

NATIONAL AUSTRALIA BANK LTD

Form 6-K

November 05, 2004

FILE NO 1-9945

# SECURITIES AND EXCHANGE COMMISSION

WASHINGTON DC 20549

---

## FORM 6-K

### REPORT OF FOREIGN ISSUER

Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934

For the month of November 2004

## National Australia Bank Limited

ACN 004 044 937

(Registrant's Name)

Level 24

500 Bourke Street

MELBOURNE VICTORIA 3000

AUSTRALIA

Edgar Filing: NATIONAL AUSTRALIA BANK LTD - Form 6-K

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F

Form 40-F

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes

No

If  is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82

---

**Group Corporate Affairs**

National Australia  
Bank Limited  
ABN 12004044937

500 Bourke Street  
Melbourne  
Victoria 3000  
Australia

**ASX Announcement**

*Melbourne, Wednesday 3 November 2004*

**Changes and revisions to National s results format**



## Edgar Filing: NATIONAL AUSTRALIA BANK LTD - Form 6-K

The National wishes to advise changes to its Full Year Results announcement pack format and revisions to prior period numbers. Previously reported Group profit numbers have not changed.

A summary of revisions to prior period numbers are:

- 1) September 2003 and March 2004 non-accrual loan balances will be revised upward by \$254 million and \$263 million respectively. This amount relates to a single exposure within Corporate & Institutional Banking, which is adequately provided for. Previously accrued interest of \$38 million will be written-back during the September 2004 half year. The exposure had previously been classified as 90 days past due at 30 September 2003 and 31 March 2004.
- 2) The balance of loans reported as 90 days past due at 30 September 2003 and 31 March 2004 has been revised following the implementation of new processes. The revised balances are \$492 million at 30 September 2003 (previously \$360 million) and \$563 million at 31 March 2004 (previously \$434 million), after adjusting for the non-accrual exposure referred to above.
- 3) Risk-weighted assets at 30 September 2003 and 31 March 2004 have been revised upward by \$1,901 million to \$254,266 million and \$1,438 million to \$278,239 million respectively. The revision primarily relates to New Zealand and the reporting of unutilised limits in Corporate & Institutional Banking and to capture additional retail lending products. Certain categories of residential mortgages across risk-weightings were also reclassified.
- 4) Changes have been made to the classification of average interest-bearing liabilities between categories on the average balance sheet.
- 5) A change has been made to the classification of interest income/expense in relation to certificates of deposit, such that these amounts are now recorded on a net basis rather than gross.
- 6) The calculation of diluted earnings per share for the half year to March 2004 took account of the interest expense on the ExCaps after booking the tax benefit. Removing the tax benefit from the calculation increases the diluted cash earnings per share from 119.9 cents to 121.1 cents.

Further details on these revisions and additional disclosures are provided in the attached explanation and pro forma results template.

**Changes from National Australia Bank's Half Year Results Announcement on 12 May 2004 to the Full Year Results Announcement on 10 November 2004**

*Page references refer to the Full Year Results Announcement Template (attached)*

**Additional Wealth Management-related disclosures**

*Management Discussion & Analysis Wealth Management (page 20)*



Additional disclosures relating to the Wealth Management business will be provided as follows:

Reconciliation of movement in funds under management and administration

Reconciliation of movement in annual inforce premiums

Shareholders retained profits and capital from life business asset mix

*Consolidation of Excess Capital and Group Funding results*



*Management Discussion & Analysis Other (incl. Group Funding & Corp. Centre) (page 29)*

Previously within the Group's segment reporting the Other segment was broken out between Excess Capital, Group Funding and Corporate Centre within the Divisional Performance Analysis Management Discussion & Analysis section. Excess Capital has now been consolidated into Group Funding.

*Additional net interest margin reconciliation*

*Note 2. Net Interest Margins & Spreads (page 37)*

A reconciliation has been provided between the net interest margin for each of the operating divisions and the net interest margin for the Group has been included.

*Reclassification of interest in relation to certificates of deposit*

*Note 2. Net Interest Income (page 35) and Note 4. Average Balance Sheet (page 39)*

A change has been made to the classification of interest income/expense in relation to certificates of deposit, such that these amounts are now recorded on a net basis rather than gross. The amount of the misclassification in relation to the half year to March 2004 was \$109 million and the year to September 2003 was \$78 million.

There is no impact on / change to net profit, net interest income, net interest spread, net interest margin or average asset or average liability balances.

**Reclassification of average balance sheet categories**

*Note 4. Average Balance Sheet (page 39)*





## Edgar Filing: NATIONAL AUSTRALIA BANK LTD - Form 6-K

A change has been made to the classification of average interest-bearing liabilities between categories on the average balance sheet. This has been undertaken to improve the consistency between the classification of categories between the Summary of Financial Position (spot) and the Average Balance Sheet.

The gross up of trading derivatives (non-Australian) in the average balance sheet has been revised, resulting in a change in total average assets, but no change in interest-earning assets.

### *Restatement of non-accrual loans*



Note 11. Asset Quality (page 54)

At 30 September 2001 through to 31 March 2004, a certain Australian exposure was classified as performing, (although from 30 September 2003 to 31 March 2004 this exposure was classified as past due 90 days). However, the classification of this exposure as non-accrual during this period is now considered more appropriate, and comparative information for these years has been restated to include the balance of this exposure (including accrued interest) of \$263 million at 31 March 2004 and \$254 million at 30 September 2003.

*Restatement of past due 90 day loans*



Note 11. Asset Quality (page 55)

90 day past due loans are well-secured loans that accrue interest, but are in arrears 90 days or more. These loans are not classified as impaired assets.

In addition to the above restatement of one large Australian exposure as non-accrual, the Group has revised its data collection procedures used to establish its 90 day past due exposures. This process now includes loans that are identified by the internal categories, watch or substandard, and are in arrears 90 days or more.

In summary, comparative information has been restated as follows:

<b>90 days past due</b>	<b>31 Mar 2004 \$m</b>	<b>30 Sep 2003 \$m</b>
Previously reported	434	360
Loan reclassified as non-accrual	(263)	(254)
Revised data	392	386
Restated comparative	<b>563</b>	<b>492</b>

*Revision to risk-weighted assets*



*Note 15. Capital Adequacy (page 61)*





## Edgar Filing: NATIONAL AUSTRALIA BANK LTD - Form 6-K

The revision primarily relates to New Zealand and the reporting of unutilised limits in Corporate & Institutional Banking and to capture additional retail lending products. Certain categories of residential mortgages across risk-weightings were also reclassified.

As a result risk-weighted assets as at 30 September 2003 and 31 March 2004 have been restated/increased by \$1,901 million and \$1,438 million respectively.

**Additional disclosures re: the treatment of the Wealth Management business for capital adequacy purposes**

*Note 15. Capital Adequacy (page 63)*

Under guidelines issued by APRA, life insurance and funds management activities are excluded from the calculation of risk-weighted assets, and the controlled entities are deconsolidated for the purposes of calculating capital adequacy. Profits from Wealth Management only benefit the Group's regulatory capital position to the extent they are remitted to the Group by way of dividend. The total deduction from the Group's capital position in respect of Wealth Management entities at 31 March 2004 of \$5,905 million, 30 September 2003 of \$5,697 million.

A reconciliation between the market value of NAFiM subsidiaries and Wealth Management capital deduction has been provided in the Results Announcement.

*Treatment of interest expense relating to the exchangeable capital units (ExCaps)*



*Note 16. Cash earnings per share (page 64)*

From 1 October 2003 the Group elected not to book the tax benefit on the interest expense relating to ExCaps following the receipt of an ATO assessment.

The calculation of diluted earnings per share for the half year to March 2004 took account of the interest expense on the ExCaps after booking the tax benefit. Removing the tax benefit from the calculation increases the diluted cash earnings per share from 119.9 cents to 121.1 cents.

**For further information:**

Brandon Phillips  
Group Manager, Group Corporate Relations  
03 8641 3857 work  
0419 369 058 mobile

Samantha Evans  
Group Communications Adviser  
03 8641 4982 work  
0404 883 509 mobile

Callum Davidson  
Head of Group Investor Relations  
03 8641 4964 work  
0411 117 984 mobile

Hany Messieh  
Manager, Investor Relations  
03 8641 2312 work  
0414 446 876 mobile

**Or visit [www.nabgroup.com](http://www.nabgroup.com)**

**RESULTS TEMPLATE FOR THE YEAR ENDED**

**30 SEPTEMBER 2004**

Table of Contents

<u>Section 1</u>	<u>Financial Summary</u>
<u>Section 2</u>	<u>Group Profitability and Capital</u>
<u>Section 3</u>	<u>Divisional Performance Analysis</u>
<u>Section 4</u>	<u>Detailed Financial Information</u>

---

## TABLE OF CONTENTS

### **Section 1 - Financial Summary**

Divisional Performance Summary

Group Performance Summary

Regional Performance Summary

Summary of Financial Position

Group Key Performance Measures

### **Section 2 - Group Profitability and Capital**

Capital and Performance Measures Economic Value Added (EVA)

### **Section 3 - Divisional Performance Analysis**

Total Banking

Retail Banking

Financial Services Australia

Financial Services Europe

Financial Services New Zealand

Corporate & Institutional Banking

Wealth Management

Other (incl. Group Funding & Corporate Centre)

### **Section 4 - Detailed Financial Information**

1. Performance Summary by Division

2. Net Interest Income

3. Net Interest Margins & Spreads

4. Average Balance Sheet & Related Interest

5. Gross Loans & Advances

6. Net Life Insurance Income

7. Revenue

8. Expenses

9. Full Time Equivalent Employees

10. Doubtful Debts

11. Asset Quality

12. Income Tax Reconciliation

13. Significant Items

14. Exchange Rates

15. Capital Adequacy

16. Cash Earnings per Share

17. Risk Management



**RESULTS FOR THE YEAR ENDED 30 SEPTEMBER 2004**

FINANCIAL SUMMARY

1

---

## DIVISIONAL PERFORMANCE SUMMARY

	Note	Half Year to Sep 04 \$m	Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Year to Sep 04 \$m	Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
<b>Cash earnings (1)</b>							
<b>Retail Banking</b>							
Financial Services Australia	1		999			1,871	
Financial Services Europe	1		308			897	
Financial Services New Zealand	1		158			311	
<b>Retail Banking</b>			1,465			3,079	
Corporate & Institutional Banking (2)	1		375			877	
Other (incl. Group Funding and Corporate Centre) (2)	1		(117)			(77)	
<b>Total Banking</b>			1,723			3,879	
Wealth Management operating profit (2) (3)	1		221			374	
<b>Cash earnings before significant items and distributions</b>			1,944			4,253	
Distributions			(94)			(183)	
<b>Cash earnings before significant items</b>			1,850			4,070	
Weighted av no. of ordinary shares (million)	16		1,505			1,516	
<b>Cash earnings per share before significant items (cents)</b>	16		122.9			268.5	
<b>Diluted cash earnings per share before significant items (cents)</b>	16		121.1			262.3	
<b>Reconciliation to net profit</b>							
<b>Cash earnings before significant items</b>			1,850			4,070	
<b>Adjusted for:</b>							
Significant items after tax	13		127				
<b>Cash earnings after significant items</b>			1,977			4,070	
<b>Adjusted for:</b>							
Net profit/(loss) attributable to outside equity interest			63			(8)	
Distributions			94			183	
Wealth Management revaluation profit/(loss)			148			(200)	
Goodwill amortisation			(53)			(98)	
<b>Net profit</b>			2,229			3,947	
Net (profit)/loss attributable to outside equity interest			(63)			8	
<b>Net profit attributable to members of the Company</b>			2,166			3,955	
Distributions			(94)			(183)	
<b>Earnings attributable to ordinary shareholders</b>			2,072			3,772	

(1) Cash earnings is a performance measure used by the management of the Group.

(2) *Cash earnings after outside equity interest.*

(3) *Refers to net profit generated through the Wealth Management operations. It excludes revaluation profit/(loss) after tax.*

## GROUP PERFORMANCE SUMMARY

	Note	Half Year to Sep 04 \$m	Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Year to Sep 04 \$m	Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
<b>Banking (1)</b>							
Net interest income	2		3,519			7,302	
Other operating income (1) (2)	7		2,044			4,277	
<b>Banking net operating income (1)</b>			5,563			11,579	
<b>Wealth Management</b>							
Net interest income	2		66			117	
Net life insurance income (3)	6		455			444	
Other operating income (2)	7		412			733	
<b>Net operating income</b>			6,496			12,873	
Banking operating expenses (1)	8		(2,800)			(5,548)	
Wealth Management operating expenses (4)	8		(436)			(806)	
Charge to provide for doubtful debts	10		(305)			(633)	
<b>Cash earnings before tax</b>			2,955			5,886	
Banking income tax expense (1)	12		(730)			(1,512)	
Wealth Management income tax benefit/(expense)	12		(218)			(129)	
<b>Cash earnings before significant items, distributions and outside equity interest</b>			2,007			4,245	
Wealth Management revaluation profit/(loss) after tax	1		148			(200)	
Goodwill amortisation			(53)			(98)	
<b>Net profit before significant items</b>			2,102			3,947	
Significant items after tax	13		127				
<b>Net profit</b>			2,229			3,947	
<b>Net (profit)/loss attributable to outside equity interest</b>							
Wealth Management			(58)			16	
Corporate & Institutional Banking			(5)			(9)	
Other						1	
<b>Net profit attributable to members of the Company</b>			2,166			3,955	
Distributions			(94)			(183)	
<b>Earnings attributable to ordinary shareholders</b>			2,072			3,772	

(1) Banking refers to Total Banking adjusted for eliminations. Refer to note 1 for further details.

