

## Pulp friction

### Contact:

**Steve Edwards**

Economist

Telephone: +64 4 802 2217

Email: [steve.edwards@anz.com](mailto:steve.edwards@anz.com)

The next issue of the *ANZ Commodity Price Index* is scheduled for release on: 4 March 2009 at 3pm.

**A further fall measured in world commodity prices.** The ANZ Commodity Price Index recorded another fall in January – its sixth consecutive monthly decline – with a drop of 4.3 percent in January. The cumulative fall in the index since its peak in July 2008 has been 28 percent; and returns the index to levels that prevailed in October 2006.

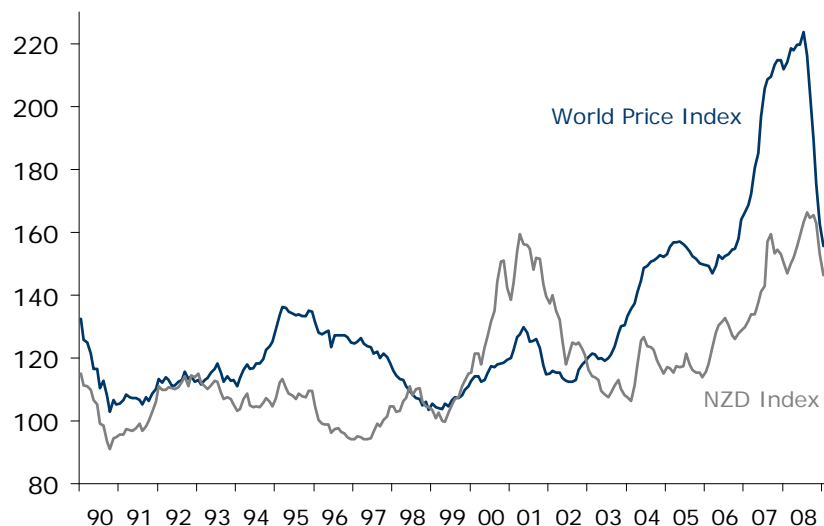
**Pulp and powders were the biggest losers.** Nine commodities recorded a weaker price in the first month of 2009, two commodities recorded price increases and two series were unchanged. Wood pulp and dairy recorded the largest falls, with double-digit declines of 13.1 and 12.3 percent respectively. Log prices dropped 7.9 percent, to hit a two-year low. Wool prices were clipped by 6.4 percent, taking the series to its lowest level since the start of the series in 1986. Venison prices weakened 5.5 percent, aluminium prices slid 5.1 percent and pelt prices dropped 4.6 percent to hit a new record low. Seafood prices slipped 3.7 percent and sawn timber rounded off the declining commodity prices with a 0.9 percent drop in January. On the positive side of the ledger there were improving beef and lamb prices, both of which grew 3½ percent in the month. Apples and kiwifruit were the two commodities that recorded unchanged prices in January.

