

# Half Year Results

—  
2022

**Investor Presentation**

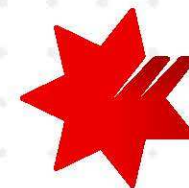
5 May 2022

**Ross McEwan**

Group Chief Executive Officer

**Gary Lennon**

Group Chief Financial Officer



# NAB 2022 HALF YEAR RESULTS INDEX

This presentation is general background information about NAB. It is intended to be used by a professional analyst audience and is not intended to be relied upon as financial advice. Refer to page 129 for legal disclaimer.

Financial information in this presentation is based on cash earnings, which is not a statutory financial measure. Refer to page 126 for definition of cash earnings and reconciliation to statutory net profit.

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**national  
australia  
bank**



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# OVERVIEW

**ROSS McEWAN**

**Group Chief Executive Officer**

# KEY MESSAGES

**Strong financial results with momentum across all businesses**

**Disciplined execution of our strategy**

**Improved shareholder returns while retaining a strong balance sheet**

**Well positioned in an evolving economic environment**

**Investing to deliver sustainable growth while remaining focused on cost discipline**

# STRONG FINANCIAL RESULTS

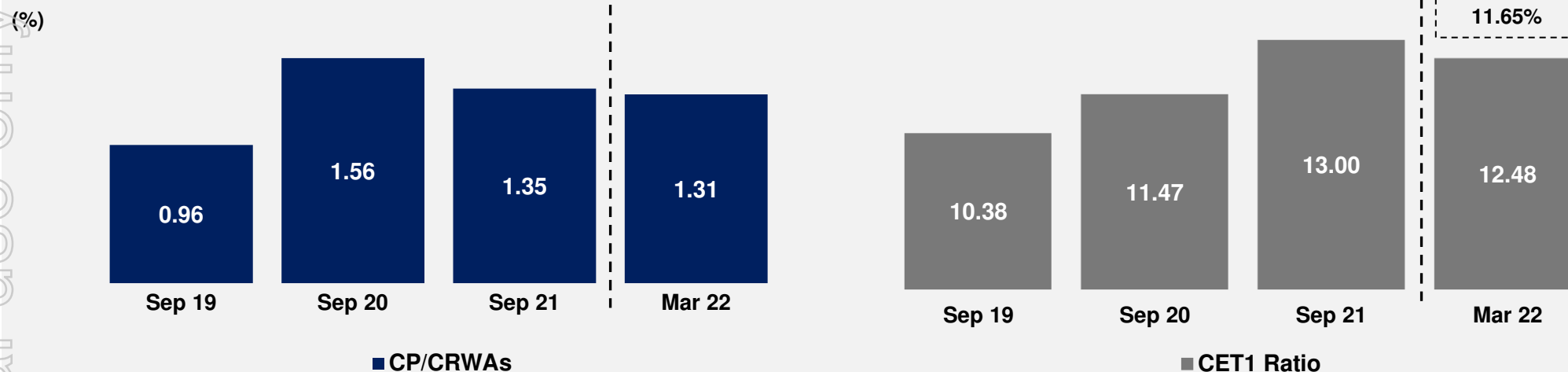
METRIC	1H22	2H21	1H22 V 2H21
Statutory net profit (\$m)	3,551	3,156	12.5%
<b>CONTINUING OPERATIONS</b>			
Net operating income (\$m)	8,828	8,367	5.5%
Operating expenses (\$m)	3,963	3,954	Flat
Underlying profit (\$m)	4,865	4,413	10.2%
Cash earnings <sup>1</sup> (\$m)	3,480	3,215	8.2%
Dividend (cents)	73	67	6
Cash payout ratio <sup>2</sup>	68.3%	68.6%	(30 bps)

(1) Refer to page 126 for definition of cash earnings and reconciliation to statutory net profit

(2) Based on basic cash EPS

# IMPROVING SHAREHOLDER RETURNS WHILE RETAINING A STRONG BALANCE SHEET

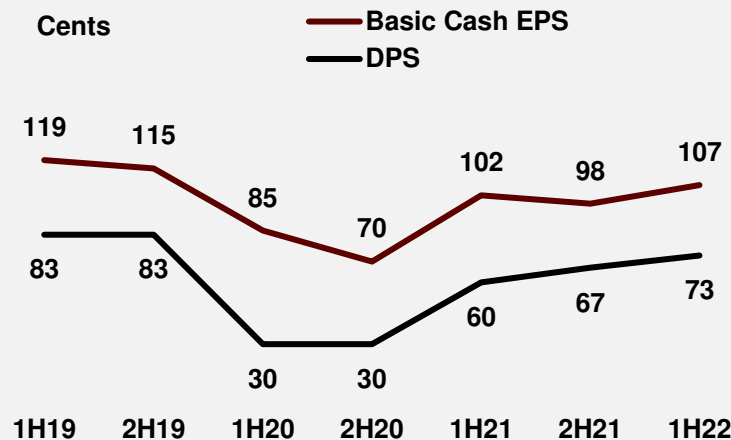
## STRONG PROVISIONING AND CAPITAL



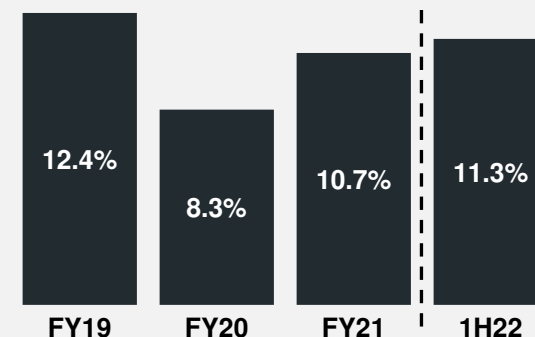
## IMPROVING SHAREHOLDER RETURNS

**\$2.5bn buy-back completed**  
(Aug 21 - Mar 22)

**\$2.5bn additional buy-back**  
(Undertaken over ~12 months starting May 22)



### Return on Equity



(1) Pro forma impacts include estimated impacts from agreed sale of BNZ Life (+6bps), the impact of the proposed acquisition of Citigroup's Australian consumer business (-31bps), and the announced additional \$2.5bn buy-back (-58bps). Both the proposed acquisition of the Citigroup Australian consumer business and the sale of BNZ Life are expected to complete in 2022, subject to relevant regulatory approvals. Final capital impact of each transaction will be determined following completion

# WE HAVE A CLEAR STRATEGIC AMBITION



## WHY WE ARE HERE

To serve customers well and help our communities prosper

## WHO WE ARE HERE FOR



### Colleagues

Trusted professionals that are proud to be a part of NAB



### Customers

Choose NAB because we serve them well every day

## WHAT WE WILL BE KNOWN FOR

### Relationship-led

#### Relationships are our strength

1. Exceptional bankers
2. Unrivalled customer value (expertise, data and analytics)
3. Truly personalised experiences

### Easy

#### Simple to deal with

1. Simple products and experiences
2. Seamless - everything just works
3. Fast and decisive

### Safe

#### Responsible & secure business

1. Strong balance sheet
2. Leading, resilient technology and operations
3. Pre-empting risk and managing it responsibly

### Long-term

#### A sustainable approach

1. Commercial responses to society's biggest challenges
2. Resilient and sustainable business practices
3. Innovating for the future

## WHERE WE WILL GROW

### Business & Private

Clear market leadership

### Corporate & Institutional

Disciplined growth

### Personal

Simple & digital

### BNZ

Grow in Personal & SME

### UBank

New customer acquisition

## HOW WE WORK



Excellence for customers



Grow together



Be respectful



Own it

## MEASURES FOR SUCCESS



Engagement



NPS growth



Cash EPS growth



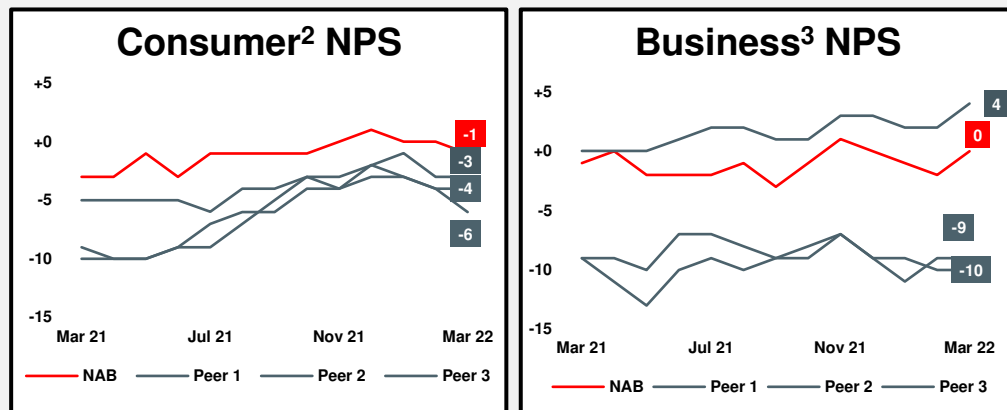
ROE

# FOCUS ON CUSTOMERS AND COLLEAGUES

## OUR CUSTOMERS

NPS<sup>1</sup> first or second

#1 in Consumer<sup>2</sup> NPS, #2 in Business<sup>3</sup> NPS



#2 in High Net Worth & Mass Affluent<sup>4</sup> NPS

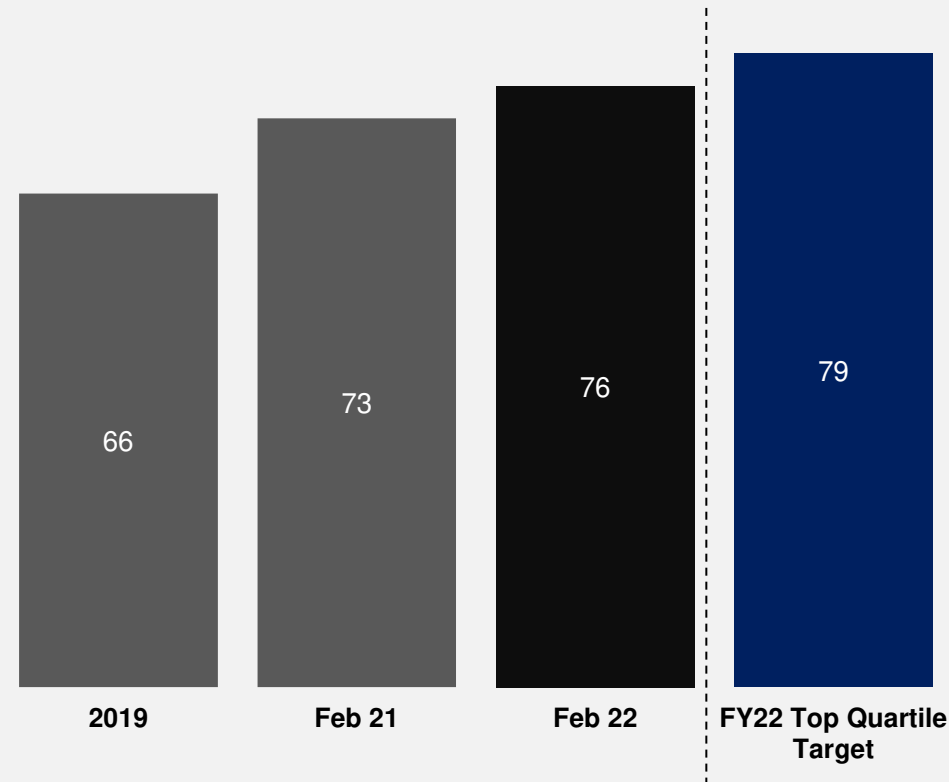
#1 in Small Business<sup>5</sup> NPS, #2 in Medium Business<sup>6</sup> NPS

#1 Institutional NPS<sup>7</sup> and Transactional Banking RSI<sup>8</sup> and setting record high customer scores

#1 in BNZ Consumer NPS<sup>9</sup>

## OUR COLLEAGUES

Engagement levels improved over 12 months



NAB 'Heartbeat' score<sup>10</sup>

Refer to page 128 for footnote references.

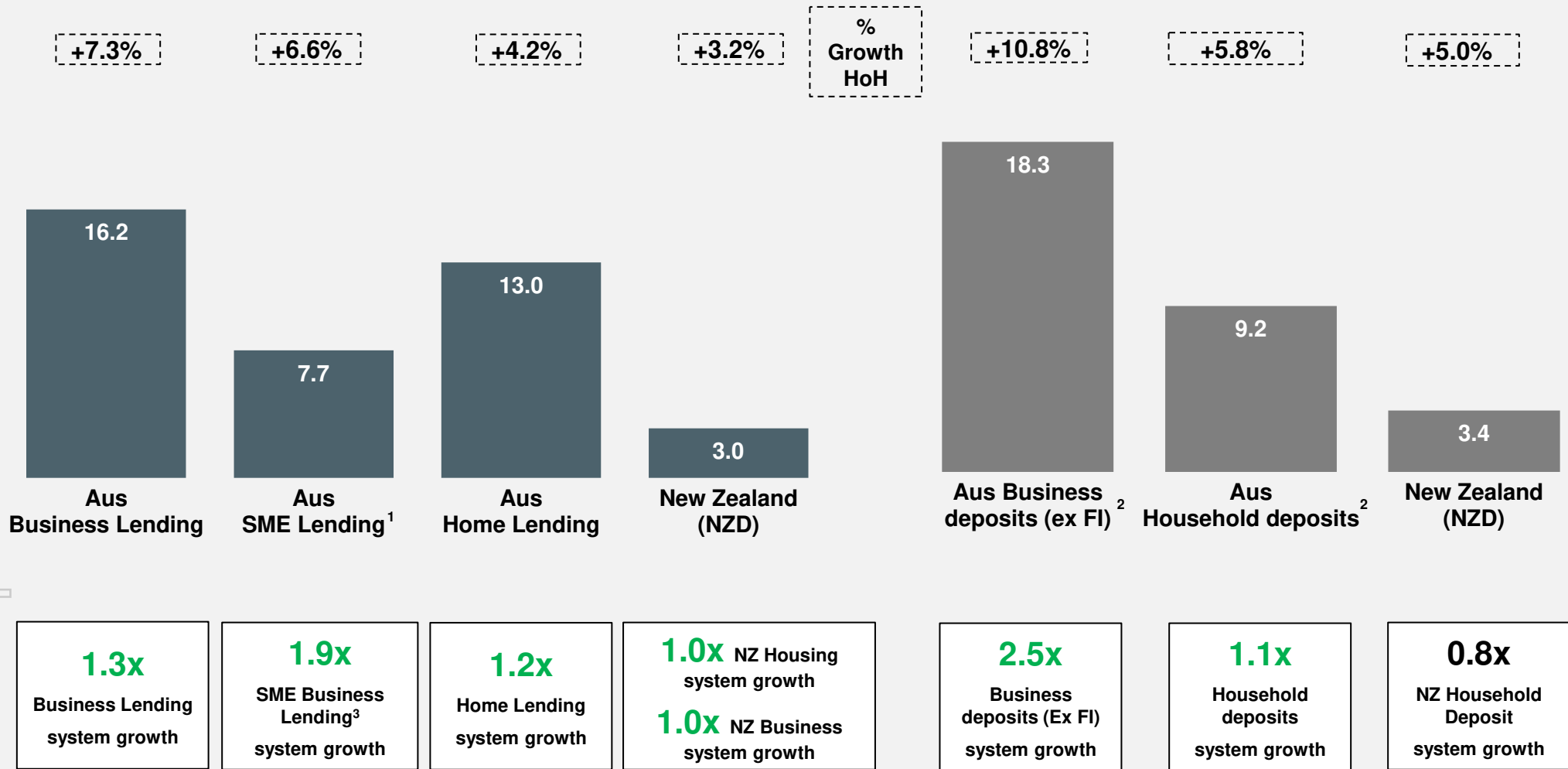
NPS rankings on this page are to be read in conjunction with the further information in the footnote references on page 128 relating to the way NPS is calculated or otherwise arrived at



# CONTINUED MOMENTUM IN LENDING & DEPOSITS IN 1H22

## GLA CHANGE HOH (\$BN)

## DEPOSITS CHANGE HOH (\$BN)



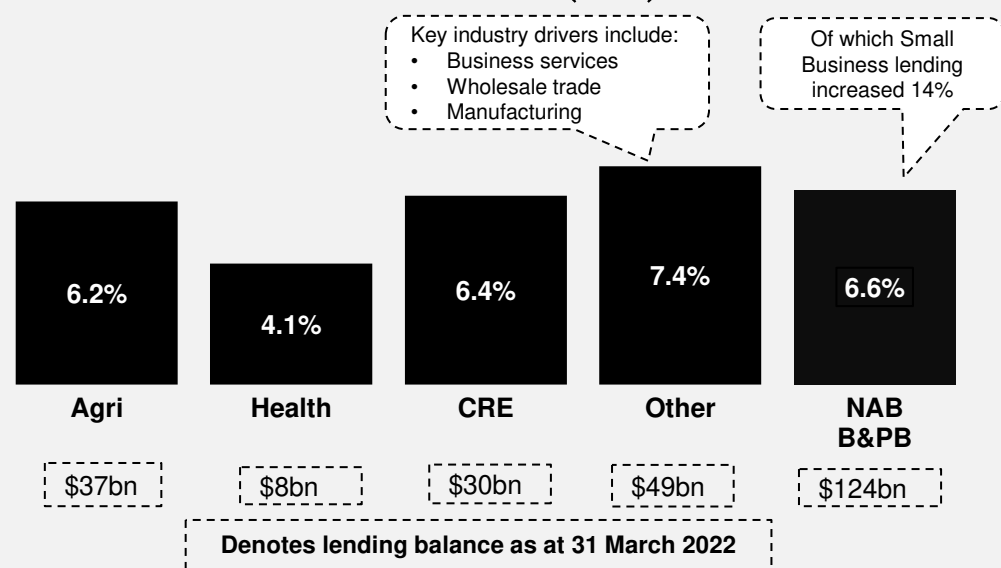
(1) Denotes business lending in Business & Private Banking division

(2) APRA Monthly Authorised Deposit-taking Institution statistics

(3) Derived from RBA statistics. A business is classified as SME under the RBA if NAB has exposure to the business and the business has turnover less than \$50 million. Latest market share at February 2022

# DRIVING BALANCED GROWTH IN BUSINESS & PRIVATE BANKING

## BROAD BUSINESS LENDING GROWTH (HOH)<sup>1</sup>



## INVESTING TO SUPPORT GROWTH



**Adding further bankers** in FY22 including transaction and payment specialists; new bankers delivering attractive ROI<sup>3</sup>



**New digital Quickbiz offer<sup>4</sup>** provides small business customers access to unsecured lending within minutes



**Simplified policies & processes and digitisation** have reduced lending "Time-to-Yes" by >50%<sup>5</sup>



**New automated debt servicing tool** leverages data & analytics to help bankers better manage risk and generate faster assessments



**Transaction accounts opened digitally** up from 23% to 35%<sup>5</sup>, supported by straight through processing

### Improving payments capabilities:



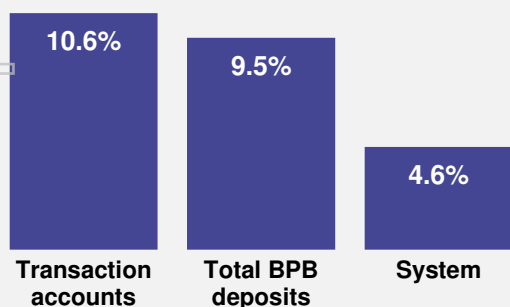
- Launched **NAB Hive** – new cloud based payments portal for merchants



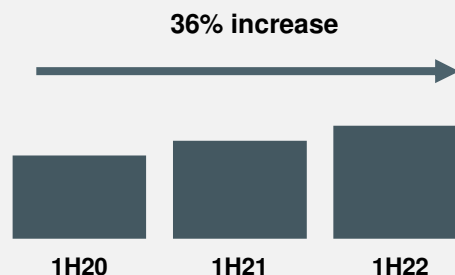
- Acquisition of **LanternPay** – access to improved digital healthcare claiming technology to deliver enhanced HICAPS offer for healthcare providers

## INCREASING FOCUS ON TRANSACTION ACCOUNTS

Growth in deposit balances<sup>2</sup>  
Mar 22 v Sep 21



New Business Everyday  
Account openings



(1) Growth rates are on a customer segment basis and not industry. CRE primarily represents commercial real estate investment lending across a range of asset classes including Retail, Office, Industrial, Tourism and Leisure, and Residential

(2) Transaction accounts includes NBIs. System represents APRA Monthly Authorised Deposit-taking Institution statistics - Australian Business Deposits excluding Financial Institutions

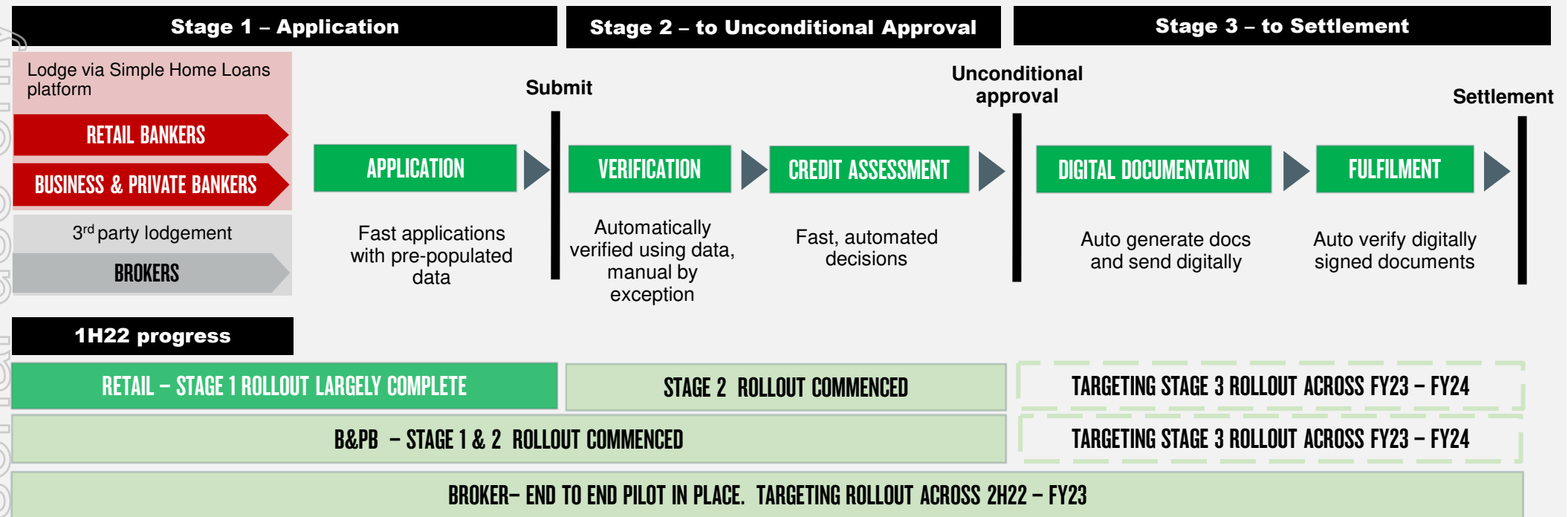
(3) ROI is defined as revenue delivered by bankers relative to their remuneration-related cost

(4) Initially for existing customers only

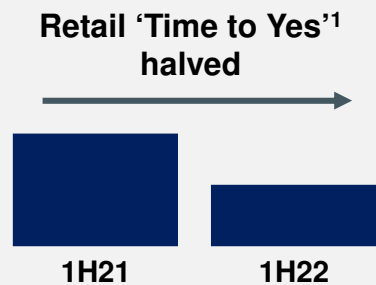
(5) Over 12 months to 31 March 2022

# OUR AMBITION TO BUILD AUSTRALIA'S SIMPLEST HOME LOAN

## SIMPLE HOME LOANS: A DIGITAL END-TO-END PLATFORM – WITH 'INTERVENTION BY EXCEPTION'

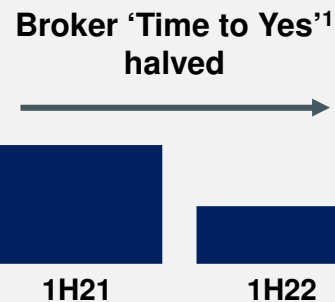


## DELIVERING A BETTER CUSTOMER EXPERIENCE

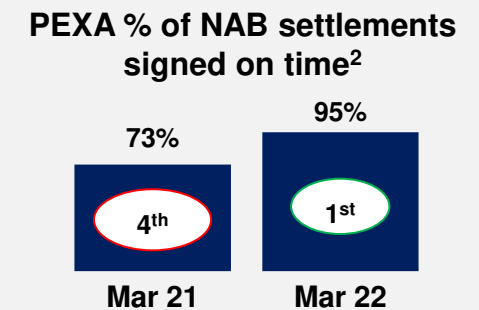


Via Simple Home Loans:

- Median 'Time to Yes' < 2 days
- ~35% in < 1 hr



- Process and policy improvements
- Piloting end to end simple loans



(1) Average monthly median days from submission of a customers' application to unconditional approval over the six month period.

