



February 2025 Month-End Credit Insights

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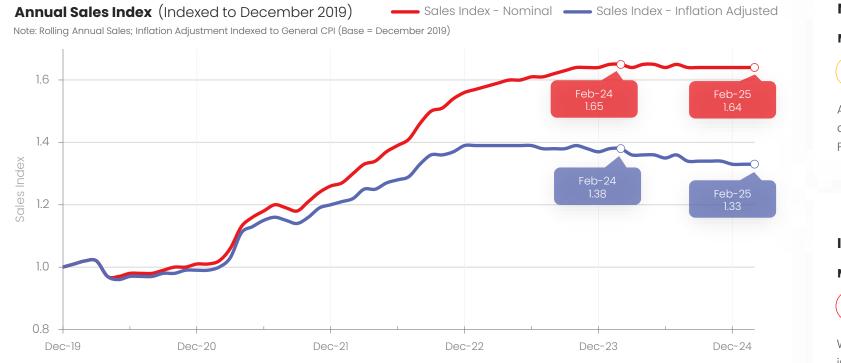
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Key Credit Risk Insights.

Rolling annual sales were stable through February in nominal and inflation-adjusted terms, but the latter remains soft over the long run.



Nominal Sales



0.6%

Annual sales have remained stable over the past several months. The February position is down slightly YoY.

Inflation Adjusted Sales



YoY Change

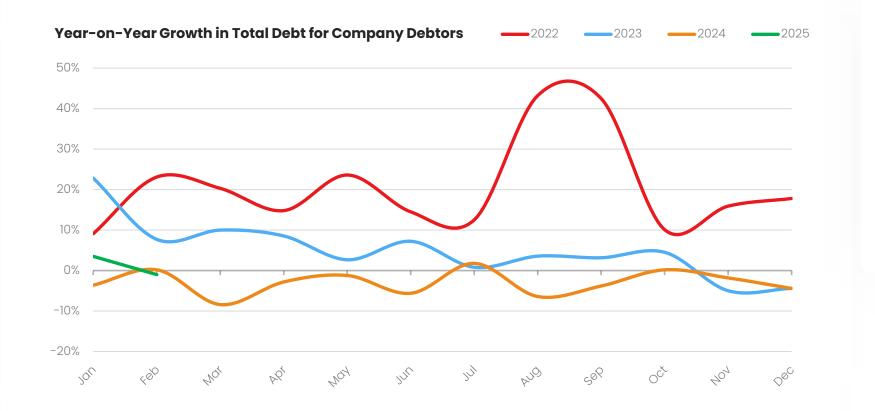


3.5%

With flat nominal sales and easing inflation, the decline is slowing, though the overall trend remains weak.



Total Debt for Company Debtors was down 1.1% year-on-year







Total Debt Balance for February 2025 was 1.0% Iower than February 2024.



Company Debtor Arrears: 60DPD+ arrears have turned the corner from the seasonal year-end spike, while 90DPD+ remained flat.

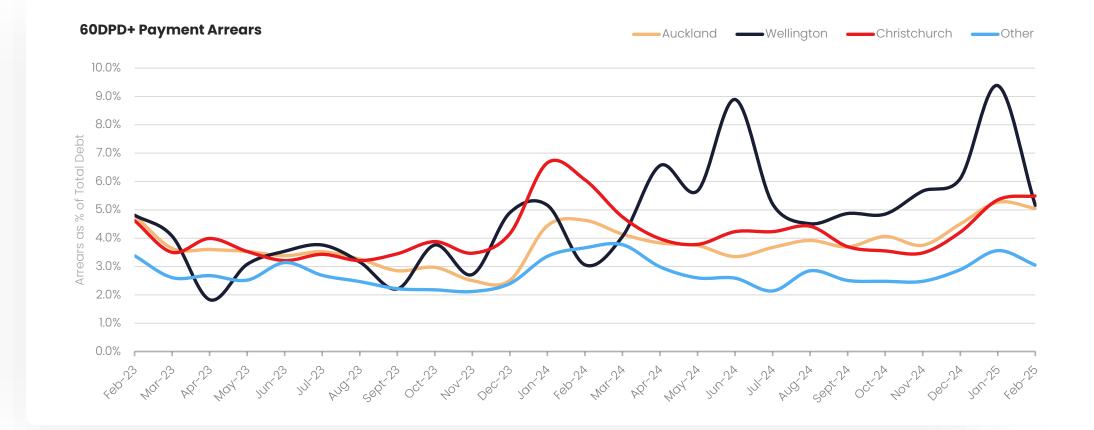




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60DPD+ Arrears fell through February across all regions, apart from Christchurch, which showed a nominal increase.

(Location Determined by Debtor Address on the Companies Office)





Winding up applications (IRD and Companies combined)

As per the McDonald Vague Insolvency February 2025 Report

Winding Up Applications (All Companies) 140 120 100 . 80 60 40 20 per wat anuard Marth Linear (Total) aque

Month-on-Month



The <u>rolling annual</u> volume of winding up applications was 0.7% higher in Feb-25 vs. Jan-25.

Year-on-Year



The <u>rolling annual</u> volume of winding up applications was up 32.2% in Feb-25 vs. Feb-24.

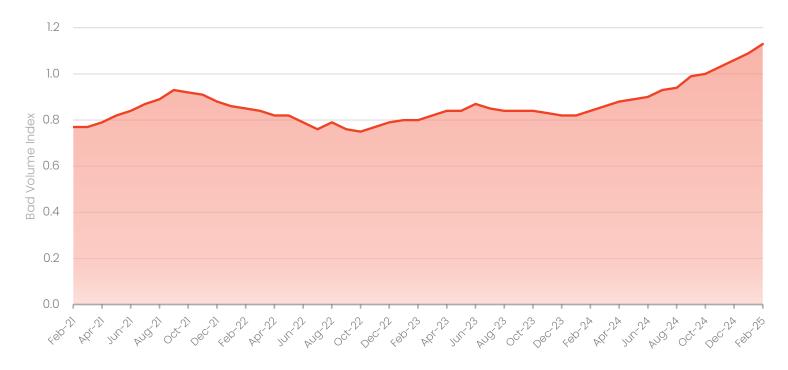
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Rolling trend in CreditWorks Debtors going 'Bad'

(Default, Judgement, Administration, Receivership, Liquidation)

Annual Volume of 'Bad' Debtors Index (Indexed to December 2019)



Month-on-Month



Annual volume of debtors going bad increased 2.9% MoM in February 2025.

Year-on-Year



Annual volume of debtors going bad was up 33.7% YoY in February 2025.

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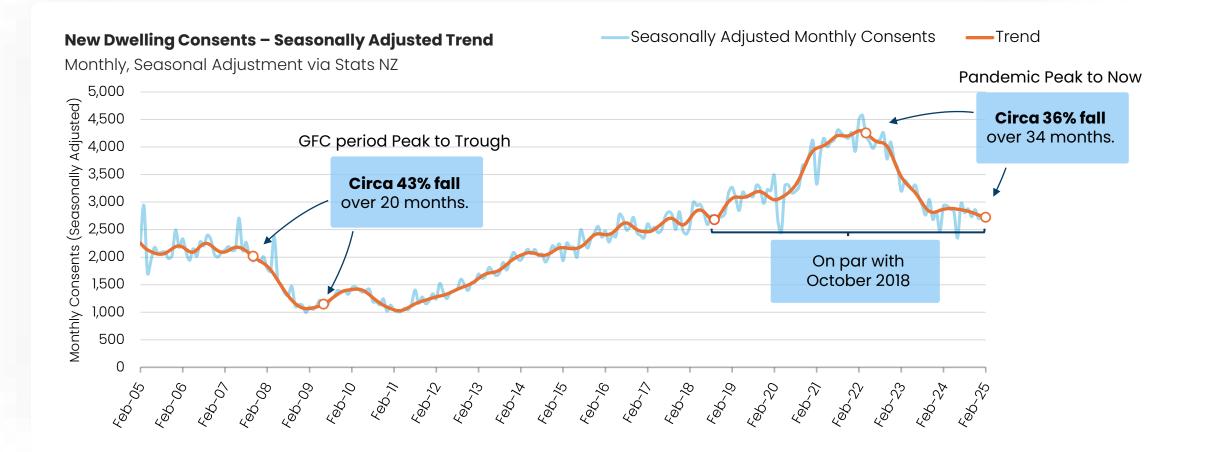






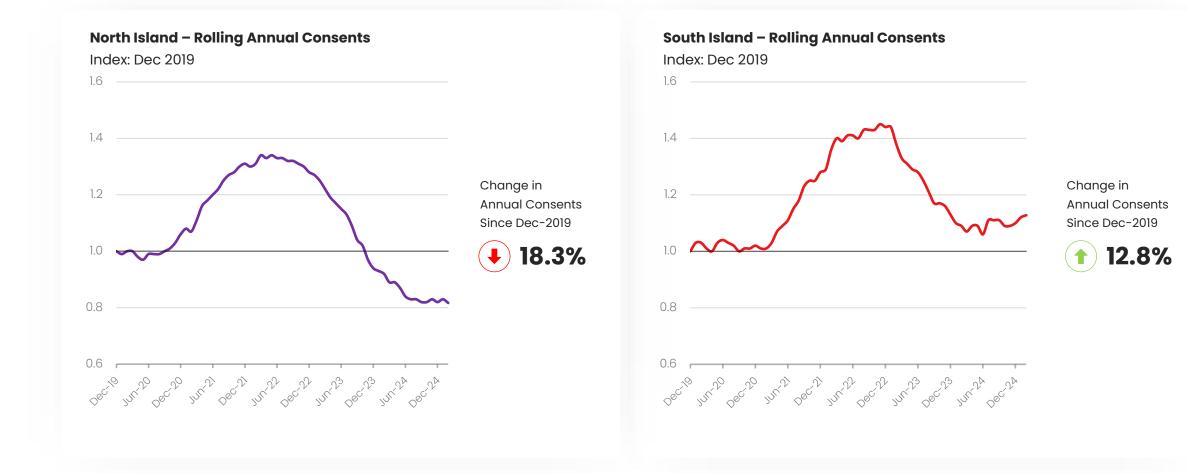
Comparison of Building Consents and Sales Trends.