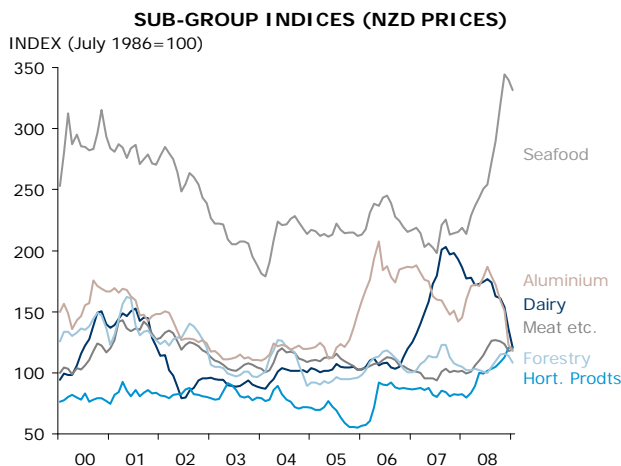
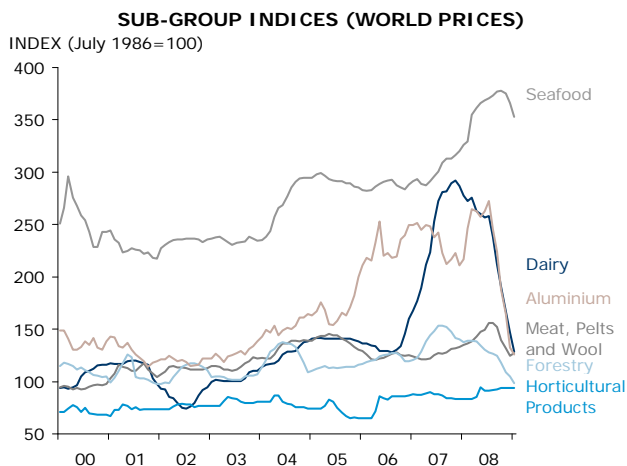
**Kiwi dollar index makes a snap.** On a trade-weighted basis, the New Zealand dollar was very similar to the levels recorded a month earlier. Hence the ANZ NZD Commodity Price Index (down 4.3 percent) mirrored the fall in the world price series. The level of the NZ dollar commodity price index is now at an 18-month low.

**Putting the recent correction into perspective.** To be sure, both the world price and NZ dollar indices have fallen sharply over the past six months, coming off recent record highs. But by comparison, they remain firmly above their respective long-run averages. The world price index is presently 20 percent above the average measured since 1986, while the NZD index is 27 percent above its historical average.

### ANZ COMMODITY PRICE INDEX

INDEX (July 1986=100)





	World Price Index	Monthly % Change	Annual % Change	NZ\$ Index	Monthly % Change	Annual % Change
Jan-04	133.3	2.3	10.9	107.4	-0.7	-7.5
Jan-05	153.1	0.7	14.9	117.1	1.8	9.0
Jan-06	149.6	-0.2	-2.3	115.6	1.4	-1.3
Jan-07	166.2	1.3	11.1	129.7	0.8	12.2
Jan-08	211.7	-1.4	27.4	150.3	-1.8	15.9
Jul-08	223.5	1.8	8.7	163.2	2.8	14.4
Aug-08	216.0	-3.4	3.5	166.4	2.0	6.1
Sep-08	204.9	-5.1	-2.1	164.6	-1.1	3.3
Oct-08	189.4	-7.6	-11.1	165.3	0.4	7.9
Nov-08	175.4	-7.4	-18.3	162.9	-1.5	5.4
Dec-08	162.5	-7.4	-24.3	153.0	-6.1	-0.1
Jan-09	155.5	-4.3	-26.5	146.4	-4.3	-2.6

Commodity Price Index weights are based on contributions to merchandise exports. Weights for the 2008 year are: Wool 0.043; Beef 0.086; Lamb 0.130; Venison 0.012; Skins 0.025; Dairy 0.382; Apples 0.020; Kiwifruit 0.043; Logs 0.034; Sawn Timber 0.050; Wood Pulp 0.034; Seafood 0.060; Aluminium 0.083

