NATIONAL AUSTRALIA BANK

Template for Key Performance Measures

Output summary - ratios⁽¹⁾

Output summary - ratios(')	Year to	.	Half Year to	
	Sep 20	Sep 19	Sep 20	Mar 20
Key indicators	\$m	\$m	\$m	\$m
Statutory earnings per ordinary share (cents) - basic	82.1	168.6	38.2	44.2
Statutory earnings per ordinary share (cents) from continuing operations - basic	112.7	208.2	60.3	52.0
Net profit attributable to owners of NAB	2,559	4,798	1,246	1,313
Less: Distributions on other equity instruments (statutory basis)	(39)	(83)	(17)	(22)
Net profit attributable to owners of NAB (adjusted)	2,520	4,715	1,229	1,291
Net profit attributable to owners of NAB from continuing operations (adjusted)	3,459	5,822	1,940	1,519
Net loss attributable to owners of NAB from discontinued operations	(939)	(1,107)	(711)	(228)
Add: Interest expense on convertible notes	162	165	70	92
Add: Interest expense on convertible preference shares ⁽²⁾	•	90	-	27
Adjusted earnings - diluted	2,682	4,970	1,299	1,410
Adjusted earnings from continuing operations - diluted	3,621	6,077	2,010	1,638
Weighted average number of ordinary shares (millions) - basic	3,068	2,797	3,217	2,919
Weighted average number of ordinary shares (millions) - diluted ⁽²⁾	3,333	3,024	3,459	3,306
Statutory earnings per ordinary share (cents) - diluted	80.5	164.4	37.6	42.6
Statutory earnings per ordinary share (cents) from continuing operations - diluted	108.6	201.0	58.1	49.5
Cash earnings per ordinary share (cents) - basic	120.0	200.2	62.0	F0 0
	120.9	209.3	62.0	58.8
Cash earnings	3,710	5,853	1,994	1,716
Add: Interest expense on convertible notes Add: Interest expense on convertible preference shares ⁽²⁾	162	165 90	70	92 27
	2 972		2.064	
Adjusted cash earnings – diluted Weighted average number of ordinary shares (millions) - basic	3,872	6,108 2,797	2,064 3,217	1,835 2,919
Weighted average number of ordinary shares (millions) - basic Weighted average number of ordinary shares (millions) - diluted ⁽²⁾	3,333	3,024	3,459	3,306
Cash earnings per share (cents) - diluted	116.2	202.0	59.7	55.5
Cash cannings per share (cents) anatea	110.2	202.0	33.1	00.0
Statutory profit on average equity (Statutory return on equity)	4.4%	9.1%	4.2%	4.7%
Net profit attributable to owners of NAB (adjusted)	2,520	4,715	1,229	1,291
		· ·		
Cash earnings on average equity (Cash return on equity)	6.5%	11.4%	6.8%	6.3%
Cash earnings	3,710	5,853	1,994	1,716
Average equity	58,657	53,724	60,823	56,579
Less: Average non-controlling interest in controlled entities	(2)	(9)	(2)	(2)
Less: Average Trust Preferred Securities	-	(208)	-	-
Less: Average National Income Securities	(1,945)	(1,945)	(1,945)	(1,945)
Average equity (adjusted)	56,710	51,562	58,876	54,632
Profitability, performance and efficiency measures				
Dividend payout ratio	49.6%	79.3%	48.4%	51.0%
Dividend per share (cents)	60	166	30	30
Cash earnings per ordinary share (cents) - basic	120.9	209.3	62.0	58.8
Cash earnings on average assets	0.42%	0.70%	0.45%	0.40%
Cash earnings	3,710	5,853	1,994	1,716
Average assets	876,984	835,862	892,086	861,880
Cash earnings on average risk-weighted assets	0.88%	1.45%	0.93%	0.81%
Cash earnings	3,710	5,853	1,994	1,716
Risk-weighted assets	425,147	415,771	425,147	432,666
Risk-weighted assets (prior quarter)	427,252	404,635	427,252	415,137
Risk-weighted assets (prior half year)	432,666	403,205	432,666	415,771
Cash earnings per average FTE (\$'000)	119	192	127	110
Cash earnings	3,710	5,853	1,994	1,716
Group - Continuing operations (average)	31,204	30,532	31,282	31,176
Coat to income ratio	52 49/	46 70/	49 29/	EC 90/
Cost to income ratio Operating expenses ⁽³⁾	52.4% (9,007)	46.7% (8.140)	48.2% (4,260)	56.8% (4,747)
Net operating income ⁽³⁾	17,190	(8,140) 17,434	(4,260) 8,835	
sporazing mounts	17,190	17,434	0,835	8,355
Net tangible assets (NTA) per ordinary share (\$) ⁽⁴⁾	16.88	16.68	16.88	17.34
	61,293			
Total equity / net assets		55,604	61,293	58,378
Less: Non-controlling interest in controlled entities	(1)	(8)	(1)	(1)
Less: National Income Securities	(1,945)	(1,945)	(1,945)	(1,945)
Less: Goodwill and other intangible assets	(3,809)	(5,576)	(3,809)	(4,696)
Net tangible assets (NTA)	55,538	48,075	55,538	51,736
Net tanglore assets (NYY)	33,330	10,010	33,330	01,700

