

# NEW ZEALAND ECONOMICS ANZ COMMODITY PRICE INDEX

December 2010

**CONTACT:**

**Steve Edwards**  
Economist  
Telephone: +64 4 802 2217  
E-mail: Steve.Edwards@anz.com

The next issue of the *ANZ Commodity Price Index* is scheduled for release on: 1 February 2011 at 3pm.

## BULLRUSH

**New record high.** The ANZ Commodity Price Index rose 2 percent in the final month of 2010. This is the fourth consecutive monthly increase and takes the index to a new record high.

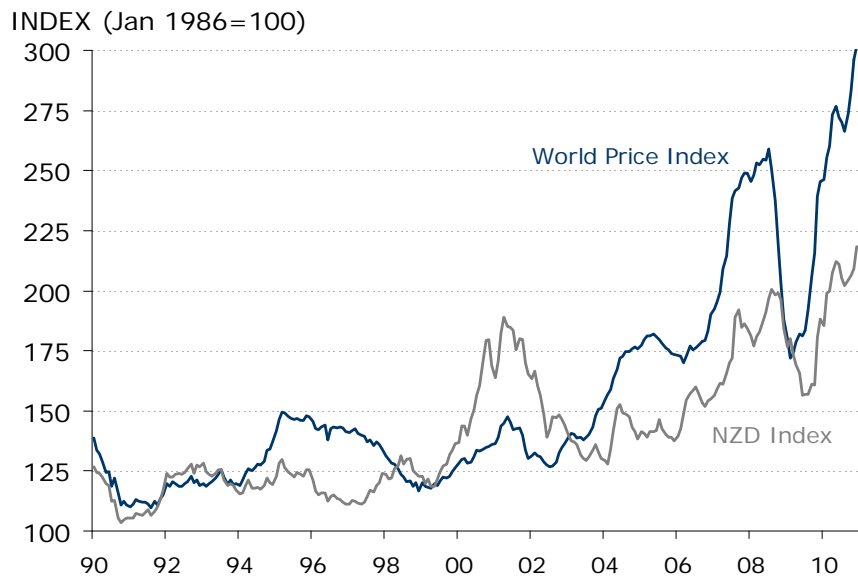
**Meaty chunks.** Ten commodities recorded a higher price in the month of December, while two recorded a weaker price. Meat prices recorded three of the four largest increases in December. Beef prices posted the strongest increase up 10 percent from a month earlier, with sheepmeat prices up 1.9 percent and venison prices up 1.3 percent. Skin prices had the second largest increase, lifting 5.2 percent from a month earlier. Aluminium, seafood and wood pulp prices lifted by just over 1 percent. Dairy and sawn timber prices rose by about half a percent.

**Bottom of the wood and wool piles.** The two commodities to record a weakening in price in December were wool (-2.1 percent) and logs (-1.4 percent). The price of apples, kiwifruit, cheese, butter and casein were unchanged on the previous month.

**NZ dollar index also at an all-time high.** When converted into New Zealand dollars, the ANZ NZD Commodity Price index lifted by 4½ percent, to a new record high. This reflects a weakening of the NZD/USD exchange rate over the month of December.

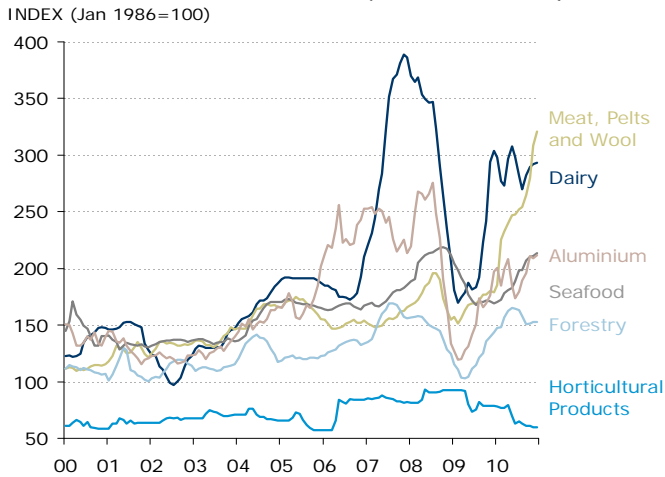
**Strong commodity prices are a key crux of support to the economy.** At present the flow-on to the general economy is being curtailed by adverse weather conditions impacting volumes and a rural property market that remains under pressure. But sustained lifts in commodity prices - if sustained over time - will present a tremendous windfall for the economy.

