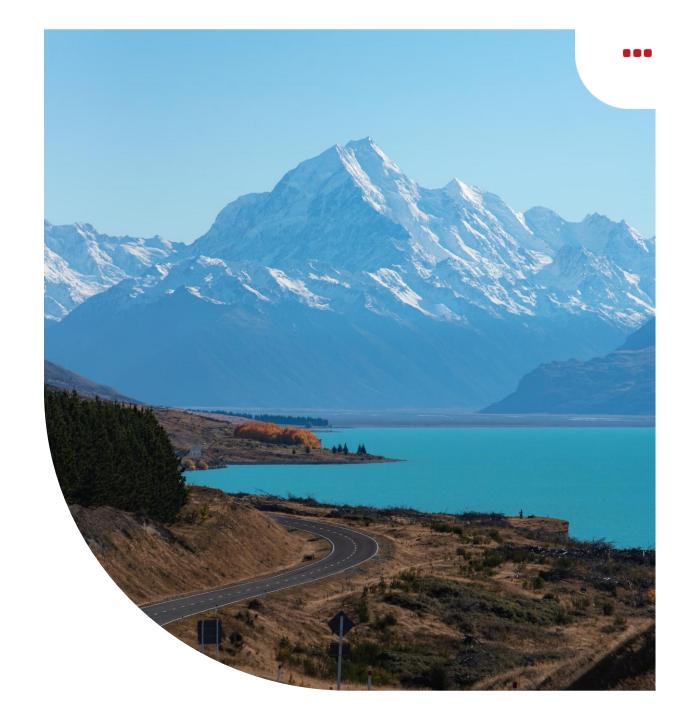


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July 2025 Month-End Credit Insights

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- Overall Debtor Company Payment Arrears
- Volume of Debtors Going 'Bad' (Defaults, Judgements, etc.) and Winding Up Applications

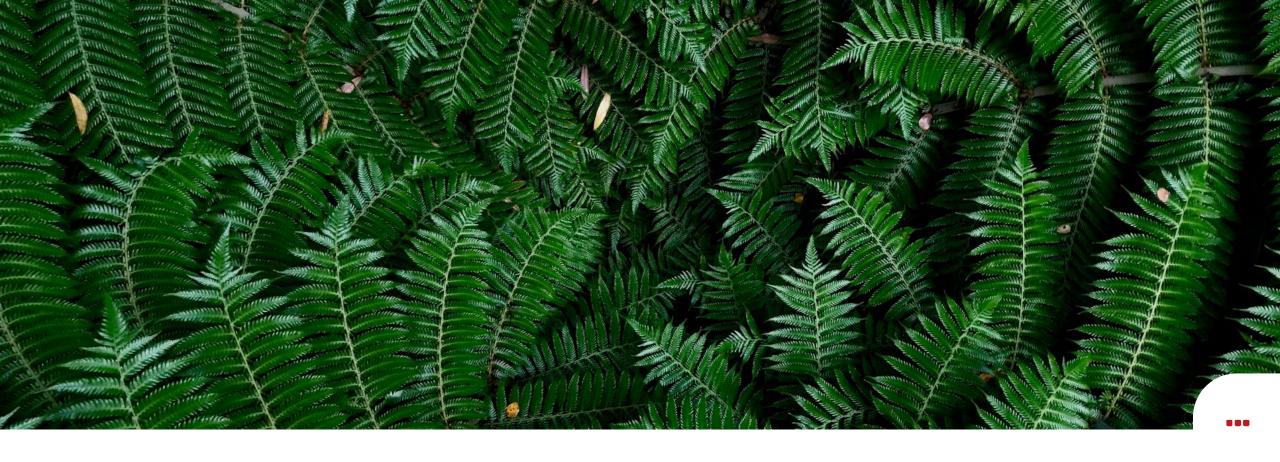
Comparison of Building Consent and Sales Trends – Page 10

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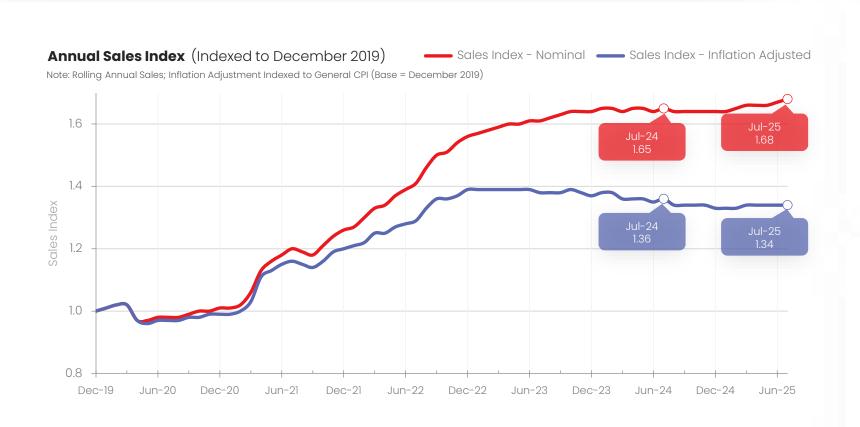




Key Credit Risk Insights.

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Momentum in rolling annual sales continued in July, but after adjusting for inflation, the trend remains flat with limited real growth



Nominal Sales

MoM Change

YoY Change



0.4%



1.6%

Rolling annual sales edged up again in July, keeping pace with the modest gains seen in recent months.

Inflation Adjusted Sales

MoM Change

YoY Change



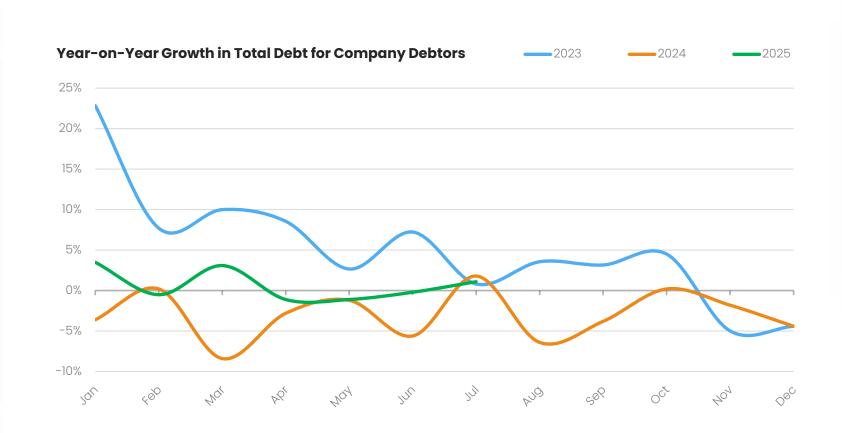
0.2%



0.9%

Inflation-adjusted rolling annual sales have held steady, but rising inflation continues to subdue real sales growth.

Total Debt levels for Company Debtors increased in July, the first increase in the past few months



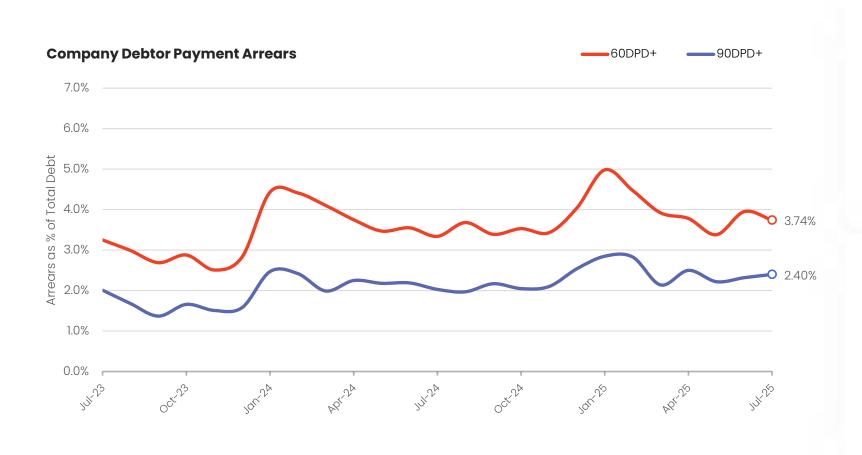
July 2025



1.1%

Total Debt Balance for July 2025 was 1.1% higher than July 2024.

60DPD+ Company Arrears decreased in July, while 90DPD+ inched higher, both trends remain up year-on-year



60DPD+ Arrears

MoM Change

YoY Change



20_{bps}



41bps

60DPD+ arrears improved in July, reflecting seasonal trends, but levels remain up year-on-year.

90DPD+ Arrears

MoM Change

YoY Change



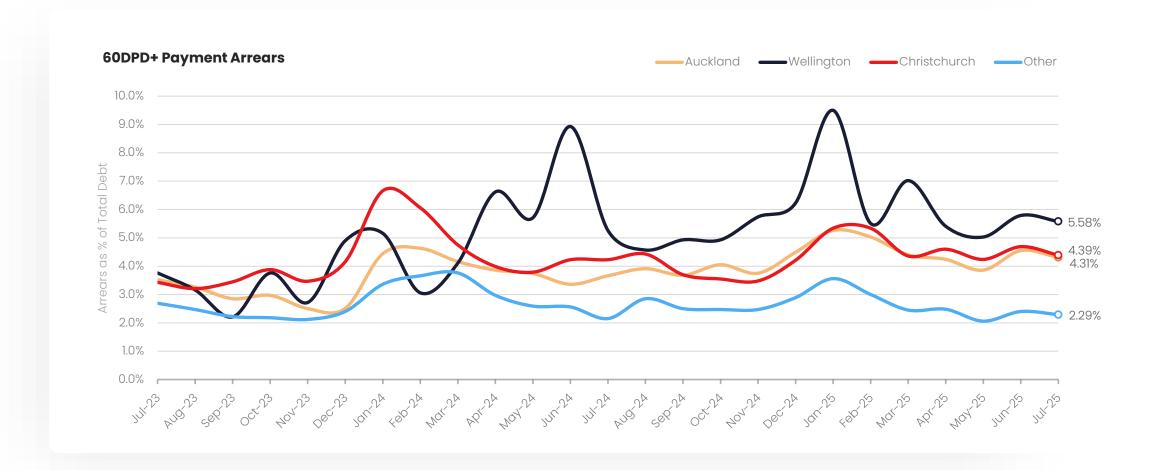
8bps



90DPD+ arrears increased slightly in July, but the trend in recent months remains relatively steady.

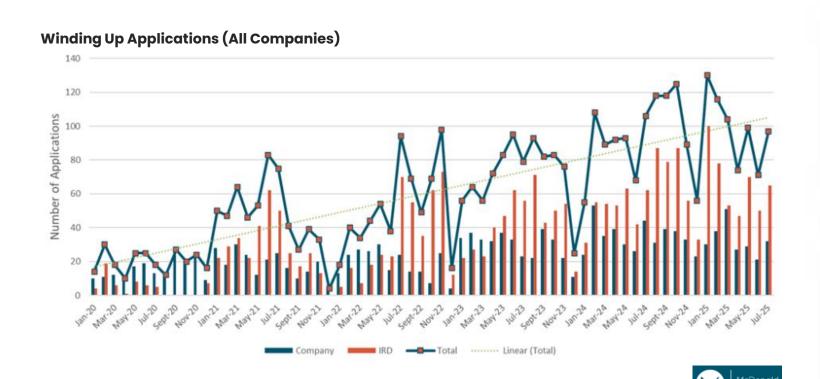
All major regions recorded improvements in 60DPD+ Arrears in July

(Location Determined by Debtor Address on the Companies Office)



Winding up applications (IRD and Companies combined)

As per the McDonald Vague Insolvency July 2025 Report



Month-on-Month



0.7%

The <u>rolling annual</u> volume of winding up applications was 0.7% lower in Jul-25 vs. Jun-25.

