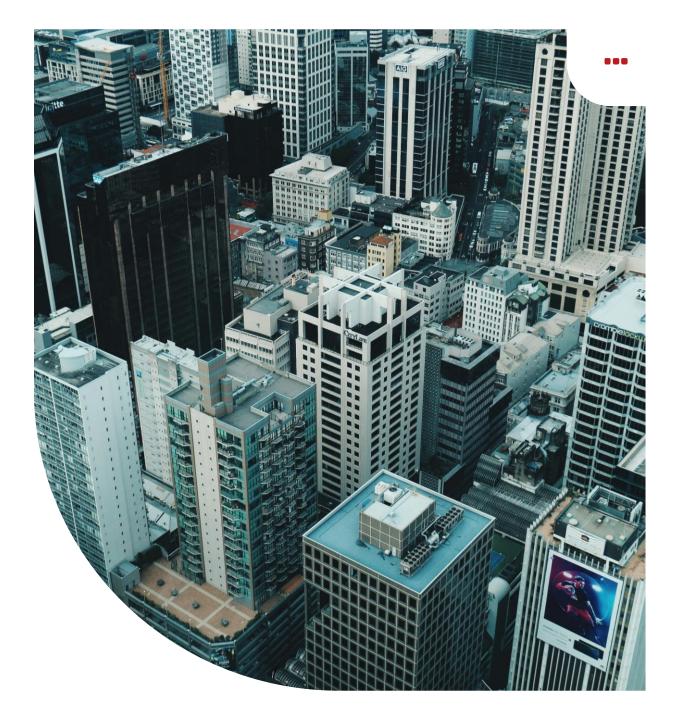


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#### June 2024 Month-End Credit Insights

# Contents

#### >> Key Credit Risk Insights - Page 3

- Growth in Total Debt and Annual Sales
- Overall Debtor Company Payment Arrears
- Volume of Debtors Going 'Bad' (Defaults, Judgements, etc.) and Winding Up Applications

#### >> Comparison of Building Consent and Sales Trends – Page 10

- Comparison of overall construction sales vs. new dwelling consents.
- Comparison of specific industry sales vs. new dwelling consents.

#### » Debtor Industry Insights – Page 14

- Growth in Sales by Debtor Industry
- Trend in Construction Industry Sales by Region
- Arrears by Debtor Industry

- >> Vendor Industry DSO Insights Page 28
  - Trend in Weighted Days Sales Outstanding (DSO) by Vendor Industry.
- Building Supply Merchant Vendor Spotlight Page 33
- Electrical Supply Merchant Vendor Spotlight Page 41
- » Plumbing Merchant Vendor Spotlight Page 49
- » Concrete Merchant Vendor Spotlight Page 57

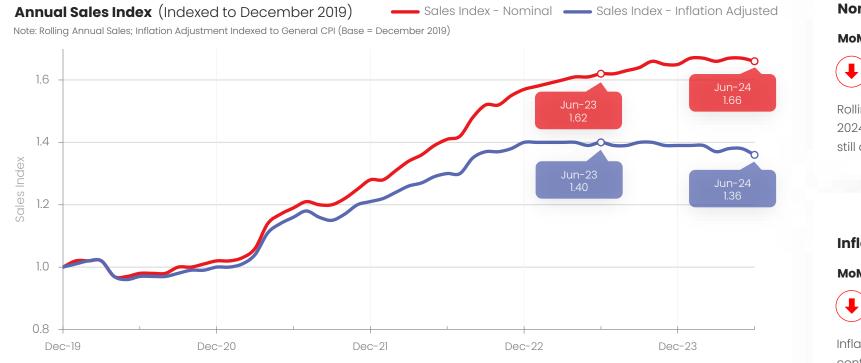




# Key Credit Risk Insights.

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### June 2024 Sees a Soft Result in Annual Sales. Inflation Adjusted Sales Are Down Year-on-Year, but Are Rolling Off the 2022/23 Peak.



#### **Nominal Sales**





Rolling annual sales were soft in June 2024, down 0.9% from May's level but still above the same time last year.

#### **Inflation Adjusted Sales**

**MoM Change** 

**YoY Change** 



2.5%

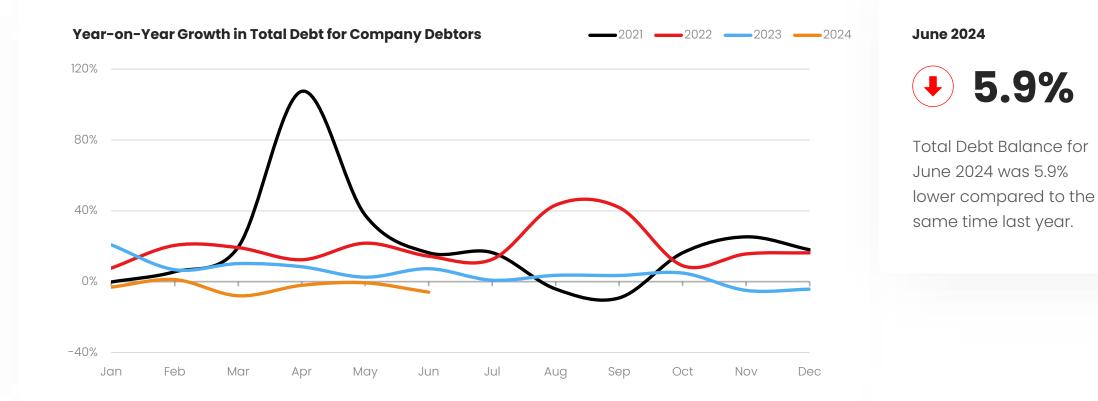
Inflation adjusted annual sales continue to be soft but remain favourable to pre-pandemic levels.

Page



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### Total Debt in June 2024 Was Down 5.9% vs. The Same Time Last Year



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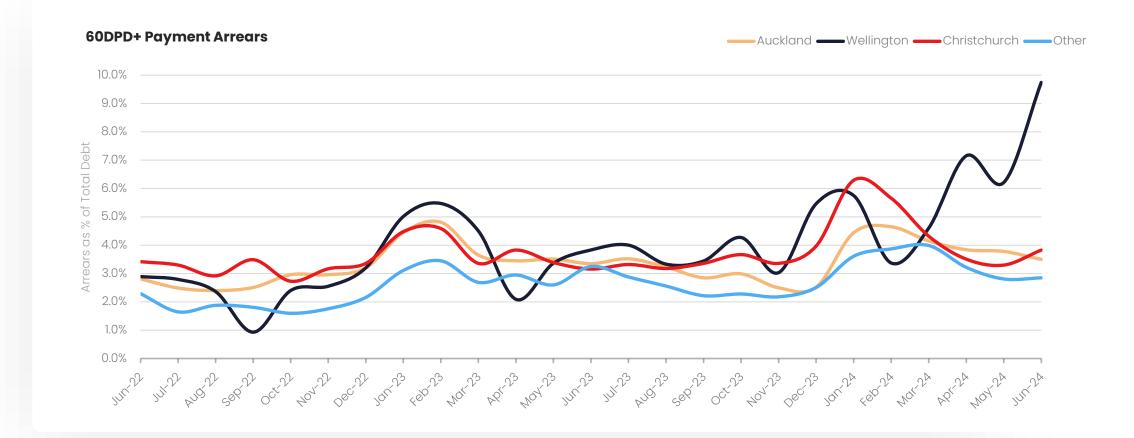
### Company Debtors Arrears: Both 60DPD+ and 90DPD+ Arrears See Increases Through June.



Page 6

### Auckland Bucks the Trend, All Other Regions Saw Increases in 60DPD+

(Location Determined by Debtor Address on the Companies Office)

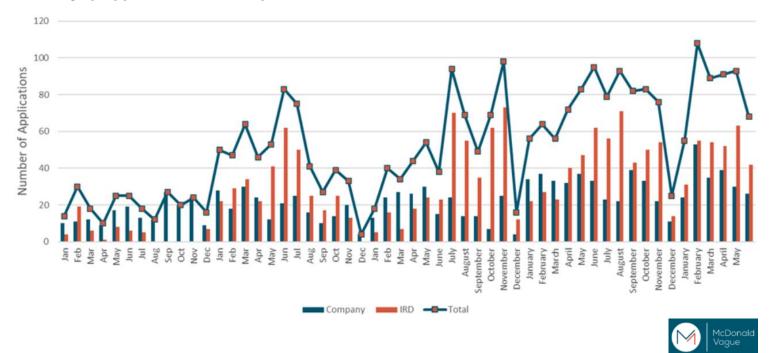




### Winding Up Applications (IRD and Company Combined)

As per the McDonald Vague Insolvency report June 2024

#### Winding Up Applications (All Companies)



#### Month-on-Month



The <u>annual</u> volume of Winding Up Applications was 2.8% down in Jun-24 vs. May-24.

#### Year-on-Year

**14.9%** 

The <u>annual</u> volume of Winding Up Applications was 14.9% higher in Jun-24 vs. Jun-23.

Page 8

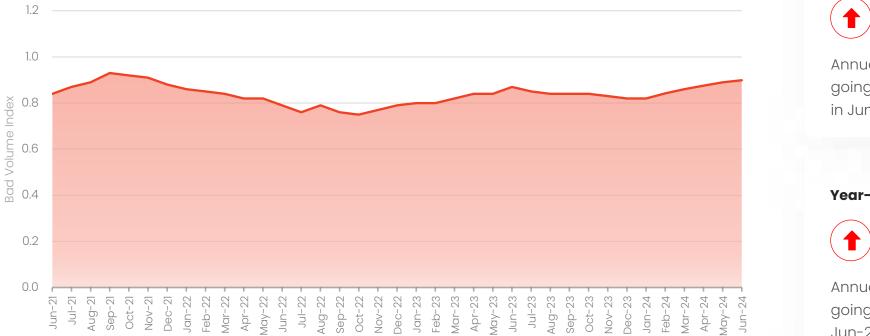


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### Rolling Trend in CreditWorks Debtors Going 'Bad'

(Default, Judgement, Administration, Receivership, Liquidation)





Month-on-Month

1.0%

Annual volume of debtors going bad increased 1.0% MoM in Jun-24.

Year-on-Year

**•** 3.5%

Annual volume of debtors going bad was up 3.5% YoY in Jun-24.