(2) PEXA's 'Signed on Time' metric is a land and property settlement performance metric that allows NAB to track performance & benchmark against industry peers

# ACCELERATING OUR DIGITAL, DATA & ANALYTICS PLANS

Strong outcomes on digital set us up for acceleration of our digital, data & analytics agenda



**#2** in Mobile NPS<sup>1</sup>

+8 pts increase over 3 yrs to +24, and from 3<sup>rd</sup>



**#2** in Online Banking NPS<sup>1</sup>

+6 pts increase over 3 yrs to +15, and from equal 3<sup>rd</sup>



**Momentum** in NAB Connect NPS<sup>2</sup>

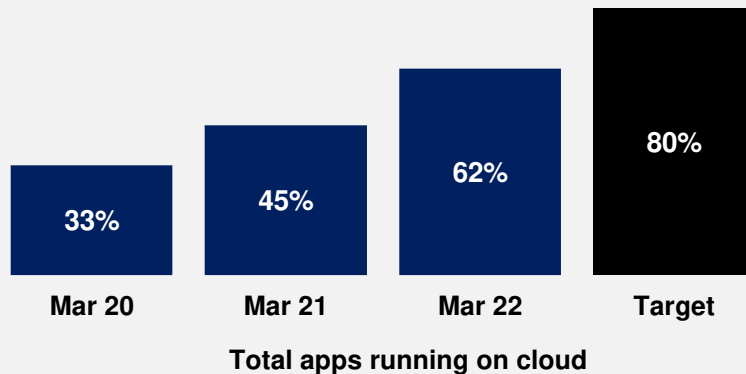
+17 pts increase over 3 yrs, to +19

## Key deliverables over medium to long-term

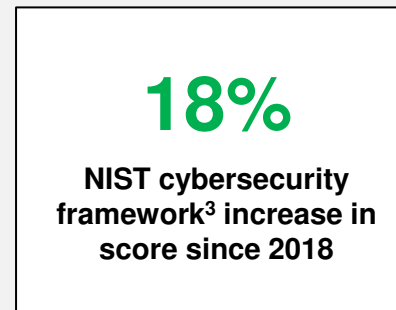
- Personalised digital customer experiences
- Easy to join NAB, consistent customer onboarding
- Empowering bankers with digital tools and insights through a single front end
- Digital tools to enable colleague self serve

## Building on strong technology foundations

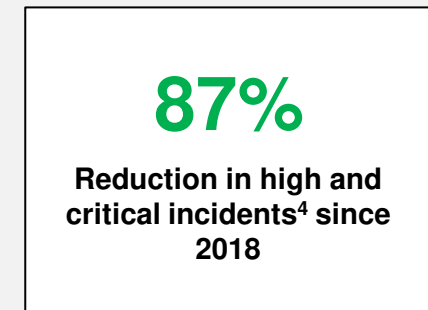
### Leveraging the Cloud



### Protecting against cyber risks



### Focus on resilience



(1) DBM Atlas (Mar 2022) – based on Main Financial Institution (MFI) customers rating their likelihood to recommend their Online Banking & Mobile App usage over the past 4 weeks. Results are a six-month rolling average & ranking is among major peers

(2) Internal measure of NPS. Net Promotor® and NPS® are registered trademarks and Net Promotor Score and Net Promoter System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld

(3) The NIST Cybersecurity Framework provides guidance for how organisations can assess and improve their ability to prevent, detect, and respond to cyber attacks. Last score derived in 2021

(4) Critical Incidents – Significant impact or outages to customer facing service or payment channels. High Incidents – Functionality impact to customer facing service or impact/outage to internal systems. Numbers include BNZ incidents

# ACQUISITIONS SUPPORT OUR STRATEGIC OBJECTIVES

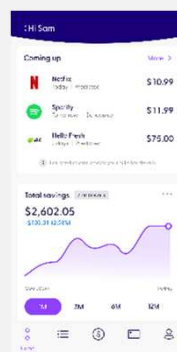
## CITI AUSTRALIAN CONSUMER BUSINESS

- ✓ Supporting NAB's strategic ambition to build a leading personal bank with a simpler, more digital experience
- ✓ Scale supports investment in new technology to deliver market leading digital capabilities and product innovation
- ✓ Combined business to be 2<sup>nd</sup> largest credit card provider in Australia<sup>1</sup>
- ✓ Regulatory approvals are in progress

Milestone	Target Timeframe
Completion	2Q CY22
TSA	~ 30 months
Full integration	2H CY24

(1) Based on outstanding balances as at 31 March 2022

## UBANK & 86 400



- ✓ Acquisition enables combination of UBank's established customer base and name with 86 400's technology and innovation capability
- ✓ 86 400 now operating under NAB's banking license
- ✓ Focused on integration in 2022 / 23

## LANTERNPAY



- ✓ Acquisition of LanternPay by HICAPS supports B&PB strategy to digitise banking and simplify healthcare payments for Australians
- ✓ Acquisition completed on 1<sup>st</sup> April 2022. Digital HICAPS rollout of LanternPay's digital portal across the HICAPS customer base throughout 2022

# AUSTRAC UPDATE

## OVERVIEW OF ENFORCEABLE UNDERTAKING

- Following its investigation, AUSTRAC has accepted an Enforceable Undertaking (EU) from NAB to lift its compliance with AML / CTF laws
- Under the terms of the EU, NAB is required to implement a comprehensive Remedial Action Plan (RAP) involving improvements to its systems, controls and record-keeping, including:
  - NAB's AML / CTF Program
  - Applicable customer identification procedures
  - Customer risk assessment and enhanced customer due diligence
  - Transaction monitoring
  - Governance and assurance
- External auditor will be appointed to report to AUSTRAC annually and to deliver a final report

### Key dates

NAB to complete RAP	By 31 December 2024
Final Audit Report submitted to AUSTRAC	By 31 March 2025

## IMPLICATIONS FOR NAB

- Continue to work closely with AUSTRAC to deliver agreed actions
- Many activities under the RAP (such as improvements to NAB's AML / CTF program and Customer Identity Remediation for high risk customers) have commenced and are expected to be delivered within the next 12 months
- Other activities under the RAP require more time and resources to deliver a sustainable solution within the period of the EU
- Estimated costs of \$80-120m<sup>1</sup> p.a. in FY22, FY23 and FY24 to deliver the EU requirements, including:
  - Costs to complete the Customer Identity Remediation program which is already underway
  - Additional FTE required to undertake activities in the timeframes required
  - Appointment of external auditor
  - Establishing a governance structure to oversee delivery of the RAP
- Continue to invest to improve financial crime systems and controls

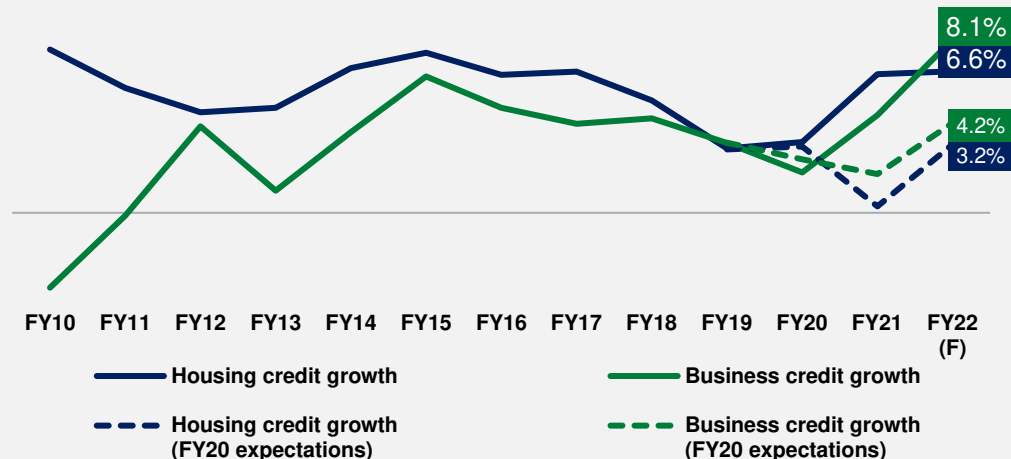
(1) FY22 includes \$30 million incurred in 1H22

# INVESTING FOR GROWTH AND SHAREHOLDER RETURNS

## KEY MESSAGES

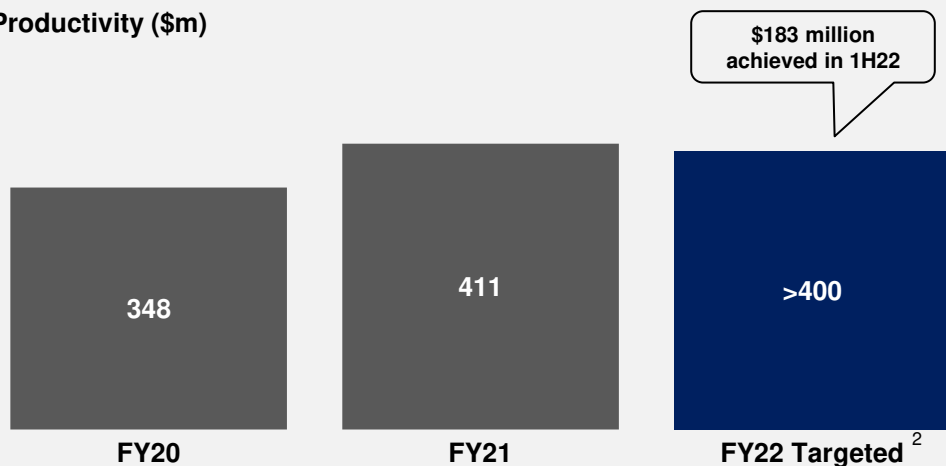
- Delivering Cash EPS growth is a core strategic ambition – underpinned by revenue growth and cost discipline
- Current environment very different to the outlook in FY20 with change from low growth / low rates to high growth / higher rates
- No longer targeting cost ambition of \$7.7bn by FY23-25
- FY22 opex expected to increase by ~2-3%<sup>1,2</sup> reflecting
  - Growth opportunities
  - Cost headwinds including inflation and costs to deliver activities required under AUSTRAC Enforceable Undertaking
- Remain disciplined on costs – anticipate that continued successful execution of our strategy can deliver a lower Cost to Income ratio over the medium term<sup>2</sup>

## STRONGEST BUSINESS CREDIT GROWTH<sup>3</sup> SINCE GFC

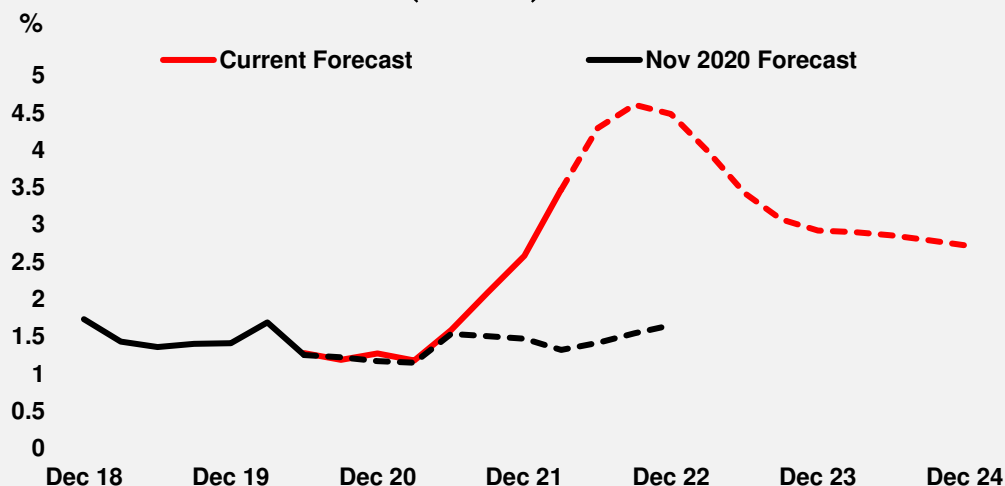


## CONTINUING TO DELIVER PRODUCTIVITY BENEFITS

Productivity (\$m)



## UNDERLYING INFLATION (% Y/Y)<sup>3</sup>



(1) Excluding any large notable items and the impact of the proposed acquisition of Citigroup's Australian consumer business

(2) Refer to key risks, qualifications and assumptions in relation to forward looking statements on page 129

(3) RBA, NAB Economics forecasts

# KEY MEASURES OF SUCCESS AND OUR AMBITION



## KEY MEASURES OF SUCCESS



## OUR AMBITION

Colleague engagement

Top quartile engagement

Customer NPS<sup>1</sup>

Strategic NPS positive and #1 of majors

Cash EPS growth

Focus on growing share in target segments, while managing risk and pricing disciplines

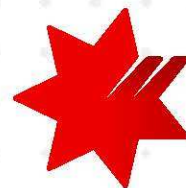
Disciplined approach to costs and investment

ROE

Target double digit Cash ROE

(1) Net Promoter® and NPS® are registered trademarks and Net Promoter Score and Net Promoter System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld.





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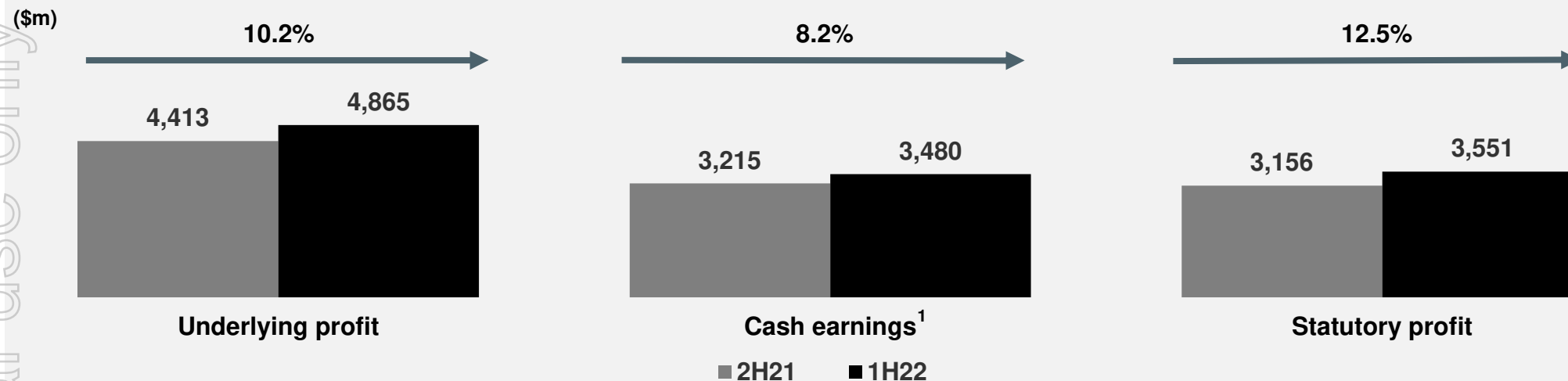
# 1H22 FINANCIALS

**GARY LENNON**

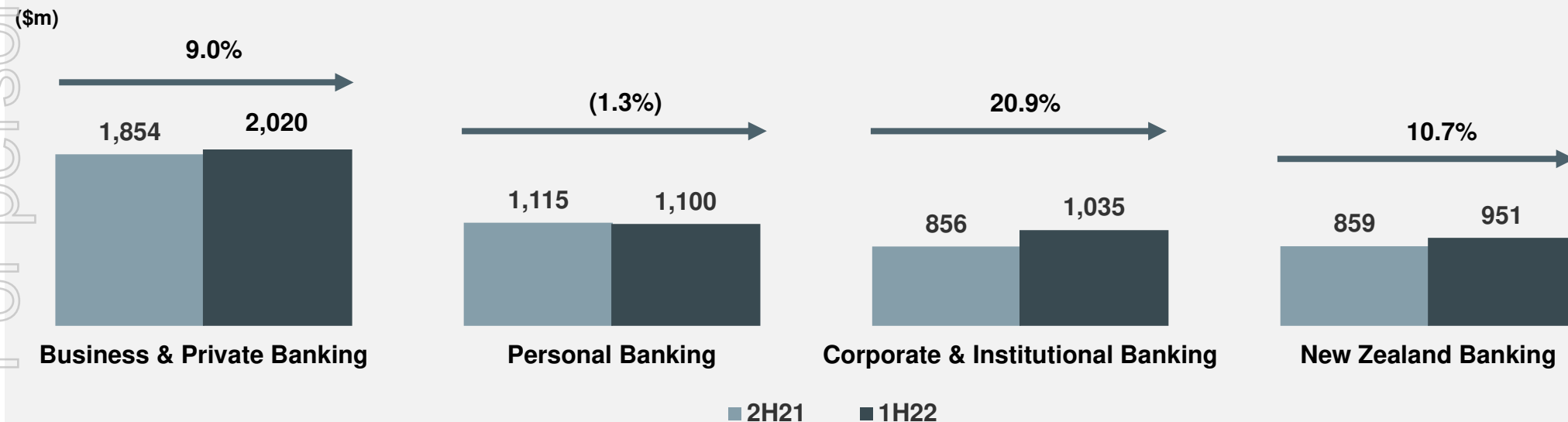
**Group Chief Financial Officer**

# GROUP AND DIVISIONAL PERFORMANCES

## GROUP EARNINGS



## UNDERLYING DIVISIONAL PROFIT<sup>2</sup>



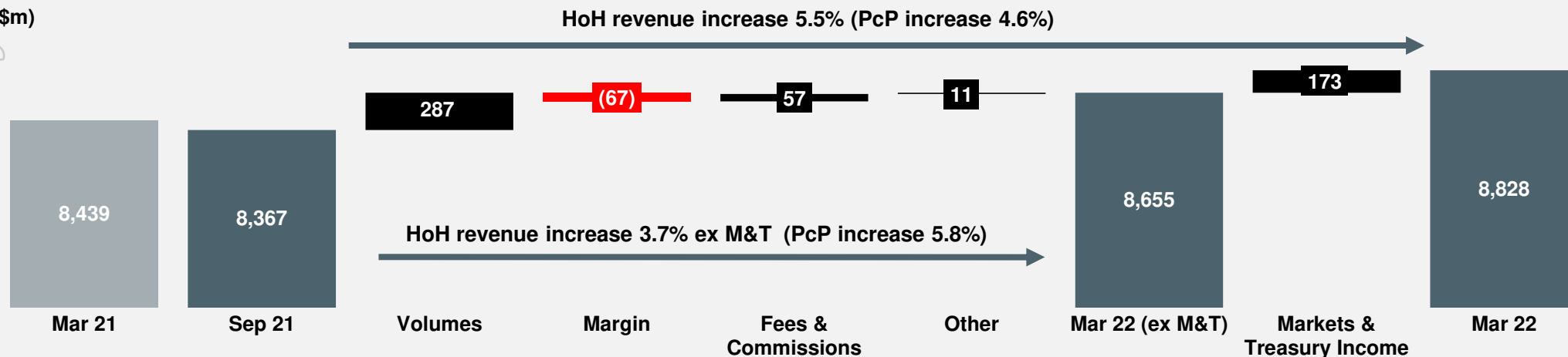
(1) Refer to page 126 for definition of cash earnings and reconciliation to statutory profit

(2) Results in local currency

# STRONG REVENUE GROWTH

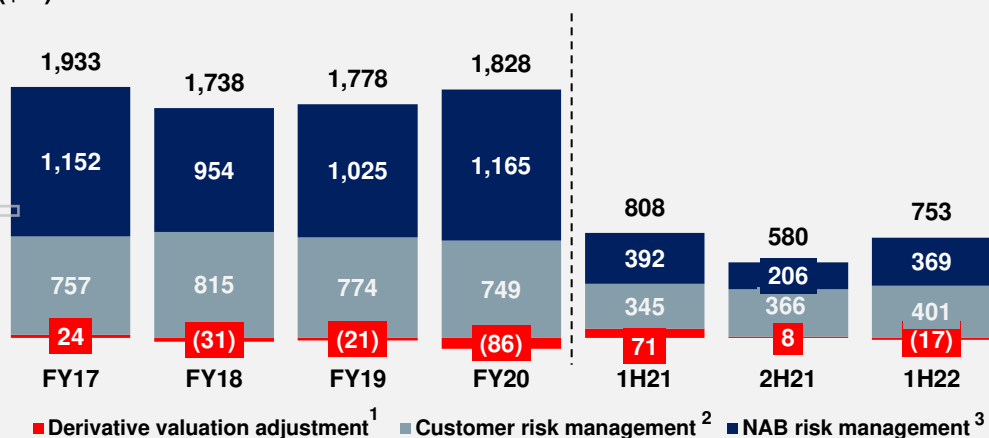
## NET OPERATING INCOME

(\$m)



## MARKETS & TREASURY INCOME BREAKDOWN

(\$m)



## KEY REVENUE DRIVERS HOH

- NII growth driven by stronger volumes and margin discipline
- Fees and commissions higher from increased volumes and activity, and \$20m lower remediation charges
- Increased volatility in global rates and FX markets driving improved Customer and NAB Risk Management income in 1H22

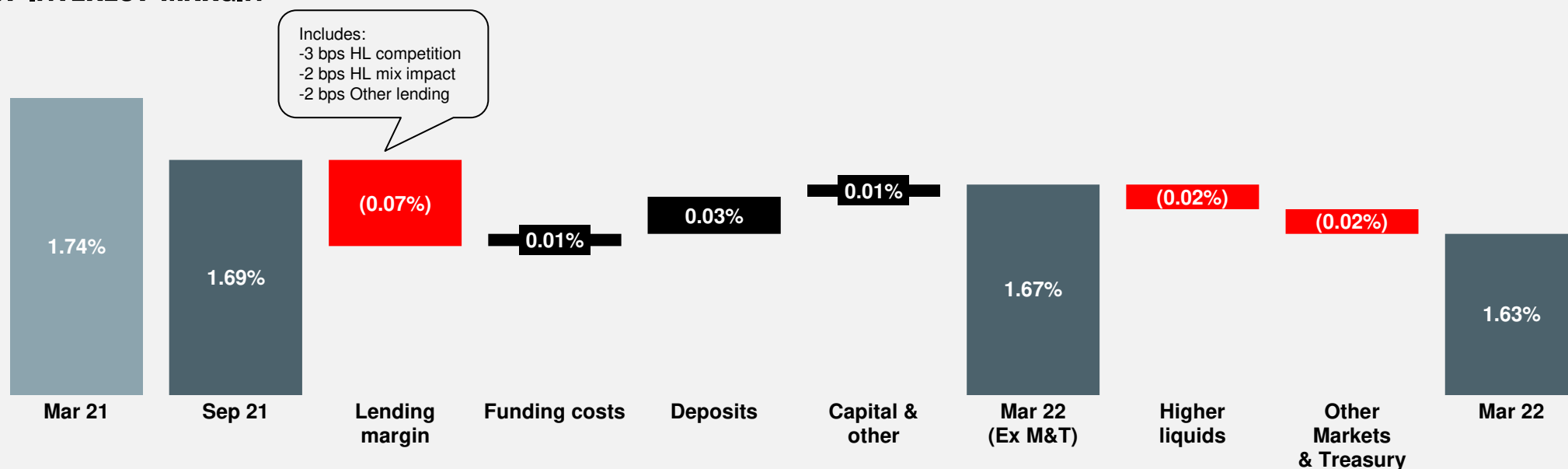
(1) Derivative valuation adjustments include credit valuation adjustments and funding valuation adjustments

(2) Customer risk management comprises NII and OOI

(3) NAB risk management comprises NII and OOI and is defined as management of interest rate risk in the banking book (IRRBB), wholesale funding and liquidity requirements and trading market risk to support the Group's franchises

# NET INTEREST MARGIN

## NET INTEREST MARGIN



## KEY CONSIDERATIONS

- Moderate positive NIM impact from rising rate environment<sup>1</sup> on replicating portfolios in 2H22; expected to continue in FY23
- Continued housing lending headwinds from competitive pressures
- Mix impact of lower margin fixed rate (FR) balances peaked in 1H22, turning positive from 2H22
- Impact of funding costs and deposit mix expected to be broadly neutral in 2H22; turning negative in FY23
- Expect minimal NIM drag from CLF phase out
- Upside from impact of potential RBA cash rate increases on rate insensitive deposits (refer to next slide)

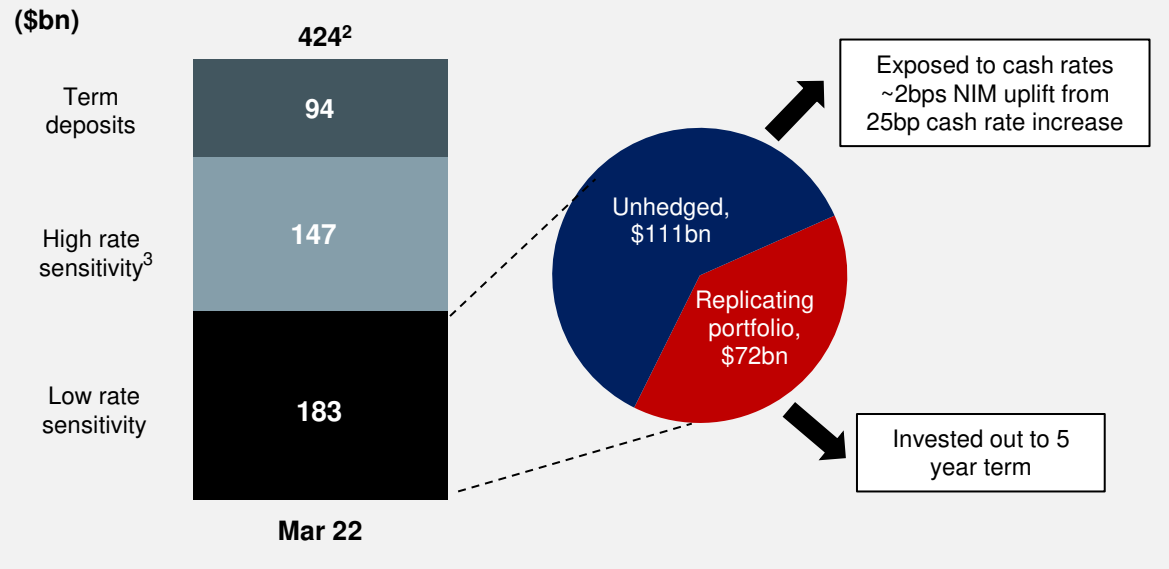
(1) Refers to impact of the replicating portfolio net of any repricing, and based on current swap rates

# LEVERAGE TO RISING INTEREST RATES IN AUSTRALIA

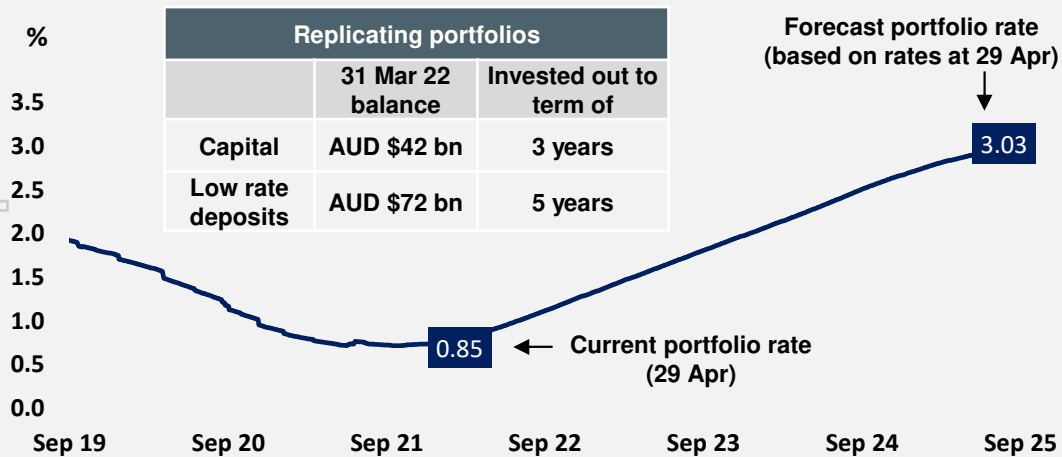
## KEY CONSIDERATIONS

- Key sources of expected NIM leverage to rising rates:
  - Indicative impact of 25bps cash rate increase on unhedged low rate sensitivity deposits ~2bps annualised benefit to NIM
  - Benefit of higher swap rates on deposit and capital replicating portfolios over FY23-FY25 of ~8-9bps NIM p.a. (based on 29 April 2022 forward swap rates)<sup>1</sup>
- Actual outcomes over time will be impacted by several factors including competitive pressure, growth in Interest Earning Assets, deposit volumes and mix, swap rates, replicating portfolio volumes and investment strategy

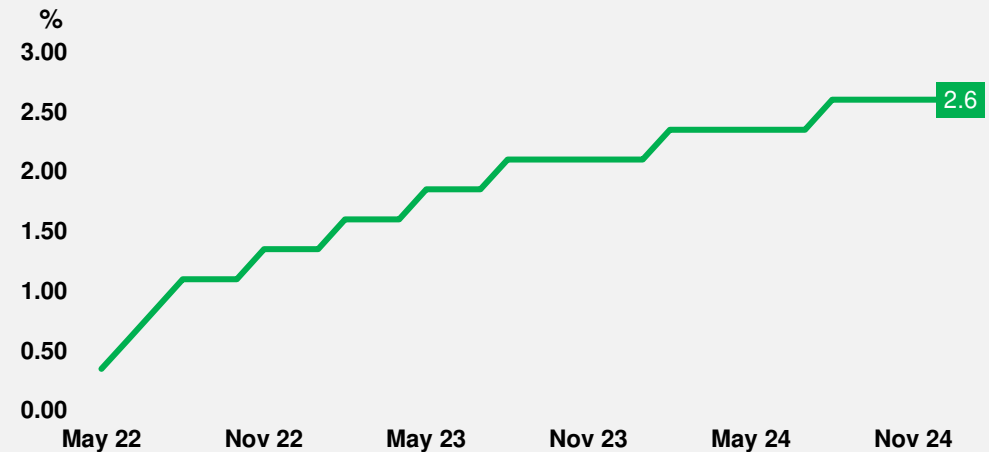
## DEPOSIT IMPACT OF 25BPS CASH RATE INCREASE ON NIM



## NAB REPLICATING PORTFOLIOS



## NAB ECONOMICS CASH RATE FORECAST



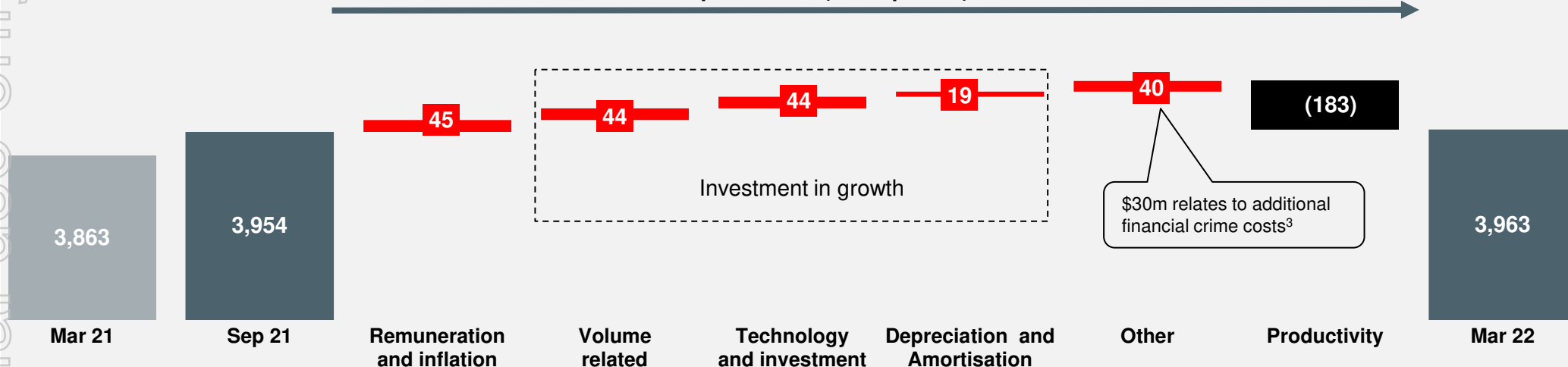
(1) Based on 3 year and 5 year forward swap rates for the capital and deposit replicating portfolios respectively, and AIEA and replicating portfolio volumes at 31 March 2022  
 (2) Excludes home loan offsets  
 (3) Represents balances where all of the cash rate increases are assumed to be passed on. Includes some balances currently classified as zero or low rate deposits