Seasonally adjusted new dwelling consents are 36% lower than the post-pandemic peak.





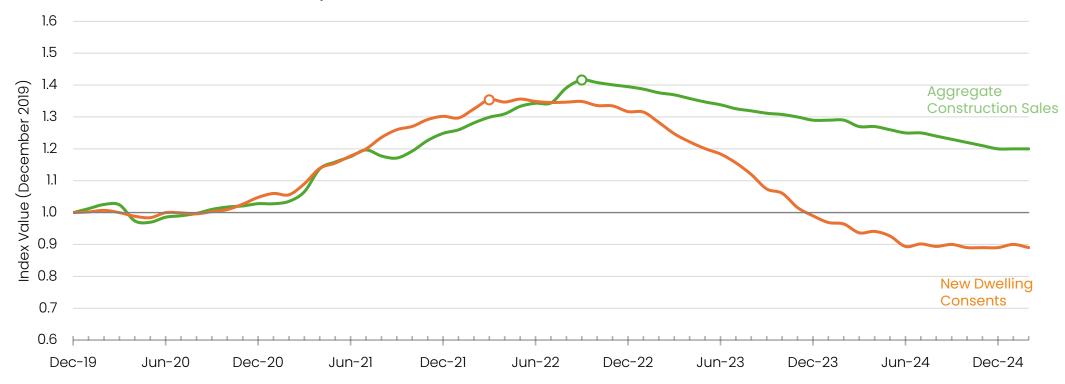
The gap in annual consent growth widens as the South Island increases, while the North Island continues levelling off





Aggregate construction sector sales have trended down from the peak but are still well above the Pre-Pandemic Level

Construction Rolling Annual Sales vs. Rolling Annual New Dwelling Consents



Indexed to December 2019, Inflation Adjusted (CPI Dec 2019 = 1000)

Inflation Adjusted Sales vs Consents for spotlight Vendor industries

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





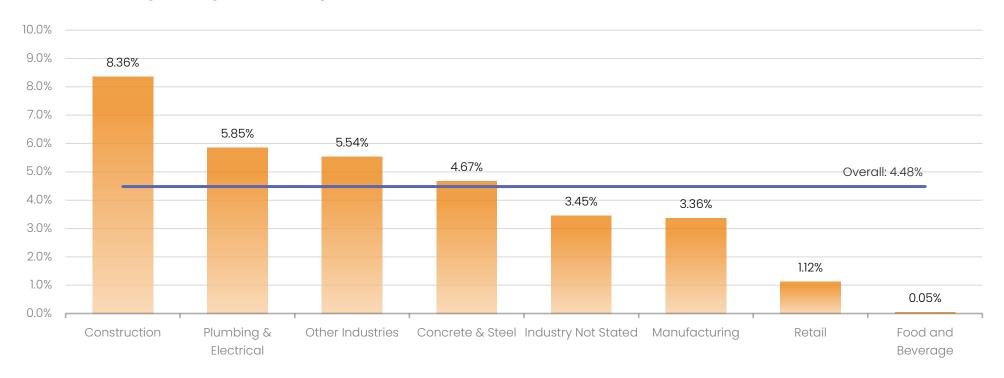




Debtor Industry Insights.

60DPD+ Arrears fell in all debtor industries in February, apart from Retail (Debtor ANZSIC industries defined by Companies Office records)

60DPD+ Arrears by Industry as at February 2025



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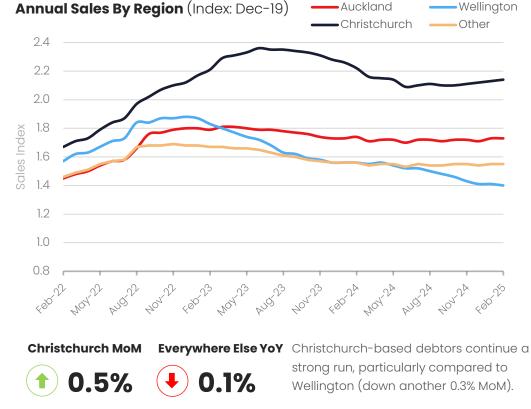


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Construction Debtors: Sales Growth

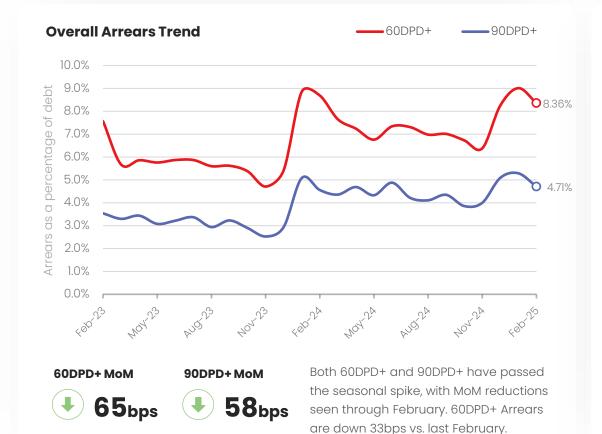
(Debtor industries (ANZSIC) and regions defined by Companies Office records)

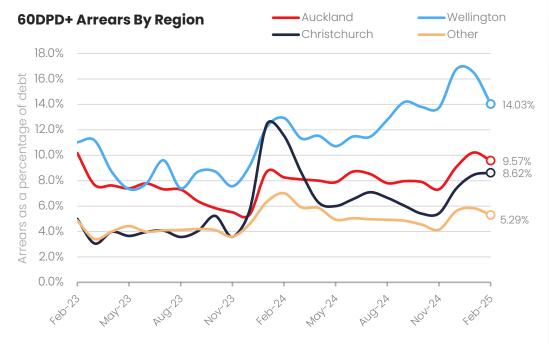




Construction Debtors: Arrears

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





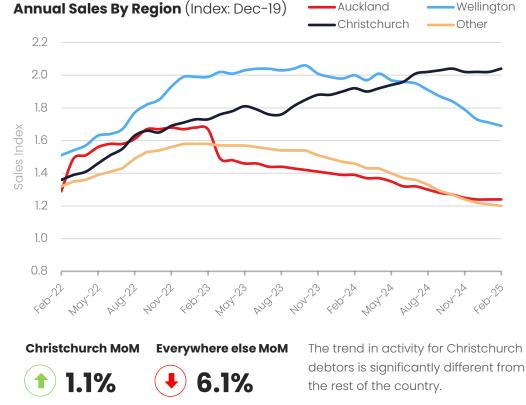
Christchurch-based debtors bucked the trend in February with a 17bps increase in 60DPD+ Arrears. All other regions saw improvement in line with seasonal patterns, with Wellington seeing a significant (but typically volatile) improvement of 249bps. Auckland-based debtors saw a month-on-month improvement of 64bps.



Manufacturing Debtors: Sales Growth

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



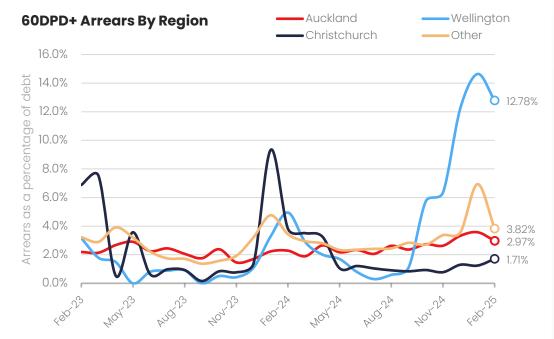




Manufacturing Debtors: Arrears

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





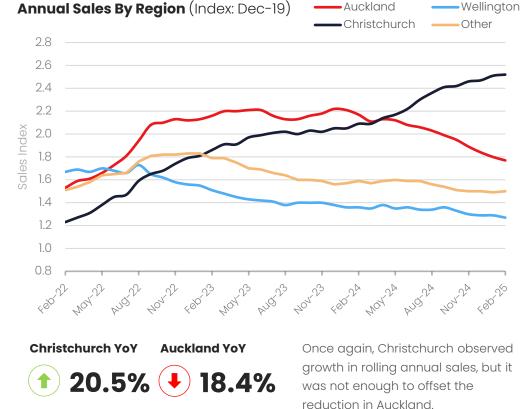
All regions, except Christchurch, showed seasonal improvements in 60DPD+ Arrears, but they all remain elevated year-on-year (Auckland up 69bps, Wellington up 783bps, Other Regions combined up 39bps). Christchurch experienced a 47bps month-on-month increase but is down 210bps compared to February 2024.



