

2014 Half Year Results



The 31 March 2014 half year results are compared with 31 March 2013 half year results (as restated on 24 April 2014), unless otherwise stated.

Net profit

attributable to the owners of the Company

15.8% increase

\$2.86 billion

Dividend per share

6 cent increase on the prior interim dividend

99 cents

Cash return on equity

14.6%

Basel III Common Equity Tier 1 Ratio

8.64%

Microfinance loans

Total value of loans written since the program's inception to help Australians on low incomes or those who have little access to affordable credit

over **\$122** million

Customer satisfaction (Retail Banking)²

83.1%

OUR BUSINESSES

Cash earnings¹
A\$ millions

Australian Banking	2,474
NAB Wealth	174
NZ Banking	365
UK Banking	131
Great Western Bank	69
NAB UK Commercial Real Estate	(12)
Corporate Functions & Other	39
Distributions/Eliminations	(90)
Total	3,150

Source: NAB 2014 Half Year Results Announcement

1 Business segment information as disclosed in Note 2, Section 5 of the 2014 Half Year Results Announcement. The Group evaluates reportable segments' performance on the basis of cash earnings, which represents the net profit attributable to owners of the Company adjusted for certain items. Cash earnings is a non-IFRS key financial performance measure used by NAB, the investment community and NAB's Australian peers with similar business portfolios. A definition of cash earnings is set out on page 2 of Section 1 – Profit Reconciliation of the 2014 Half Year Results Announcement. A discussion of non-cash earnings items and a full reconciliation of cash earnings to statutory net profit attributable to owners of the Company for the 2014 half year are included on pages 4 - 7 of Section 1 – Profit Reconciliation of the 2014 Half Year Results Announcement.

2 Roy Morgan Research, March 2014. Australian Main Financial Institution personal customers, population aged 14+, six month moving average. Customer satisfaction is based on customers who answered very/fairly satisfied.