# BALANCING GROWTH WITH COST DISCIPLINE

## OPERATING EXPENSES

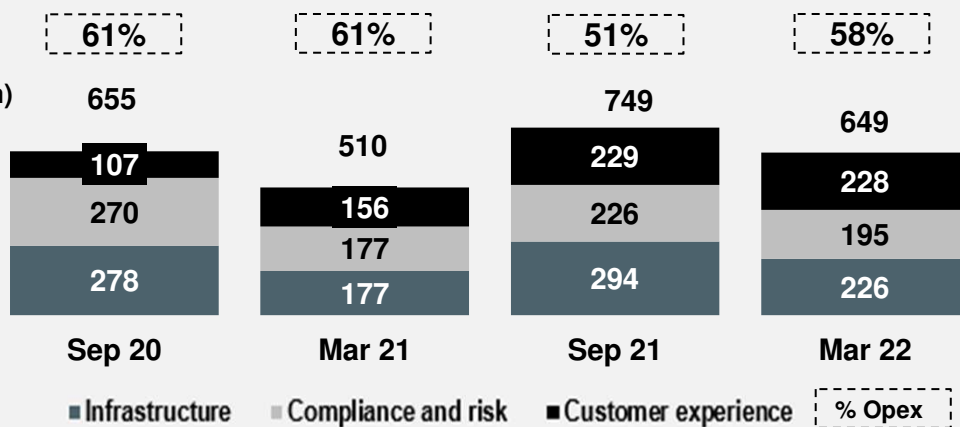
(\$m)

HoH expenses flat (PcP up 2.6%)



## INVESTMENT SPEND

(\$m)



## COMMENTS

- Achieved flat costs HoH as productivity savings offset higher remuneration and inflation together with investment to support growth
- Continue to focus on opportunities for growth while maintaining cost discipline
- FY22 opex expected to increase by ~2-3%<sup>1,2</sup>
- Investment spend expected to be ~\$1.4bn p.a. from FY22<sup>2</sup>

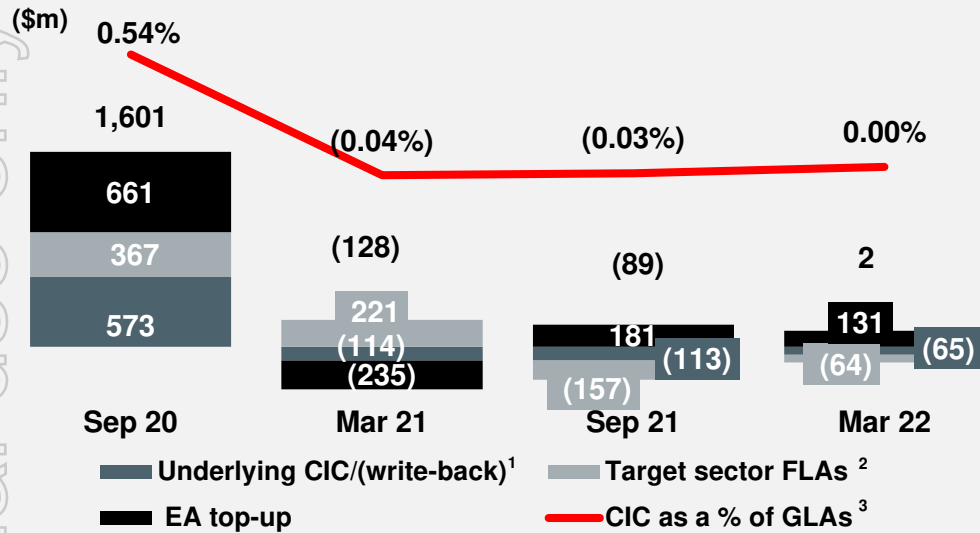
(1) Excluding any large notable items and the impact of the proposed acquisition of Citigroup's Australian consumer business

(2) Refer to key risks, qualifications and assumptions in relation to forward looking statements on page 129

(3) Forms part of \$80-120m estimated cost in FY22 to deliver EU requirements agreed with AUSTRAC

# SMALL CREDIT IMPAIRMENT CHARGE, PROVISIONS MODESTLY LOWER

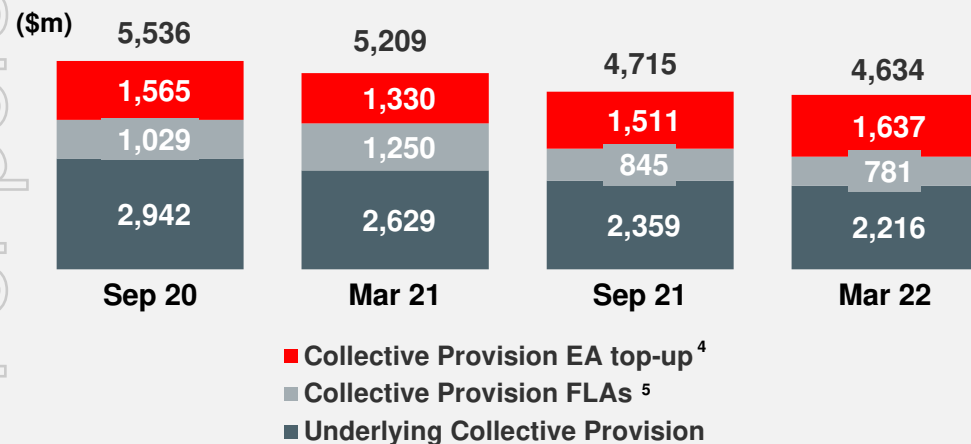
## CREDIT IMPAIRMENT CHARGE (CIC)



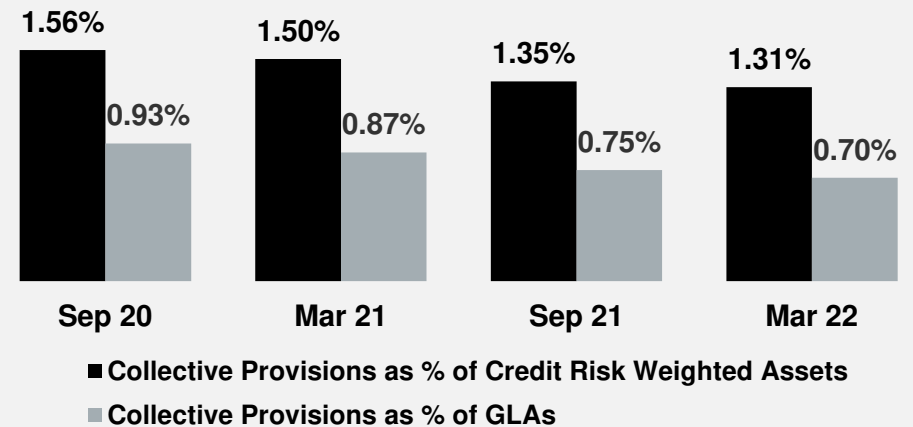
## KEY CONSIDERATIONS

- Underlying CIC write-back 1H22 of \$65m, driven by continued improvement in risk profile of loan portfolio and low level of specific charges
- Forward looking charges increased by \$67m in 1H22:
  - Economic Adjustment (EA) top up of \$131m due to an increased downside weighting
  - Partially offset by \$64m release of target sector forward looking adjustments (FLAs)

## COLLECTIVE PROVISION BALANCES



## COLLECTIVE PROVISION COVERAGE



(1) Represents total credit impairment charge less changes in EA top-up and FLAs

(2) Represents collective provision FLAs for targeted sectors

(3) Half year annualised

(4) Collective provision EA top-up Mar 22 v Sep 21 includes a benefit of \$5m due to foreign exchange movements. Balances restated to show total Collective Provision EA top-ups, not only COVID-19 EA top-ups

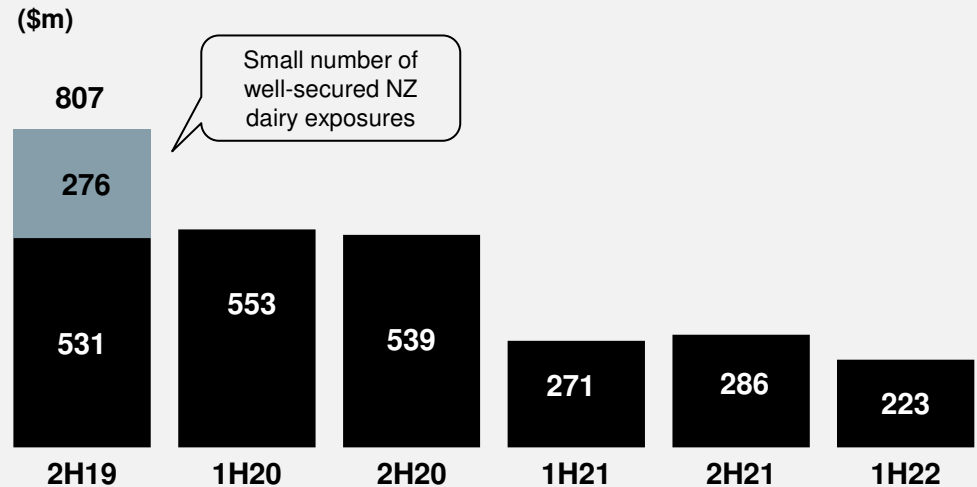
(5) Collective provision FLA decline Sep 21 v Mar 21 of \$405m includes \$248m of provisions derecognised as a result of sale of aviation loans

# ASSET QUALITY IMPROVED AGAIN

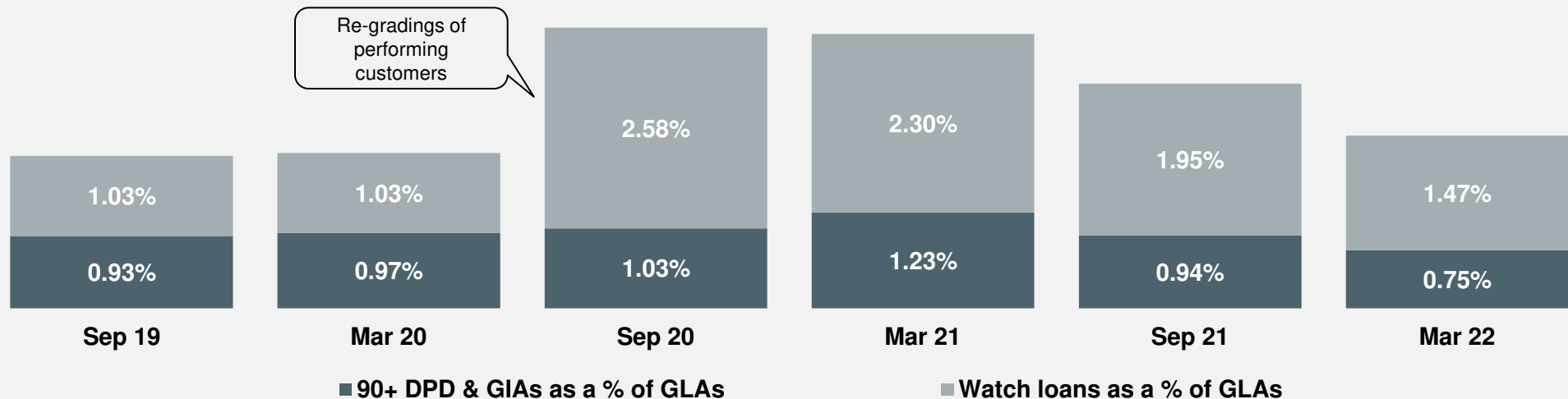
## KEY IMPACTS IN 1H22

- 90+ DPD & GIA ratio reduced below pre COVID levels:
  - Lower 90+ DPD ratio driven by improvement in Australian home lending
  - Lower GIA ratio with new impaired assets remaining at low levels and continued improvement in business lending
- Reduction in Watch loans reflects broad-based improvement across the Group's non-retail portfolio

## NEW IMPAIRED ASSETS



## 90+ DPD, GIAs & WATCH LOANS AS A % OF GLAs<sup>1</sup>



(1) Referral to Watch generally triggered by banker annual reviews through the year or as a result of performing customers experiencing cashflow pressures



# AUSTRALIAN HOME LOAN PORTFOLIO RESILIENT

## KEY CONSIDERATIONS

Overall portfolio well positioned for higher cost of living and rates:

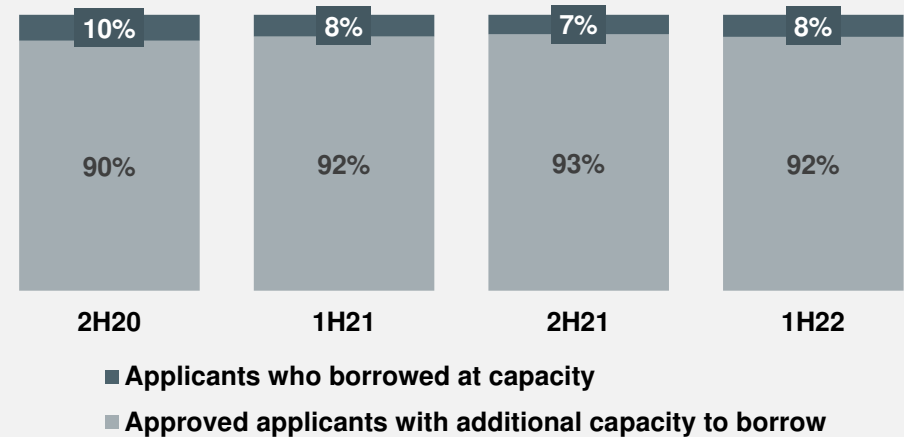
- Unemployment rate expected to remain <4% over medium term
- Dynamic LVR<sup>1</sup> down from 44.6% to 37.9% since Mar 20<sup>3</sup>
- All loans originated since FY15 assessed on P&I basis using rates of 4.95% or above, with ~50% assessed at 7.25% or above<sup>4</sup>
- >90% of customers had excess borrowing capacity<sup>2,6</sup>
- Avg number of monthly payments in advance increased from 36.3 to 48.4 since Mar 20<sup>5</sup>

## LIMITED HIGHER RISK EXPOSURES

- ~30% of customer repayments on time or <1 month ahead, of which ~67% are either investment loans or opened less than 12 months ago<sup>5</sup>
- 0.6% of total mortgage book with DLVR > 90% and no LMI or FHB Government guarantee<sup>3</sup>

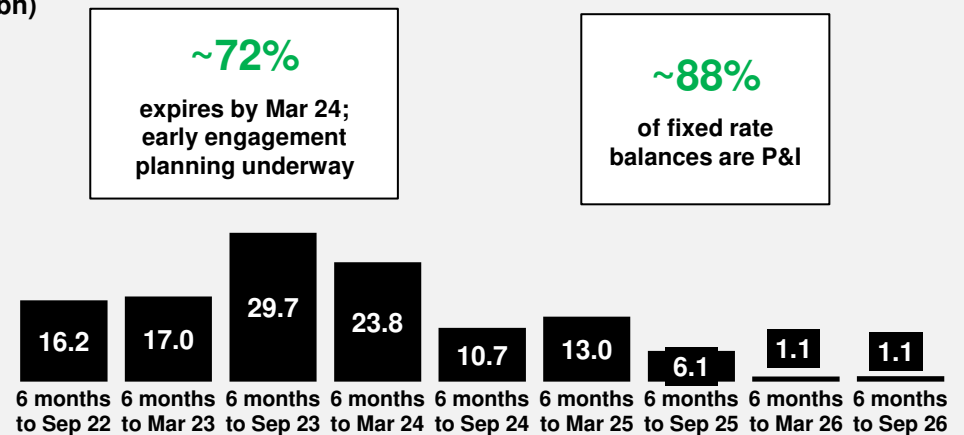
Dynamic LVR profile <sup>3</sup>	\$bn	Avg. # of payments ahead <sup>3</sup>
>90% DLVR, no LMI or FHB government guarantee	~1.8	22

## APPROVED APPLICANTS BORROWING CAPACITY<sup>2,6</sup>



## FIXED RATE HOME LOAN EXPIRY PROFILE<sup>3</sup>

(\$bn)



(1) Dynamic LVR is a measure of home loan exposure as a proportion of supporting security value at a given point in time and provides insight on the equity coverage available to support recoveries in the event of possession of the property

(2) Excludes 86 400 and Advantedge

(3) Excludes 86 400

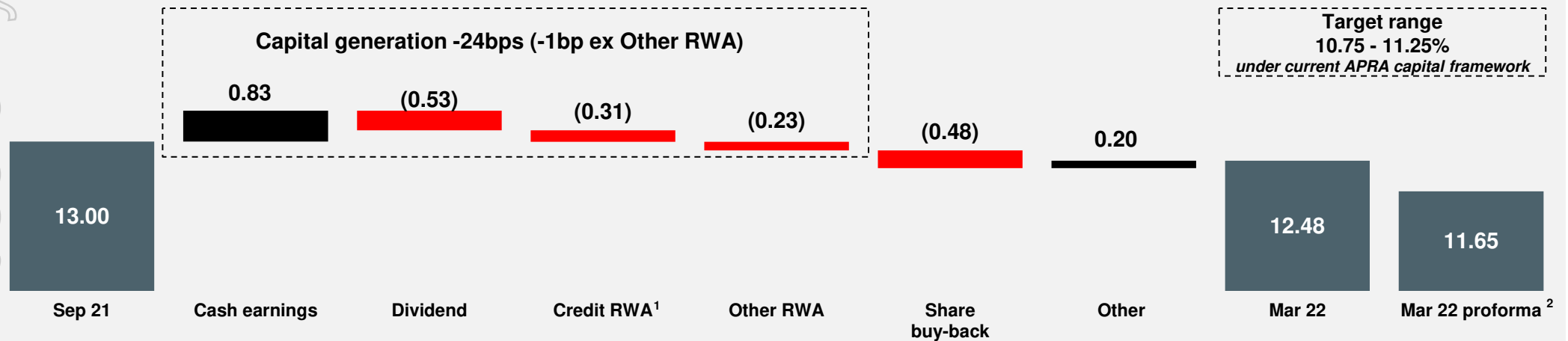
(4) Assessment rate derived using customer rate at the time of drawdown. This may differ slightly to the actual assessment rate used at the time of application.

(5) By accounts. Includes offsets. Excludes Advantedge book, line of credit and 86 400

(6) Based on applications that are system approved via the Auto Decisioning tool

# STRONG CAPITAL POSITION

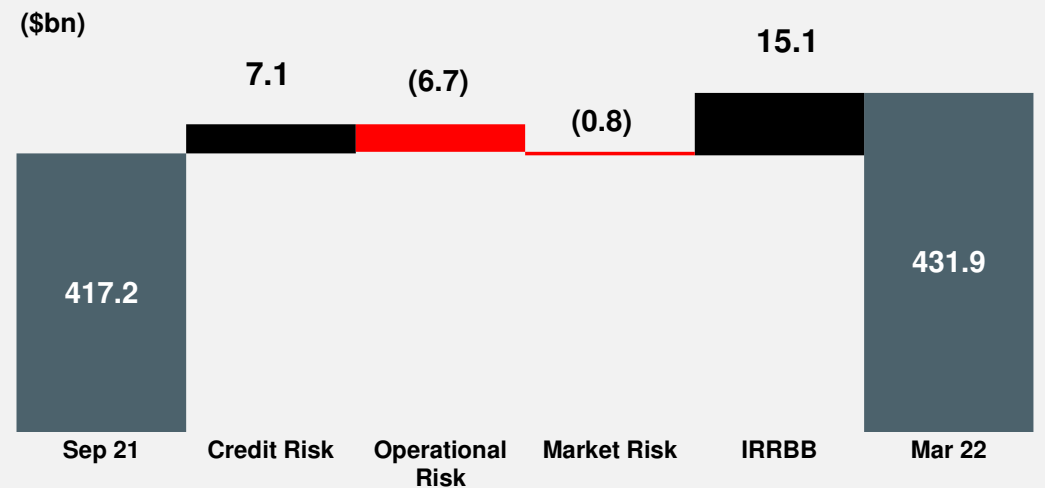
## GROUP BASEL III COMMON EQUITY TIER 1 CAPITAL RATIO



## CET1 CONSIDERATIONS

- \$2.5bn on-market share buy-back completed in 1H22 with a further \$2.5bn announced<sup>3</sup>
- RWA growth reflects higher CRWA driven by \$30.6bn of GLA growth and higher IRRBB offset by \$6.3bn benefit from early adoption of Operational Risk standardised approach
- Effective Jan 23, APRA's 'unquestionably strong' standards are expected to have minimal impact on required capital levels

## GROUP RWA



(1) Excludes FX translation

(2) Pro forma impacts include estimated impacts from agreed sale of BNZ Life (+6bps), the impact of the proposed acquisition of Citigroup's Australian consumer business (-31bps), and the announced additional \$2.5bn buy-back (-58bps). Both the proposed acquisition of the Citigroup Australian consumer business and the sale of BNZ Life are expected to complete in 2022, subject to relevant regulatory approvals. Final capital impact of each transaction will be determined following completion

(3) On 24 March NAB announced completion of the \$2.5bn on-market buy-back and a further on-market buy-back of up to \$2.5bn. Subject to market conditions, NAB expects to commence the further buy-back following its 2022 Half Year results announcement

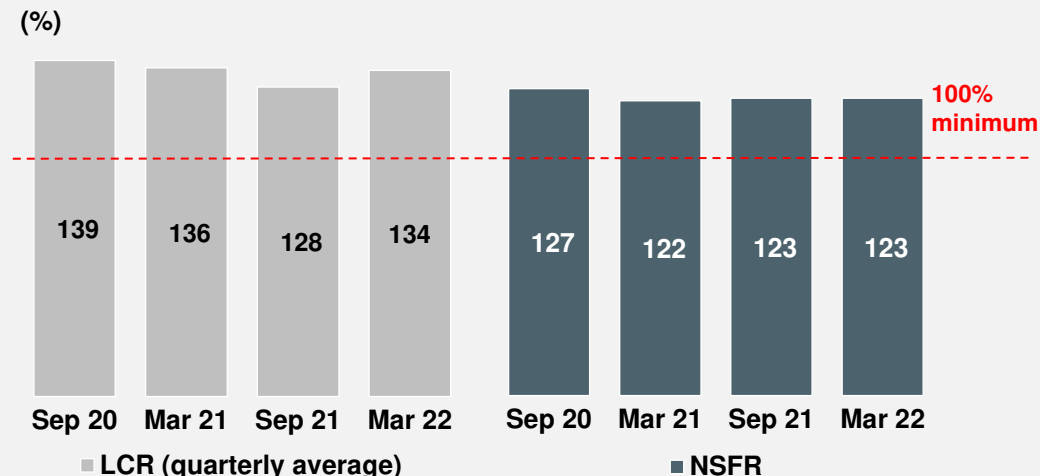


# FUNDING AND LIQUIDITY STRONG

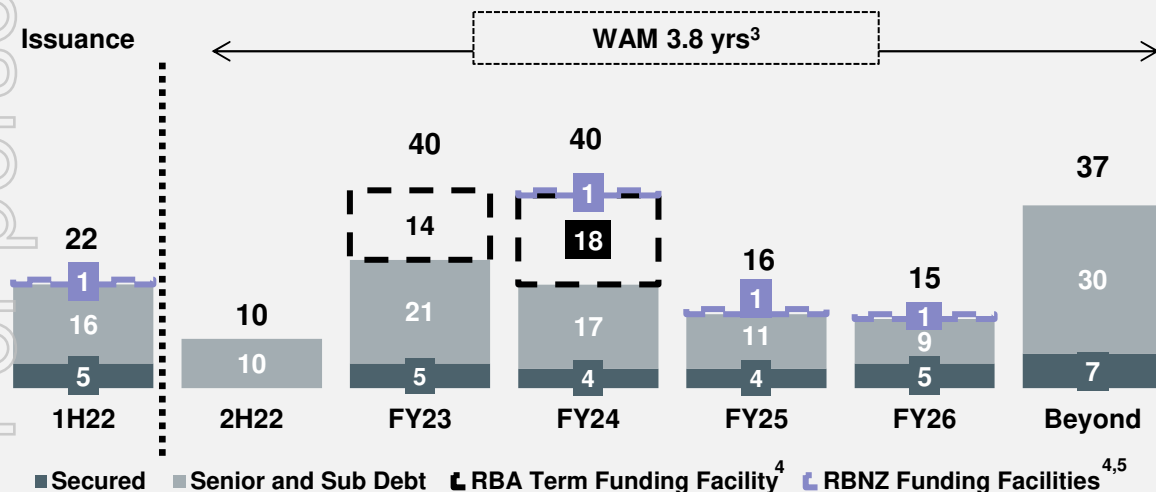
## KEY MESSAGES

- Strong funding and liquidity position, well above regulatory minimums. LCR excluding the CLF (quarterly average) was 119% at March 2022
- 1H22 saw increasing market volatility and widening credit spreads
- The Group raised \$21bn of term wholesale funding across a variety of markets
- Expect to continue to access funding markets over 2H22 to support balance sheet growth as well as the CLF and TFF transitions

## LIQUIDITY POSITION WELL ABOVE REGULATORY MINIMUMS

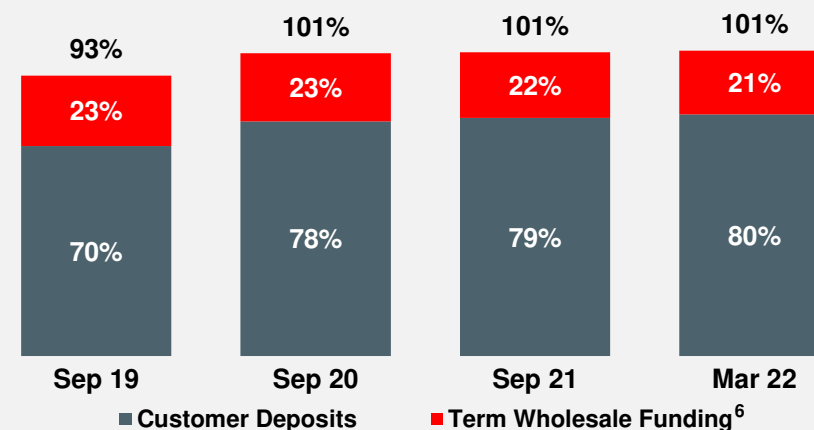


## TERM FUNDING ISSUANCE<sup>1</sup> & MATURITY PROFILE<sup>2</sup>



## LENDING FUNDED WITH STABLE SOURCES

(funding type as % of core assets)



- (1) Includes senior unsecured, secured (covered bonds and securitisation) and subordinated debt with an original term to maturity or call date of greater than 12 months, excludes Additional Tier 1 instruments. FX rate measured at time of issuance
- (2) Maturity profile of funding with an original term to maturity greater than 12 months, excludes Additional Tier 1 and Residential Mortgage Backed Securities. Spot FX rate at 31 March 2022.
- (3) Remaining weighted average maturity, excludes Additional Tier 1, Residential Mortgage Backed Securities, RBA Term Funding Facility and RBNZ funding facilities
- (4) Contractual maturity is based on drawdown date
- (5) Includes RBNZ's Term Lending Facility (TLF) and Funding for Lending Programme (FLP)
- (6) Includes senior unsecured, secured (covered bonds and securitisation), subordinated debt, Additional Tier 1 instruments, RBA TFF and RBNZ funding facility drawdowns with a remaining term to maturity or call date of greater than 12 months