Concrete & Steel Debtors: Sales Growth

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





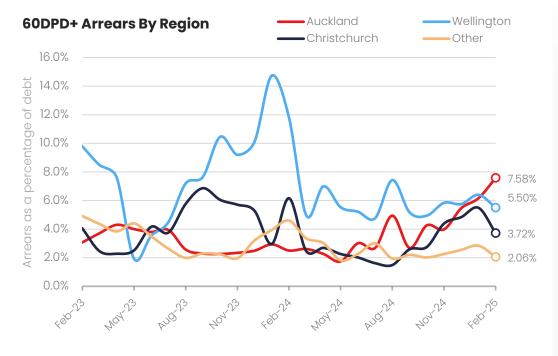


Concrete & Steel Debtors: Arrears

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



YoY (+17bps and +61bps, respectively)



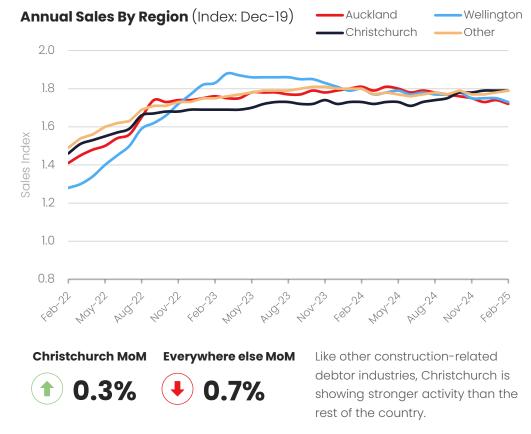
Auckland-based debtors experienced a month-on-month increase of 142bps in 60DPD+ Arrears, continuing a run of increases seen since September last year, and are now up 507bps compared to February 2024. All other regions saw improvement through February 2025.



Plumbing & Electrical Debtors: Sales Growth

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

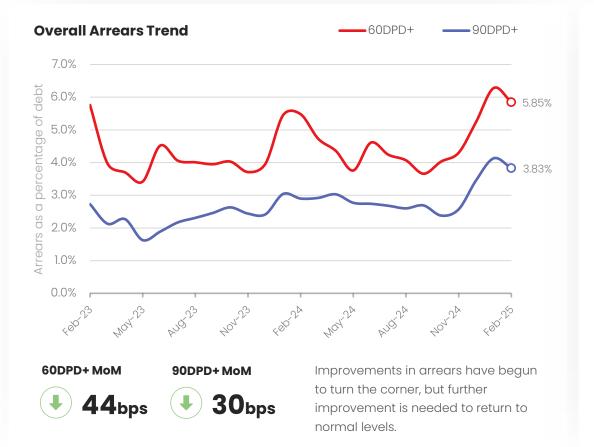


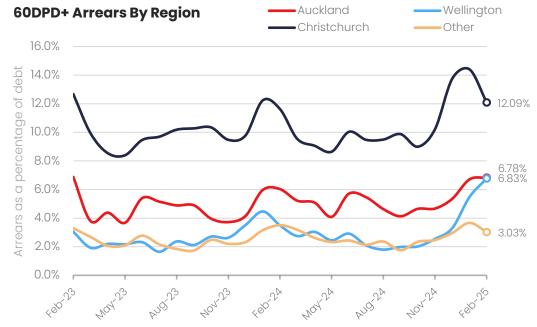




Plumbing & Electrical Debtors: Arrears

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



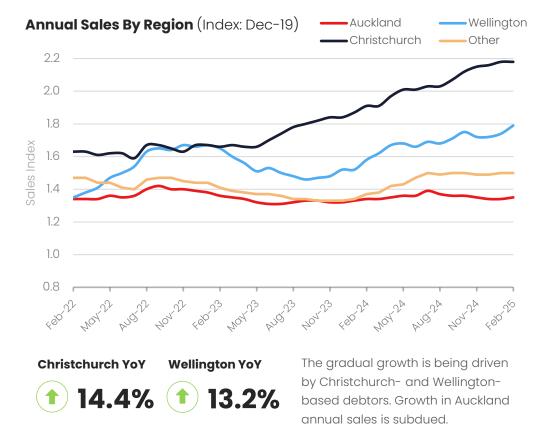


The improvement in 60DPD+ Arrears through February 2025 was driven by Christchurch-based and 'Other' Regions combined (down 232bps and 64bps, respectively). All regions remain elevated compared to the same time last year, apart from 'Other' Regions combined.

Retail Debtors: Sales Growth

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

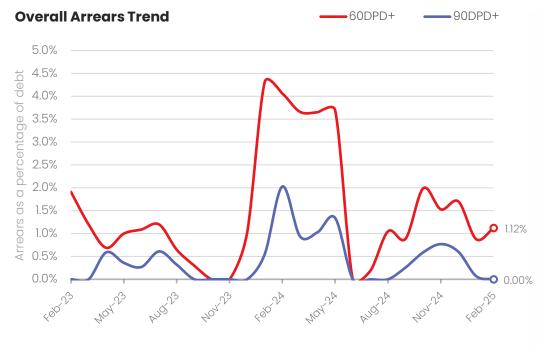






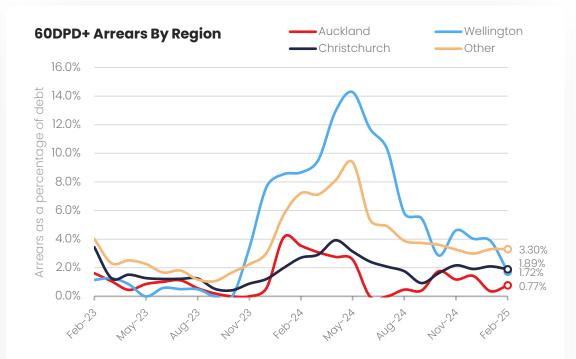
Retail Debtors: Arrears

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





Arrears were a mixed bag in February, with 60DPD+ increasing and 90DPD+ improving. Both remain positive YoY (-294bps and -203bps, respectively).

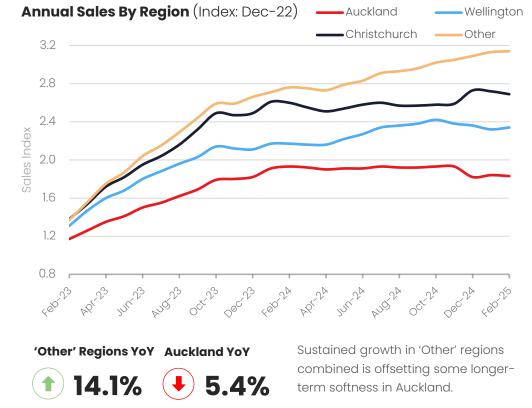


The February month-on-month increase in 60DPD+ Arrears was driven by Aucklandbased debtors (up 41bps), with all other regions seeing improvement to varying degrees. Note that some unallocated payments are sitting in the 60DPD+ arrears bucket, representing timing issues, disputes, etc.



Food & Beverage Debtors: Sales Growth (Debtor industries (ANZSIC) and regions defined by Companies Office records)



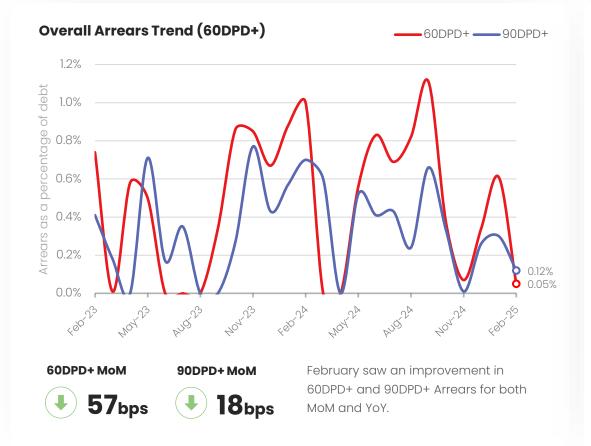


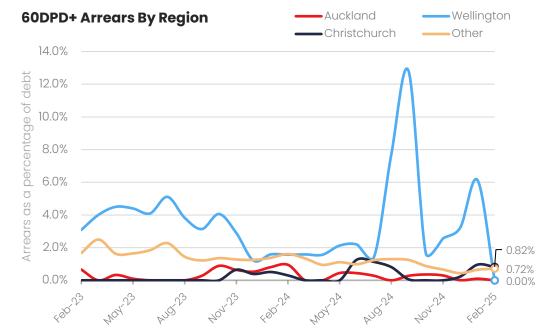




Food & Beverage Debtors: Arrears

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





Wellington-based debtors saw a significant improvement in 60DPD+ Arrears through the month, but the underlying exposure to this region is comparatively small, and the trends are inherently volatile. 'Other' regions combined saw a modest 8bps increase, while Auckland and Christchurch saw decreases of 10bps and 14bps, respectively.









Days Sales Outstanding by Vendor Industry (1 of 4)

| Vendor Segment | DSO - Feb 2025 | Month-on-Month Change (%) | Year-on-Year Change (%) | Last 13 Months Trend |
|-----------------------------------|----------------|---------------------------|-------------------------|----------------------|
| Air Conditioning / Refrigeration | 55.7 | 0.0% | 2.3% 🔴 | |
| Aluminium - Wholesale / Extrusion | 40.0 | -6.8% | -0.6% | |
| Automotive Industry | 65.8 | 21.8% 🔴 | 44.7% 🔴 | \sim |
| Builder - Commercial | 36.7 | -26.3% | 10.6% 🔴 | |
| Builder - Residential | 35.9 | 0.0% | -4.3% | ····· |
| Building Materials | 48.2 | -4.9% | -2.7% | |
| Building Sub-Trades | 46.3 | -10.3% | -13.9% | |
| Building Supply Merchants | 45.4 | -4.3% | 1.1% 🔴 | |



Days Sales Outstanding by Vendor Industry (2 of 4)

| Vendor Segment | DSO - Feb 2025 | Month-on-Month Change (%) | Year-on-Year Change (%) | Last 13 Months Trend |
|-----------------------------|----------------|---------------------------|-------------------------|----------------------------|
| Civil Engineering | 37.9 | 1.7% 🔴 | -10.0% | |
| Concrete | 45.3 | -9.6% 🔵 | 2.7% | $\sim \sim \sim \sim \sim$ |
| Electrical Sub-Contractors | 37.6 | -11.7% 🔵 | -19.9% | |
| Electrical Supply Merchants | 51.0 | -3.7% | 0.8% | $\sim \sim \sim$ |
| Energy & Fuel Resources | 35.0 | -1.7% | 2.7% | |
| Equipment Hire | 48.5 | -7.7% | 3.0% | \sim |
| Finance & Insurance | 61.9 | -2.7% | -2.3% | |
| Flooring | 30.4 | -11.5% 🔵 | -40.6% 🔵 | |