(2) Other operating income excludes net interest income, net life insurance income and revaluation profit/(loss).

(3) Net life insurance income is the profit before tax excluding net interest income of the statutory funds of the life insurance companies of the Group.

(4) Operating expenses excludes life insurance expenses incorporated within net life insurance income.



## REGIONAL PERFORMANCE SUMMARY

	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
<b>Cash earnings</b>						
<b>Australia</b>						
Retail Banking (1)		991			1,854	
Corporate & Institutional Banking		199			390	
Wealth Management		190			327	
Other		(181)			(146)	
<b>Total Australia</b>		<b>1,199</b>			<b>2,425</b>	
<b>Europe</b>						
Retail Banking (1)		309			899	
Corporate & Institutional Banking		82			253	
Wealth Management		14			26	
Other		(11)			(104)	
<b>Total Europe</b>		<b>394</b>			<b>1,074</b>	
<b>New Zealand</b>						
Retail Banking (1)		165			326	
Corporate & Institutional Banking		59			142	
Wealth Management		5			2	
Other		(11)			(11)	
<b>Total New Zealand</b>		<b>218</b>			<b>459</b>	
<b>United States</b>						
Corporate & Institutional Banking		17			48	
Other		77			165	
<b>Total United States</b>		<b>94</b>			<b>213</b>	
<b>Asia</b>						
Corporate & Institutional Banking		18			44	
Wealth Management		12			19	
Other		9			19	
<b>Total Asia</b>		<b>39</b>			<b>82</b>	
<b>Cash earnings before significant items and distributions</b>		<b>1,944</b>			<b>4,253</b>	

(1) Regional Retail Banking results differ from Financial Services Australia, Europe and New Zealand primarily due to the inclusion of the global fleet management business units within Financial Services Australia.

Refer to the Divisional Performance Summary on page 2 for a reconciliation of cash earnings before

significant items and distributions to net profit.

## SUMMARY OF FINANCIAL POSITION

	Note	Sep 04 \$m	As at Mar 04 \$m	Sep 03 \$m	Mar 04 %	Change on Sep 03 %
<b>Assets</b>						
Cash and other liquid assets			11,641	8,405		
Due from other financial institutions			20,200	29,234		
Due from customers on acceptances			14,988	19,562		
Trading securities			25,691	23,724		
Trading derivatives			24,352	23,644		
Available for sale securities			2,794	6,513		
Investment securities			7,099	8,647		
Investments relating to life ins. business			37,982	35,846		
Loans and advances			233,987	225,735		
Shares in entities and other securities			867	1,445		
Regulatory deposits			436	225		
Property, plant and equipment			2,483	2,498		
Income tax assets			1,248	1,203		
Goodwill			682	740		
Other assets			11,130	10,050		
<b>Total assets</b>			<b>395,580</b>	<b>397,471</b>		
<b>Liabilities</b>						
Due to other financial institutions			43,968	52,530		
Liability on acceptances			14,988	19,562		
Trading derivatives			21,046	21,479		
Deposits and other borrowings			210,624	201,194		
Life insurance policy liabilities			34,059	32,457		
Income tax liabilities			1,238	1,537		
Provisions			1,143	1,262		
Bonds, notes and subordinated debt			25,204	24,257		
Other debt issues			1,693	1,743		
Other liabilities			13,707	14,239		
<b>Net assets</b>			<b>27,910</b>	<b>27,211</b>		
<b>Equity</b>						
Ordinary shares			6,029	6,078		
Preference shares				730		
National Income Securities			1,945	1,945		
Trust Preferred Securities			975	975		
Contributed equity	15		8,949	9,728		
Reserves	15		784	893		
Retained profits	15		14,619	13,786		
<b>Total equity parent entity interest</b>			<b>24,352</b>	<b>24,407</b>		
Outside equity interest in controlled entities	15					
Wealth Management			3,385	2,614		
Corporate & Institutional Banking			173	190		
<b>Total equity</b>			<b>27,910</b>	<b>27,211</b>		





## GROUP KEY PERFORMANCE MEASURES

	Note	Half Year to Sep 04	Mar 04	Sep 04	Year to Sep 03
<b>Shareholder measures</b>					
EVA® (\$ million) (1)			978		2,259
<b>Earnings per share (cents)</b>					
Cash earnings per ordinary share before significant items (2)	16		122.9		268.5
Diluted cash earnings per share before significant items (2)	16		121.1		262.3
Cash earnings per ordinary share after significant items (2)			131.4		268.5
Earnings per ordinary share before significant items			129.2		248.8
Earnings per ordinary share after significant items			137.7		248.8
Weighted average ordinary shares (no. million)	16		1,505		1,516
Weighted average diluted shares (no. million)	16		1,574		1,586
Dividends per share (cents)			83		163
<b>Performance (after non-cash items) (3)</b>					
Return on average equity before significant items			18.8%		18.3%
Return on average equity after significant items			20.0%		18.3%
Return on average assets before significant items			0.96%		0.96%
<b>Net interest income</b>					
Net interest spread	3		1.95%		2.18%
Net interest margin	3		2.40%		2.53%
<b>Profitability (before significant items)</b>					
Cash earnings per average FTE (\$ 000)			86		95
Banking cost to income ratio (4)			50.9%		48.4%

		Sep 04	As at Mar 04	Sep 03
<b>Capital</b>				
Tier 1 ratio	15		7.43%	7.76%
Tier 2 ratio	15		2.92%	3.27%
Deductions	15		(1.05)%	(1.41)%
Total capital ratio	15		9.30%	9.62%
Adjusted common equity ratio	15		5.33%	4.92%
<b>Assets (\$ bn)</b>				
Gross loans and acceptances			253	249
Risk-weighted assets	15		278	254
<b>Off-balance sheet assets (\$ bn)</b>				
Funds under management and administration			77	73
Assets under custody and administration			397	311
<b>Asset quality</b>				
Gross non-accrual loans to gross loans and acceptances	11		0.57%	0.65%
Net impaired assets to total equity (parent entity interest)	11		4.1%	5.0%
General provision to risk-weighted assets	11		0.64%	0.71%
Specific provision to gross impaired assets	11		33.5%	28.3%
General and specific provisions to gross impaired assets	11		157.8%	138.0%
<b>Other information</b>				
Full-time equivalent employees (no.)	9		43,282	42,540

(1) Economic Value Added (EVA ®) is a registered trademark of Stern Stewart & Co.

(2) Cash earnings attributable to ordinary shareholders excludes revaluation profits/(losses) after tax and goodwill amortisation.

(3) *Includes non-cash items, ie. revaluation profits/(losses) after tax and goodwill amortisation.*

(4) *Total Banking cost to income ratio is before eliminations (refer note 1). Costs include total expenses excluding significant items, goodwill amortisation, the charge to provide for doubtful debts and interest expense. Income includes total revenue excluding significant items and net of interest expense.*

**RESULTS FOR THE YEAR ENDED 30 SEPTEMBER 2004**

GROUP PROFITABILITY & CAPITAL

7

---

## Management Discussion &amp; Analysis Capital &amp; Performance Measures

## CAPITAL &amp; PERFORMANCE MEASURES

## Performance Measures

*Economic Value Added (EVA<sup>®</sup>)*

	Sep 04	Half Year to	Fav/ (Unfav)	Sep 04	Year to	Sep 03	Fav/ (Unfav)
	\$m	Mar 04	Change on	\$m	\$m	\$m	Change on
		\$m	Mar 04				Sep 03
			%				%
<b>Cash earnings before significant items</b>		1,850		4,070			
Tax rate variance (1)		41		(7)			
Imputation credits benefit (2)		360		727			
<b>EVA<sup>®</sup> net operating profit after tax</b>		2,251		4,790			
<b>Average shareholders equity</b>		27,055		24,111			
Add average cumulative goodwill amortisation		1,724		1,648			
Add/(deduct) average significant items		(64)					
Deduct average other equity instruments (3)		(6,422)		(3,532)			
Deduct average cumulative WM revaluation		(152)		(220)			
<b>Average economic capital</b>		22,141		22,007			
<b>Capital charge</b>		(1,273)		(2,531)			
<b>EVA<sup>®</sup></b>		978		2,259			

(1) *Difference between the EVA<sup>®</sup> tax rate of 30% and the effective tax rate.*

(2) *Imputation credits are measured at 70% of Australian tax.*

(3) *Other equity instruments are National Income Securities, Trust Preferred Securities, preference share capital and outside equity interest.*

**RESULTS FOR THE YEAR ENDED 30 SEPTEMBER 2004**

DIVISIONAL PERFORMANCE ANALYSIS

## Management Discussion &amp; Analysis Total Banking

## TOTAL BANKING

Total Banking includes Retail Banking, Corporate & Institutional Banking and Other (including Group Funding and Corporate Centre). It excludes Wealth Management.

*Performance Summary*

Comparison to September 2003 year	Sep 04 \$m	Year to	Sep 03 \$m	%	Fav / (Unfav)
					Change on Sep 03
					Ex FX (1)
					%
Net interest income			7,302		
Other operating income (2)			4,394		
<b>Total income</b>			11,696		
Pension fund expense			(207)		
Other operating expenses (2)			(5,458)		
<b>Underlying profit</b>			6,031		
Charge to provide for doubtful debts			(632)		
<b>Cash earnings before tax</b>			5,399		
Income tax expense			(1,512)		
<b>Cash earnings before significant items and outside equity interest</b>			3,887		
Net profit attributable to outside equity interest			(8)		
<b>Cash earnings before significant items</b>			3,879		

Comparison to March 2004 half	Sep 04 \$m	Half Year to	Mar 04 \$m	%	Fav / (Unfav)
					Change on Mar 04
					Ex FX (1)
					%
Net interest income			3,519		
Other operating income (2)			2,110		
<b>Total income</b>			5,629		
Pension fund expense			(136)		
Other operating expenses (2)			(2,730)		
<b>Underlying profit</b>			2,763		
Charge to provide for doubtful debts			(305)		
<b>Cash earnings before tax</b>			2,458		
Income tax expense			(730)		
<b>Cash earnings before significant items and outside equity interest</b>			1,728		
Net profit attributable to outside equity interest			(5)		
<b>Cash earnings before significant items</b>			1,723		

*Key Performance Measures*

	Sep 04	Half Year to Mar 04	Sep 04	Year to Sep 03
<b>Performance &amp; profitability</b>				
Cost to income ratio			50.9%	48.4%

---

(1) *Change expressed at constant foreign exchange rates.*

(2) *Total Banking is before inter-divisional eliminations.*

## Management Discussion &amp; Analysis Retail Banking

## RETAIL BANKING

The regional Retail Banking Divisions include the business, agribusiness and consumer financial services retailers, as well as cards, payments and leasing units together with supporting Customer Service and Operations. These operate in Australia, Europe and New Zealand. They exclude Wealth Management, Corporate & Institutional Banking and Other (including Group Funding & Corporate Centre).

Comparison to September 2003 year	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03	
			%	Ex FX (1) %
Net interest income		6,497		
Other operating income (2)		3,217		
<b>Total income</b>		9,714		
Pension fund expense		(176)		
Other operating expenses (2)		(4,538)		
<b>Underlying profit</b>		5,000		
Charge to provide for doubtful debts		(566)		
<b>Cash earnings before tax</b>		4,434		
Income tax expense		(1,355)		
<b>Cash earnings before significant items</b>		3,079		

Comparison to March 2004 half	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04	
			%	Ex FX (1) %
Net interest income		3,177		
Other operating income (2)		1,559		
<b>Total income</b>		4,736		
Pension fund expense		(119)		
Other operating expenses (2)		(2,276)		
<b>Underlying profit</b>		2,341		
Charge to provide for doubtful debts		(217)		
<b>Cash earnings before tax</b>		2,124		
Income tax expense		(659)		
<b>Cash earnings before significant items</b>		1,465		

(1) Change expressed at constant foreign exchange rates.

(2) Retail Banking is the sum total of Financial Services Australia, Financial Services New Zealand and Financial Services Europe, before inter-divisional eliminations.



## Management Discussion &amp; Analysis Financial Services Australia

## FINANCIAL SERVICES AUSTRALIA

## Performance Summary

	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
Net interest income		1,799			3,519	
Other operating income		989			1,950	
<b>Total income</b>		2,788			5,469	
Pension fund expense		(29)			(82)	
Other operating expenses		(1,225)			(2,420)	
<b>Underlying profit</b>		1,534			2,967	
Charge to provide for doubtful debts		(105)			(298)	
<b>Cash earnings before tax</b>		1,429			2,669	
Income tax expense		(430)			(798)	
<b>Cash earnings before significant items (1)</b>		999			1,871	

(1) Refer to Note 1 for a reconciliation of Financial Services Australia's result to Group net profit.