# UPDATE ON CITI ACQUISITION

## KEY ACQUISITION METRICS UNCHANGED

- Based on the anticipated increase in RWAs of \$8.8bn plus the premium to net assets to be paid on completion, the required equity to complete is approximately \$1.2bn
- Targeting pre-tax cost synergies of ~\$130m p.a. to be achieved over 3 years, with the majority in years 2 and 3 (aligned to integration and migration plans)<sup>1</sup>
- Pre-tax acquisition and integration costs of \$375m, with the majority to be incurred in FY22 and FY23
  - \$165m to be incurred in FY22 and FY23 for new unsecured lending platform; majority capitalised and amortised over 5 years through cash opex
  - Other integration costs to be reported as non-cash opex

## FINANCIAL PERFORMANCE

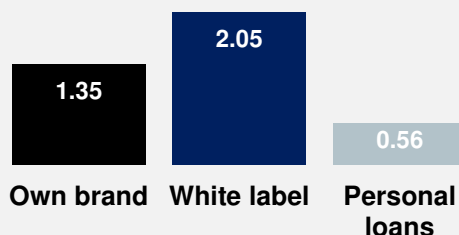
12 months to March 2022	\$m
Net Operating Income	690
Indicative Expenses <sup>2</sup>	(410)
Underlying Profit	280
Credit Impairment Charge	(36)
Cash NPAT	170

- Financial contribution will depend on a range of factors, including
  - Volume growth in unsecured lending;
  - Rate of decline in Citi mortgage balances;
  - Achievement of cost synergies; and
  - Market factors including margin and asset quality outcomes

### Overview of business to be acquired (based on balances at 31 March 2022)

#### UNSECURED LENDING

Balances by product (total \$3.95 bn)

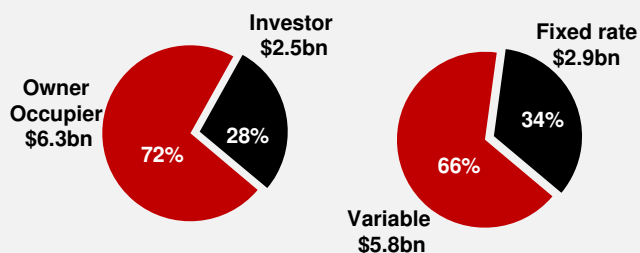


Net Credit Losses<sup>3</sup>  
(% of Average Receivables) 0.91%

#### MORTGAGES

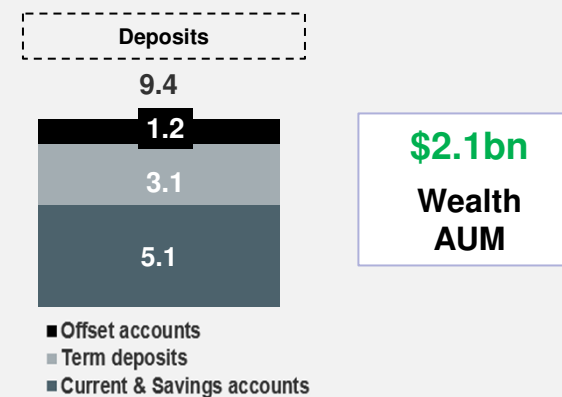
✓ Total balances (net of provisions) of \$8.8bn - \$0.9bn increase PcP

Home loan book composition (%)

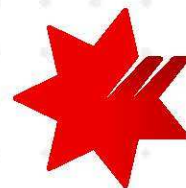


#### DEPOSITS / WEALTH

Net balances by product (\$bn)



(1) Assumes the Group is able to build its unsecured lending platform and exit transitional services received from Citigroup in accordance with its integration and migration plans. Refer to key risks, qualifications and assumptions in relation to forward looking statements on page 129  
 (2) Represents proforma operating expenses for business to be acquired  
 (3) Based on 12 months to March 2022



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# **CLOSING COMMENTS**

**ROSS McEWAN**

**Group Chief Executive Officer**

# CLIMATE ACTION: SUPPORTING CUSTOMERS

## PROGRESS ON NET ZERO PORTFOLIO BY 2050<sup>1</sup>

- Joined the Net Zero Banking Alliance
- Progressing work to set 2030 science-based emissions reduction targets for key sectors, to publish in 2022 annual reporting suite
- Working closely with 100 of our largest GHG emitting customers as they develop or improve their low-carbon transition plans
  - Maturity assessments completed for 58 customers
  - On track to meet target of 100 customers by September 2023

## NATURAL DISASTER AND CRISIS SUPPORT

### NAB Ready Together

- Our major program supporting Australians before, during and after natural disasters
- Key areas of support for impacted colleagues, customers and communities include offering financial hardship assistance, emergency grants, and volunteering to help recovery efforts

### Recent disaster relief

- ~\$4.4m in disaster relief measures to support customers, colleagues and communities impacted by the NSW and QLD floods provided by NAB and NAB Foundation.

## A LEADER IN SUSTAINABLE FINANCE

#1

Australian bank for global renewables transactions<sup>2</sup>

75%

Renewables now 75% of our total energy exposures<sup>3</sup>

>\$61  
BILLION

Have provided \$61.1bn in environmental financing since 2005, and target \$70bn by 2025<sup>4</sup>

### Supporting customers with commercial solutions

- Ongoing expansion of Carbonplace – a settlement platform for voluntary carbon credits of which NAB is a founding member
- Closed our first ESG-linked Foreign Exchange (FX) derivative with TRIG, a London-listed company that invests in renewable energy infrastructure projects
- Approved first NAB Agri Green loan in Nov 2021 and now expanding pilot



Rob and Melinee Leather  
Leather Cattle Company  
NAB's first Agri Green loan recipient

(1) The Group continues to work on understanding its total Scope 3 attributable emissions exposure and develop its emissions-based modelling. The Group acknowledges the limitations of current data. The Group's emissions based modelling, targets and methodologies may change as the availability and quality of data improves, and as climate science evolves.

(2) Rankings based on cumulative IJGlobal League Table data from 1st Jan 2010 to 31st March 2022, MLA, Renewables.

(3) Renewables EAD as a % of Energy Generation. NAB methodology (based upon the 1993 ANZSIC codes) at net EAD basis. Excludes exposure to counterparties predominantly involved in transmission and distribution. Vertically integrated retailers included and categorised as renewable where majority of their generation activities sourced from renewable energy. More detail at <https://www.nab.com.au/about-us/social-impact>.

(4) Represented as a cumulative amount of new environmental finance since 1 October 2015. Refer to the Group's 2021 Sustainability Data Pack for reference to how the environmental financing commitment is calculated.

# OUR PRIORITIES IN FY22 REMAIN LARGELY UNCHANGED

**Continue to focus on execution of Group strategy**

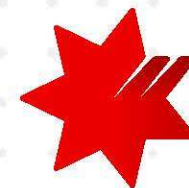
**Investing in growth while maintaining cost and capital discipline**

**Delivering activities required under AUSTRAC Enforceable Undertaking**

**Supporting customers in a period of rising inflation and higher rates**

**Supporting colleagues through transition to hybrid working**

**Complete acquisition of Citigroup's Australian consumer business and progress integration of UBank and 86 400**



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# ADDITIONAL INFORMATION

## DIVISIONAL PERFORMANCES

NAB At A Glance	33
We Have Clear Growth Opportunities	34
Divisional Contributions	35
Business & Private Banking	37
Personal Banking	40
Corporate & Institutional Banking	42
New Zealand Banking	45



# NAB AT A GLANCE

>32,000  
Employees

~8.5 million  
Customers

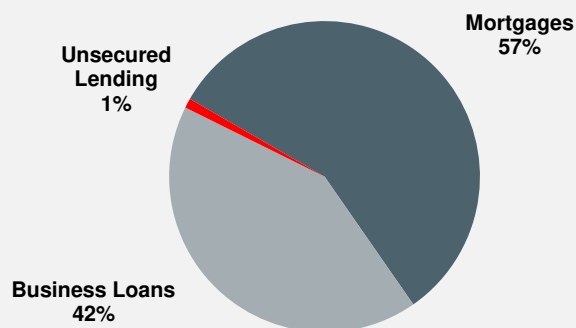
730  
Branches/Business centres

>160 years  
in operation

## CASH EARNINGS DIVISIONAL SPLIT<sup>1</sup>

Division	% of 1H22 Cash Earnings
Business & Private Banking	41%
Personal Banking	23%
Corporate & Institutional Banking	23%
New Zealand Banking	18%
Corporate Functions & Other	(5%)
Cash Earnings	100%

## GROSS LOANS & ACCEPTANCES SPLIT



### Key Financial Data

1H22

Cash Earnings <sup>1</sup>	\$3,480m
Cash ROE	11.3%
Gross Loans & Acceptances	\$660bn
Non-performing loans to GLAs <sup>2</sup>	75 bps
CET1 (APRA)	12.48%
NSFR (APRA)	123%

### Australian Market Share

As at Mar 22

Business lending <sup>3</sup>	22.3%
Housing lending <sup>3</sup>	14.5%
Personal lending <sup>4</sup>	9.5%
Cards <sup>3</sup>	13.5%

**Credit Ratings**  
NAB Ltd LT/ST

**S&P AA-/A-1+**  
(Stable)

**Moody's Aa3/P-1**  
(Stable)

**Fitch A+/F1**  
(Stable)

- (1) Refer to page 126 for definition of cash earnings and reconciliation to statutory net profit
- (2) 90+ days past due and gross impaired assets to GLAs
- (3) APRA Monthly Authorised Deposit-taking Institution statistics
- (4) Personal loans business tracker reports provided by RFI, represents share of RFI defined peer group data

# WE HAVE CLEAR GROWTH OPPORTUNITIES

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BUSINESS & PRIVATE BANKING	PERSONAL BANKING	CORPORATE & INSTITUTIONAL BANKING	BNZ	UBANK
<p><b>Clear market leadership</b></p> <ul style="list-style-type: none"> <li>• Industry-leading relationship bankers, enabled by data and analytics</li> <li>• Adding new customer facing roles</li> <li>• Strengthen sector specialisation</li> <li>• Transform business lending experience</li> <li>• Leverage High Net Worth proposition</li> <li>• Partner to deliver differentiated transactional banking experiences</li> </ul>	<p><b>Simple &amp; digital</b></p> <ul style="list-style-type: none"> <li>• Investing in professional and flexible bankers we make it easier and quicker to serve customers</li> <li>• Deliver a simple and digital everyday banking experience, including unsecured lending</li> <li>• Ambition to build Australia's simplest home loan</li> </ul>	<p><b>Disciplined growth</b></p> <ul style="list-style-type: none"> <li>• Highly professional relationship managers and specialists</li> <li>• Leadership in infrastructure, investors, and sustainability</li> <li>• Enhanced transactional banking and asset distribution capability</li> </ul>	<p><b>Grow in personal &amp; SME</b></p> <ul style="list-style-type: none"> <li>• Step change in digital banking capability</li> <li>• Simpler, more focused bank</li> <li>• Re-weight to less capital intense segments</li> </ul>	<p><b>New customer acquisition</b></p> <ul style="list-style-type: none"> <li>• New propositions driving customer acquisition</li> <li>• Market leading digital experience</li> <li>• Ambition to expand share in younger segments</li> </ul>

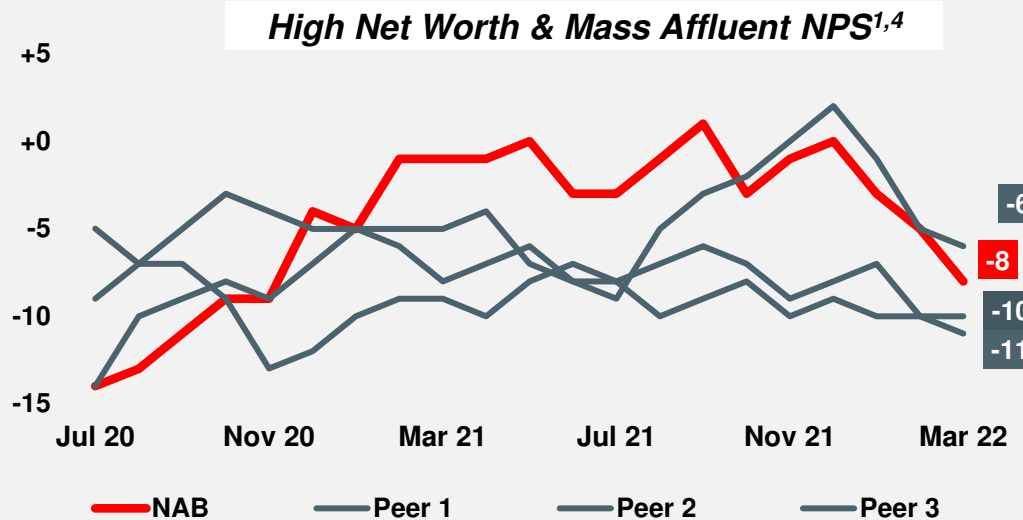
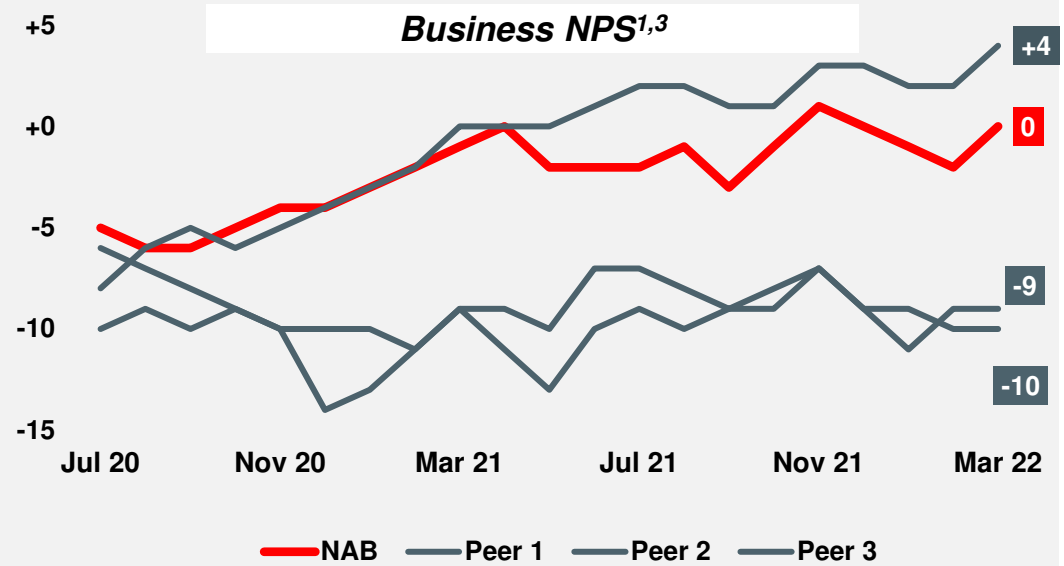
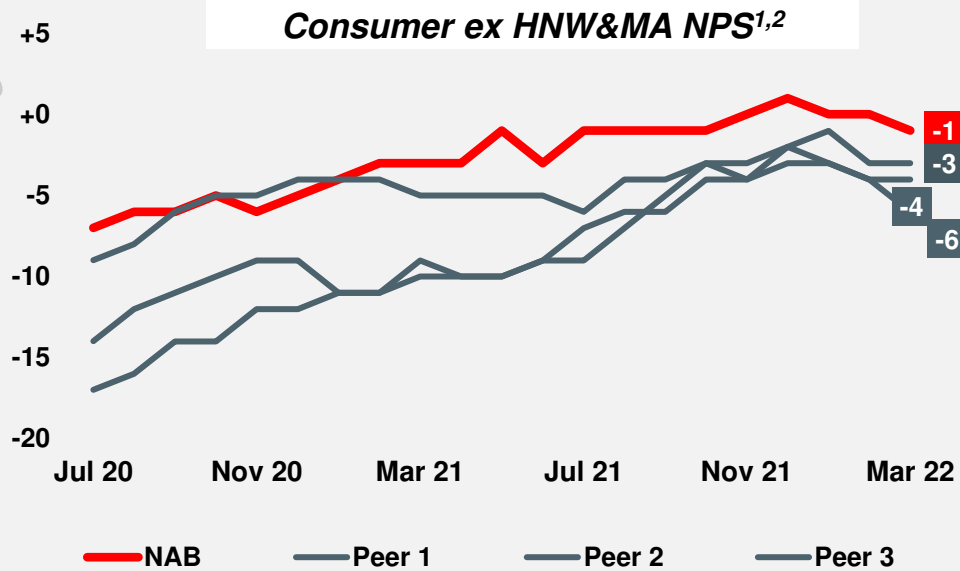
# DIVISIONAL CONTRIBUTIONS

Division	Cash Earnings		Underlying Profit	
	1H22 (\$m)	1H22 v 2H21	1H22 (\$m)	1H22 v 2H21
<b>Business and Private Banking</b>	<b>1,429</b>	<b>13.1%</b>	<b>2,020</b>	<b>9.0%</b>
<b>Personal Banking</b>	<b>788</b>	<b>(0.4%)</b>	<b>1,100</b>	<b>(1.3%)</b>
<b>Corporate &amp; Institutional Banking</b>	<b>806</b>	<b>89.6%</b>	<b>1,035</b>	<b>20.9%</b>
<b>New Zealand Banking<sup>1</sup></b>	<b>668</b>	<b>8.8%</b>	<b>951</b>	<b>10.7%</b>

(1) In local currency

# NET PROMOTER SCORE

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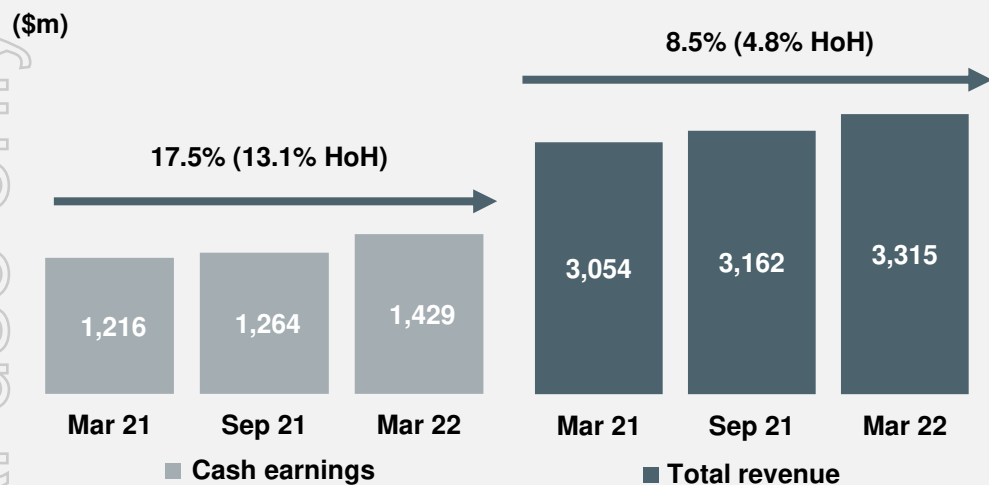


(1) Net Promoter® and NPS® are registered trademarks and Net Promoter Score and Net Promoter System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld  
 (2) Sourced from DBM Consultants Business and Consumer Atlas, measured on 6 month rolling average. A number of changes have been made to our Strategic NPS measure to align more closely to the Group Strategy. Consumer NPS now excludes consumers with Personal income of \$260k+ and/or investible assets \$1m+. History has been restated. Ranking based on absolute scores, not statistically significant differences  
 (3) Sourced from DBM Consultants Business and Consumer Atlas, measured on 6 month rolling average. Business NPS is now based on equal (25:25:25:25) combined weighting of NAB turnover segments: Micro (Up to \$100k turnover), Small (\$100k-\$5m turnover), Medium (\$5m-\$50m turnover), Large (\$50m+). Ranking based on absolute scores, not statistically significant differences.  
 (4) Sourced from DBM Consultants Consumer Atlas, measured on 6 month rolling average. Includes consumers with Personal income of \$260k+ and/or investible assets \$1m+. Ranking based on absolute scores, not statistically significant differences

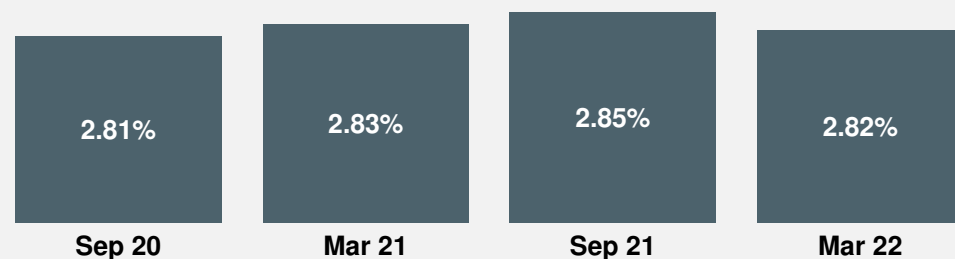


# BUSINESS & PRIVATE BANKING

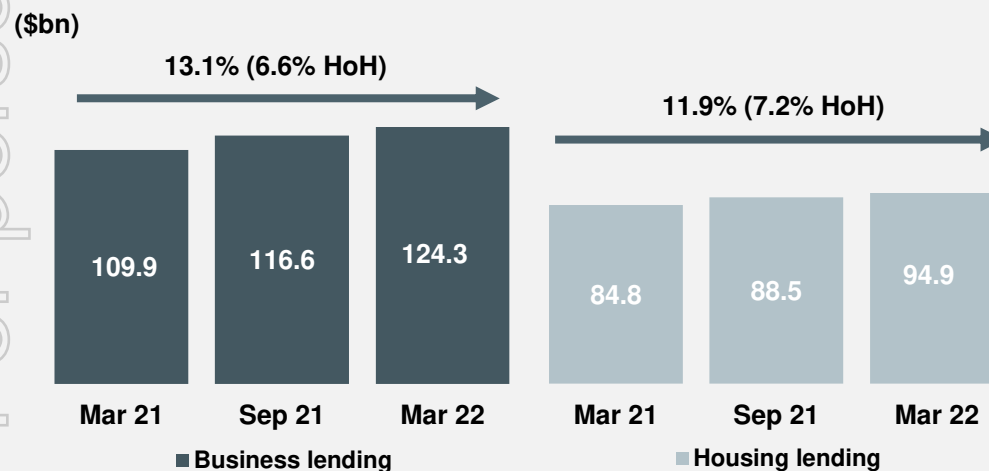
## CASH EARNINGS AND REVENUE



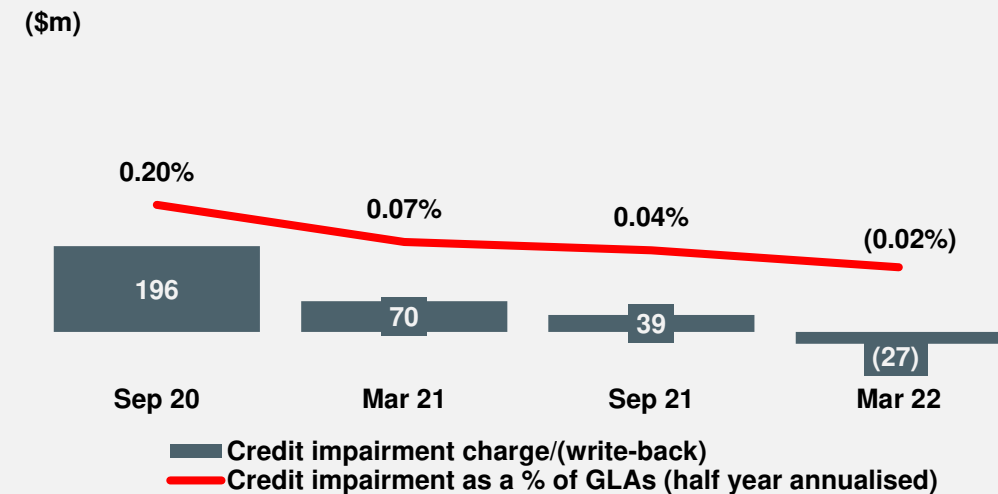
## NET INTEREST MARGIN



## BUSINESS AND HOUSING LENDING GLAs



## CREDIT IMPAIRMENT CHARGES AND AS A % OF GLAs

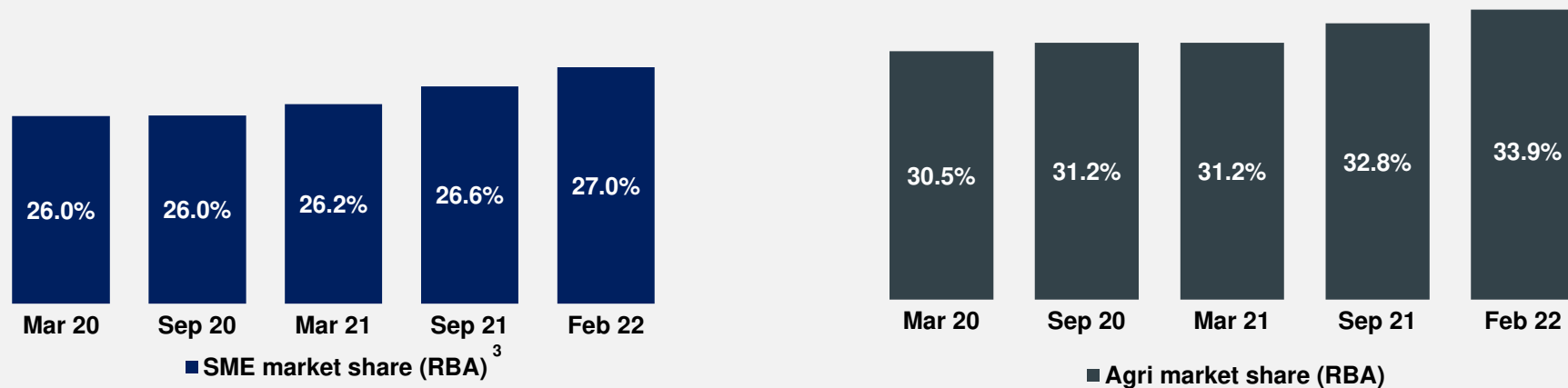


# BUSINESS LENDING GROWTH & MARKET SHARE

## AUSTRALIAN BUSINESS LENDING GROWTH (YOY)<sup>1</sup>



## SME AND AGRI BUSINESS LENDING MARKET SHARE



(1) Growth rates are on a customer segment basis and not industry

(2) CRE primarily represents commercial real estate investment lending across a range of asset classes including Retail, Office, Industrial, Tourism and Leisure, and Residential

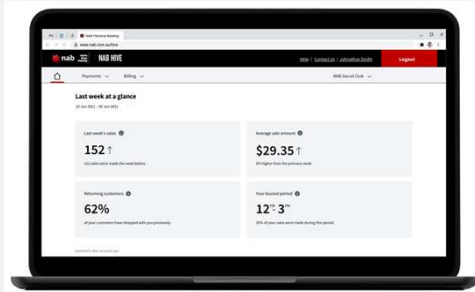
(3) A business is classified as SME under the RBA if NAB has exposure to the business and the business has turnover less than \$50 million. A business is classified as B&PB if NAB has exposure to the business less than \$50m; and the business has turnover less than \$100 million. Latest market share at February 2022

# INNOVATING IN PAYMENTS



## LAUNCH OF NAB HIVE IN 1H22<sup>1</sup>

- A new one-stop-shop for Merchant Services customers
- Providing customers with a simpler and more flexible way to manage their business and payment needs through a single, easy-to-use, self service digital portal
- Customers can:
  - get faster visibility of transactions within seconds
  - track payments and reconcile settlements in near real time; download merchant statements online
  - understand sales trends e.g. changes in spending patterns, peak times, returning vs new customers
- Enhancing capability over time to allow customers to order payment solutions, update payment features/functions, and access enhanced business and industry insights



- (1) Initially for sole proprietors only with increasing functionality over time to service more complex customer needs  
 (2) Transaction completed on 1 April 2022, Digital HICAPS will be rolled out across Australia throughout 2022