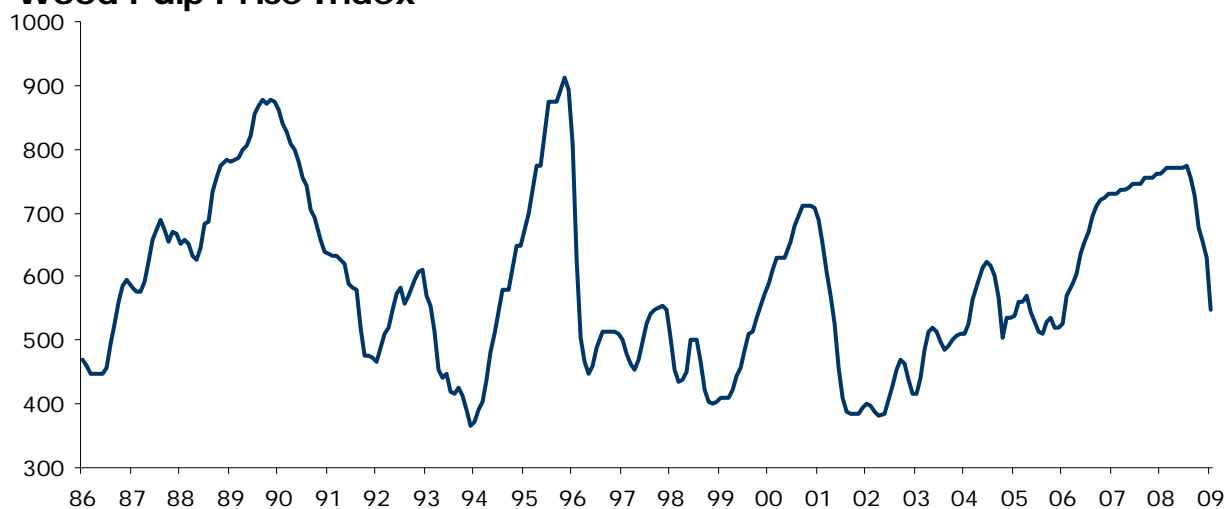
**Featured Commodity: WOOD PULP**

International wood pulp prices have followed the direction set in most other commodity markets. A slump in world-wide demand has seen the price of wood pulp drop to a three-year low. China has bucked the general trend, with demand for wood pulp remaining resilient. This is good news for New Zealand, given that a quarter of our wood pulp exports are sent there.

Wood pulp is the key ingredient in the manufacture of paper and paperboard. Pulp is derived by breaking down the fibrous cellulose contained in wood (or any plant material) into its component fibres. The method of breakdown is done by either a mechanical or chemical process. The latter option is known as the 'kraft' process. The kraft process involves the use of caustic sodium hydroxide and sodium sulphide to extract the lignin from the wood fibre. The name of this process is derived from German word kraft, meaning strong. It was first developed 120 years ago and now is used for about 80 percent of the worldwide production of paper.

The process of paper making, in simplistic terms, involves mixing wood pulp (or other vegetable fibres) with water. This slurry is spread, making a thin layer of matted fibrous strands. The water is then removed, and the layer of fibres remaining is essentially a crude form of newsprint. Other materials may be added to give the paper a better surface or extra strength.

**Wood Pulp Price Index**



Source: ANZ

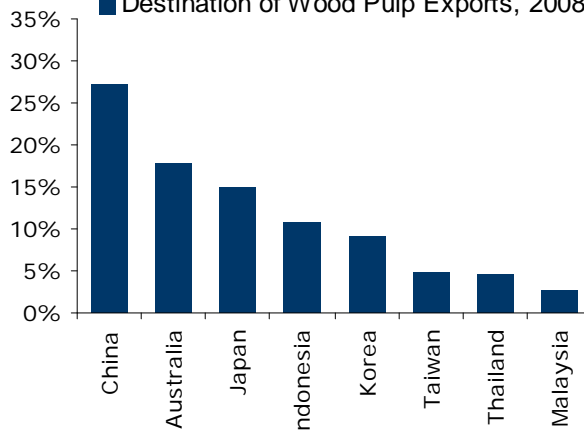
The international price for wood pulp has followed the dramatic slump recorded in most other commodity prices. A weakening in demand for print advertising has been a negative influence on the demand for printing and writing paper in the United States and Europe. Weaker industrial demand, especially from Asia, has been another factor to drive the price lower. However, demand from China (to date) remains intact, with anecdotal reports mentioning that the Chinese have adjudged prices to have now bottomed. Nevertheless, the global pulp market is overstocked, despite sizeable cutbacks by pulp producing nations. Prices are likely to remain depressed until some degree of certainty returns to the international marketplace.