### ANZ COMMODITY PRICE INDEX

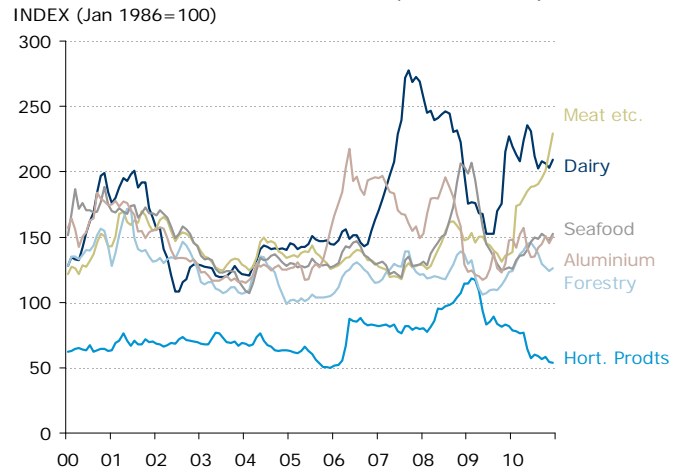


# ANZ COMMODITY PRICE INDEX

### SUB-GROUP INDICES (WORLD PRICES)



### SUB-GROUP INDICES (NZD PRICES)



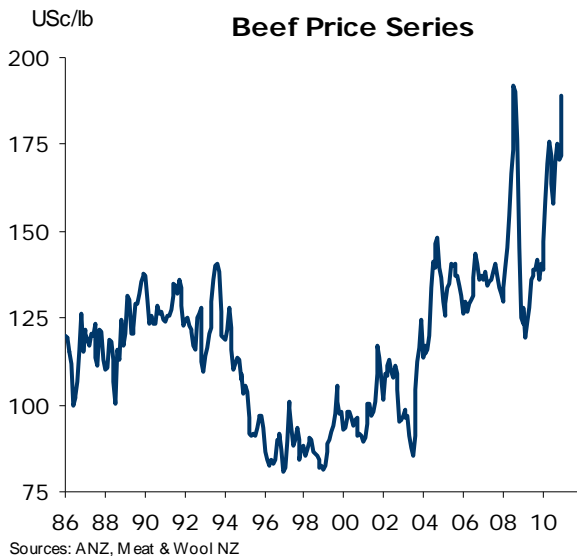
	World Price Index	Monthly % Change	Annual % Change	NZ\$ Index	Monthly % Change	Annual % Change
Dec-06	190.1	3.8	9.5	155.1	0.7	12.8
Dec-07	248.8	0.0	30.9	184.4	-0.9	18.9
Dec-08	188.3	-7.4	-24.3	184.4	-6.1	0.0
Dec-09	245.5	2.5	30.4	188.1	4.2	2.0
Jul-10	270.2	-0.8	47.3	205.3	-2.8	30.9
Aug-10	266.3	-1.4	38.6	202.2	-1.5	28.9
Sep-10	273.7	2.8	32.9	204.5	1.1	26.9
Oct-10	283.5	3.5	31.4	206.2	0.8	28.2
Nov-10	296.1	4.5	23.7	208.9	1.3	15.7
Dec-10	302.0	2.0	23.0	218.3	4.5	16.1

Commodity Price Index weights are based on contributions to merchandise exports. Weights for the 2010 year are: Wool 0.033; Beef 0.093; Lamb 0.150; Venison 0.013; Skins 0.019; Dairy 0.383; Apples 0.021; Kiwifruit 0.053; Logs 0.049; Sawn Timber 0.045; Wood Pulp 0.030; Seafood 0.065; Aluminium 0.046

