## RESULTS FOR THE QUARTER ENDED JUNE 2000

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## National profit up 18.9 per cent

The National Australia Bank today reported a June 2000 quarter profit after tax of $\$ 829$ million, an increase of 18.9 per cent on the $\$ 697$ million earned in the June 1999 quarter and a record quarterly result.

Group operating profit after tax for the nine months to 30 June 2000 was $\$ 2,402$ million. This was 15.1 per cent higher than the $\$ 2,086$ million earned in the nine months to June 1999.

For the latest quarter, underlying profit (before tax, and charge for doubtful debts) was $\$ 1,422$ million - 17.8 per cent higher than the $\$ 1,207$ million earned in the June 1999 quarter, and a 6.5 per cent increase on the $\$ 1,335$ million earned in the March quarter. Underlying profit for the nine months to 30 June 2000 was up 12.7 per cent to $\$ 4,080$ million compared with $\$ 3,619$ million in 1999.

The return on average ordinary shareholders' funds increased from 17.03 per cent for the March 2000 quarter to 17.45 per cent for the June 2000 quarter. On a cash earnings basis (earnings before goodwill) the return on average tangible ordinary shareholders' funds increased from 21.53 per cent for the March 2000 quarter to 21.90 per cent for the June 2000 quarter.

The National's Managing Director, Frank Cicutto said that the result was a solid performance particularly given it was achieved against a backdrop of difficult trading conditions for HomeSide in the United States.
"The Group has once again demonstrated its fundamental strength and its capacity to generate sound performance, whilst moving forward on several strategic fronts.
"Our purchase of MLC was completed as expected on 30 June and HomeSide has announced a strategic alliance with Fannie Mae that will reshape the market for online mortgage origination in the United States. We have also launched O2-e, a wholly owned subsidiary, established to participate in the Internet driven revolution, and to develop a core portfolio of rapid growth businesses capable of delivering core earnings growth in the future.
"We continued to gain benefits from our geographic diversity and our growing involvement in wealth management businesses," he said.

Both net interest income and other operating income grew during the latest quarter. This produced total operating income 12.8 per cent higher than the quarter to June 1999, and 8.1 per cent higher on a year to date basis.

The Group margin for the nine months to June 2000 was 2.94 per cent compared with 3.02 per cent for the previous corresponding period. Importantly, the recovery in margin evident in the March quarter ( 2.95 per cent) from the December low of 2.92 per cent has been maintained in the current quarter.

Other operating income for the nine months to June 2000 of $\$ 1,319$ million was 14.2 per cent higher than in June 1999. The growth mostly came from wealth management, credit card and wholesale activities. Year to date other operating income was up 11.3 per cent.

The share of other operating income to total income increased from 43.7 per cent in the June 1999 quarter to 44.2 per cent in the latest period. With the acquisition of MLC, this share will increase as the National continues to diversify its income streams.

The Group's commitment to maintaining tight control over costs was demonstrated with a cost to income ratio of 50.7 per cent for the latest quarter. This compares with 52.4 per cent in June 1999.

## AUSTRALIA

Australia continued its recent strong performance with an 18.2 per cent increase in profit for the June 2000 quarter to $\$ 409$ million, compared with $\$ 346$ million for June 1999. Profit for the quarter was only slightly up on the previous quarter due largely to abnormally low provisioning in the March 2000 quarter. The year to date profit for the Australian Group rose 12.6 per cent from $\$ 1,064$ million to $\$ 1,198$ million.

Underlying profit for the nine months to June 2000 was $\$ 2,085$ million - up 17.0 per cent on the previous corresponding period.

Net interest income for the June 2000 quarter was up 6.9 per cent and reflected a 6.3 per cent increase in interest earning assets on a slightly improved interest margin, which increased from 3.07 per cent to 3.08 per cent. Other operating income was up 8.7 per cent due to a number of factors including higher loan fees and increased contributions from wholesale operations.

## INTERNATIONAL

In the June 2000 quarter, the Group earned $\$ 420$ million - or 50.7 per cent of its after tax operating profit from its international operations.

Profit for Europe for the latest quarter was $\$ 225$ million compared with $\$ 174$ million in June 1999.

European profit for the nine months to June 2000 was up 7.7 per cent to $\$ 627$ million. Excluding the impact of exchange rate movements profit was 8.4 per cent higher than in 1999.

The increase in profit reflects higher net interest income from significant growth in volumes and an increase in other operating income primarily from loan fees and commissions.

Clydesdale, Northern and Yorkshire all had solid rises in profit in the nine months. National Irish Bank profitability was down due to reductions in both net interest and other operating income, as well as an increase in the charge for doubtful debts.

In the United States, Michigan National's performance was flat for the quarter, but was up $11.4 \%$ for the nine months to 30 June 2000. HomeSide continues to encounter difficult trading conditions in the United States and has recently announced a number of major initiatives, which are expected to result in a return to growth.

The New Zealand Group's profit for the nine months to June 2000 was $\$ 176$ million 4.8 per cent higher than the previous corresponding period. Excluding the impact of exchange rate movements, the latest nine months result was 10.8 per cent higher.

Bank of New Zealand's profit for the nine months was up 4.7 per cent to $\$ 225$ million. In local currency terms, the profit was up 10.5 per cent. For the June 2000 quarter profit was up 32.4 per cent to $\$ 90$ million compared with $\$ 68$ million in March 2000. Both net interest and other operating income rose, while the doubtful debts charge fell due to improved asset quality.

Asia continued to improve with an operating profit for the nine months to June 2000 of $\$ 36$ million compared with $\$ 27$ million in the previous corresponding period. This improvement continued into the latest quarter with profit of $\$ 20$ million compared with $\$ 16$ million in the March quarter.

## GENERAL

The charge for doubtful debts for the nine months to June 2000 was $\$ 415$ million. This was $\$ 50$ million lower than the previous corresponding period, reflecting lower provisioning charges in the United States and Asia, partly offset by volume related increases in Europe.

Gross non-accrual loans to gross loans and acceptances fell from 0.78 per cent in June 1999 to 0.73 per cent in the latest quarter.

Looking ahead, Mr Cicutto said:
"The economic environment in our key market areas is favourable with moderate to high GDP growth expected.
"Credit growth is also expected to be strong in Australia, New Zealand and in Europe. In the United States growth is moderating, although it will still remain at a healthy level.
"We will gain the benefits of the integration of MLC, as well as the general improvements we have made to our operations across the Group.
"In summary, we are confident about our ability to meet performance targets for the full year, whilst continuing to lay the foundation for further growth in the coming years," Mr Cicutto said.

Melbourne 27 July 2000
For further information contact: Brandon Phillips
Group Manager Media Relations
Tel: (03) 86413857
Mobile: 0419369058

Section 2

## RESULTS FOR THE QUARTER ENDED JUNE 2000

Summary of Financial Performance

## FINANCIAL HIGHLIGHTS

| Profit \& Loss | Quarter to |  |  | Nine months to |  | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June | March | June | June | June | June 2000/ |
|  | 2000 | 2000 | 1999 | 2000 | 1999 | June 1999 |
|  | \$M | \$M | \$M | \$M | \$M | \% |
| Net interest income | 1,664 | 1,556 | 1,490 | 4,787 | 4,528 | 5.7 |
| Other operating income | 1,319 | 1,252 | 1,155 | 3,794 | 3,410 | 11.3 |
| Total operating income | 2,983 | 2,808 | 2,645 | 8,581 | 7,938 | 8.1 |
| Other operating expenses | 1,561 | 1,473 | 1,438 | 4,501 | 4,319 | 4.2 |
| Underlying profit | 1,422 | 1,335 | 1,207 | 4,080 | 3,619 | 12.7 |
| Charge to provide for doubtful debts | 155 | 142 | 156 | 415 | 465 | (10.8) |
| Operating profit before tax | 1,267 | 1,193 | 1,051 | 3,665 | 3,154 | 16.2 |
| Income tax expense | 438 | 391 | 354 | 1,263 | 1,068 | 18.3 |
| Operating profit after income tax | 829 | 802 | 697 | 2,402 | 2,086 | 15.1 |
| Outside equity interests | - | - | - | - | (1) | large |
| Operating profit after tax attributable to members | 829 | 802 | 697 | 2,402 | 2,087 | 15.1 |
| Distributions to holders of National Income Securities and |  |  |  |  |  |  |
| Trust Units ${ }^{(1)}$ | 51 | 48 | 15 | 144 | 44 | large |
| Operating profit after tax attributable to ordinary shareholders | 778 | 754 | 682 | 2,258 | 2,043 | 10.5 |
| Balance Sheet | As at |  |  |  |  |  |
|  | June | March | September | June | \% Change | \% Change |
|  | 2000 | 2000 | 1999 | 1999 | Sep 99 | March 00 |
|  | \$M ${ }^{(2)}$ | \$M | \$M | \$M | to June 00 | to June 00 |
| Assets |  |  |  |  |  |  |
| Due from other financial institutions | 13,682 | 13,097 | 11,120 | 10,613 | 23.0 | 4.5 |
| Due from customers on acceptances | 23,947 | 22,926 | 22,851 | 22,670 | 4.8 | 4.5 |
| Trading securities | 16,723 | 13,998 | 12,853 | 12,433 | 30.1 | 19.5 |
| Investment securities | 8,779 | 9,724 | 8,951 | 10,212 | (1.9) | (9.7) |
| Loans and advances (net) | 183,713 | 180,646 | 165,620 | 162,242 | 10.9 | 1.7 |
| Mortgage servicing rights | 6,941 | 6,670 | 5,345 | 4,959 | 29.9 | 4.1 |
| Other | 68,696 | 38,932 | 27,341 | 27,501 | large | 76.5 |
| Total assets | 322,481 | 285,993 | 254,081 | 250,630 | 26.9 | 12.8 |
| Liabilities |  |  |  |  |  |  |
| Due to other financial institutions | 28,873 | 23,560 | 16,203 | 17,844 | 78.2 | 22.6 |
| Liability on acceptances | 23,947 | 22,926 | 22,851 | 22,670 | 4.8 | 4.5 |
| Deposits and other borrowings | 175,993 | 175,688 | 162,468 | 157,938 | 8.3 | 0.2 |
| Bonds, notes and subordinated debt | 18,500 | 14,747 | 13,437 | 12,278 | 37.7 | 25.4 |
| Other | 54,569 | 29,153 | 20,602 | 21,717 | large | 87.2 |
| Total Liabilities | 301,882 | 266,074 | 235,561 | 232,447 | 28.2 | 13.5 |
|  |  |  |  |  |  |  |
| Total Shareholders' Equity | 20,599 | 19,919 | 18,520 | 18,183 | 11.2 | 3.4 |

${ }^{(1)}$ For further details in respect of the distributions to holders of National Income Securities and Trust Units refer page 39.
${ }^{(2)}$ The June 2000 Balance Sheet includes the impact of MLC which was acquired on 30 June 2000. A reconciliation between this Balance Sheet and the Balance Sheet excluding MLC related balances is included under the heading "Impact of the MLC acquisition on the Group Balance Sheet" in Section 3 "Detailed Financial Statements" of this results announcement.

Results for the nine months ended 30 June 2000 are available on the Internet at: www.national.com.au

National Australia Bank Limited
Unaudited Consolidated Group Results

## KEY PERFORMANCE MEASURES

| All figures are in $\mathrm{A} \$$ millions unless otherwise stated. | Quarter to |  |  | Nine Months to |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June | March | June | June | June |
|  | 2000 | 2000 | 1999 | 2000 | 1999 |
| Earnings ${ }^{(1)}$ |  |  |  |  |  |
| Earnings attributable to ordinary shareholders | 778 | 754 | 682 | 2,258 | 2,043 |
| Basic earnings per ordinary share | 51.8c | 50.5c | 46.3 c | 150.7 c | 139.2c |
| Diluted earnings per ordinary share | 50.3c | 49.0c | 45.5c | 145.6c | 136.7c |
| Return on average assets ${ }^{(2)}$ | 1.07\% | 1.09\% | 1.08\% | 1.07\% | 1.07\% |
| Return on average shareholders' funds ${ }^{(2)}$ | 17.45\% | 17.03\% | 17.60\% | 17.42\% | 17.30\% |
| Cash Earnings ${ }^{(3)}$ |  |  |  |  |  |
| Cash earnings | 879 | 802 | 733 | 2,550 | 2,193 |
| Basic cash earnings per ordinary share | 55.2c | 53.8 c | 49.7c | 160.5 c | 149.5c |
| Return on average tangible assets ${ }^{(2)}$ | 1.15\% | 1.17\% | 1.15\% | 1.16\% | 1.20\% |
| Return on average tangible shareholders' funds ${ }^{(2)}$ | 21.90\% | 21.53\% | 23.60\% | 22.16\% | 22.50\% |
| Productivity Measures |  |  |  |  |  |
| Underlying profit per full time equivalent employee (to nearest A\$) ${ }^{(2)(4)}$ | \$126,597 | \$119,199 | \$106,283 | \$121,077 | \$106,224 |
| Operating profit per full time equivalent employee (to nearest A\$) ${ }^{(2),(4)}$ | \$73,804 | \$71,609 | \$61,375 | \$71,281 | \$61,257 |
| Non interest income per full time equivalent employee (to nearest A\$) ${ }^{(2)}$ | \$117,427 | \$111,788 | \$101,704 | \$112,590 | \$100,090 |
| Operating costs per full time equivalent employee (to nearest A\$) ${ }^{(2)(4)}$ | \$134,520 | \$127,235 | \$122,133 | \$129,179 | \$122,338 |
| Net Interest Income |  |  |  |  |  |
| Group net interest spread | 2.47\% | 2.39\% | 2.48\% | 2.43\% | 2.47\% |
| Group net interest margin | 2.95\% | 2.95\% | 2.97\% | 2.94\% | 3.02\% |
| Non Interest Income |  |  |  |  |  |
| Non interest income to total net income | 44.2\% | 44.6\% | 43.7\% | 44.2\% | 43.0\% |
| Non interest income to total net income (excluding impact of life insurance standard) | 43.6\% | 44.0\% | 43.7\% | 43.5\% | 43.0\% |
| Non Interest Expenses (excluding goodwill) |  |  |  |  |  |
| Cost/income ratio ${ }^{(4)}$ | 50.7\% | 50.7\% | 52.4\% | 50.7\% | 52.5\% |
| Cost/income ratio (excluding impact of life insurance standard) | 51.0\% | 51.0\% | 52.4\% | 51.1\% | 52.5\% |
| Operating costs to total assets ${ }^{(2)}$ | 2.03\% | 1.99\% | 2.21\% | 1.95\% | 2.22\% |
| Operating costs to total assets (excluding life insurance business) ${ }^{(2)}$ | 2.08\% | 2.03\% | 2.21\% | 1.99\% | 2.22\% |
| Capital |  |  |  |  |  |
| Tier 1 ratio | 6.72\% | 7.72\% | 7.59\% | 6.72\% | 7.59\% |
| Tier 2 ratio | 4.03\% | 2.71\% | 2.95\% | 4.03\% | 2.95\% |
| Deductions | (1.48\%) | (0.45\%) | (0.28\%) | (1.48\%) | (0.28\%) |
| Total capital ratio | 9.27\% | 9.98\% | 10.26\% | 9.27\% | 10.26\% |
| Risk weighted assets | 220,395 | 216,681 | 193,689 | 220,395 | 193,689 |
| Asset Quality |  |  |  |  |  |
| Total bad and doubtful debt provision charge to operating profit ${ }^{(4)}$ | 18.7\% | 17.7\% | 22.4\% | 17.3\% | 22.3\% |
| Specific bad and doubtful debt provision balance to risk weighted assets | 0.2\% | 0.2\% | 0.2\% | 0.2\% | 0.2\% |
| Total bad and doubtful debt provision to risk weighted assets | 1.2\% | 1.2\% | 1.3\% | 1.2\% | 1.3\% |
| Gross non-accrual loans to gross loans and acceptances | 0.73\% | 0.77\% | 0.78\% | 0.73\% | 0.78\% |
| Net non-accrual loans to risk weighted assets | 0.49\% | 0.53\% | 0.54\% | 0.49\% | 0.54\% |
| Shares |  |  |  |  |  |
| Net tangible asset backing per ordinary share ${ }^{(2)}$ | \$9.92 | \$9.52 | \$8.49 | \$9.92 | \$8.49 |
| Weighted average shares on issue ('000) - basic | 1,502,019 | 1,494,189 | 1,473,095 | 1,499,112 | 1,467,881 |
| Weighted average shares on issue ('000) - diluted | 1,601,358 | 1,599,394 | 1,566,875 | 1,606,437 | 1,541,015 |

[^0]
## Overview of Group Result

## June 2000 quarter compared with March 2000 quarter

Operating profit after tax of $\$ 829$ million for the June 2000 quarter represents an increase of $3.4 \%$ on the March 2000 quarter ( $\$ 802$ million). The latest quarter result is $18.9 \%$ higher than the June 1999 quarter of $\$ 697$ million.