## Key Performance Measures

<b>Performance &amp; profitability</b>		
Return on average assets (annualised)	1.33%	1.39%
Cost to income ratio	45.0%	45.7%
Cash earnings per average FTE (annualised) (\$ 000)	115	104
<b>Net interest income</b>		
Net interest margin	2.91%	3.14%
Net interest spread	2.39%	2.68%
<b>Average balance sheet (\$bn)</b>		
Gross loans and acceptances	145.0	132.4
Interest-earning assets	122.5	111.2
Retail deposits	65.4	60.6

	Sep 04	As at Mar 04	Sep 03
<b>Asset quality</b>			
Gross non-accrual loans (\$m)		429	494

Edgar Filing: NATIONAL AUSTRALIA BANK LTD - Form 6-K

Gross loans and acceptances (\$bn)	148.8	140.5
Gross non-accrual loans to gross loans and acceptances	0.29%	0.35%
Specific provision to gross impaired assets	34.0%	27.6%
<b>Full-time equivalent employees (FTE)</b>	17,663	17,233

	Sep 04	As at Mar 04	Sep 03
<b>Market share (1)</b>			
Housing		14.6%	14.9%
Business (including Corporate & Institutional Banking)		19.0%	19.2%
Other Personal		15.7%	16.1%
Retail deposits (Personal & Business)		15.0%	14.7%

---

(1) Source: RBA

## Management Discussion &amp; Analysis Financial Services Europe

## FINANCIAL SERVICES EUROPE

*Performance Summary*

Australian dollars	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
Net interest income		1,043			2,327	
Other operating income		410			938	
<b>Total income</b>		1,453			3,265	
Pension fund expense		(92)			(93)	
Other operating expenses		(803)			(1,626)	
<b>Underlying profit</b>		558			1,546	
Charge to provide for doubtful debts		(100)			(247)	
<b>Cash earnings before tax</b>		458			1,299	
Income tax expense		(150)			(402)	
<b>Cash earnings before significant items (1)</b>		308			897	

(1) Refer to Note 1 for a reconciliation of Financial Services Europe's result to Group net profit.

Pounds sterling	£m	£m	%	£m	£m	%
Net interest income		436			887	
Other operating income		172			357	
<b>Total income</b>		608			1,244	
Pension fund expense		(39)			(36)	
Other operating expenses		(335)			(621)	
<b>Underlying profit</b>		234			587	
Charge to provide for doubtful debts		(42)			(94)	
<b>Cash earnings before tax</b>		192			493	
Income tax expense		(63)			(153)	
<b>Cash earnings before significant items</b>		129			340	

*Key Performance Measures*

	Sep 04 £m	Half Year to Mar 04 £m	Fav / (Unfav) Change on Mar 04 %	Sep 04 £m	Year to	Sep 03 £m	Fav / (Unfav) Change on Sep 03 %
<b>Performance &amp; profitability</b>							
Return on average assets (annualised)		0.97%				1.36%	
Cost to income ratio		61.5%				52.8%	
Cost to income ratio (excl. pension fund expense)		55.1%				49.9%	
Cash earnings per average FTE (annualised) (£ 000)		22				29	
<b>Net interest income</b>							
Net interest margin		4.16%				4.30%	
Net interest spread		3.69%				3.82%	
<b>Average balance sheet (£bn)</b>							
Gross loans and acceptances		19.1				18.3	
Interest-earning assets		20.6				20.3	
Retail deposits		14.9				14.6	

	Sep 04	As at Mar 04	Sep 03
<b>Asset quality</b>			
Gross non-accrual loans (£m)		101	122
Gross loans and acceptances (£bn)		19.2	18.7
Gross non-accrual loans to gross loans and acceptances		0.53%	0.65%
Specific provision to gross impaired assets		43.7%	39.9%
<b>Full-time equivalent employees (FTE)</b>		11,661	11,411

## Management Discussion &amp; Analysis Financial Services New Zealand

## FINANCIAL SERVICES NEW ZEALAND

*Performance Summary*

Australian dollars	Half Year to		Fav /		Year to		Fav /
	Sep 04	Mar 04	(Unfav)	Mar 04	Sep 04	Sep 03	(Unfav)
	\$m	\$m	Change on	%	\$m	\$m	Change on
							Sep 03
							%
Net interest income		335				651	
Other operating income		160				329	
<b>Total income</b>		495				980	
Operating expenses		(246)				(493)	
<b>Underlying profit</b>		249				487	
Charge to provide for doubtful debts		(12)				(21)	
<b>Cash earnings before tax</b>		237				466	
Income tax expense		(79)				(155)	
<b>Cash earnings before significant items (1)</b>		158				311	

(1) Refer to Note 1 for a reconciliation of Financial Services New Zealand's result to Group net profit.

New Zealand dollars	NZ\$m	NZ\$m	%	NZ\$m	NZ\$m	%
Net interest income		382			725	
Other operating income		182			367	
<b>Total income</b>		564			1,092	
Operating expenses		(280)			(549)	
<b>Underlying profit</b>		284			543	
Charge to provide for doubtful debts		(14)			(23)	
<b>Cash earnings before tax</b>		270			520	
Income tax expense		(90)			(173)	
<b>Cash earnings before significant items</b>		180			347	

*Key Performance Measures*

<b>Performance &amp; profitability</b>			
Return on average assets (annualised)		1.17%	1.25%
Cost to income ratio		49.6%	50.3%
Cash earnings per average FTE (annualised) (NZ\$ '000)		85	81
<b>Net interest income</b>			
Net interest margin		2.56%	2.71%
Net interest spread		2.78%	3.00%

Edgar Filing: NATIONAL AUSTRALIA BANK LTD - Form 6-K

**Average balance sheet (NZ\$bn)**

Gross loans and acceptances	25.6	23.5
Interest-earning assets	29.6	26.6
Retail deposits	16.6	15.9

	Sep 04	As at Mar 04	Sep 03
<b>Asset quality</b>			
Gross non-accrual loans (NZ\$m)		39	30
Gross loans and acceptances (NZ\$bn)		26.2	24.6
Gross non-accrual loans to gross loans and acceptances		0.15%	0.12%
Specific provision to gross impaired assets		59.5%	34.5%
<b>Full-time equivalent employees (FTE)</b>		4,238	4,257
<b>Market share</b>			
Cards		30.2%	30.6%
Housing		15.6%	15.6%
Agribusiness		18.5%	18.8%
Retails deposits		19.0%	19.1%

---

(1) Source: RBNZ



## Management Discussion &amp; Analysis Corporate &amp; Institutional Banking

## CORPORATE &amp; INSTITUTIONAL BANKING

Corporate & Institutional Banking (CIB) is responsible for managing the Group's relationships with large corporate clients and financial institutions worldwide. CIB operates through an international network of offices in Australia, Europe, New Zealand, North America and Asia.

CIB comprises Corporate Banking, Markets, Specialised Finance, Financial Institutions Group, Transactional Solutions and a Support Services unit. The business also incorporates Custodian Services, which provides custody and related services to institutions within the Australian, NZ and UK markets.

*Performance Summary*

	Sep 04	Year to	Sep 03	Sep 03	Fav / (Unfav) Change on	Sep 03 Ex FX(1)
	\$m		\$m	%		%
Net interest income			848			
Other operating income			1,102			
<b>Total income</b>			1,950			
Operating expenses			(755)			
<b>Underlying profit</b>			1,195			
Charge to provide for doubtful debts			(70)			
<b>Cash earnings before tax</b>			1,125			
Income tax expense			(239)			
<b>Cash earnings before significant items (2)</b>			886			
Net profit attributable to outside equity interest			(9)			
<b>Cash earnings before significant items and after outside equity interest</b>			877			

	Sep 04	Half Year to	Mar 04	Mar 04	Fav / (Unfav) Change on	Mar 04 Ex FX(1)
	\$m		\$m	%		%
Net interest income			371			
Other operating income			596			
<b>Total income</b>			967			
Operating expenses			(400)			
<b>Underlying profit</b>			567			
Charge to provide for doubtful debts			(88)			
<b>Cash earnings before tax</b>			479			
Income tax expense			(99)			
<b>Cash earnings before significant items (2)</b>			380			
Net profit attributable to outside equity interest			(5)			

Cash earnings before significant items and after  
outside equity interest

375

- 
- (1) *Change expressed at constant exchange rates.*
  - (2) *Refer to Note 1 for a reconciliation of Corporate & Institutional Banking's result to Group net profit.*

Key Performance Measures	Sep 04	Half Year to Mar 04	Sep 04	Year to Sep 03
<b>Performance &amp; profitability</b>				
Cost to income ratio		41.4%		38.7%
Cash earnings per average FTE (annualised) (\$ 000) (3)		279		344
<b>Net interest income</b>				
Net interest margin		0.56%		0.62%
<b>Average balance sheet (\$bn)</b>				
Core lending		37.6		39.4
Gross loans and acceptances		42.8		45.1
Interest-earning assets		130.8		135.9

(3) *Cash earnings before significant items and after outside equity interest.*

Asset quality	Sep 04	As at Mar 04	Sep 03
Gross non-accrual loans (\$m)		719	793
Gross loans and acceptances (\$bn)		43.0	44.5
Gross non-accrual loans to gross loans and acceptances		1.67%	1.78%
Specific provision to gross impaired assets		28.4%	24.6%
<b>Full-time equivalent employees (FTE)</b>		2,720	2,624

## Management Discussion &amp; Analysis Wealth Management

## WEALTH MANAGEMENT

Wealth Management operates a diverse portfolio of financial services businesses. It provides financial planning, insurance, private banking, superannuation and investment solutions to both retail and corporate customers and portfolio implementation systems and infrastructure services to financial advisers. The businesses operate across four regions, Australia, Europe (Great Britain & Ireland), New Zealand and Asia.

*Operating Profit*

	Half Year to		Fav / (Unfav)	Year to		Fav / (Unfav)
	Sep 04	Mar 04	Change on	Sep 04	Sep 03	Change on
	\$m	\$m	Mar 04	\$m	\$m	Sep 03
			%			%
Investments (1)		77			142	
Insurance (2)		121			204	
Private Bank		32			56	
Other (including regulatory programs) (3)		(37)			(58)	
Strategic investment expenditure		(16)			(28)	
<b>Profit from operations (after tax)</b>		177			316	
Investment earnings on shareholders' retained profits and capital from life businesses		44			58	
<b>Operating profit after tax and outside equity interest</b>		221			374	
Revaluation profit/(loss) after tax		148			(200)	
<b>Net profit before significant items and after outside equity interest</b>		369			174	

(1) Investments include funds management, funds administration and asset management. Investments exclude prior year adjustments.

(2) Insurance includes retail insurance (retail risk insurance encompassing term, trauma and disability insurance, life insurance and general insurance agency) and group insurance.

(3) Other includes Advice Solutions and other businesses and shareholders branches of the life companies. The costs of NAFiM investor compensation and enforceable undertakings are included in this line.



*Key Performance Measures*

	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
<b>Investment sales</b>		7,104			12,189	
<b>Insurance sales</b>		98			243	
<b>Debt sales</b>		661			1,200	

	Sep 04	As at Mar 04	Sep 03	Mar 04 %	Increase/ (Decrease) on Sep 03 %
<b>Full-time equivalent employees (FTEs) (No.)</b>		6,068	6,174		
<b>Bank channels:</b>					
- Australia		477	456		
- Europe		171	187		
<b>Total Bank channels</b>		648	643		
<b>Aligned channels:</b>					
- Australia		909	947		
- Europe		55	64		
- Asia		1,541	1,561		
<b>Total Aligned channels</b>		2,505	2,572		
<b>Financial advisers (No.) (1)</b>		3,153	3,215		

## Management Discussion &amp; Analysis Wealth Management

*Investments*

	Half Year to	Fav /	Year to	Fav /
	Sep 04	(Unfav)	Sep 04	(Unfav)
	\$m	Change on	\$m	Change on
		Mar 04		Sep 03
		\$m		\$m
		%		%
<b>Total funds under management and administration (\$bn)</b>				
Spot		76.7		73.1
Average		74.3		68.3

	Jun 04	As at	Sep 03
		Mar 04	
<b>Market share Australia% (1)</b>			
Total Master Funds (2)		15.9	16.3
Annual Master Funds inflows		10.9	11.7
Annual Master Funds outflows		12.8	13.9
Retail funds management (ex cash mgmt)(2)		12.2	12.3
Annual Retail inflows (ex cash mgmt)		8.8	9.3
Annual Retail outflows (ex cash mgmt)		9.6	10.1
Corporate Master Funds (2)		12.6	14.5
Net annual Corporate Master Funds flows		18.4	5.3

(1) Source: Plan for Life Australian Retail & Wholesale Investments Market Share & Dynamics Reports as at June 2004, March 2004 and September 2003. Plan for Life is now used to report Investments market share (previously ASSIRT) due to the additional reporting provided by Plan for Life on business drivers such as gross inflows and outflows.

(2) Plum funds under administration included in market share reporting for the first time at June 2004. Corporate Master Funds are a subset of Total Master Funds and Retail Funds Management.