Days Sales Outstanding by Vendor Industry (3 of 4)

| Vendor Segment | DSO - Feb 2025 | Month-on-Month Change (%) | Year-on-Year Change (%) | Last 13 Months Trend |
|--------------------------|----------------|---------------------------|-------------------------|----------------------|
| Food & Beverage | 35.0 | -5.5% | -7.7% | |
| Glass | 44.9 | -11.2% | -3.6% | |
| Labour Hire | 35.7 | -5.3% | -13.1% | |
| Manufacturing | 50.1 | 7.4% | 2.3% | \sim |
| Other Building | 47.3 | 2.5% | -7.1% | |
| Plumbing | 38.2 | -4.0% | 1.2% | |
| Pulp, Paper and Printing | 32.4 | -9.6% | -8.4% | |
| Retail | 43.0 | 3.7% | -15.2% | |



Days Sales Outstanding by Vendor Industry (4 of 4)

| Vendor Segment | DSO - Feb 2025 | Month-on-Month Change (%) | Year-on-Year Change (%) | Last 13 Months Trend |
|---------------------------------|----------------|---------------------------|-------------------------|---------------------------------------|
| Roofing | 44.2 | -12.5% | 8.2% | ~~~~ |
| Steel / Metal Products | 36.2 | -4.6% | 1.8% 🔴 | \bigwedge |
| Technology & Service Providers | 39.7 | -7.4% | -8.7% | \sim |
| Timber | 40.0 | -22.7% | -14.7% | |
| Travel | 31.1 | -1.2% | 1.4% | · · · · · · · · · · · · · · · · · · · |
| Window Fabricators / Installers | 42.4 | -19.2% | -14.4% | |

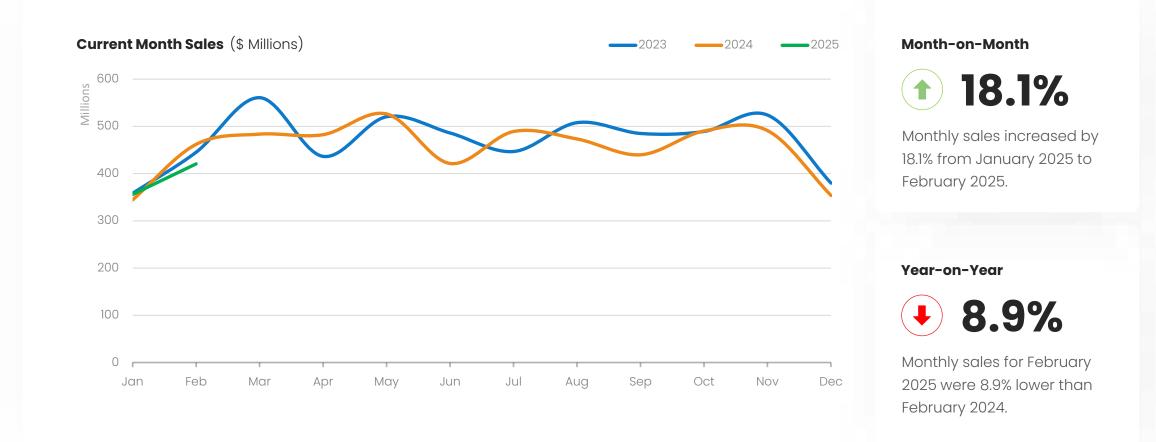






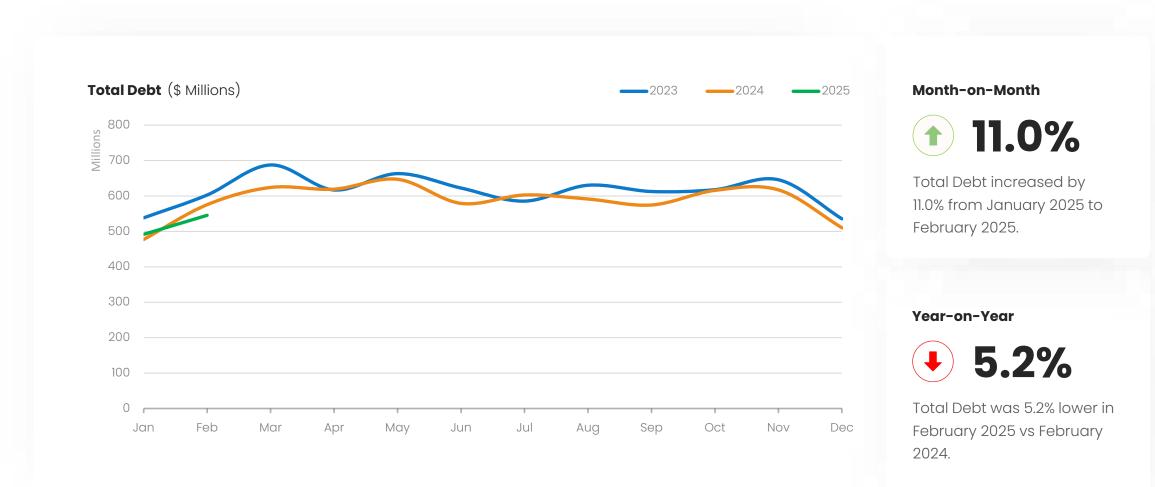
Building Merchant Insights.

Building Merchant Current Month Sales

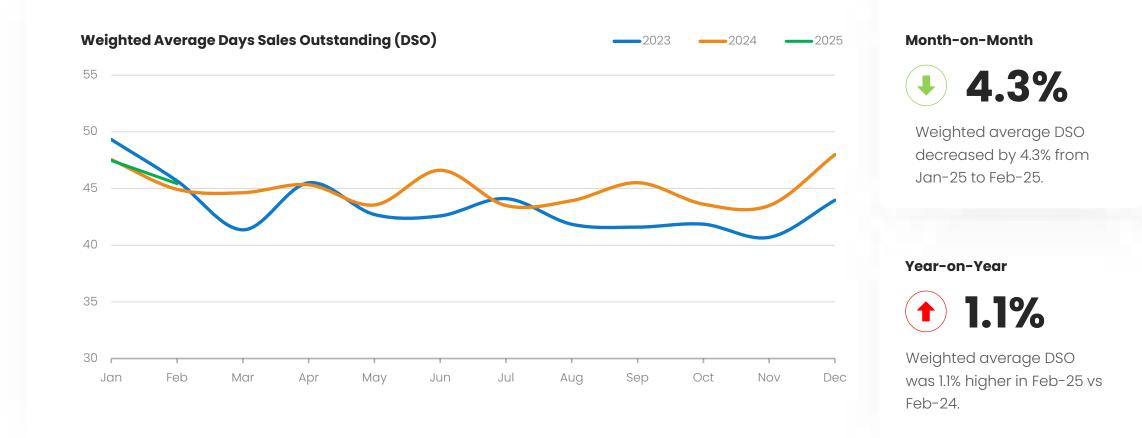




Building Merchant Total Debt

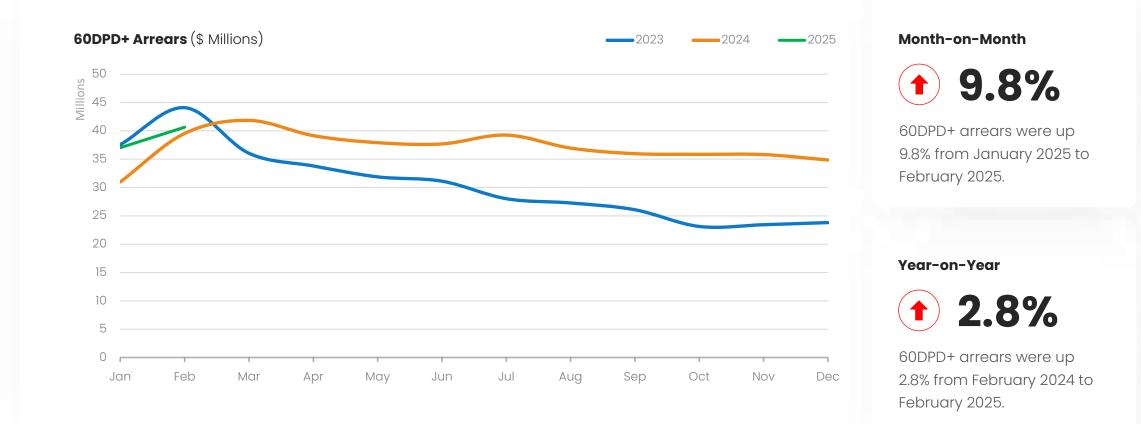


Building Merchant Days Sales Outstanding



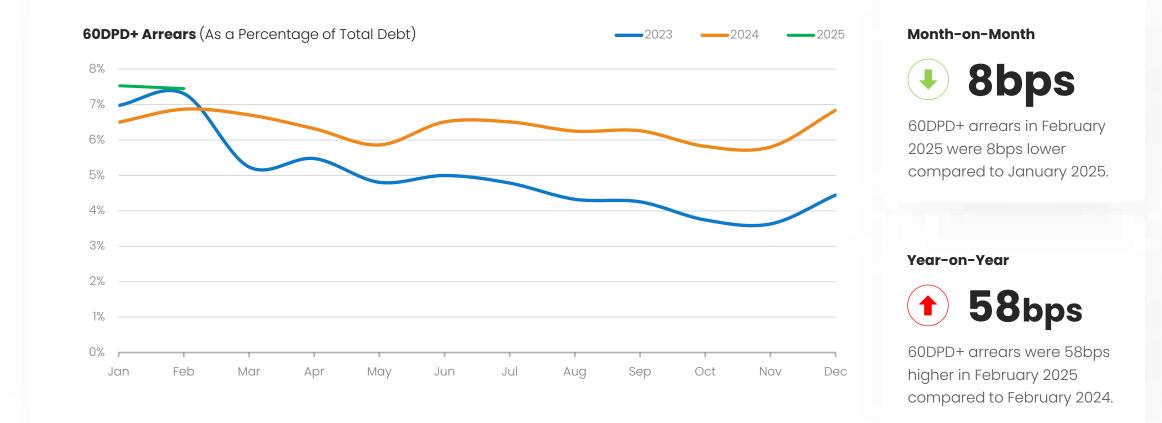


Building Merchant Arrears in Dollars (60+DPD)