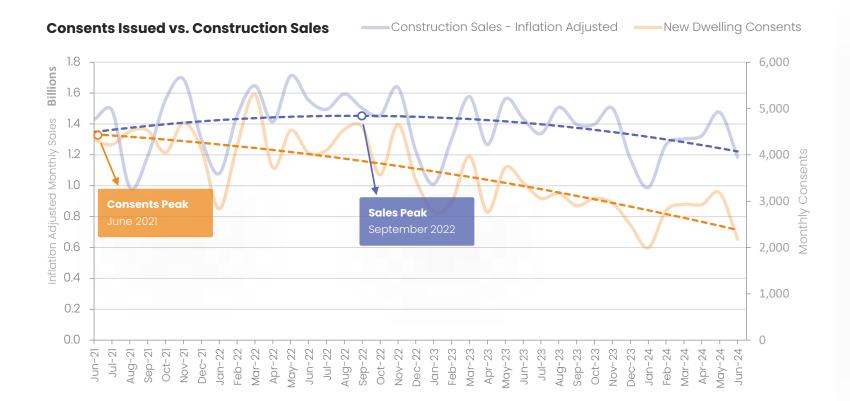


# Comparison of Building Consents and Sales Trends.

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### Construction Sales Have Been Compartively Resilient than New Consents Over the Last 3 Years, but Are Now Beginning to Fall at a Greater Rate.

(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).

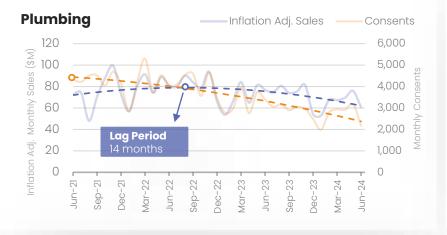
Polynomial trendlines for the last three years are used to cut through month-on-month volatility in the data (e.g., the number of working days, weather, etc.). The respective peaks of these trends show a 15month lag between consents issued and construction sales, having widened in recent months.

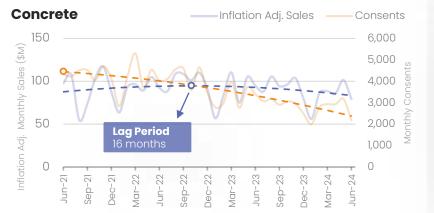
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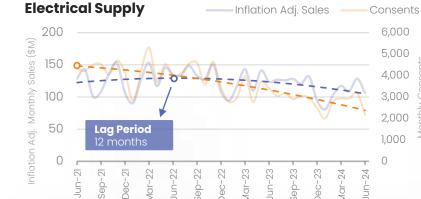


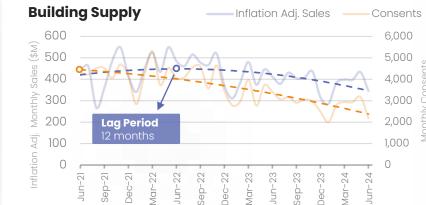
### Inflation Adjusted Sales vs Consents for Spotlight Vendor Industries. Concrete Sales Faring Slightly Better than the Rest.

(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 <u>vendor</u> industries (those with 'spotlight' sections at the end of this report).

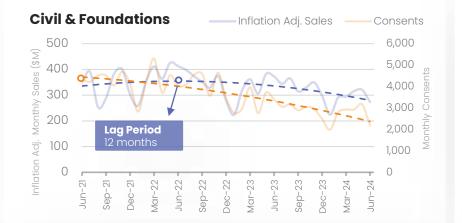
It is noted that the updated data for June 2024 continues to show downward pressure on both trends.

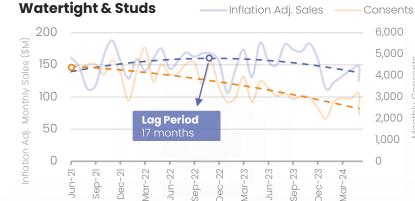
The Concrete sales trend continues to be significantly flatter than the other sectors and it is therefore difficult to identify an inflation adjusted sales peak.

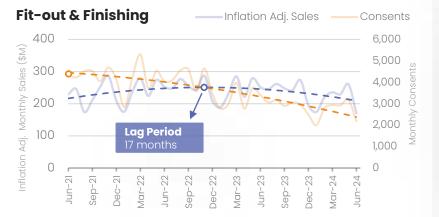
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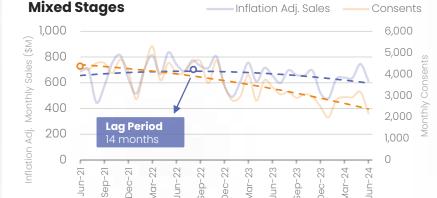
### Splitting Construction Sales into 'Stages' Highlights Different Lag Times, and We See Further Movements in June's Data.

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









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

This month's data sees slight shifts in lag for all stages, echoing patterns seen in the previous pages and prior 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 has historically shown a flatter.

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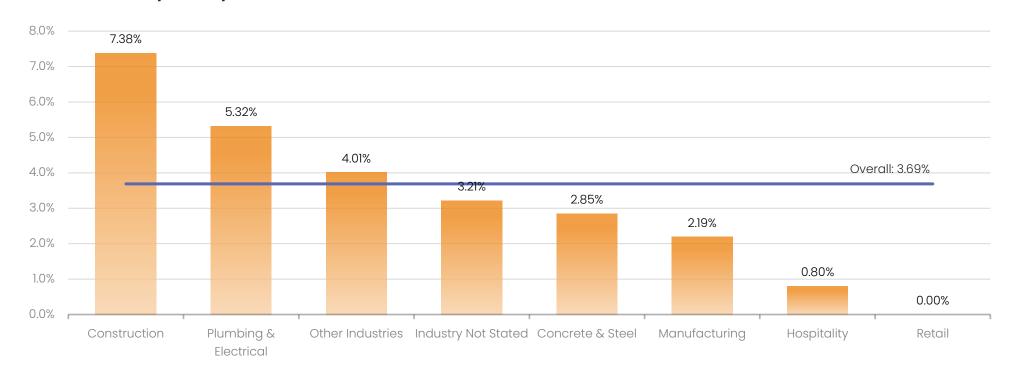


# Debtor Industry Insights.

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# 60DPD+ Arrears: All Industries Up Month-on-Month, Apart from Retail (Debtor ANZSIC industries defined by Companies Office records)

#### 60DPD+ Arrears by Industry as at June 2024



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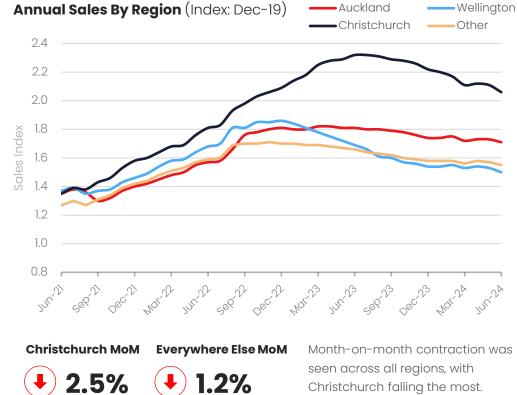


Page 15

### **Construction Debtors: Sales Growth**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)

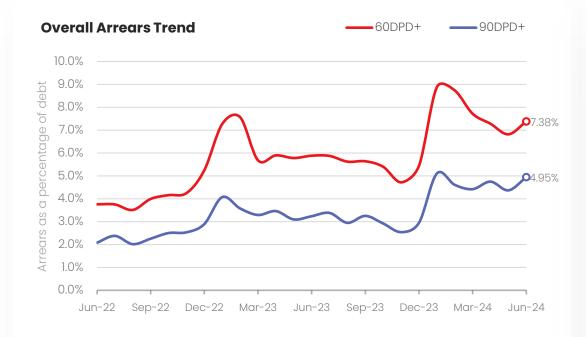






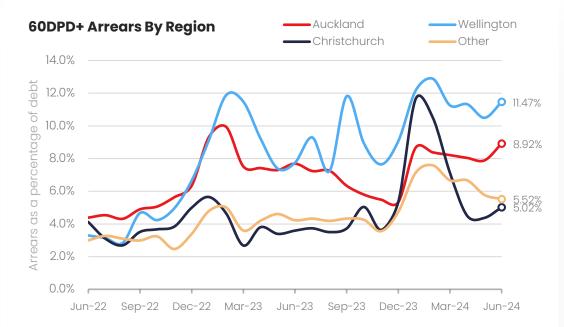
### **Construction Debtors: Arrears**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)





60DPD+ and 90DPD+ arrears both saw reasonable increases through June and are 150bps and 171bps higher yearon-year, respectively.

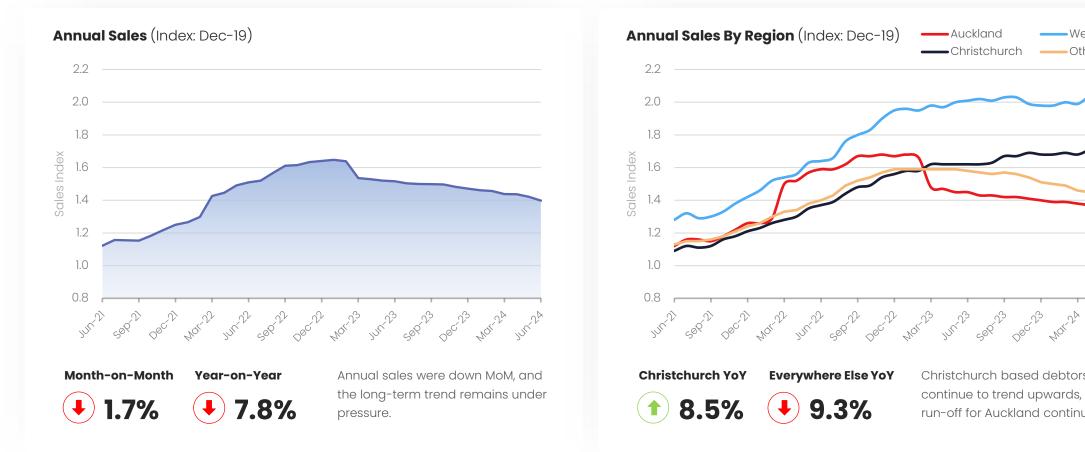


The deterioration in 60PDD+ arrears through Jun-24 was evident across all regions apart from 'Other Regions' (-26bps). Auckland, Wellington, and Christchurch based debtors were up 103bps, 97bps, and 65ps, respectively.



### **Manufacturing Debtors: Sales Growth**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)



Christchurch based debtors continue to trend upwards, while the run-off for Auckland continues.