## FEATURED COMMODITY: BEEF

**New Zealand is the 8th largest exporter of beef and veal in the world, with our production accounting for over 4 percent of the value of New Zealand's total merchandise export receipts last year. North America and Asia are important destinations for New Zealand beef, with 45 and 40 percent of the value of our beef production exported to these areas, respectively.**

One consequence of the global economic slowdown was that consumers switched sources of protein to cheaper cuts (traded down from steaks to burgers), which is helping to support manufacturing beef prices. World trade in beef has been soft with demand from Russia and Mexico showing declines from recent years. In addition, many beef exporting countries, notably in the southern hemisphere, have suffered from the appreciation of their currencies. Brazil who account for a quarter of world beef trade have only seen a small upturn in exports with ongoing animal health restrictions and currency appreciation limiting any near term increases.



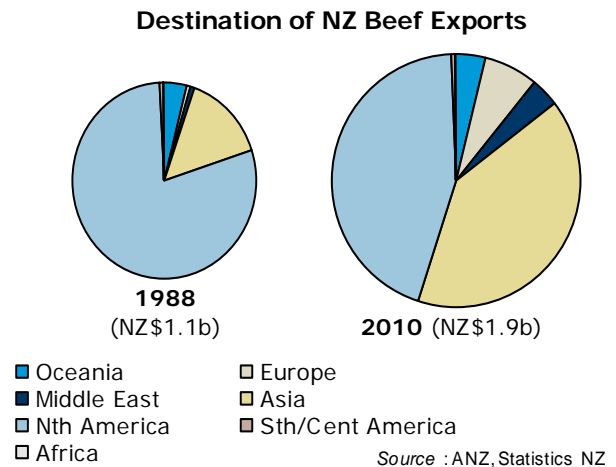
Overall, global demand for beef and veal is expected to show a modest upturn in 2010-11. This is underpinned by growth in Asian markets, but moderated by a slow economic recovery and higher prices from the reduction in supplies. Global beef production is expected to stabilise in 2011 after falls of 1 and 2 percent in the previous two years. All major beef producing countries have seen similar reductions in production levels since last year, with the exception of Argentina, which has seen falls that are more dramatic. In Brazil, there are signs that the downturn in beef production is coming to an end and a small recovery is forecast in 2011. This is

expected to lift their exports for the first time since 2007.

These dynamics have led to a short fall in supply from South America into Asia and Europe. New Zealand and Australia have subsequently filled this gap by diverting beef from the US to Asia. This has shorted the US beef market lifting the price of manufacturing beef to new record highs.

New Zealand beef production is likely to remain constrained in the near-term.. In 2010/11, the outlook is for a 4.7 percent decrease in export cattle slaughter to 2.14 million head. The decrease is driven by a larger liquidation of finishing stock in the first nine months of 2010 because of adverse climatic conditions.

Canada and the US continue to take a higher proportion of New Zealand beef, accounting for 45 percent of the value of exports in the year to November 2010. However, the Asian markets are becoming increasingly important, taking 40 percent of New Zealand's total beef export earnings.



Emerging beef export destinations continue to be in the high growth markets of South Korea, Taiwan and China. Beef consumption in Japan has also increased despite mixed economic fortunes.

The majority of exports to Asian markets are secondary cuts, which have a better return than manufacturing beef in the US.

The Middle East has grown its share of NZ's beef exports, from less than 1 percent in 1988 to 3½ percent in the latest 12 month period.

# IMPORTANT NOTICE

## 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.
- OnePath (NZ) Limited, as a wholly owned subsidiary of the Bank, is an associated person of the Bank. OnePath and its related companies may receive remuneration from a third party relating to a security sold by the Investment Adviser.
- Direct Broking Limited (DBL), as a wholly owned subsidiary of the Bank, is an associated person of the Bank. DBL 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;



## IMPORTANT NOTICE

- 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. (Member of FINRA [www.finra.org] and registered with the SEC) ("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 277 Park Avenue, 31st Floor, New York, NY 10172 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.