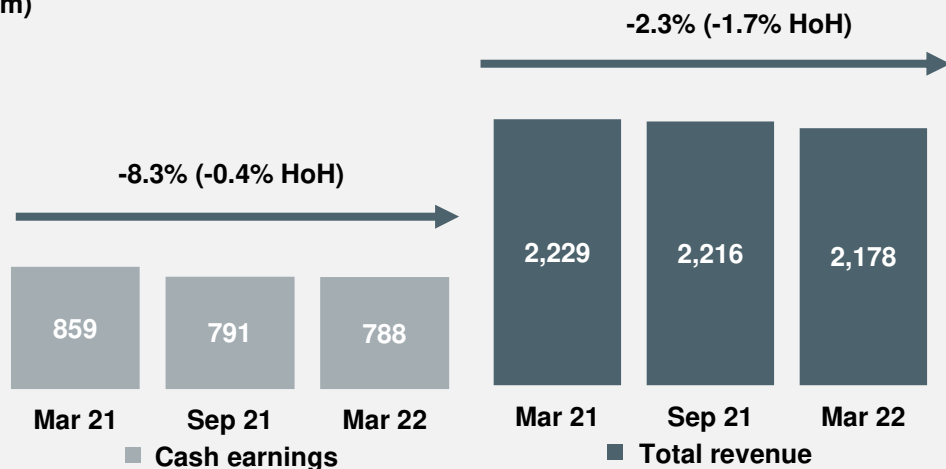
## HICAPS ACQUIRES LANTERNPAY<sup>2</sup>

- Integrating LanternPay's digital healthcare claiming technology with NAB's healthcare payments business, HICAPS, to deliver an enhanced HICAPS offering for healthcare providers which saves time, simplifies administration, and delivers better outcomes for their customers
- Healthcare Providers will be able to process real-time approvals and faster payments across multiple channels (online, mobile) rather than just in-store/in-person
- Expands HICAPS' range of healthcare providers to include home care, pharmacy and disability providers, and HICAPS' range of claims payment sources to include NDIS and additional accident/workers compensation schemes
- Additional integrations with healthcare providers' practice management systems enabling a seamless process from appointment booking through to payment and claims

# PERSONAL BANKING

## CASH EARNINGS AND REVENUE

(\$m)

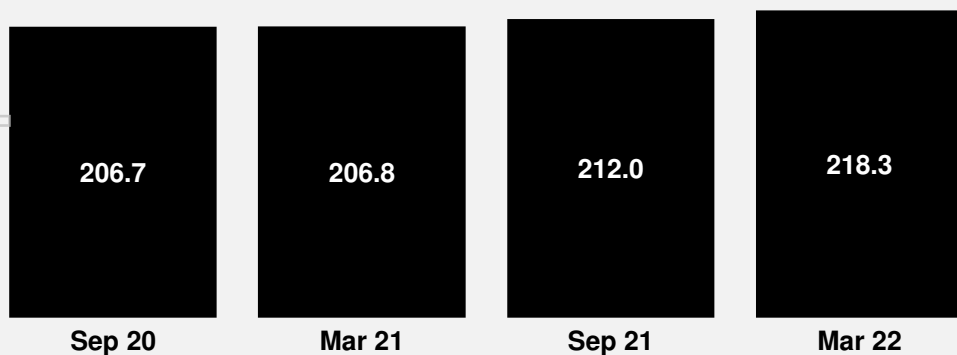


## NET INTEREST MARGIN



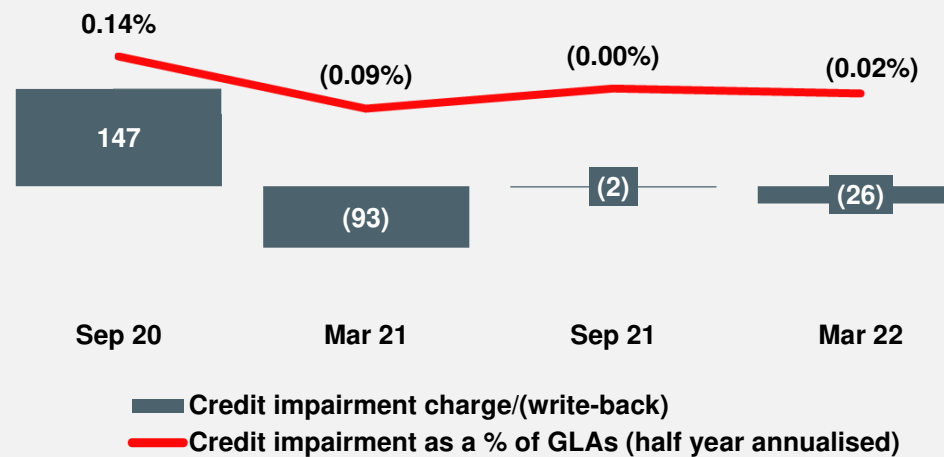
## HOUSING LENDING GLAs

(\$bn)



## CREDIT IMPAIRMENT CHARGES AND AS A % OF GLAs

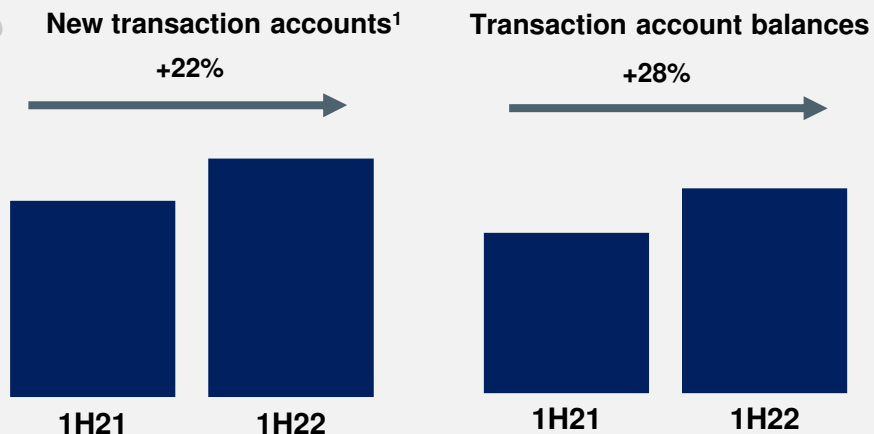
(\$m)



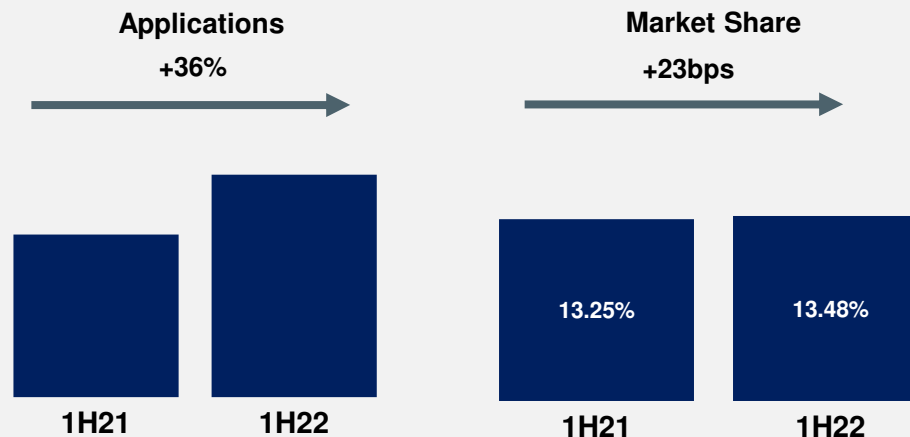


# SOLID GROWTH ACROSS OUR CONSUMER PRODUCTS

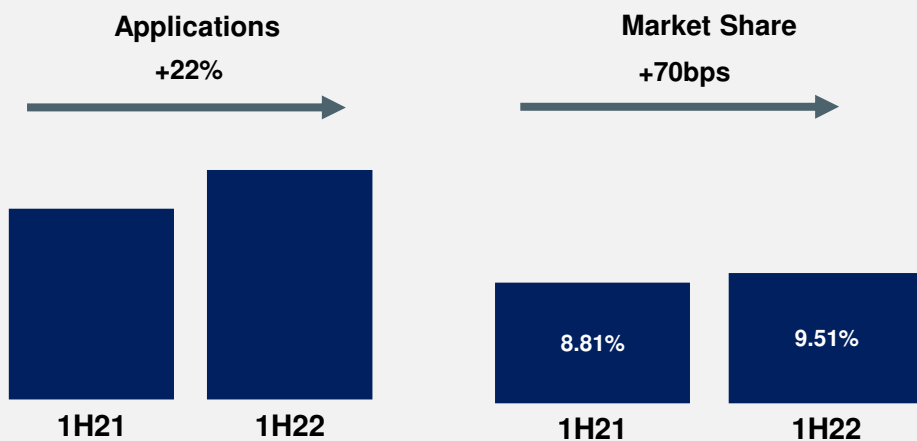
## CONTINUED FOCUS ON TRANSACTION ACCOUNTS



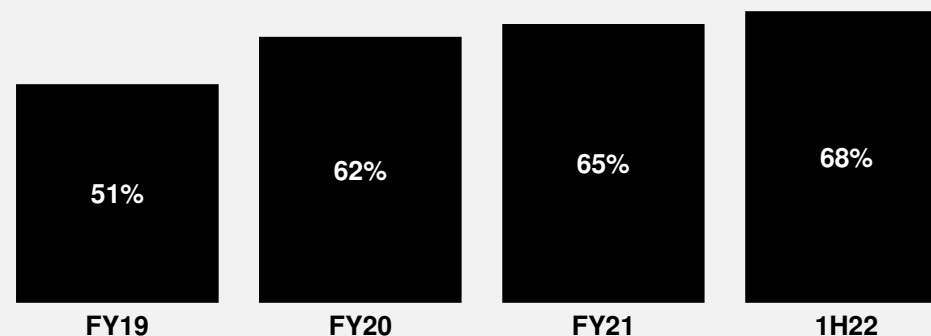
## IMPROVED CREDIT CARD PROPOSITION



## GROWTH IN PERSONAL LENDING<sup>2</sup>



## SIMPLE CONSUMER PRODUCT SALES VIA DIGITAL

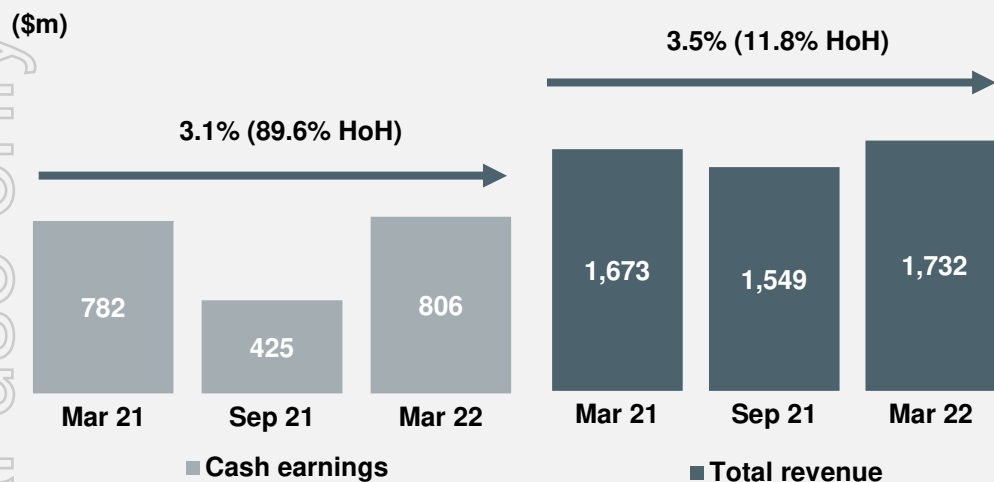


(1) New transaction accounts opened over the six month period, excludes offset accounts  
 (2) Personal Loans market share is based on RFI peer group benchmarking and includes secured and unsecured loans

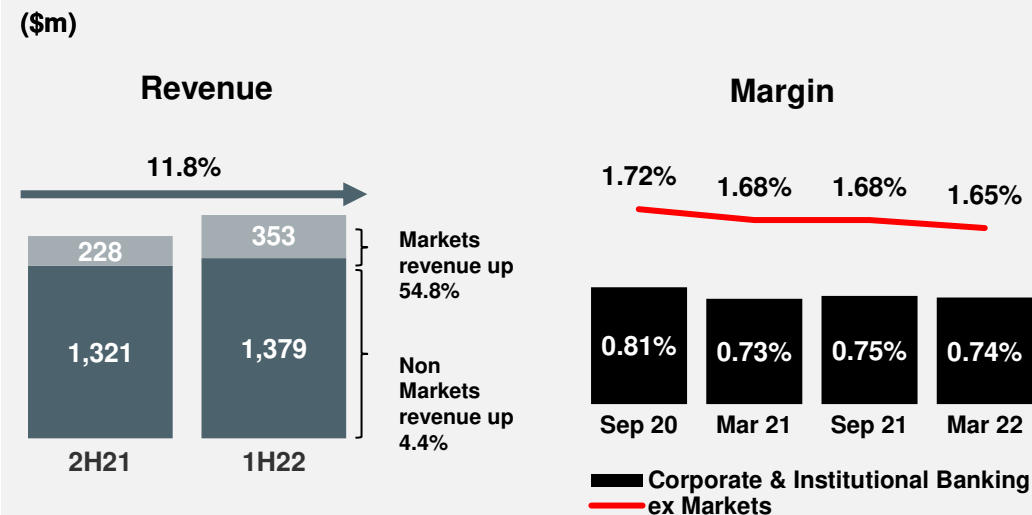
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# CORPORATE & INSTITUTIONAL BANKING

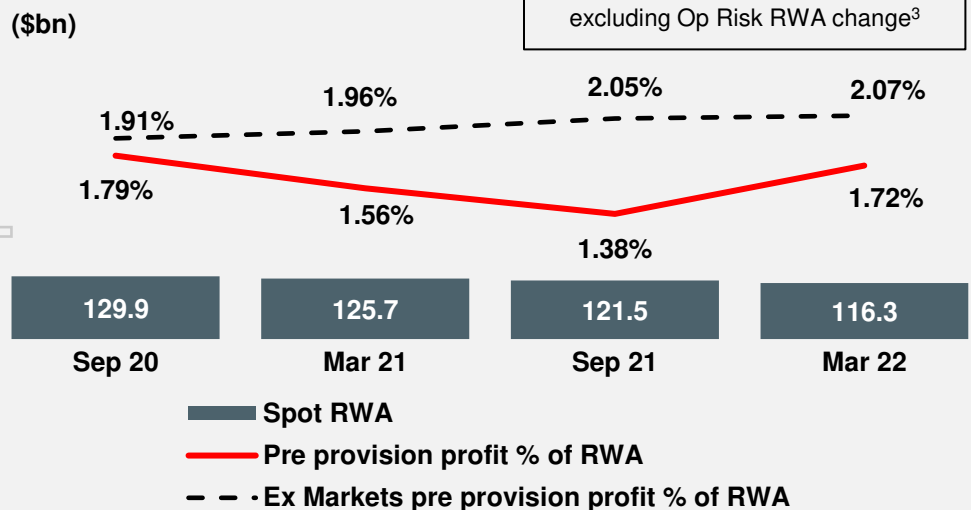
## CASH EARNINGS AND REVENUE



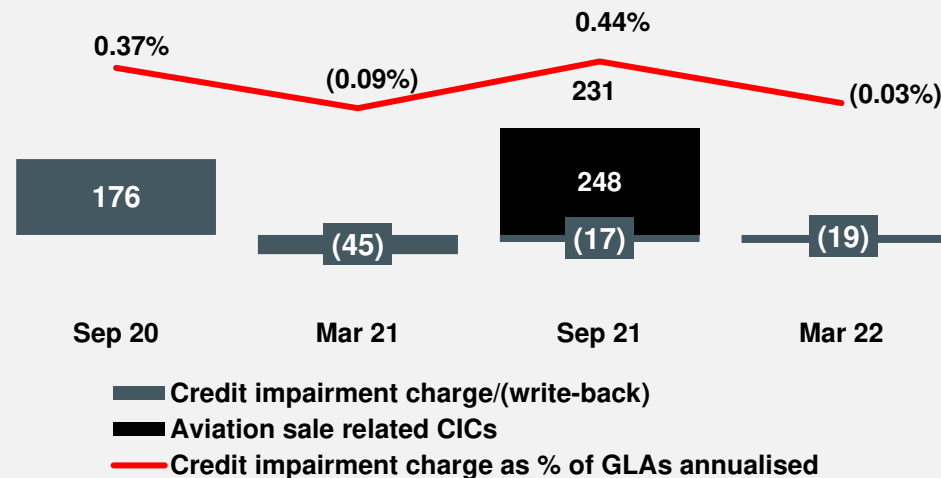
## MARGINS AND REVENUE BREAKDOWN<sup>1</sup>



## RETURNS FOCUS<sup>2</sup>



## CREDIT IMPAIRMENT CHARGES AND AS A % OF GLAs



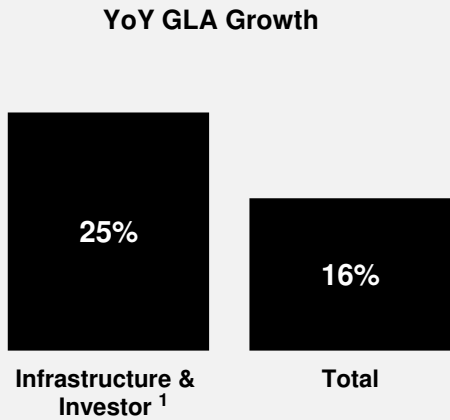
(1) Markets revenue represents Customer Risk Management revenue and NAB Risk Management Revenue. Includes derivative valuation adjustments

(2) Ex Markets pre provision profit % of RWA excludes Markets pre provision profit and average RWAs

(3) Ex Markets Operational Risk RWA reduced \$2.3bn Sept 21 to Mar 22 related to NAB's early adoption of APRA's Operational Risk standardised approach and change in divisional allocation of Group Operational Risk RWA

# DISCIPLINED GROWTH IN CORPORATE & INSTITUTIONAL BANKING

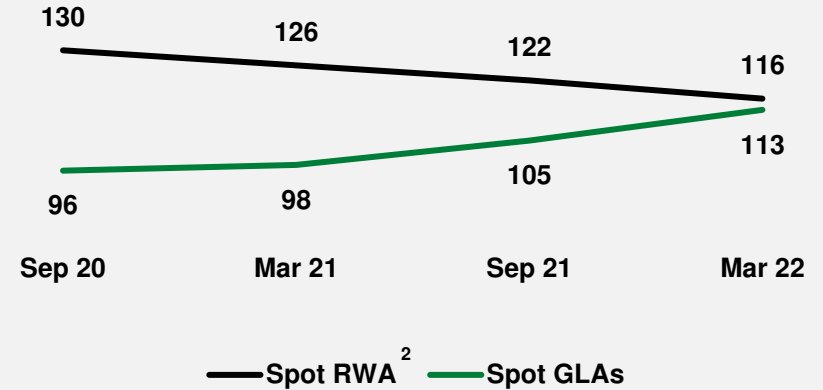
## GLA GROWTH TILTED TO TARGET SECTORS



- M&A-related deals across a range of sectors
- Significant activity by target Investor sector clients including private capital and strategic investors

## REDUCING CAPITAL INTENSITY

(\$bn)



## LEVERAGING TRANSACTIONAL BANKING CAPABILITY

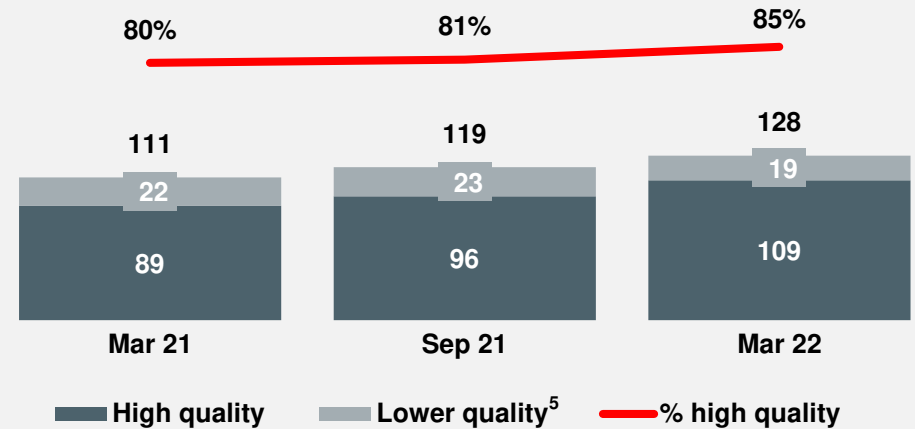
**#1**  
Transactional Banking RSI<sup>3</sup>

**>300bps**  
increase in NAB share of domestic payments<sup>4</sup>

**73%**  
lift in # of NPP outbound payments since 1 Oct 2019

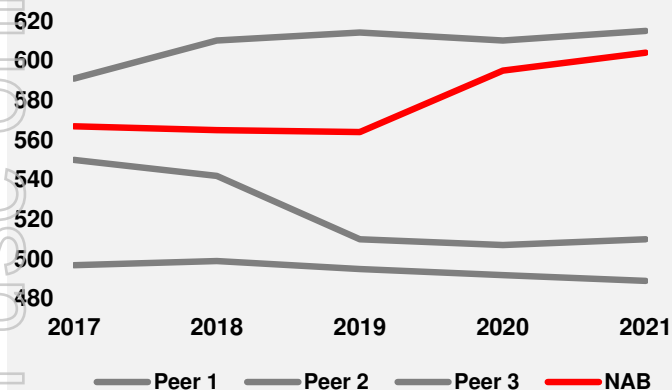
## IMPROVING DEPOSIT QUALITY

(\$bn)

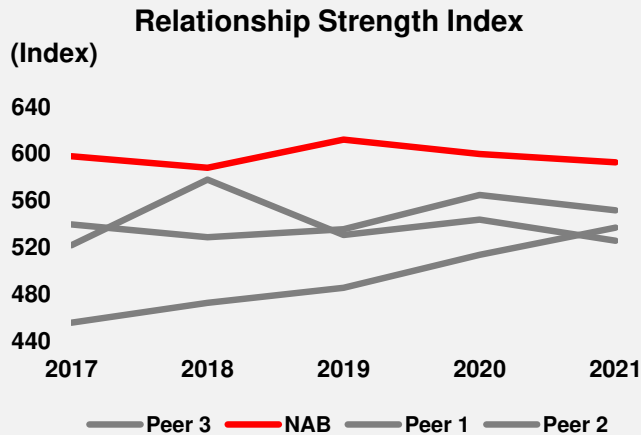


(1) Infrastructure includes renewables  
 (2) RWA reduction Sep 21 to Mar 22 includes \$6.4bn lower Operational Risk RWA related to NAB's early adoption of APRA's Operational Risk standardised approach and change in divisional allocation of Group Operational Risk RWA  
 (3) Source: Peter Lee Associates, Australia. Large Corporate Transactional Banking Survey 2021. Based on top four banks by penetration. Relationship Strength Index (RSI) is based on a combined measure of most qualitative evaluations  
 (4) Domestic Payments market share is a 3 month rolling weighted average calculation of BPAY Biller, Outbound Fast Payments, Real Time Gross Settlements (High Value Clearing System) and Direct Credit/Debit payments. Data sourced from NAB, RBA, BPAY, AusPayNet  
 (5) At call, non-operational deposits with 100% run-off profile for Liquidity Coverage Ratio purposes

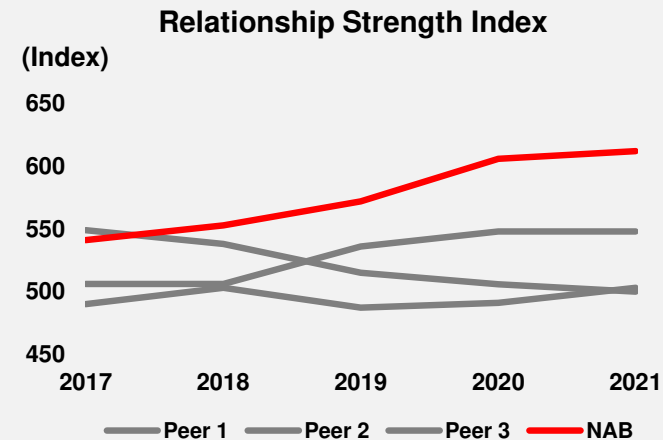
## LARGE CORPORATE & INSTITUTIONAL – RELATIONSHIP STRENGTH INDEX<sup>1</sup>



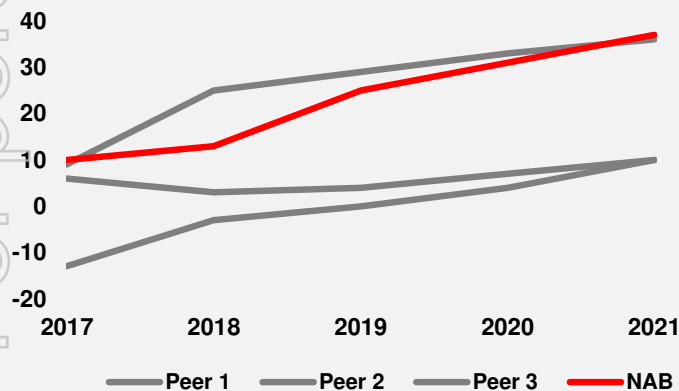
## INTEREST RATE HEDGING<sup>3</sup>



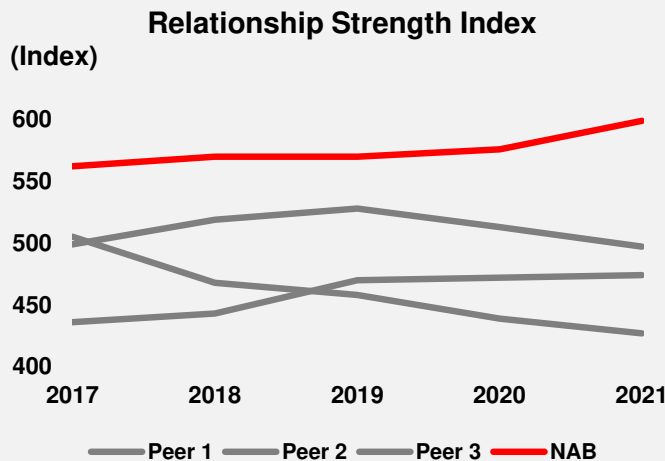
## FOREIGN EXCHANGE<sup>4</sup>



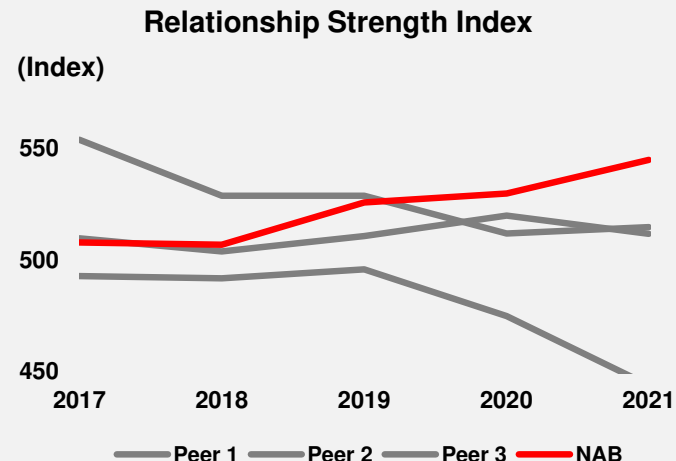
## INSTITUTIONAL NPS<sup>1,2</sup>



## DEBT MARKETS ORIGINATION<sup>5</sup>



## TRANSACTIONAL BANKING<sup>6</sup>



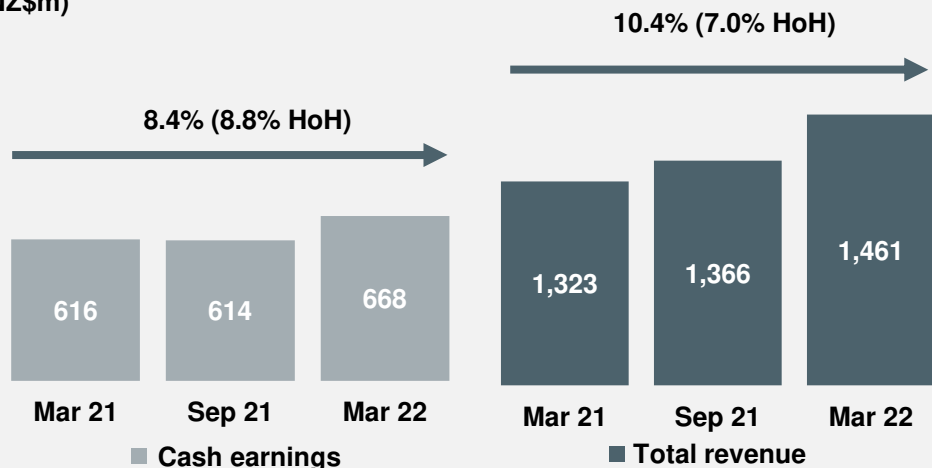
All data from Peter Lee Associates, Australia. Based on top four banks by penetration. Relationship Strength Index (RSI) is based on a combined measure of most qualitative evaluations.