Auckland

Christchurch

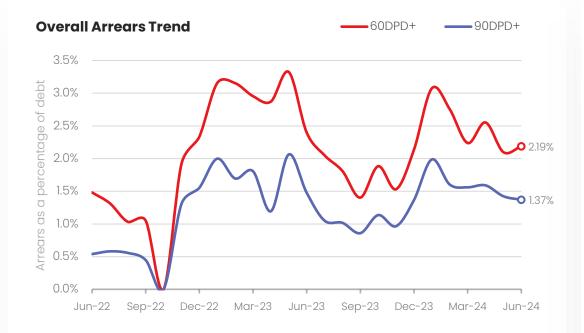


Wellington

Other

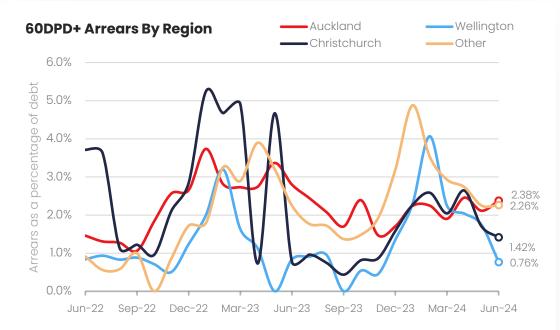
### **Manufacturing Debtors: Arrears**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)



60DPD+ мом 90DPD+ мом **90DPD+ мом 90DPD+ мом <b>90DPD+ мом 90DPD+ мом 90DPD+ мом** 

- A mixed bag in arrears for Manufacturing debtors in June, with 60DPD
- + seeing a small lift while 90DPD+ saw a small improvement.



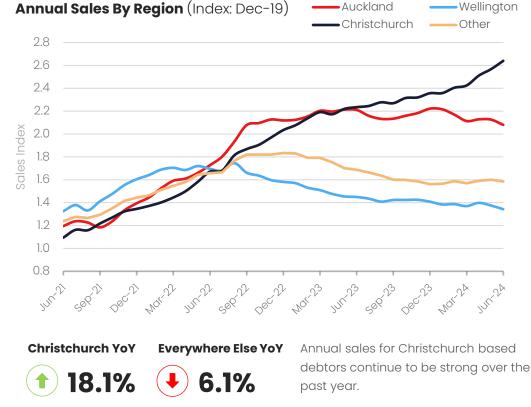
The small month-on-month increase in 60DPD+ arrears through June 2024 was underpinned by Auckland based debtors (up 27bps). 'Other Regions' were largely unchanged, whereas improvements were observed in Wellington (down 98bps) and Christchurch (down 29bps).



### **Concrete & Steel Debtors: Sales Growth**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)

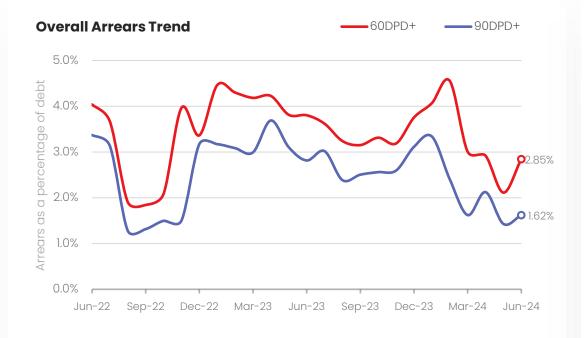






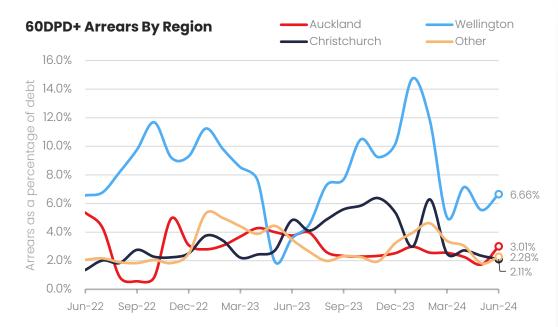
### **Concrete & Steel Debtors: Arrears**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)



60DPD+ мом 90DPD+ мом 19bps

Both 60DPD+ and 90DPD+ saw deterioration through June, reversing much of the gains from May. Still, both are down YoY (-96bps and -119bps).



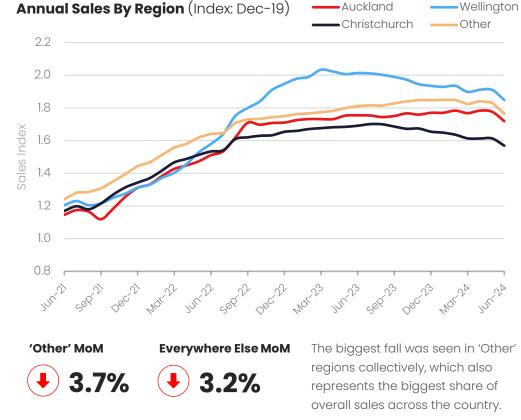
Deterioration in 60DPD+ arrears was seen in all regions through Jun-24, apart from Christchurch (-24bps). Auckland and Wellington based debtors saw material deterioration in 60DPD+ arrears (+127bps and +112bps, respectively). 'Other' regions collectively were also up 46bps through June.



### **Plumbing & Electrical Debtors: Sales Growth**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)

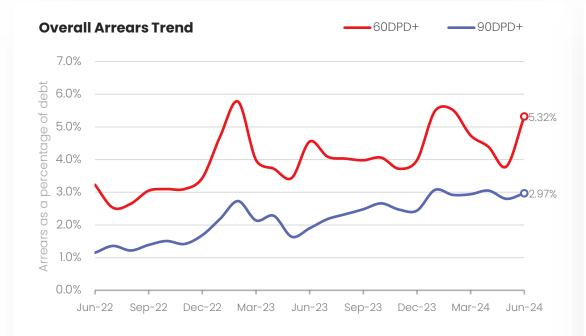






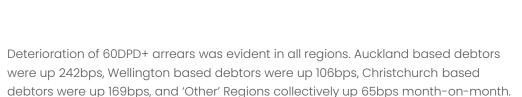
### Plumbing & Electrical Debtors: Arrears

(Debtor industries (ANZSIC) and regions defined by Companies Office records)

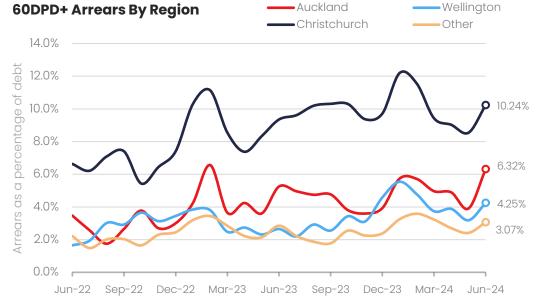




A sharp deterioration in 60DPD+ arrears through Jun-24, eroding most of the improvement seen in 2024. 90DPD+ were up but are more stable.



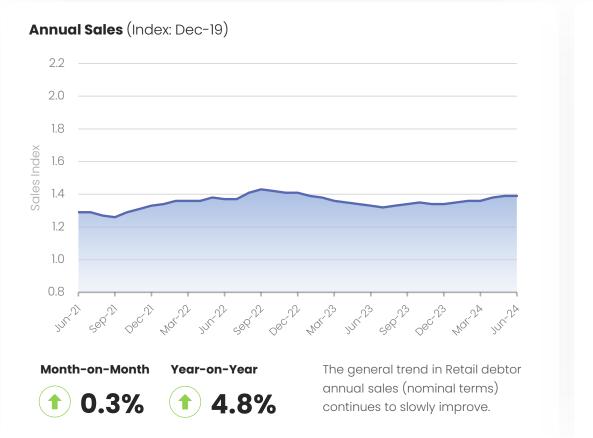
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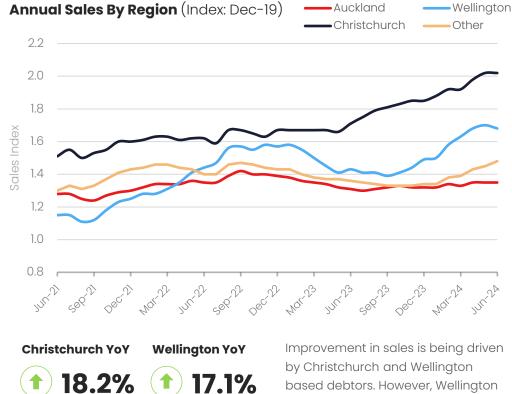




### **Retail Debtors: Sales Growth**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)



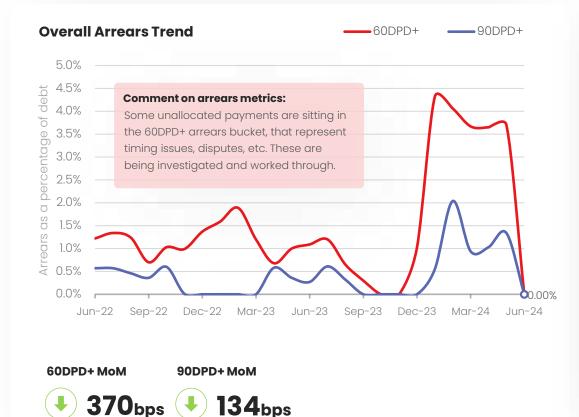




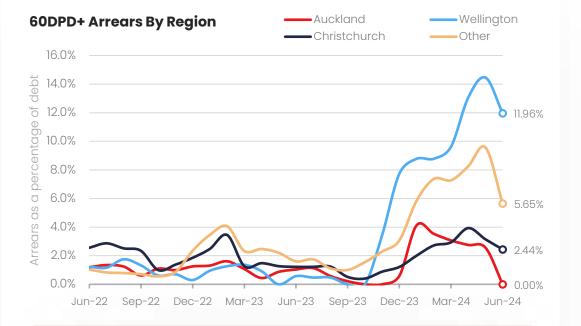
was down 140bps MoM through June.

### **Retail Debtors: Arrears**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)



134<sub>bps</sub>



#### **Comment on arrears metrics:**

Some unallocated payments are sitting in the 60DPD+ arrears bucket, that represent timing issues, disputes, etc. These are being investigated and worked through.