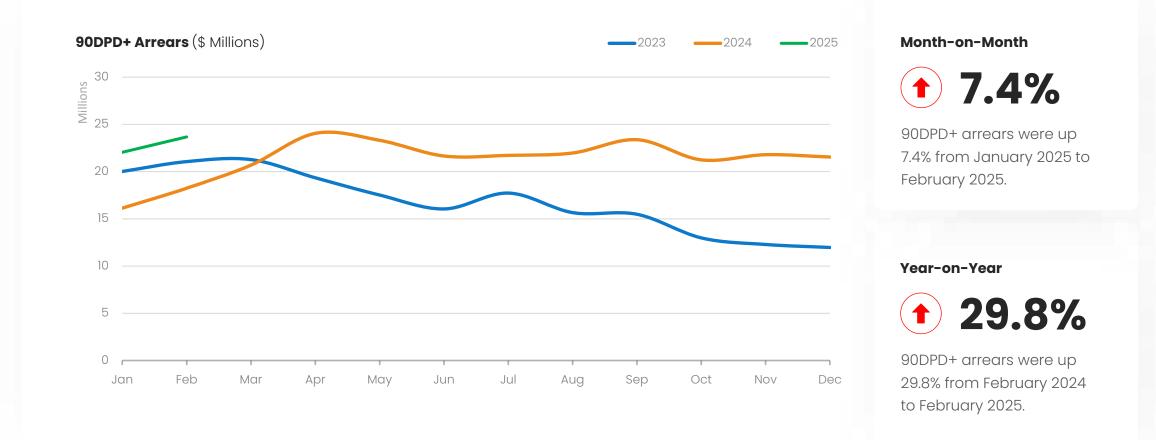


Building Merchant Arrears in Percentages (60+DPD)



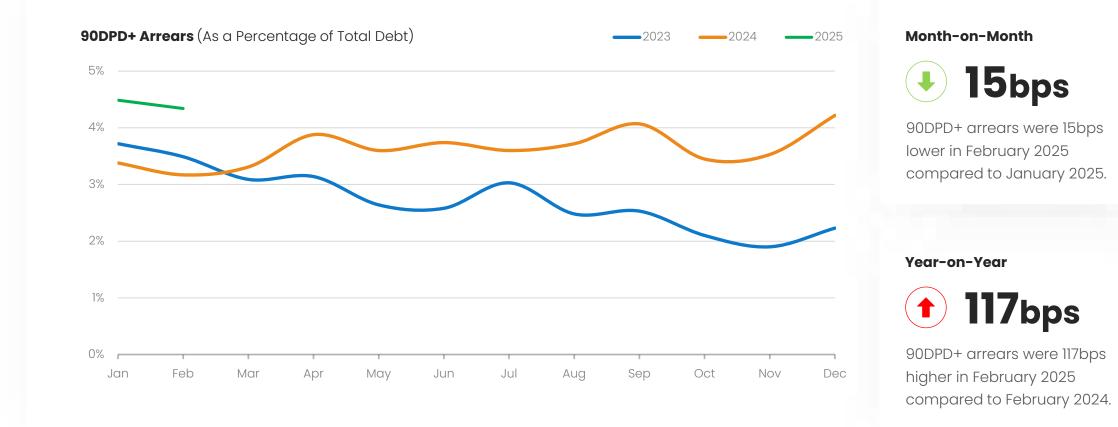
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Building Merchant Arrears in Dollars (90+DPD)





Building Merchant Arrears in Percentages (90+DPD)



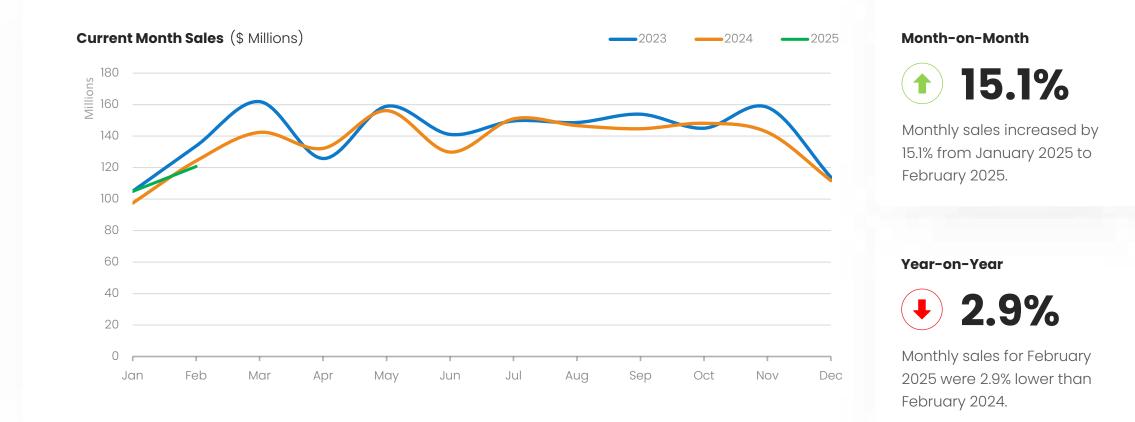






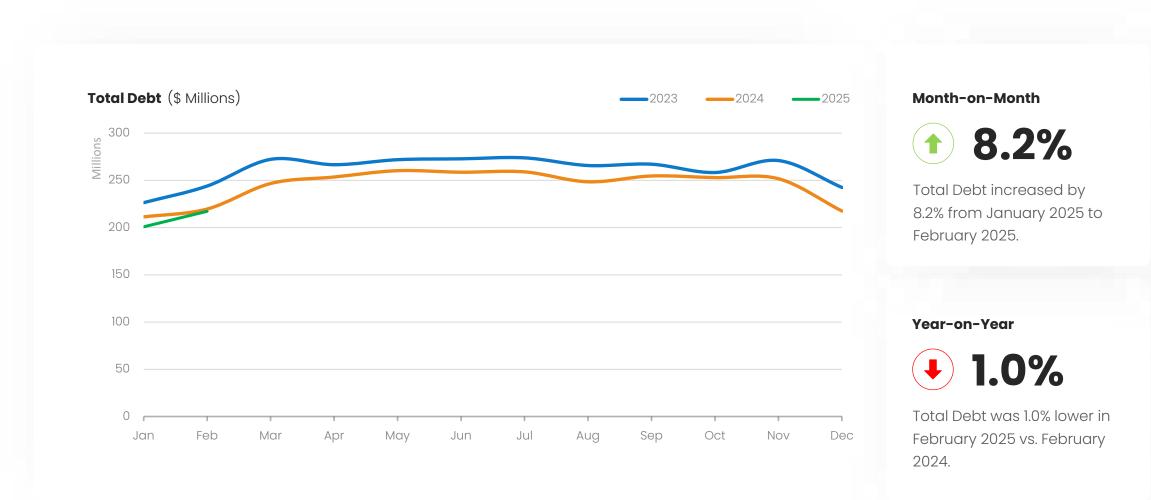
Electrical Merchant Insights.

Electrical Merchant Current Month Sales



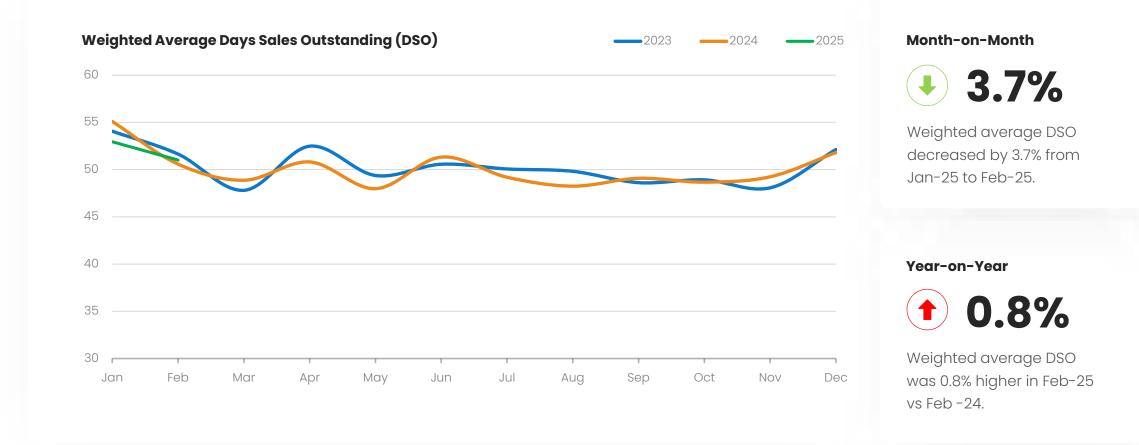
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Electrical Merchant Total Debt