Return on average ordinary shareholders' funds for the June 2000 quarter was $17.5 \%$ compared with the March 2000 quarter of $17.0 \%$.

Underlying profit for the June 2000 quarter was $6.5 \%$ higher than the March 2000 quarter and $17.8 \%$ higher than the June 1999 quarter.

Net interest income increased during the quarter by $6.9 \%$, primarily due to higher volumes and the impact of favourable exchange rate movements, partly offset by a change in product mix. Notwithstanding the negative impact of HomeSide, the Group's net interest margin was held steady for the quarter at $2.95 \%$.

Other operating income rose by $\$ 67$ million to $\$ 1,319$ million, a $5.4 \%$ increase on the March 2000 quarter. Volume related growth in mortgage servicing fees and credit card fees, and increases in treasury related income and money transfer fees was partly offset by a volume related fall in mortgage origination income.

Operating expenses (excluding goodwill amortisation) increased by $6.0 \%$ compared with the March 2000 quarter. Excluding the impact of foreign exchange movements expenses rose by $4.4 \%$, reflecting higher volume related expenses and higher personnel costs, following recent award related salary increases. Income increased by $6.2 \%$, resulting in a steady cost to income ratio of $50.7 \%$.

Tax expense for the June 2000 quarter was impacted by the revaluation of new future income tax benefits to reflect the lower Australian tax rates that will apply for future years.

The following chart shows the movement in the components of operating profit for the June 2000 quarter compared to the March 2000 quarter.


## Overview of Group Result

## June 2000 year to date compared with June 1999 year to date performance

A second consecutive record quarterly result of $\$ 829$ million lifted the Group's profit to $\$ 2,402$ million for the nine months to June $2000,15.1 \%$ higher than the profit for the nine months to June 1999 ( $\$ 2,086$ million). Operating profit attributable to ordinary shareholders rose by $10.5 \%$ to $\$ 2,258$ million from $\$ 2,043$ million for the nine months to June 1999.

The current nine months was impacted by:

- increased tax charges of $\$ 54$ million, including $\$ 28$ million to reflect the effect of the new Australian corporate tax rate regime on the opening balance of net future income tax benefits (FITB) at 1 October 1999 and a further $\$ 26$ million charge being the impact of a lower effective tax rate on FITB movements during the nine months to June 2000;
- a tax credit of $\$ 11$ million from a reduction in the carrying value of HomeSide's deferred tax liabilities due to a lower effective tax rate; and
- a $\$ 17$ million gain on revaluation of National Australia Financial Management Limited's investment in controlled entities, in accordance with the new Australian life insurance accounting standard.

Basic earnings per share of 150.7 cents for the nine months to June 2000 was $8.3 \%$ higher than for the nine months to June 1999 ( 139.2 cents). Cash earnings per share (attributable to ordinary shareholders) for the nine months to June 2000 were 160.5 cents, an increase of $7.4 \%$ on the nine months to June 1999 of 149.5 cents.

Return on average ordinary shareholders' funds for the nine months to June 2000 was $17.4 \%$ compared with the nine months to June 1999 of $17.3 \%$. The return for the current nine months was achieved on an increase in average ordinary shareholders' funds of $10.2 \%$ from $\$ 15.7$ billion for June 1999 to $\$ 17.3$ billion.

Underlying profit (before tax and charge for doubtful debts) for the nine months to June 2000 of $\$ 4,080$ million was $12.7 \%$ higher than the nine months to June 1999. Excluding the impact of the new life insurance disclosure requirements and the $\$ 17$ million gain on revaluation, underlying profit increased by $10.6 \%$, reflecting higher other operating income partially offset by higher operating expenses.

Net interest income increased by $5.7 \%$ from $\$ 4,528$ million for the nine months to June 1999 to $\$ 4,787$ million, reflecting strong volume growth partially offset by slightly lower margins and the impact of exchange rate movements. Other operating income rose by $11.3 \%$ reflecting volume related growth in banking fees, increased fees and commissions from credit cards and funds under management, and higher mortgage servicing fees, partly offset by lower mortgage origination income.

Operating expenses for the nine months to June 2000 rose by $\$ 182$ million ( $\$ 155$ million excluding gross-up for life insurance expenses) or $4.2 \%$ ( $3.6 \%$ excluding life insurance gross-up) compared with the nine months to June 1999 . The increase is largely due to higher personnel, e-commerce and marketing expenses. The cost to income ratio improved from $52.5 \%$ for the nine months to June 1999 to $50.7 \%$.

The charge for doubtful debts for the nine months to June 2000 was $\$ 415$ million, $\$ 50$ million lower than the nine months to June 1999 of $\$ 465$ million, reflecting a lower provisioning charge in the United States and the impact of lower provisions in Asia, partly offset by volume related increases in Europe.

The movement in the components of operating profit for the nine months to June 2000 of $\$ 2,402$ million compared with the nine months to June 1999 of $\$ 2,086$ million is as shown in the following chart.


## National Australia Bank Limited <br> Unaudited Consolidated Group Results

## Regional Performance Summary

## Australia

Underlying profit rose by $8.4 \%$ during the June $\mathbf{2 0 0 0}$ quarter, however dur to abnormally low provisioning in the March quarter, after tax profit was steady, rising $\$ 1$ million to $\$ 409$ million.

Operating profit after tax for the nine months to June 2000 of $\$ 1,198$ million was $12.6 \%$ higher than the June 1999 year to date of $\$ 1,064$ million Australia's contribution represents $49.9 \%$ of the Group's after tax profit for the period compared to $51.0 \%$ at June 1999 .

## Europe

For the June $\mathbf{2 0 0 0}$ quarter the European Group's operating profit after tax of $\$ 225$ million was $9.8 \%$ higher than the March quarter profit of $\$ 205$ million. Growth in net interest income, and a lower doubtful debts charge, were offset by a decrease in other operating income and an increase in operating expenses Lower specific provisioning was the main factor driving the decrease in doubtful debts.

For the nine months to June 2000, underlying profit for the European Group increased by $7.7 \%$. Operating profit after tax also increased by $7.7 \%$ to $\$ 627$ million during the current nine month period. Excluding the impact of exchange rate movements, the result was $8.6 \%$ higher than 1999. The increase in profit reflects higher net interest income from significant growth in volumes and an increase in other operating income, primarily attributable to increases in loan fees from banking, and brokerage and commissions.

## United States

Underlying profit in the United States remained steady for the June and March quarters, however profit after tax decreased by $18.5 \%$ from $\$ 124$ million for the March 2000 quarter to $\$ 101$ million, mainly caused by a $34.9 \%$ decrease in the HomeSide contribution.

Profit after tax for the nine months to June $\mathbf{2 0 0 0}$ increased from $\$ 245$ million for the nine months to June 1999 to $\$ 365$ million. The nine months to June 2000 includes interest income attributable to the National Income Securities issued in June 1999, improved performance from Michigan National Corporation and steady profits in HomeSide.

## New Zealand

Underlying profit for the New Zealand Group rose by $34.8 \%$ for the June 2000 quarter compared to the March quarter. Profit after tax for the three months to June 2000 was $\$ 74$ million, $51.0 \%$ higher than the prior comparable period.

The New Zealand Group's profit after tax for the nine months to June 2000 was $\$ 176$ million, $4.8 \%$ higher than the prior comparable period. Excluding the impact of exchange rate movements, the current nine months result is $10.8 \%$ higher than the result to June 1999.

## Asia

The Asian region's underlying profit rose by $4.5 \%$ for the June 2000 quarter compared to the March quarter. Net profit after tax for the quarter was up from $\$ 16$ million in March to $\$ 20$ million.

The Asian region continues to experience a turnaround in confidence reflecting an improved economic outlook. Operating profit after tax for the nine months to June 2000 was $\$ 36$ million compared with $\$ 27$ million for the prior comparable period. The June 2000 period reflects a lower charge for doubtful debts due to an improvement in asset quality.

Australian Quarterly Performance (\$M)


Europe Quarterly Performance (\$M)



Asian Quarterly Performance (\$M)


# Trends in Key Performance Indicators 

Operating Performance

## Profits

- Underlying profit increased $6.5 \%$ from the March 2000 quarter to $\$ 1,422$ million and was $17.8 \%$ higher than the June 1999 quarter.
- Operating profit after tax increased $3.4 \%$ from the March quarter of $\$ 802$ million to $\$ 829$ million and is $18.9 \%$ higher than the June 1999 quarter of $\$ 697$ million.
- Operating profit attributable to ordinary shareholders was up $3.2 \%$ from the March 2000 quarter to $\$ 778$ million and was $14.1 \%$ higher than the June 1999 quarter.
- International franchises contributed $50.7 \%$ of the

Group's June 2000 quarter operating profit after tax.

## Revenue

- Total revenue increased 6.2\% from the March 2000 quarter to $\$ 2,983$ million.
- Net interest income increased $6.9 \%$ to $\$ 1,664$ million. Higher interest earning asset volumes, up $4.6 \%$ in local currency terms, and the impact of exchange rate movements were partly offset by a change in product mix.
- Overall, margins were held steady for the quarter at $2.95 \%$ notwithstanding the impact of HomeSide. The group interest spread rose from $2.39 \%$ in the March 2000 quarter to $2.47 \%$ in the June 2000 quarter.
- Other operating income grew by $5.4 \%$ to $\$ 1,319$ million.
- Other operating income represents $44.2 \%$ of total income slightly down from $44.6 \%$ for the previous quarter, due to the relatively strong net interest income growth.


## Costs

- Cost to income ratio for the June 2000 quarter was steady at $50.7 \%$, and compares with $52.4 \%$ for the June 1999 quarter.
- Cost to total assets ratio increased from $1.99 \%$ for the March 2000 quarter to $2.03 \%$, but is down from $2.21 \%$ in June 1999. The increase reflects the combined impact of a slowing in the rate of asset growth, award based salary increases, and higher general expenses.


## Productivity

- Underlying profit per FTE employee for the June 2000 quarter was $6.2 \%$ higher than the March 2000 quarter and $19.1 \%$ higher than the June 1999 quarter.

Profits (\$M)


Revenue (\$M)


Cost to Total Assets \&
Cost to Income (\%)


Sep-Dec-Mar- Jun- Sep-Dec-Mar- Jun$\begin{array}{llllllll}98 & 98 & 99 & 99 & 99 & 99 & 00 & 00\end{array}$


Underlying profit per FTE Employee
(\$'000)


## Trends in Key Performance Indicators

Shareholder Value

## Economic Profit

Economic profit for the June 2000 quarter was $\$ 410$ million, $1.5 \%$ higher than the March 2000 quarter of $\$ 404$ million, based on the current cost of capital and franking imputation.

Economic profit represents the excess of cash earnings over the cost of capital employed in the business ( $11.5 \%$ for the current quarter) plus the value to shareholders of franking credits generated in the Australian operations (based on a tax rate of $34 \%$ in the current quarter).

## Earnings per Share

Basic earnings per share (attributable to ordinary shareholders) were 51.8 cents, an increase of $11.9 \%$ on the June 1999 quarter and $2.6 \%$ on the March 2000 quarter. In the year to date, basic earnings per share have increased by $8.3 \%$ from 139.2 cents to 150.7 cents.

Cash earnings per share (earnings attributable to ordinary shareholders before goodwill amortisation) were 55.2 cents, an increase of $11.1 \%$ on the June 1999 quarter and $2.6 \%$ on the March 2000 quarter.

## Capital Structure

The Tier 1 capital ratio was $6.72 \%$ compared to $7.72 \%$ at March 2000 and $7.59 \%$ at June 1999. Core Tier 1 (excluding the impact of preference shares and National Income Securities), and the total capital ratio experienced similar decreases to $5.50 \%$ and $9.27 \%$ respectively.

The decrease in capital ratios is attributable to the acquisition of MLC in June 2000. Under the regulations adopted by the Australian Prudential Regulation Authority, life insurance and funds management businesses are de-consolidated for the purposes of calculating capital adequacy. The portion of the investment relating to intangible assets (the difference between purchase price and the embedded value) is deducted from Tier 1, and the balance from total capital.

## Return on Equity

The Group's return on average ordinary shareholders' funds for the June 2000 quarter was $17.45 \%$ compared with $17.03 \%$ in the March 2000 quarter.

The Group's tangible return on tangible funds for the June 2000 quarter was $21.90 \%$ compared with $21.53 \%$ in the March 2000 quarter.