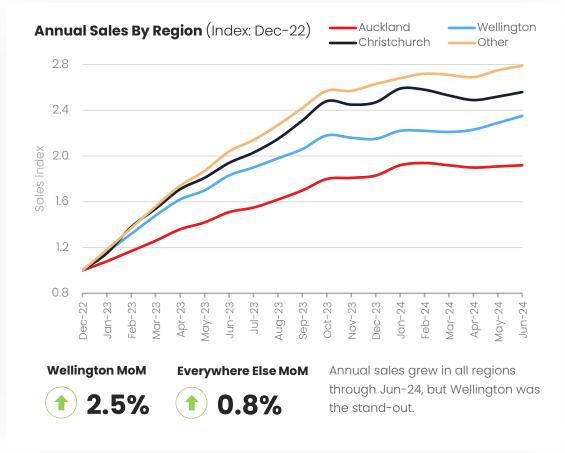




### **Hospitality Debtors: Sales Growth**

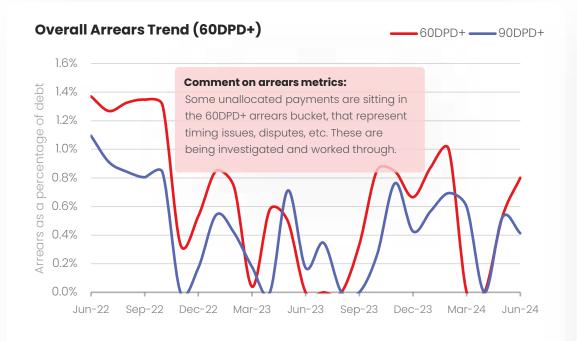
(Debtor industries (ANZSIC) and regions defined by Companies Office records)





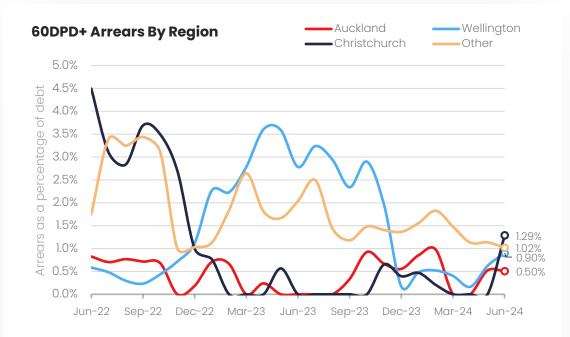
### **Hospitality Debtors: Arrears**

(Debtor industries (ANZSIC) and regions defined by Companies Office records)





Note that historical YoY comparison is not practical at this juncture given the shift in debtor profile.



Christchurch based debtors saw a sharp deterioration through June, up 129bps through the month – although this is coming off a very low base previously. Wellington also saw a 28bps increase, while Auckland fell marginally (-2bps) and 'Other' regions combined fell 12bps.







# Vendor Industry DSO Insights.

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## Days Sales Outstanding by Vendor Industry (1 of 4)

Vendor Segment	DSO - Jun 24	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Air Conditioning / Refrigeration	47.7	0.6% 🔴	11.0% 🔴	
Aluminium - Wholesale / Extrusion	40.9	7.5% 🔴	3.3% 🔴	
Automotive Industry	53.6	-3.0%	13.9% 🔴	
Builder - Commercial	68.8	-1.3%	107.4%	
Builder - Residential	38.7	5.6% 🔴	19.6% 🔴	·····
Building Materials	46.9	1.5% 🔴	-0.3%	
Building Sub-Trades	48.6	6.2%	1.5% 🔴	
Building Supply Merchants	46.6	7.0% 🔴	9.5% 🔴	$\sim$



### Days Sales Outstanding by Vendor Industry (2 of 4)

Vendor Segment	DSO - Jun 24	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Civil Engineering	42.6	17.8% 🔴	-5.1%	1,
Concrete	42.2	-0.8% 🔵	-5.2%	$\sim$
Electrical Sub-Contractors	46.5	6.9% 🔴	4.5% 🔴	$\neg \checkmark \checkmark \checkmark \checkmark \checkmark$
Electrical Supply Merchants	51.3	7.0%	1.5% 🔴	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~
Energy & Fuel Resources	40.9	18.7%	16.9% 🔴	
Equipment Hire	47.2	-0.1%	3.5%	$\sim$
Finance & Insurance	61.4	-0.1%	0.5% 🔴	
Flooring	47.5	4.7%	1.5% 🔴	$\sim \sim \sim \sim$



### Days Sales Outstanding by Vendor Industry (3 of 4)

Vendor Segment	DSO - Jun 24	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Food & Beverage	36.0	-9.5% 🔍	1.5% 🔴	$\sim$
Glass	43.6	4.1%	6.5% 🔴	
Labour Hire	37.7	0.0%	-3.2%	
Manufacturing	46.3	4.1%	20.6% 🔴	$\mathcal{N}$
Other Building	51.0	-8.4%	22.8%	
Plumbing	40.0	6.8%	5.1%	
Pulp, Paper and Printing	32.3	6.5% 🔴	-39.2%	Martin and a second
Retail	42.7	42.4%	-15.6%	



### Days Sales Outstanding by Vendor Industry (4 of 4)

Vendor Segment	DSO - Jun 24	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Roofing	44.0	7.7%	2.3%	$\sim$
Steel / Metal Products	37.3	8.8% 🔴	5.4% 🔴	
Technology & Service Providers	40.4	2.2%	-3.6%	$\sim$
Timber	47.9	6.6% 🔴	-5.6%	
Travel	31.3	4.2%	1.1% 🔴	
Window Fabricators / Installers	45.0	8.8%	-0.5%	$\sim$



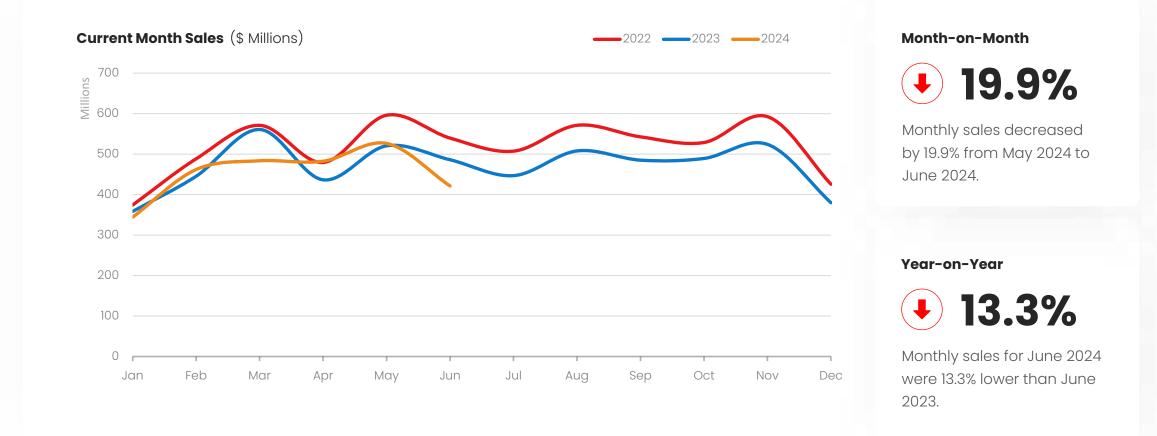




# Building Merchant Insights.

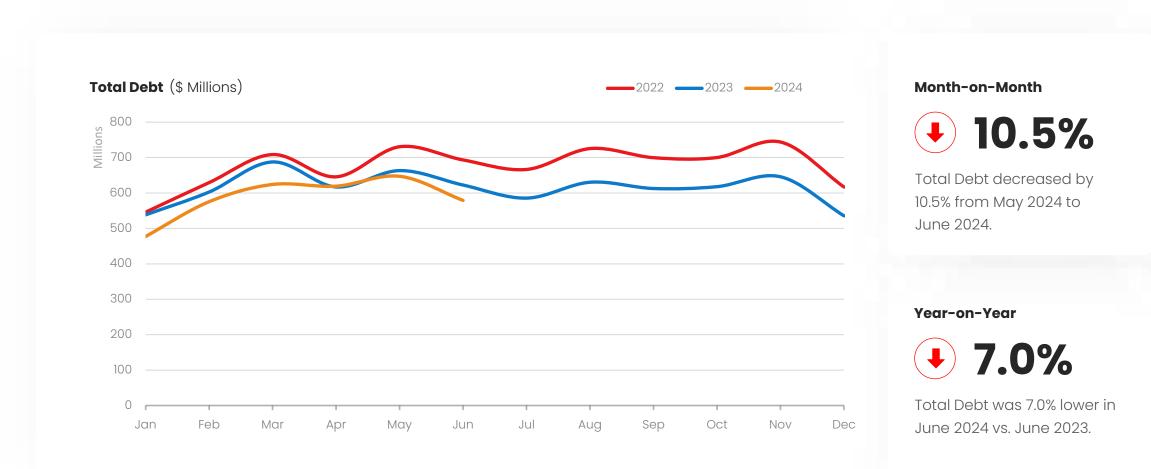
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### **Building Merchant Current Month Sales**