In the twelve months to June 2008, wood pulp exports totalled NZ\$670 million, which accounted for 1½ percent of New Zealand's total merchandise exports. Wood pulp represents a fifth of all forestry (logs, timber, pulp and paper) related exports.

China took over a quarter of all of New Zealand's wood pulp exports in the year to June, followed by Australia, Japan and Indonesia. The Asian rim takes a large proportion of our wood pulp exports, with the APEC region receiving 97 percent of all wood pulp from New Zealand.

Wood pulp accounts for 5.9 percent of our merchandise exports to China. By comparison, a similar import penetration figure for Australia and Japan is only between 1 to 2 percent. Indonesia has the highest import penetration, with wood pulp representing 8.4 percent of all merchandise exports to that country.

**Destination of Wood Pulp Exports, 2008**



Source: ANZ, Statistics NZ

## NEW ZEALAND DISCLOSURE INFORMATION

The Bank (in respect of itself and its principal officers) makes the following investment adviser disclosure to you pursuant to section 41A of the Securities Markets Act 1988.

The Bank (in respect of itself and its principal officers) makes the following investment broker disclosure to you pursuant to section 41G of the Securities Markets Act 1988.

### Qualifications, experience and professional standing

#### Experience

The Bank is a registered bank and, through its staff, is experienced in providing investment advice about its own securities and, where applicable, the securities of other issuers. The Bank has been selling securities, and providing investment advice on those securities, to customers as a core part of its business for many years, drawing on the extensive research undertaken by the Bank and its related companies and the skills of specialised staff employed by the Bank. The Bank is represented on many bank, finance and investment related organisations and keeps abreast of relevant issues by running seminars and workshops for relevant staff and having its investment adviser staff attend external seminars where appropriate. The Bank subscribes to relevant industry publications and, where appropriate, its investment advisers will monitor the financial markets.

#### Relevant professional body

The Bank is a member of the following professional bodies relevant to the provision of investment advice:

- New Zealand Bankers Association;
- Associate Member of Investment Savings & Insurance Association of NZ;
- Financial Markets Operations Association; and
- Institute of Finance Professionals.

#### Professional indemnity insurance

The Bank (and its subsidiaries), through its ultimate parent company Australia and New Zealand Banking Group Limited, has professional indemnity insurance which covers its activities including those of investment advisers it employs.

This insurance covers issues (including 'prior acts') arising from staff fraud, electronic crime, documentary fraud and physical loss of property. The scope of the insurance also extends to third party civil claims, including those for negligence. The level of cover is of an amount commensurate with the size and scale of the Bank.

The insurer is ANZcover Insurance Pty Limited.

#### Dispute resolution facilities

The Bank has a process in place for resolving disputes. Should a problem arise, you can contact any branch of the Bank for more information on the Bank's procedures or refer to any of the Bank's websites.

Unresolved complaints may ultimately be referred to the Banking Ombudsman, whose contact address is PO Box 10-573, Wellington.

#### Criminal convictions

In the five years before the relevant investment advice is given none of the Bank (in its capacity as an investment adviser and where applicable an investment broker) or any principal officer of the Bank has been:

- Convicted of an offence under the Securities Markets Act 1988, or the Securities Act 1978 or of a crime involving dishonesty (as defined in section 2(1) of the Crimes Act 1961);
- A principal officer of a body corporate when that body corporate committed any of the offences or crimes involving dishonesty as described above;
- Adjudicated bankrupt;
- Prohibited by an Act or by a court from taking part in the management of a company or a business;
- Subject of an adverse finding by a court in any proceeding that has been taken against them in their professional capacity;

- Expelled from or has been prohibited from being a member of a professional body; or
- Placed in statutory management or receivership.

#### Fees

At the time of providing this disclosure statement it is not practicable to provide accurate disclosure of the fees payable for all securities that may be advised on. However, this information will be disclosed to you should you seek advice from one of the Bank's investment advisers on a specific investment.

