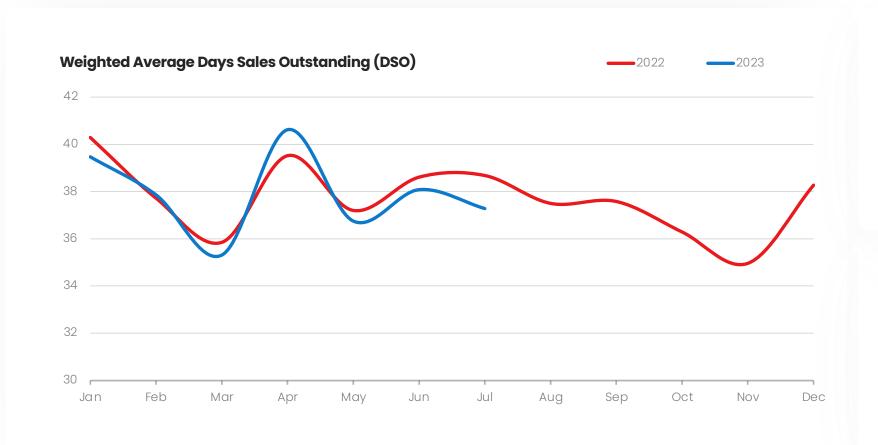
Year-on-Year



3.0%

Total Debt was 3.0% higher in July 2023 compared to July 2022.

Plumbing Merchant Days Sales Outstanding



Month-on-Month



2.1%

Weighted average DSO decreased by 2.1% from Jun-23 to Jul-23.

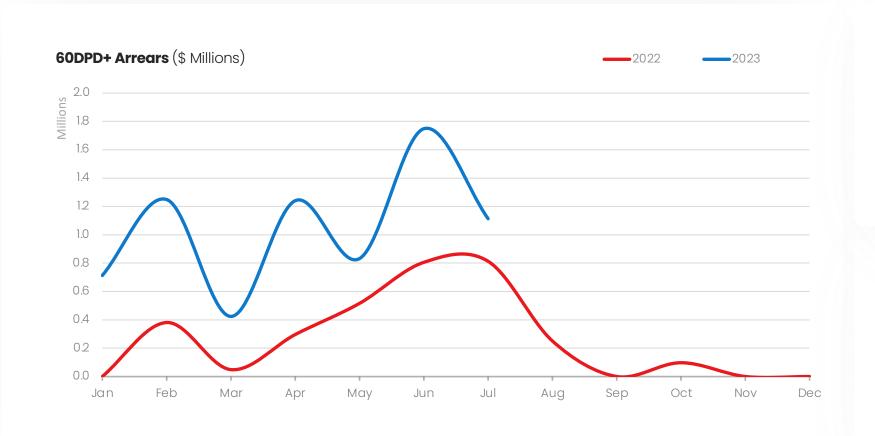
Year-on-Year



3.6%

Weighted average DSO was 3.6% lower in Jul-23 vs Jul-22.

Plumbing Merchant Arrears in Dollars (60+DPD)



Month-on-Month



36.3%

60DPD+ arrears were down 36.3% from June 2023 to July 2023.

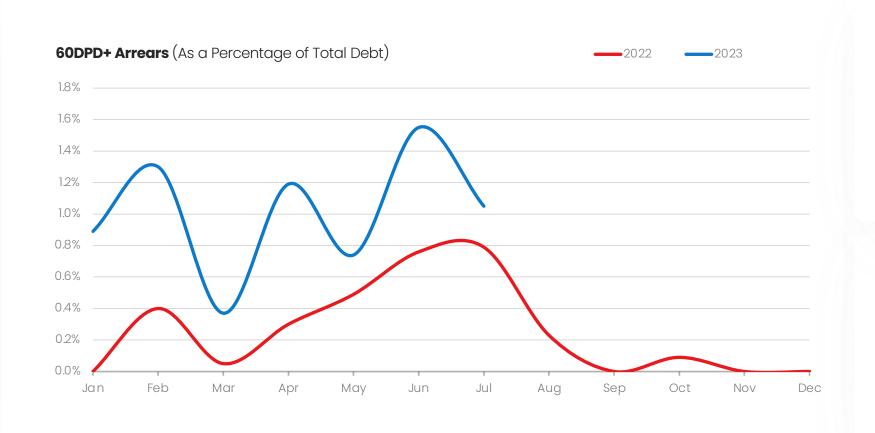
Year-on-Year



36.9%

60DPD+ arrears were up 36.9% from July 2022 to July 2023.

Plumbing Merchant Arrears in Percentages (60+DPD)



Month-on-Month



50bps

60DPD+ arrears were 50bps lower in July 2023 compared to June 2023.