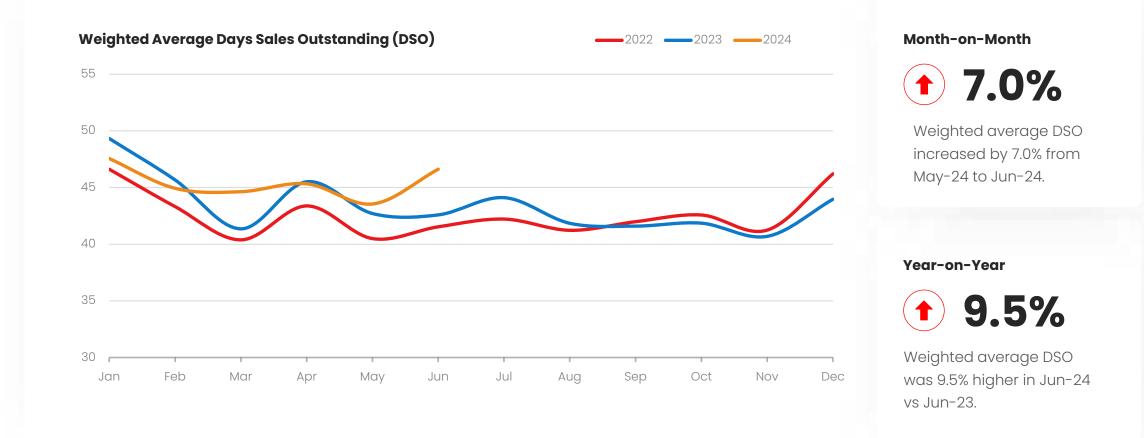
### **Building Merchant Total Debt**



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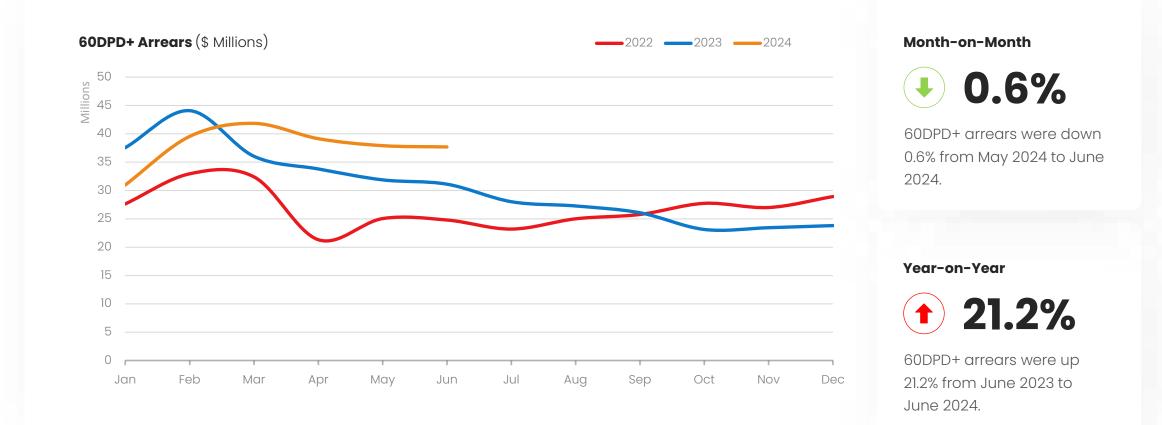
### **Building Merchant Days Sales Outstanding**



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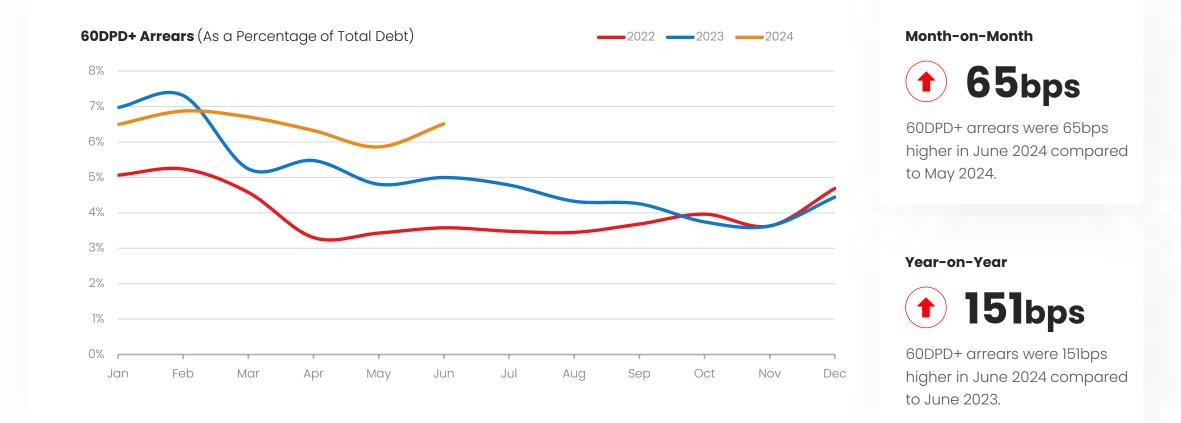


## Building Merchant Arrears in Dollars (60+DPD)





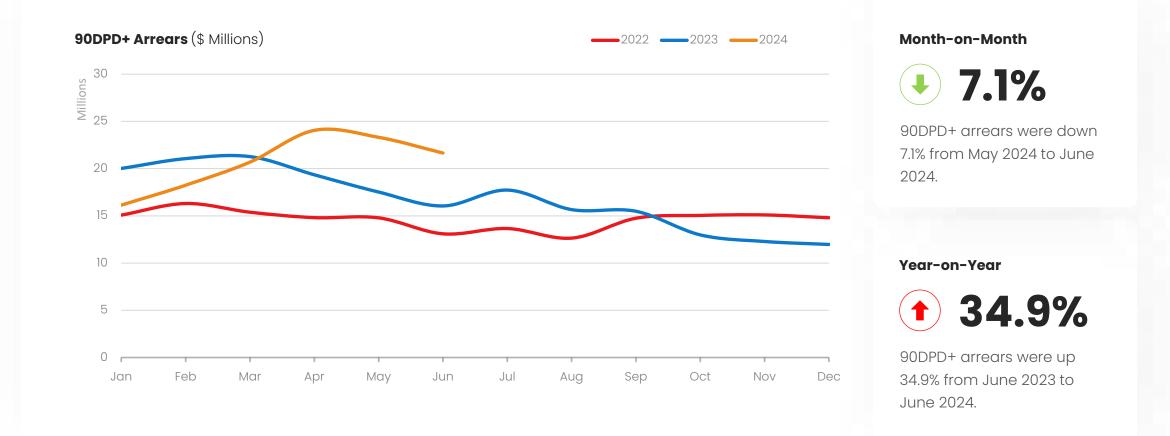
## Building Merchant Arrears in Percentages (60+DPD)



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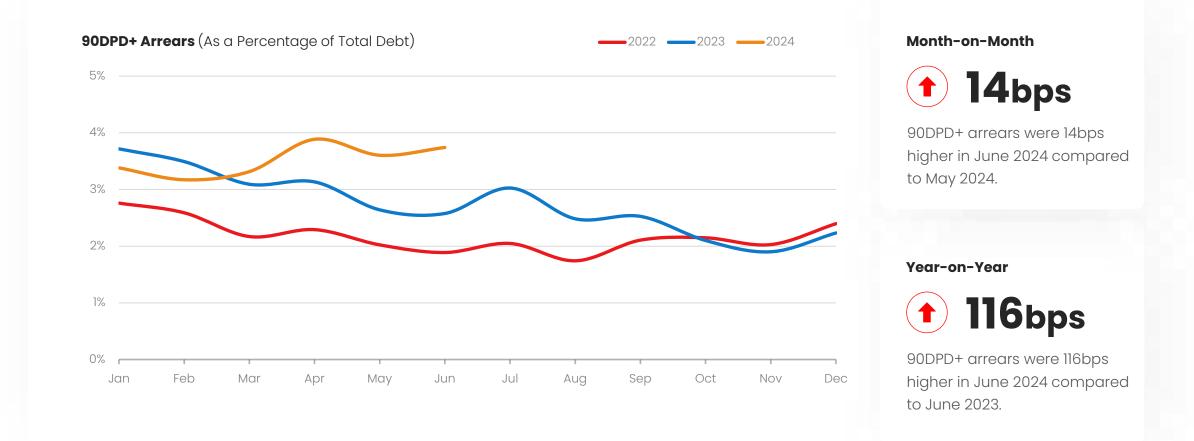


## Building Merchant Arrears in Dollars (90+DPD)





## Building Merchant Arrears in Percentages (90+DPD)





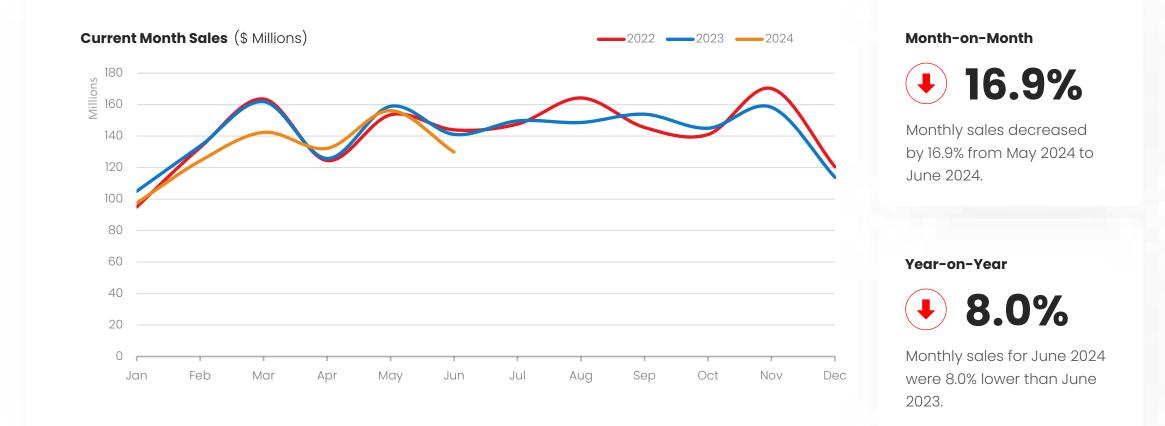




# Electrical Merchant Insights.

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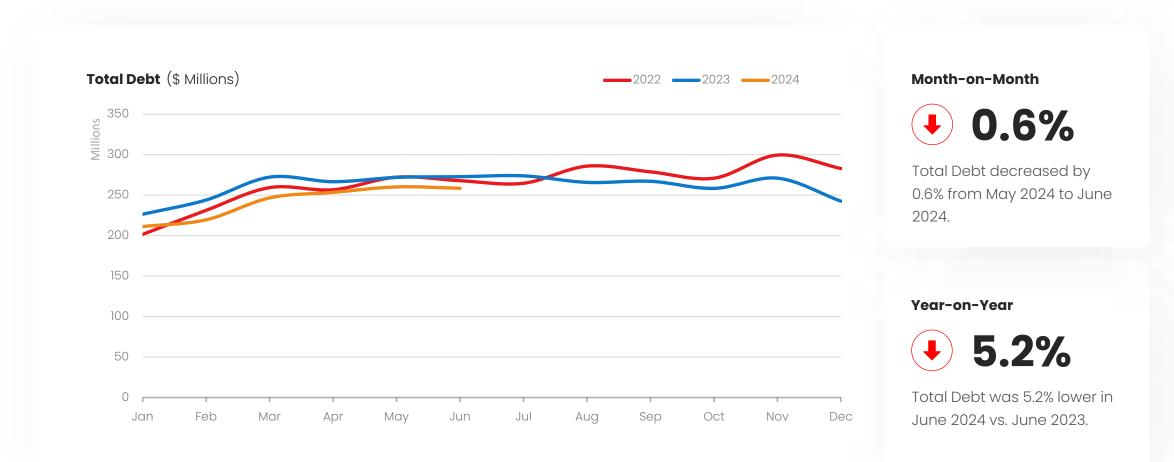
#### **Electrical Merchant Current Month Sales**