Group Capital Structure (\%)



Section 3

## RESULTS FOR THE QUARTER ENDED JUNE 2000

Detailed Financial Statements

## National Australia Bank Limited <br> Unaudited Consolidated Group Results

## Consolidated Profit and Loss Statement

|  | Quarter to |  |  | Nine Months to |  | $\begin{gathered} \text { YTD } \\ \text { June 2000/ } \\ \text { June } 1999 \\ \% \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \mathbf{\$ M} \\ \hline \end{gathered}$ | March $\mathbf{2 0 0 0}$ \$M | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ \mathbf{M} \\ \hline \end{gathered}$ |  |
| Operating revenue | 5,949 | 5,378 | 4,741 | 16,507 | 14,709 | 12.2 |
| Interest income ${ }^{(1)}$ | 4,630 | 4,126 | 3,586 | 12,713 | 11,299 | 12.5 |
| Interest expense | 2,966 | 2,570 | 2,096 | 7,926 | 6,771 | 17.1 |
| Net interest income | 1,664 | 1,556 | 1,490 | 4,787 | 4,528 | 5.7 |
| Charge to provide for doubtful debts | 155 | 142 | 156 | 415 | 465 | (10.8) |
| Net interest income after provision for doubtful debts | 1,509 | 1,414 | 1,334 | 4,372 | 4,063 | 7.6 |
| Other operating income | 1,319 | 1,252 | 1,155 | 3,794 | 3,410 | 11.3 |
| Total operating income | 2,828 | 2,666 | 2,489 | 8,166 | 7,473 | 9.3 |
| Other operating expenses | 1,561 | 1,473 | 1,438 | 4,501 | 4,319 | 4.2 |
| Operating profit before tax | 1,267 | 1,193 | 1,051 | 3,665 | 3,154 | 16.2 |
| Income tax expense attributable to operating profit | 438 | 391 | 354 | 1,263 | 1,068 | 18.3 |
| Operating profit after income tax Outside equity interests in operating profit after income tax | 829 | 802 | 697 | 2,402 | $2,086$ (1) | 15.1 |
| Operating profit after income tax attributable to members | 829 | 802 | 697 | 2,402 | 2,087 | 15.1 |
| Retained profits at the beginning of financial period | 8,986 | 9,119 | 7,910 | 8,432 | 7,304 |  |
| Adjustment resulting from adoption of accounting standard AASB 1038: Life Insurance Business | - | - | - | 89 | - |  |
| Dividend provisions not required | - | - | - | 38 | 35 |  |
| Aggregate amounts transferred from reserves | - | - | 3 | - | 36 |  |
| Total available for appropriation | 9,815 | 9,921 | 8,610 | 10,961 | 9,462 |  |
| Dividends provided for or paid | - | 882 | - | 882 | 794 |  |
| Distributions ${ }^{(2)}$ | 51 | 48 | 15 | 144 | 44 |  |
| Aggregate of amounts transferred to reserves | - | 5 | 34 | 171 | 63 |  |
| $\underline{\text { Retained profits at the end of the financial period }}$ | 9,764 | 8,986 | 8,561 | 9,764 | 8,561 |  |

## Profit Restated to Exclude Amortisation of Goodwill ${ }^{(3)}$



[^1]
# National Australia Bank Limited <br> Unaudited Consolidated Group Results 

## Consolidated Balance Sheet

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | As at |  |  |
| June | March | September | June | June 2000/ |
| Sep. 1999 |  |  |  |  |


| Assets |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and short-term liquid assets | 5,262 | 5,102 | 3,649 | 2,959 | 44.2 |
| Due from other financial institutions | 13,682 | 13,097 | 11,120 | 10,613 | 23.0 |
| Due from customers on acceptances | 23,947 | 22,926 | 22,851 | 22,670 | 4.8 |
| Trading securities | 16,723 | 13,998 | 12,853 | 12,433 | 30.1 |
| Available for sale securities | 2,523 | 2,491 | 1,399 | 1,043 | 80.3 |
| Investment securities | 8,779 | 9,724 | 8,951 | 10,212 | (1.9) |
| Investments relating to life insurance business | 31,395 | 5,804 | - | - | - |
| Loans and advances | 183,713 | 180,646 | 165,620 | 162,242 | 10.9 |
| Mortgage loans held for sale | 2,120 | 1,270 | 1,980 | 2,431 | 7.1 |
| Mortgage servicing rights | 6,941 | 6,670 | 5,345 | 4,959 | 29.9 |
| Shares in entities and other securities | 1,302 | 1,288 | 1,068 | 1,004 | 21.9 |
| Regulatory deposits | 117 | 192 | 153 | 1,254 | (23.5) |
| Fixed assets | 2,226 | 2,161 | 2,032 | 1,983 | 9.5 |
| Goodwill | 2,692 | 2,741 | 2,905 | 2,960 | (7.3) |
| Other assets | 21,059 | 17,883 | 14,155 | 13,867 | 48.8 |
| Total Assets | 322,481 | 285,993 | 254,081 | 250,630 | 26.9 |


| Liabilities |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Due to other financial institutions | 28,873 | 23,560 | 16,203 | 17,844 | 78.2 |
| Liability on acceptances | 23,947 | 22,926 | 22,851 | 22,670 | 4.8 |
| Deposits and other borrowings | 175,993 | 175,688 | 162,468 | 157,938 | 8.3 |
| Life insurance policy liabilities | 29,021 | 5,470 | - | - | - |
| Unvested policy holder benefits | 175 | - | - | - | - |
| Income tax liability | 2,370 | 2,292 | 1,979 | 2,146 | 19.8 |
| Provisions | 1,759 | 1,684 | 1,743 | 1,650 | 0.9 |
| Bonds, notes and subordinated debt | 18,500 | 14,747 | 13,437 | 12,278 | 37.7 |
| Other debt issues | 1,679 | 1,675 | 1,645 | 1,641 | 2.1 |
| Other liabilities | 19,565 | 18,032 | 15,235 | 16,280 | 28.4 |
| Total Liabilities | 301,882 | 266,074 | 235,561 | 232,447 | 28.2 |
| Net Assets | 20,599 | 19,919 | 18,520 | 18,183 | 11.2 |
| Shareholders' Equity |  |  |  |  |  |
| Issued and paid-up capital | 9,585 | 9,476 | 9,286 | 9,059 | 3.2 |
| Reserves | 1,250 | 1,457 | 802 | 563 | 55.9 |
| Retained profits | 9,764 | 8,986 | 8,432 | 8,561 | 15.8 |
| Total Shareholders' Equity | 20,599 | 19,919 | 18,520 | 18,183 | 11.2 |

The Balance Sheets include the assets and liabilities of the Statutory Funds of the life insurance entities of the Group which are subject to restrictions under various local legislative requirements and restrictions under the Life Insurance Act 1995.

## National Australia Bank Limited

Unaudited Consolidated Group Results

## Consolidated Statement of Cash Flows



# National Australia Bank Limited <br> Unaudited Consolidated Group Results 

## Reconciliation of Cash

Cash and cash equivalents as at the end of the period as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows:

|  | As at |  |
| :---: | :---: | :---: |
|  | June | June |
|  | 2000 | 1999 |
|  | \$M | \$M |
| Cash | 2,465 | 940 |
| Short-term liquid assets | 2,797 | 2,019 |
| Due from other financial institutions | 13,682 | 10,613 |
| Due to other financial institutions | $(28,873)$ | $(17,844)$ |
| Cash and cash equivalents at end of period | $(9,929)$ | $(4,272)$ |

For the purposes of reporting cash flows, cash and cash equivalents include cash and short-term liquid assets and amounts due to and due from other financial institutions. Negative cash and cash equivalents reflect the net interbank funding position at balance date. These balances fluctuate widely in the normal course of business. The Group holds a significant store of liquidity in the form of trading securities. Trading securities are not classified as cash and cash equivalents for statement of cashflow purposes. Cash flows arising from the acquisition and sale of trading securities are reflected as cashflows arising from operating activities.

Cash held by the Statutory Funds of the life insurance entities of the Group are subject to restrictions imposed under various local legislative requirements and other restriction which include solvency and capital adequacy requirements

## Non-Cash Financing and Investing Activities

New Share Issues:
$\begin{array}{lll}\text { Dividend reinvestment plan } & 151-194\end{array}$
Bonus share plan 42
Movement in assets under finance leases

These amounts are not reflected in the Consolidated Statement of Cash Flows.

## National Australia Bank Limited

## Acquisition of MLC

On 30 June 2000, the National's life insurance subsidiary, National Australia Financial Management Limited (NAFM) acquired the financial services businesses of Lend Lease Corporation, known as the MLC group. ("MLC")

As NAFM is a life company, it accounts for its subsidiaries on a mark to market basis in accordance with Australian Accounting Standard AASB1038 - Life Insurance Business, and will do so in relation to the MLC entities. Movements in the market value of subsidiaries owned by NAFM (including MLC) will be reported in the consolidated profit and loss statement. Full independent appraisal valuations will be obtained each six months for the purpose of half year and full year accounts. Estimated revaluation movements will be reported in the other quarters.

As the acquisition of MLC occurred on 30 June 2000, there is no net impact on the June 2000 quarter's profit and loss statement. Full actuarial valuations, as at 30 June 2000 , are not yet available. Such valuations which will be required to finalise the acquisition balance sheets of MLC's businesses, under Australian Accounting Standards and US GAAP. These actuarial valuations will be completed in the September 2000 quarter and the full financial details of the acquisition will be set out in the year end financial report.

Reinsurance Transaction

After completion of the purchase, amendments were made to existing reinsurance agreements between two of MLC's wholly owned companies. These amendments had no net impact on the June quarter's profit and loss statement or balance sheet.

## Further Restructuring

It is proposed that the National will establish a service infrastructure group, comprising entities currently owned by NAFM and MLC to be transferred under direct ownership by the bank. The service infrastructure group will provide employees, information technology and related services to the global wealth management operations. The benefit of the structure is the grouping of the National's major insurance and investment operations separately from its other financial services businesses. Goodwill will arise when these entities are transferred out of the mark to market environment. This goodwill will be amortised over an appropriate period not exceeding twenty years

Simplified Proposed Structure


The value of the Companies under a mark to market environment plus those in the cost environment is expected to equal
the purchase price.

## Performance Issues

The acquisition of MLC will have the following impact on the Group's profit reporting:

- acquisition costs have been capitalised into the purchase price, but will be offset against the first year value increment
- Margin on Services (MoS) profit will be included in annual profit
- revaluation gain / loss will be included in annual profit;
- integration costs have been partially included in total acquisition value. The remainder will reduce annual pre tax profit over the next two years;
- synergy benefits will increase annual profit; and
- goodwill amortisation on the service companies will reduce annual profit.


## Regulatory capital

The impact on the regulatory capital position at June 2000 is disclosed on page 41 under the capital adequacy note.

## National Australia Bank Limited

## Impact of the MLC acquisition on the Group Balance Sheet

To ensure that the assets and liabilities of the MLC businesses acquired are readily identifiable, a supplementary Balance Sheet has been included as follows:

| As at June 30, 2000 | National Balance Sheet ${ }^{(1)}$ \$M | $\begin{gathered} \text { MLC } \\ \text { Businesses } \\ \$ \mathbf{\$ M} \\ \hline \end{gathered}$ | $\begin{gathered} \text { Group } \\ \$ M \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Cash and short-term liquid assets | 5,262 | - | 5,262 |
| Due from other financial institutions | 13,682 | - | 13,682 |
| Due from customers on acceptances | 23,947 | - | 23,947 |
| Trading securities | 16,723 | - | 16,723 |
| Available for sale securities | 2,523 | - | 2,523 |
| Investment securities | 8,779 | - | 8,779 |
| Investments relating to life insurance business | 6,010 | 25,385 | 31,395 |
| Loans and advances | 183,713 | - | 183,713 |
| Mortgage loans held for sale | 2,120 | - | 2,120 |
| Mortgage servicing rights | 6,941 | - | 6,941 |
| Shares in entities and other securities | 5,929 | $(4,627)$ | 1,302 |
| Regulatory deposits | 117 | - | 117 |
| Fixed assets | 2,190 | 36 | 2,226 |
| Goodwill | 2,692 | - | 2,692 |
| Other assets | 16,545 | 4,514 | 21,059 |
| Total Assets | 297,173 | 25,308 | 322,481 |


| Liabilities |  |  |  |
| :---: | :---: | :---: | :---: |
| Due to other financial institutions | 28,873 | - | 28,873 |
| Liability on acceptances | 23,947 | - | 23,947 |
| Deposits and other borrowings | 175,993 | - | 175,993 |
| Life insurance policy liabilities | 5,704 | 23,317 | 29,021 |
| Unvested policy holder benefits | - | 175 | 175 |
| Income tax liability | 2,274 | 96 | 2,370 |
| Provisions | 1,759 | - | 1,759 |
| Bonds, notes and subordinated debt | 18,336 | 164 | 18,500 |
| Other debt issues | 1,679 | - | 1,679 |
| Other liabilities | 18,009 | 1,556 | 19,565 |
| Total Liabilities | 276,574 | 25,308 | 301,882 |
| Net Assets | 20,599 | - | 20,599 |
| Shareholders' Equity |  |  |  |
| Issued and paid-up capital | 9,585 | - | 9,585 |
| Reserves | 1,250 | - | 1,250 |
| Retained profits | 9,764 | - | 9,764 |
| Total Shareholders' Equity | 20,599 | - | 20,599 |

[^2]Section 4

# RESULTS FOR THE QUARTER ENDED JUNE 2000 

Analysis of Financial Performance

National Australia Bank Limited
Unaudited Consolidated Group Results
Net Interest Income

|  | Quarter to |  |  | Nine Months to |  | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ \mathbf{2 0 0 0} \\ \mathbf{\$ M} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June 2000/ } \\ \text { June 1999 } \\ \% \\ \hline \end{gathered}$ |
| Interest income |  |  |  |  |  |  |
| Other financial institutions | 197 | 152 | 115 | 496 | 353 | 40.5 |
| Marketable debt securities | 380 | 338 | 279 | 1,080 | 890 | 21.3 |
| Loans to customers | 3,627 | 3,292 | 2,920 | 10,053 | 9,197 | 9.3 |
| Other interest (includes regulatory deposits) | 426 | 344 | 272 | 1,084 | 859 | 26.2 |
| Total Interest Income | 4,630 | 4,126 | 3,586 | 12,713 | 11,299 | 12.5 |
| Interest expense |  |  |  |  |  |  |
| Other financial institutions | 422 | 302 | 259 | 993 | 839 | 18.4 |
| Deposits and other borrowings | 2,161 | 1,958 | 1,620 | 5,952 | 5,162 | 15.3 |
| Bonds, notes and subordinated debt | 339 | 273 | 181 | 861 | 657 | 31.1 |
| Other debt issues | 44 | 37 | 36 | 120 | 113 | 6.2 |
| Total Interest Expense | 2,966 | 2,570 | 2,096 | 7,926 | 6,771 | 17.1 |
| Net Interest Income | 1,664 | 1,556 | 1,490 | 4,787 | 4,528 | 5.7 |