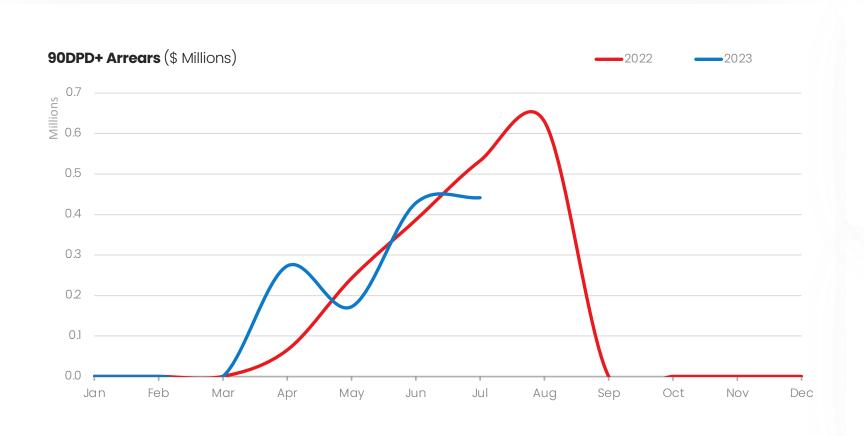
Year-on-Year



26bps

60DPD+ arrears were 26bps higher in July 2023 compared to July 2022.

Plumbing Merchant Arrears in Dollars (90+DPD)



Month-on-Month



1 3.1%

90DPD+ arrears were up 3.1% from June 2023 to July 2023.

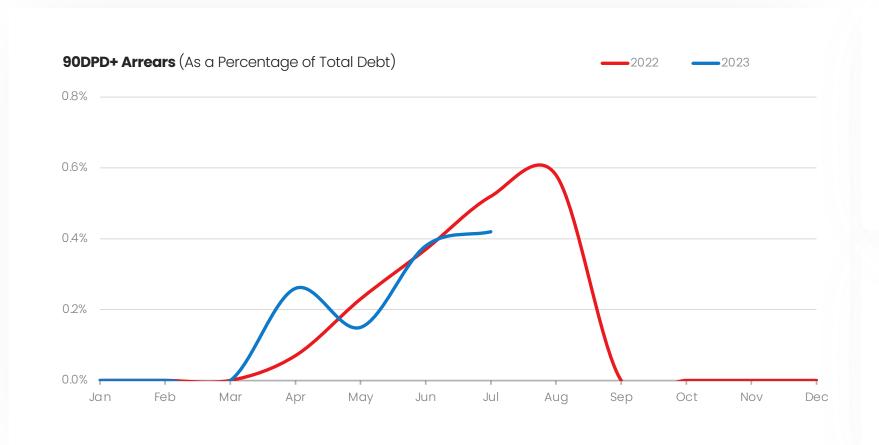
Year-on-Year



17.1%

90DPD+ arrears were down 17.1% from July 2022 to July 2023.

Plumbing Merchant Arrears in Percentages (90+DPD)



Month-on-Month



4bps

90DPD+ arrears were 4bps higher in July 2023 compared to June 2023.

Year-on-Year



10bps

90DPD+ arrears were 10bs lower in July 2023 compared to July 2022.

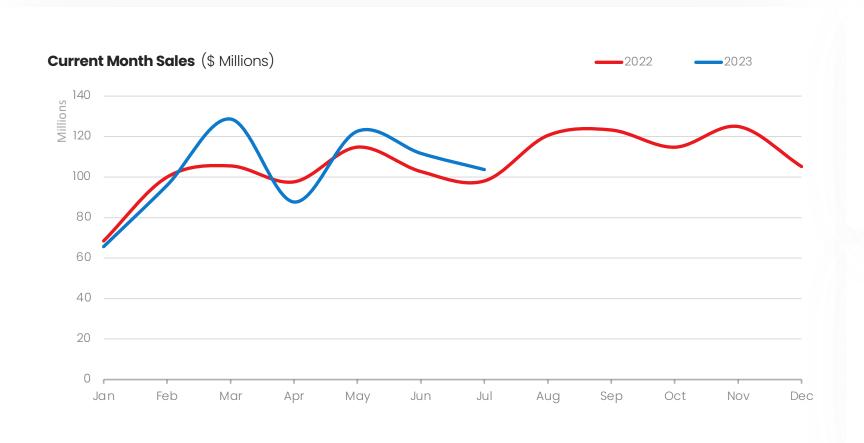




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Concrete Merchant Current Month Sales



Month-on-Month



▶ 7.2%

Monthly sales decreased by 7.2% from June 2023 to July 2023.