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#### **Electrical Merchant Total Debt**

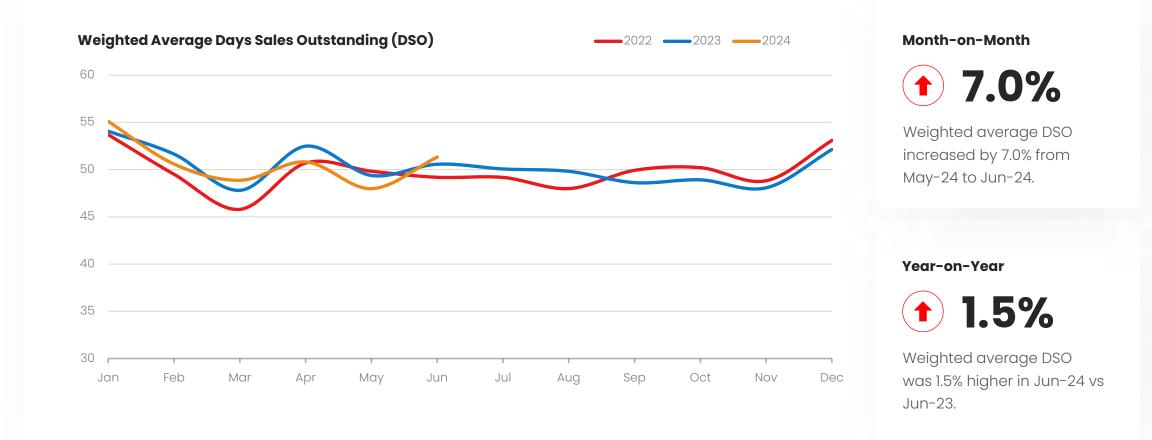




Page 43

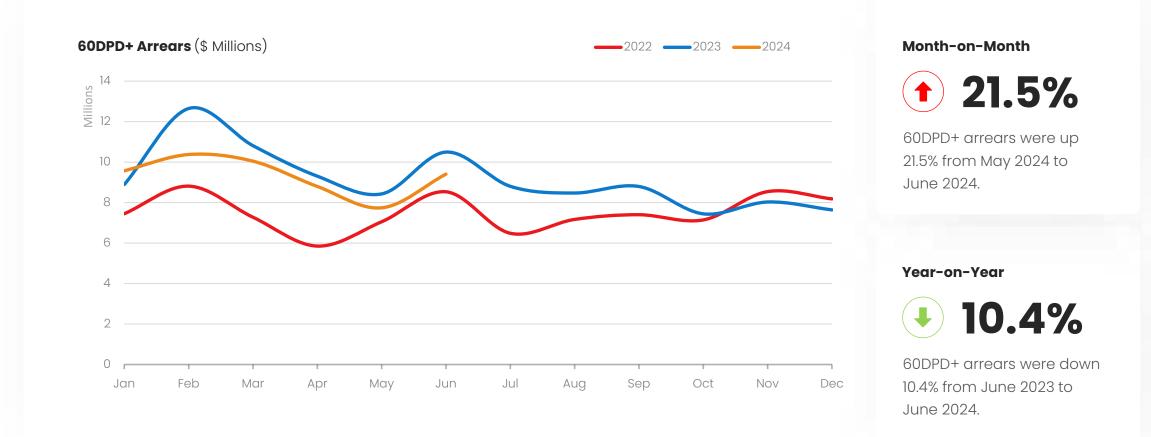
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#### **Electrical Merchant Days Sales Outstanding**