Year-on-Year



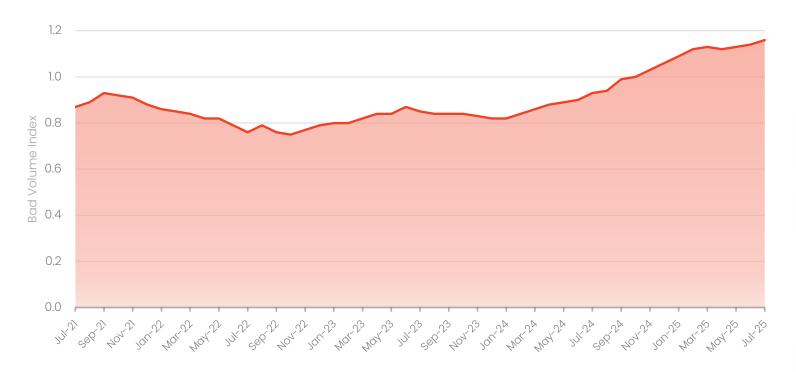
23.3%

The <u>rolling annual</u> volume of winding up applications was up 23.3% in Jul-25 vs. Jul-24.

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



1.2%

The rolling annual volume of bad debtors increased again in July 2025.

Year-on-Year



1 24.7%

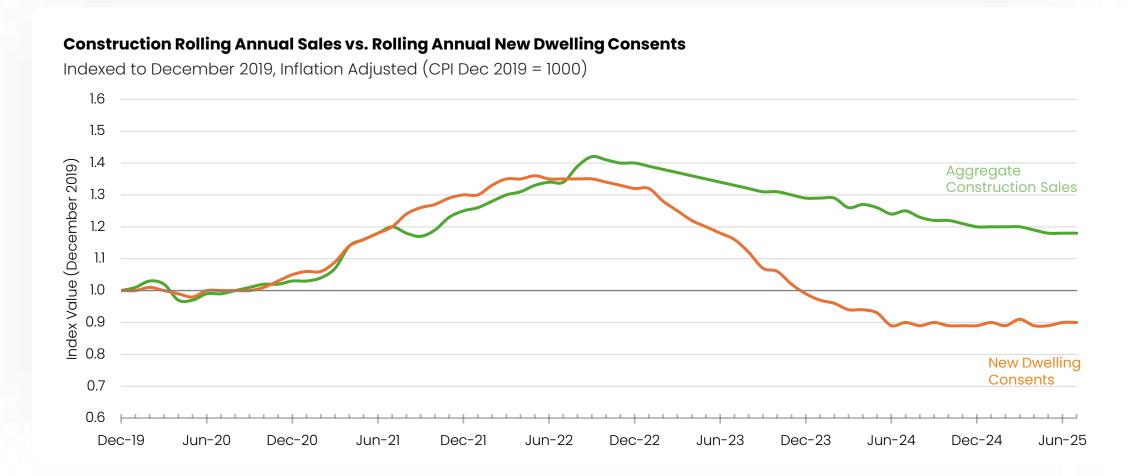
The rolling annual volume of debtors going bad was 24.7% higher than in July 2024.



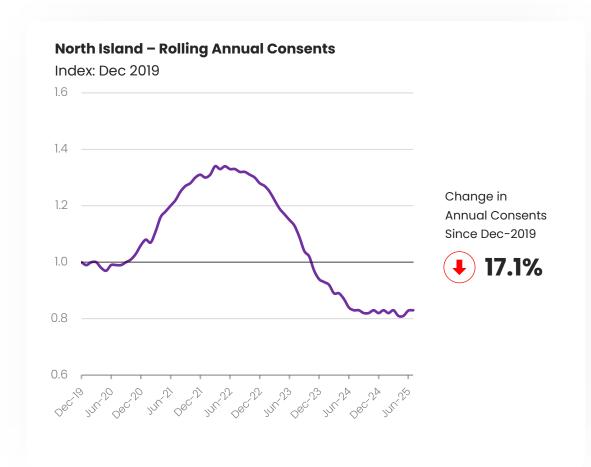


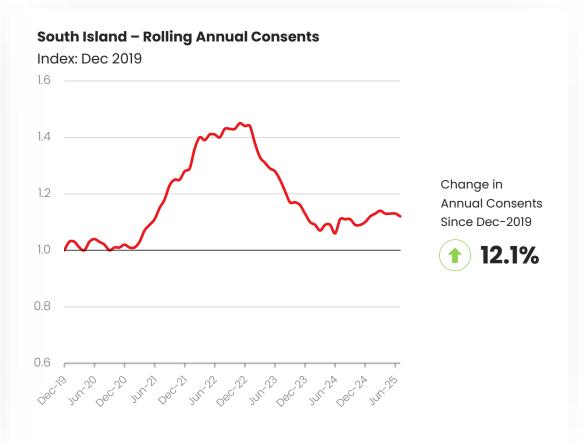
Comparison of Building Consents and Sales Trends.

Aggregate Construction Sales are beginning to stabilise, while Rolling Annual New Dwelling Consents have remained flat for a sustained period



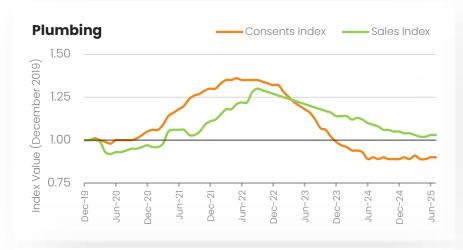
The North Island Rolling Annual Consents were flat in July, while the South Island saw a slight dip, but remains positive

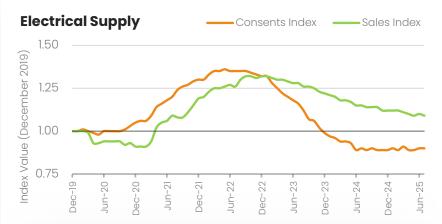




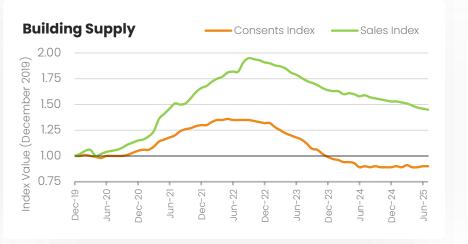
Inflation Adjusted Sales vs Consents for spotlight Vendor industries

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



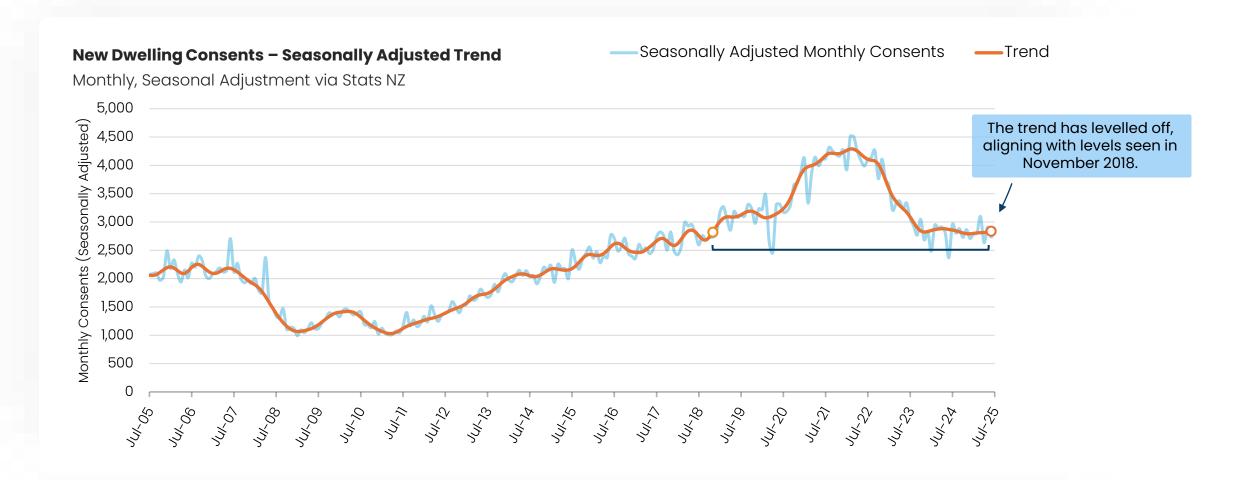








Despite a slight rise in monthly New Dwelling Consents in July, the broader trend has remained stable over the long run





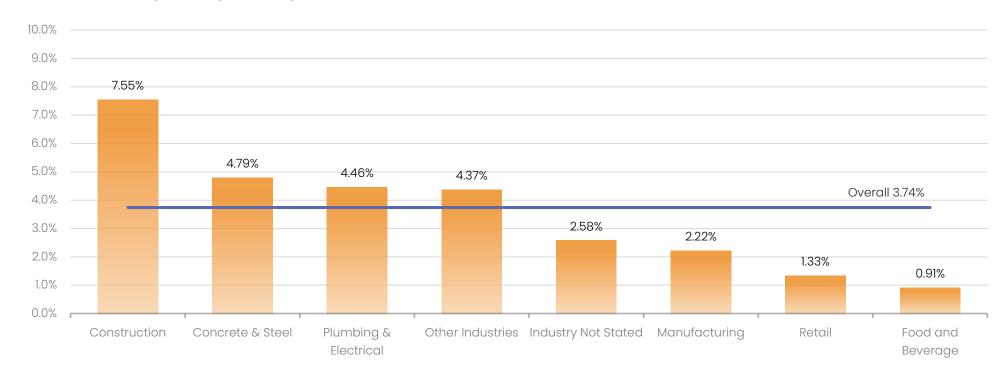


Debtor Industry Insights.