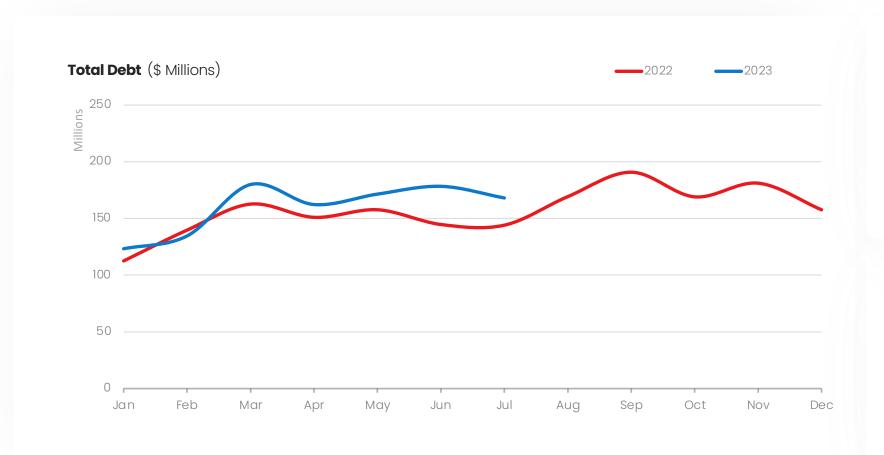
Year-on-Year



5.7%

Monthly sales for July 2023 were 5.7% higher than July 2022.

Concrete Merchant Total Debt



Month-on-Month



5.8%

Total Debt decreased by 5.8% from June 2023 to July 2023.

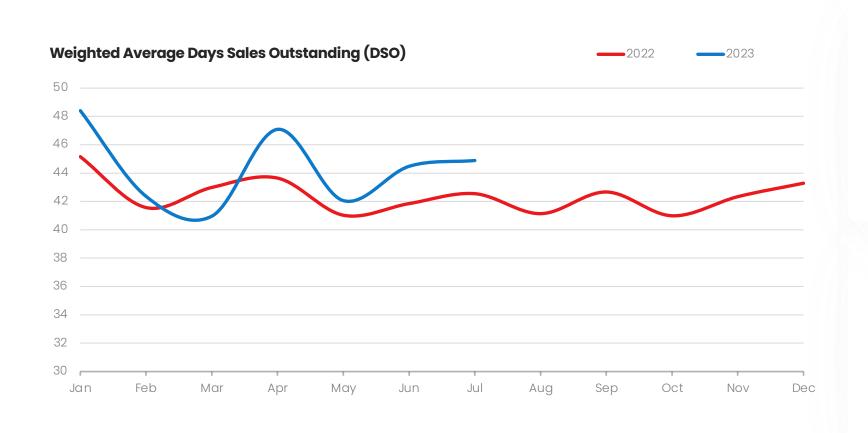
Year-on-Year



16.7%

Total Debt was 16.7% higher in July 2023 compared to July 2022.

Concrete Merchant Days Sales Outstanding



Month-on-Month



0.9%

Weighted average DSO increased by 0.9% from Jun-23 to Jul-23.

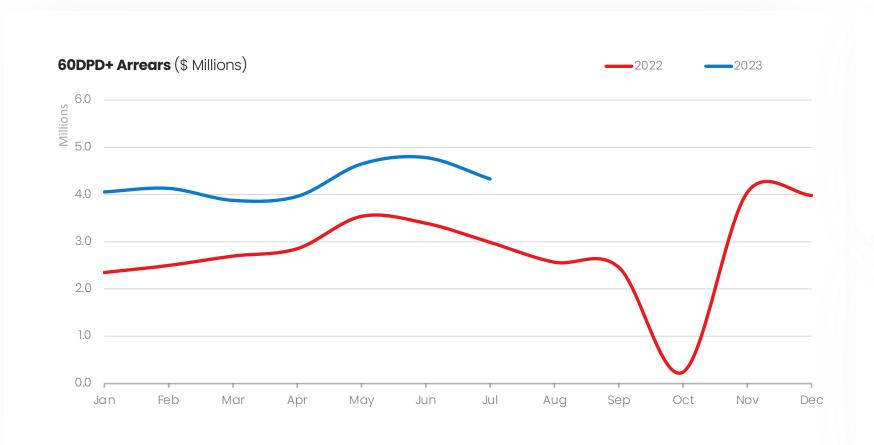
Year-on-Year



5.5%

Weighted average DSO was 5.5% higher in Jul-23 vs Jul-22.

Concrete Merchant Arrears in Dollars (60+DPD)



Month-on-Month



9.5%

60DPD+ arrears were down 9.5% from June 2023 to July 2023.