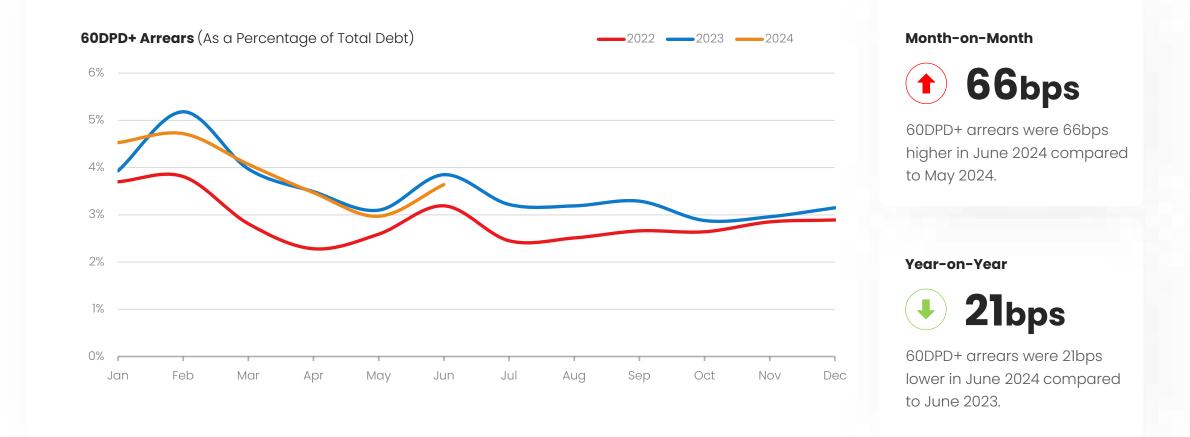


## Electrical Merchant Arrears in Dollars (60+DPD)



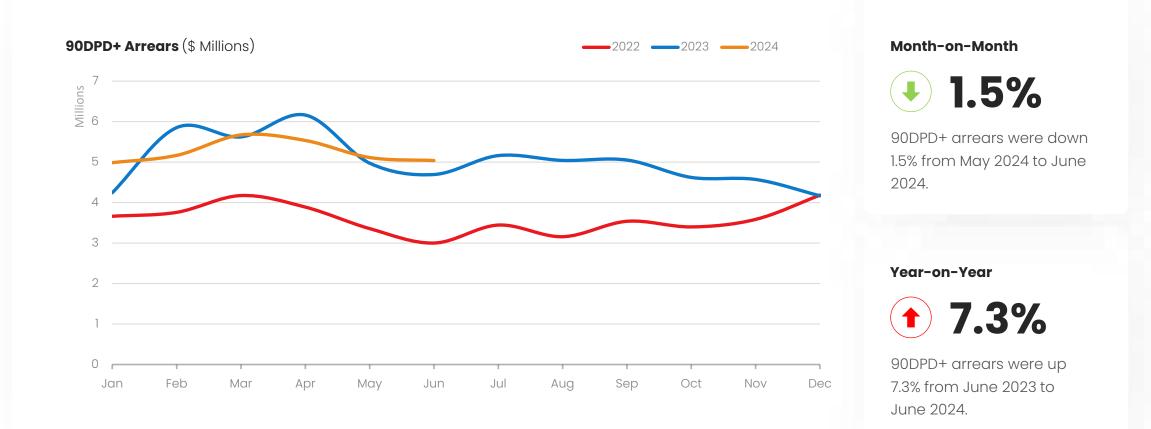
Page 45 Creditworks

## Electrical Merchant Arrears in Percentages (60+DPD)



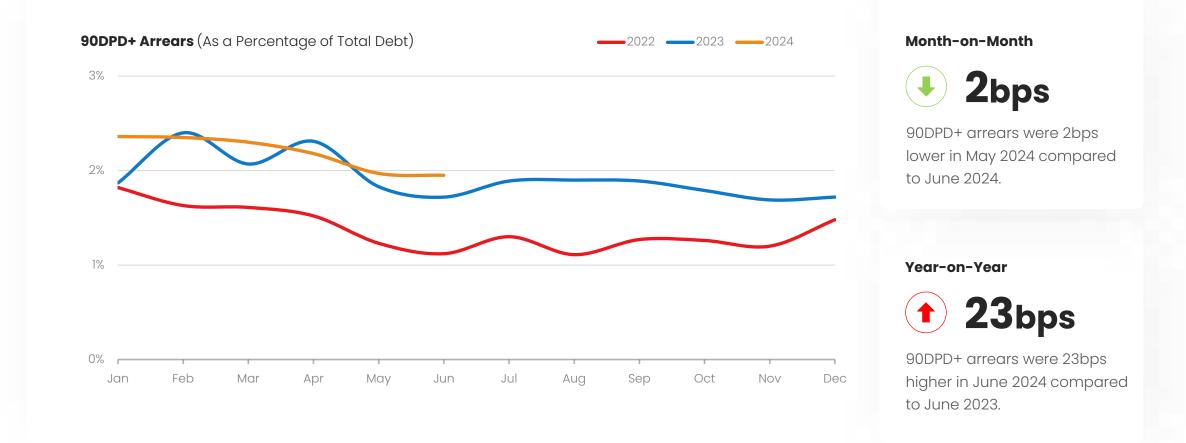


## Electrical Merchant Arrears in Dollars (90+DPD)





## Electrical Merchant Arrears in Percentages (90+DPD)





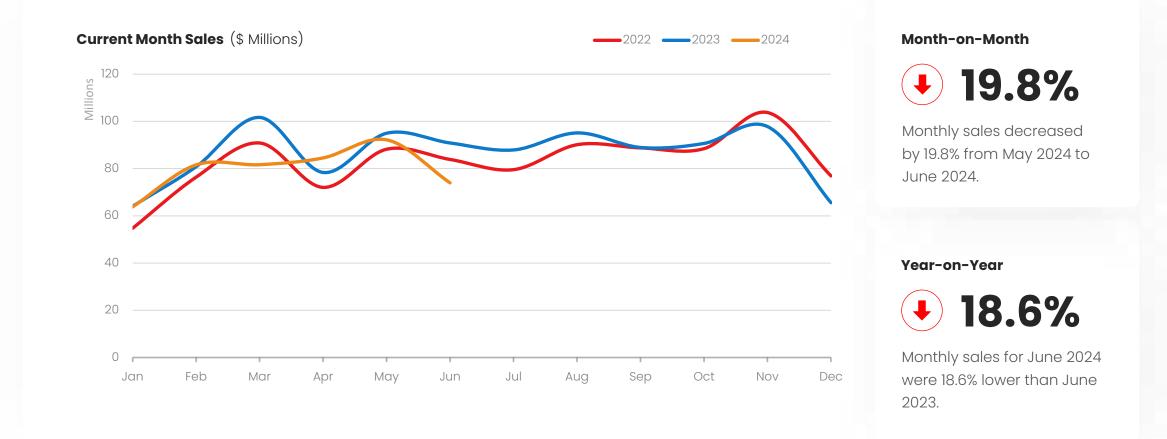




# Plumbing Merchant Insights.

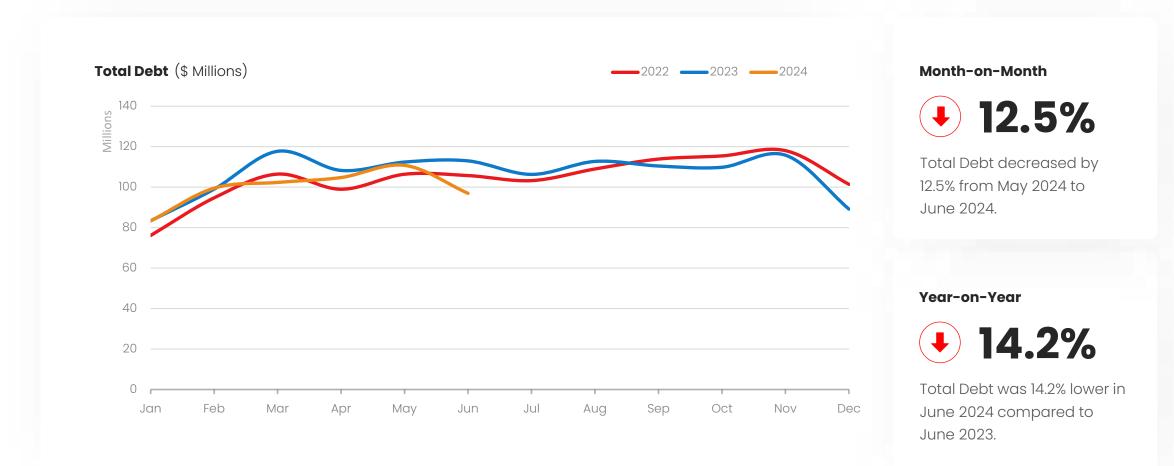
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#### Plumbing Merchant Current Month Sales



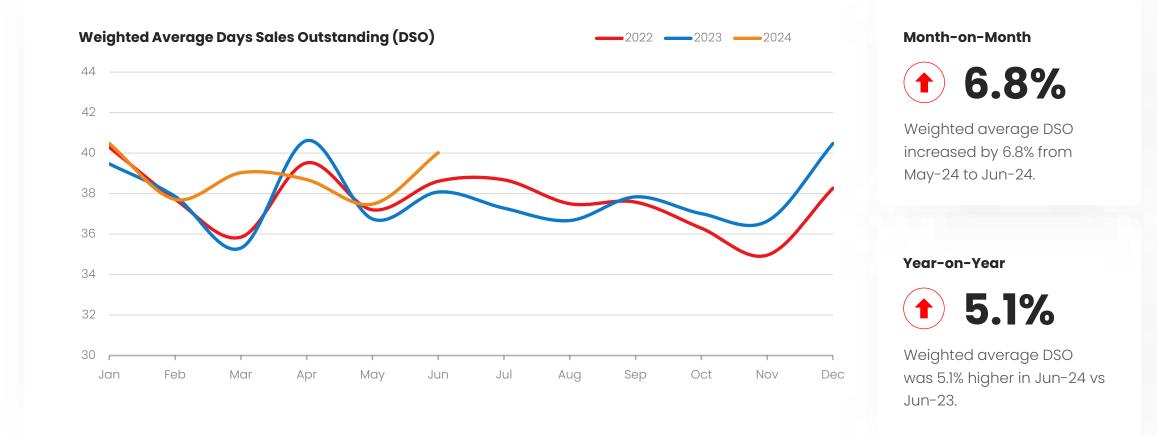


## **Plumbing Merchant Total Debt**



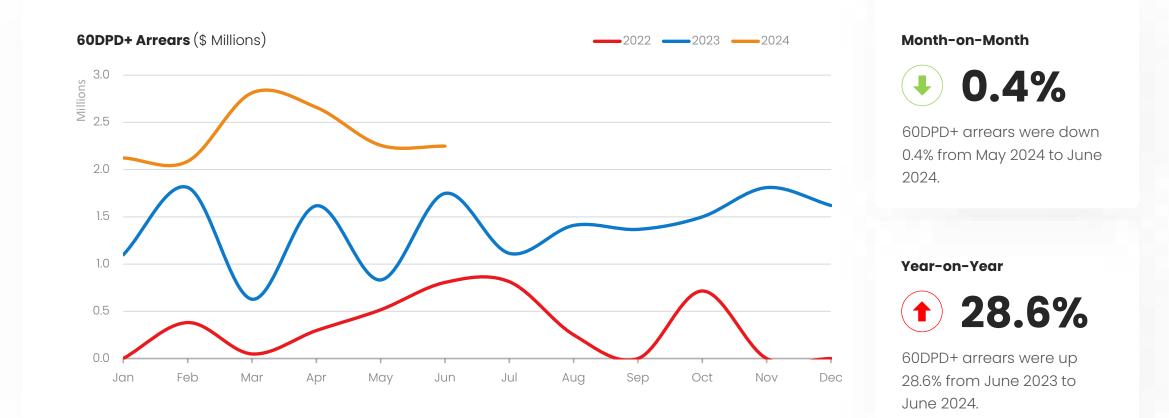


#### **Plumbing Merchant Days Sales Outstanding**



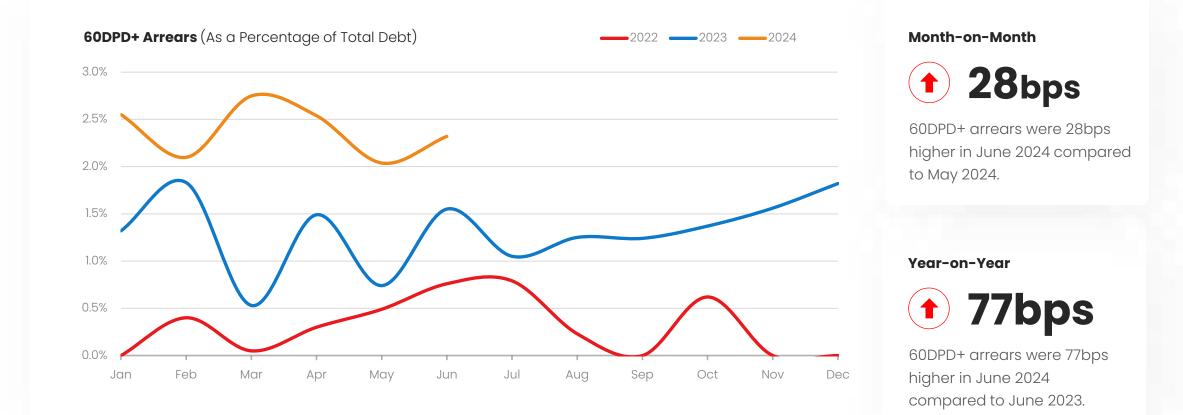


## Plumbing Merchant Arrears in Dollars (60+DPD)



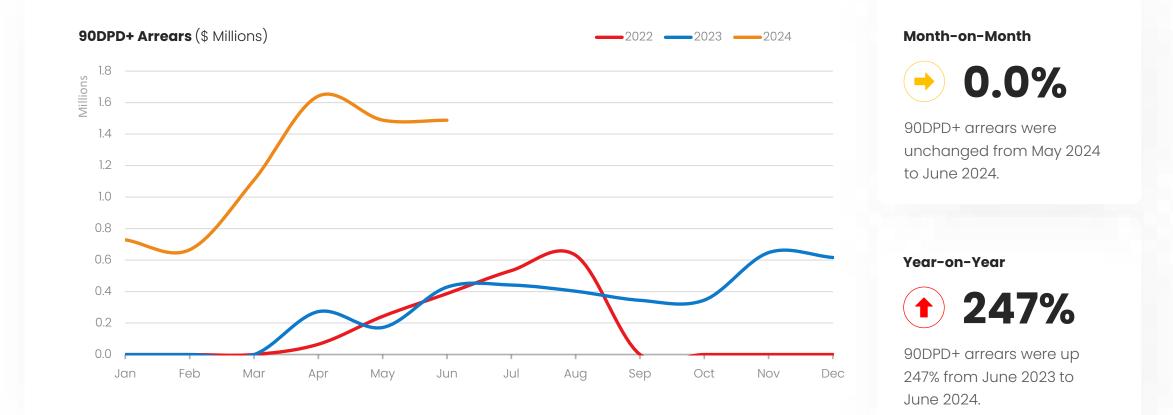
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## Plumbing Merchant Arrears in Percentages (60+DPD)