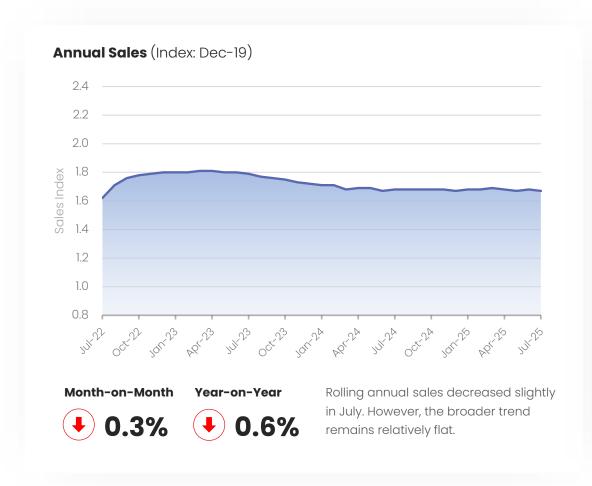
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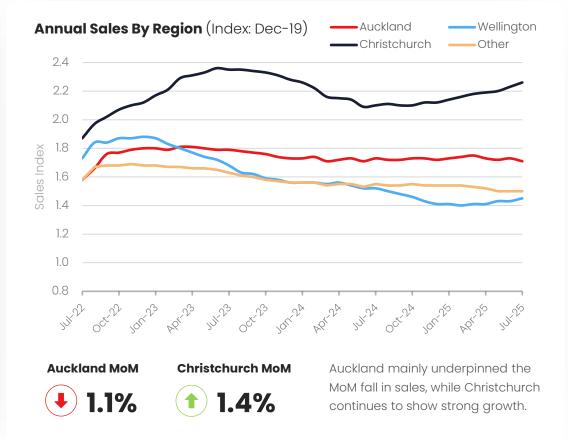
All industries saw a decrease in 60DPD+ Arrears in July, **except Food & Beverage**(Debtor ANZSIC industries defined by Companies Office records)

60DPD+ Arrears by Industry as at July 2025



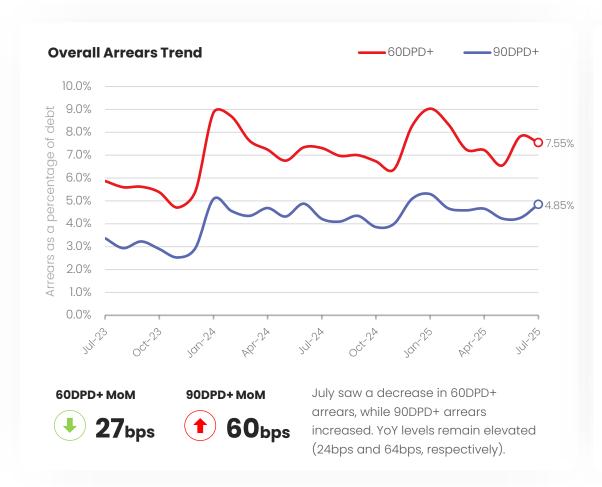
Construction Debtors: Sales Growth

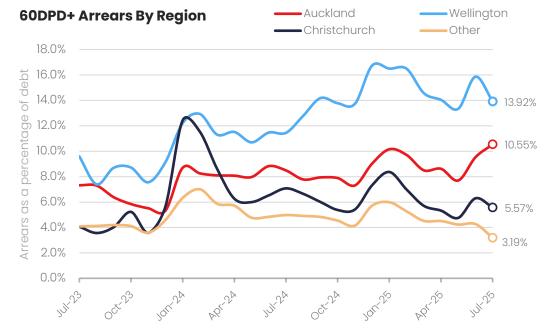




Construction Debtors: Arrears

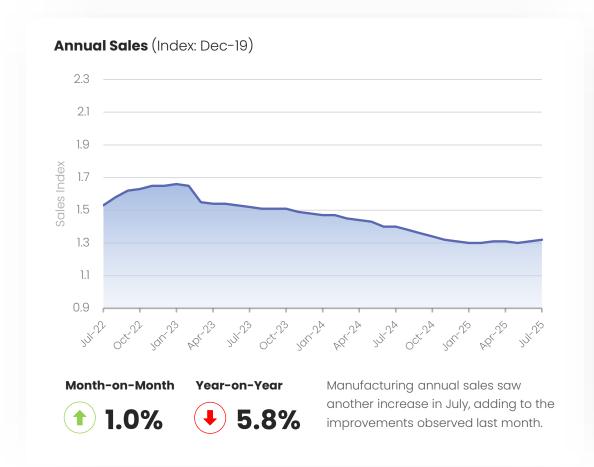
(Debtor industries (ANZSIC) and regions defined by Companies Office records)

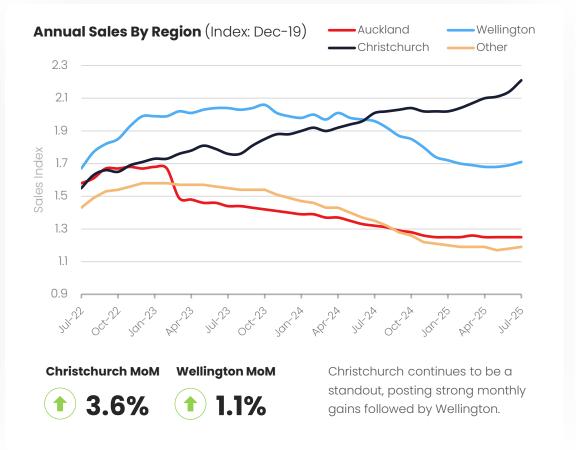




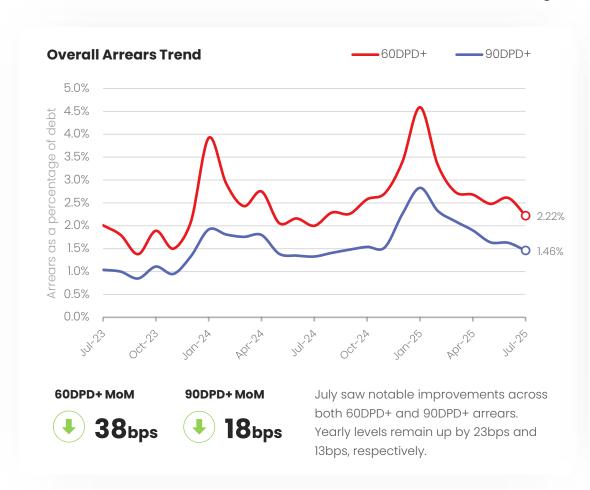
The decline in overall 60DPD+ arrears was largely supported by improvements in Wellington (194bps), Christchurch (73bps), and the 'Other' regions (108bps). In contrast, Auckland moved against this trend, deteriorating by 102bps. As a result, the overall arrears reduction was relatively modest.

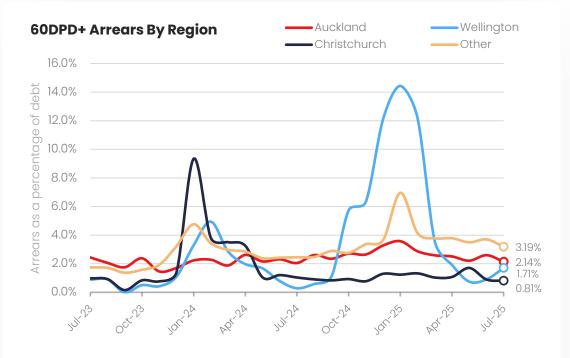
Manufacturing Debtors: Sales Growth





Manufacturing Debtors: Arrears (Debtor industries (ANZSIC) and regions defined by Companies Office records)

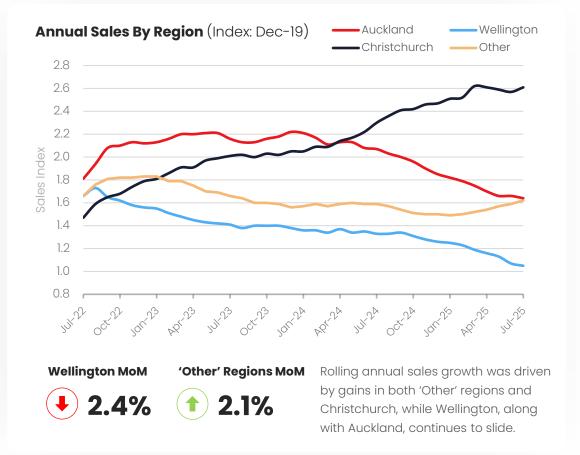




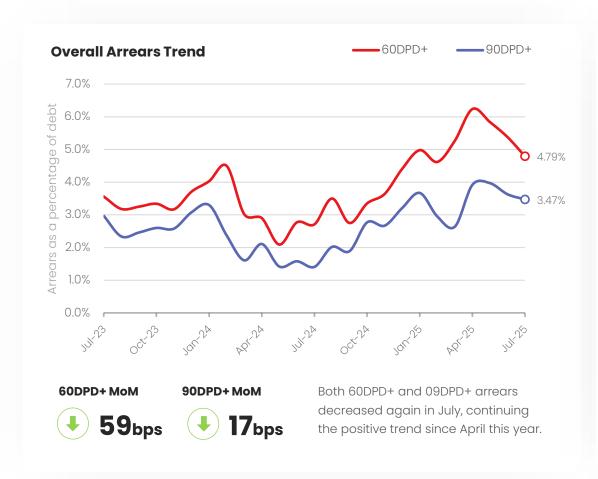
All regions except Wellington experienced decreases in 60DPD+ arrears, led by 'Other' regions (51bps), followed by Auckland (46bps) and Christchurch (8bps). In contrast, Wellington saw a deterioration of 80bps and is now up 142bps compared to the same time last year.

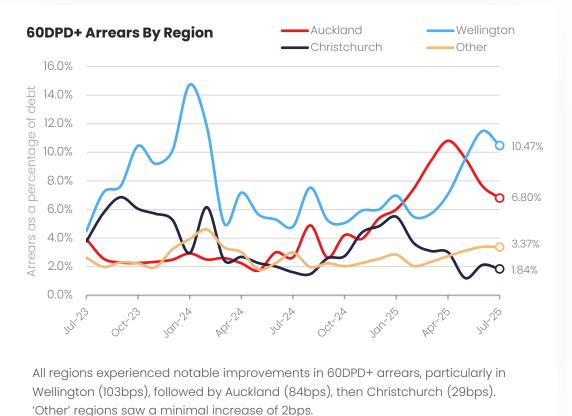
Concrete & Steel Debtors: Sales Growth



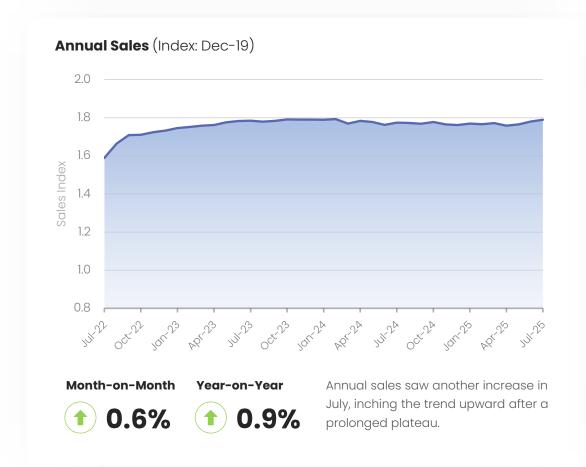


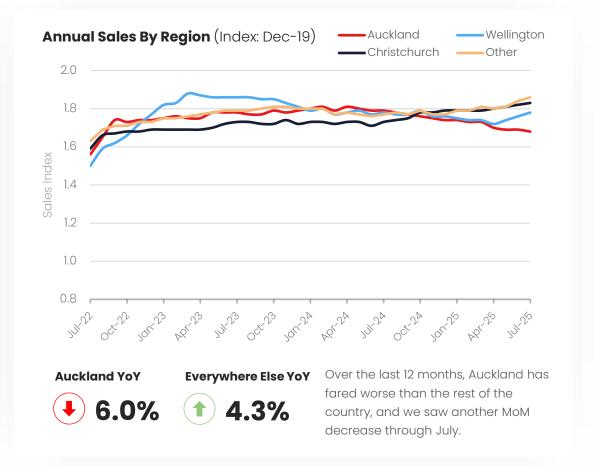
Concrete & Steel Debtors: Arrears





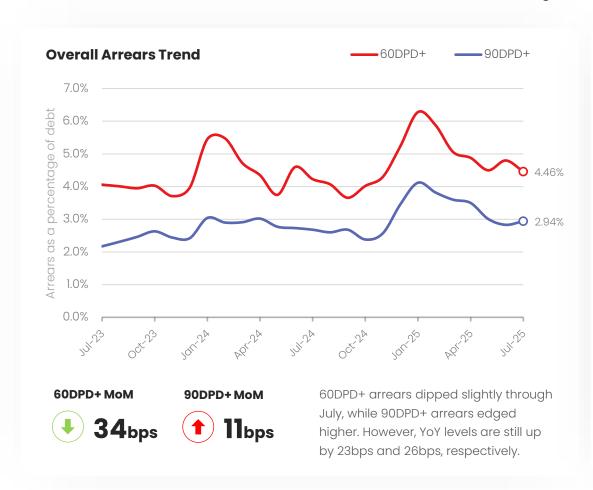
Plumbing & Electrical Debtors: Sales Growth

