

NATIONAL AUSTRALIA BANK

Template for Key Performance Measures

Input Schedule

	Half Year to			Mar 15
	Mar 15	Sep 14	Mar 14	Results
	\$m	\$m	\$m	Announcement
Group Cash Earnings				
Net interest income	7,121	6,932	6,843	Page 3
Other operating income	2,639	2,475	2,629	Page 3
IoRE	24	19	15	Page 3
Net operating income	9,784	9,426	9,487	Page 3
Operating expenses	(4,460)	(5,724)	(4,456)	Page 3
Underlying profit	5,324	3,702	5,031	Page 3
Charge to provide for bad and doubtful debts	(455)	(349)	(528)	Page 3
Cash earnings before tax, non-controlling interest and distr	4,869	3,353	4,503	Page 3
Income tax expense	(1,424)	(1,229)	(1,263)	Page 3
Cash earnings before non-controlling interest and distribut	3,445	2,124	3,240	Page 3
Cash earnings - non-controlling interest	(16)	-	-	Page 3
Distributions	(109)	(90)	(90)	Page 3
Cash earnings	3,320	2,034	3,150	Page 3

Non-cash earnings items (after tax):

Distributions	109	90	90	Page 3
Treasury shares	(317)	70	(113)	Page 3
Fair value and hedge ineffectiveness	354	311	(228)	Page 3
Life insurance economic assumption variation	25	(21)	1	Page 3
Amortisation of acquired intangible assets	(51)	(45)	(44)	Page 3
Net profit attributable to owners of the Company	3,440	2,439	2,856	Page 3

	Half Year to			Mar 15
	Mar 15	Sep 14	Mar 14	Results
	\$m	\$m	\$m	Announcement
Average equity data				
Average interest-earnings assets	745,408	715,993	707,170	Page 117
Average assets	938,424	869,923	853,997	Page 117
Average equity	48,499	47,457	46,290	Page 119
Average non-controlling interest in controlled entities	517	18	18	Page 119
Average Trust Preferred Securities	975	975	975	
Average Trust Preferred Securities II	970	1,014	1,014	
Average National Income Securities	1,945	1,945	1,945	
Average National Capital Instruments	397	397	397	
Average BNZ Income Securities 2	-	68	203	
Average Treasury Shares	1,689	1,542	1,669	

Statutory earnings per share data

Basic weighted average ordinary shares (no. '000)	2,339,881	2,303,383	2,290,451	Page 122
Diluted weighted average ordinary shares (no. '000)	2,433,918	2,410,841	2,374,642	Page 122
Distributions on other equity instruments	109	94	98	Page 122
Interest expense on convertible preference shares	71	70	54	Page 122

Cash Earnings per share data

Basic weighted average ordinary shares (no. '000)	2,397,073	2,359,336	2,349,304	Page 122
Diluted weighted average ordinary shares (no. '000)	2,491,110	2,466,794	2,433,495	Page 122
Distributions on other equity instruments	-	(4)	(8)	Page 122
Interest expense on convertible preference shares	71	70	54	Page 122

Risk-weighted assets data

Risk-weighted assets	393,238	367,652	367,224	
Risk-weighted assets (prior quarter)	370,191	370,012	370,402	
Risk-weighted assets (prior half year)	367,652	367,224	362,078	

Full Time Equivalent Employees (FTE) (average)	43,027	42,987	42,234	Page 26
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Dividend per share (cents)	99	99	99	Page 10
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Banking cost to income ratio data

Group operating expenses	4,460	5,724	4,456	Page 19
NAB Wealth operating expenses	470	459	491	Page 58
Operating expenses / Net operating income eliminations	27	29	30	Pages 40-42
Group net operating income	9,784	9,426	9,487	Page 19
NAB Wealth net operating income	781	717	723	Page 58

Net tangible assets per share data

Ordinary shares - Fully paid (no. '000)	2,421,179	2,365,791	2,353,772	Page 124
Ordinary shares - Partly paid (no. '000)	67	69	69	Page 124
Total equity / net assets	49,868	47,908	47,478	Page 74
Non-controlling interest in controlled entities	626	17	18	Page 74
Trust Preferred Securities	975	975	975	Page 99
Trust Preferred Securities II	-	1,014	1,014	Page 99
National Income Securities	1,945	1,945	1,945	Page 99
National Capital Instruments	397	397	397	Page 99
BNZ Income Securities 2	-	-	203	Page 99
Goodwill and other intangible assets	8,030	7,720	7,830	Page 74

