NATIONAL AUSTRALIA BANK

Template for Key Performance Measures

Input Schedule

Input Schedule				
		lalf Year to		Mar 15
	Mar 15	Sep 14	Mar 14	Results
Group Cash Earnings	\$m	\$m	\$m	Announcement
Net interest income Other operating income	7,121 2,639	6,932 2,475	6,843 2,629	Page 3 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 Distributions	(16) (109)	(00)	(00)	Page 3
Cash earnings	3,320	2,034	(90) 3,150	Page 3 Page 3
	5,525	_,00:	0,100	g
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
		lalf Year to		Mar 15
Accesses a souther state	Mar 15	Sep 14	Mar 14	Results
Average equity data	\$m	\$m	\$m	Announcement
Average interest-earnings assets Average assets	745,408 938,424	715,993 869,923	707,170 853,997	Page 117 Page 117
Average equity	48,499	47,457	46,290	Page 119
Average equity 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	2 222 224		0.000.454	
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 94	2,374,642	Page 122
Distributions on other equity instruments Interest expense on convertible preference shares	109 71	94 70	98 54	Page 122 Page 122
interest expense on convenione preference shares	,.	- 10		1 age 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) Risk-weighted assets (prior half year)	370,191 367,652	370,012 367,224	370,402 362,078	
Nisk-weighted assets (phor hair year)	307,032	307,224	302,076	
Full Time Equivalent Employees (FTE) (average)	43,027	42,987	42,234	Page 26
Tan Time Equivalent Employees (FFE) (average)	10,021	12,001	12,20	1 ago 20
Dividend per share (cents)	99	99	99	Page 10
Dividend per share (cents)	99	99	99	Page 10
Dividend per share (cents) Banking cost to income ratio data	99	99	99	Page 10
Banking cost to income ratio data Group operating expenses	4,460	5,724	4,456	Page 19
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses	4,460 470	5,724 459	4,456 491	Page 19 Page 58
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations	4,460 470 27	5,724 459 29	4,456 491 30	Page 19 Page 58 Pages 40-42
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income	4,460 470 27 9,784	5,724 459 29 9,426	4,456 491 30 9,487	Page 19 Page 58 Pages 40-42 Page 19
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations	4,460 470 27	5,724 459 29	4,456 491 30	Page 19 Page 58 Pages 40-42
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income	4,460 470 27 9,784	5,724 459 29 9,426	4,456 491 30 9,487	Page 19 Page 58 Pages 40-42 Page 19
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data	4,460 470 27 9,784 781	5,724 459 29 9,426 717	4,456 491 30 9,487 723	Page 19 Page 58 Pages 40-42 Page 19 Page 58
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000)	4,460 470 27 9,784 781	5,724 459 29 9,426 717	4,456 491 30 9,487 723	Page 19 Page 58 Pages 40-42 Page 19 Page 58
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000) Ordinary shares - Partly paid (no. '000)	4,460 470 27 9,784 781 2,421,179 67	5,724 459 29 9,426 717 2,365,791 69	4,456 491 30 9,487 723 2,353,772 69	Page 19 Page 58 Pages 40-42 Page 19 Page 58 Page 124 Page 124
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000)	4,460 470 27 9,784 781	5,724 459 29 9,426 717	4,456 491 30 9,487 723	Page 19 Page 58 Pages 40-42 Page 19 Page 58
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000) Ordinary shares - Partly paid (no. '000) Total equity / net assets	4,460 470 27 9,784 781 2,421,179 67 49,868	5,724 459 29 9,426 717 2,365,791 69 47,908	4,456 491 30 9,487 723 2,353,772 69 47,478	Page 19 Page 58 Pages 40-42 Page 19 Page 58 Page 124 Page 124 Page 74
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000) Ordinary shares - Partly paid (no. '000) Total equity / net assets Non-controlling interest in controlled entities	4,460 470 27 9,784 781 2,421,179 67 49,868 626	5,724 459 29 9,426 717 2,365,791 69 47,908	4,456 491 30 9,487 723 2,353,772 69 47,478 18	Page 19 Page 58 Pages 40-42 Page 19 Page 58 Page 124 Page 124 Page 74 Page 74
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000) Ordinary shares - Partly paid (no. '000) Total equity / net assets Non-controlling interest in controlled entities Trust Preferred Securities	4,460 470 27 9,784 781 2,421,179 67 49,868 626	5,724 459 29 9,426 717 2,365,791 69 47,908 17 975	4,456 491 30 9,487 723 2,353,772 69 47,478 18 975	Page 19 Page 58 Pages 40-42 Page 19 Page 58 Page 124 Page 124 Page 74 Page 74 Page 99
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000) Ordinary shares - Partly paid (no. '000) Total equity / net assets Non-controlling interest in controlled entities Trust Preferred Securities II	4,460 470 27 9,784 781 2,421,179 67 49,868 626 975	5,724 459 29 9,426 717 2,365,791 69 47,908 17 975 1,014	4,456 491 30 9,487 723 2,353,772 69 47,478 18 975 1,014	Page 19 Page 58 Pages 40-42 Page 19 Page 58 Page 124 Page 124 Page 74 Page 74 Page 99 Page 99
Banking cost to income ratio data Group operating expenses NAB Wealth operating expenses Operating expenses / Net operating income eliminations Group net operating income NAB Wealth net operating income NAB Wealth net operating income Net tangible assets per share data Ordinary shares - Fully paid (no. '000) Ordinary shares - Partly paid (no. '000) Total equity / net assets Non-controlling interest in controlled entities Trust Preferred Securities Trust Preferred Securities II National Income Securities	4,460 470 27 9,784 781 2,421,179 67 49,868 626 975 -	5,724 459 29 9,426 717 2,365,791 69 47,908 17 975 1,014 1,945	4,456 491 30 9,487 723 2,353,772 69 47,478 18 975 1,014 1,945	Page 19 Page 58 Pages 40-42 Page 19 Page 58 Page 124 Page 124 Page 74 Page 74 Page 99 Page 99