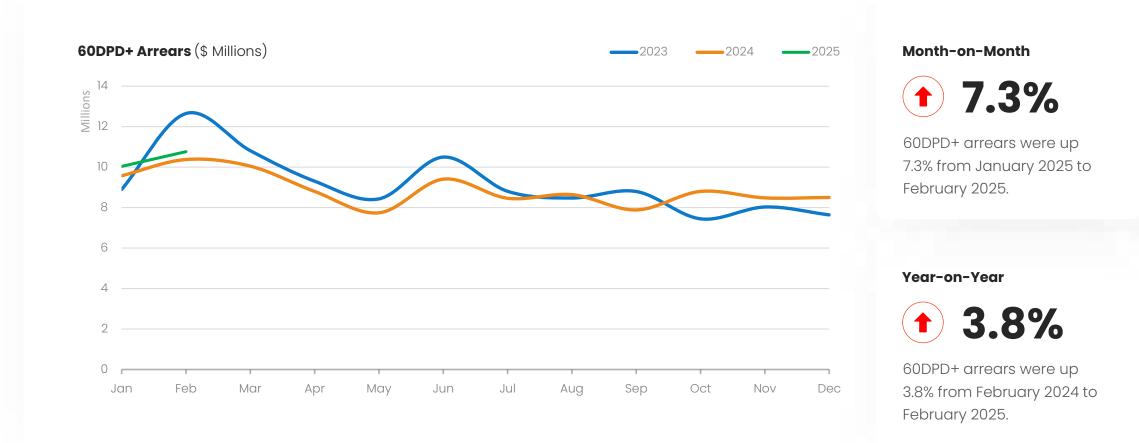


Electrical Merchant Days Sales Outstanding



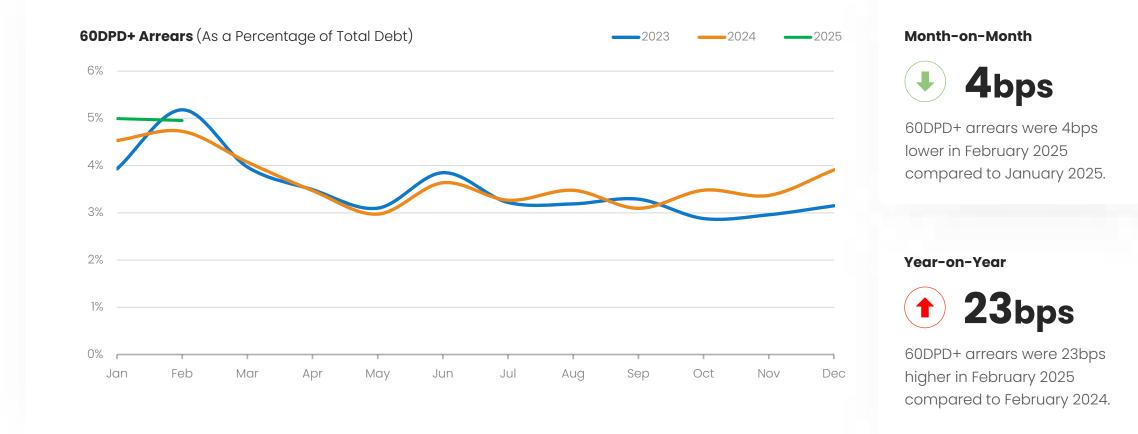


Electrical Merchant Arrears in Dollars (60+DPD)



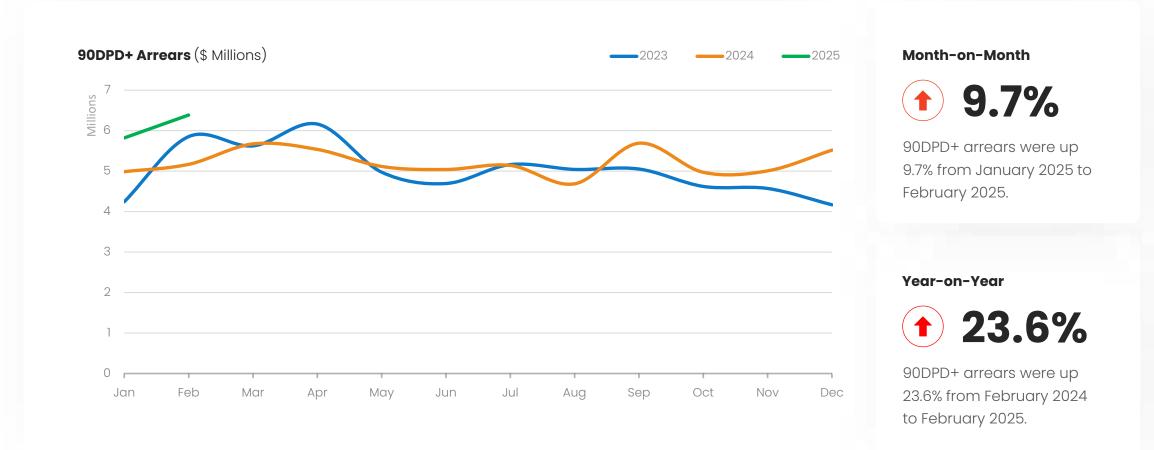


Electrical Merchant Arrears in Percentages (60+DPD)



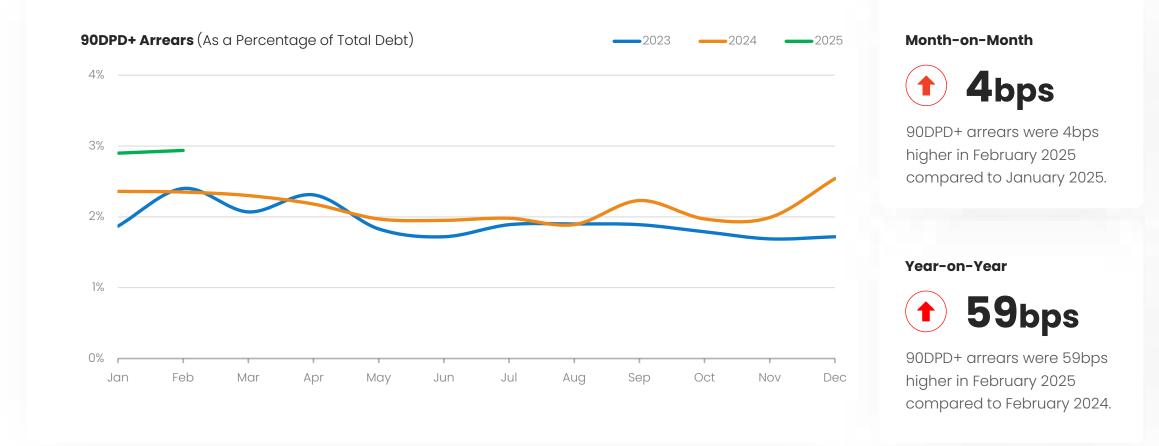


Electrical Merchant Arrears in Dollars (90+DPD)



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Electrical Merchant Arrears in Percentages (90+DPD)



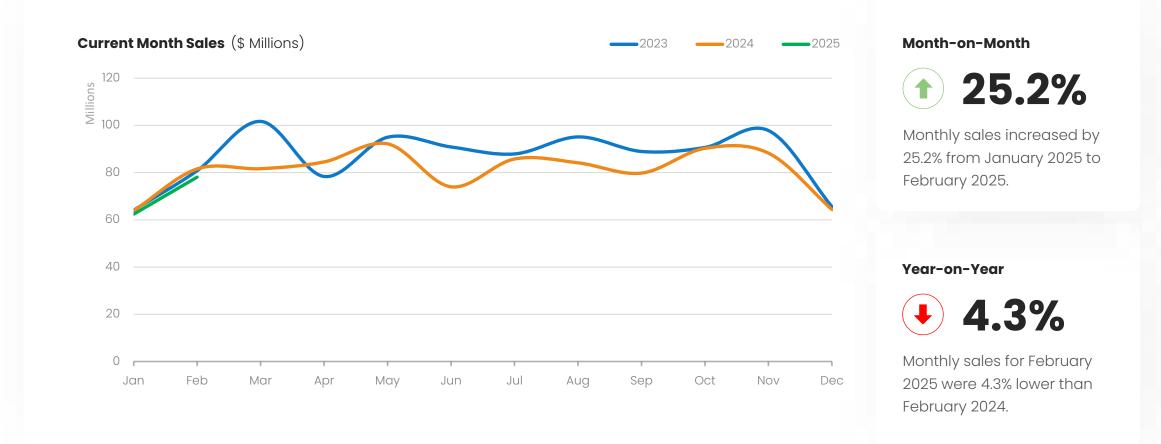






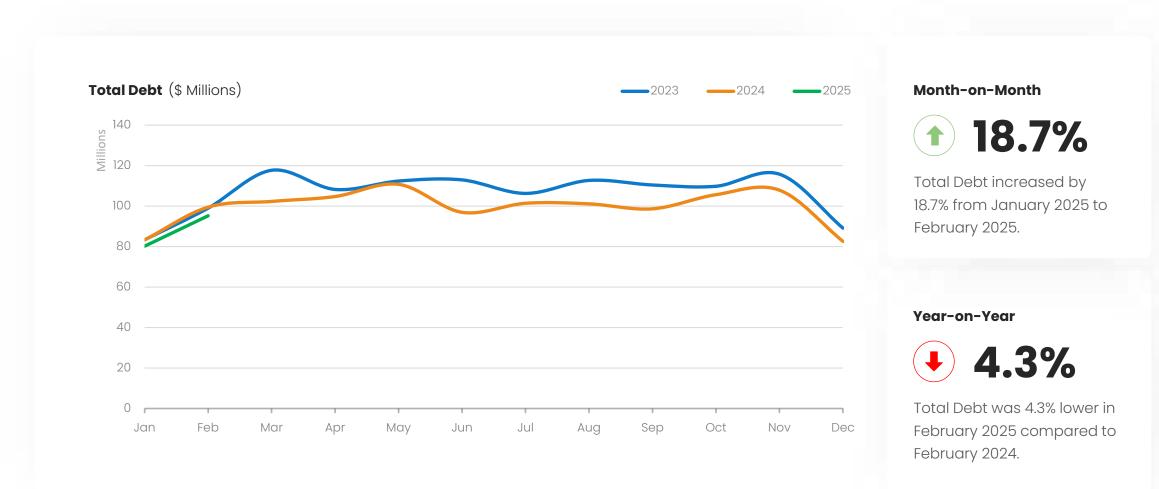
Plumbing Merchant Insights.