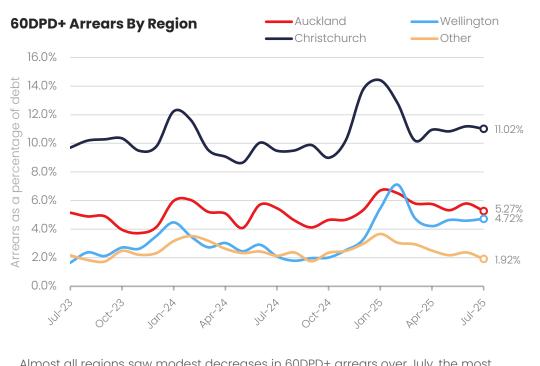




Plumbing & Electrical Debtors: Arrears

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

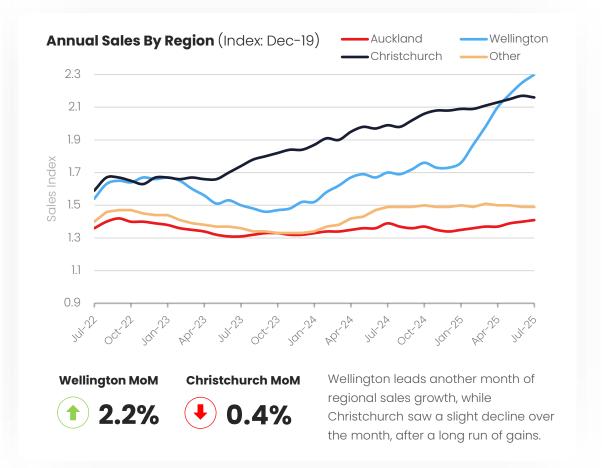




Almost all regions saw modest decreases in 60DPD+ arrears over July, the most notable being Auckland (51bps), followed by 'Other' regions (45bps), then Christchurch (18bps). Wellington, however, crept up in 60DPD+ arrears, recording a 13bps increase.

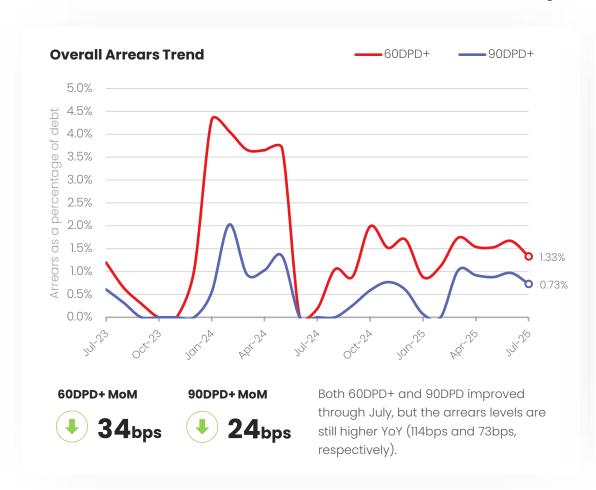
Retail Debtors: Sales Growth

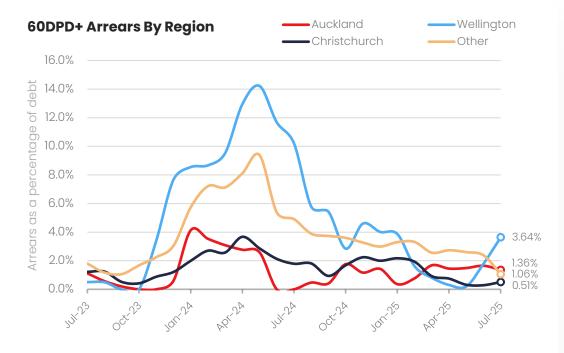




Retail Debtors: Arrears

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

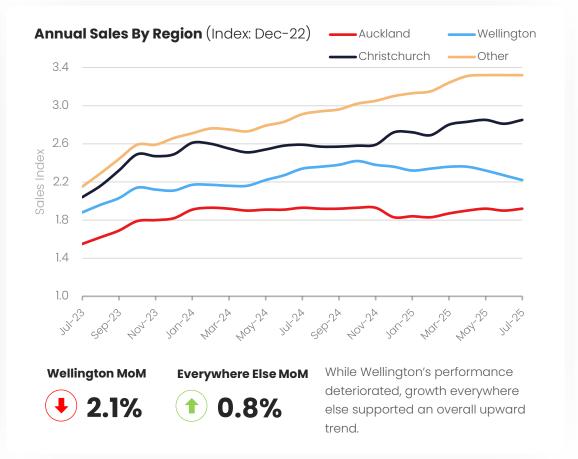




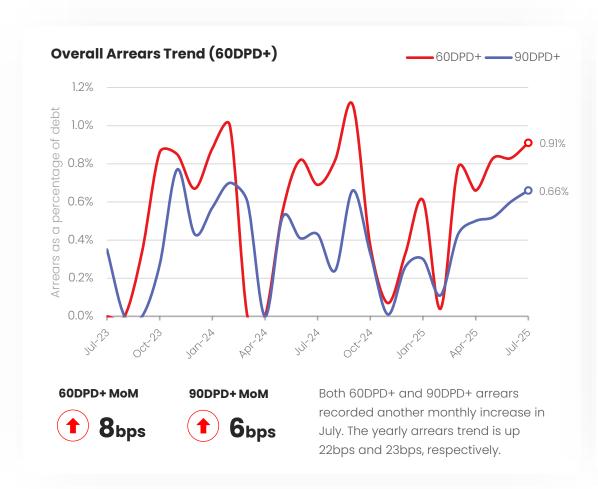
July saw uneven results across all regions for 60DPD+ arrears. Most notably, 'Other' regions fell (132bps), along with Auckland (29bps). Wellington grew by 185bps, followed by Christchurch with a 22bps increase. Wellington has the highest share of 60DPD+ arrears, but this region tends to be volatile due to the size of the market.

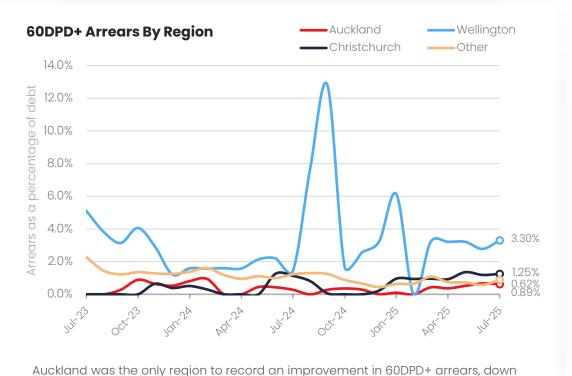
Food & Beverage Debtors: Sales Growth (Debtor industries (ANZSIC) and regions defined by Companies Office records)

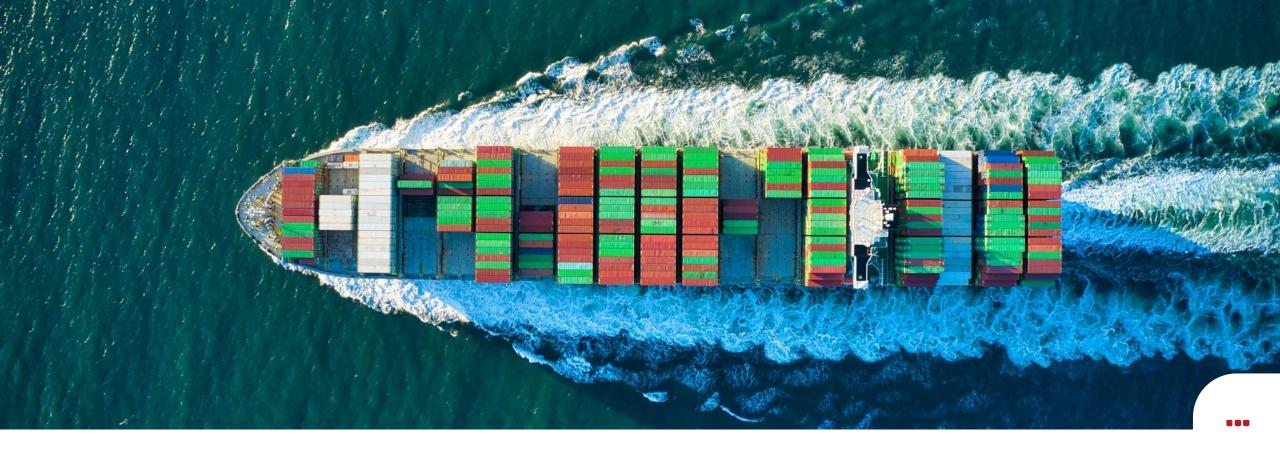




Food & Beverage Debtors: Arrears









Vendor Industry DSO Insights.