- (1) Corporate and Institutional Relationship Banking Survey 2021
- (2) Net Promoter® and NPS® are registered trademarks and Net Promoter Score and Net Promoter System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld
- (3) Interest Rate Derivatives Survey 2021
- (4) Foreign Exchange Survey 2020
- (5) Debt Securities Origination Survey 2021
- (6) Transaction Banking Survey 2021

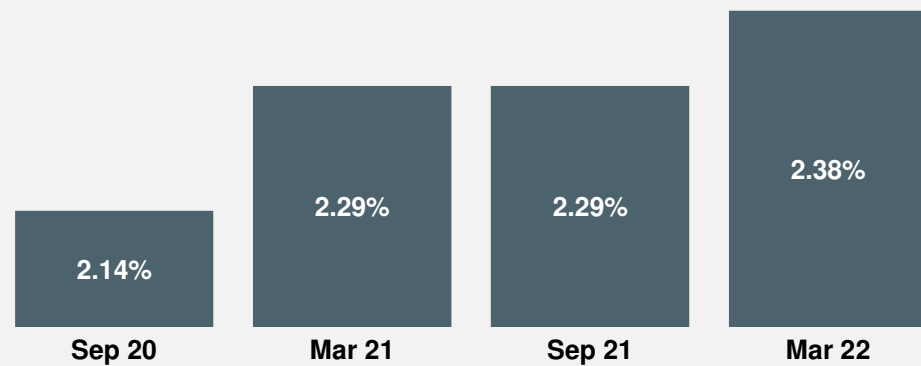
# NEW ZEALAND BANKING

## CASH EARNINGS AND REVENUE

(NZ\$m)

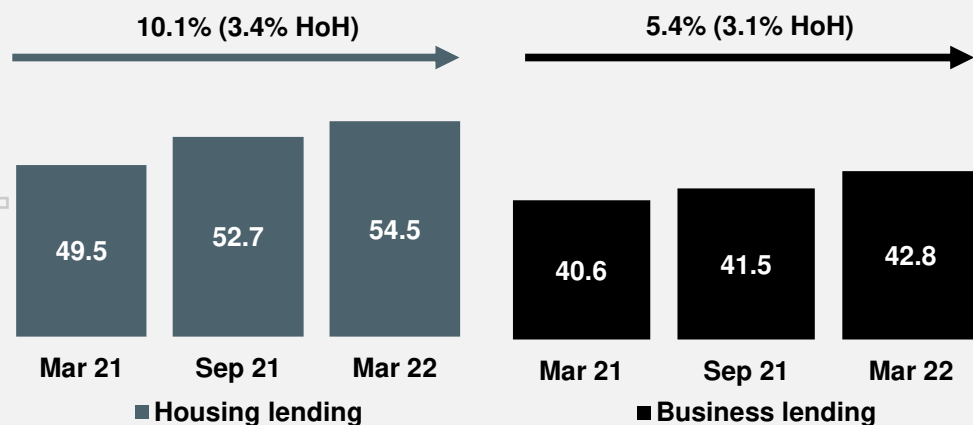


## NET INTEREST MARGIN



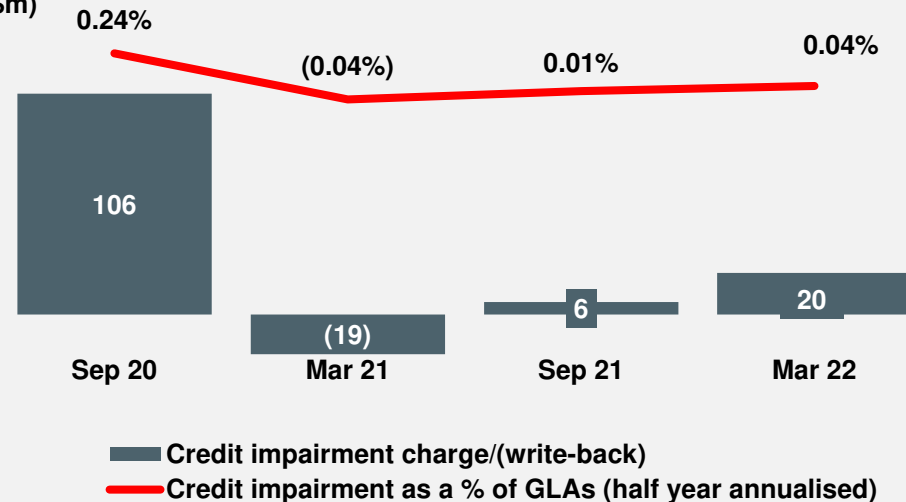
## BUSINESS & HOUSING LENDING GLAs

(NZ\$bn)



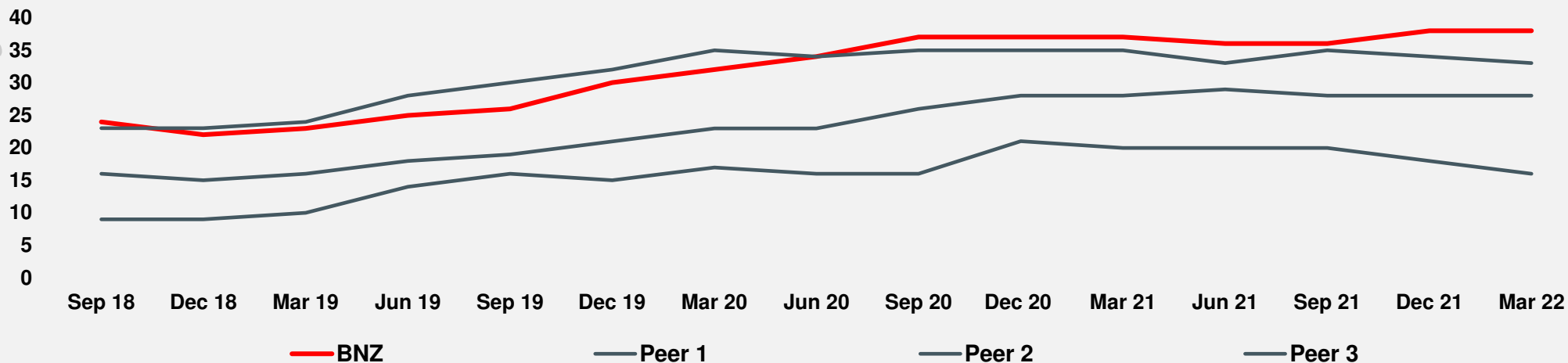
## CREDIT IMPAIRMENT CHARGES AND AS A % OF GLAs

(NZ\$m)

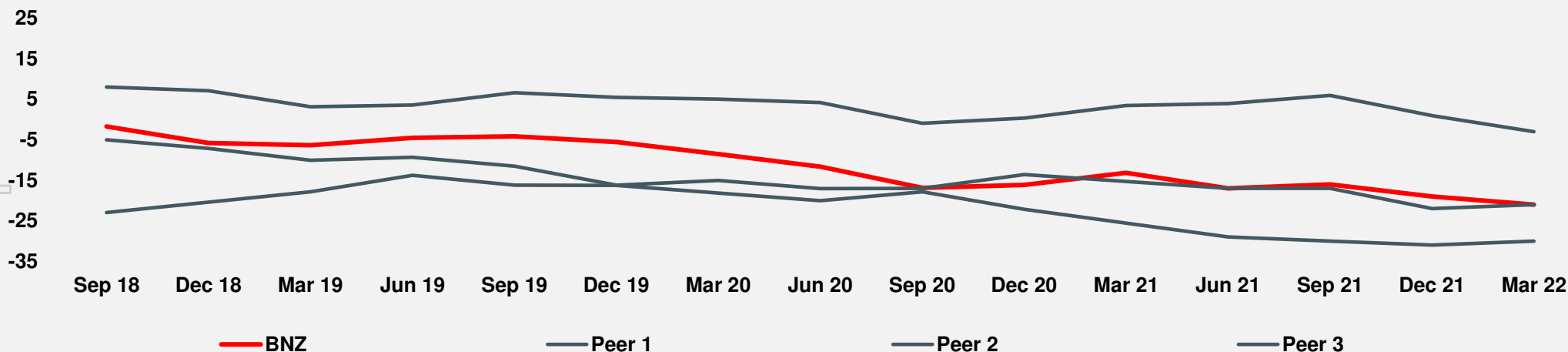


# KEY CUSTOMER METRICS

## BNZ CONSUMER NPS<sup>1,3,4,5</sup>



## BNZ BUSINESS NPS<sup>2,3</sup>



(1) Source: Camorra Retail Market Monitor (data on 12 month roll). The result reflects the total Consumer market.

(2) Source: Kantar Business Finance Monitor (data on 4 quarter roll). Total business market up to annual turnover of \$150m; includes Agribusiness with a turnover of \$100k+.

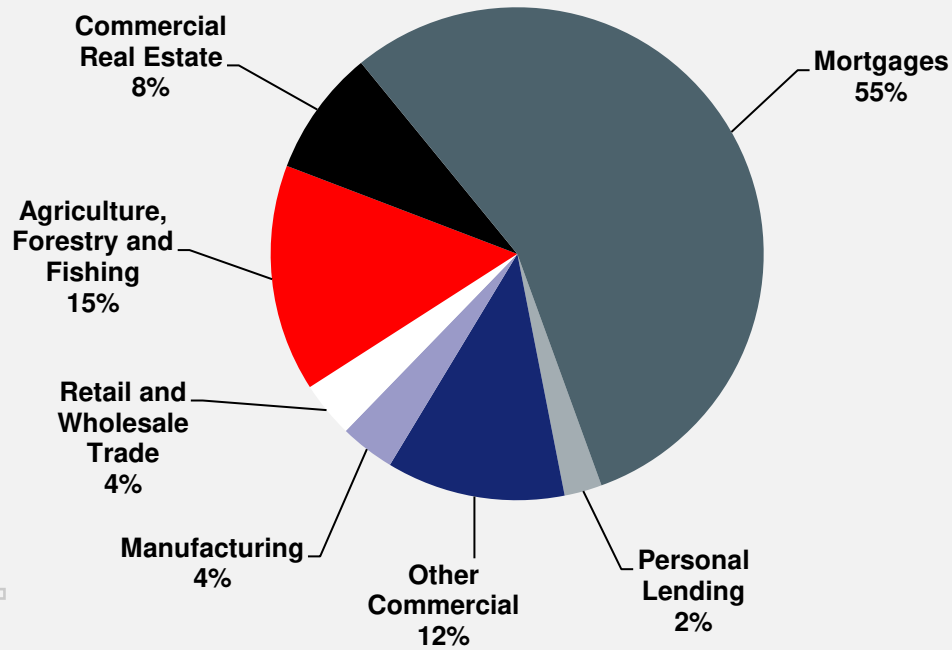
(3) Net Promoter® and NPS® are registered trademarks and Net Promoter Score and Net Promoter System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld.

(4) In 2019, a change in Retail Market Monitor methodology led to a re-set of NPS for the consumer market for all major banks. Use of a 12 month rolling average in BNZ reporting smoothed the transition but a methodology-driven increase in NPS for all banks is visible. The new methodology has been fully embedded since October 2019.

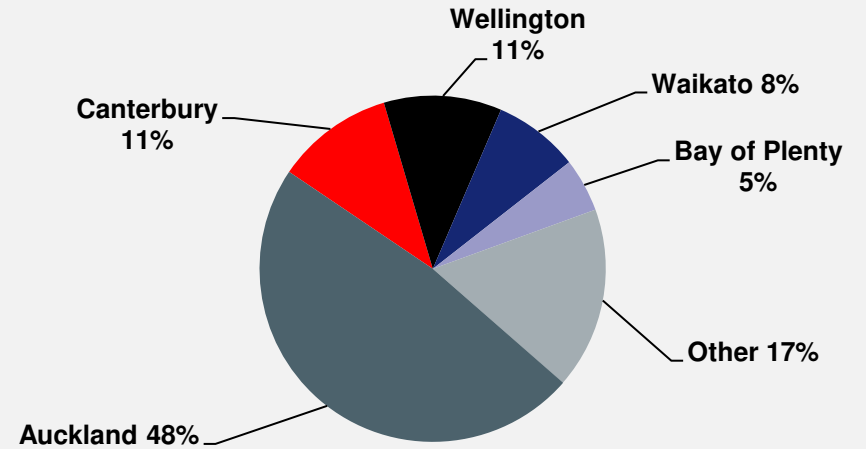
(5) In September 2021 there was a further methodological improvement. Customer share (alongside population census results) is now included in the underlying data weighting approach. This change has been applied across the market, so affects both BNZ and our peers. It has also been applied to the historical results from May 19 so comparisons over time remain valid, including for blended periods.

# LENDING MIX

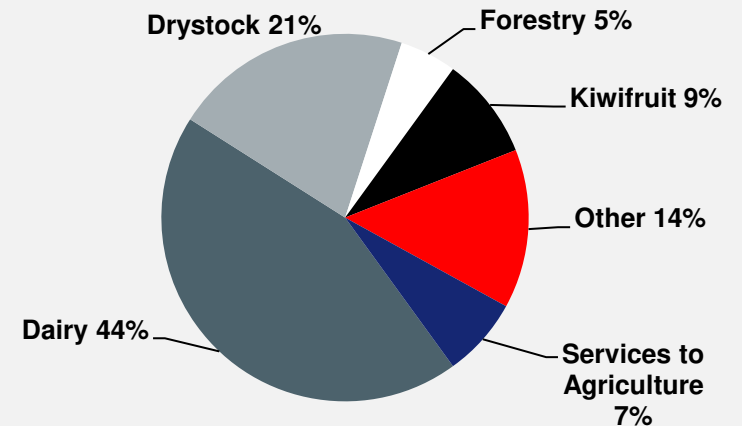
PORTFOLIO BREAKDOWN – TOTAL NZ\$98.1BN



MORTGAGE PORTFOLIO BREAKDOWN BY GEOGRAPHY – TOTAL MORTGAGE NZ\$54.5BN



AGRIBUSINESS PORTFOLIO BREAKDOWN BY INDUSTRY – TOTAL AGRI NZ\$14.6BN



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# NEW ZEALAND HOUSING LENDING KEY METRICS

New Zealand Housing Lending	Sep 20	Mar 21	Sep 21	Mar 22		Mar 21	Sep 21	Mar 22
<b>Portfolio</b>						<b>Drawdowns<sup>1,4</sup></b>		
Total Balances (spot) NZ\$bn	46.0	49.5	52.7	54.5		9.6	9.6	7.4
By product								
- Variable rate	14.1%	12.9%	11.3%	10.6%		11.1%	10.1%	12.8%
- Fixed rate	84.1%	85.5%	87.3%	88.0%		88.0%	89.0%	86.1%
- Line of credit	1.8%	1.6%	1.4%	1.4%		0.9%	0.9%	1.1%
By borrower type <sup>4</sup>								
- Owner Occupied	67.0%	66.0%	66.1%	66.4%		62.9%	69.2%	69.6%
- Investor	33.0%	34.0%	33.9%	33.6%		37.1%	30.8%	30.4%
By channel								
- Proprietary	76.2%	73.7%	71.6%	70.2%		67.9%	65.4%	65.4%
- Broker	23.8%	26.3%	28.4%	29.8%		32.1%	34.6%	34.6%
Low Documentation	0.0%	0.0%	0.0%	0.0%		0.0%	0.0%	0.0%
Interest only <sup>2,4</sup>	24.5%	20.6%	19.2%	18.4%		28.5%	25.5%	25.3%
LVR at origination	66.8%	66.0%	65.4%	64.3%				
90+ days past due	0.13%	0.14%	0.09%	0.09%				
Impaired loans	0.02%	0.01%	0.00%	0.00%				
Specific Impairment coverage ratio	26.3%	20.8%	11.5%	20.9%				
Loss rate <sup>3</sup>	0.00%	0.00%	0.00%	0.00%				

(1) Drawdowns is defined as new lending including limit increases and excluding redraws in the previous six month period

(2) Excludes line of credit products

(3) 12 month rolling Net Write-offs / Spot Drawn Balances

(4) Historical amounts including drawdowns and % splits restated due to methodology change, total balances unchanged



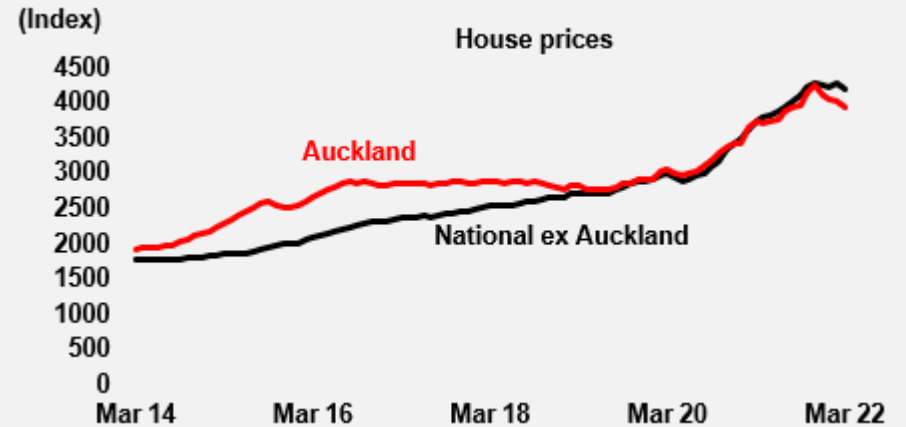
# NEW ZEALAND HOUSING PORTFOLIO QUALITY

## NZ HOUSING BOOK IN GOOD SHAPE

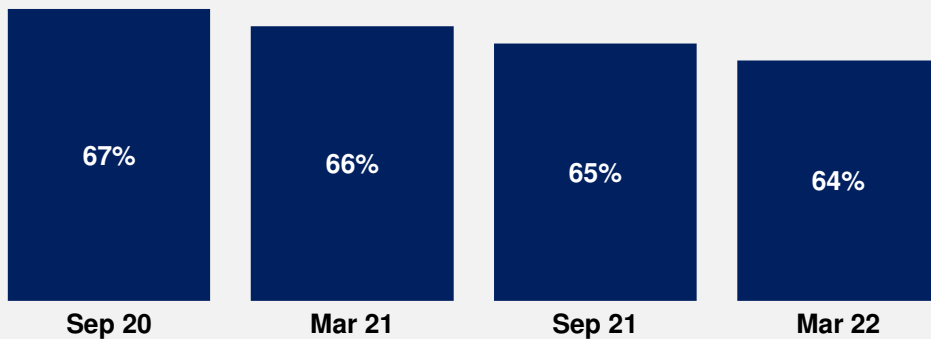
Overall portfolio well positioned for higher cost of living & rates:

- Unemployment rate expected to remain <4% over medium term
- Serviceability interest rate increased in 1H22 by 50 bps to 6.75%
- 46% of total housing book ahead of scheduled repayments
- Internal LVR speed limits lower than regulator limits

## RECENT PRICE APPRECIATION PROVIDES BUFFER<sup>2</sup>



## LVR AT ORIGATION REDUCING OVER TIME<sup>1</sup>



## LOW DRAWDOWNS >80% LVR OVER PAST 12 MONTHS AND MOSTLY OWNER OCCUPIERS

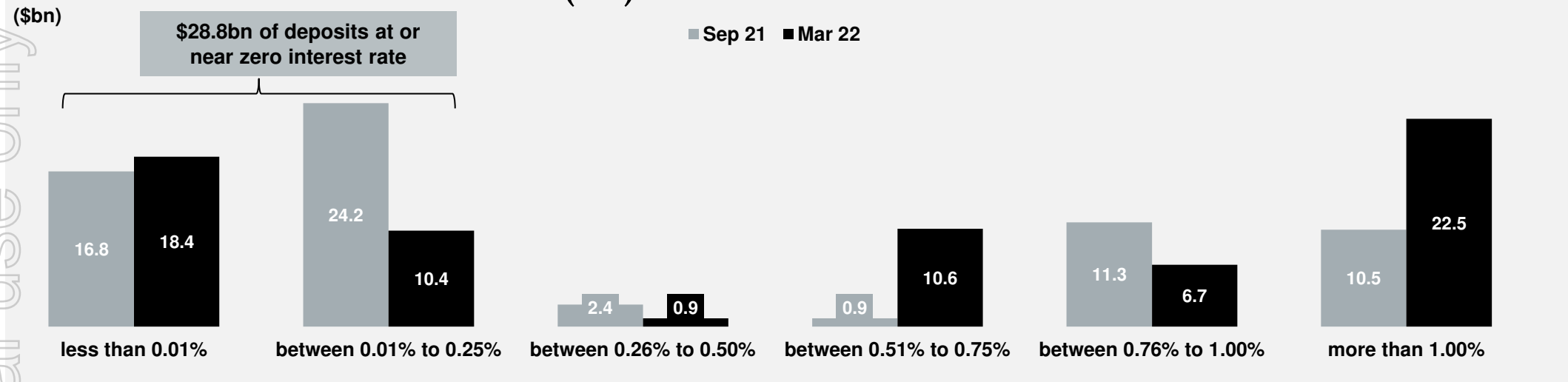
LVR band	NZD Drawdowns	% of cohort Owner Occupier
80%-90%	1.3bn	99%
>90%	0.01bn	100%

(1) Portfolio stats  
 (2) REINZ house price index

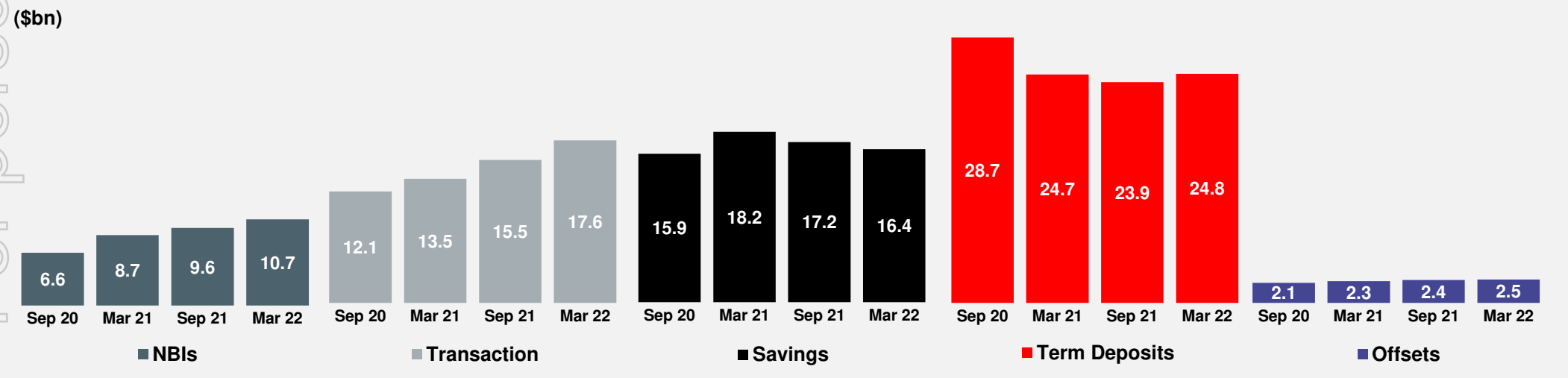
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# NZ CUSTOMER DEPOSITS BY INTEREST RATE

## NZ CUSTOMER DEPOSITS BY INTEREST RATE (NZD)<sup>1</sup>



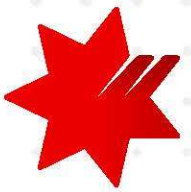
## CUSTOMER DEPOSIT BALANCES BY PRODUCT (NZD)



(1) Customer deposits exclude offset products, and set-off facilities

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# **ADDITIONAL INFORMATION**

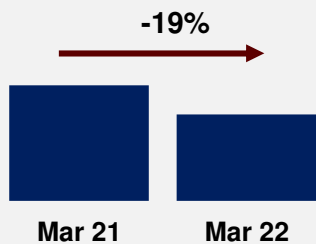
## **DIGITAL TRANSFORMATION AND TECHNOLOGY**

# DIGITAL ENABLING SELF SERVICE AND MOBILE A KEY FOCUS

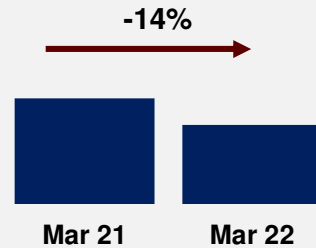
## CUSTOMERS INCREASINGLY SELF SERVICING

- ~2 million virtual chats and ~80,000 online home loan appointment bookings in past 12 months

OTC transactions



Contact centre calls

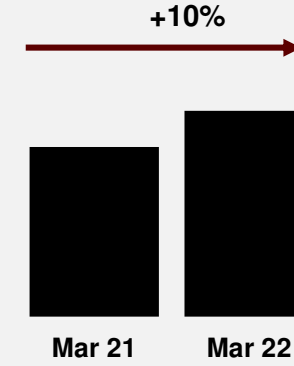


## MOBILE APP USAGE AND NPS INCREASING

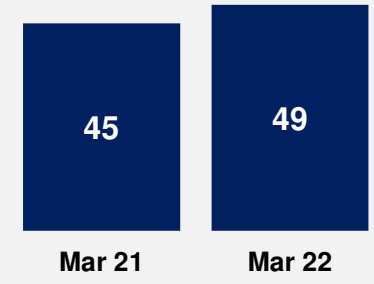
Mobile App users



Mobile only customers

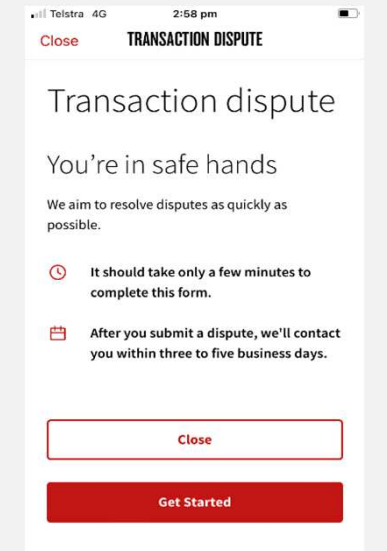
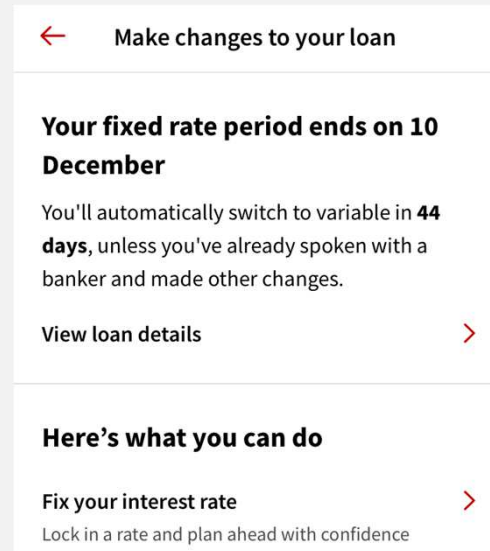


Mobile App NPS<sup>1</sup>



## CONTINUE TO IMPROVE APP FUNCTIONALITY

- In 1H22 delivered:
  - Functionality to enable eligible home loan customers to be digitally notified and view their new variable rate and repayment that will automatically apply at fixed rate expiry, via the NAB app
  - Raise a transaction dispute
  - EFTPOS selection in Apple Pay allowing choice to avoid merchant surcharges
  - Improved in-app search across transactions and features