#### Other interests and relationships

When a security is sold by the Bank, the Bank may receive a commission, either from the issuer of a security or from an associated person of the Bank. Whether that commission is received and, if received, its value depends on the security sold. At the time of providing this disclosure statement it is not practicable to provide a detailed list of each security that may be advised on, the name of the issuer of that security and the rate of the commission received by the Bank. However, this information will be disclosed to you should you seek advice from one of the Bank's investment advisers on a specific investment.

In addition to the interest that the Bank has in products of which it is the issuer, the Bank, or an associated person of the Bank, has the following interests or relationships that a reasonable person would find reasonably likely to influence the Bank in providing the investment advice on the securities listed below:

- ANZ Investment Services (New Zealand) Limited (ANZIS), as a wholly owned subsidiary of the Bank, is an associated person of the Bank. ANZIS may receive remuneration from a third party relating to a security sold by the Investment Adviser.
- UDC Finance Limited (UDC), as a wholly owned subsidiary of the Bank, is an associated person of the Bank. UDC may receive remuneration from a third party relating to a security sold by the Investment Adviser.
- The Bank has a joint venture relationship with ING (NZ) Holdings Limited (ING). ING and its related companies may receive remuneration from a third party relating to a security sold by the Investment Adviser.

#### Securities about which investment advice is given

The Bank provides investment advice on the following types of securities:

- Debt securities including term and call deposits, government stock, local authority stock, State-Owned Enterprise bonds, Kiwi bonds and corporate bonds and notes;
- Equity securities such as listed and unlisted shares;
- New Zealand and overseas unit trusts;
- Share in a limited partnership;
- Superannuation schemes and bonds;
- Group investment funds;
- Life insurance products;
- Derivative products including interest rate and currency forward rate contracts and options; and
- Other forms of security, such as participatory securities.

## PROCEDURES FOR DEALING WITH INVESTMENT MONEY OR INVESTMENT PROPERTY

If you wish to pay investment money to the Bank you can do this in several ways such as by:

- Providing cash;
- Providing a cheque payable to the relevant product or service provider and crossed 'not transferable'; or
- Making an automatic payment or payment through another electronic delivery mechanism operated by the Bank.

Investment property (other than money) may be delivered to the Bank by lodging the relevant property (for example, share certificates) with any branch of the Bank offering a safe custody service, or by posting (using registered post) the documents or other property to a branch of the Bank,

identifying your name, account number and investment purpose.

Any investment money lodged with the Bank for the purchase of securities offered by the Bank, its subsidiaries or any third parties will be deposited in accordance with your instructions, to your nominated account or investment. Such money will be held by the Bank according to usual banking terms and conditions applying to that account or the particular terms and conditions relating to the investment and will not be held by the Bank on trust unless explicitly accepted by the Bank on those terms. Any investment money or property accepted by the Bank on trust will be so held until disbursed in accordance with your instructions. Any investment property lodged with the Bank will be held by the Bank as bailee according to the Bank's standard terms and conditions for holding your property.

#### **Record Keeping**

The Bank will keep adequate records of the deposit of investment moneys or property and all withdrawals and dealings with such money or property, using the account/investment number allocated to your investment. You may have access to those records upon request.

#### **Auditing**

The Bank's systems and operations are internally audited on a regular basis. The financial statements of the Bank and its subsidiaries are audited annually by KPMG. However, this does not involve an external audit of the receipt, holding and disbursement of the money and other property.

#### **Use of Money and Property**

Money or property held by the Bank for a specific purpose communicated to the Bank (e.g. the purchase of an interest in a security) may not be used by the Bank for its own purposes and will be applied for your stated purpose. No member of the Bank's staff may use any money or property deposited with the Bank, for their own purposes or for the benefit of any other person. In the absence of such instructions, money deposited with the Bank may be used by the Bank for its own purposes, provided it repays the money to you upon demand (or where applicable, on maturity), together with interest, where payable.