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Days Sales Outstanding by Vendor Industry (1 of 4)

Vendor Segment	DSO - July 2025	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Air Conditioning / Refrigeration	55.8	4.9%	16.0%	
Automotive Industry	48.0	2.8%	- 19.9% ■	~
Builder - Commercial	45.6	51.9%	0.6%	\searrow
Builder - Residential	39.2	12.7%	-14.6% ■	
Building Materials	50.9	0.5%	3.3%	
Building Sub-Trades	42.9	-5.9%	-7.4% •	\sim
Building Supply Merchants	43.3	-4.4% •	-0.5%	\sim

Days Sales Outstanding by Vendor Industry (2 of 4)

Vendor Segment	DSO - July 2025	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Civil Engineering	43.8	4.1%	10.9%	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
Concrete	43.8	-7.3% ●	-0.1%	\sim
Electrical Sub-Contractors	35.9	-6.0%	-7.0% ■	~~~~
Electrical Supply Merchants	49.5	-2.5 % ●	0.6%	\sim
Energy & Fuel Resources	36.7	0.5%	-2.3% •	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
Equipment Hire	42.9	0.6%	-7.3% ■	
Finance & Insurance	64.0	2.0%	0.4%	
Flooring	30.0	0.0%	0.0%	

Days Sales Outstanding by Vendor Industry (3 of 4)

Vendor Segment	DSO - July 2025	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Food & Beverage	34.9	0.6%	-11.3%	
Glass	40.1	-6.3%	-6.5%	
Labour Hire	36.2	-4.0% •	-4.8% •	
Other Building	42.4	-8.1% •	-12.3% ■	
Plumbing	38.9	-4.3% •	4.5%	
Pulp, Paper and Printing	37.1	23.7%	20.9%	
Retail	36.3	-18.5%	16.0%	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\

Days Sales Outstanding by Vendor Industry (4 of 4)

Vendor Segment	DSO - July 2025	Month-on-Month Change (%)	Year-on-Year Change (%)	Last 13 Months Trend
Roofing	43.9	-10.9%	3.8%	
Steel / Metal Products	33.1	- 7.3% ●	-4.1% •	
Technology & Service Providers	39.5	-0.8%	-0.6%	
Timber	39.4	-0.5%	-9.3% •	
Travel	30.3	1.1%	-4.0% •	
Window Fabricators / Installers	35.8	-6.4% ●	−13.0% ●	

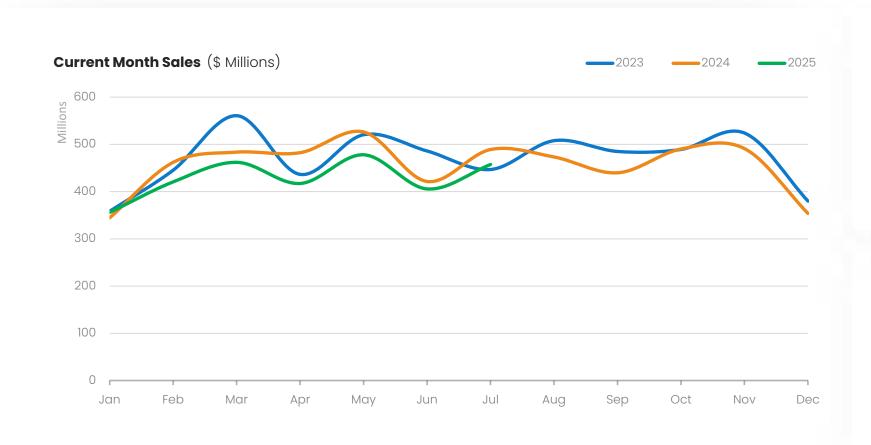




Building Merchant Insights.

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Building Merchant Current Month Sales



Month-on-Month



12.7%

Monthly sales increased by 12.7% from June 2025 to July 2025.

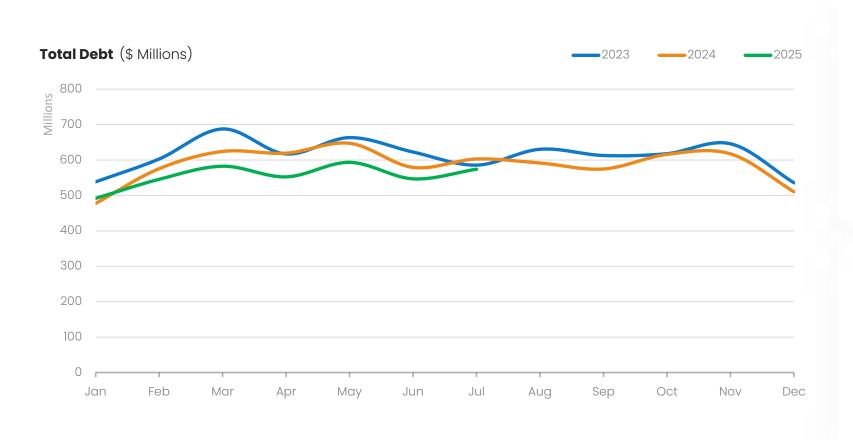
Year-on-Year



6.5%

Monthly sales for July 2025 were 6.5% lower than July 2024.

Building Merchant Total Debt



Month-on-Month



5.0%

Total Debt increased by 5.0% from June 2025 to July 2025.

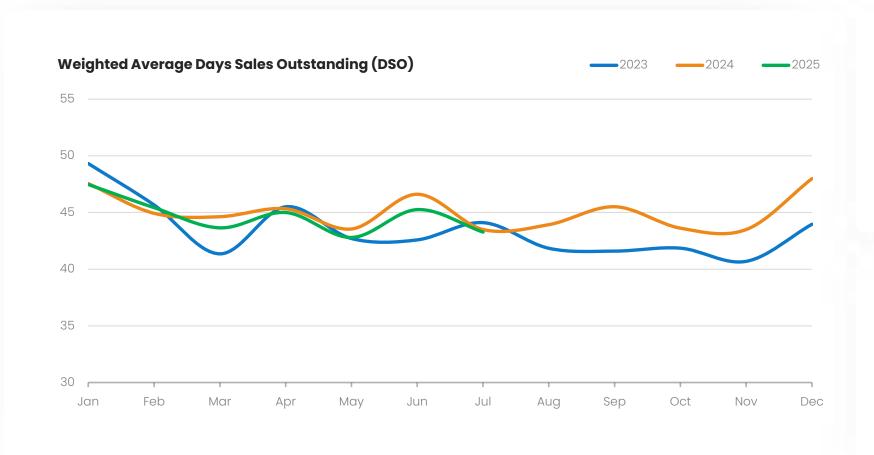
Year-on-Year



4.7%

Total Debt was 4.7% lower in July 2025 vs July 2024.

Building Merchant Days Sales Outstanding



Month-on-Month



4.4%

Weighted average DSO decreased by 4.4% from Jun-25 to Jul-25.

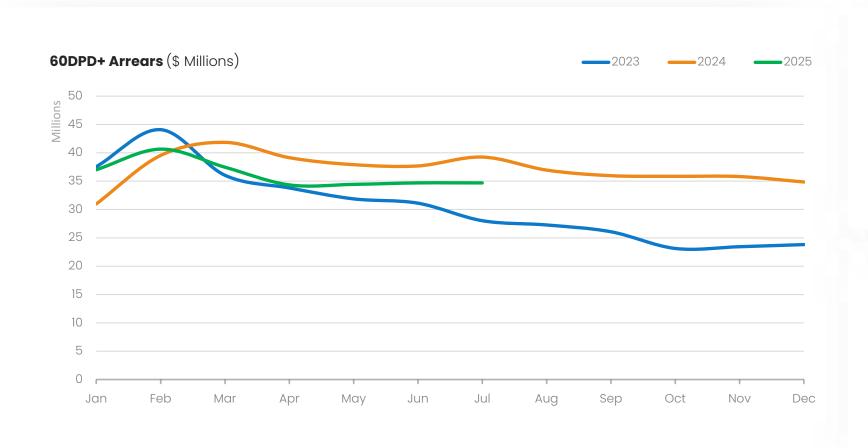
Year-on-Year



0.5%

Weighted average DSO was 0.5% lower in Jul-25 vs Jul-24.

Building Merchant Arrears in Dollars (60+DPD)



Month-on-Month



0.0%

60DPD+ arrears were unchanged from June 2025 to July 2025.

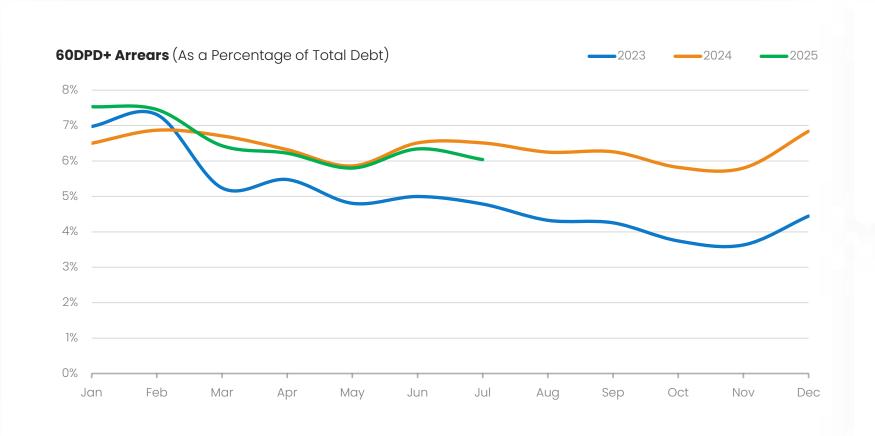
Year-on-Year



11.6%

60DPD+ arrears were down 11.6% from July 2024 to July 2025.

Building Merchant Arrears in Percentages (60+DPD)



Month-on-Month



30bps

60DPD+ arrears in July 2025 were 30bps lower compared to June 2025.

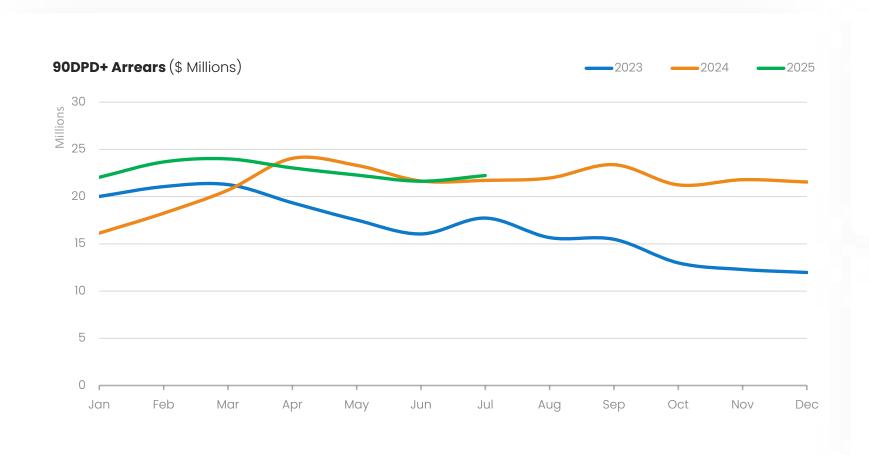
Year-on-Year



47bps

60DPD+ arrears were 47bps lower in July 2025 compared to July 2024.

Building Merchant Arrears in Dollars (90+DPD)



Month-on-Month



2.8%

90DPD+ arrears were up 2.8% from June 2025 to July 2025.

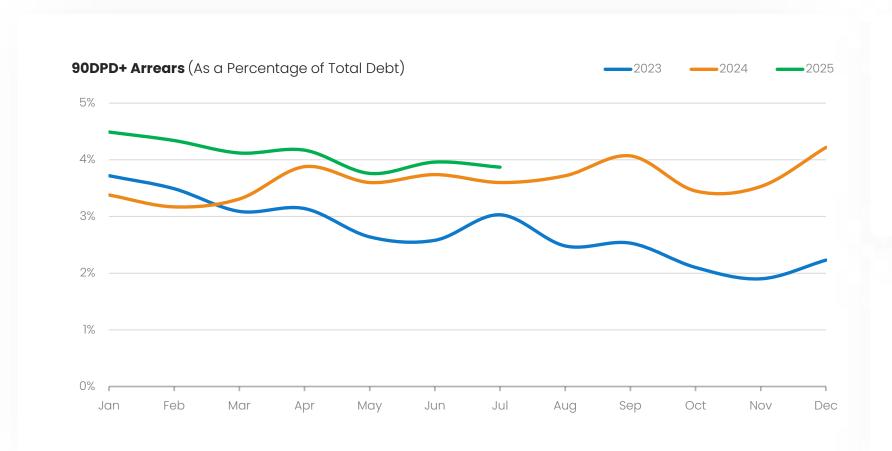
Year-on-Year



2.4%

90DPD+ arrears were up 2.4% from July 2024 to July 2025.