## Volumes

## Gross Loans and Advances by Region

|  | At |  |  |  | June/March Change | June/June Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { June } \\ & 2000 \end{aligned}$ | $\begin{gathered} \hline \text { March } \\ 2000 \end{gathered}$ | September 1999 | $\begin{aligned} & \text { June } \\ & 1999 \end{aligned}$ |  |  |
|  | \$M | \$M | \$M | \$M | \% | \% |
| Australia | 95,627 | 92,136 | 86,210 | 85,940 | 3.8 | 11.3 |
| Europe | 51,405 | 51,468 | 45,655 | 42,691 | (0.1) | 20.4 |
| New Zealand | 20,572 | 21,842 | 20,251 | 20,093 | (5.8) | 2.4 |
| United States | 17,725 | 16,361 | 14,507 | 14,405 | 8.3 | 23.0 |
| Asia | 2,826 | 3,085 | 3,097 | 3,127 | (8.4) | (9.6) |
| Total | 188,155 | 184,892 | 169,720 | 166,256 | 1.8 | 13.2 |

Gross Loans and Advances by Product

|  | At |  |  |  |  | $\begin{gathered} \text { June/June } \\ \text { Change } \\ \% \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } \\ 2000 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ \text { 2000 } \\ \$ M \end{gathered}$ | September 1999 $\$ M$ | $\begin{gathered} \hline \text { June } \\ 1999 \\ \$ M \end{gathered}$ | June/March Change \% |  |
| Housing | 69,057 | 66,738 | 61,946 | 59,803 | 3.5 | 15.5 |
| Term Lending | 65,828 | 65,419 | 60,040 | 60,801 | 0.6 | 8.3 |
| Overdrafts | 17,421 | 17,226 | 15,749 | 13,966 | 1.1 | 24.7 |
| Leasing | 13,941 | 13,698 | 12,000 | 11,446 | 1.8 | 21.8 |
| Credit cards | 5,033 | 4,762 | 4,385 | 4,106 | 5.7 | 22.6 |
| Other | 16,875 | 17,049 | 15,600 | 16,134 | (1.0) | 4.6 |
| Total | 188,155 | 184,892 | 169,720 | 166,256 | 1.8 | 13.2 |

Interest Margins and Spreads

|  | Quarter to |  |  | Nine months to |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | June | March | June | June | June |
|  | 2000 | 2000 | 1999 | 2000 | 1999 |
|  | \% | \% | \% | \% | \% |
| Australia ${ }^{\text {(1) }}$ |  |  |  |  |  |
| Australian Interest Spread ${ }^{(2)}$ | 2.55 | 2.22 | 2.63 | 2.36 | 2.41 |
| Australian Interest Margin ${ }^{(3)}$ | 3.08 | 3.07 | 2.99 | 3.04 | 3.01 |

## Overseas ${ }^{(1)}$

| Overseas Interest Spread ${ }^{(2)}$ | 2.28 | 2.41 | 2.35 | 2.36 | 2.52 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Overseas Interest Margin ${ }^{(3)}$ | 2.75 | 2.76 | 2.96 | 2.76 | 2.97 |

## Group

| Group Interest Spread $^{(2)}$ | 2.47 | 2.39 | 2.48 | 2.43 | 2.47 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Group Interest Margin ${ }^{(3)}$ | $\mathbf{2 . 9 5}$ | $\mathbf{2 . 9 5}$ | $\mathbf{2 . 9 7}$ | $\mathbf{2 . 9 4}$ |  |

${ }^{(1)}$ The calculations for Australia and Overseas include intragroup cross border loans/borrowings and associated interest.
${ }^{(2)}$ Interest spread represents the difference between the average interest rate earned and the average interest rate incurred on funds.
${ }^{(3)}$ Interest margin is net interest income as a percentage of average interest earning assets.

## Margins






## National Australia Bank Limited <br> Unaudited Consolidated Group Results

Other Operating Income

|  | Quarter to |  |  | Nine Months to |  | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } \\ \text { 2000 } \\ \$ M \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ \mathbf{2 0 0 0} \\ \$ M \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ 1999 \\ \$ M \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ \text { 2000 } \\ \$ M \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ 1999 \\ \$ M \end{gathered}$ | $\begin{gathered} \hline \text { June 2000/ } \\ \text { June } 1999 \\ \% \\ \hline \end{gathered}$ |
| Loan fees from banking | 324 | 302 | 281 | 915 | 796 | 14.9 |
| Money transfer fees | 264 | 254 | 250 | 773 | 769 | 0.5 |
| Net mortgage servicing fees | 143 | 132 | 68 | 389 | 224 | 73.7 |
| Net mortgage origination revenue | 22 | 33 | 60 | 79 | 182 | (56.6) |
| Treasury related income ${ }^{(1)}$ |  |  |  |  |  |  |
| Foreign exchange | 62 | 63 | 56 | 228 | 189 | 20.6 |
| Trading securities | 56 | 37 | 28 | 81 | (32) | large |
| Interest rate derivatives | 19 | 13 | 51 | 63 | 203 | (69.0) |
| Fees and commissions | 271 | 273 | 240 | 786 | 711 | 10.5 |
| Revenue from life insurance operations ${ }^{(2)}$ | 82 | 74 | - | 251 | - |  |
| Revaluation of life insurance entities interest in their controlled entities ${ }^{(2)}$ | 6 | - | - | 17 | - |  |
| Other income | 70 | 71 | 121 | 212 | 368 | (42.4) |
| Total other operating income | 1,319 | 1,252 | 1,155 | 3,794 | 3,410 | 11.3 |

${ }^{(1)}$ Under Australian Accounting Standard AASB1032, "Specific Disclosures by Financial Institutions", separate disclosure of trading income arising from foreign exchange trading, securities trading and interest rate derivatives trading is required. As the Group manages its trading positions utilising a variety of instruments, fluctuations between the disclosed components may occur.
${ }^{(2)}$ Effective from 1 October 1999, Australian accounting standard AASB 1038 "Life Insurance Business" was adopted.
No comparatives are provided as it is impracticable.



## National Australia Bank Limited <br> Unaudited Consolidated Group Results

Operating Expenses

| (excluding goodwill) | Quarter to |  |  | Nine months to |  | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June | March | June | June | June | June 2000/ |
|  | 2000 | 2000 | 1999 | 2000 | 1999 | June 1999 |
|  | \$M | \$M | \$M | \$M | \$M | \% |


| Personnel Expenses |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Salaries | 596 | 574 | 557 | 1,746 | 1,686 |
| Related on-costs | 96 | 90 | 86 | 272 | 265 |
| Restructuring costs | 3 | 5 | 4 | 15 | 11 |
| Other | 167 | 157 | 161 | 471 | 465 |
| Total Personnel Expenses | $\mathbf{8 6 2}$ | $\mathbf{8 2 6}$ | $\mathbf{8 0 8}$ | $\mathbf{2 , 5 0 4}$ | $\mathbf{2 , 4 2 7}$ |

## Occupancy Costs

| Depreciation and amortisation | 19 | 19 | 18 | 57 | 54 | 5.6 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Rental on operating leases | 57 | 56 | 54 | 171 | 166 | 3.0 |
| Other | 48 | 52 | 46 | 148 | 151 | $(2.0)$ |
| Total Occupancy Costs | $\mathbf{1 2 4}$ | $\mathbf{1 2 7}$ | $\mathbf{1 1 8}$ | $\mathbf{3 7 6}$ | $\mathbf{3 7 1}$ | $\mathbf{1 . 3}$ |

## General Expenses

| Charge to provide for non-lending losses/ |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| contingencies | 18 | 8 | 21 | 52 | $(41.8)$ |  |
| Communications, postage and stationery | 110 | 109 | 110 | 329 | 319 | 3.1 |
| Computer equipment and software | 34 | 40 | 39 | 120 | 137 | $(12.4)$ |
| Depreciation and amortisation | 64 | 61 | 50 | 183 | 150 | 22.0 |
| Fees and commissions | 24 | 15 | 19 | 65 | 57 | 14.0 |
| Other expenses | 275 | 239 | 222 | 744 | 652 | 14.1 |
| Total General Expenses | $\mathbf{5 2 5}$ | $\mathbf{4 7 2}$ | $\mathbf{4 6 1}$ | $\mathbf{1 , 4 7 3}$ | $\mathbf{1 , 3 7 0}$ | $\mathbf{7 . 5}$ |
|  |  |  |  |  |  |  |
| Total Operating Expenses | $\mathbf{1 , 5 1 1}$ | $\mathbf{1 , 4 2 5}$ | $\mathbf{1 , 3 8 7}$ | $\mathbf{4 , 3 5 3}$ | $\mathbf{4 , 1 6 8}$ | $\mathbf{4 . 4}$ |

Amortisation of Goodwill ${ }^{(1)}$

| Australia | - | - | 1 | - | 4 | large |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| European Banks | 16 | 15 | 16 | 47 | 47 | - |
| Bank of New Zealand | 8 | 8 | 8 | 24 | 23 | 4.3 |
| Michigan National Corporation | 13 | 12 | 12 | 37 | 37 | - |
| HomeSide International, Inc | 13 | 13 | 14 | 40 | 40 | - |
| Total Amortisation of Goodwill | $\mathbf{5 0}$ | $\mathbf{4 8}$ | $\mathbf{5 1}$ | $\mathbf{1 4 8}$ | $\mathbf{1 5 1}$ | $\mathbf{( 2 . 0 )}$ |

${ }^{(1)}$ There is no income tax or related outside equity interests applicable to goodwill amortisation.

|  | As at |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { June } \\ & 2000^{(1)} \end{aligned}$ | March <br> 2000 | $\begin{aligned} & \text { June } \\ & 1999 \end{aligned}$ | March/ June | June/ June |
| Staffing Levels |  |  |  | \% | \% |
| Australian Group | 22,880 | 20,938 | 20,832 | 9.3 | 9.8 |
| European Group | 13,287 | 13,255 | 13,680 | 0.2 | (2.9) |
| New Zealand Group | 4,508 | 4,449 | 4,352 | 1.3 | 3.6 |
| United States Group | 5,891 | 5,890 | 6,264 | 0.0 | (6.0) |
| Asian Group | 653 | 267 | 298 | large | large |
| Total Full Time Equivalents | 47,219 | 44,799 | 45,426 | 5.4 | 3.9 |

[^3]National Australia Bank Limited
Unaudited Consolidated Group Results

## Asset Quality

|  | June 2000 |  | March 2000 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Gross } \\ \$ M \end{array}$ | Net $\$ M$ | $\begin{array}{r} \text { Gross } \\ \$ M \end{array}$ | Net $\$ \mathbf{M}$ |
| Non-Accrual Loans |  |  |  |  |
| Australian Group | 646 | 436 | 669 | 467 |
| European Group | 585 | 428 | 646 | 471 |
| New Zealand Group | 79 | 61 | 87 | 67 |
| United States Group | 181 | 115 | 144 | 99 |
| Asian Group | 60 | 31 | 60 | 35 |
|  | 1,551 | 1,071 | 1,606 | 1,139 |
| Restructured Loans | 3 | 3 | 4 | 4 |
| Assets Acquired Through Security Enforcement | 16 | 16 | 12 | 12 |
|  | 1,570 | 1,090 | 1,622 | 1,155 |
| Total Impaired Assets |  |  |  |  |
| Australian Group | 649 | 439 | 673 | 471 |
| European Group | 588 | 431 | 648 | 473 |
| New Zealand Group | 79 | 61 | 87 | 67 |
| United States Group | 194 | 128 | 154 | 109 |
| Asian Group | 60 | 31 | 60 | 35 |
|  | 1,570 | 1,090 | 1,622 | 1,155 |
| Memorandum disclosures: |  |  |  |  |
| Accruing loans past due 90 days or more with | 108 | 108 | 120 | 120 |
| Accruing portfolio facilities past due 90 to 180 days | 72 | 53 | 55 | 42 |

Total Charge for Doubtful Debts by Group Entities

|  | Quarter to |  | Nine Months to |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June | March | June | June | June |  |
|  | $\begin{array}{r} \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{array}$ | $\begin{array}{r} 2000 \\ \$ M \end{array}$ | $\begin{array}{r} 1999 \\ \$ M \\ \hline \end{array}$ | $\begin{array}{r} 2000 \\ \$ M \end{array}$ | $\begin{array}{r} 1999 \\ \$ M \end{array}$ | Change <br> \% |
| Australian Group | 62 | 35 | 60 | 140 | 145 | (3.4) |
| European Group |  |  |  |  |  |  |
| Clydesdale Bank | 30 | 46 | 55 | 99 | 116 | (14.7) |
| Northern Bank | (2) | 4 | 4 | 4 | 17 | (76.5) |
| Yorkshire Bank | 32 | 33 | 20 | 92 | 71 | 29.6 |
| National Irish Bank | 1 | 2 | 1 | 6 | (2) | large |
| Other | (7) | 1 | (14) | (2) | (17) | (88.2) |
| Total European Group | 54 | 86 | 66 | 199 | 185 | 7.6 |
| New Zealand Group | 1 | 9 | 3 | 15 | 19 | (21.1) |
| United States Group | 38 | 17 | 26 | 49 | 81 | (39.5) |
| Asian Group | - | (5) | 1 | 12 | 35 | (65.7) |
| Total | 155 | 142 | 156 | 415 | 465 | (10.8) |

# National Australia Bank Limited <br> Unaudited Consolidated Group Results 

## Provision for Doubtful Debts

|  | Nine Months to June 2000 |  |  | Nine Months to June 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Specific <br> \$M | General \$M | $\begin{gathered} \text { Total } \\ \mathbf{\$ M} \\ \hline \end{gathered}$ | Specific \$M | General \$M | $\begin{gathered} \text { Total } \\ \$ \mathbf{M} \\ \hline \end{gathered}$ |
| Opening balance | 474 | 2,055 | 2,529 | 420 | 2,143 | 2,563 |
| Transfer to/from specific/general provision | 353 | (353) | - | 424 | (424) | - |
| Bad debts recovered | 157 | - | 157 | 153 | - | 153 |
| Bad debts written off | (472) | - | (472) | (505) | - | (505) |
| Charge to profit and loss | - | 415 | 415 | - | 465 | 465 |
| Foreign currency translation and consolidation adjustments | (12) | 36 | 24 | (42) | (149) | (191) |
| Closing balance | 500 | 2,153 | 2,653 | 450 | 2,035 | 2,485 |
| Provisioning Coverage Ratios |  |  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \% \end{gathered}$ | $\begin{gathered} \text { March } \\ 2000 \\ \% \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } \\ 1999 \\ \% \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \% \\ \hline \end{gathered}$ |
| Total Provision Coverage |  |  | 167.7\% | 160.9\% | 158.4\% | 165.9\% |
| Specific Provision Coverage |  |  | 30.6\% | 28.9\% | 28.8\% | 29.2\% |

The specific provision for off balance sheet credit related commitments of $\$ 17$ million (1999:\$15 million) is included in the above table. For financial statements presentation, the specific provision for off balance sheet credit related commitments is classified and reported as a liability.