## Year ended 30 September 2004

Funds Under Management and Administration	Opening Balance Sep 03 \$m	Inflows \$m	Outflows \$m	Investment Earnings \$m	Other (1) \$m	Closing Balance Sep 04 \$m
Platforms	36,992					
Wholesale	16,538					
Other Retail and Trustee	12,695					
<b>Australia</b>	<b>66,225</b>					
<b>International</b>	<b>6,868</b>					
<b>Total</b>	<b>73,093</b>					

## Year ended 30 September 2003

Funds Under Management and Administration	Opening Balance Sep 02 \$m	Inflows \$m	Outflows \$m	Investment Earnings \$m	Other \$m	Closing Balance Sep 03 \$m
Platforms	34,258	6,296	(5,595)	3,188	(1,155)	36,992
Wholesale	11,366	3,818	(1,854)	825	2,383	16,538
Other Retail and Trustee	13,358	493	(1,684)	466	62	12,695
<b>Australia</b>	<b>58,982</b>	<b>10,607</b>	<b>(9,133)</b>	<b>4,479</b>	<b>1,290</b>	<b>66,225</b>
<b>International</b>	<b>6,590</b>	<b>1,559</b>	<b>(1,233)</b>	<b>222</b>	<b>(270)</b>	<b>6,868</b>
<b>Total</b>	<b>65,572</b>	<b>12,166</b>	<b>(10,366)</b>	<b>4,701</b>	<b>1,020</b>	<b>73,093</b>

(1) Other includes trust distributions and flows due to the sale/purchase of businesses and product closures.



## Management Discussion &amp; Analysis Wealth Management

## Insurance

	Sep 04	As at Mar 04	Sep 03	Mar 04 %	Fav / (Unfav) Change on Sep 03 %
<b>Annual InForce Premiums (\$m) (1)</b>					
Retail risk insurance		469.3	445.2		
Group insurance		108.2	109.1		
<b>Market share Australia (%) (2)</b>					
Retail risk insurance		15.0	14.7		
New retail risk annual premiums		15.4	16.5		

(1) Annualised inforce premiums for Australia and New Zealand only. Inforce premiums for Asia are not shown in this table as they are Traditional in nature

(2) Source: DEXX&R Life Analysis Reports as at March 2004, December 2003 and June 2003. Retail risk insurance includes term, trauma and disability insurance.

Australia and New Zealand Annual Inforce Premiums (1)	Year ended 30 September 2004			Closing Balance Sep 04 \$m
	Opening Balance Sep 03 \$m	Sales/New Business \$m	Lapses & other movements \$m	
Retail risk	445.2			
Group risk	109.1			
<b>Total</b>	<b>554.3</b>			
Australia	526.0			
New Zealand	28.3			
<b>Total</b>	<b>554.3</b>			

Australia and New Zealand Annual Inforce Premiums (1)	Opening Balance Sep 02 \$m	Year ended 30 September 2003		Closing Balance Sep 03 \$m
		Sales/New Business \$m	Lapses & other movements \$m	
Retail risk	389.1	87.6	(31.5)	445.2
Group risk	103.2	36.2	(30.3)	109.1
<b>Total</b>	<b>492.3</b>	<b>123.8</b>	<b>(61.8)</b>	<b>554.3</b>
Australia	465.5	121.8	(61.3)	526.0
New Zealand	26.8	2.0	(0.5)	28.3
<b>Total</b>	<b>492.3</b>	<b>123.8</b>	<b>(61.8)</b>	<b>554.3</b>

(1) Inforce premiums for Asia are not shown in this table as they are Traditional in nature.

*Investment earnings on shareholders retained profits and capital from life businesses*

Asset mix - shareholder retained profits and capital from life business	As at Sep 04 %	As at Mar 04 %	As at Sep 03 %
Equity		24.4	29.0
Fixed interest		22.8	24.0
Cash and others		56.6	51.8
Subordinated debt		(3.8)	(4.8)
<b>Total</b>		<b>100.0</b>	<b>100.0</b>

The asset mix is consistent with the investment profile of policyholder assets and regional regulatory requirements.

Investment earnings on shareholders retained profits and capital from life business	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
Investments			28			31
Insurance			16			27
<b>Total</b>			<b>44</b>			<b>58</b>

**Valuation and revaluation profit**

NAFiM subsidiaries	Net assets	Value of inforce business	Embedd -ed value	Value of future new business	Market value
Market value summary (\$m)					
<b>Market value at 30 September 2003</b>	<b>1,572</b>	<b>2,463</b>	<b>4,035</b>	<b>2,598</b>	<b>6,633</b>
Operating profits after tax of NAFiM subsidiaries (1)					
Capital and other movements					
<b>Increase in shareholders net assets</b>					
<b>Revaluation profit /(loss) components before tax:</b>					
<b>Business assumptions &amp; roll forward</b>					
Roll forward of DCF (1)					
Change in assumptions & experience					
<b>Tax consolidations transfer of franking credits to National Group</b>					
<b>Revaluation profit/(loss) before tax</b>					
Foreign exchange excess movements					
<b>Market value at 30 September 2004</b>					

**Revaluation Profit**

The components comprising the revaluation profit are summarised below:

							\$m
Roll forward of DCF							
Change in assumptions and experience							
<b>Revaluation profit/(loss) (pre tax consolidations) before tax</b>							
Tax consolidations - transfer of tax credits to the National Group							
<b>Revaluation profit/(loss) before tax</b>							
Income tax benefit on revaluation loss							
Income tax benefit arising from election into tax consolidations							
<b>Revaluation profit after tax</b>							
<b>Revaluation profit/(loss) after tax - excluding the impact of tax consolidations</b>							
NAFiM subsidiaries		Net assets	Value of inforce business	Embedd-ed value	Value of future new business	At 30 Sep 04 Market value	At 30 Sep 03 Market value
<b>Market value summary (\$m)</b>							
<b>By region</b>							
Australia							5,775
Europe							504
New Zealand							77
Asia							277
<b>Market value at 30 September 2004</b>							<b>6,633</b>
<b>By business segment</b>							
Investments							3,707
Insurance							2,785
Other							141
<b>Market value at 30 September 2004</b>							<b>6,633</b>

Assumptions applied in the determination of market value	New business multiplier	September 2004		New business multiplier	September 2003	
		Risk discount rate (%)	Franking credit assumptn (%)		Risk discount rate (%)	Franking credit assumptn (%)
Insurance				9.1	11.0	70
Investments				9.1	11.0 - 12.0	70
New Zealand				6.8	11.25 - 12.50	70
Hong Kong				9.0	12.5	

## Management Discussion &amp; Analysis Other (including Group Funding &amp; Corporate Centre)

## OTHER (GROUP FUNDING &amp; CORPORATE CENTRE)

*Performance Summary*

By Division	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04 \$m	Sep 04 \$m	Year to	Sep 03 \$m	Fav / (Unfav) Change on Sep 03 \$m
Group Funding (1)		(49)				(12)	
Corporate Centre		(68)				(65)	
<b>Other (2)</b>		(117)				(77)	

(1) Excess capital has been included within the Group Funding result and comparatives have been reclassified.

(2) Refer to Note 1 for a reconciliation of Other (including Group Funding & Corporate Centre) to Group net profit.

**RESULTS FOR THE YEAR ENDED 30 SEPTEMBER 2004**

DETAILED FINANCIAL INFORMATION

The following section does not purport to be a set of financial statements. For the Group's financial statements refer to the Appendix 4E filed with the ASX.

1. Performance Summary by Division
2. Net Interest Income
3. Net Interest Margins & Spreads
4. Average Balance Sheet & Related Interest
5. Gross Loans & Advances
6. Net Life Insurance Income
7. Revenue
8. Expenses
9. Full Time Equivalent Employees
10. Doubtful Debts
11. Asset Quality
12. Income Tax Reconciliation
13. Significant Items
14. Exchange Rates
15. Capital Adequacy
16. Cash Earnings per Share
17. Risk Management

## Detailed Financial Information - Note 1: Performance Summary by Division

## 1. PERFORMANCE SUMMARY BY DIVISION

Year to 30 September 2004	Note	FSA \$m	FSE \$m	FSNZ \$m	CIB \$m	Other(1) \$m	Total Banking \$m	WM \$m	Elimina- tions(2) \$m	Total Group \$m
Net interest income	2									
Net life insurance income (3)	6									
Other operating income (4)	7									
Net operating income										
Operating expenses (5)	8									
Underlying profit										
Charge to provide for doubtful debts	10									
Cash earnings before tax										
Income tax expense - net life insurance income	6									
Income tax (expense)/benefit - other	12									
<b>Cash earnings before significant items, distributions and outside equity interest</b>										
Wealth Management revaluation profit after tax										
Goodwill amortisation										
<b>Net profit/(loss) before significant items</b>										
Significant items after tax	13									
<b>Net profit</b>										
Net profit attributable to outside equity interest										
<b>Net profit/(loss) attributable to members of the Company</b>										
Distributions										
<b>Earnings attributable to ordinary shareholders</b>										

(1) Other includes Group Funding, Corporate Centre and elimination entries within Total Banking.

(2) Elimination of inter-divisional income and expenses (eg. revenue sharing arrangements between divisions).

(3) Net life insurance income is the profit before tax excluding net interest income of the life insurance and investments businesses of the statutory funds of the life insurance companies of the Group.

(4) Other operating income excludes the net interest income and net life insurance income and revaluation profit/(loss).

(5) Operating expenses excludes the life insurance expenses incorporated within net life insurance income (Wealth Management only). It includes pension expenses.





Year to 30 September 2003	Note	FSA \$m	FSE \$m	FSNZ \$m	CIB \$m	Other(1) \$m	Total Banking \$m	WM \$m	Elimina- tions(2) \$m	Total Group \$m
Net interest income	2	3,519	2,327	651	848	(43)	7,302	117		7,419
Net life insurance income (3)	6							444		444
Other operating income (4)	7	1,950	938	329	1,102	75	4,394	733	(117)	5,010
Net operating income		5,469	3,265	980	1,950	32	11,696	1,294	(117)	12,873
Operating expenses (5)	8	(2,502)	(1,719)	(493)	(755)	(196)	(5,665)	(806)	117	(6,354)
Underlying profit		2,967	1,546	487	1,195	(164)	6,031	488		6,519
Charge to provide for doubtful debts	10	(298)	(247)	(21)	(70)	4	(632)	(1)		(633)
Cash earnings before tax		2,669	1,299	466	1,125	(160)	5,399	487		5,886
Income tax expense - net life insurance income	6							(126)		(126)
Income tax (expense)/benefit - other	12	(798)	(402)	(155)	(239)	82	(1,512)	(3)		(1,515)
<b>Cash earnings before significant items, distributions and outside equity interest</b>		1,871	897	311	886	(78)	3,887	358		4,245
Wealth Management revaluation loss after tax								(200)		(200)
Goodwill amortisation		(3)	(62)	(1)		(32)	(98)			(98)
<b>Net profit/(loss) before significant items</b>		1,868	835	310	886	(110)	3,789	158		3,947
Significant items after tax	13									
<b>Net profit/(loss)</b>		1,868	835	310	886	(110)	3,789	158		3,947
Net (profit)/loss attributable to outside equity interest					(9)	1	(8)	16		8
<b>Net profit/(loss) attributable to members of the Company</b>		1,868	835	310	877	(109)	3,781	174		3,955
Distributions										(183)
<b>Earnings attributable to ordinary shareholders</b>										3,772

- (1) Other includes Group Funding, Corporate Centre and elimination entries within Total Banking.
- (2) Elimination of inter-divisional income and expenses (eg. revenue sharing arrangements between divisions).
- (3) Net life insurance income is the profit before tax excluding net interest income of the life insurance and investments businesses of the statutory funds of the life insurance companies of the Group.
- (4) Other operating income excludes the net interest income and net life insurance income and revaluation profit/(loss).
- (5) Operating expenses excludes the life insurance expenses incorporated within net life insurance income (Wealth Management only). It includes pension expenses.

Half Year to 30 September 2004	Note	FSA \$m	FSE \$m	FSNZ \$m	CIB \$m	Other(1) \$m	Total Banking \$m	WM \$m	Elimina- tions(2) \$m	Total Group \$m
Net interest income	2									
Net life insurance income (3)	6									
Other operating income (4)	7									
Net operating income										
Operating expenses (5)	8									
Underlying profit										
Charge to provide for doubtful debts	10									
Cash earnings before tax										
Income tax expense - net life insurance income	6									
Income tax (expense)/benefit - other	12									
<b>Cash earnings before significant items, distributions and outside equity interest</b>										
Wealth Management revaluation loss after tax										
Goodwill amortisation										
<b>Net profit/(loss) before significant items</b>										
Significant items after tax	13									
<b>Net profit/(loss)</b>										
Net profit attributable to outside equity interest										
<b>Net profit/(loss) attributable to members of the Company</b>										
Distributions										
<b>Earnings attributable to ordinary shareholders</b>										

- (1) Other includes Group Funding, Corporate Centre and elimination entries within Total Banking.
- (2) Elimination of inter-divisional income and expenses (eg. revenue sharing arrangements between divisions).
- (3) Net life insurance income is the profit before tax excluding net interest income of the life insurance and investments businesses of the statutory funds of the life insurance companies of the Group.
- (4) Other operating income excludes the net interest income and net life insurance income and revaluation profit/(loss).
- (5) Operating expenses excludes the life insurance expenses incorporated within net life insurance income (Wealth Management only). It includes pension expenses.