Building Merchant Arrears in Percentages (90+DPD)



Month-on-Month



8bps

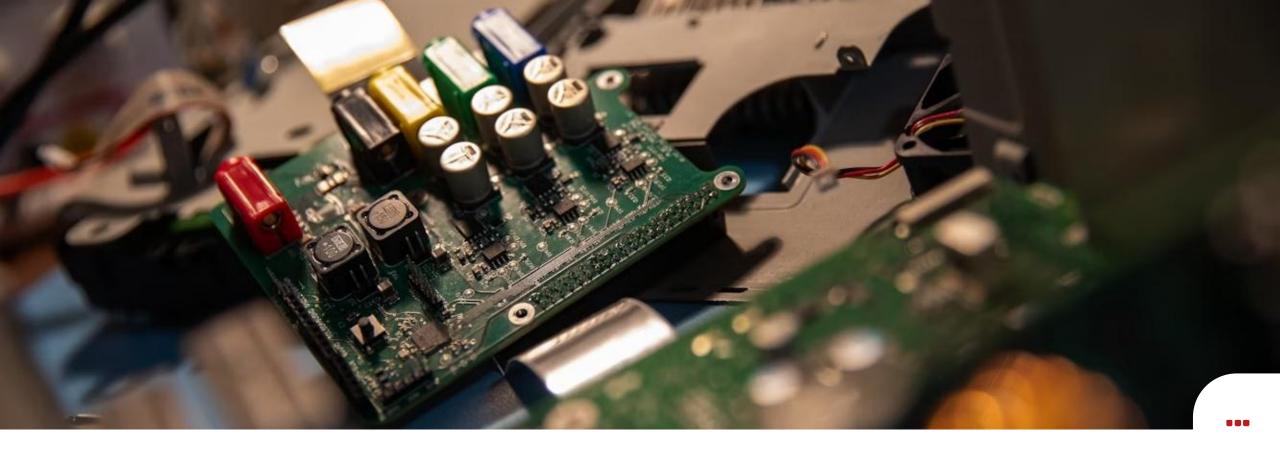
90DPD+ arrears were 8bps lower in July 2025 compared to June 2025.

Year-on-Year



27bps

90DPD+ arrears were 27bps higher in July 2025 compared to July 2024.

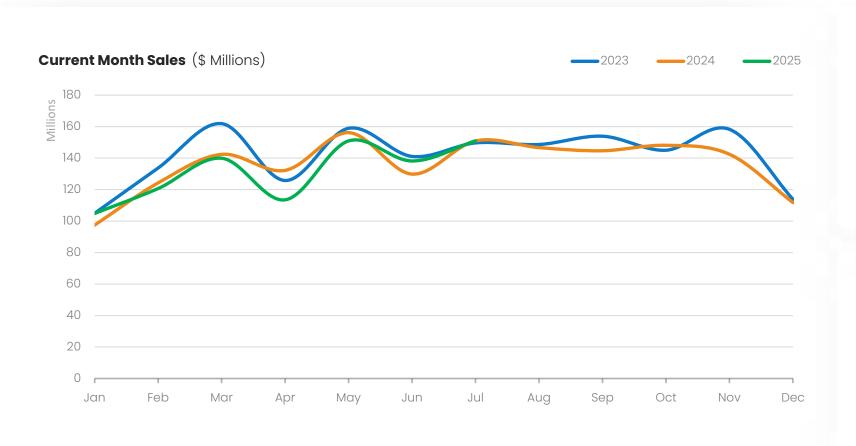




Electrical Merchant Insights.

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Electrical Merchant Current Month Sales



Month-on-Month



9.2%

Monthly sales increased by 9.2% from June 2025 to July 2025.

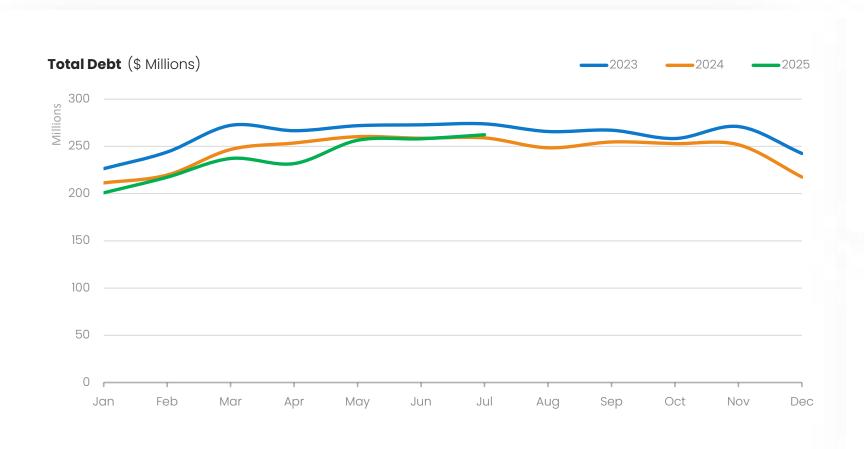
Year-on-Year



0.0%

Monthly sales for July 2025 were on par with July 2024.

Electrical Merchant Total Debt



Month-on-Month



1.7%

Total Debt increased by 1.7% from June 2025 to July 2025.

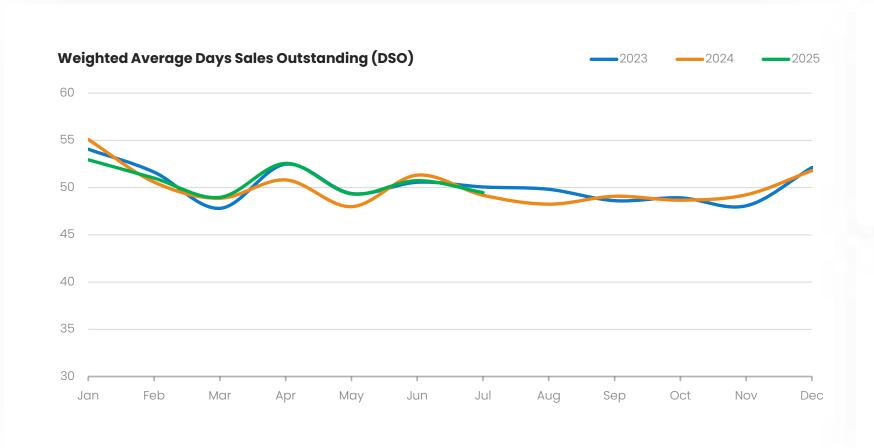
Year-on-Year



1.3%

Total Debt was 1.3% higher in July 2025 vs. July 2024.

Electrical Merchant Days Sales Outstanding



Month-on-Month



2.5%

Weighted average DSO decreased by 2.5% from Jun-25 to Jul-25.

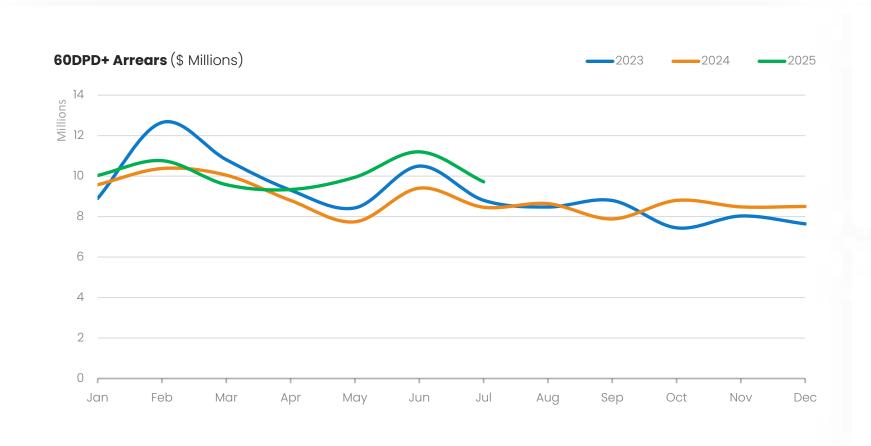
Year-on-Year



0.6%

Weighted average DSO was 0.6% higher in Jul-25 vs Jul-24.

Electrical Merchant Arrears in Dollars (60+DPD)



Month-on-Month



13.2%

60DPD+ arrears were down 13.2% from June 2025 to July 2025.

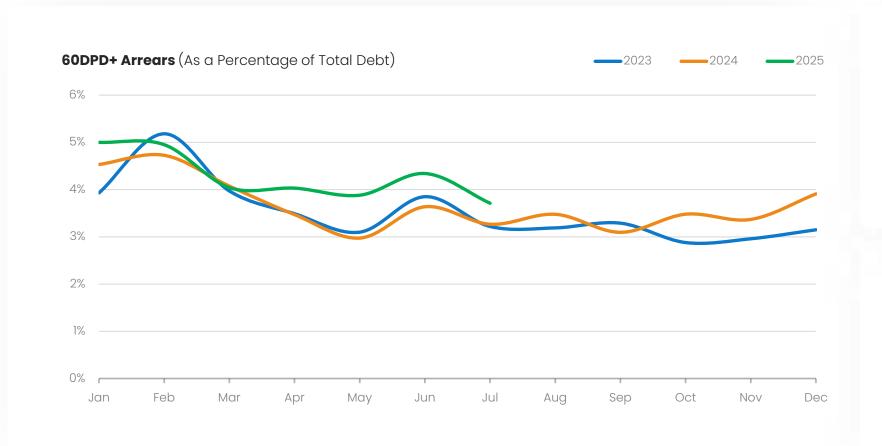
Year-on-Year



14.9%

60DPD+ arrears were up 14.9% from July 2024 to July 2025.

Electrical Merchant Arrears in Percentages (60+DPD)



Month-on-Month



64bps

60DPD+ arrears were 64bps lower in July 2025 compared to June 2025.

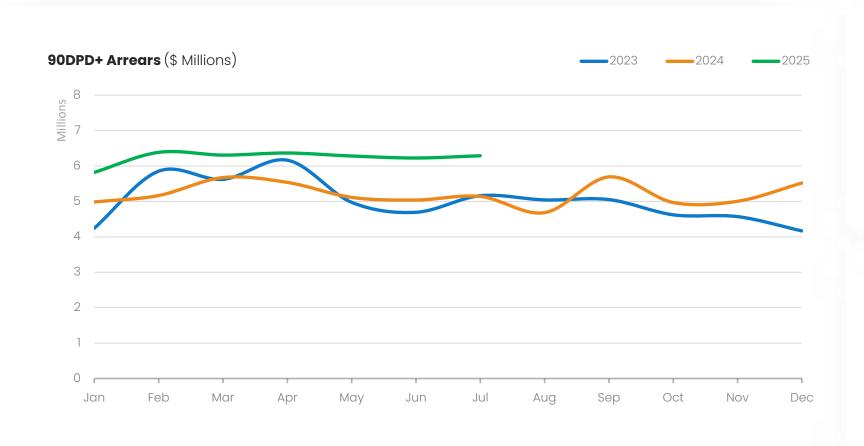
Year-on-Year



44bps

60DPD+ arrears were 44bps higher in July 2025 compared to July 2024.