## National Australia Bank Limited

## Profitability by Line of Business

The National's business model was introduced in April 1998 to sharpen customer focus and enhance leverage from the Group's global operations. The business model has facilitated a higher level of standardisation, enhanced efficiency and focus across the Group and will continue to evolve to provide the benefits of both a global approach and local execution.

On 4 May 2000 the National announced changes to its corporate structure. The National will report its results both internally and externally, by the new lines of business from 1 October 2000. Broadly, the new structure brings together the existing growth businesses, high potential global businesses, and the various services required to support them.

The current Products and Services division has been restructured. "Global Wealth Management" will include the existing Global Investments \& Insurance unit from Products \& Services together with MLC. The product specialist units from the current Products \& Services division will form the "Specialist and Emerging Businesses" division. In addition, the operational functions formerly in Products \& Services will be combined with Finance Shared Service Centres, HR Shared Services and Information Technology (NSITE) to form "Global Shared Services". A new division, O2-e, has been created and will bring together a number of business development activities, with a particular focus on e-commerce and digital services. The financial results of O2-e are currently not disclosed separately, but are included within the results below.

The contribution to operating profit after tax (before internal recharges) from each of the major lines of business for each of the three quarters to June 2000 and the nine months to June 2000 was:

|  | $\begin{gathered} \text { June } 2000 \\ \$ M \\ \hline \end{gathered}$ | Quarter to <br> March 2000 $\$ \mathbf{M}$ | December 1999 <br> \$M | $\begin{gathered} \text { Year to Date } \\ \text { June 2000 } \\ \$ M \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Business and Personal Financial Services | 864 | 788 | 766 | 2,418 |
| HomeSide ${ }^{(1)}$ | 26 | 44 | 44 | 114 |
| Products and Services: <br> - other product specialists | 147 | 146 | 154 |  |
| - shared services | (156) | (166) | (163) |  |
| Total Products and Services | (9) | (20) | (9) | (38) |
| Global Wholesale Financial Services | 185 | 167 | 152 | 504 |
| Information Technology (NSITE) | (105) | (105) | (107) | (317) |
| Other ${ }^{(3)}$ | (132) | (72) | (75) | (279) |
| Total | 829 | 802 | 771 | 2,402 |
| ${ }^{(1)}$ Includes the results from the US operations of HomeSide International and Asia Pacific activities. <br> ${ }^{(2)}$ Includes global cards, payments, international, asset finance, security services, investment and insurance product management and subsidiary busines <br> ${ }^{(3)}$ Includes corporate centre, asset and liability management, and goodwill amortisation. |  |  |  |  |

## BUSINESS \& PERSONAL FINANCIAL SERVICES

Global Business and Personal Financial Services (B\&PFS) is a retailing arm of the National Group. B\&PFS has three key customer segments; Business Financial Services, Premium \& Private Financial Services and Retail Financial Services. These business are supported in each region by specialist channel management, marketing services, product and process management units.

B\&PFS profit after tax (before internal income and charges) for the quarter was $\$ 864$ million, an increase of $\$ 76$ million, or $9.6 \%$ on the March 2000 quarter result. This result reflected strong sales growth and better margin management resulting in a $5.9 \%$ increase in total income during the June 2000 quarter. The result was also assisted by lower bad and doubtful debt provisions.

## HOMESIDE

HomeSide, the Group's residential mortgage origination and servicing business recorded net earnings, excluding goodwill amortisation, of \$26 million for the June 2000 quarter. Earnings declined approximately $41 \%$ from March 2000, primarily attributable to lower mortgage origination revenue, resulting from aggressive pricing competition, and higher expenses due to higher production levels in the June quarter.

HomeSide has invested in a variety of new products and initiatives, including a new Preferred Partnership, to support growth in origination and servicing while reducing earnings sensitivity to interest rates. On July 11 2000, HomeSide announced its Preferred Partnership agreement with Colonial Bank (in the US) which included a bulk acquisition of approximately $\$ 5.1$ billion with the right to service or sub-service and a longterm production flow arrangement to service new mortgage loans originated by Colonial Bank.

HomeSide has also unveiled its online mortgage solution that allows businesses to provide consumers with a dramatically streamlined loan application and online mortgage approval. This new online solution, featuring HomeSide's proprietary mortgage platform and powered by Fannie Mae's technology, reduces the time and cost to originate, process and close mortgage loans. This technology allows HomeSide to leverage e-commerce capability across products, channels and Preferred Partner relationships.

## PRODUCTS \& SERVICES (P\&S)

Products \& Services combines product specialists, product management and shared services to drive an end to end performance utilising a value chain approach. P\&S product specialist's profit after tax (before internal income and charges) of $\$ 147$ million was in line with the March quarter. Total income increased $\$ 10$ million, or $2 \%$.

Operating efficiencies for Global Shared Services continued during the June 2000 quarter with a $\$ 10$ million improvement in performance.

GLOBAL WHOLESALE FINANCIAL SERVICES
Global Wholesale Financial Services (GWFS) is Australia's leading wholesale bank and is responsible for the Group's 1,500 major corporate and institutional relationships worldwide. GWFS operates across four continents and 21 financial centres with a presence in each of the principal markets outside Australia.

Revenue increased $22 \%$ during the June quarter with growth in all divisions. Operating profit after tax increased $10.8 \%$ during the quarter from $\$ 167$ million for the March 2000 quarter to $\$ 185$ million. The credit quality of GWFS' assets continues to be strong, with $95 \%$ of credit exposures equivalent to investment grade or above, of which $60 \%$ have the equivalent of a single ' A ' rating or above.

NATIONAL SERVICES INFORMATION TECHNOLOGY ENTERPRISES (NSITE)
National Services Information Technology Enterprises (NSITE) continued to be the core service provider of technology solutions to the National's mainstream businesses.

The costs for the third quarter were at the same level as the second quarter. Project activity remained at a constant level with some projects ending (eg. Year 2000) and being replaced by increasing activity on other projects (eg. Australia GST).

O2-e
O2-e Limited, a wholly owned subsidiary of the National, has been established to build new and separate businesses, and business-building capabilities, within the National group that create shareholder value and enhance the Group's strategic position. O2-e Limited will facilitate the National's participation in the Internet driven revolution, and develop a core portfolio of rapid growth businesses capable of delivering core earnings growth in the future.

National Australia Bank Limited
Unaudited Consolidated Group Results

## Contributions to Consolidated Operating Profit

|  | Quarter to |  |  | Nine Months to |  | $\begin{gathered} \text { YTD } \\ \hline \text { June 2000/ } \\ \text { June 1999 } \\ \% \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June | March | June | June | June |  |
|  | 2000 | 2000 | 1999 | 2000 | 1999 |  |
|  | \$M | \$M | SM | \$M | \$M |  |
| Australian Group: |  |  |  |  |  |  |
| Australian Group ${ }^{\left({ }^{(a)}\right.}$ | 657 | 628 | 538 | 1,945 | 1,637 | 18.8 |
| Less:Goodwill amortisation | - | - | (1) |  | (4) | (100.0) |
| Less: Tax | (248) | (220) | (191) | (747) | (569) | 31.3 |
| Total Australian Group | 409 | 408 | 346 | 1,198 | 1,064 | 12.6 |
| reported in the other quarters. |  |  |  |  |  |  |
| Clydesdale Bank | 139 | 105 | 90 | 365 | 328 | 11.3 |
| Northern Bank | 68 | 61 | 61 | 188 | 177 | 6.2 |
| Yorkshire Bank | 142 | 154 | 119 | 427 | 387 | 10.3 |
| National Irish Bank | 9 | 9 | 12 | 26 | 44 | (40.9) |
| National Australia Life | 4 | 2 | 2 | 11 | 11 | - |
| Other ${ }^{(b)}$ | (5) | (13) | 1 | (24) | (21) | (14.3) |
| Less: Goodwill amortisation | (16) | (15) | (16) | (47) | (47) | - |
| Less: Tax | (116) | (98) | (95) | (319) | (297) | 7.4 |
| Total European Group | 225 | 205 | 174 | 627 | 582 | 7.7 |
| New Zealand Group: |  |  |  |  |  |  |
| Bank of New Zealand | 109 | 80 | 91 | 269 | 262 | 2.7 |
| NAG (NZ) | (9) | (12) | (9) | (30) | (32) | 6.3 |
| Less: Goodwill amortisation | (8) | (8) | (8) | (24) | (23) | (4.3) |
| Less: Tax | (18) | (11) | (15) | (39) | (39) | - |
| Total New Zealand Group | 74 | 49 | 59 | 176 | 168 | 4.8 |
| United States Group: |  |  |  |  |  |  |
| Michigan National Corporation | 100 | 100 | 103 | 328 | 294 | 11.6 |
| HomeSide | 43 | 68 | 59 | 161 | 181 | (11.0) |
| Other ${ }^{\left({ }^{\text {c }}\right.}$ | 37 | 32 | 7 | 100 | 3 | large |
| Less: Goodwill amortisation | (26) | (25) | (26) | (77) | (77) | - |
| Less: Tax | (53) | (51) | (55) | (147) | (156) | 5.8 |
| Total United States Group | 101 | 124 | 88 | 365 | 245 | 49.0 |
| Asian Group: |  |  |  |  |  |  |
| Asian Branches | 19 | 23 | 23 | 36 | 23 | 56.5 |
| Other ${ }^{\left({ }^{(1)}\right.}$ | 4 | 4 | 4 | 11 | 10 | 10.0 |
| Less: Tax | (3) | (11) | 3 | (11) | (6) | (83.3) |
| Total Asian Group | 20 | 16 | 30 | 36 | 27 | 33.3 |
| Operating Profit after Income Tax | 829 | 802 | 697 | 2,402 | 2,086 | 15.1 |

${ }^{(a)}$ Australian Group includes Personal Banking, Business Banking, Wholesale Banking, the Australian Property Companies, Custom Service Leasing Limited,
National Australia Trustees Limited, National Australia Financial Management Limited, Australia Asset Management, ARDB Limited, National Australia
Investment Capital Limited, Australian Market Automated Quotation (Ausmaq) System Limited, Alice Corporation Pty Limited, National Equities Limited and
Corporate Centre.
${ }^{(b)}$ European Other includes National Australia Group (Europe) Limited, London Branch, NAB Investments Limited and NAB Finance (Ireland) Limited.
${ }^{(c)}$ US Other includes New York Branch, National Australia Funding (Delaware) Inc, National Americas Investment Inc and HomeSide Investment Inc.
${ }^{(d)}$ Asia Other includes Nautilus Insurance Pte Limited.

| Contribution by region | Quarter to |  |  | Nine Months to |  | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } \\ \mathbf{2 0 0 0} \\ \$ \mathbf{S M} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ 2000 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ 2000 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June 2000/ } \\ \text { June 1999 } \\ \% \\ \hline \end{gathered}$ |
| Total Operating Revenue |  |  |  |  |  |  |
| Australia | 2,924 | 2,604 | 2,290 | 8,084 | 6,829 | 18.4 |
| Europe | 1,491 | 1,407 | 1,157 | 4,197 | 3,959 | 6.0 |
| New Zealand | 558 | 500 | 431 | 1,531 | 1,354 | 13.1 |
| United States | 830 | 732 | 693 | 2,276 | 2,096 | 8.6 |
| Asia | 146 | 135 | 170 | 419 | 471 | (11.0) |
| Total | 5,949 | 5,378 | 4,741 | 16,507 | 14,709 | 12.2 |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | YTD June 2000/ June 1999 $\%$ |  |  |
| Total Assets |  |  |  |  |  |  |
| Australia | 178,142 | 142,864 | 126,950 | 40.3 |  |  |
| Europe | 69,091 | 70,472 | 59,692 | 15.7 |  |  |
| New Zealand | 25,836 | 25,780 | 23,616 | 9.4 |  |  |
| United States | 39,523 | 36,449 | 30,358 | 30.2 |  |  |
| Asia | 9,889 | 10,428 | 10,014 | (1.2) |  |  |
| Total | 322,481 | 285,993 | 250,630 | 28.7 |  |  |

## National Australia Bank Limited

## Unaudited Consolidated Group Results

## Review of Major Business Units

## Australian Group

The Australian Group results include Personal Banking, Business Banking, Wholesale Banking, National Australia Financial Management Limited (NAFM), National Australia Asset Management Limited, the Australian Property Companies, Custom Service Leasing Limited, National Australia Trustees Limited, Global Securities Services, County Investment Management Limited, ARDB Limited, National Australia Investment Capital Limited, Australian Market Automated Quotation (Ausmaq) System Limited and Alice Corporation Pty Limited. These were previously reported as Australian Financial Services.
Corporate centre costs and National Equities Limited, previously reported separately, are included in the Australian Group result shown below.

|  | Quarter to |  |  | Nine Months to |  | YTDJune 2000/June 1999$\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \end{gathered}$ | $\begin{gathered} \text { March } \\ \mathbf{2 0 0 0} \\ \$ \mathbf{M} \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \end{gathered}$ | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \end{gathered}$ |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 823 | 770 | 699 | 2,354 | 2,109 | 11.6 |
| Other operating income | 624 | 574 | 557 | 1,821 | 1,566 | 16.3 |
| Less: Other operating expenses | 728 | 681 | 658 | 2,090 | 1,893 | 10.4 |
| Underlying Profit | 719 | 663 | 598 | 2,085 | 1,782 | 17.0 |
| Less: Charge for doubtful debts | 62 | 35 | 60 | 140 | 145 | (3.4) |
| Profit before income tax | 657 | 628 | 538 | 1,945 | 1,637 | 18.8 |
| Less: Income tax expense | 248 | 220 | 191 | 747 | 569 | 31.3 |
| Profit after income tax (before goodwill amortisation) | 409 | 408 | 347 | 1,198 | 1,068 | 12.2 |

Selected Balance Sheet Items
Bank deposits
Net loans \& acceptances
Housing loans (included in net loans and acceptances)
77,997 72,732 $\quad 7.2$

Total assets

| 115,949 | 105,204 | 10.2 |
| ---: | ---: | ---: |
| 47,505 | 40,944 | 16.0 |

Key Ratios
Cost/Income ratio
Impaired assets/Total loans

| $50.3 \%$ | $50.7 \%$ | $52.4 \%$ | $50.1 \%$ | $51.5 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $0.7 \%$ | $0.7 \%$ | $0.7 \%$ | $0.7 \%$ | $1 \%$ |
| $1.1 \%$ | $1.1 \%$ | $1.1 \%$ | $1.0 \%$ | $1.1 \%$ |
| $3.08 \%$ | $3.07 \%$ | $2.99 \%$ | $3.04 \%$ | $3.01 \%$ |