⁽¹⁾ All key performance measures and Group performance indicators are calculated on a cash earnings basis unless otherwise stated. A Glossary of Terms is included in Section 5 of the 2020 Full Year Results document. Information is presented on a continuing operations basis, unless otherwise stated. Prior periods have been restated for the presentation of MLC Wealth as a discontinued operation.

⁽²⁾ Convertible preference shares have been excluded from the calculation of diluted earnings per share in the current period as the conversion conditions have not been met as at 30 Septembe 2020.

⁽³⁾ Includes large notable items. Refer to Section 1 Large notable items in the 2020 Full Year Results document for further information.

⁽⁴⁾ Represents net assets excluding intangible assets, non-controlling interests, preference shares and other equity instruments divided by ordinary shares on issue at the end of the period.

NATIONAL AUSTRALIA BANK

Template for Key Performance Measures

Input Schedule⁽¹⁾

put Schedule\'' Year to		to.	Half Year to		Son 20
	Sep 20	Sep 19	Sep 20	Mar 20	Sep 20 Results
Group Cash Earnings	\$m	\$m	\$m	\$m	Announcement
Net interest income ⁽²⁾	13,920	13,614	7,012	6,908	Page 3
Other operating income ⁽²⁾	3,399	3,970	1,872	1,527	Page 3
Customer-related remediation (3)	(129)	(150)	(49)	(80)	Page 3
Net operating income	17,190	17,434	8,835	8,355	Page 3
Operating expenses (4)	(7,679)	(7,528)	(3,932)	(3,747)	Page 3
Customer-related and payroll remediation ⁽³⁾	(244)	(123)	(194)	(50)	Page 3
Capitalised software policy change ⁽³⁾	(950)	(489)	-	(950)	Page 3
Impairment of property-related assets (3)	(134)	-	(134)		Page 3
Underlying profit	8,183	9,294	4,575	3,608	Page 3
Credit impairment charge ⁽⁵⁾	(2,762)	(919)	(1,601)	(1,161)	Page 3
Cash earnings before tax and distributions	5,421	8,375	2,974	2,447	Page 3
Income tax expense	(1,672)	(2,439)	(963)	(709)	Page 3
Cash earnings before distributions	3,749	5,936	2,011	1,738	Page 3
Distributions	(39)	(83)	(17)	(22)	Page 3
Cash earnings	3,710	5,853	1,994	1,716	Page 3
Cash earnings (excluding large notable items) (3)	4,733	6,389	2,258	2,475	Page 3
Non-cash earnings items (after tax):					
Distributions	39	83	17	22	Page 3
Fair value and hedge ineffectiveness	(34)	(24)	(54)	20	Page 3
Amortisation and impairment of acquired intangible assets	(217)	(7)		(217)	Page 3
Net profit from continuing operations	3,498	5,905	1,957	1,541	Page 3
Net loss after tax from discontinued operations	(939)	(1,107)	(711)	(228)	Page 3
Net profit attributable to owners of NAB	2,559	4,798	1,246	1,313	Page 3
	Year t	to	Half Yea	ır to	Sep 20
	Sep 20	Sep 19	Sep 20	Mar 20	Results
Average Balance Sheet data	\$m	\$m	\$m	\$m	Announcement
Average interest earning assets	781,679	758,836	789,890	773,466	Page 84 and 88
Average assets	876,984	835,862	892,086	861,880	Page 85 and 89
Average equity	58,657	53,724	60,823	56,579	Page 87 and 91
Average non-controlling interest in controlled entities	2	9	2	2	Page 87 and 91
Average Trust Preferred Securities	-	208	-	-	-
Average National Income Securities	1,945	1,945	1,945	1,945	Page 73
Statutory earnings per share data					
Weighted average number of ordinary shares (millions) (net of treasury shares) - basic	3,068	2,797	3,217	2,919	Page 94
Weighted average number of ordinary shares (millions) (net of treasury shares) - diluted (6)	3,333	3,024	3,459	3,306	Page 94
Distributions on other equity instruments	(39)	(83)	(17)	(22)	Page 94
Interest expense on convertible notes	162	165	70	92	Page 94
Interest expense on convertible preference shares (6)	-	90	-	27	Page 94
Cash earnings per share data					
Weighted average number of ordinary shares (millions) (net of treasury shares) - basic	3,068	2,797	3,217	2,919	Page 95
Weighted average number of ordinary shares (millions) (net of treasury shares) - diluted (6)	3,333	3,024	3,459	3,306	Page 95