Electrical Merchant Arrears in Dollars (90+DPD)



Month-on-Month



1.0%

90DPD+ arrears were up 1.0% from June 2025 to July 2025.

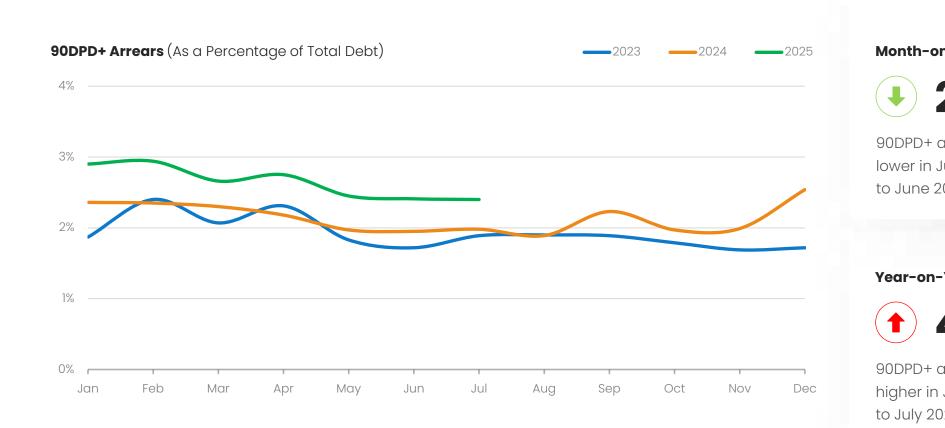
Year-on-Year



22.4%

90DPD+ arrears were up 22.4% from July 2024 to July 2025.

Electrical Merchant Arrears in Percentages (90+DPD)



Month-on-Month

2bps

90DPD+ arrears were 2bps lower in July 2025 compared to June 2025.

Year-on-Year

41bps

90DPD+ arrears were 41bps higher in July 2025 compared to July 2024.

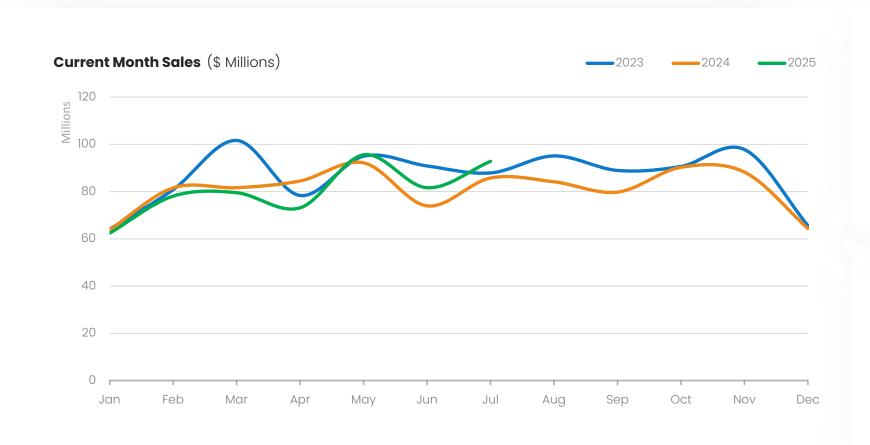




Plumbing Merchant Insights.

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Plumbing Merchant Current Month Sales



Month-on-Month



13.7%

Monthly sales increased by 13.7% from June 2025 to July 2025.

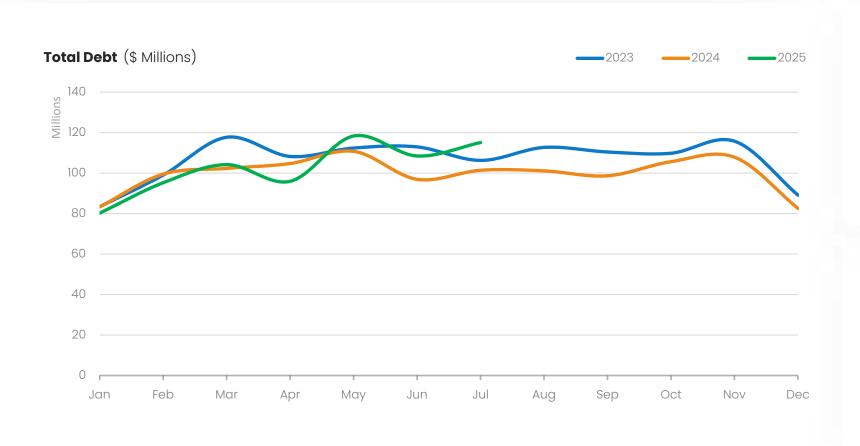
Year-on-Year



8.2%

Monthly sales for July 2025 were 8.2% higher than July 2024.

Plumbing Merchant Total Debt



Month-on-Month



6.1%

Total Debt increased by 6.1% from June 2025 to July 2025.

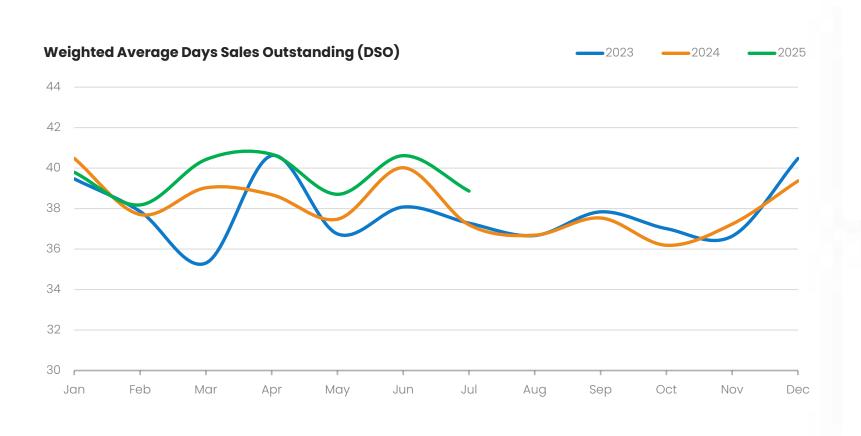
Year-on-Year



13.5%

Total Debt was 13.5% higher in July 2025 compared to July 2024.

Plumbing Merchant Days Sales Outstanding



Month-on-Month



4.3%

Weighted average DSO decreased by 4.3% from Jun-25 to Jul-25.

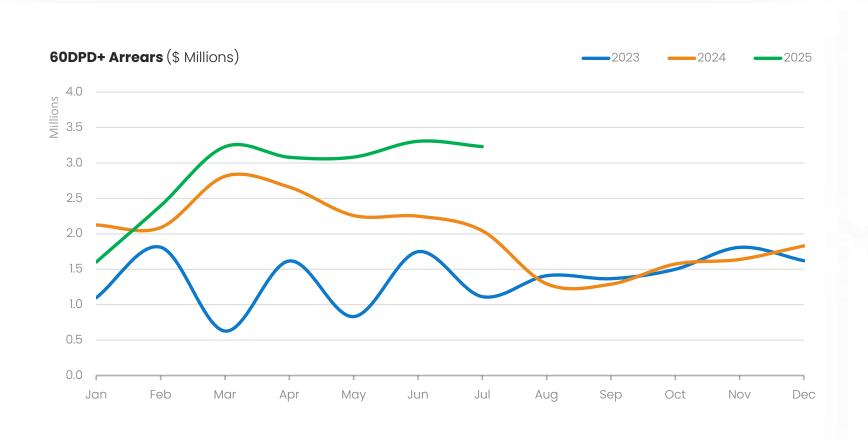
Year-on-Year



4.5%

Weighted average DSO was 4.5% higher in Jul-25 vs Jul-24.

Plumbing Merchant Arrears in Dollars (60+DPD)



Month-on-Month



2.3%

60DPD+ arrears were down 2.3% from June 2025 to July 2025.

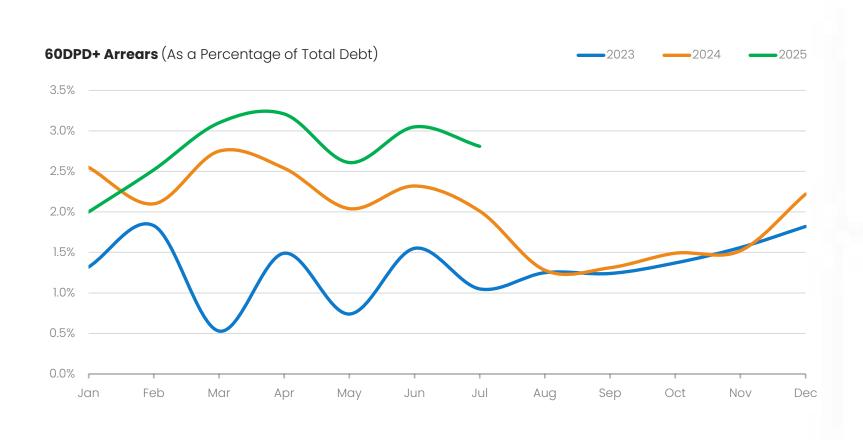
Year-on-Year



58.2%

60DPD+ arrears were up 58.2% from July 2024 to July 2025.

Plumbing Merchant Arrears in Percentages (60+DPD)



Month-on-Month



24bps

60DPD+ arrears were 24bps lower in July 2025 compared to June 2025.

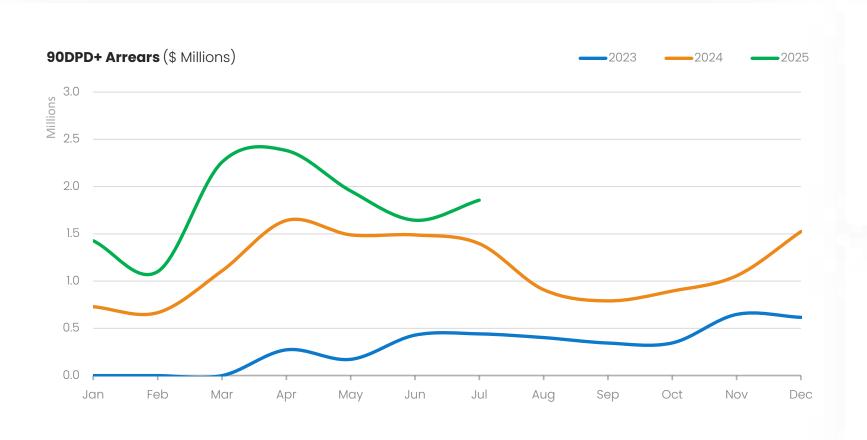
Year-on-Year



79bps

60DPD+ arrears were 79bps higher in July 2025 compared to July 2024.