(1) Internal measure of NPS, calculated on a 6 month rolling average. Net Promotor® and NPS® are registered trademarks and Net Promotor Score and Net Promotor System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld

# INNOVATING WITH NAB VENTURES

NAB Ventures is NAB's venture capital arm that makes investments to promote strategic priorities

- The Ventures team work alongside other parts of the bank, incubating and testing innovative new customer propositions and leveraging new developments in technology
- NAB Ventures manages over 20 investments spread across ten themes of innovation
- NAB Ventures made four new investments in 1H22 and one follow on investment into portfolio companies

## Innovation Themes

Open Data & Data Driven Personalisation

SME Banking and Merchants

Payments innovation

Banking as a service

New to Banking Market

Embedded Finance

Simplified Lending and everyday banking experiences

Carbon and the Environment

Security & ID

Tokenisation / Blockchain

## New Investments in 1H22



**Amberdata** is a blockchain and digital asset data company that offers tools for exchanges, wallets, traders, and developers



**DataMesh** provides payments and data analytics hardware and software to merchants. Their solutions are hardware agnostic and leave the merchant acquiring relationship in place



**SafeStack Academy** is a community-based security architecture, development and QA testing, training platform



**Geora** is a software platform built on blockchain technology for agri-supply chains

## Follow on Investments



**Slyp** is a digital receipting company enabling banks to embed receipts in banking app with rich data, relevant merchant offers and loyalty

# CONTINUED SOLID PROGRESS ON OUR TECHNOLOGY TRANSFORMATION

## KEY AREAS OF FOCUS

## ACHIEVEMENTS<sup>1</sup>

Leverage the Cloud, Microservices and APIs

- 62% of applications now running on the cloud – more reliable and sustainable
- Built >380 microservices and >3,200 APIs – increasing speed of new feature delivery



Simplify legacy technology

- Reduced the number of applications by 10% – reducing complexity
- 87% reduction in High and Critical rated incidents – dramatic reduction in customer impacting technology issues



Better Straight Through Digital Experiences

- Relaunched Quickbiz is improving straight through approval ratios. Funds hit accounts in minutes



World class cyber security

- Achieved a 18% increase in NIST<sup>2</sup> score – improved capability to protect customers
- Kept losses broadly stable despite significant surge in attempted fraud



Culture of high speed delivery

- Transformed approach to delivering change creating value for customers and colleagues



Insourcing key technology functions & uplifting skills

- ~2,500 industry recognised cloud certifications – key skills powering our transformation
- NAB has filled close to 4,300 technology roles<sup>3</sup> – delivering faster and more personalised experiences to customers
- Hired ~800 interns<sup>4</sup> with more than 500 joining this year to help the bank deliver great experiences for customers



Investment in technology has generated clear benefits and underpins cost & revenue momentum going forward

Cost reduction

NPS<sup>5</sup> increase

Improved resilience

Faster time to market

Safe growth

Uplifting colleague skills

(1) Using 2018 as baseline

(2) The NIST Cybersecurity Framework provides guidance for how organisations can assess and improve their ability to prevent, detect, and respond to cyber attacks. Last score derived in 2021

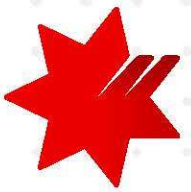
(3) Since April 2019

(4) Since 2017

(5) Net Promoter® and NPS® are registered trademarks and Net Promoter Score and Net Promoter System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld

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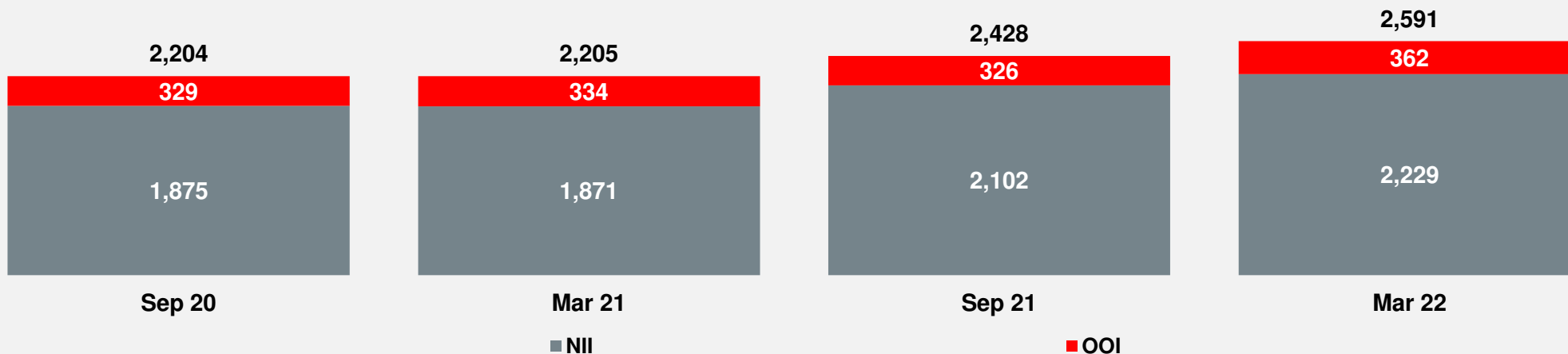
# **ADDITIONAL INFORMATION**

## **AUSTRALIAN BUSINESS LENDING**

# KEY METRICS

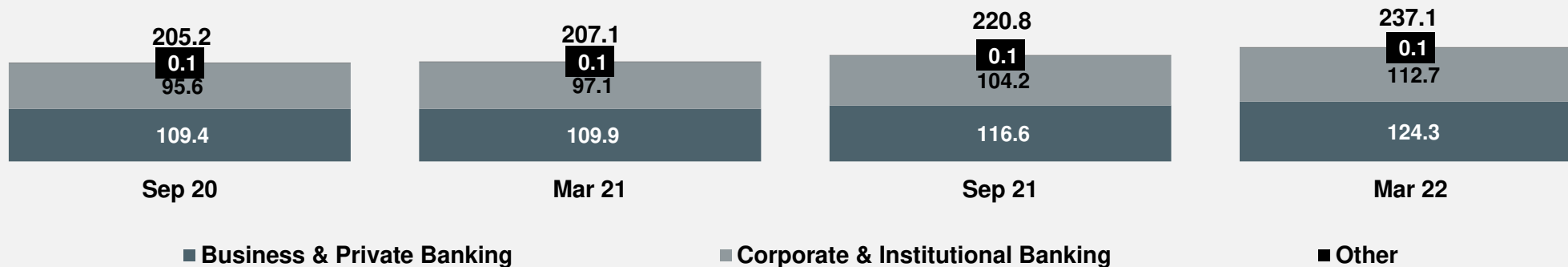
## BUSINESS LENDING REVENUE

(\$m)



## BUSINESS LENDING GLAs

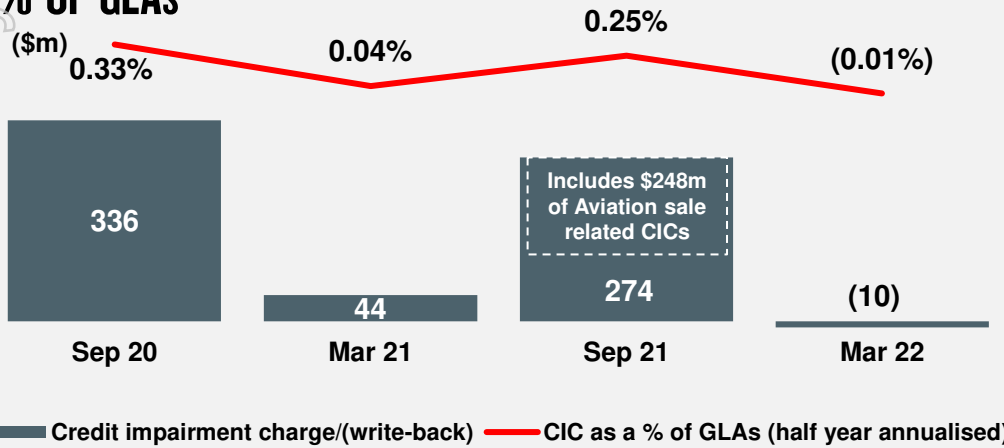
(\$bn)



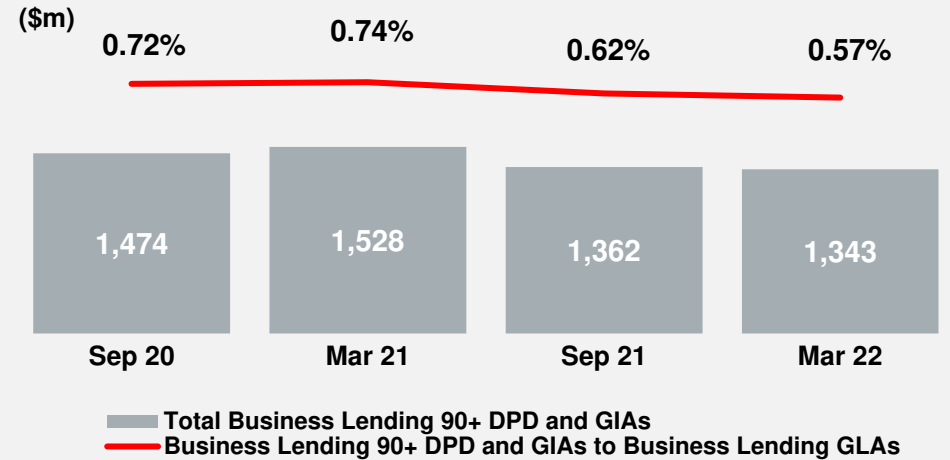


# BUSINESS LENDING ASSET QUALITY

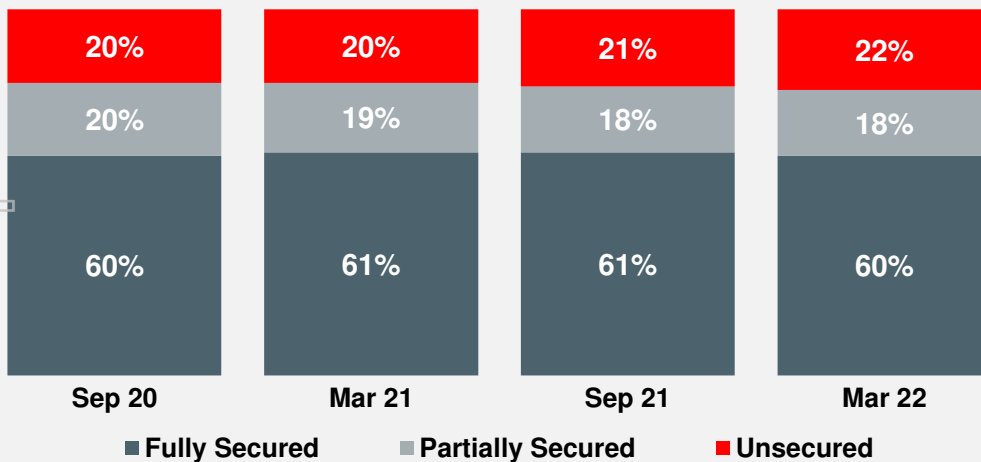
## BUSINESS LENDING CREDIT IMPAIRMENT CHARGE AND AS % OF GLAs



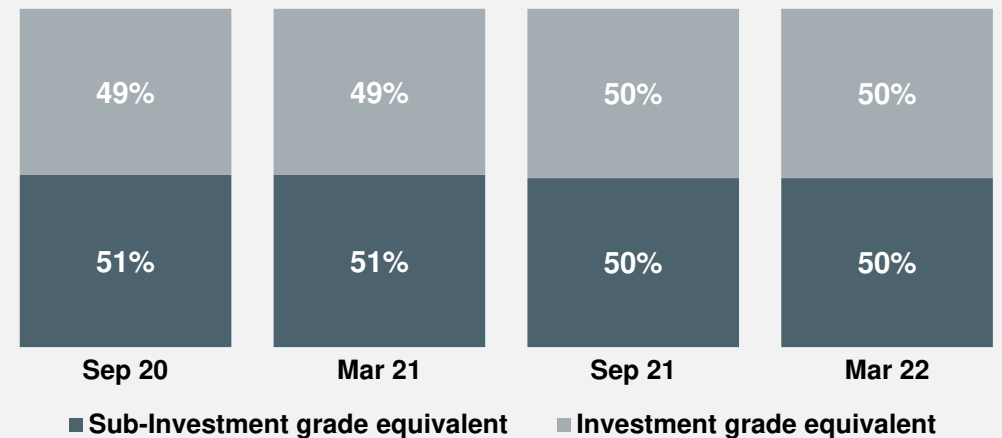
## BUSINESS LENDING 90+ DPD AND GIAs AND AS % OF GLAs



## TOTAL BUSINESS LENDING SECURITY PROFILE<sup>1</sup>



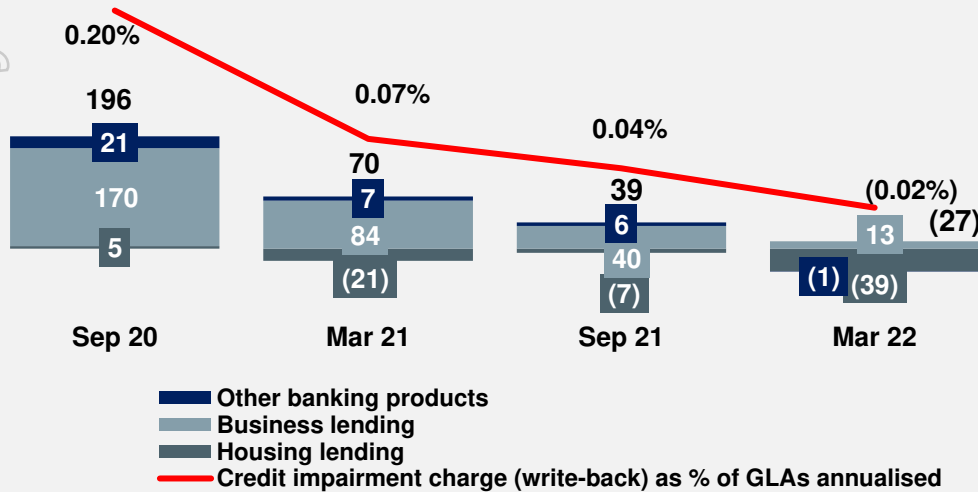
## BUSINESS LENDING PORTFOLIO QUALITY



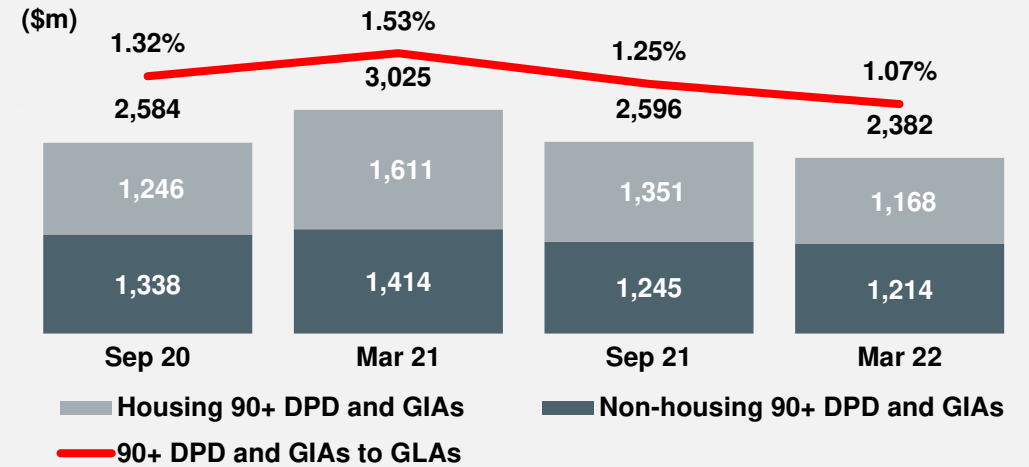
(1) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security

# BUSINESS & PRIVATE BANKING ASSET QUALITY

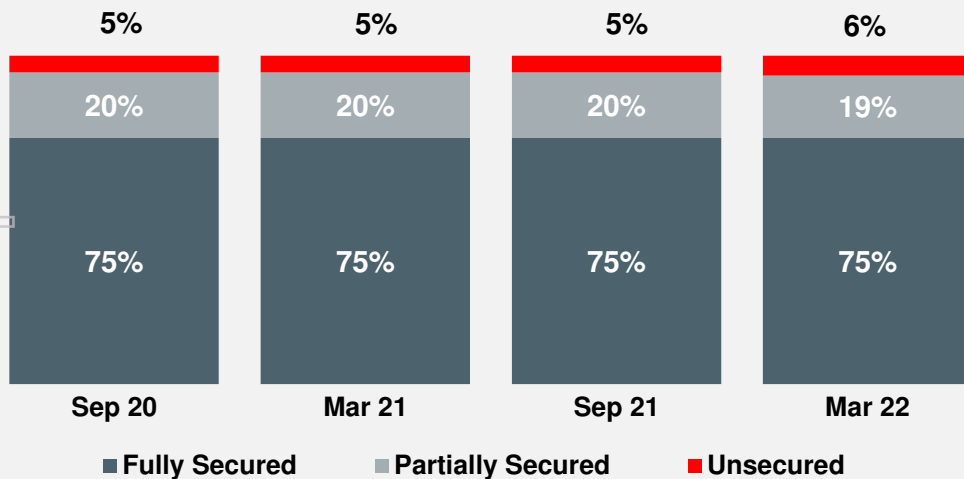
## B&PB CREDIT IMPAIRMENT CHARGE AND AS % OF GLAs<sup>1</sup>



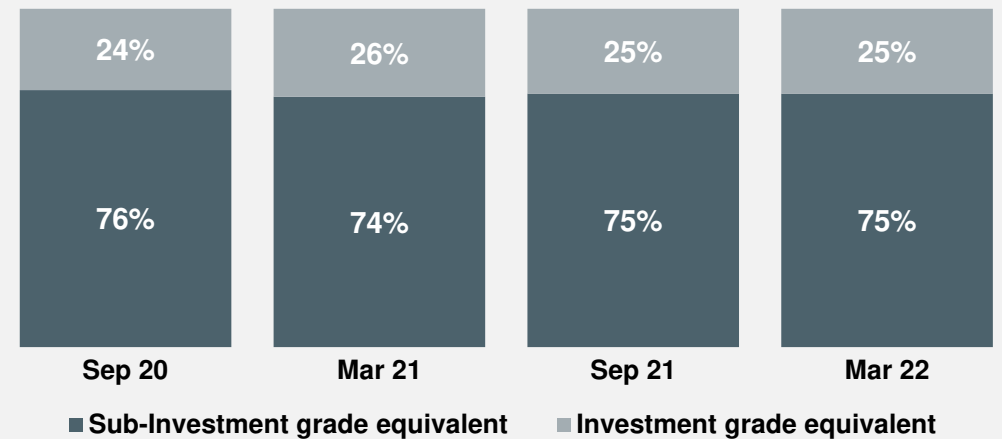
## B&PB 90+ DPD AND GIAs AND AS % OF GLAs<sup>1</sup>



## B&PB BUSINESS LENDING SECURITY PROFILE<sup>2</sup>



## B&PB BUSINESS LENDING PORTFOLIO QUALITY

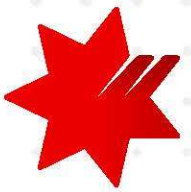


(1) B&PB credit impairment charges and 90+ DPD and GIAs reflect the total B&PB portfolio including mortgages

(2) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security

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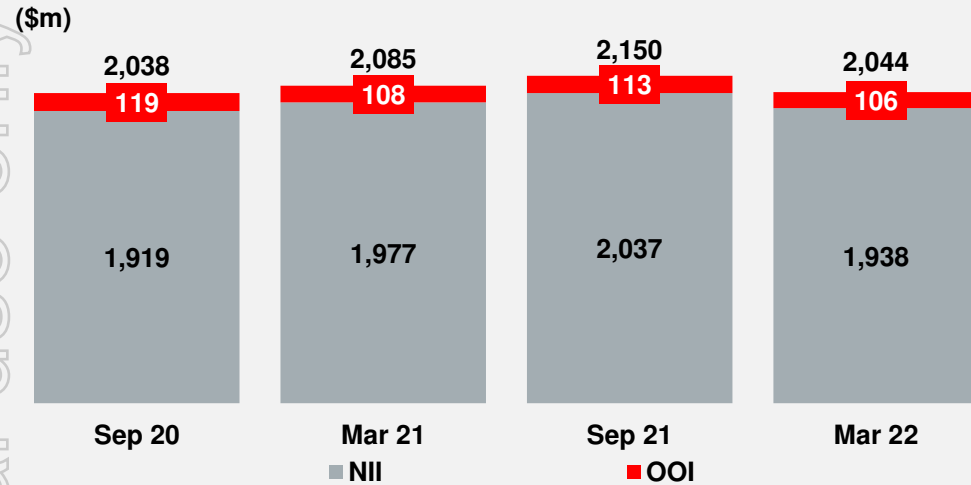


# **ADDITIONAL INFORMATION**

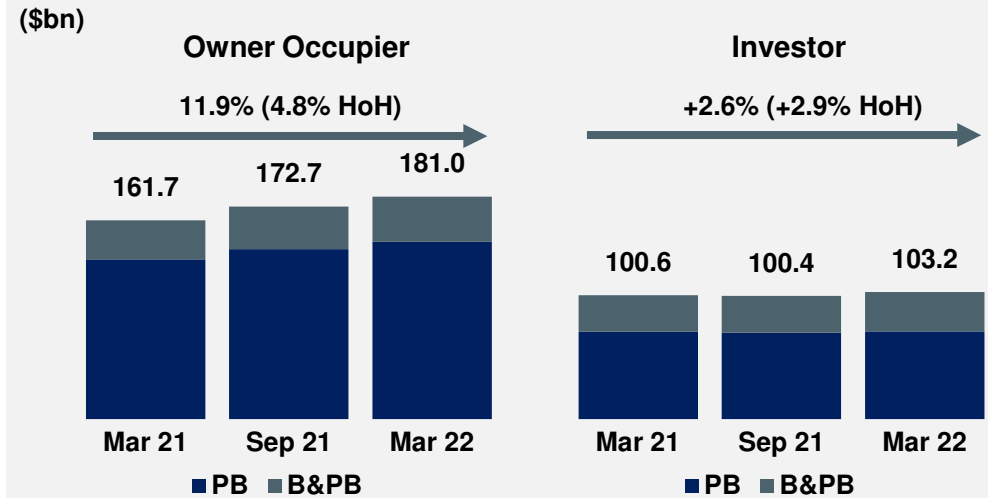
## **AUSTRALIAN HOUSING LENDING**

# HOUSING LENDING PORTFOLIO PROFILE

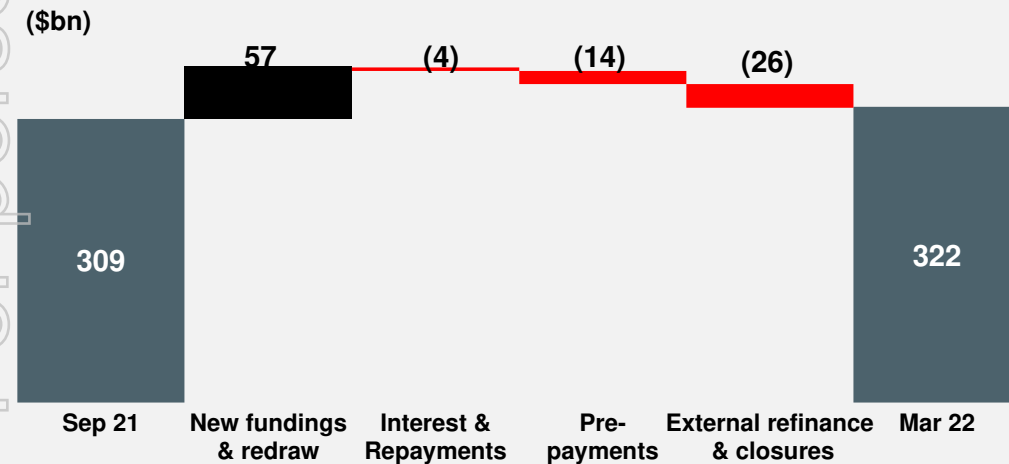
## HOUSING LENDING REVENUE



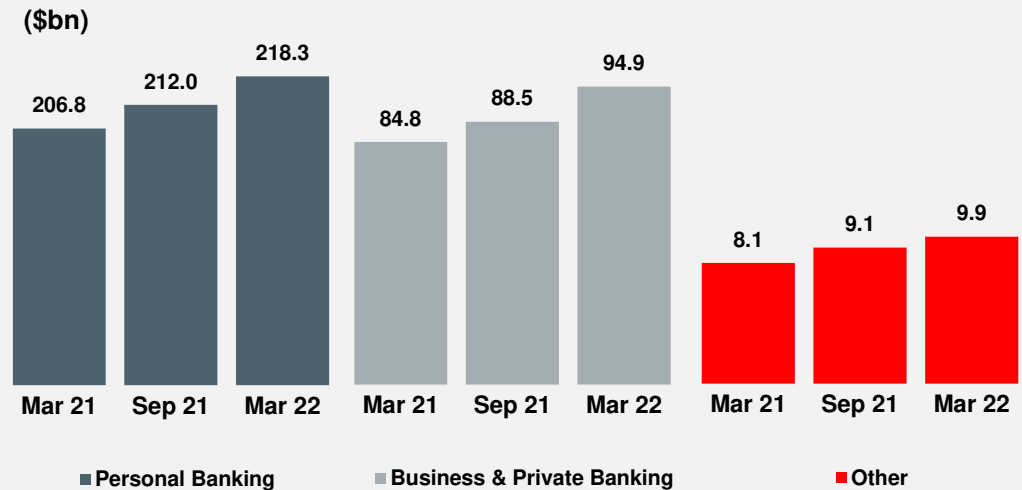
## HOUSING LENDING VOLUME GROWTH<sup>1</sup>



## HOUSING LENDING FLOW MOVEMENTS<sup>2</sup>



## HOUSING LENDING BY DIVISION<sup>3</sup>



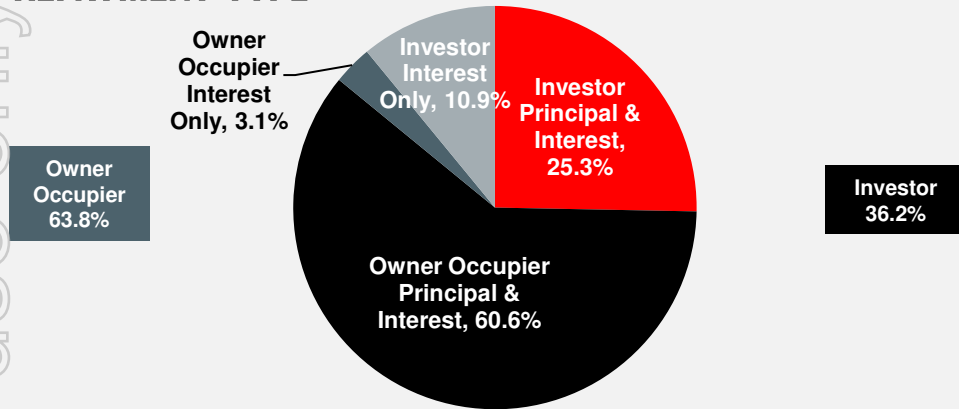
(1) APRA Monthly Authorised Deposit-taking Institution statistics. UBank and 86 400 included in Personal Banking