Half Year to 31 March 2004	Note	FSA \$m	FSE \$m	FSNZ \$m	CIB \$m	Other(1) \$m	Total Banking \$m	WM \$m	Elimina- tions(2) \$m	Total Group \$m
Net interest income	2	1,799	1,043	335	371	(29)	3,519	66		3,585
Net life insurance income (3)	6							455		455
Other operating income (4)	7	989	410	160	596	(45)	2,110	412	(66)	2,456
Net operating income		2,788	1,453	495	967	(74)	5,629	933	(66)	6,496
Operating expenses (5)	8	(1,254)	(895)	(246)	(400)	(71)	(2,866)	(436)	66	(3,236)
Underlying profit		1,534	558	249	567	(145)	2,763	497		3,260
Charge to provide for doubtful debts	10	(105)	(100)	(12)	(88)		(305)			(305)
Cash earnings before tax		1,429	458	237	479	(145)	2,458	497		2,955
Income tax expense - net life insurance income	6							(213)		(213)
Income tax (expense)/benefit - other	12	(430)	(150)	(79)	(99)	28	(730)	(5)		(735)
<b>Cash earnings before significant items, distributions and outside equity interest</b>		999	308	158	380	(117)	1,728	279		2,007
Wealth Management revaluation profit after tax								148		148
Goodwill amortisation		(6)	(31)	(1)		(15)	(53)			(53)
<b>Net profit/(loss) before significant items</b>		993	277	157	380	(132)	1,675	427		2,102
Significant items after tax	13				(252)	379	127			127
<b>Net profit</b>		993	277	157	128	247	1,802	427		2,229
Net profit attributable to outside equity interest					(5)		(5)	(58)		(63)
<b>Net profit attributable to members of the Company</b>		993	277	157	123	247	1,797	369		2,166
Distributions										(94)
<b>Earnings attributable to ordinary shareholders</b>										2,072

- (1) Other includes Group Funding, Corporate Centre and elimination entries within Total Banking.
- (2) Elimination of inter-divisional income and expenses (eg. revenue sharing arrangements between divisions).
- (3) Net life insurance income is the profit before tax excluding net interest income of the life insurance and investments businesses of the statutory funds of the life insurance companies of the Group.
- (4) Other operating income excludes the net interest income and net life insurance income and revaluation profit/(loss).
- (5) Operating expenses excludes the life insurance expenses incorporated within net life insurance income (Wealth Management only). It includes pension expenses.

## Detailed Financial Information - Note 2: Net Interest Income

## 2. NET INTEREST INCOME

	Note	Half Year to Sep 04 \$m	Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
<b>Group</b>							
Interest income							
Loans to customers			7,589			14,425	
Other			1,485			2,597	
Total interest income	7		9,074			17,022	
Interest expense							
Deposits and other borrowings			(4,237)			(6,809)	
Other			(1,252)			(2,794)	
Total interest expense	8		(5,489)			(9,603)	
<b>Net interest income</b>			3,585			7,419	
<b>By Division</b>							
Financial Services Australia			1,799			3,519	
Financial Services Europe			1,043			2,327	
Financial Services New Zealand			335			651	
Retail Banking			3,177			6,497	
Corporate & Institutional Banking			371			848	
Other (incl. Group Funding & Corporate Centre)			(29)			(43)	
Total Banking			3,519			7,302	
Wealth Management			66			117	
<b>Net interest income</b>			3,585			7,419	

## Detailed Financial Information - Note 3: Net Interest Margins &amp; Spreads

## 3. NET INTEREST MARGINS &amp; SPREADS

	Sep 04 %	Half Year to Mar 04 %	Fav / (Unfav) Change on Mar 04 basis pts	Sep 04 %	Year to Sep 03 %	Fav / (Unfav) Change on Sep 03 basis pts
<b>Group</b>						
Gross interest spread (1)		1.98			2.21	
Interest forgone on impaired assets		(0.03)			(0.03)	
<b>Net interest spread (2)</b>		1.95			2.18	
Benefit of net free liabilities, provisions and equity		0.45			0.35	
<b>Net interest margin (3)</b>		2.40			2.53	
<b>By Region</b>						
<b>Australia (4)</b>						
Gross interest spread (1)		2.01			2.37	
Interest forgone on impaired assets		(0.02)			(0.04)	
<b>Net interest spread (2)</b>		1.99			2.33	
Benefit of net free liabilities, provisions and equity		0.31			0.18	
<b>Net interest margin (3)</b>		2.30			2.51	
<b>Europe (4)</b>						
Gross interest spread (1)		1.94			2.07	
Interest forgone on impaired assets		(0.02)			(0.02)	
<b>Net interest spread (2)</b>		1.92			2.05	
Benefit of net free liabilities, provisions and equity		0.61			0.50	
<b>Net interest margin (3)</b>		2.53			2.55	
<b>Other International (4)</b>						
Gross interest spread (1)		1.68			1.55	
Interest forgone on impaired assets		(0.02)			(0.02)	
<b>Net interest spread (2)</b>		1.66			1.53	
Benefit of net free liabilities, provisions and equity		0.06			0.23	
<b>Net interest margin (3)</b>		1.72			1.76	

(1) Gross interest spread represents the difference between the average interest rate earned (inclusive of interest forgone on impaired assets) and the average interest rate incurred on funds.

(2) Net interest spread represents the difference between the average interest rate earned and the average interest rate incurred on funds.

(3) Net interest margin is net interest income as a percentage of average interest-earning assets.

*(4) Australia, Europe and Other International include intragroup cross border loans/borrowings and associated interest.*

Reconciliation of divisional margins to Group margin	Interest earning assets (\$bn) (1)						Net interest income (\$m)					
	Year to Sep 04		Year to Sep 03		Variance		Year to Sep 04		Year to Sep 03		Variance	
	\$bn	Mix%	\$bn	Mix%	\$bn	%	\$m	Mix%	\$m	Mix%	\$m	%
Financial Services Australia			112.1	38					3,519	48		
Financial Services Europe			54.2	19					2,327	31		
Financial Services New Zealand			24.0	8					651	9		
<b>Retail Banking</b>			<b>190.3</b>	<b>65</b>					<b>6,497</b>	<b>88</b>		
Wealth Management			7.0	2					117	2		
Corporate & Institutional Banking			136.4	46					848	11		
Other			10.3	4					(43)	(1)		
Inter-divisional eliminations			(50.7)	(17)								
<b>Group</b>			<b>293.3</b>	<b>100</b>					<b>7,419</b>	<b>100</b>		

Reconciliation of divisional margins to Group margin (cont d)	Net interest margin			Contribution to Group margin (2)		
	Sep 04	Sep 03	Variance	Sep 04	Sep 03	Variance
Financial Services Australia		3.14%			1.20%	
Financial Services Europe		4.30%			0.79%	
Financial Services New Zealand		2.71%			0.22%	
<b>Retail Banking</b>		<b>3.42%</b>			<b>2.21%</b>	
Wealth Management		1.65%			0.04%	
Corporate & Institutional Banking		0.62%			0.29%	
Other		(0.42)%			(0.01)%	
Inter-divisional eliminations						
<b>Group</b>					<b>2.53%</b>	

(1) Interest-earning assets include intercompany balances.

(2) Divisional net interest margin multiplied by % share of Group average interest-earning assets.



By Division	Sep 04 %	Half Year to Mar 04 %	Fav / (Unfav) Change on Mar 04 Basis pts	Sep 04 %	Year to	Sep 03 %	Fav / (Unfav) Change on Sep 03 Basis pts
<b>Net interest margin</b>							
Financial Services Australia		2.91				3.14	
Financial Services Europe		4.16				4.30	
Financial Services New Zealand		2.56				2.71	
Corporate & Institutional Banking		0.56				0.62	
<b>Net interest spread</b>							
Financial Services Australia		2.39				2.68	
Financial Services Europe		3.69				3.82	
Financial Services New Zealand		2.78				3.00	

## Detailed Financial Information - Note 4: Average Balance Sheet &amp; Related Interest

## 4. AVERAGE BALANCE SHEET &amp; RELATED INTEREST

The following tables set forth the major categories of interest-earning assets and interest-bearing liabilities, together with their respective interest rates earned or paid by the Group. Averages are predominantly daily averages. Interest income figures include interest income on non-accruing loans to the extent cash payments have been received. Amounts classified as Other International represent interest-earning assets or interest-bearing liabilities of the controlled entities and overseas branches, excluding Europe. Non-accrual loans are included with interest-earning assets within loans and advances.

## Average assets and interest income

	Year ended Sep 04			Year ended Sep 03		
	Average balance \$m	Interest \$m	Average rate %	Average balance \$m	Interest \$m	Average rate %
<b>Interest-earning assets</b>						
Due from other financial institutions						
<i>Australia</i>				8,022	349	4.35
<i>Europe</i>				19,944	668	3.35
<i>Other International</i>				3,264	76	2.33
Regulatory deposits						
<i>Europe</i>				140	2	1.43
<i>Other International</i>				71		
Marketable debt securities (1)						
<i>Australia</i>				16,433	803	4.89
<i>Europe</i>				9,622	394	4.09
<i>Other International</i>				8,444	254	3.01
Loans and advances (2)						
<i>Australia</i>				125,641	8,528	6.79
<i>Europe</i>				61,826	3,636	5.88
<i>Other International</i>				35,038	2,261	6.45
Other interest-earning assets (3)						
<i>Australia</i>				1,129	(102)	n/a
<i>Europe</i>				2,126	109	n/a
<i>Other International</i>				1,618	44	n/a
Intragroup loans (4)						
<i>Europe</i>				8,719	374	4.29
<i>Other International</i>				9,357	248	2.65
<b>Average interest-earning assets and interest income incl. intragroup loans by:</b>						
<i>Australia</i>				151,225	9,578	6.33
<i>Europe</i>				102,377	5,183	5.06
<i>Other International</i>				57,792	2,883	4.99
<b>Total average interest-earning assets and interest income incl. intragroup loans</b>						
				311,394	17,644	5.67



	Year ended Sep 04			Year ended Sep 03		
	Average balance \$m	Interest \$m	Average rate %	Average balance \$m	Interest \$m	Average rate %
Intragroup loans eliminations				(18,076)	(622)	3.44
<b>Total average interest-earning assets by:</b>						
<i>Australia</i>				151,225	9,578	6.33
<i>Europe</i>				93,658	4,809	5.13
<i>Other International</i>				48,435	2,635	5.44
<b>Total average interest-earning assets</b>				293,318	17,022	5.80
<b>Non-interest-earning assets</b>						
Investments relating to life insurance business (5)						
<i>Australia</i>				31,246		
<i>Europe</i>				291		
<i>Other International</i>				199		
Acceptances						
<i>Australia</i>				21,346		
<i>Europe</i>				122		
<i>Other International</i>				13		
Property, plant and equipment						
<i>Australia</i>				1,362		
<i>Europe</i>				746		
<i>Other International</i>				119		
Other assets (6)						
<i>Australia</i>				22,454		
<i>Europe</i>				18,120		
<i>Other International</i>				7,269		
<b>Total average non-interest-earning assets by:</b>						
<i>Australia</i>				76,408		
<i>Europe</i>				19,279		
<i>Other International</i>				7,600		
<b>Total average non-interest-earning assets</b>				103,287		
Provision for doubtful debts						
<i>Australia</i>				(1,200)		
<i>Europe</i>				(767)		
<i>Other International</i>				(289)		
<b>Total average assets by:</b>						
<i>Australia</i>				226,433		
<i>Europe</i>				112,170		
<i>Other International</i>				55,746		
<b>Total average assets</b>				394,349		
Percentage of total average assets applicable to international operations				42.6%		

## Average liabilities and interest expense

	Year ended Sep 04			Year ended Sep 03		
	Average balance \$m	Interest \$m	Average rate %	Average balance \$m	Interest \$m	Average rate %
<b>Interest-bearing liabilities</b>						
Term deposits and certificates of deposit (1) (7) (8)						
<i>Australia</i>				38,335	1,652	4.31
<i>Europe</i>				30,097	952	3.16
<i>Other International</i>				21,105	863	4.09
Savings (short-term) deposits (7)						
<i>Australia</i>				8,010	337	4.21
<i>Europe</i>				14,347	289	2.01
<i>Other International</i>				3,243	107	3.30
Other on-demand deposits (7)						
<i>Australia</i>				36,290	1,041	2.87
<i>Europe</i>				14,081	221	1.57
<i>Other International</i>				7,730	118	1.53
Government and Official Institutions						
<i>Australia</i>				894	36	4.03
<i>Other International</i>				1,948	23	1.18
Due to other financial institutions						
<i>Australia</i>				13,182	548	4.16
<i>Europe</i>				25,426	980	3.85
<i>Other International</i>				14,764	314	2.13
Short-term borrowings (7)						
<i>Australia</i>				6,665	315	4.73
<i>Europe</i>				45	2	4.44
<i>Other International</i>				4,125	48	1.16
Long-term borrowings						
<i>Australia</i>				22,143	791	3.57
<i>Other International</i>				577	25	4.33
Other interest-bearing liabilities						
<i>Australia</i>				835	424	n/a
<i>Europe</i>				2	1	n/a
<i>Other International</i>				1	371	n/a
Loan Capital						
<i>Australia</i>				399	20	5.01
<i>Europe</i>				1,246	125	10.03
Intragroup loans (4)						
<i>Australia</i>				18,076	622	3.44
<b>Average interest-bearing liabilities and interest expense incl. intragroup loans by:</b>						
<i>Australia</i>				144,829	5,786	4.00
<i>Europe</i>				85,244	2,570	3.01
<i>Other International</i>				53,493	1,869	3.49
<b>Total average interest-bearing liabilities and interest expense incl. intragroup loans</b>				283,566	10,225	3.61



	Year ended Sep 04			Year ended Sep 03		
	Average balance \$m	Interest \$m	Average rate %	Average balance \$m	Interest \$m	Average rate %
Intragroup loans eliminations				(18,076)	(622)	3.44
<b>Total average interest-bearing liabilities and interest expense by:</b>						
<i>Australia</i>				126,753	5,164	4.07
<i>Europe</i>				85,244	2,570	3.01
<i>Other International</i>				53,493	1,869	3.49
<b>Total average interest-bearing liabilities and interest expense</b>				265,490	9,603	3.62
<b>Non-interest-bearing liabilities</b>						
Deposits not bearing interest						
<i>Australia</i>				5,215		
<i>Europe</i>				5,776		
<i>Other International</i>				1,273		
Liability on acceptances						
<i>Australia</i>				21,346		
<i>Europe</i>				122		
<i>Other International</i>				13		
Life insurance policy liabilities (5)						
<i>Australia</i>				30,782		
<i>Europe</i>				220		
<i>Other International</i>				310		
Other liabilities (6)						
<i>Australia</i>				16,485		
<i>Europe</i>				18,060		
<i>Other International</i>				5,146		
<b>Total average non-interest-bearing liabilities by:</b>						
<i>Australia</i>				73,828		
<i>Europe</i>				24,178		
<i>Other International</i>				6,742		
<b>Total average non-interest-bearing liabilities</b>				104,748		

**Equity**

	Year ended Sep 04			Year ended Sep 03		
	Average balance \$m	Interest \$m	Average rate %	Average balance \$m	Interest \$m	Average rate %
<b>Equity</b>						
Ordinary shares				6,559		
Preference share capital				730		
Trust Preferred Securities				5		
National Income Securities				1,945		
Contributed equity				9,239		
Reserves				1,285		
Retained profits				12,735		
Parent entity interest				23,259		
Outside equity interest in controlled entities				852		
<b>Equity</b>				<b>24,111</b>		
<b>Total liabilities and equity</b>				<b>394,349</b>		
Percentage of total average liabilities applicable to international operations						45.8%

(1) Interest income associated with NAB-issued certificates of deposit repurchased by the Group has been reclassified from marketable debt securities to term deposits and certificates of deposit. For the September 2003 year, an amount of \$78 million was reclassified.