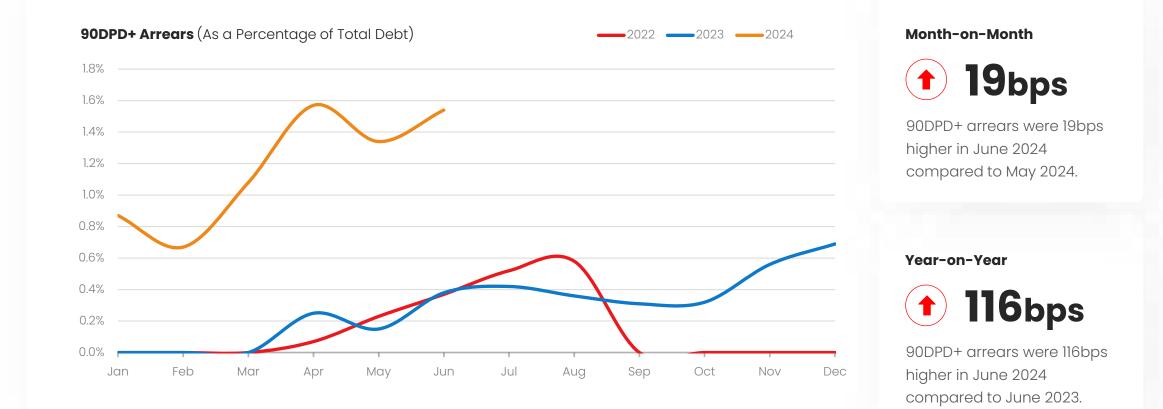


## Plumbing Merchant Arrears in Dollars (90+DPD)





## Plumbing Merchant Arrears in Percentages (90+DPD)





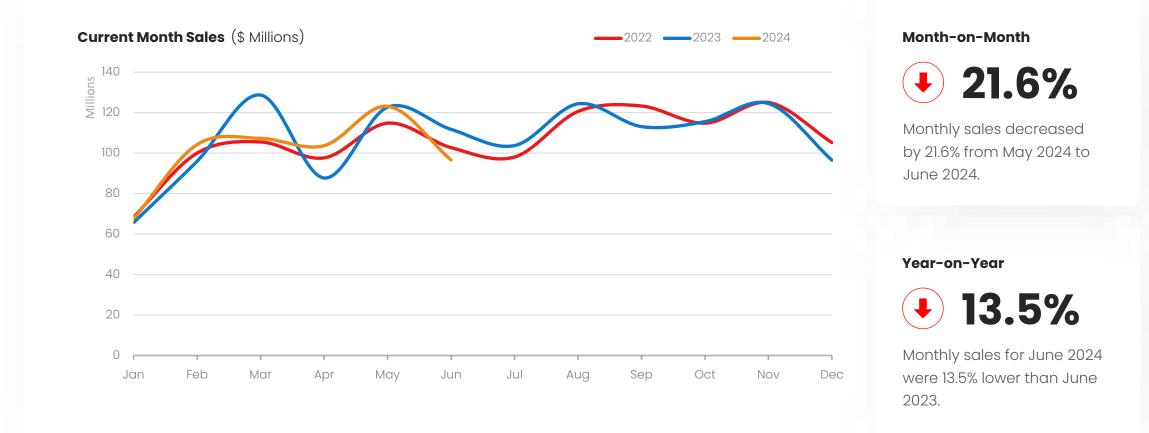




## Concrete Merchant Insights.

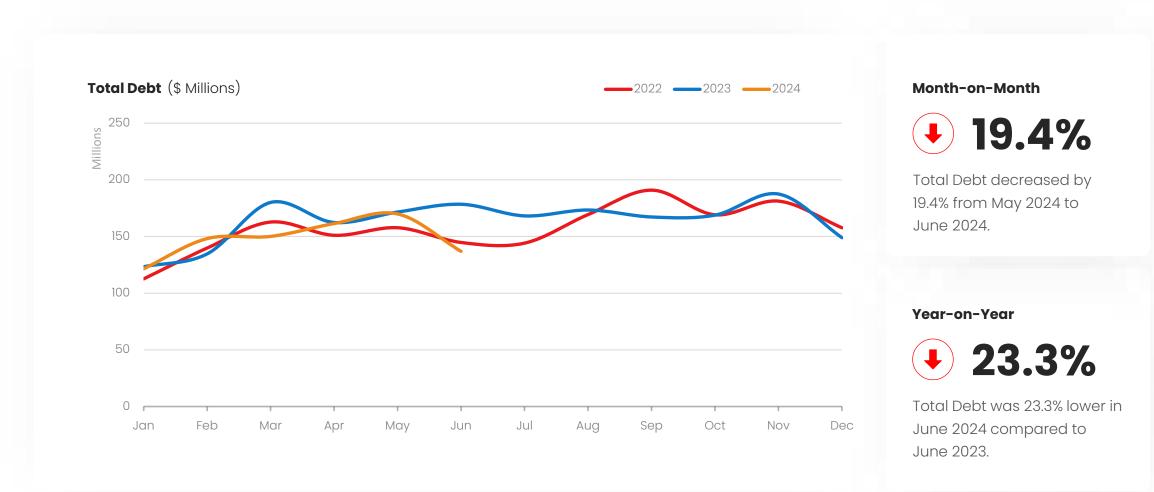
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#### **Concrete Merchant Current Month Sales**



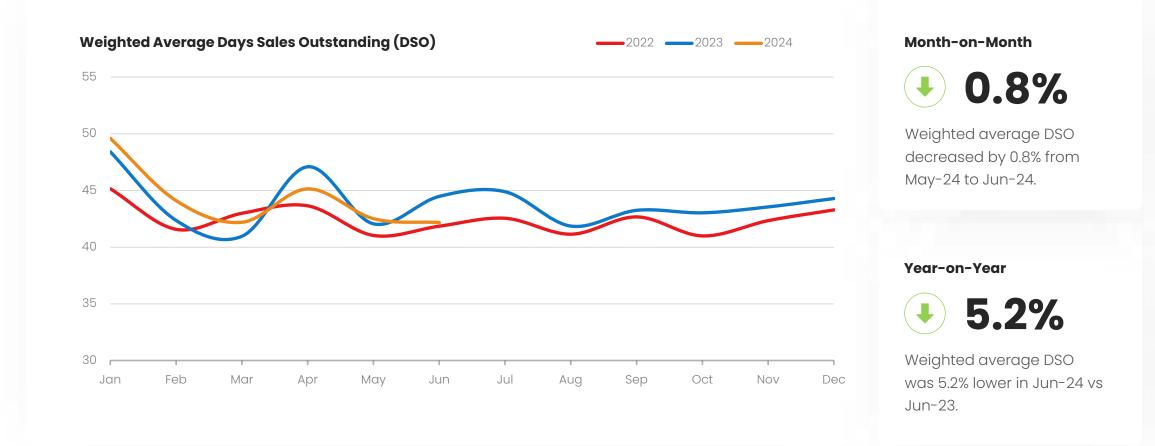


#### **Concrete Merchant Total Debt**



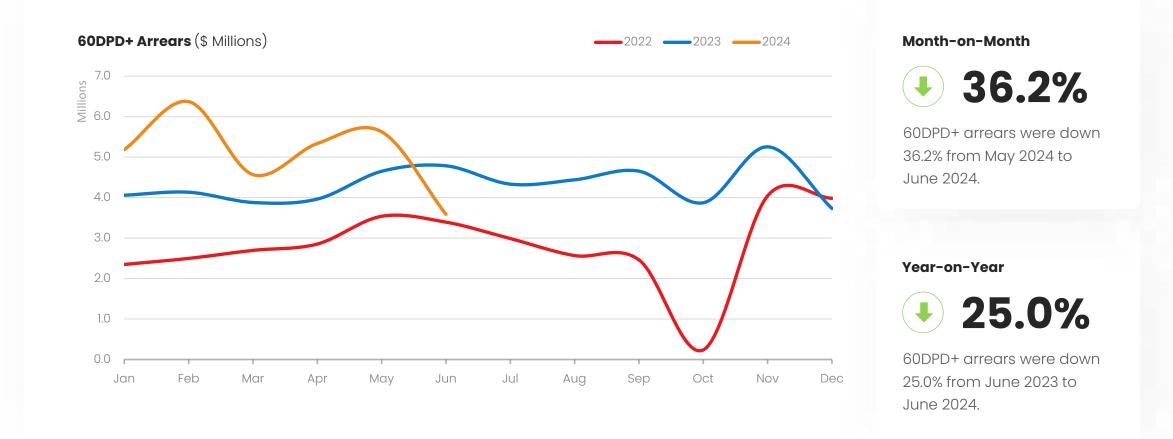


#### **Concrete Merchant Days Sales Outstanding**



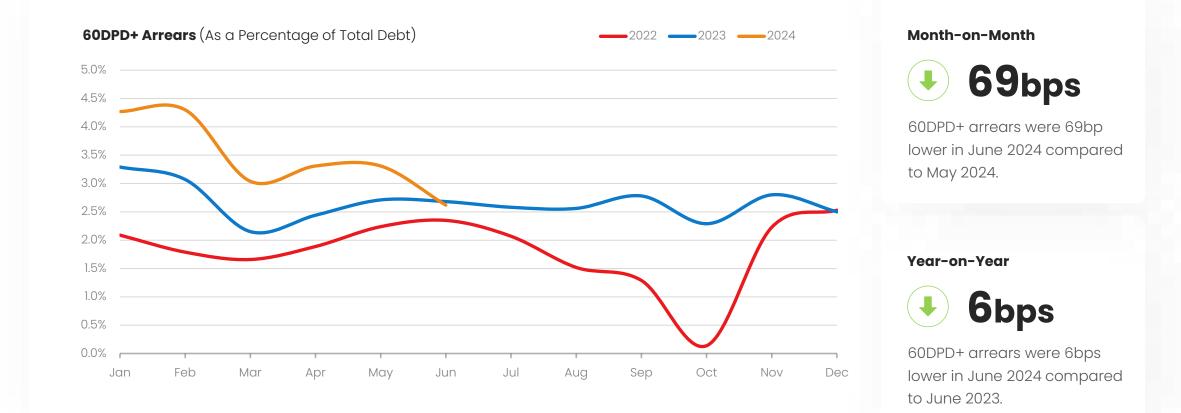


## Concrete Merchant Arrears in Dollars (60+DPD)



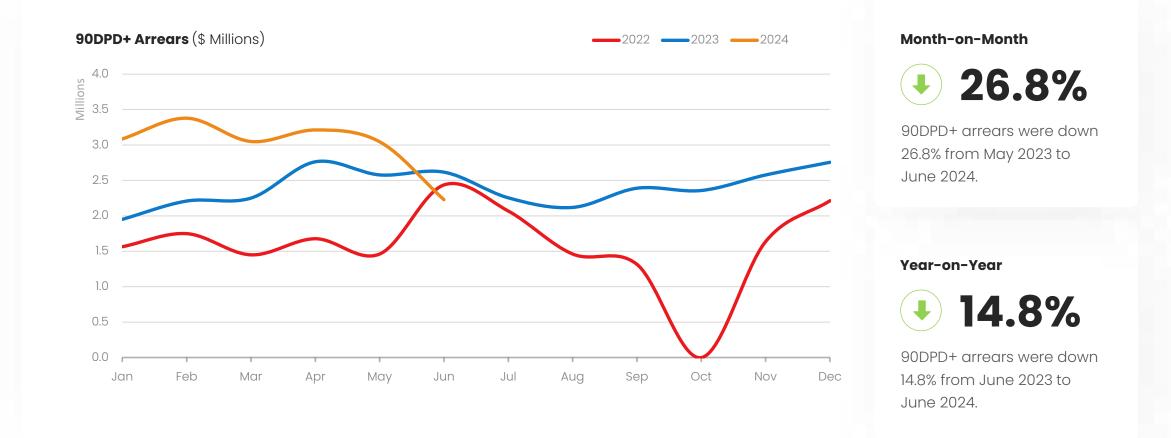


## Concrete Merchant Arrears in Percentages (60+DPD)





## Concrete Merchant Arrears in Dollars (90+DPD)





## Concrete Merchant Arrears in Percentages (90+DPD)