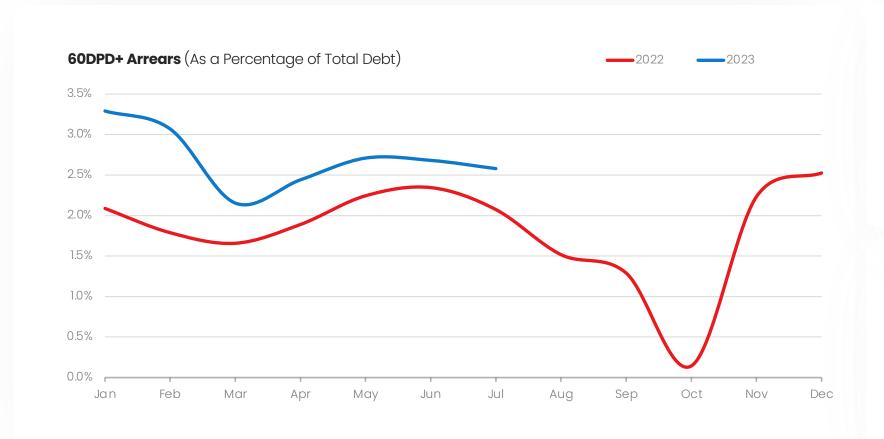
Year-on-Year



44.9%

60DPD+ arrears were up 44.9% from July 2022 to July 2023.

Concrete Merchant Arrears in Percentages (60+DPD)



Month-on-Month



11bps

60DPD+ arrears were 11bps lower in July 2023 compared to June 2023.

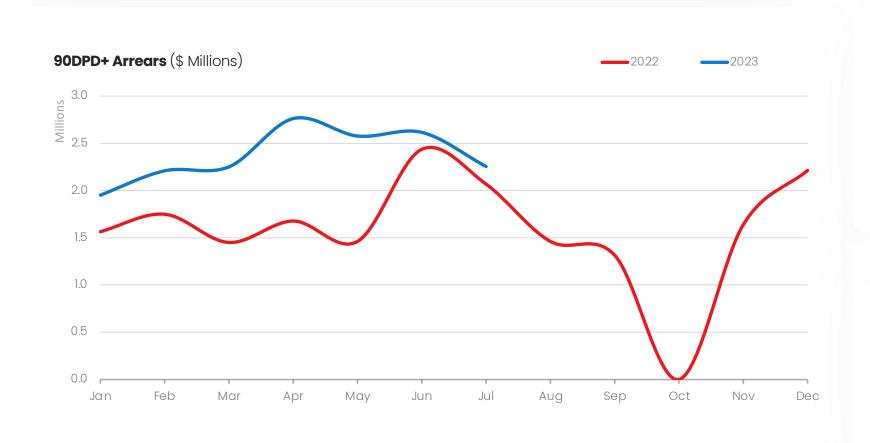
Year-on-Year



50bps

60DPD+ arrears were 50bps higher in July 2023 compared to July 2022.

Concrete Merchant Arrears in Dollars (90+DPD)



Month-on-Month



13.8%

90DPD+ arrears were down 13.8% from June 2023 to July 2023.

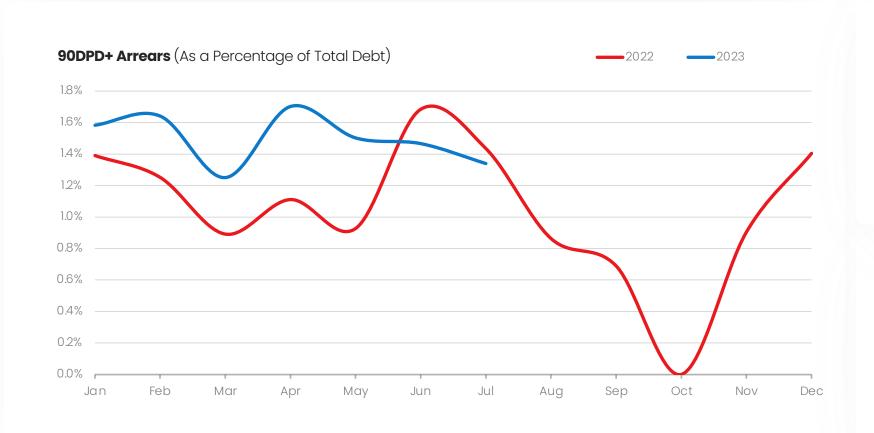
Year-on-Year



9.0%

90DPD+ arrears were up 9.0% from July 2022 to July 2023.

Concrete Merchant Arrears in Percentages (90+DPD)



Month-on-Month



13bps

90DPD+ arrears were 13bps lower in July 2023 compared to June 2023.

Year-on-Year



9_{bps}

90DPD+ arrears were 9bps lower in July 2023 compared to July 2022.