Net interest marg
$3.08 \% \quad 3.07 \%$
.99\%
3.01\%

National Australia Bank Limited
Unaudited Consolidated Group Results

## Review of Major Business Units (continued)

Clydesdale Bank

| Australian Dollars | Quarter to |  |  | Nine Months to |  | $\begin{gathered} \text { YTD } \\ \text { June 2000/ } \\ \text { June 1999 } \\ \% \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ 2000 \\ \$ M \end{gathered}$ | $\begin{gathered} \text { March } \\ \text { 2000 } \\ \text { \$M } \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \end{gathered}$ | $\begin{gathered} \text { June } \\ 2000 \\ \$ M \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 190 | 180 | 169 | 551 | 528 | 4.4 |
| Other operating income | 121 | 118 | 106 | 341 | 328 | 4.0 |
| Less: Other operating expenses | 142 | 147 | 130 | 428 | 412 | 3.9 |
| Underlying Profit | 169 | 151 | 145 | 464 | 444 | 4.5 |
| Less: Charge for doubtful debts | 30 | 46 | 55 | 99 | 116 | (14.7) |
| Profit before income tax | 139 | 105 | 90 | 365 | 328 | 11.3 |
| Less: Income tax expense | 44 | 33 | 29 | 115 | 105 | 9.5 |
| Profit after income tax | 95 | 72 | 61 | 250 | 223 | 12.1 |
| Selected Balance Sheet Items |  |  |  |  |  |  |
| Bank deposits |  |  |  | 14,208 | 14,301 | (0.7) |
| Net loans \& acceptances |  |  |  | 17,984 | 16,540 | 8.7 |
| Housing loans (included in net loans and acceptances) |  |  |  | 5,639 | 4,860 | 16.0 |
| Total assets |  |  |  | 20,267 | 18,057 | 12.2 |

Local Currency


| Net interest income | 73 | 71 | 68 | 215 | 205 | 4.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other operating income | 47 | 46 | 43 | 133 | 128 | 3.9 |
| Less: Other operating expenses | 55 | 58 | 53 | 167 | 160 | 4.4 |
| Underlying Profit | 65 | 59 | 58 | 181 | 173 | 4.6 |
| Less: Charge for doubtful debts | 11 | 18 | 22 | 39 | 45 | (13.3) |
| Profit before income tax | 54 | 41 | 36 | 142 | 128 | 10.9 |
| Less: Income tax expense | 17 | 13 | 12 | 45 | 41 | 9.8 |
| Profit after income tax | 37 | 28 | 24 | 97 | 87 | 11.5 |

Selected Balance Sheet Items

| Bank deposits | 5,602 | 5,994 | $(6.5)$ |
| :--- | :--- | :--- | :--- |
| Net loans \& acceptances | 7,091 | 6,932 | 2.3 |
| Housing loans (included in net loans and acceptances) | 2,223 | 2,037 |  |
| Total assets | 7,991 | 7,568 | 9.1 |

Key Ratios (Local currency)
Cost/Income ratio
Impaired assets/Total loans

| $45.8 \%$ | $49.6 \%$ | $47.7 \%$ | $48.0 \%$ | $48.0 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $2.2 \%$ | $2.4 \%$ | $2.3 \%$ | $2.2 \%$ | $2.3 \%$ |
| $1.9 \%$ | $1.4 \%$ | $1.3 \%$ | $1.6 \%$ | $1.5 \%$ |
| $3.74 \%$ | $3.75 \%$ | $3.53 \%$ | $3.75 \%$ | $3.58 \%$ |

## Review of Major Business Units (continued)

Northern Bank

| Australian Dollars | Quarter to |  |  | Nine Months to |  | YTD <br> June 2000/ <br> June 1999 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | March 2000 \$M | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | June 2000 \$M | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 85 | 83 | 82 | 254 | 257 | (1.2) |
| Other operating income | 45 | 44 | 41 | 128 | 118 | 8.5 |
| Less: Other operating expenses | 64 | 62 | 58 | 190 | 181 | 5.0 |
| Underlying Profit | 66 | 65 | 65 | 192 | 194 | (1.0) |
| Less: Charge for doubtful debts | (2) | 4 | 4 | 4 | 17 | (76.5) |
| Profit before income tax | 68 | 61 | 61 | 188 | 177 | 6.2 |
| Less: Income tax expense | 21 | 19 | 18 | 58 | 56 | 3.6 |
| Profit after income tax | 47 | 42 | 43 | 130 | 121 | 7.4 |

Selected Balance Sheet Items
Bank deposits
Net loans \& acceptances
Total assets

| 7,401 | 6,744 | 9.7 |
| :--- | :--- | ---: |
| 7,021 | 6,097 | 15.2 |
| 9,660 | 9,039 | 6.9 |

## Local Currency

|  | June Quarter to |  |  | NineMonths to |  | $\begin{gathered} \text { YTD } \\ \text { June 2000/ } \\ \text { June 1999 } \\ \% \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 2000 <br> £ M | $\begin{gathered} \text { March } \\ \mathbf{2 0 0 0} \\ \text { £ M } \\ \hline \end{gathered}$ | June <br> 1999 <br> £ M | June 2000 <br> £ M | June <br> 1999 <br> £ M |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 33 | 32 | 34 | 99 | 100 | (1.0) |
| Other operating income | 18 | 17 | 16 | 50 | 46 | 8.7 |
| Less: Other operating expenses | 25 | 24 | 24 | 74 | 71 | 4.2 |
| Underlying Profit | 26 | 25 | 26 | 75 | 75 | - |
| Less: Charge for doubtful debts | (1) | 2 | 1 | 2 | 7 | (71.4) |
| Profit before income tax | 27 | 23 | 25 | 73 | 68 | 7.3 |
| Less: Income tax expense | 8 | 7 | 8 | 23 | 21 | 9.5 |
| Profit after income tax | 19 | 16 | 17 | 50 | 47 | 6.4 |

Selected Balance Sheet Items
Bank deposits
Net loans \& acceptances
Total assets

Key Ratios (Local currency)
Cost/Income ratio
Impaired assets/Total loans

| $49.0 \%$ | $49.0 \%$ | $48.0 \%$ | $49.7 \%$ | $48.6 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $0.9 \%$ | $0.9 \%$ | $1.0 \%$ | $0.9 \%$ | $1.0 \%$ |
| $2.0 \%$ | $1.9 \%$ | $1.8 \%$ | $1.8 \%$ | $1.6 \%$ |
| $3.78 \%$ | $3.89 \%$ | $4.14 \%$ | $3.92 \%$ | $4.05 \%$ |

## Review of Major Business Units (continued)

Yorkshire Bank

| Australian Dollars | Quarter to |  |  | Nine Months to |  | YTD <br> June 2000/ <br> June 1999 <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ 2000 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | June 2000 \$M | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 213 | 200 | 189 | 614 | 570 | 7.7 |
| Other operating income | 100 | 120 | 88 | 314 | 308 | 1.9 |
| Less: Other operating expenses | 139 | 133 | 138 | 409 | 420 | (2.6) |
| Underlying Profit | 174 | 187 | 139 | 519 | 458 | 13.3 |
| Less: Charge for doubtful debts | 32 | 33 | 20 | 92 | 71 | 29.6 |
| Profit before income tax | 142 | 154 | 119 | 427 | 387 | 10.3 |
| Less: Income tax expense | 45 | 47 | 37 | 134 | 124 | 8.1 |
| Profit after income tax | 97 | 107 | 82 | 293 | 263 | 11.4 |

## Selected Balance Sheet Items

| Bank deposits | 11,245 | 9,835 |
| :--- | ---: | ---: |
| Net loans \& acceptances | 14,316 | 11,507 |
| Housing loans (included in net loans and acceptances) | 3,927 | 24.4 |
| Total assets | 15,890 | 39.1 |



Key Ratios (Local currency)
Cost/Income ratio
Impaired assets/Total loans
Return on assets
Net interest margin

| $44.6 \%$ | $42.1 \%$ |
| ---: | ---: |
| $0.7 \%$ | $0.8 \%$ |
| $2.5 \%$ | $2.7 \%$ |
| $5.21 \%$ | $5.24 \%$ |

$50.4 \%$
$0.9 \%$
$2.5 \%$

|  |  |
| ---: | ---: |
| $44.6 \%$ | $48.5 \%$ |
| $0.7 \%$ | $0.9 \%$ |
| $2.5 \%$ | $2.5 \%$ |
| $5.23 \%$ | $5.57 \%$ |

## Review of Major Business Units (continued)

National Irish Bank

| Australian Dollars | Quarter to |  |  | Nine Months to |  | YTD <br> June 2000/ <br> June 1999 <br> $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ 2000 \\ \$ M \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \end{gathered}$ | June 2000 <br> \$M | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 31 | 28 | 30 | 87 | 98 | (11.2) |
| Other operating income | 12 | 11 | 13 | 35 | 39 | (10.3) |
| Less: Other operating expenses | 33 | 28 | 30 | 90 | 95 | (5.3) |
| Underlying Profit | 10 | 11 | 13 | 32 | 42 | (23.8) |
| Less: Charge for doubtful debts | 1 | 2 | 1 | 6 | (2) | large |
| Profit before income tax | 9 | 9 | 12 | 26 | 44 | (40.9) |
| Less: Income tax expense | 3 | 3 | 4 | 8 | 13 | (38.5) |
| Profit after income tax | 6 | 6 | 8 | 18 | 31 | (41.9) |
| Selected Balance Sheet Items |  |  |  |  |  |  |
| Bank deposits |  |  |  | 2,618 | 2,442 | 7.2 |
| Net loans \& acceptances |  |  |  | 2,943 | 2,539 | 15.9 |
| Housing loans (included in net loans and acceptances) |  |  |  | 1,045 | 929 | 12.5 |
| Total assets |  |  |  | 4,219 | 3,493 | 20.8 |


| Local Currency |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter to |  |  | Nine Months to |  |  |
|  |  | $\begin{gathered} \text { March } \\ 2000 \\ \text { IE £ M } \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { June 2000/ } \\ \hline \text { June } 1999 \\ \% \\ \hline \end{gathered}$ |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 15 | 14 | 14 | 43 | 44 | (2.3) |
| Other operating income | 6 | 5 | 6 | 17 | 18 | (5.6) |
| Less: Other operating expenses | 16 | 14 | 14 | 44 | 43 | 2.3 |
| Underlying Profit | 5 | 5 | 6 | 16 | 19 | (15.8) |
| Less: Charge for doubtful debts | 1 | 1 | - | 3 | (1) | large |
| Profit before income tax | 4 | 4 | 6 | 13 | 20 | (35.0) |
| Less: Income tax expense | 1 | 1 | 2 | 4 | 5 | (20.0) |
| Profit after income tax | 3 | 3 | 4 | 9 | 15 | (40.0) |
| Selected Balance Sheet Items |  |  |  |  |  |  |
| Bank deposits |  |  |  | 1,294 | 1,228 | 5.4 |
| Net loans \& acceptances |  |  |  | 1,454 | 1,277 | 13.9 |
| Housing loans (included in net loans and acceptances) |  |  |  | 517 | 467 | 10.7 |
| Total assets |  |  |  | 2,085 | 1,757 | 18.7 |
| Key Ratios (Local currency) |  |  |  |  |  |  |
| Cost/Income ratio | 76.2\% | 73.7\% | 70.0\% | 73.3\% | 69.4\% |  |
| Impaired assets/Total loans | 0.6\% | 0.8\% | 1.1\% | 0.6\% | 1.0\% |  |
| Return on assets | 0.6\% | 0.6\% | 0.9\% | 0.6\% | 1.1\% |  |
| Net interest margin | 3.01\% | 3.05\% | 3.20\% | 3.10\% | 3.31\% |  |

## Review of Major Business Units (continued)

Bank of New Zealand

| Australian Dollars | Quarter to |  |  | Nine Months to |  | $\begin{gathered} \text { YTD } \\ \text { June 2000/ } \\ \text { June 1999 } \\ \% \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \mathbf{\$ M} \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ 2000 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 142 | 115 | 127 | 373 | 388 | (3.9) |
| Other operating income | 100 | 90 | 81 | 279 | 250 | 11.6 |
| Less: Other operating expenses | 129 | 115 | 114 | 362 | 354 | 2.3 |
| Underlying Profit | 113 | 90 | 94 | 290 | 284 | 2.1 |
| Less: Charge for doubtful debts | 1 | 9 | 3 | 15 | 19 | (21.1) |
| Profit before income tax | 112 | 81 | 91 | 275 | 265 | 3.8 |
| Less: Income tax expense | 22 | 13 | 18 | 50 | 50 | 0.0 |
| Profit after income tax | 90 | 68 | 73 | 225 | 215 | 4.7 |
| Selected Balance Sheet Items |  |  |  |  |  |  |
| Bank deposits |  |  |  | 14,760 | 15,661 | (5.8) |
| Net loans \& acceptances |  |  |  | 20,412 | 19,934 | 2.4 |
| Housing loans (included in net loans and acceptances) |  |  |  | 7,226 | 6,972 | 3.6 |
| Total assets |  |  |  | 26,287 | 23,874 | 10.1 |

The above table reflects the legal entity result of Bank of New Zealand. Detailed below is the before tax contributions of the major geographic units:

| New Zealand operations | 109 | 80 | 91 | 269 | 262 | 3 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Asian operations | 3 | 1 | - | 6 | 2.7 |  |
|  | 112 | 81 | 91 | 275 | 2 |  |


| Local Currency |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter to |  |  | Nine Months to |  | YTD |
|  | June | March | June | June | June | June 2000/ |
|  | 2000 | 2000 | 1999 | 2000 | 1999 | June 1999 |
|  | NZD M | NZD M | NZD M | NZD M | NZD M | \% |


| Profit \& Loss |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 174 | 146 | 153 | 467 | 461 | 1.3 |
| Other operating income | 122 | 114 | 97 | 349 | 298 | 17.1 |
| Less: Other operating expenses | 155 | 144 | 134 | 443 | 412 | 7.5 |
| Underlying Profit | 141 | 116 | 116 | 373 | 347 | 7.5 |
| Less: Charge for doubtful debts | 1 | 11 | 3 | 18 | 23 | (21.7) |
| Profit before income tax | 140 | 105 | 113 | 355 | 324 | 9.6 |
| Less: Income tax expense | 28 | 18 | 22 | 66 | 63 | 4.8 |
| Profit after income tax | 112 | 87 | 91 | 289 | 261 | 10.7 |
| Selected Balance Sheet Items |  |  |  |  |  |  |
| Bank deposits |  |  |  | 18,854 | 19,504 | (3.3) |
| Net loans \& acceptances |  |  |  | 26,075 | 24,826 | 5.0 |
| Housing loans (included in net loans and acceptances) |  |  |  | 9,230 | 8,683 | 6.3 |
| Total assets |  |  |  | 33,355 | 29,494 | 13.1 |
| Consolidation adjustments at the Group level are not passed back to individual entities. This can result in differences between Australian dollar results andlocal currency results (converted at the disclosed exchange rates). |  |  |  |  |  |  |
| Key Ratios (Local currency) |  |  |  |  |  |  |
| Cost/Income ratio | 52.4\% | 55.4\% | 53.6\% | 54.3\% | 54.3\% |  |
| Impaired assets/Total loans | 0.4\% | 0.4\% | 0.4\% | 0.4\% | 0.4\% |  |
| Return on assets | 1.3\% | 1.1\% | 1.2\% | 1.2\% | 1.2\% |  |
| Net interest margin | 2.19\% | 2.04\% | 2.22\% | 2.06\% | 2.24\% |  |