Plumbing Merchant Current Month Sales



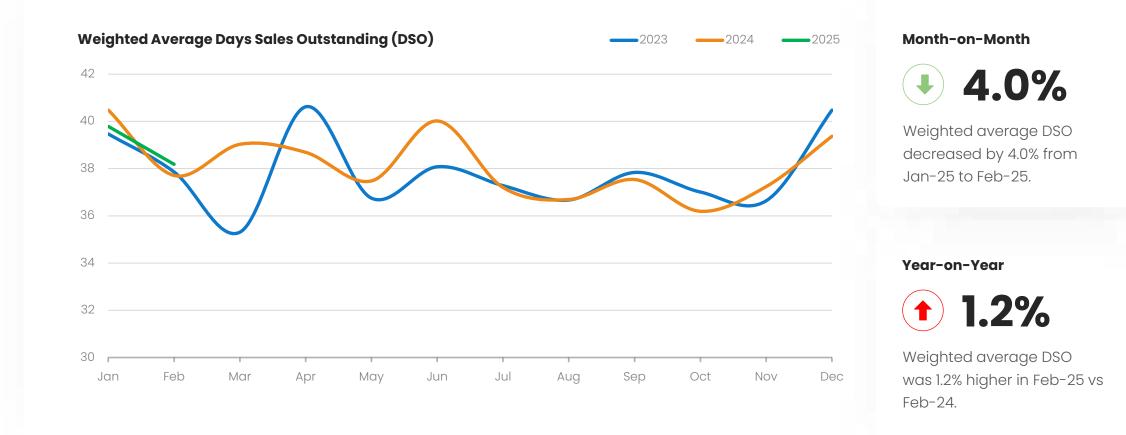


Plumbing Merchant Total Debt



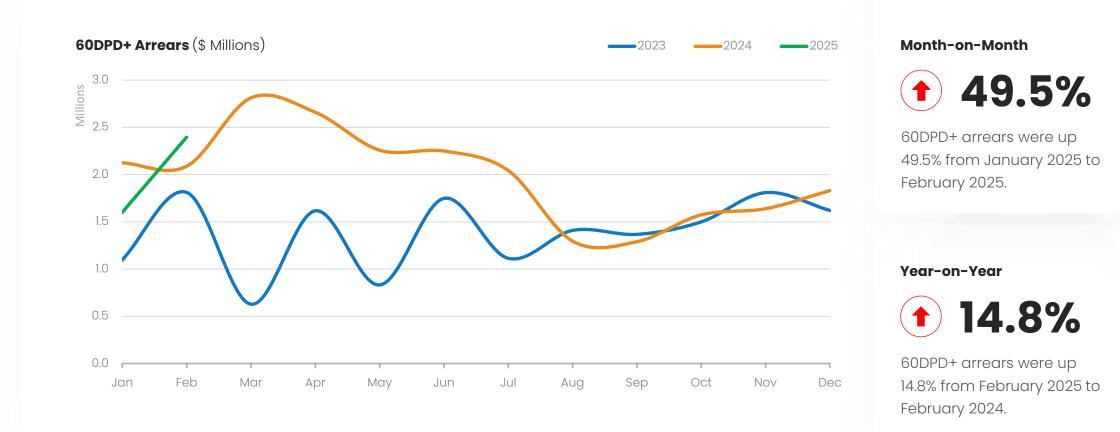


Plumbing Merchant Days Sales Outstanding



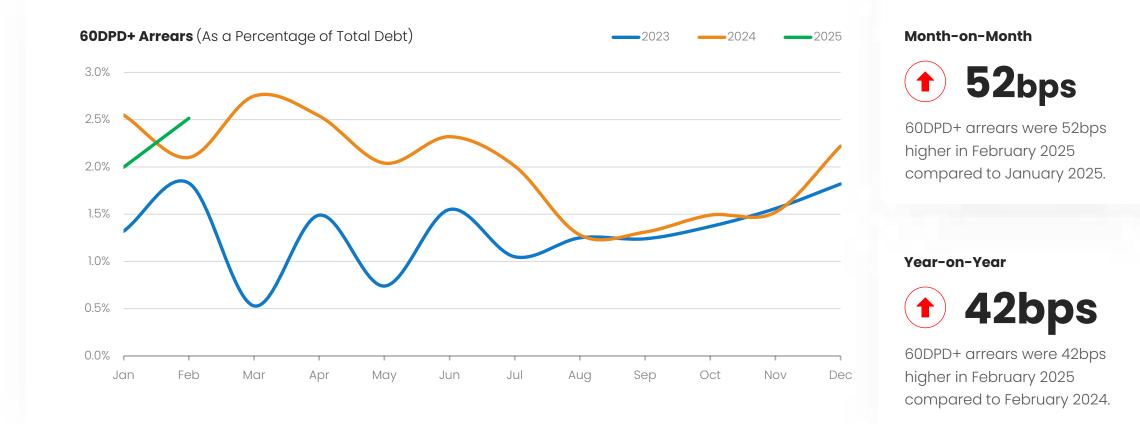


Plumbing Merchant Arrears in Dollars (60+DPD)



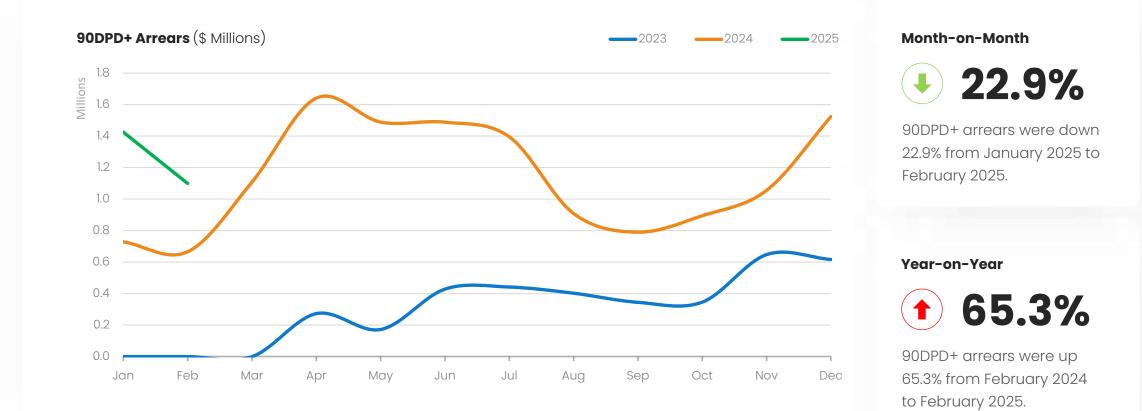


Plumbing Merchant Arrears in Percentages (60+DPD)

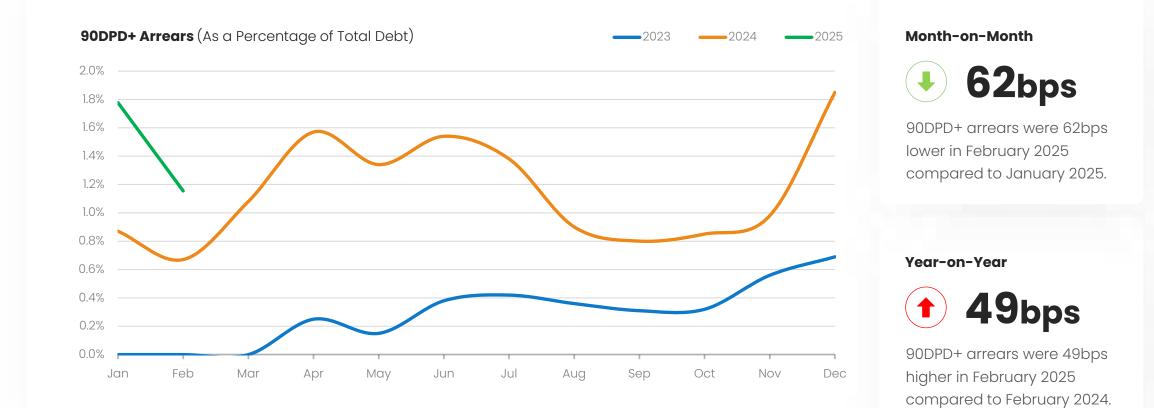




Plumbing Merchant Arrears in Dollars (90+DPD)



Plumbing Merchant Arrears in Percentages (90+DPD)