(2) Includes non-accrual loans.

(3) Includes interest on derivatives and escrow deposits.

(4) The calculations for Australia, Europe and Other International include intragroup cross border loans/borrowings and associated interest.

(5) Included within investments relating to life insurance business are interest-earning debt securities. The interest earned from these securities is reported in life insurance income, and has therefore been treated as non-interest earning for the purposes of this note. The assets and liabilities held in the statutory funds of the Group's Australian life insurance business are subject to the restrictions of the Life Insurance Act 1995.

(6) To ensure consistent classification across notes to the financial statements, the gross up of trading derivatives for Europe and Other International has been revised. For the September 2003 year, these gross up amounts are \$9,934 million (Europe) and \$2,154 million (Other International) respectively.

(7) To ensure consistent classification across notes to the financial statements, some amounts were reclassified within categories of deposits and other borrowings. For the September 2003 year, an amount of \$12,238 million was reclassified from term deposits and certificates of deposit to savings (short-term) deposits \$908 million, other demand deposits \$5,110 million and short-term borrowings \$6,220 million. Associated interest expense was also reclassified.

(8) The sum of term deposits and certificates of deposit equate to time deposits.





## Detailed Financial Information - Note 5: Gross Loans &amp; Advances

## 5. GROSS LOANS &amp; ADVANCES

	Sep 04 \$m	As at Mar 04 \$m	Sep 03 \$m	Mar 04 %	Fav / (Unfav) Change on Sep 03 %
<b>By region</b>					
Australia		144,075	136,099		
Europe		59,290	59,227		
New Zealand		28,994	27,699		
United States		2,685	3,367		
Asia		3,056	3,516		
<b>Total gross loans and advances</b>		238,100	229,908		
<b>Securitised loans</b>		426	585		

<b>By product</b>					
Housing		118,866	111,487		
Term lending		75,258	74,230		
Overdrafts		16,656	17,205		
Leasing		15,288	14,977		
Credit cards		6,645	6,609		
Other		5,387	5,400		
<b>Total gross loans and advances</b>		238,100	229,908		

By product & region	As at Sep 04					Total \$m
	Australia \$m	Europe \$m	New Zealand \$m	United States \$m	Asia \$m	
Housing						
Term lending						
Overdrafts						
Leasing						
Credit cards						
Other						
<b>Total gross loans and advances</b>						

Movement from March 2004 excluding foreign exchange	Increase / (Decrease) from Mar 04					Total %
	Australia %	Europe %	New Zealand %	United States %	Asia %	
Housing						
Term lending						
Overdrafts						
Leasing						
Credit cards						
Other						
<b>Total gross loans and advances</b>						

Movement from September 2003 excluding foreign exchange	Increase / (Decrease) from Sep 03					Total %
	Australia %	Europe %	New Zealand %	United States %	Asia %	
Housing						
Term lending						
Overdrafts						
Leasing						
Credit cards						
Other						
<b>Total gross loans and advances</b>						

By Division	FSA \$m	FSE \$m	FSNZ \$m	CIB \$m	WM \$m	Other (1) \$m	Total Group \$m
<b>As at 30 September 2004</b>							
Housing lending							
Non-housing lending							
<b>Total gross loans and advances</b>							
<b>As at 31 March 2004</b>							
Housing lending	84,319	17,184	12,236	601	4,952	(426)	<b>118,866</b>
Non-housing lending	41,335	29,218	10,584	37,122	2,211	(1,236)	<b>119,234</b>
<b>Total gross loans and advances</b>	<b>125,654</b>	<b>46,402</b>	<b>22,820</b>	<b>37,723</b>	<b>7,163</b>	<b>(1,662)</b>	<b>238,100</b>
<b>As at 30 September 2003</b>							
Housing lending	79,062	16,570	11,309	590	4,541	(585)	<b>111,487</b>
Non-housing lending	39,277	29,287	10,178	38,072	2,000	(393)	<b>118,421</b>
<b>Total gross loans and advances</b>	<b>118,339</b>	<b>45,857</b>	<b>21,487</b>	<b>38,662</b>	<b>6,541</b>	<b>(978)</b>	<b>229,908</b>

(1) Other housing lending includes securitised loans. Other non-housing lending includes Group Funding, Corporate Centre and intra-group elimination entries.

## Detailed Financial Information - Note 6: Net Life Insurance Income

## 6. NET LIFE INSURANCE INCOME

	Sep 04 \$m	Half Year to Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Sep 04 \$m	Year to Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
Premium and related revenue		456			949	
Investment revenue		2,427			2,759	
Life insurance income		2,883			3,708	
Claims expense		(357)			(958)	
Change in policy liabilities		(1,703)			(1,518)	
Policy acquisition and maintenance expense		(346)			(713)	
Investment management fees		(22)			(75)	
Life insurance expenses		(2,428)			(3,264)	
<b>Net life insurance income</b>		455			444	
Interest expense - life insurance funds		(10)			(20)	
<b>Profit of life insurance funds before income tax</b>		445			424	
Income tax expense - life insurance funds		(213)			(126)	
<b>Net profit of life insurance funds before outside equity interest</b>		232			298	
Net (profit)/ loss attributable to outside equity interest		(58)			16	
<b>Net profit of life insurance funds after outside equity interest</b>		174			314	

*Sources of Operating Profit from Life Companies life insurance funds*

Life company - planned profit margins	127	240
Life company - experience profit/(loss)	3	6
Capitalised losses		10
<b>Life company operating margins (1)</b>	130	256
Investment earnings on shareholders retained profits and capital from life businesses	44	58
<b>Net profit of life insurance funds after outside equity interest (2)</b>	174	314

(1) Reflects operating profit of all business written through life insurance funds, irrespective of the business type

*(investment or insurance).*

*(2) Net profit after outside equity interest of life companies life insurance funds differs to operating profit after tax and outside equity interest on page 20 as it excludes NAFiM investor compensation and associated costs, strategic investment expenditure, and operating profits from the non-life businesses.*

Net life insurance income is the profit before tax excluding net interest income of the life insurance and investments businesses of the life insurance funds of the life insurance companies of the Group. Refer to note 54 of the Group's annual financial report 2004 for further details.

## Detailed Financial Information - Note 7: Revenue

## 7. REVENUE

		Half Year to		Fav / (Unfav) Change on	Year to		Fav / (Unfav) Change on
	Note	Sep 04 \$m	Mar 04 \$m	Mar 04 %	Sep 04 \$m	Sep 03 \$m	Sep 03 %
<b>Interest income</b>	<b>2</b>		9,074			17,022	
Premium and related revenue			456			949	
Investment revenue			2,427			2,759	
<b>Life insurance income</b>	<b>6</b>		2,883			3,708	
Wealth Management other operating income			412			733	
Revaluation profit/(loss)			7			(160)	
<b>Wealth Management total income (1)</b>			419			573	
<b>Total Banking other operating income</b>							
Dividends received			22			39	
Profit on sale of property, plant and equipment and other assets			6			36	
Loan fees from banking			720			1,427	
Money transfer fees			486			1,023	
Trading income (before significant items)			340			625	
Foreign exchange income			(4)			12	
Fees and commissions			367			757	
Fleet service fees			49			85	
Other income			124			390	
<b>Total Banking other operating income</b>			2,110			4,394	
Eliminations			(66)			(117)	
<b>Banking other operating income net of eliminations</b>			2,044			4,277	
<b>Total revenue before significant items</b>			14,420			25,580	
<b>Significant revenue</b>							
Proceeds from the sale of strategic shareholdings	<b>13</b>		993				
<b>Total revenue from ordinary activities</b>			15,413			25,580	

(1) Wealth Management total income excludes life insurance income. Refer to note 6 for further details.

**Other operating income (before revaluation profit/(loss) and significant income) by Division**

	Sep 04	Half Year to	Mar 04	Fav / (Unfav) Change on Mar 04	Sep 04	Year to	Sep 03	Fav / (Unfav) Change on Sep 03
	\$m		\$m	%	\$m		\$m	%
Financial Services Australia			989				1,950	
Financial Services Europe			410				938	
Financial Services New Zealand			160				329	
Retail Banking			1,559				3,217	
Corporate & Institutional Banking			596				1,102	
Other (incl. Group Funding & Corporate Centre)			(45)				75	
<b>Total Banking</b>			<b>2,110</b>				<b>4,394</b>	
Wealth Management			412				733	
Eliminations			(66)				(117)	
<b>Other operating income</b>			<b>2,456</b>				<b>5,010</b>	



## Detailed Financial Information - Note 8: Expenses

## 8. EXPENSES

	Note	Half Year to		Fav / (Unfav) Change on Mar 04	Year to		Fav / (Unfav) Change on Sep 03
		Sep 04 \$m	Mar 04 \$m	%	Sep 04 \$m	Sep 03 \$m	%
<b>Interest expense</b>	<b>2</b>		5,489			9,603	
Claims expense			357			958	
Change in policy liabilities			1,703			1,518	
Policy acquisition and maintenance expense			346			713	
Investment management fees			22			75	
<b>Life insurance expenses</b>	<b>6</b>		2,428			3,264	
<b>Wealth Management other operating expenses (1)</b>			436			806	
<b>Total Banking other operating expenses</b>							
Personnel expenses							
Salaries and related on costs			1,262			2,538	
Superannuation			136			207	
Other			133			235	
			1,531			2,980	
Occupancy expenses							
Rental on operating leases			124			257	
Depreciation and amortisation			33			65	
Other			121			210	
			278			532	
General expenses							
Advertising and marketing			94			161	
Non-lending losses			47			65	
Communications, postage and stationery			182			379	
Depreciation and amortization			159			310	
Fees and commissions			48			84	
Computer equipment and software			139			277	
Rental on operating leases			36			61	
Professional fees			121			277	
Travel			30			63	
Freight and cartage			37			68	
Operational (bank & bureau) charges			39			88	
Other expenses			125			320	
			1,057			2,153	
<b>Total Banking other operating expenses</b>			2,866			5,665	
Eliminations			(66)			(117)	
<b>Banking other operating expenses net of eliminations</b>			2,800			5,548	
<b>Other operating expenses</b>			3,236			6,354	
<b>Total operating expenses before significant items, goodwill and charge to provide for doubtful debts</b>			11,153			19,221	

*(1) Wealth Management other operating expenses excludes life insurance expenses. Refer to note 6 for further details.*

	Note	Half Year to Sep 04 \$m	Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Year to Sep 04 \$m	Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
<b>Significant expenses</b>							
Cost of sale of strategic shareholdings	13		678				
Foreign currency options trading losses	13		360				
Reversal of HomeSide non-lending loss provision	13		(64)				
<b>Total significant expenses</b>			974				
<b>Total operating expenses before goodwill and charge to provide for doubtful debts</b>			12,127			19,221	
Amortisation of goodwill			53			98	
Charge to provide for doubtful debts	10		305			633	
<b>Total operating expenses after significant Items</b>			12,485			19,952	

**Operating expenses (before goodwill, significant expenses and charge to provide for doubtful debts) by Division**

	Half Year to Sep 04 \$m	Mar 04 \$m	Fav / (Unfav) Change on Mar 04 %	Year to Sep 04 \$m	Sep 03 \$m	Fav / (Unfav) Change on Sep 03 %
Financial Services Australia		1,254			2,502	
Financial Services Europe		895			1,719	
Financial Services New Zealand		246			493	
Retail Banking		2,395			4,714	
Corporate & Institutional Banking		400			755	
Other (incl. Group Funding & Corporate Centre)		71			196	
<b>Total Banking</b>		2,866			5,665	
Wealth Management		436			806	
Eliminations		(66)			(117)	
<b>Other operating expenses</b>		3,236			6,354	

**Restructuring expenses**

During 2002 the Group recognised restructuring costs of \$580 million (\$412 million after tax) resulting from its Positioning for Growth (PfG) program and related restructuring activities.