NATIONAL AUSTRALIA BANK

Template for Key Performance Measures

Output summary - ratios

Output summary - ratios	Half Year to			
	Mar 15	Sep 14	Mar 14	
Key indicators	\$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 Adjusted earnings (diluted)	71 3,402	70 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)	, <u>-</u>	(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) Weighted average ordinary shares (no. '000) (cash earnings basis)	3,391 2,397,073	2,100 2,359,336	3,196 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	
Charlest and the Charle	45.00/	40.00/	40.00/	
Statutory profit on average equity (Statutory return on equity) Net profit attributable to owners of the Company (adjusted)	15.3% 3,331	10.9% 2,345	13.3% 2,758	
		-		
Cash earnings on average equity (Cash return on equity)	14.7%	9.1%	14.6%	
Cash earnings Average equity	3,320 48,499	2,034 47,457	3,150 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 Adjusted average equity for earnings on average equity calculation (statutory basis)	43,695	(68) 43,040	(203) 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) Basic cash earnings per ordinary share - cents	99 138.5	99 86.0	99 133.7	
basic cash carnings per oraniary share conto	150.5	00.0	100.7	
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) Risk-weighted assets (prior half-year)	370,191 367,652	370,012 367,224	370,402 362,078	
risk weighted assets (prior hair year)	507,552	001, <u>22</u> 4	302,070	
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 Banking operating expenses	4,017	5,294	30	
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 Less: National Income Securities	(1,945)	(1,014) (1,945)	(1,014) (1,945)	
Less: National Capital Instruments	(397)	(397)	(397)	
Less: BNZ Income Securities 2	-	-	(203)	
Less: Goodwill and other intangible assets	(8,030) 37,895	(7,720) 35,840	(7,830)	
Net tangible assets (NTA) Ordinary shares - Including partly paid (no. '000)	37,895 2,421,246	35,840 2,365,860	35,096 2,353,841	
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