

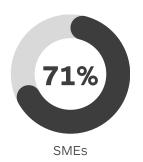
Quarterly Canterbury Business Survey

Manufacturing Sector Report

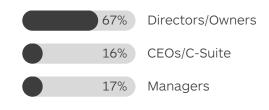
Manufacturing Snapshot



Respondents







Top issues

- 1. Consumer confidence and demand \uparrow
- 2. Productivity and growth ↓
- 3. International trade and geopolitical risks 1
- 4. Cashflow and accounts payable/receivable ↓
- 5. Inflationary pressure and interest rates

70%

Expect the Canterbury economy to be stronger in 12 months.

87%

Expect stronger financial performance over the next 12 months.

56%

Expect to hire new staff within the next 12 months.

62%

Think the Government is managing the economy better than 12 months ago

64%

Expect to invest in property, plant, and equipment within the next 12 months.

75%

Are confident in their ability to deal with disruption.

What Manufacturers' are telling us

For the local economy, manufacturers highlighted:

- "Many businesses we deal with are positive and growing steadily."
- "Our housing market has dropped but not crashed."
- "Support by local council for infrastructure & construction."
- "Improving confidence, opening up land to build."
- "Spring brings new optimism to the industry. Lowering interest rates provide confidence to spend."
- "The rural sector as always is the engine of the NZ economy and is generally strong currently."
- "Having the new stadium opening next year will bring people in. Helping our economy."
- "Inward migration from the North Island, new stadium, dairy industry."

Within businesses, key insights included:

- "Having good staff with good positive attitude is a significant asset to growth."
- "Not a lot to be honest. We are operating with a smaller market and that means that it is getting very very competitive."
- · "Good overseas interest and firm orders from different regions."
- "Our clients are seeing a moderate improvement."
- "Demand from the dairy sector is going 'gangbusters'."
- · "Diversifying our client base and expanding into different markets."
- "Starting to quote a few more jobs."
- "Investing in plant and equipment to improve efficiencies. Staff turnover has been steady for quite some time."