	Redundancies \$m	Occu- pancy \$m	Other \$m	Total \$m
Total 2002 expenditure/provision	327	68	185	580
Expenditure in 2002 year	(101)	(20)	(177)	(298)
Provision balance as at 30 September 2002	226	48	8	282
Foreign exchange impact	(16)	(3)	(1)	(20)
Expenditure in September 2003 year	(131)	(18)	(3)	(152)
<b>Provision balance as at 30 September 2003</b>	<b>79</b>	<b>27</b>	<b>4</b>	<b>110</b>
Foreign exchange impact				
Expenditure in September 2004 year				

**Provision balance as at 30 September 2004**

51

---

**Detailed Financial Information - Note 9: Full Time Equivalent Employees****9. FULL TIME EQUIVALENT EMPLOYEES (1)**

<b>By Region</b>	<b>Sep 04 No.</b>	<b>As at Mar 04 No.</b>	<b>Sep 03 No.</b>	<b>Mar 04 %</b>	<b>Change on Sep 03 %</b>
Australia		24,442	23,880		
Europe		13,307	13,104		
New Zealand		4,661	4,688		
United States		140	136		
Asia		732	732		
<b>Total full time equivalent employees (FTEs)</b>		<b>43,282</b>	<b>42,540</b>		
<b>By Division</b>					
Financial Services Australia		17,663	17,233		
Financial Services Europe		11,661	11,411		
Financial Services New Zealand		4,238	4,257		
Retail Banking		33,562	32,901		
Corporate & Institutional Banking		2,720	2,624		
Other (incl. Group Funding & Corporate Centre)		932	841		
Total Banking		37,214	36,366		
Wealth Management		6,068	6,174		
<b>Total full time equivalent employees (FTEs)</b>		<b>43,282</b>	<b>42,540</b>		
<b>Average half year FTEs</b>		<b>42,986</b>	<b>43,064</b>		

(1) Full-time equivalent staff include part-time staff (pro-rated) and non-payroll FTEs (ie. contractors).

## Detailed Financial Information - Note 10: Doubtful Debts

## 10. DOUBTFUL DEBTS

Total charge for doubtful debts by Region	Half Year to		Fav / (Unfav)	Year to		Fav / (Unfav)
	Sep 04 \$m	Mar 04 \$m	Change on Mar 04 %	Sep 04 \$m	Sep 03 \$m	Change on Sep 03 %
Australia		143			321	
Europe		147			277	
New Zealand		12			11	
United States		4			34	
Asia		(1)			(10)	
<b>Total charge to provide for doubtful debts</b>		<b>305</b>			<b>633</b>	
<b>Total charge for doubtful debts by Division</b>						
Financial Services Australia		105			298	
Financial Services Europe		100			247	
Financial Services New Zealand		12			21	
Retail Banking		217			566	
Corporate & Institutional Banking		88			70	
Other (incl. Group Funding & Corporate Centre)					(4)	
Total Banking		305			632	
Wealth Management					1	
<b>Total charge to provide for doubtful debts</b>		<b>305</b>			<b>633</b>	

## Movement in provisions for doubtful debts

	Year to Sep 04			Year to Sep 03		
	Specific \$m	General \$m	Total \$m	Specific \$m	General \$m	Total \$m
<b>Opening balance</b>				553	2,022	2,575
Transfer to/(from) specific/general provision				746	(746)	
Bad debts recovered				217		217
Bad debts written off				(1,015)		(1,015)
Charge to profit and loss					633	633
Foreign currency translation and consolidation adjustments				(38)	(116)	(154)
<b>Total provisions for doubtful debts</b>				<b>463</b>	<b>1,793</b>	<b>2,256</b>

## Detailed Financial Information - Note 11: Asset Quality

## 11. ASSET QUALITY

Summary of impaired assets	Sep 04	As at	Sep 03	Change on	Sep 03
	\$m	Mar 04	\$m	Mar 04	Mar 03
		\$m		%	%
Gross non-accrual loans (1)		1,434	1,633		
Gross restructured loans					
Gross assets acquired through security enforcement			2		
<b>Gross impaired assets</b>		1,434	1,635		
Less: Specific provisions - non-accrual loans		(441)	(422)		
<b>Net impaired assets</b>		993	1,213		

(1) As at 30 September 2001 through to 31 March 2004, a certain Australian exposure was classified as performing. However the classification of this exposure as non-accrual during this period is now considered more appropriate, and comparative information for these years has been restated to include the balance of this exposure including accrued interest of \$263 million at 31 March 2004 and \$254 million at 30 September 2003.

Total impaired assets by region	As at Sep 04		As at Mar 04		As at Sep 03	
	Gross \$m	Net \$m	Gross \$m	Net \$m	Gross \$m	Net \$m
Australia			770	559	912	674
Europe			347	199	375	248
New Zealand			37	17	202	187
United States			277	218	145	104
Asia			3		1	
<b>Total impaired assets</b>			1,434	993	1,635	1,213

Movement in gross impaired assets	Australia	Europe	New	United	Asia	Total
	\$m	\$m	Zealand \$m	States \$m	\$m	\$m
<b>Balance at 31 March 2003</b>	1,086	447	35	241	1	1,810
New	238	131	199			568
Written off	(289)	(156)	(3)	(35)		(483)
Returned to performing or repaid	(123)	(20)	(23)	(41)		(207)
Foreign currency translation adjustments		(27)	(6)	(20)		(53)
<b>Balance at 30 September 2003</b>	912	375	202	145	1	1,635
New	158	149	25	160	2	494
Written off	(189)	(34)	(1)			(224)
Returned to performing or repaid	(111)	(135)	(190)	(9)		(445)
Foreign currency translation adjustments		(8)	1	(19)		(26)
<b>Balance at 31 March 2004</b>	770	347	37	277	3	1,434
New						
Written off						
Returned to performing or repaid						
Foreign currency translation adjustments						
<b>Gross impaired assets at 30 September 2004</b>						





<b>Gross non-accrual loans to gross loans &amp; acceptances - by region</b>	<b>Sep 04</b>	<b>As at Mar 04</b>	<b>Sep 03</b>
	<b>%</b>	<b>%</b>	<b>%</b>
Australia		0.48	0.59
Europe		0.58	0.63
New Zealand		0.13	0.73
United States		10.32	4.31
Asia		0.10	0.03
<b>Total gross non-accrual loans to gross loans &amp; acceptances</b>		<b>0.57</b>	<b>0.65</b>
<b>Group provisioning coverage ratios</b>			
Net impaired assets to total equity (1)		4.1	5.0
Net impaired assets to total equity plus general provision (1)		3.8	4.6
Specific provision to gross impaired assets		33.5	28.3
General and specific provisions to gross impaired assets		157.8	138.0
General provision to risk-weighted assets		0.64	0.71

(1) Total parent entity interest in equity.

The amounts below are not classified as impaired assets and therefore are not included in the summary on the previous page.

<b>Memorandum disclosure</b>	<b>Sep 04</b>	<b>As at Mar 04</b>	<b>Sep 03</b>	<b>Change on</b>	
	<b>\$m</b>	<b>\$m</b>	<b>\$m</b>	<b>Mar 04</b>	<b>Sep 03</b>
				<b>%</b>	<b>%</b>
Accruing loans past due 90 days or more with adequate security (net) (2)		563	492		
Accruing portfolio facilities past due 90 to 180 days (net)		28	23		
<b>90 days past due loans - by region (2)</b>					
Australia		517	436		
Europe		33	41		
New Zealand		11	15		
Asia		2			
<b>Total 90 day past due loans (2)</b>		<b>563</b>	<b>492</b>		

(2) The Group has revised its data collection procedures for establishing its 90 day past due exposures. This process now includes loans that are identified by the internal categories watch or substandard and are in arrears 90 days or more.

## Detailed Financial Information - Note 12: Income Tax Reconciliation

## 12. INCOME TAX RECONCILIATION

Group	Half Year to		Year to	
	Sep 04 \$m	Mar 04 \$m	Sep 04 \$m	Sep 03 \$m
<b>Profit from ordinary activities before income tax expense</b>				
Australia		1,967		3,309
Overseas		961		2,319
Add/deduct: (Profit)/loss from ordinary activities before income tax expense attributable to the life insurance statutory funds and their controlled trusts		(445)		(424)
<b>Total profit from ordinary activities excluding that attributable to the statutory funds of the life insurance business, before income tax expense</b>		2,483		5,204
<b>Prima facie income tax at 30%</b>		745		1,561
Add/(deduct) tax effect of permanent differences:				
Assessable foreign income		13		26
Non-allowable depreciation on buildings		4		6
Rebate of tax on dividends, interest etc		(28)		(28)
Foreign tax rate differences		1		(4)
Amortisation of goodwill		16		29
Future income tax benefits no longer recognized				2
Under/(over) provision in prior year		(3)		(6)
Profit on sale of strategic shareholdings		(95)		
Reversal of HomeSide non-lending loss provision		(19)		
Effect of reset tax values on entering tax consolidation - Wealth Management (1)		(150)		
Interest expense on exchangeable capital units		16		
Other		(14)		(31)
<b>Total income tax expense on profit from ordinary activities excluding that attributable to the statutory funds of the life insurance business</b>		486		1,555
Income tax expense/(benefit) attributable to the statutory funds of the life insurance business		213		126
<b>Total income tax expense</b>		699		1,681
<b>Effective tax rate excluding statutory funds attributable to the life insurance business</b>		19.6%		29.9%
<b>By Division</b>				
Financial Services Australia		430		798
Financial Services Europe		150		402
Financial Services New Zealand		79		155
Retail Banking		659		1,355
Corporate & Institutional Banking		99		239
Other (incl. Group Funding & Corporate Centre)		(28)		(82)
Total Banking		730		1,512
Wealth Management				
Operating profit		218		129
Revaluation profit/(loss) - ordinary		9		40
Revaluation profit/(loss) - tax consolidations (1)		(150)		
<b>Total income tax expense before significant items</b>		807		1,681
Significant items		(108)		

<b>Total income tax expense</b>	699	1,681
---------------------------------	-----	-------

---

*(1) Income tax benefit that has arisen due to the National's election to consolidate for Australian income tax purposes.*

Supplementary Income Tax Reconciliation Wealth Management	Half Year to		Year to	
	Sep 04 \$m	Mar 04 \$m	Sep 04 \$m	Sep 03 \$m
<b>Operating profit before income tax</b>				
Australia		459		426
Overseas		38		61
Add/deduct: (Profit)/loss from ordinary activities before income tax expense attributable to the life insurance statutory funds and their controlled trusts		(445)		(424)
<b>Total profit from ordinary activities excluding that attributable to the statutory funds of the life insurance business, before income tax expense</b>		52		63
<b>Prima facie income tax at 30%</b>		16		19
Add/(deduct) tax effect of permanent differences:				
Foreign tax rate differences				1
Under/(over) provision in prior year		(3)		(3)
Other		(8)		(14)
<b>Total income tax expense/(benefit) on operating profit excl. that attributable to the statutory funds of the life insurance business</b>		5		3
Income tax attributable to the statutory funds of the life insurance business		213		126
<b>Total income tax expense/(benefit) attributable to operating profit</b>		218		129
<b>Effective tax rate excluding statutory funds attributable to the life insurance business</b>		9.6%		4.8%
<b>Banking operations</b>				
<b>Cash earnings before significant items before income tax</b>				
Australia		1,488		3,047
Overseas		970		2,352
<b>Total cash earnings</b>		2,458		5,399
<b>Prima facie income tax at 30%</b>		737		1,620
Add/(deduct) tax effect of permanent differences:				
Assessable foreign income		13		26
Non-allowable depreciation on buildings		4		6
Rebate of tax on dividends, interest etc		(28)		(28)
Foreign tax rate differences		1		(5)
Distributions outside the Group		(5)		(18)
Non-assessable branch income		(19)		(31)
Future income tax benefits no longer recognised				2
Over provision in prior year				(3)
Interest expense on exchangeable capital units		16		
Other		11		(57)
<b>Total income tax expense on cash earnings before significant items</b>		730		1,512
<b>Effective tax rate</b>		29.7%		28.0%

## Detailed Financial Information - Note 13: Significant Items

## 13. SIGNIFICANT ITEMS

	Half Year to	Fav / (Unfav)	Year to	Fav / (Unfav)
	Sep 04	Change on	Sep 04	Change on
	\$m	Mar 04	\$m	Sep 03
		\$m		\$m
				%
				%
<b>Disposal of strategic shareholdings</b>				
Proceeds from the sale of strategic shareholdings	993			
Cost of sale of strategic shareholdings	(678)			
Net profit on sale of strategic shareholdings	315			
<b>Foreign currency options trading losses</b>				
Foreign currency options trading losses	(360)			
Income tax benefit	108			
Net loss on foreign currency options trading losses	(252)			
<b>Cost of foreign controlled entities sold - revision of accounting estimate</b>				
Reversal of HomeSide non-lending loss provision	64			
<b>Significant items after tax</b>	127			