NATIONAL AUSTRALIA BANK

Template for Key Performance Measures

Output summary - ratios

Key indicators	Half Year to		
	Mar 15	Sep 14	Mar 14
	\$m	\$m	\$m
Basic statutory earnings per ordinary share - cents	142.4	101.8	120.4
Net profit attributable to owners of the Company	3,440	2,439	2,856
Less: Distributions on other equity instruments (statutory basis)	(109)	(94)	(98)
Net profit attributable to owners of the Company (adjusted)	3,331	2,345	2,758
Add: Interest expense on convertible preference shares	71	70	54
Adjusted earnings (diluted)	3,402	2,415	2,812
Weighted average ordinary shares (no. '000) (statutory basis)	2,339,881	2,303,383	2,290,451
Diluted weighted average ordinary shares (no. '000) (statutory basis)	2,433,918	2,410,841	2,374,642
Diluted statutory earnings per ordinary share - cents	139.8	100.2	118.4
Basic cash earnings per ordinary share - cents	138.5	86.0	133.7
Cash earnings	3,320	2,034	3,150
Less: Distributions on other equity instruments (cash earnings basis)	-	(4)	(8)
Adjusted cash earnings (basic)	3,320	2,030	3,142
Add: Interest expense on convertible preference shares	71	70	54
Adjusted cash earnings (diluted)	3,391	2,100	3,196
Weighted average ordinary shares (no. '000) (cash earnings basis)	2,397,073	2,359,336	2,349,304
Diluted weighted average ordinary shares (no. '000) (cash earnings basis)	2,491,110	2,466,794	2,433,495
Diluted cash earnings per share - cents	136.1	85.1	131.3
Statutory profit on average equity (Statutory return on equity)	15.3%	10.9%	13.3%
Net profit attributable to owners of the Company (adjusted)	3,331	2,345	2,758
Cash earnings on average equity (Cash return on equity)	14.7%	9.1%	14.6%
Cash earnings	3,320	2,034	3,150
Average equity	48,499	47,457	46,290
Less: Average non-controlling interest in controlled entities	(517)	(18)	(18)
Less: Average Trust Preferred Securities	(975)	(975)	(975)
Less: Average Trust Preferred Securities II	(970)	(1,014)	(1,014)
Less: Average National Income Securities	(1,945)	(1,945)	(1,945)
Less: Average National Capital Instruments	(397)	(397)	(397)
Less: Average BNZ Income Securities 2	-	(68)	(203)
Adjusted average equity for earnings on average equity calculation (statutory basis)	43,695	43,040	41,738
Add: Average Treasury Shares	1,689	1,542	1,669
Adjusted average equity for cash earnings on average equity calculation (cash earnings basis)	45,384	44,582	43,407
Profitability, performance and efficiency measures			
Dividend payout ratio	71.5%	115.1%	74.0%
Dividend per share (cents)	99	99	99
Basic cash earnings per ordinary share - cents	138.5	86.0	133.7
Cash earnings on average assets	0.71%	0.47%	0.74%
Cash earnings	3,320	2,034	3,150
Average assets	938,424	869,923	853,997
Cash earnings on average risk-weighted assets	1.77%	1.10%	1.72%
Cash earnings	3,320	2,034	3,150
Risk-weighted assets	393,238	367,652	367,224
Risk-weighted assets (prior quarter)	370,191	370,012	370,402
Risk-weighted assets (prior half-year)	367,652	367,224	362,078
Cash earnings per average FTE (\$000)	155	94	150
Cash earnings	3,320	2,034	3,150
Full Time Equivalent Employees (FTE) (average)	43,027	42,987	42,234
Banking cost to income ratio	44.5%	60.6%	45.4%
Group operating expenses	4,460	5,724	4,456
Less: NAB Wealth operating expenses	(470)	(459)	(491)
Add: Eliminations	27	29	30
Banking operating expenses	4,017	5,294	3,995
Group net operating income	9,784	9,426	9,487
Less: NAB Wealth net operating income	(781)	(717)	(723)
Add: Eliminations	27	29	30
Banking net operating income	9,030	8,738	8,794
Net tangible assets (NTA) per share (\$)	15.65	15.15	14.91
Total equity / net assets	49,868	47,908	47,478
Less: Non-controlling interest in controlled entities	(626)	(17)	(18)
Less: Trust Preferred Securities	(975)	(975)	(975)
Less: Trust Preferred Securities II	-	(1,014)	(1,014)
Less: National Income Securities	(1,945)	(1,945)	(1,945)
Less: National Capital Instruments	(397)	(397)	(397)
Less: BNZ Income Securities 2	-	-	(203)
Less: Goodwill and other intangible assets	(8,030)	(7,720)	(7,830)
Net tangible assets (NTA)	37,895	35,840	35,096
Ordinary shares - including partly paid (no. '000)	2,421,246	2,365,860	2,353,841