## National Australia Bank Limited

Unaudited Consolidated Group Results

## Review of Major Business Units (continued)

## Michigan National Corporation

| Australian Dollars | Quarter to |  |  | Nine Months to |  | $\begin{gathered} \text { YTD } \\ \text { June 2000/ } \\ \text { June 1999 } \\ \% \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 2000 \\ \$ M \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 163 | 154 | 155 | 469 | 463 | 1.3 |
| Other operating income | 76 | 70 | 71 | 221 | 210 | 5.2 |
| Less: Other operating expenses | 120 | 118 | 116 | 353 | 357 | (1.1) |
| Underlying Profit | 119 | 106 | 110 | 337 | 316 | 6.6 |
| Less: Charge for doubtful debts | 19 | 6 | 7 | 9 | 22 | (59.1) |
| Profit before income tax | 100 | 100 | 103 | 328 | 294 | 11.6 |
| Less: Income tax expense | 34 | 34 | 35 | 113 | 101 | 11.9 |
| Profit after income tax | 66 | 66 | 68 | 215 | 193 | 11.4 |

Selected Balance Sheet Items
$\begin{array}{lll}\text { Bank deposits } & 14,276 & 12,454\end{array}$
Net loans \& acceptances
Housing loans (included in net loans and acceptances)

| 3,842 | 12,219 | 13.3 |
| ---: | ---: | ---: |
| 828 | 719 | 15.2 |
| 8,319 | 15,530 | 18.0 |


| Total assets (excluding goodwill) | 18,319 | 15,530 |
| :--- | :--- | :--- |


| Local Currency |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter to |  |  | Nine Months to |  | YTD <br> June 2000/ <br> June 1999 <br> $\%$ |
|  | $\begin{aligned} & \text { June } \\ & 2000 \end{aligned}$ | March | June | June | June |  |
|  |  | 2000 | 1999 | 2000 | 1999 |  |
|  | USD M | USD M | USD M | USD M | USD M |  |
| Profit \& Loss |  |  |  |  |  |  |
| Net interest income | 96 | 98 | 101 | 292 | 295 | (1.0) |
| Other operating income | 45 | 44 | 47 | 138 | 134 | 3.0 |
| Less: Other operating expenses | 71 | 75 | 76 | 220 | 228 | (3.5) |
| Underlying Profit | 70 | 67 | 72 | 210 | 201 | 4.5 |
| Less: Charge for doubtful debts | 11 | 4 | 5 | 5 | 14 | (64.3) |
| Profit before income tax | 59 | 63 | 67 | 205 | 187 | 9.6 |
| Less: Income tax expense | 20 | 22 | 23 | 70 | 64 | 9.4 |
| Profit after income tax | 39 | 41 | 44 | 135 | 123 | 9.8 |

Selected Balance Sheet Items

Net loans \& acceptances
Housing loans (included in net loans and acceptances)
Total assets (excluding goodwill)

| 8,550 | 8,220 | 4.0 |
| ---: | ---: | ---: |
| 8,290 | 8,065 | 2.8 |
| 496 | 475 | 4.4 |
| 10,971 | 10,250 | 7.0 |

Key Ratios (Local currency)
Cost/Income ratio
Impaired assets/Total loans
Return on assets (excluding goodwill)

| $50.4 \%$ | $52.8 \%$ | $51.4 \%$ | $51.2 \%$ | $53.1 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $1.0 \%$ | $0.8 \%$ | $0.8 \%$ | $1.0 \%$ | $0.8 \%$ |
| $1.4 \%$ | $1.7 \%$ | $1.7 \%$ | $1.6 \%$ | $1.6 \%$ |
| $3.73 \%$ | $4.03 \%$ | $4.27 \%$ | $3.92 \%$ | $4.21 \%$ |

## Review of Major Business Units (continued)

HomeSide International, Inc.

| Australian Dollars | Quarter to |  |  | Nine Months to |  | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ 2000 \\ \$ M \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \end{gathered}$ | June 2000 \$M | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 2000/ } \\ \text { June 1999 } \\ \% \end{gathered}$ |
| Profit \& Loss |  |  |  |  |  |  |
| Mortgage Servicing Fees | 308 | 293 | 251 | 867 | 694 | 24.9 |
| Amortisation of mortgage servicing rights | 164 | 162 | 183 | 478 | 470 | 1.7 |
| Net servicing revenue | 144 | 131 | 68 | 389 | 224 | 73.7 |
| Net interest income | (30) | (20) | 17 | (49) | 64 | large |
| Net mortgage origination revenue | 22 | 33 | 60 | 79 | 182 | (56.6) |
| Other income | 2 | 3 | 14 | 9 | 22 | (59.1) |
| Total Income | 138 | 147 | 159 | 428 | 492 | (13.0) |
| Less: Other operating expenses | 80 | 67 | 83 | 227 | 265 | (14.3) |
| Underlying Profit | 58 | 80 | 76 | 201 | 227 | (11.5) |
| Less: Charge for doubtful debts | 15 | 12 | 17 | 40 | 46 | (13.0) |
| Profit before income tax | 43 | 68 | 59 | 161 | 181 | (11.0) |
| Less: Income tax expense | 15 | 25 | 22 | 47 | 70 | (32.9) |
| Profit after income tax | 28 | 43 | 37 | 114 | 111 | 2.7 |
| Selected Balance Sheet Items |  |  |  |  |  |  |
| Mortgage loans held for sale, net |  |  |  | 2,121 | 2,430 | (12.7) |
| Mortgage servicing rights, net |  |  |  | 6,941 | 4,959 | 40.0 |
| Total assets (excluding goodwill) |  |  |  | 10,492 | 8,730 | 20.2 |
| Shareholders' funds |  |  |  | 2,003 | 1,879 | 6.6 |

## Local Currency

|  | Quarter to |  |  | Nine Months to |  | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { March } \\ 2000 \\ \text { USD M } \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \text { USD M } \end{gathered}$ | $\begin{gathered} \text { June } \\ 2000 \\ \text { USD M } \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \text { USD M } \end{gathered}$ | $\begin{gathered} \text { June 2000/ } \\ \text { June } 1999 \\ \% \\ \hline \end{gathered}$ |
| Profit \& Loss |  |  |  |  |  |  |
| Mortgage Servicing Fees | 183 | 186 | 163 | 539 | 442 | 21.9 |
| Amortisation of mortgage servicing rights | 97 | 103 | 119 | 297 | 299 | (0.7) |
| Net servicing revenue | 86 | 83 | 44 | 242 | 143 | 69.2 |
| Net interest income | (18) | (13) | 11 | (31) | 40 | large |
| Net mortgage origination revenue | 13 | 21 | 39 | 49 | 116 | (57.8) |
| Other income | 1 | 2 | 9 | 6 | 14 | (57.1) |
| Total Income | 82 | 93 | 103 | 266 | 313 | (15.0) |
| Less: Other operating expenses | 48 | 43 | 55 | 141 | 169 | (16.6) |
| Underlying Profit | 34 | 50 | 48 | 125 | 144 | (13.2) |
| Less: Charge for doubtful debts | 9 | 7 | 11 | 25 | 29 | (13.8) |
| Profit before income tax | 25 | 43 | 37 | 100 | 115 | (13.0) |
| Less: Income tax expense | 9 | 16 | 14 | 29 | 44 | (34.1) |
| Profit after income tax | 16 | 27 | 23 | 71 | 71 | - |
| Selected Balance Sheet Items |  |  |  |  |  |  |
| Mortgage loans held for sale, net |  |  |  | 1,270 | 1,604 | (20.8) |
| Mortgage servicing rights, net |  |  |  | 4,156 | 3,273 | 27.0 |
| Total assets (excluding goodwill) |  |  |  | 6,284 | 5,762 | 9.1 |
| Shareholders' funds |  |  |  | 1,283 | 1,268 | 1.2 |

Key Ratios (Local currency)
Growth in size of servicing portfolio ${ }^{(1)}$
Loan production growth
Return on assets (excluding goodwill)

| $2.8 \%$ | $1.2 \%$ | $2.1 \%$ | $10.0 \%$ | $23.1 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $25.8 \%$ | $(31.7 \%)$ | $(3.9 \%)$ | $(38.0 \%)$ | $7.9 \%^{(2)}$ |
| $1.12 \%$ | $1.88 \%$ | $1.60 \%$ | $1.51 \%$ | $1.08 \%$ |

(1) Quarters compared to previous quarters.
(2) Nine months to June 1998 data has been normalised.

# RESULTS FOR THE QUARTER ENDED JUNE 2000 

Other information

# National Australia Bank Limited 

Unaudited Consolidated Group Results

## Control Gained Over Entities Having a Material Effect

On 30 June 2000 National's life insurance subsidiary, National Australia Financial Management Limited (NAFM) acquired the financial services businesses of Lend Lease Corporation, known as MLC as fully described on page 18.

## Loss of Control of Entities Having a Material Effect

The National Australia Bank Limited did not lose control over any entities which had a material effect on the Group during the current nine months.

## Equity Accounted Associated Entities and Other Material Interests

Associates are accounted for utilising the cost method with only dividends received or receivable recognised in profit and loss. The financial impact of this method does not differ significantly from accounting for Associates under the equity method for the Group

Equity Instruments at 30 June 2000

|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { Quarter to } \\ \text { March } \\ 2000 \\ \text { \$M } \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ | Nine mont <br> June <br> 2000 <br> \$M | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Distributions |  |  |  |  |  |
| Preference Shares National Income Securities | $\begin{aligned} & 16 \\ & 35 \end{aligned}$ | $\begin{aligned} & 15 \\ & 33 \end{aligned}$ | 15 | 45 99 | 44 |
| Total Distributions | 51 | 48 | 15 | 144 | 44 |

## Basis of Presentation

This statement has been prepared under accounting policies which comply with the recognition and measurement requirements of Australian accounting standards and Urgent Issues Group Consensus Views.

## Dividends

The National has revised its projected franking of dividends for the financial year ending 30 September 2000. Based on revised franking forecasts, the National will be able to continue to fully frank its dividends for the 2000 financial year. Accordingly, the interim dividend was fully franked and, based on current estimates, the National expects the final dividend to be also fully franked. These dividends will carry imputation credits based on the new company tax rate of $34 \%$.

The extent to which future dividends will be franked will depend on a number of factors including the proportion of the Group's profits that will be subject to Australian income tax and the impact of any further business tax reform initiatives by the Australian Government.

## Change in Accounting Policy

## New Australian Life Insurance Standard

Effective 1 October 1999, the Group adopted the Australian accounting standard AASB1038 "Life Insurance Business". The standard requires all life insurance assets and liabilities to be carried at market value, and the first time consolidation of policyholders assets, liabilities, revenues and expenses into the Group's result. In addition, the excess of the interest of life insurance entities in their controlled entities over their recognised net assets is required to be recognised as an asset with any subsequent movements reflected in the profit and loss.

On initial adoption of the standard at 1 October 1999, the Group's assets increased by $\$ 4,896$ million and liabilities increased by $\$ 4,807$ million with a corresponding increase of $\$ 89$ million in retained earnings. The impact of applying the standard for the nine months to 30 June 2000 was an increase of $\$ 17$ million to operating profit after tax. Comparatives have not been disclosed as it is impracticable to do so.

## Income Recognition on Non-Accrual Loans

Effective from 1 April 2000, the Group changed its accounting policy in relation to income recognition on non-accrual loans which are contractually past due. The previous policy applied cash receipts on non-accrual loans against the carrying value of the loans and did not recognise those receipts in the profit and loss account as interest income until the principal had been fully repaid. The revised accounting policy recognises cash receipts on non-accrual loans as income in the profit and loss account in priority over principal except where the cash receipt relates to the proceeds from the sale of security or is a scheduled principal repayment.

The change in accounting policy achieves conformity with APRA guidelines (Prudential Statement L1: Asset Quality).
The change has no net impact on operating profit after tax for the period ended 30 June 2000, nor is there any cumulative financial effect requiring disclosure of restated prior reporting period comparative information.

## Change in Company Tax Rate

The Group's Australian future income tax benefit and provision for deferred income tax accounts have been restated to reflect the change in Australian company income tax rates to $34 \%$ effective from 1 October 2000, and $30 \%$ effective from 1 October 2001 and beyond. The impact of the restatement on opening deferred tax balances increased the tax expense for the nine months to 30 June 2000 by $\$ 28$ million. Tax expense has also been impacted by a further $\$ 26$ million due to the lower effective tax rate on timing differences recognised in the current nine months period.

## Comparatives

Certain comparative amounts for 30 June 1999, 30 September 1999, 31 December 1999 and 31 March 2000 have been reclassified in accordance with changes to classifications made for 30 June 2000

## Comments by Directors

This report is prepared in accordance with the listing rules of the Australian Stock Exchange Limited. It should be read in conjunction with the last annual report and any announcements made to the market by the Group during the period.

There have been no material factors affecting the revenues and expenses of the Group for the current period.

## Events Subsequent to Balance Date

No matter, item, transaction or event of a material and unusual nature has arisen in the interval between the period ended 30 June 2000 and the date of this Report that, in the opinion of the Directors of the Company, has or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

## Legal Proceedings

The Company does not consider that the outcome of any proceedings, either individually or in aggregate, are likely to have a material effect on its financial position. Where appropriate, provisions have been made.

There are contingent liabilities in respect of claims, potential claims and court proceedings against entities in the National Group. The aggregate of potential liability, in respect thereof, cannot be accurately assessed.

Entities within the National Group are defendants from time to time in legal proceedings arising from the conduct of their businesses. One such case that has attracted recent publicity is referred to below.

In September 1998, a Summons was filed in the Supreme Court of New South Wales by Idoport Pty Limited (Idoport) and Market Holdings Pty Limited (Market Holdings) against National Australia Bank Limited (the Company) and others

Idoport and Market Holdings have recently increased their damages claim. It is now calculated to be in the range of US $\$ 8.3$ billion to US $\$ 29.3$ billion.