## Detailed Financial Information - Note 14: Exchange Rates

## 14. EXCHANGE RATES

## Exchange rates

	Statement of Financial Performance				Statement of Financial Position		
	Average Half Year to Sep 04	Mar 04	Average Year to Sep 04	Sep 03	Sep 04	Spot as at Mar 04	Sep 03
British Pounds		0.4182		0.3824		0.4138	0.4072
Euros		0.6071		0.5648		0.6200	0.5850
United States Dollars		0.7409		0.6125		0.7591	0.6804
New Zealand Dollars		1.1400		1.1142		1.1466	1.1446

## Impact on Statement of Financial Performance of exchange rate movements

Year to September 2004 since September 2003  
Favourable/(unfavourable)

	Europe \$m	New Zealand \$m	United States \$m	Asia \$m	Total \$m
Net interest income					
Other operating income					
Other operating expenses					
Charge to provide for doubtful debts					
Income tax expense					
<b>Cash earnings before significant items, distributions and outside equity interest</b>					

Half year to September 2004 since March 2004  
Favourable/(unfavourable)

	Europe \$m	New Zealand \$m	United States \$m	Asia \$m	Total \$m
Net interest income					
Other operating income					
Other operating expenses					
Charge to provide for doubtful debts					
Income tax expense					
<b>Cash earnings before significant items, distributions and outside equity interest</b>					

**Impact on Statement of Financial Position of exchange rate movements**

<b>Since September 2003 increase/(decrease)</b>	<b>Europe \$m</b>	<b>New Zealand \$m</b>	<b>United States \$m</b>	<b>Asia \$m</b>	<b>Total \$m</b>
Housing					
Term lending					
Overdrafts					
Leasing					
Credit cards					
Other					
Gross loans and advances					
Other assets					
Total assets					
Deposits and other borrowings					

<b>Since March 2004 increase/(decrease)</b>	<b>Europe \$m</b>	<b>New Zealand \$m</b>	<b>United States \$m</b>	<b>Asia \$m</b>	<b>Total \$m</b>
Housing					
Term lending					
Overdrafts					
Leasing					
Credit cards					
Other					
Gross loans and advances					
Other assets					
Total assets					
Deposits and other borrowings					

**Detailed Financial Information - Note 15: Capital Adequacy****15. CAPITAL ADEQUACY****Regulatory capital position**

Under guidelines issued by APRA, life insurance and funds management activities are excluded from the calculation of risk-weighted assets, and the related controlled entities are deconsolidated for the purposes of calculating capital adequacy. The intangible component of the investment in these controlled entities (the difference between the appraisal value and the embedded value) is deducted from Tier 1 capital, and the embedded value is deducted from the total of eligible Tier 1 and Tier 2 capital. Additionally, any profits from these activities included in the Group's results are excluded from the determination of Tier 1 capital to the extent that they have not been remitted to the Company in the form of dividends. A reconciliation of capital under the different bases is provided.

<b>Reconciliation to shareholders funds</b>	<b>Sep 04 \$m</b>	<b>As at Mar 04 \$m</b>	<b>Sep 03 \$m</b>
Contributed equity		8,949	9,728
Reserves		784	893
Retained profits		14,619	13,786
Outside equity interest		3,558	2,804
Estimated reinvestment under dividend reinvestment plan		1,265	140
Less:			
Goodwill		(682)	(740)
Estimated final dividend		(1,265)	(1,248)
Intangible assets - Wealth Management		(2,448)	(2,448)
Asset revaluation reserve		(16)	(16)
Deconsolidation of Wealth Management profits (net of dividends)		(535)	(290)
FITB (excluding FITB on the general provision for doubtful debts) (1)			(66)
Non - qualifying outside equity interest		(3,558)	(2,804)
Capitalised expenses			
<b>Tier 1 Capital</b>		<b>20,671</b>	<b>19,739</b>
Asset revaluation reserve		16	16
General provision for doubtful debts		1,254	1,248
Perpetual floating rate notes		329	367
Dated subordinated debts		5,268	5,390
Exchangeable capital units		1,262	1,262
Notional revaluation of investment securities to market		4	37
<b>Tier 2 Capital</b>		<b>8,133</b>	<b>8,320</b>
<b>Other deductions (2)</b>		<b>(2,922)</b>	<b>(3,591)</b>
<b>Total regulatory capital</b>		<b>25,882</b>	<b>24,468</b>
Risk-weighted assets - credit risk (3)		256,489	250,209
Risk-weighted assets - market risk (4)		21,750	4,057
<b>Total risk-weighted assets (3)</b>		<b>278,239</b>	<b>254,266</b>
<b>Risk adjusted capital ratios</b>			
Tier 1		7.43%	7.76%
Tier 2		2.92%	3.27%
Deductions		(1.05)%	(1.41)%
<b>Total capital</b>		<b>9.30%</b>	<b>9.62%</b>



---

(1) *APRA requires any excess FITB (excluding FITB impact on the general provision for doubtful debts) over the provision for deferred income tax liabilities be deducted from Tier 1 capital.*

(2) *Represents investment in non-consolidated controlled entities, net of intangible component deducted from Tier 1 (Mar 04: \$2,922 million, Sep 03: \$2,959 million).*

(3) *Risk-weighted assets for prior periods have been restated. The revision primarily relates to New Zealand and the reporting of unutilised limits in Corporate & Institutional Banking and to capture additional retail lending products. Certain categories of residential mortgages across risk-weightings were also reclassified. As a result, risk-weighted assets as at 30 September 2003 and 31 March 2004 have been increased by \$1,901 million and \$1,438 million respectively.*

(4) *From 31 March 2004, risk-weighted assets - market risk is calculated based on the Standard Method. Prior periods were based on the Internal Model Approach.*

Adjusted common equity ratio reconciliation	Sep 04 \$m	As at Mar 04 \$m	Sep 03 \$m
<b>Tier 1 Capital</b>		20,671	19,739
Adjusted for:			
National Income Securities		(1,945)	(1,945)
Preference shares			(730)
Trust Preferred Securities		(975)	(975)
Other deductions		(2,922)	(3,591)
<b>Adjusted common equity</b>		14,829	12,498
<b>Total risk-weighted assets</b>		278,239	254,266
<b>Adjusted common equity ratio</b>		5.33%	4.92%

Reconciliation of market value of NAFiM subsidiaries to Wealth Management deduction from capital	As at		
	Sep 04 \$m	Mar 04 \$m	Sep 03 \$m
<b>NAFiM subsidiaries market value</b>		6,662	6,633
Adjusted for:			
Net liabilities of NAFiM not in the mark to market valuation environment		(77)	(286)
Net assets of other WM entities not in the NAFiM group		41	42
Debt from the National used to fund acquisition of existing Europe and NZ businesses on 1 January 2002		(467)	(474)
Market value uplift in NAFiM upon introduction of AASB 1038 in the year to September 2000		(217)	(217)
Cumulative tax on revaluation profit and other adjustments		(37)	(1)
<b>Total Wealth Management deduction from capital</b>		5,905	5,697
<b>Represented by:</b>			
<b>Wealth Management deductions from Tier 1 Capital</b>			
Intangible Assets		2,448	2,448
Deconsolidation of Wealth Management profits (net of dividends)		535	290
<b>Wealth Management deductions from total capital</b>			
Investment in non-consolidated controlled entities (net of intangible component deducted from Tier 1)		2,922	2,959
<b>Total Wealth Management deduction from capital</b>		5,905	5,697

## Detailed Financial Information - Note 16: Cash Earnings per Share

## 16. CASH EARNINGS PER SHARE

	Year to			
	Basic	Sep 04 Diluted (1)	Basic	Sep 03 Diluted (1)
<b>Earnings (\$m)</b>				
Cash earnings before significant items (2)			4,070	4,070
Potential dilutive adjustments				
Interest expense on exchangeable capital units (3)				90
Adjusted cash earnings before significant items			4,070	4,160
<b>Weighted average ordinary shares (no. millions)</b>				
Weighted average ordinary shares			1,516	1,516
Potential dilutive ordinary shares				
Options				4
Partly paid ordinary shares				1
Exchangeable capital units				65
Total weighted average ordinary shares			1,516	1,586
<b>Cash earnings before significant items per share (cents)</b>			268.5	262.3

	Half Year to			
	Basic	Sep 04 Diluted (1)	Basic	Mar 04 Diluted (1)
<b>Earnings (\$m)</b>				
Cash earnings before significant items (2)			1,850	1,850
Potential dilutive adjustments				
Interest expense on exchangeable capital units (3)				55
Adjusted cash earnings before significant items			1,850	1,905
<b>Weighted average ordinary shares (no. millions)</b>				
Weighted average ordinary shares			1,505	1,505
Potential dilutive ordinary shares				
Options				4
Partly paid ordinary shares				
Exchangeable capital units				65
Total weighted average ordinary shares			1,505	1,574
<b>Cash earnings before significant items per share (cents)</b>			122.9	121.1

(1) The weighted average diluted number of ordinary shares includes the impact of options, performance rights, partly paid ordinary shares and potential conversion of exchangeable capital units.

(2) Refer to page 2 for a reconciliation of cash earnings before significant items to Group net profit.

(3) From 1 October 2003, the Group has taken the decision not to book the tax benefit on the interest expense in relation to the exchangeable capital units following the receipt of an ATO assessment.

**Detailed Financial Information - Note 17: Risk Management****17. RISK MANAGEMENT****Market risk**

The management of market risk will be discussed in detail in the Group's annual financial report 2004, at Risk Management and Note 45 Derivative Financial Instruments. Please refer to that report for detailed information regarding the management of risk.

**Trading risk**

The following table shows the Group's Value at Risk (VaR) for the Group's trading portfolios, including both physical and derivative positions. The figures reflect the potential losses across products and regions in which the Group operates.

Value at risk at 99% confidence level	Average value Year to		Minimum value Year to (1)		Maximum value Year to (1)	
	Sep 04 \$m	Sep 03 \$m	Sep 04 \$m	Sep 03 \$m	Sep 04 \$m	Sep 03 \$m
Foreign exchange risk		7		2		20
Interest rate risk		17		9		25
Volatility risk		4		2		7
Commodities risk		1				1
Diversification benefit		(7)		n/a		n/a
<b>Total</b>		22		14		35

Value at risk at 99% confidence level	Average value Half Year to		Minimum value Half Year to (1)		Maximum value Half Year to (1)	
	Sep 04 \$m	Mar 04 \$m	Sep 04 \$m	Mar 04 \$m	Sep 04 \$m	Mar 04 \$m
Foreign exchange risk		11		1		39
Interest rate risk		15		9		21
Volatility risk		8		3		20
Commodities risk		1		1		2
Diversification benefit		(8)		n/a		n/a
<b>Total</b>		27		12		55

(1) Value at risk is measured individually according to foreign exchange risk, interest rate risk, volatility risk and commodities risk. The individual risk categories do not sum up to the total risk number due to portfolio effect. Risk limits are applied in these categories separately, and against the total risk position.

VaR measures the adverse changes in the trading portfolio value brought about by daily changes in market rates at a 99% confidence level.



**Detailed Financial Information - Note 17: Risk Management****Balance sheet risk****a) Structural interest rate risk**

The table below presents a summary of the aggregated structural earnings at risk relating to non-trading assets and liabilities. Based on the structural interest rate risk position at balance date, the table shows the possible impact on net income for the year ending September 30, 2005 of an immediate 1% parallel movement in interest rates across the whole yield curve.

	Forecast effect on net income 2005 (1)		Forecast effect on net income 2004 (2)	
	Rates 1% up	Rates 1% down	Rates 1% up	Rates 1% down
	\$m	\$m	\$m	\$m
Australian operations			(45)	45
Non-Australian operations			(45)	31

(1) Represents the forecast effect on net interest income for the year ending September 30, 2005.

(2) Represents the forecast effect on net interest income (as at September 30, 2003) for the year ended September 30, 2004.

**b) Structural foreign exchange rate risk**

Refer table below.

**c) Liquidity risk**

Refer to the Group's annual financial report 2004 at Risk Management for a detailed discussion of the management of these risks.

**Operational, credit & country risk**

Refer to the Group's annual financial report 2004 at Risk Management for a detailed discussion of the management of these risks.

**Derivatives fair values**

This table shows the fair value of all derivative instruments held or issued by the Group. It includes trading and other than trading contracts.

	Notional principal \$m	As at Sep 04 Credit equivalent \$m	Fair value \$m	Notional principal \$m	As at Sep 03 Credit equivalent \$m	Fair value \$m
<b>Foreign exchange rate-related contracts</b>						
Spot and forward contracts				266,535	7,365	(1,262)
Cross currency swaps				90,249	6,863	(522)
Futures				89		
Options				253,481	4,655	127
				610,354	18,883	(1,657)
<b>Interest rate-related contracts</b>						
Forward rate agreements				86,308	39	1
Swaps				598,155	14,155	236
Futures				306,649		(3)
Options				100,193	582	24
				1,091,305	14,776	258
Other contracts				13,385	899	(143)
<b>Total derivative financial instruments</b>				1,715,044	34,558	(1,542)
Deduct : Non consolidated controlled entities				4,515	182	234
<b>Total derivative financial instruments reported for Capital Adequacy</b>				<b>1,710,529</b>	<b>34,376</b>	<b>(1,776)</b>



**SIGNATURE PAGE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorised.

**NATIONAL AUSTRALIA BANK LIMITED**

Date: 4 November 2004

Title: */s/ Susan Crook*  
*Associate Company Secretary*