Interest expense on convertible notes	162	165	70	92	Page 95
Interest expense on convertible preference shares (6)	-	90	-	27	Page 95
Risk-weighted assets data					
Risk-weighted assets	425,147	415,771	425,147	432,666	Page 93
Risk-weighted assets (prior quarter)	427,252	404,635	427,252	415,137	-
Risk-weighted assets (prior half year)	432,666	403,205	432,666	415,771	Page 93
Full-time equivalent employees (FTE)					
Group - Continuing operations (spot)	31,372	30,776	31,372	31,555	Page 9
Group - Continuing operations (average)	31,204	30,532	31,282	31,176	Page 9
Group - Including discontinued operations (spot)	34,944	34,370	34,944	35,245	Page 9
Group - Including discontinued operations (average)	34,841	33,950	34,899	34,841	Page 9
					Dogo 9
Dividend per share (cents)	60	166	30	30	Page 8
Dividend per share (cents)	60	166	30	30	rage o
Dividend per share (cents) Cost to income ratio data	60	166	30	30	rage o
	(9,007)	(8,140)	(4,260)	(4,747)	Page 7
Cost to income ratio data			=		
Cost to income ratio data Operating expenses	(9,007)	(8,140)	(4,260)	(4,747)	Page 7
Cost to income ratio data Operating expenses	(9,007)	(8,140)	(4,260)	(4,747)	Page 7
Cost to income ratio data Operating expenses Net operating income	(9,007)	(8,140)	(4,260)	(4,747)	Page 7
Cost to income ratio data Operating expenses Net operating income Net tangible assets per share data	(9,007) 17,190	(8,140) 17,434	(4,260) 8,835	(4,747) 8,355	Page 7 Page 7
Cost to income ratio data Operating expenses Net operating income Net tangible assets per share data Total ordinary shares, fully paid (no. '000)	(9,007) 17,190 3,290,093	(8,140) 17,434 2,883,019	(4,260) 8,835 3,290,093	(4,747) 8,355 2,984,149	Page 7 Page 7 Page 97
Cost to income ratio data Operating expenses Net operating income Net tangible assets per share data Total ordinary shares, fully paid (no. '000) Total ordinary shares, partly paid (no. '000)	(9,007) 17,190 3,290,093	(8,140) 17,434 2,883,019 19	(4,260) 8,835 3,290,093 19	(4,747) 8,355 2,984,149 19	Page 7 Page 7 Page 97 Page 97
Cost to income ratio data Operating expenses Net operating income Net tangible assets per share data Total ordinary shares, fully paid (no. '000) Total ordinary shares, partly paid (no. '000) Total equity / net assets	(9,007) 17,190 3,290,093 19 61,293	(8,140) 17,434 2,883,019 19 55,604	(4,260) 8,835 3,290,093 19 61,293	(4,747) 8,355 2,984,149 19 58,378	Page 7 Page 7 Page 97 Page 97 Page 48
Cost to income ratio data Operating expenses Net operating income Net tangible assets per share data Total ordinary shares, fully paid (no. '000) Total ordinary shares, partly paid (no. '000) Total equity / net assets Non-controlling interest in controlled entities	(9,007) 17,190 3,290,093 19 61,293	(8,140) 17,434 2,883,019 19 55,604 8	(4,260) 8,835 3,290,093 19 61,293	(4,747) 8,355 2,984,149 19 58,378 1	Page 7 Page 7 Page 97 Page 97 Page 48 Page 48

⁽¹⁾ Information is presented on a continuing operations basis, unless otherwise stated. Prior periods have been restated for the presentation of MLC Wealth as a discontinued operation.

⁽²⁾ Excludes customer-related remediation.

⁽³⁾ Refer to Section 1 Large notable items in the 2020 Full Year Results document for further information.

⁽⁴⁾ Excludes large notable items.

⁽⁵⁾ Includes collective provision charges for forward looking economic adjustments due to the deterioration in broader macro-economic factors as a result of COVID-19. See Section 3, Note 8 Provision for credit impairment on loans at amortised cost in the 2020 Full Year Results document for further information regarding the key estimates and assumptions underlying the credit impairment charge on loans.

⁽⁶⁾ Convertible preference shares have been excluded from the calculation of diluted earnings per share in the current period as the conversion conditions have not been met as at 30 September 2020.