The dispute centres around what rights Idoport and Market Holdings have arising out of the entry into a consulting agreement by the Company, Idoport and others, and involves the development of a subsidiary, Australian Market Automated Quotation (AUSMAQ) Systems Limited (AUSMAQ).

The damages claim is primarily based upon an allegation that the AUSMAQ business has not been operated as Idoport and Market Holdings claim it should have been. It is also based on an allegation that Idoport is entitled to a share of the profits of some projects run by entities in the National Group separately from AUSMAQ.

The Company is strongly disputing the claim and has prepared an extensive response to the claim.

A Cross Claim has been filed by the National Australia Bank Limited (and others) against a number of parties, including Idoport, Market Holdings and Mr Maconochie. A defence to that cross claim has been filed. A second cross claim has been filed against the National Australia Bank (and another). A defence to the second cross claim has also been filed

The final actions commenced on 24 July 2000. The hearing is expected to last in excess of twelve months.

## External Auditors Review

The information included in this announcement is unaudited but has been subject to a limited scope review by the Group's external auditors, KPMG.

## G.F. Nolan

Company Secretary

27 July 2000
Results for the nine months ended 30 June 2000 are available on the Internet at: www.national.com.au

# National Australia Bank Limited 

Unaudited Consolidated Group Results

## Capital Adequacy

## Regulatory capital position

Under revised Australian Prudential Regulation Authority (APRA) guidelines, the calculation of regulatory capital will be based on cost accounting methods. This results in a divergence between capital for regulatory purposes and that evident from the National's balance sheet as disclosed under Australian Accounting requirements The calculation of the investment in MLC at 30 June 2000 is the same under both methods. A reconciliation of capital under the different bases will be included in future results announcements.

|  | As At |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } \\ \mathbf{2 0 0 0} \\ \$ M \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } \\ 1999 \\ \$ M \\ \hline \end{gathered}$ |
| Tier 1 Capital | 14,804 | 16,729 | 14,696 |
| Tier 2 Capital | 8,893 | 5,863 | 5,724 |
| Deductions | $(3,263)$ | (978) | (541) |
| Total Regulatory Capital | 20,434 | 21,614 | 19,879 |
| Risk Weighted Assets - Credit Risk ${ }^{(1)}$ | 218,723 | 215,049 | 191,303 |
| Risk Weighted Assets - Market Risk ${ }^{(2)}$ | 1,672 | 1,632 | 2,386 |
| Total Risk Weighted Assets | 220,395 | 216,681 | 193,689 |
| Risk Adjusted Capital Ratios |  |  |  |
| Tier 1 | 6.72\% | 7.72\% | 7.59\% |
| Tier 2 | 4.03\% | 2.71\% | 2.95\% |
| Deductions | (1.48\%) | (0.45\%) | (0.28\%) |
| Total | 9.27\% | 9.98\% | 10.26\% |

${ }^{(1)}$ Risk Weighted Assets compiled for credit risk purposes as outlined in the APRA Prudential Statement C1 (PS C1).
${ }^{(2)}$ Risk Weighted Assets compiled for market risk purposes as outlined in the APRA Prudential Statement C3 (PS C3). PS C3 requires the measure of market risk to be multiplied by 12.5 (ie the reciprocal of the minimum capital ratio of $8 \%$ ) to determine a notional Risk Weighted Asset figure.

## Exchange Rates

|  | Profit and Loss |  |  | Balance Sheet |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { June } \\ & 2000 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { March } \\ 2000 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { June } \\ & 1999 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { June } \\ & 2000 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { September } \\ 1999 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { June } \\ & 1999 \end{aligned}$ |
| British Pounds | 0.3907 | 0.3938 | 0.3890 | 0.3943 | 0.3967 | 0.4191 |
| Irish Pounds | 0.4961 | 0.4957 | 0.4493 | 0.4943 | 0.4840 | 0.5030 |
| United States Dollars | 0.6220 | 0.6380 | 0.6370 | 0.5989 | 0.6528 | 0.6600 |
| New Zealand Dollars | 1.2524 | 1.2625 | 1.1888 | 1.2774 | 1.2589 | 1.2454 |
|  | New |  |  |  |  |  |
|  |  | Europe | Zealand | United States | Asia |  |
| Favourable/(Unfavourable) effect on: |  | Group $\$ \mathrm{M}$ | Group \$M | Group \$M | Group \$M | $\begin{gathered} \text { Total } \\ \$ M \\ \hline \end{gathered}$ |

Impact on Profit and Loss of Exchange Rate Movements for the nine months to June 1999 on the the nine months to June 2000 Result

| Net Interest Income | (14) | (18) | 12 | 2 | (18) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Charge for Doubtful Debts | 1 | 1 | (1) | (2) | (1) |
| Other Operating Income | (8) | (15) | 17 | 1 | (5) |
| Other Operating Expenses | 15 | 19 | (15) | (2) | 17 |
| Income Tax Expense | 2 | 2 | (3) | - | 1 |
| Operating Profit After Tax | (4) | (11) | 10 | (1) | (6) |
| Impact on Balance Sheet of Exchange Rate Movements since June 1999 on June 2000 Balances |  |  |  |  |  |
| Total Assets | 3,834 | (613) | 3,201 | 1,006 | 7,428 |
| Gross Non-Accrual Loans | 36 | (2) | 18 | 6 | 58 |
| Provisions for Doubtful Debts | (34) | 4 | (39) | (6) | (75) |

## Group Financial Information for U.S. Investors

Generally accepted accounting principles applicable in the United States (US GAAP) differ in some respects from those applying in Australia (Australian GAAP).

Full actuarial valuations are not yet available. Such valuations will be required to finalise the acquisition balance sheet of MLC's businesses, under Australian GAAP and US GAAP, and therefore the National has not quantified the life insurance US GAAP reconciling adjustment to assets and the Profit and Loss Statement. The US GAAP reconciling adjustment will be quantified in the September 2000 year end financial report together with other appropriate disclosures.

Figures adjusted to a US GAAP basis are set out below.

|  | Nine months to |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { June } \\ & 2000 \end{aligned}$ |  | $\begin{aligned} & \text { June } \\ & 1999 \end{aligned}$ |  |
|  | A\$M | US\$M ${ }^{(1)}$ | A\$M | US\$M ${ }^{(1)}$ |
| Consolidated Statements of Profit and Loss |  |  |  |  |
| Net profit reported using Australian GAAP | 2,402 | 1,434 | 2,087 | 1,379 |
| Amortisation of goodwill not required under AASB 1038 | (3) | (2) | - | - |
| Depreciation charged on the difference between revaluation amount and historical cost of buildings | 2 | 1 | 2 | 1 |
| Difference in profit and loss on disposal of land and buildings revalued from historical cost | - | - | 3 | 2 |
| Amortisation of goodwill - difference resulting from treatment of loan losses as a purchase adjustment | 3 | 2 | 3 | 2 |
| Amortisation of goodwill | 5 | 3 | 4 | 3 |
| Amortisation of core deposit intangible | (20) | (12) | (20) | (13) |
| Amortisation of deferred tax associated with core deposit intangible | 5 | 3 | 5 | 3 |
| Pension expense | 22 | 13 | 22 | 15 |
| Recognition/amortisation of tax losses resulting from IRS ruling | 2 | 1 | 2 | 1 |
| Amortisation of profit on sale-leaseback over lease term | 12 | 7 | 11 | 7 |
| Adjustment of profit on sale-leaseback transactions | (2) | (1) | - | - |
| Unrealised loss on available for sale debt securities | - | - | 1 | 1 |
| Elimination of excess of interest of life insurance entities over their controlled entities over their recognised net assets | (17) | (10) | - | - |
| Net income according to US GAAP | 2,411 | 1,439 | 2,120 | 1,401 |
| Earnings per share according to US GAAP (cents) |  |  |  |  |
| Basic | 151.2 | 90.3 | 141.4 | 93.5 |
| Diluted | 146.2 | 87.3 | 137.6 | 91.0 |

## Comprehensive Income Under US GAAP ${ }^{(2)}$

| Net income according to US GAAP | 2,411 | 1,439 | 2,120 | 1,401 |
| :---: | :---: | :---: | :---: | :---: |
| Other comprehensive income |  |  |  |  |
| Foreign currency translation reserve | 277 | 165 | $(1,223)$ | (809) |
| Available for sale debt securities | 1 | 1 | - |  |
| Total other comprehensive income | 278 | 166 | $(1,223)$ | (809) |
| Total comprehensive income according to US GAAP | 2,689 | 1,605 | 897 | 592 |

${ }^{(1)}$ Translated from Australian dollars at the rate of US $\$ 0.5971$ equals A $\$ 1.00$ (Sept 1999: US $\$ 0.6528$ equals A $\$ 1.00$, June 1999: US $\$ 0.6611$ equals A $\$ 1.00$ ), the "Noon Buying Rate" per the Federal Reserve Bank of New York on 30 June 2000.
${ }^{(2)}$ SFAS 130 "Reporting Comprehensive Income", which became effective for financial years commencing after 15 December 1997, requires the disclosure of the components of comprehensive income. As there is no similar accounting standard in Australia that requires reporting of comprehensive income, set out above is the disclosure of the components of comprehensive income under US GAAP. Comprehensive income is defined as the change in equity of a business enterprise during a period from transactions and other events and circumstances from nonowner sources. It includes net income plus all other changes in equity during a period except those resulting from investments by owners and distributions to owners.

# National Australia Bank Limited 

Unaudited Consolidated Group Results

Group Financial Information for U.S. Investors (continued)

|  | As at |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June <br> 2000 |  | $\begin{gathered} \text { September } \\ 1999 \end{gathered}$ |  |
|  | A\$M | US\$M ${ }^{(1)}$ | A\$M | US\$M ${ }^{(1)}$ |
| Shareholders' Equity |  |  |  |  |
| Shareholders' equity reported using Australian GAAP | 20,599 | 12,300 | 18,520 | 12,090 |
| Amortisation of goodwill not required under AASB 1038 | 80 | 48 | - | - |
| Elimination of revaluation surplus of land and buildings | (93) | (56) | (93) | (61) |
| Adjustment of provision for depreciation on buildings revalued | 85 | 51 | 83 | 54 |
| Additional provisions relating to purchase adjustments, less |  |  |  |  |
| Pension fund adjustment | 18 | 11 | (4) | (3) |
| Provision for cash dividend | 882 | 527 | 861 | 562 |
| Unrealised profit on shares in entities and other securities | 55 | 33 | 67 | 44 |
| Unrealised profit on available for sale debt securities | 1 | 1 | 1 | 1 |
| Amortisation of goodwill, core deposits intangible and associated deferred tax liability <br> (52) <br> (34) |  |  |  |  |
| Recognition of tax losses resulting from IRS ruling | (41) | (24) | (43) | (28) |
| Unamortised profit on sale-leaseback transactions | (74) | (44) | (83) | (54) |
| Elimination of excess of interest of life insurance entities over their controlled entities over their recognised net assets | (190) | (113) | - | - |
| Shareholders' equity according to US GAAP | 21,232 | 12,680 | 19,226 | 12,551 |


|  | $\begin{aligned} & \text { June } \\ & 2000 \end{aligned}$ |  | $\begin{gathered} \text { September } \\ 1999 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | A\$M | US\$M ${ }^{(1)}$ | A\$M | US\$M ${ }^{(1)}$ |
| Consolidated Balance Sheets |  |  |  |  |
| Total assets reported using Australian GAAP | 322,481 | 192,553 | 254,081 | 165,864 |
| Amortisation of goodwill not required under AASB 1038 | 80 | 48 | - | - |
| Revaluation surplus of land and buildings | (93) | (56) | (93) | (61) |
| Adjustment of provision for depreciation on buildings revalued | 85 | 51 | 83 | 54 |
| Additional provisions relating to purchase adjustments less amortisation | (28) | (17) | (31) | (20) |
| Pension fund adjustment | 18 | 11 | (4) | (3) |
| Unrealised profit on shares in entities and other securities | 55 | 33 | 67 | 44 |
| Unrealised profit on available for sale debt securities | 1 | 1 | 1 | 1 |
| Amortisation of goodwill, core deposit intangible and associated deferred tax liability | (62) | (37) | (52) | (34) |
| Recognition of tax losses resulting from IRS ruling | (41) | (24) | (43) | (28) |
| Assets relating to life insurance statutory funds ${ }^{(2)}$ | - | - | 4,807 | 3,138 |
| Deferred acquisition costs relating to life insurance business | 73 | 44 | - | - |
| Elimination of excess of interest of life insurance entities over their controlled entities over their recognised net assets | (190) | (113) | - | - |
| Total assets according to US GAAP | 322,379 | 192,494 | 258,816 | 168,955 |

${ }^{(1)}$ Translated from Australian dollars at the rate of US\$0.5971 equals A\$1.00 (Sept 1999: US\$0.6528 equals A\$1.00, June 1999: US $\$ 0.6611$ equals $\mathrm{A} \$ 1.00$ ), the "Noon Buying Rate" per the Federal Reserve Bank of New York on 30 June 2000.
${ }^{(2)}$ Following the adoption of AASB 1038 "Life Insurance Business" on 1 October 1999 an adjustment is no longer required between Australian and US GAAP.

## National Australia Bank Limited

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[^0]:    ${ }^{(1)}$ Based on earnings attributable to ordinary shareholders.
    ${ }^{(2)}$ June 2000 key performance measures are based on data excluding MLC net assets, which were acquired on 30 June 2000 and therefore were not relevant to these performance measures in the current period. The balance sheet excluding MLC related balances is included under the heading "Impact of the MLC acquisition on the Group Balance Sheet" in Section 3 "Detailed Financial Statements" of this results announcement.
    ${ }^{(3)}$ Cash basis calculations are based on earnings attributable to ordinary shareholders and exclude goodwill and related amortisation expense.
    ${ }^{(4)}$ Credit expenses associated with HomeSide's loans sold to third parties are now classified as a charge for doubtful debts. Comparatives have been restated to classify credit expenses, previously reported in General Expenses - Other, on a consistent basis with the current classification.

[^1]:    ${ }^{(1)}$ Interest income for the nine months to 30 June 2000 includes accrued interest receivable amounting to $\$ 1,510$ million (1999: $\$ 1,942$ million). It also includes rental income of \$201 million (1999: \$269 million) and depreciation of $\$ 142$ million (1999: $\$ 176$ million) in relation to operating leases where the Group is the lessor
    ${ }^{(2)}$ Refer to "Equity Instruments at 30 June 2000" on page 39.
    ${ }^{(3)}$ Refer to page 24 for details of goodwill amortisation.

[^2]:    ${ }^{(1)}$ The "Key Performance Measures" noted in this document on page 7 have been calculated based on the National Balance Sheet.

[^3]:    ${ }^{(1)}$ Includes MLC entities acquired June 2000.