#### **NEW ZEALAND DISCLAIMER**

The Bank does not provide investment advice tailored to an investor's personal circumstances. It is the investor's responsibility to understand the nature of the security subscribed for, and the risks associated with that security. To the maximum extent permitted by law, the Bank excludes liability for, and shall not be responsible for, any loss suffered by the investor resulting from the Bank's investment advice.

Each security (including the principal, interest or other returns of any security) the subject of investment advice given to the investor by the Bank or otherwise, is not guaranteed, secured or underwritten in any way by the Bank or any associated or related party except to the extent expressly agreed in the terms of the relevant security.

This document is provided for informational purposes only and does not constitute an offer to sell or solicitation to buy any security or other financial instrument. No part of this document can be reproduced, altered, transmitted to, copied to or distributed to any other person without the prior express permission of the Bank.

This document is a necessarily brief and general summary of the subjects covered and does not constitute advice. You should obtain professional advice before acting on the basis of

any opinions or information contained in it. The information contained in this document is given in good faith, has been derived from sources perceived by it to be reliable and accurate and the Bank shall not be obliged to update any such information after the date of this document. Neither the Bank nor any other person involved in the preparation of this document accepts any liability for any opinions or information (including the accuracy or completeness thereof) contained in it, or for any consequences flowing from its use.

#### **UNITED STATES DISCLAIMER**

This document is being distributed in the United States by ANZ Securities, Inc. ("ANZ S") (an affiliated company of Australia and New Zealand Banking Group Limited ("ANZBG") and the Bank), which accepts responsibility for its content. Further information on any securities referred to herein may be obtained from ANZ S upon request. Any US person(s) receiving this document and wishing to effect transactions in any fixed income securities referred to herein should contact ANZ S 1177 Avenue of the Americas, New York, NY 10036 USA, Tel: 1-212-801-9160, Fax: 1-212-801-9163, not its affiliates.

This document is issued on the basis that it is only for the information of the particular person to whom it is provided. This document may not be reproduced, distributed or published by any recipient for any purpose. This document does not take into account your personal needs and financial circumstances. Under no circumstances is this document to be used or considered as an offer to sell, or a solicitation of an offer to buy.

In addition, from time to time ANZBG, the Bank, ANZ S, their affiliated companies, or their respective associates and employees may have an interest in any financial products (as defined by the Australian Corporations Act 2001), securities or other investments, directly or indirectly the subject of this document (and may receive commissions or other remuneration in relation to the sale of such financial products, securities or other investments), or may perform services for, or solicit business from, any company the subject of this document. If you have been referred to ANZBG, the Bank, ANZ S or their affiliated companies by any person, that person may receive a benefit in respect of any transactions effected on your behalf, details of which will be available upon request.

The information herein has been obtained from, and any opinions herein are based upon, sources believed reliable. The views expressed in this document accurately reflect the author's personal views, including those about any and all of the securities and issuers referred to herein. The author however makes no representation as to its accuracy or completeness and the information should not be relied upon as such. All opinions and estimates herein reflect the author's judgement on the date of this document and are subject to change without notice. No part of the author's compensation was, is or will be directly or indirectly related to specific recommendations or views expressed in this document. ANZBG, the Bank, ANZ S, their affiliated companies, their respective directors, officers, and employees disclaim any responsibility, and shall not be liable, for any loss, damage, claim, liability, proceedings, cost or expense ("Liability") arising directly or indirectly (and whether in tort (including negligence), contract, equity or otherwise) out of or in connection with the contents of and/or any omissions from this communication except where a Liability is made non-excludable by legislation.

This document has been prepared by ANZ National Bank Limited. ANZ (part of ANZ National Bank Limited), Level 7, 1 Victoria Street, Wellington 6011, New Zealand Phone 64-4-802 2000 Fax 64-4-496 8639 <http://www.anz.co.nz> e-mail [ecnmcs@anz.com](mailto:ecnmcs@anz.com)