

CREDIT SUISSE ASIAN INVESTMENT CONFERENCE

24 March 2011

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National Australia Bank Limited ABN 12 004 044 937













Solid 2010 financial result

\$m	Sep 10 Full year	Change on Sep 09	Sep 10 Half year	Change on Mar 10
Net interest income	12,288	1.8%	6,174	1.0%
Other operating income (incl MLC)	4,350	(10.0%)	2,227	4.9%
Net operating income	16,638	(1.6%)	8,401	2.0%
Operating expenses	(7,862)	(3.7%)	(4,001)	(3.6%)
Underlying profit	8,776	(5.9%)	4,400	0.5%
B&DDs	(2,263)	40.7%	(1,033)	16.0%
Cash earnings	4,581	19.3%	2,388	8.9%
Cash ROE (%)	13.2%	140bps	13.5%	60bps
NIM (%)	2.25%	9bps	2.24%	(2bps)
Tier 1 ratio	8.91%	(5bps)	8.91%	(18bps)



1st quarter 2011 trading update summary

- Cash earnings \$1.3bn, up from 2H 2010 run rate
- Solid revenue growth
- Costs well managed
- B&DDs stabilised
- Asset quality trends slightly improved
- Maintain strong capital and liquidity position

Macro outlook still uncertain

Economic outlook

- ▶ Global economy improving but still room for caution
- UK outlook remains subdued
- Australian economy solid but natural disasters will have an impact
- Credit growth below historical levels

Banking regulation

- **▶** Better clarity on Basel 3 requirements
- Australian Government and regulators need to consider a wider range of alternatives

Political environment

- Ongoing political and consumer scrutiny
- NAB relatively well positioned

Recap of strategic priorities

Strong position, with growth opportunity

Significant upside from continuing reinvention

Smaller businesses, resilient in tough conditions

Unsatisfactory returns today in tough conditions

- Key Businesses
- Business/ Corporate (Aust)
- Institutional Wealth (Aust)
- Insurance (Aust)
- Markets

- ► Retail (Aust)
- Investments/ superannuation
- Direct asset management
- Private Wealth (Aust)

BNZ (NZ)

- ▶ GWB (US)
- Asia

- CYB (UK)
- SpecialisedGroup Assets(SGA) nonfranchise activity

▶ Focus on improving the Australian franchise

Strategic Priorities

- Maintain value and options internationally
- Keep the bank safe through strong balance sheet and efficiency focus
- Invest in leadership and culture

Strong progress – well positioned for the future

Group Positive performance momentum

- **▶** Strong balance sheet
- Continuing to drive EQS agenda
- Maintaining focus on leadership and culture

Business Banking

Consolidated market position

- Increased market share
- Added over 350 bankers since 2009
- Established foundations for cross sell

Personal Banking

Differentiated and growing

- Rebased with good momentum
- Building a differentiated position
- New channels performing well

Wholesale Banking

Focussed on the franchise

- Strong cross sell focus
- Success in specialty finance and debt capital markets
- Solid execution of balance sheet strategy

MLC & NAB Wealth

Investing to capture growth

- Attracting new advisors
- M&A integration continues to progress well
- Building nablnvest

International Operations

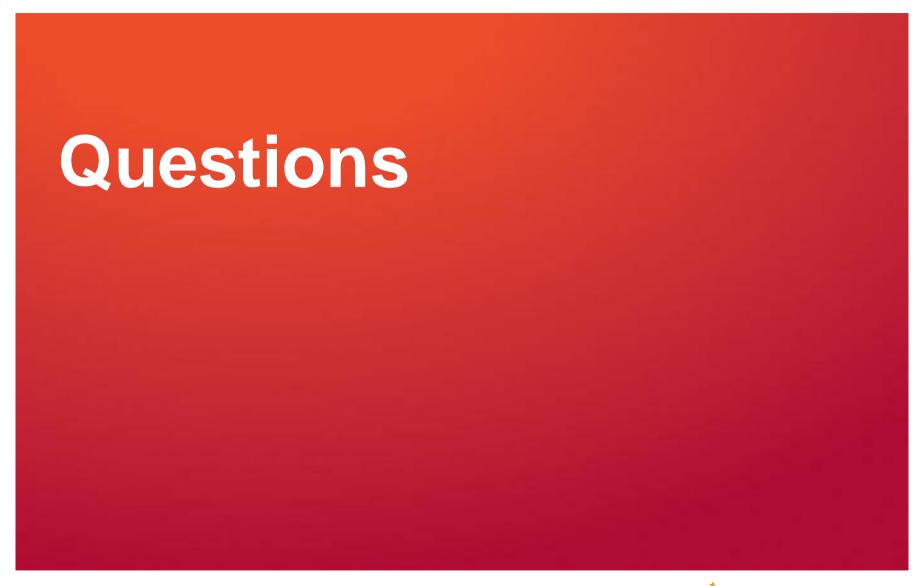
Managing for value/preserving optionality

- BNZ continued solid performance
- UK Banking positioned for market recovery, maintaining optionality
- GWB progressing well



Summary

- Improved financial performance
- Strong progress on portfolio
- Well positioned for the future













Disclaimer: This document is a presentation of general background information about the Group's activities current at the date of the presentation, 24 March 2011. It is information in a summary form and does not purport to be complete. It is to be read in conjunction with the National Australia Bank Limited Full Year Results filed with the Australian Securities Exchange on 27 October 2010 and the First Quarter Trading Update filed with the Australian Securities Exchange on 8 February 2011. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice, when deciding if an investment is appropriate.

This announcement contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Group, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements.

Note: Information in this document is presented on a cash earnings basis.

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