Plumbing Merchant Arrears in Dollars (90+DPD)



Month-on-Month



12.9%

90DPD+ arrears were up 12.9% from June 2025 to July 2025.

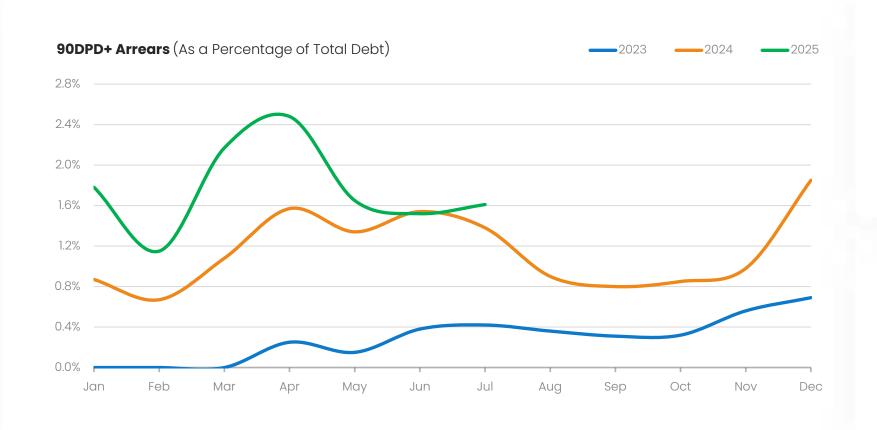
Year-on-Year



33.0%

90DPD+ arrears were up 33.0% from July 2024 to July 2025.

Plumbing Merchant Arrears in Percentages (90+DPD)



Month-on-Month



10bps

90DPD+ arrears were 10bps higher in July 2025 compared to June 2025.

Year-on-Year



24bps

90DPD+ arrears were 24bps higher in July 2025 compared to July 2024.

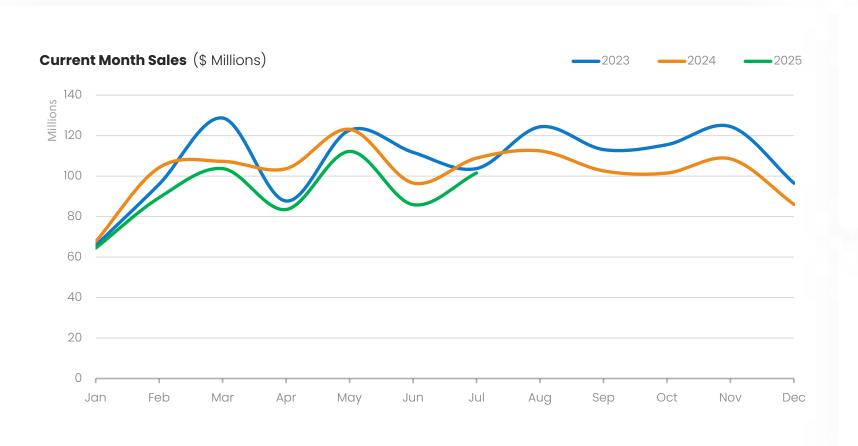




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Concrete Merchant Current Month Sales



Month-on-Month



18.2%

Monthly sales increased by 18.2% from June 2025 to July 2025.

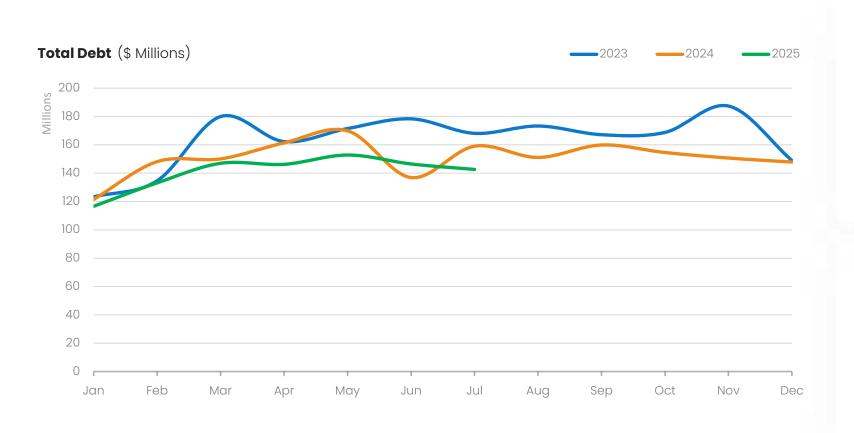
Year-on-Year



6.7%

Monthly sales for July 2025 were 6.7% lower than July 2024.

Concrete Merchant Total Debt



Month-on-Month



2.6%

Total Debt decreased by 2.6% from June 2025 to July 2025.

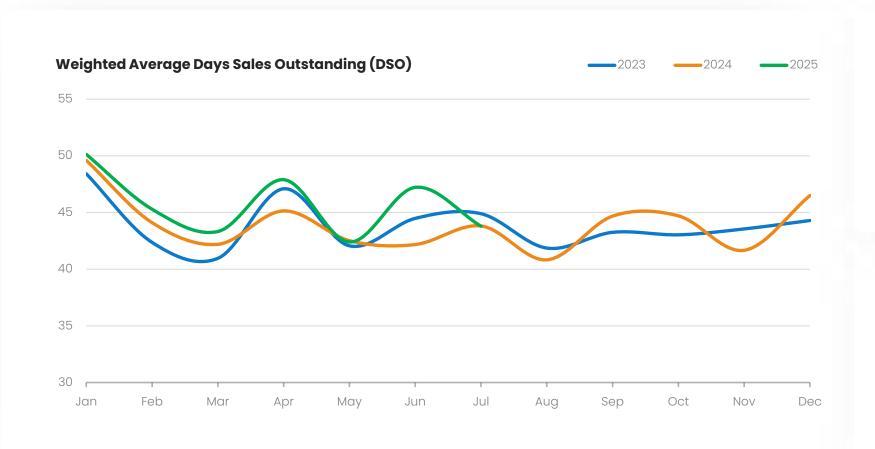
Year-on-Year



10.3%

Total Debt was 10.3% lower in July 2025 compared to July 2024.

Concrete Merchant Days Sales Outstanding



Month-on-Month



7.3%

Weighted average DSO decreased by 7.3% from Jun-25 to Jul-25.

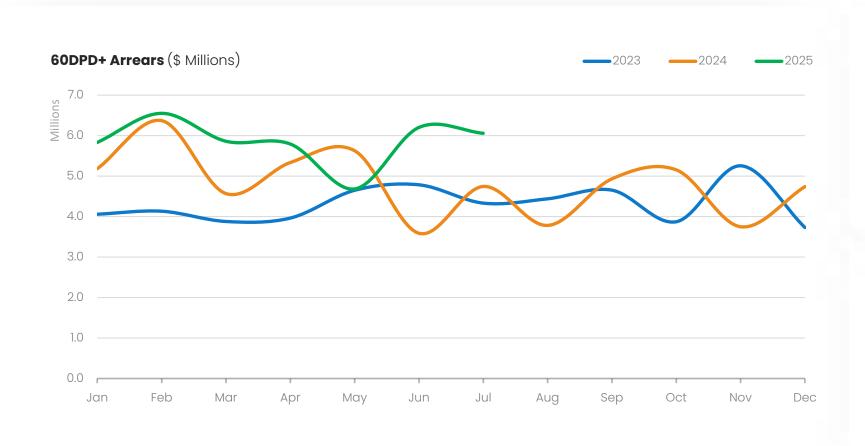
Year-on-Year



0.1%

Weighted average DSO was 0.1% lower in Jul-25 vs Jul-24.

Concrete Merchant Arrears in Dollars (60+DPD)



Month-on-Month



2.3%

60DPD+ arrears were down 2.3% from June 2025 to July 2025.

Year-on-Year



27.7%

60DPD+ arrears were up 27.7% from July 2024 to July 2025.

Concrete Merchant Arrears in Percentages (60+DPD)



Month-on-Month



lbps

60DPD+ arrears were lbps higher in July 2025 compared to June 2025.

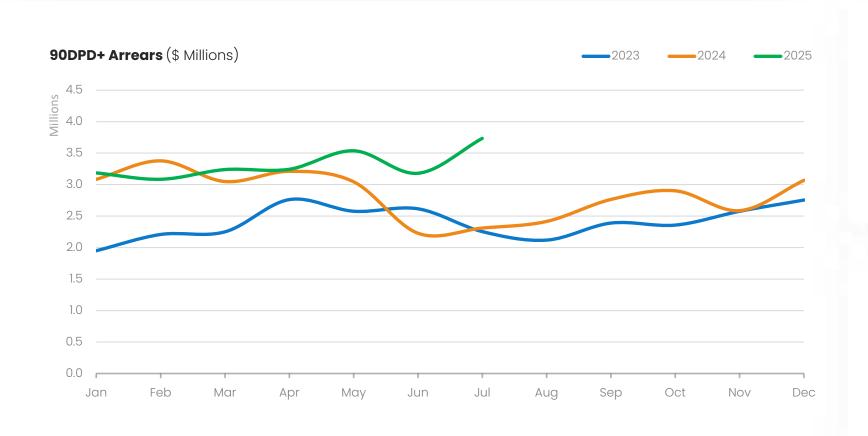
Year-on-Year



126bps

60DPD+ arrears were 126bps higher in July 2025 compared to July 2024.

Concrete Merchant Arrears in Dollars (90+DPD)



Month-on-Month



17.4%

90DPD+ arrears were up 17.4% from June 2025 to July 2025.

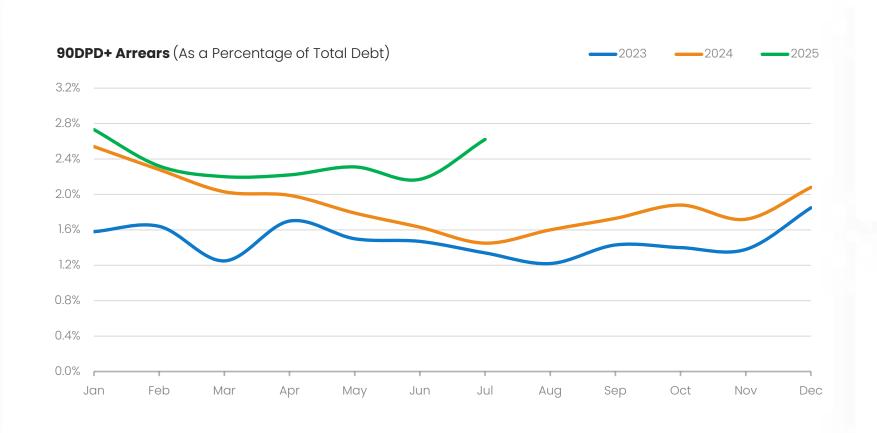
Year-on-Year



61.5%

90DPD+ arrears were up 61.5% from July 2024 to July 2025.

Concrete Merchant Arrears in Percentages (90+DPD)



Month-on-Month



45_{bps}

90DPD+ arrears were 45bps higher in July 2025 compared to June 2025.

Year-on-Year



116bps

90DPD+ arrears were 116bps higher in July 2025 compared to July 2024.