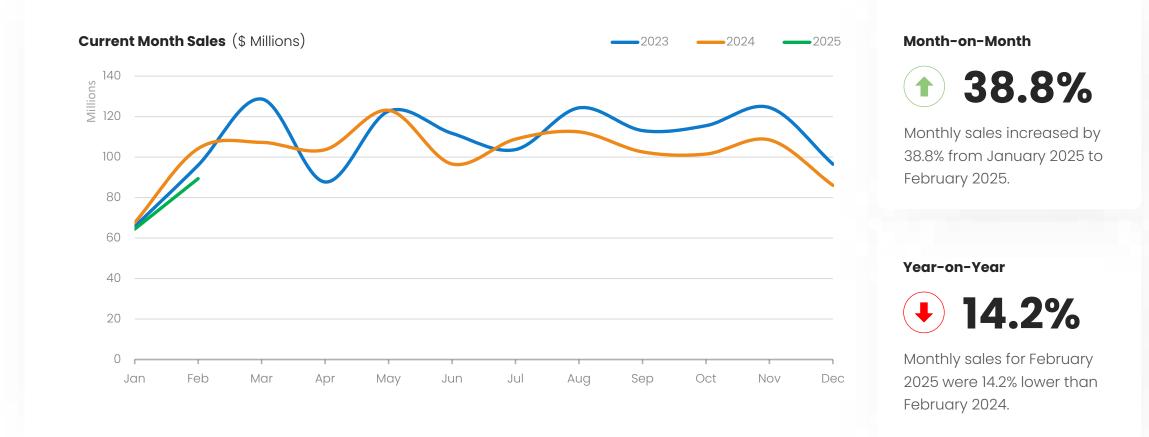






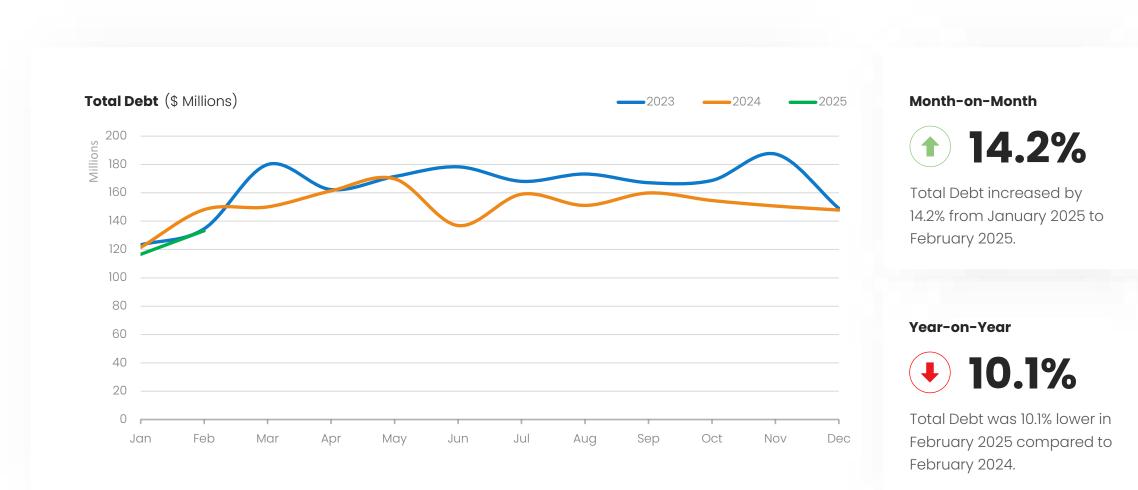
Concrete Merchant Insights.

Concrete Merchant Current Month Sales



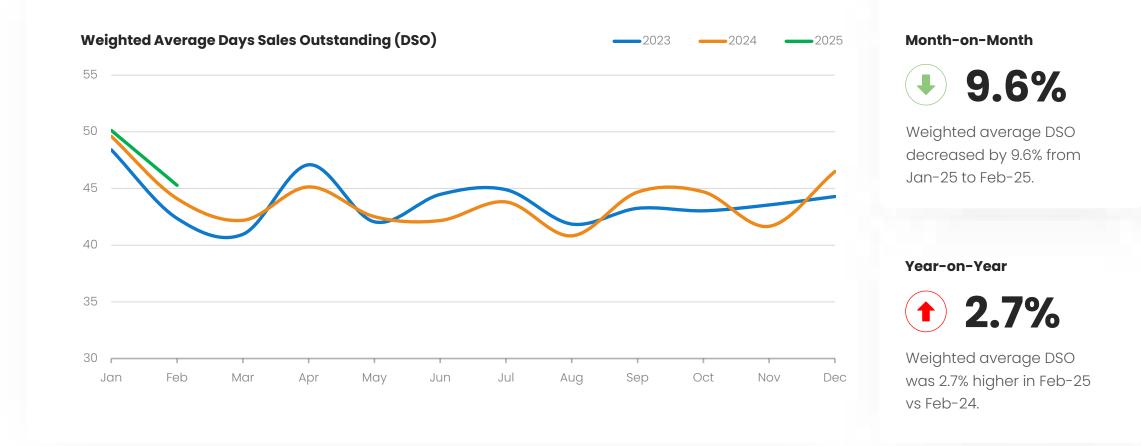
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Concrete Merchant Total Debt



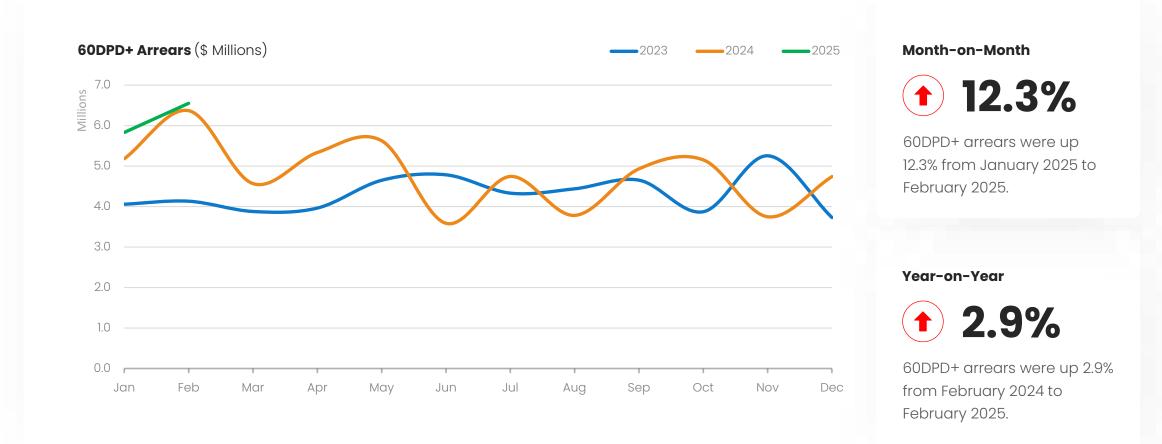


Concrete Merchant Days Sales Outstanding



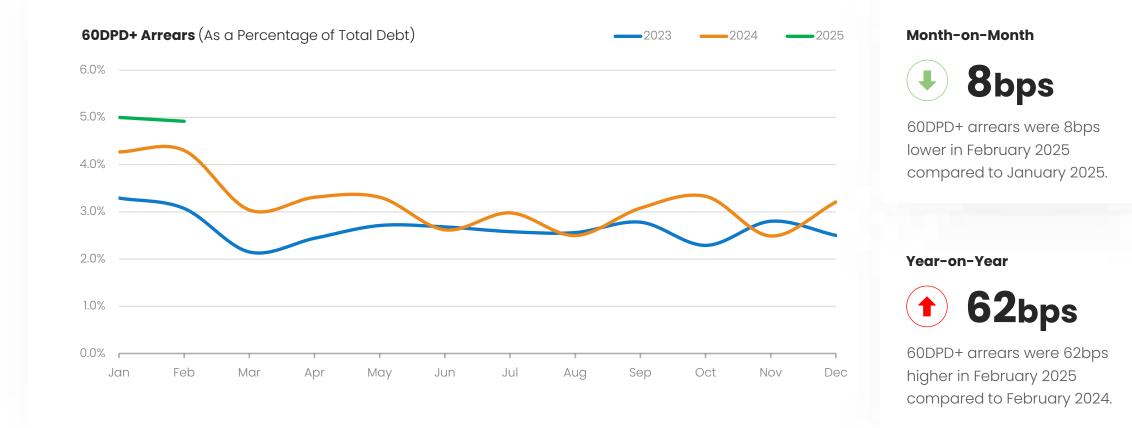


Concrete Merchant Arrears in Dollars (60+DPD)



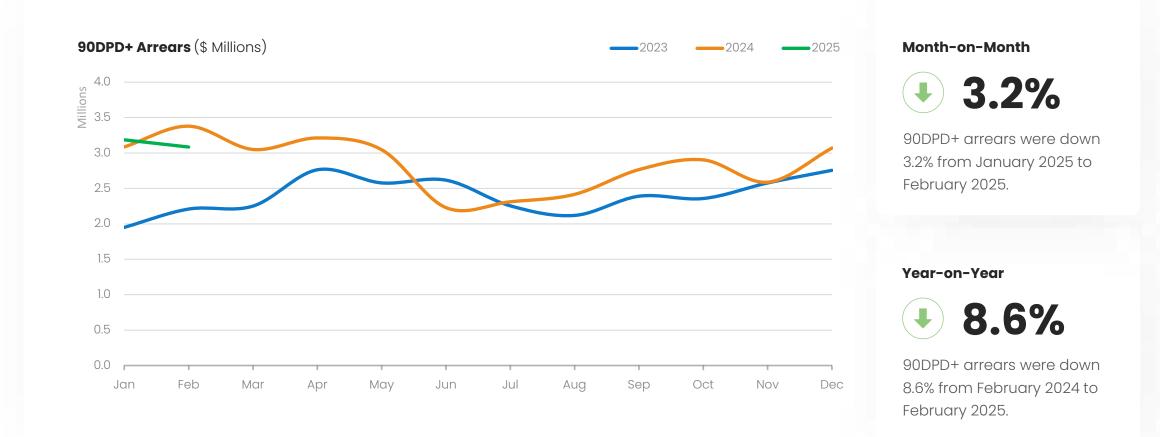


Concrete Merchant Arrears in Percentages (60+DPD)





Concrete Merchant Arrears in Dollars (90+DPD)



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Concrete Merchant Arrears in Percentages (90+DPD)