(2) Excludes home loan offsets and 86 400

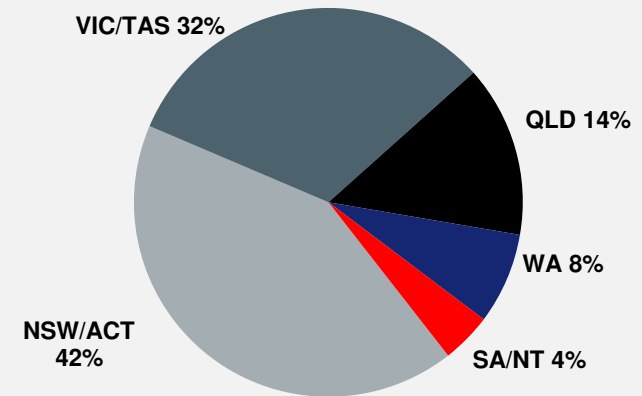
(3) Other includes UBank and 86 400

# HOUSING LENDING PORTFOLIO PROFILE

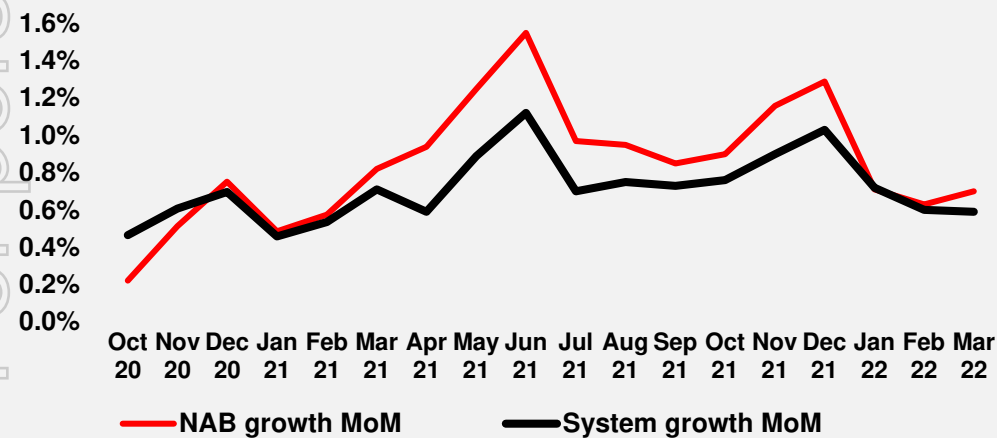
## HOUSING LENDING VOLUME BY BORROWER AND REPAYMENT TYPE<sup>1,2</sup>



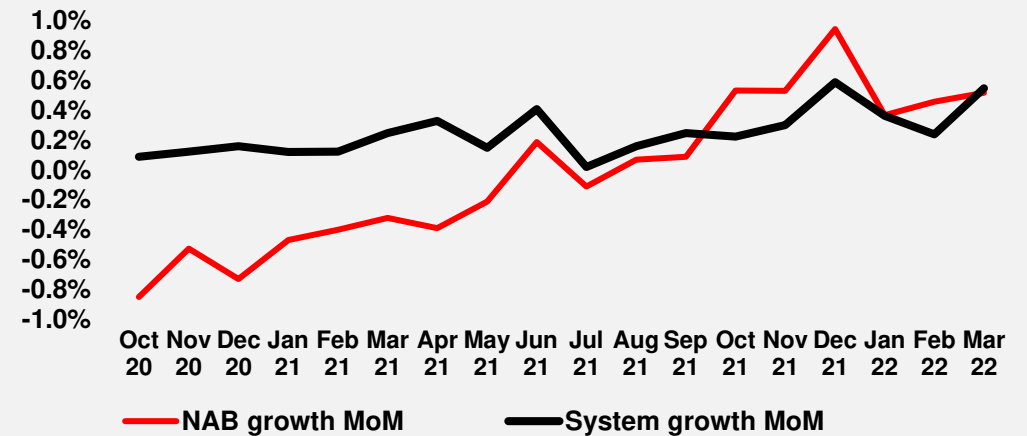
## AUSTRALIAN MORTGAGES STATE PROFILE<sup>2</sup>



## OWNER OCCUPIER MONTHLY GROWTH<sup>1,3</sup>



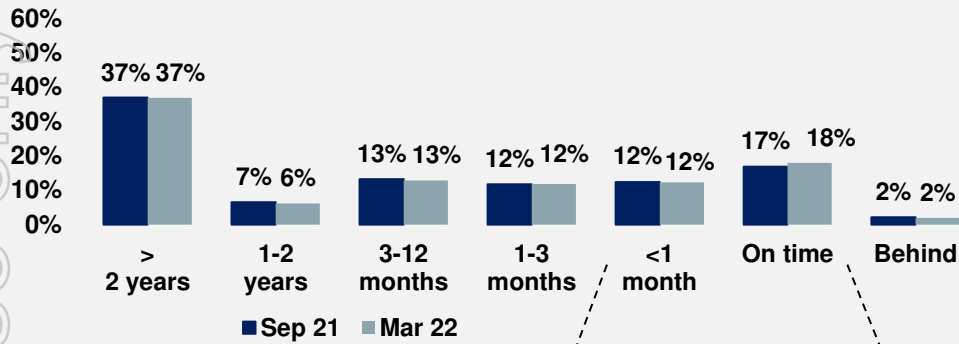
## INVESTOR MONTHLY GROWTH<sup>1,3</sup>



- (1) Only includes housing loans to households based on APRA ARF 720.1 reporting definitions, and excludes counterparties such as private trading corporations
- (2) Excludes 86 400
- (3) Includes 86 400 from May 2021

# HOUSING LENDING PORTFOLIO PROFILE

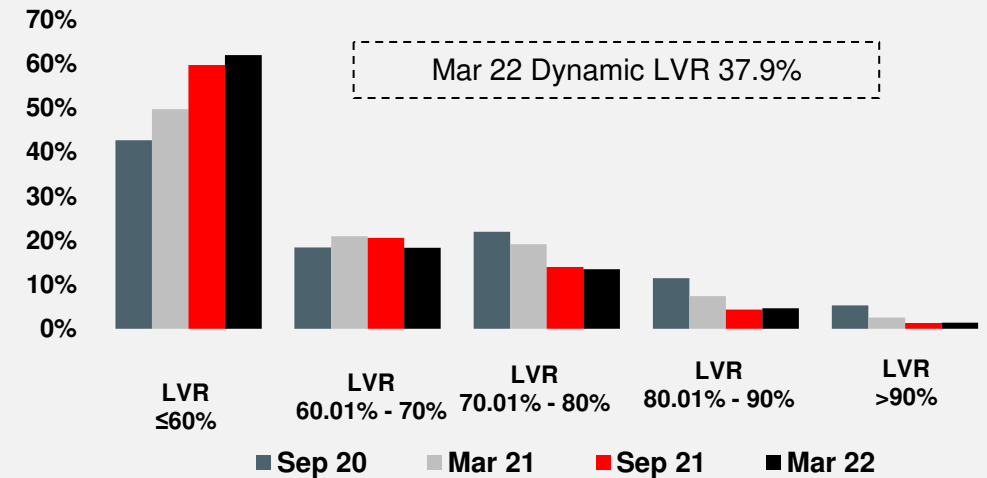
## PAYMENTS IN ADVANCE<sup>1</sup>



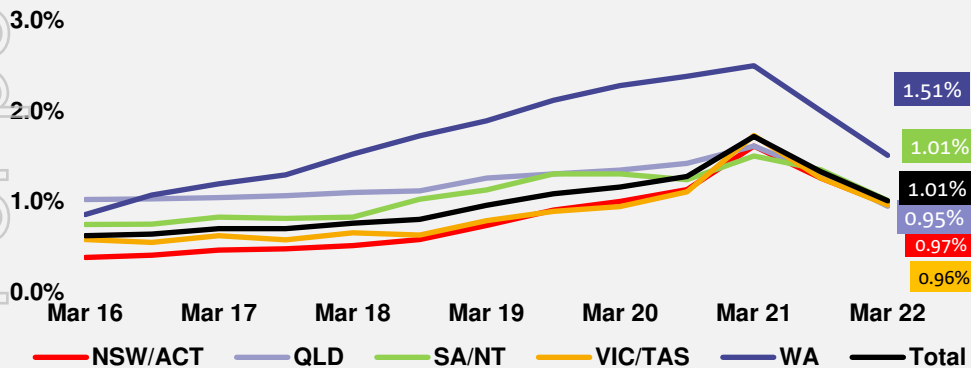
## PROFILE OF REPAYMENTS <1 MONTH, ON TIME<sup>1</sup>



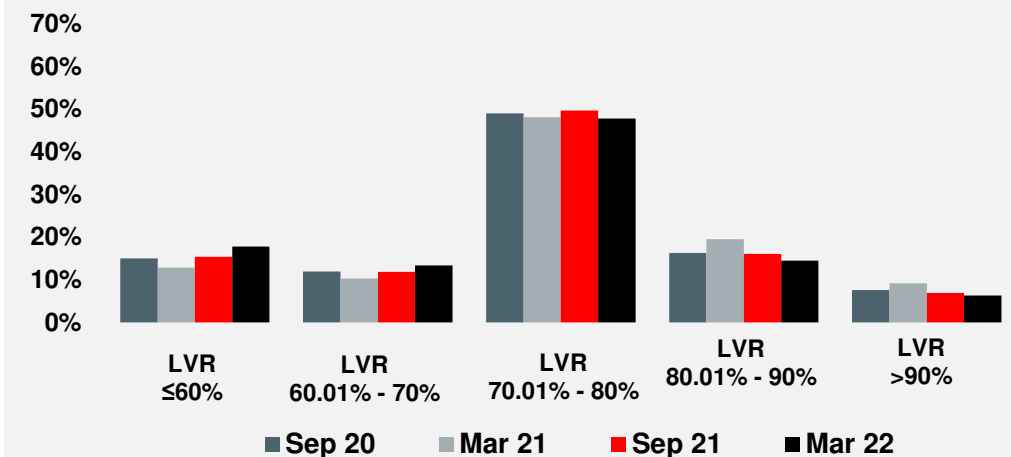
## DYNAMIC LVR BREAKDOWN OF DRAWN BALANCE<sup>2</sup>



## HOUSING LENDING 90+ DPD & GIAs AS % OF GLAs<sup>2</sup>



## LVR BREAKDOWN AT ORIGINATION<sup>2</sup>



(1) By accounts. Includes offsets. Excludes Advantedge book, line of credit and 86 400

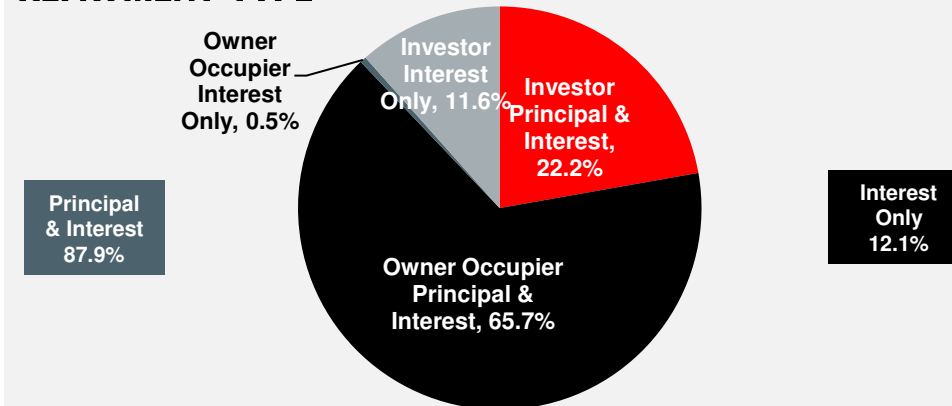
(2) Excludes 86 400

# AUSTRALIAN HOME LENDING - FIXED RATE PORTFOLIO PROFILE<sup>1</sup>

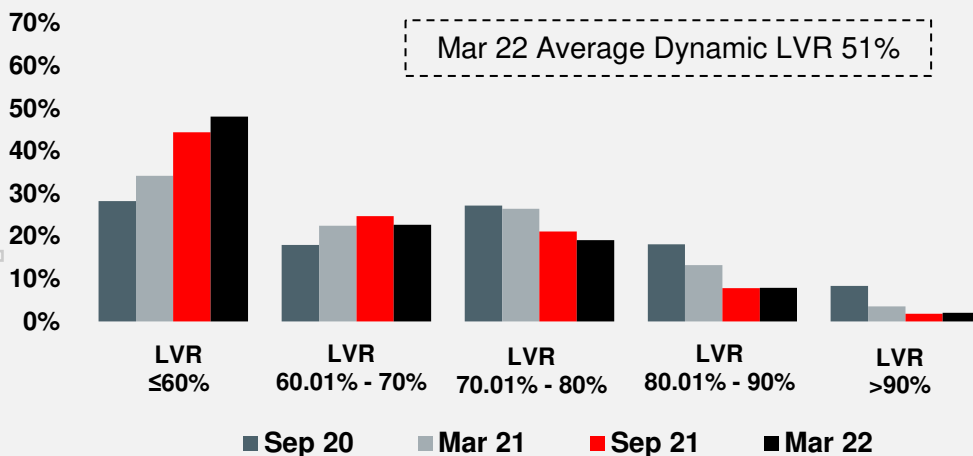
## FIXED RATE (FR) LENDING BOOK

- \$120bn FR book, rolls to VR loan at expiry
- ~72% of fixed rate loans expire over the next two years, with early engagement planning underway
- 55% originated since Oct 20
- 51% of customers also have a VR loan ie split loan
- All loans originated in past 2 years assessed on P&I basis using floor of at least 4.95% or buffer of at least 2.5% (3% from Nov 21) whichever higher

## FR HOUSING LENDING VOLUME BY BORROWER AND REPAYMENT TYPE<sup>1</sup>

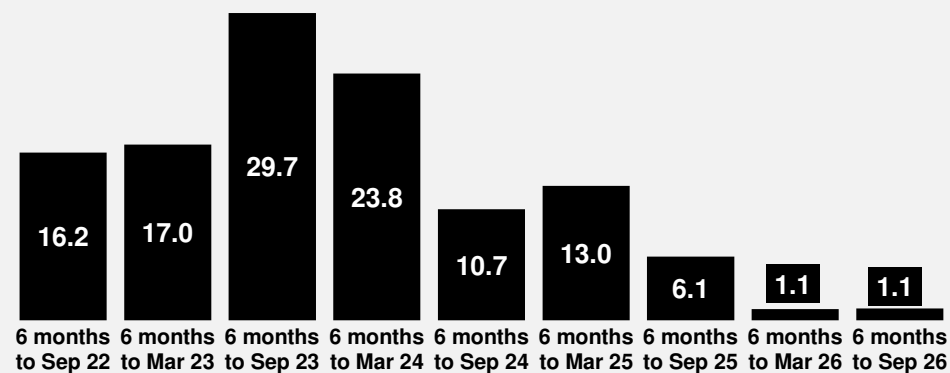


## FR LVR BREAKDOWN AT ORIGINATION<sup>1</sup>



## FIXED RATE HOME LOAN EXPIRY PROFILE

(\$bn)



(1) Excludes 86 400

# HOUSING LENDING PRACTICES & POLICIES

## KEY ORIGINATION REQUIREMENTS

<b>Income</b>	<ul style="list-style-type: none"> <li>Income verified using a variety of documents including payslips and/or checks on salary credits into customers' accounts</li> <li>20% shading applies to less certain incomes (temporarily increased to 30% in May 2020, reduced back to 20% in November 2020)</li> </ul>
<b>Household expenses</b>	<p>Assessed using the greater of:</p> <ul style="list-style-type: none"> <li>Customers' declared living expenses, enhanced in 2016 to break down into granular sub categories</li> <li>Household Expenditure Measure (HEM) benchmark plus specific customer declared expenses (e.g. private school fees). HEM is adjusted by income and household size</li> </ul>
<b>Serviceability</b>	<ul style="list-style-type: none"> <li>Assess customers' ability to repay based on the higher of the customer rate plus serviceability buffer (3.0%<sup>1</sup>) or the floor rate (4.95%)</li> <li>Assess Interest Only loans on the full remaining Principal and Interest term</li> </ul>
<b>Existing debt</b>	<ul style="list-style-type: none"> <li>Verify using declared loan statements and assess on the higher of the customer rate plus serviceability buffer (3.0%<sup>1</sup>) or the floor rate (4.95%)</li> <li>Assessment of customer credit cards assuming repayments of 3.8% per month of the limit</li> <li>Assessment of customer overdrafts assuming repayments of 3.8% per month of the limit</li> </ul>

(1) Serviceability buffer increased by 0.50% to 3.00% as of 1 November 2021

## LOAN-TO-VALUE RATIO (LVR) LIMITS

Principal & Interest – Owner Occupier	95%
Principal & Interest – Investor	90%
Interest Only – Owner Occupier	80%
Interest Only – Investor	90%
'At risk' postcodes	80%
'High risk' postcodes (e.g. mining towns)	70%

## OTHER CREDIT POLICIES

- Loan-to-Income decline threshold of 7x
- Debt-to-Income decline threshold of 9x
- Lenders' mortgage insurance (LMI) applicable for majority of lending >80% LVR
- LMI for inner city investment housing >70% LVR
- Apartment size to be 50 square metres or greater (including balconies and car park)
- NAB Broker applications assessed centrally – verification and credit decisioning
- Maximum Interest Only term for Owner Occupier borrowers of 5 years



# HOUSING LENDING KEY METRICS<sup>1</sup>

Australian Housing Lending	Sep 20	Mar 21	Sep 21	Mar 22		Mar 21	Sep 21	Mar 22
	<b>Portfolio</b>					<b>Drawdowns<sup>2</sup></b>		
Total Balances (spot) \$bn	299	300	309	322		32	49	49
Average loan size \$'000	309	310	315	324		401	427	468
By product type								
- Variable rate	71.9%	67.8%	61.3%	58.7%		53.2%	41.9%	53.3%
- Fixed rate	22.8%	27.3%	34.4%	37.4%		45.8%	56.9%	45.2%
- Line of credit	5.3%	4.9%	4.4%	4.0%		1.0%	1.2%	1.5%
By borrower type								
- Owner Occupied <sup>3,4</sup>	60.1%	61.6%	63.2%	63.8%		71.3%	67.8%	62.5%
- Investor <sup>3,4</sup>	39.9%	38.4%	36.8%	36.2%		28.7%	32.2%	37.5%
By channel								
- Proprietary	62.2%	60.0%	58.2%	55.8%		52.1%	48.8%	44.9%
- Broker	37.8%	40.0%	41.8%	44.2%		47.9%	51.2%	55.1%
Interest only <sup>5</sup>	14.8%	13.6%	12.7%	12.9%		17.8%	18.9%	22.5%
Low Documentation	0.4%	0.3%	0.3%	0.3%				
Offset account balance (\$bn)	33	33	34	38				
LVR at origination	69.2%	69.5%	69.6%	69.5%		73.7%	72.1%	70.8%
Dynamic LVR on a drawn balance calculated basis	45.5%	42.3%	38.8%	37.9%				
Customers in advance ≥1 month <sup>6</sup> (including offset facilities)	69.9%	69.1%	68.5%	67.6%				
Avg # of monthly payments in advance <sup>6</sup> (including offset facilities)	43.4	45.1	47.1	48.4				
90+ days past due	1.18%	1.61%	1.24%	0.93%				
Impaired loans	0.10%	0.10%	0.10%	0.08%				
Specific provision coverage ratio	35.4%	32.8%	32.3%	34.0%				
Loss rate <sup>7</sup>	0.02%	0.01%	0.01%	0.01%				
Number of properties in possession	155	113	169	155				
HEM reliance	33%	35%	33%	34%				

(1) Excludes 86 400

(2) Drawdowns is defined as new lending excluding limit increases and redraws in the previous six month period. Only includes drawdowns from new accounts, not balances that internally switch

(3) Portfolio sourced from APRA Monthly Banking Statistics

(4) Drawdowns sourced from management data

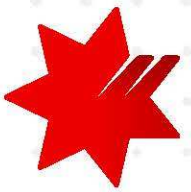
(5) Excludes line of credit products. Historical drawdowns figures updated to reflect 6 month period, previously 3 months

(6) Excludes Advantaged and line of credit

(7) 12 month rolling Net Write-offs / Spot Drawn Balances

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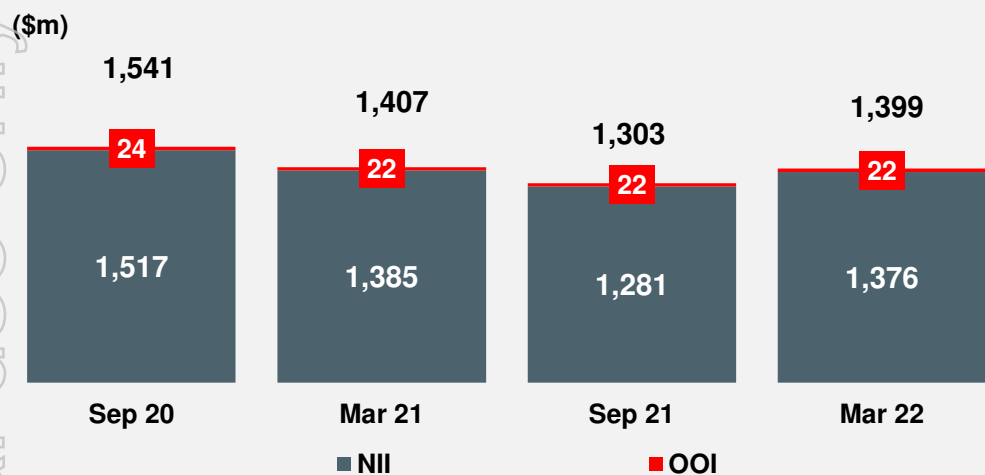


# **ADDITIONAL INFORMATION**

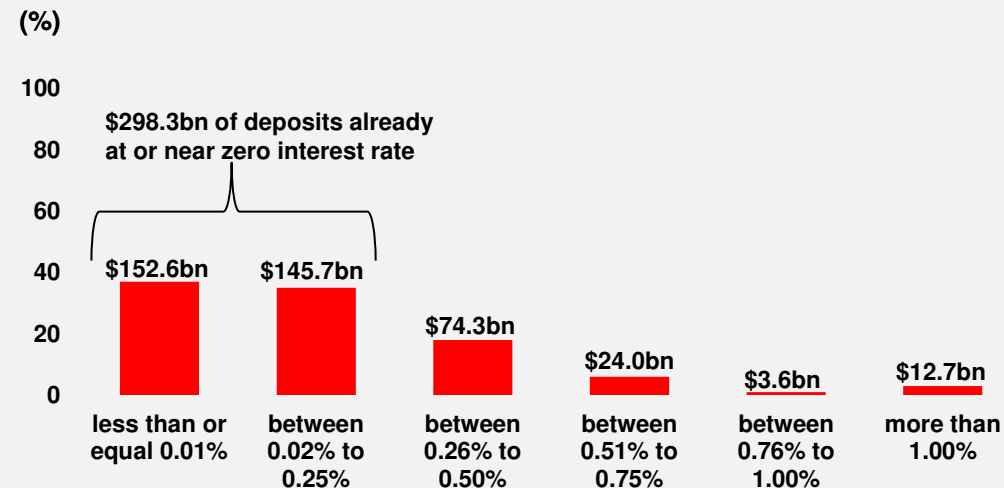
## **OTHER AUSTRALIAN PRODUCTS**

# DEPOSITS & TRANSACTION ACCOUNTS

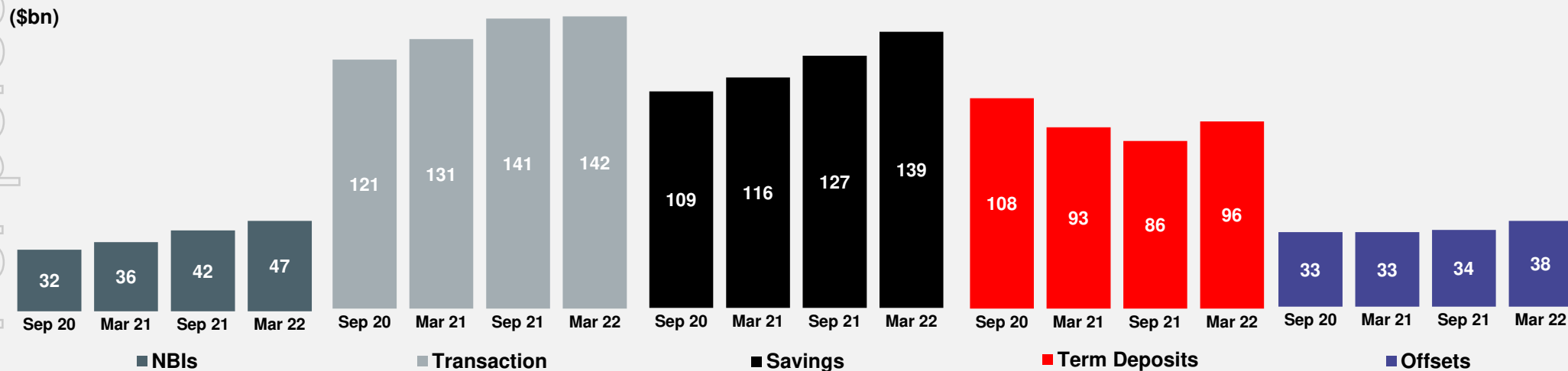
## DEPOSIT REVENUE



## CUSTOMER DEPOSITS BY INTEREST RATE<sup>1</sup>



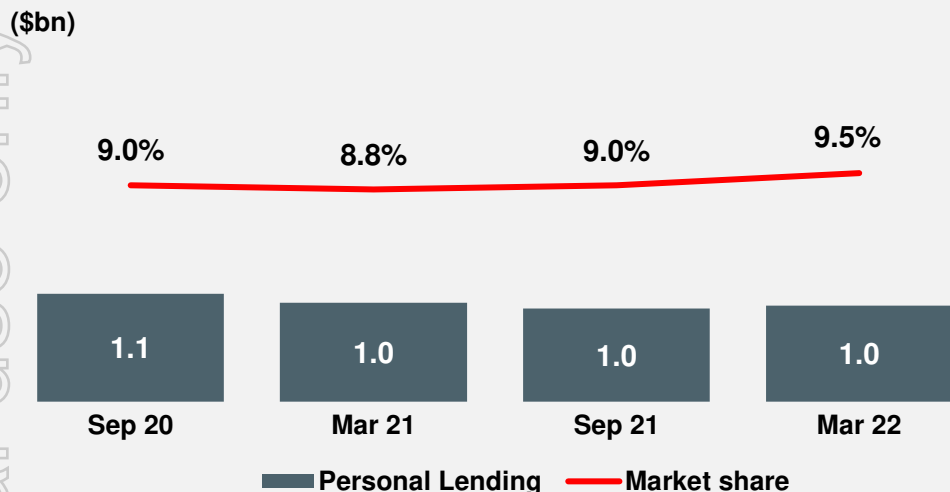
## CUSTOMER DEPOSIT BALANCES BY PRODUCT



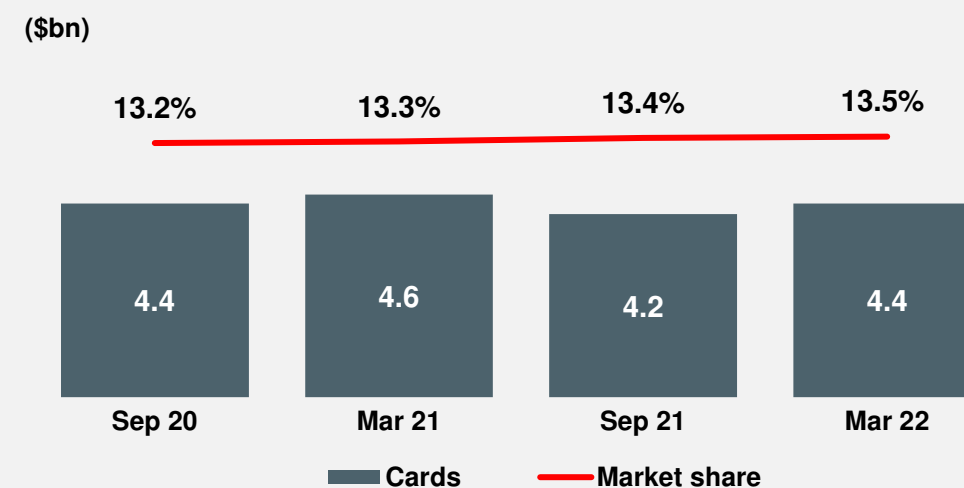
(1) Australia only, as at 31 March 2022. Customer deposits exclude home loan offsets, and set-off facilities

# OTHER BANKING PRODUCTS

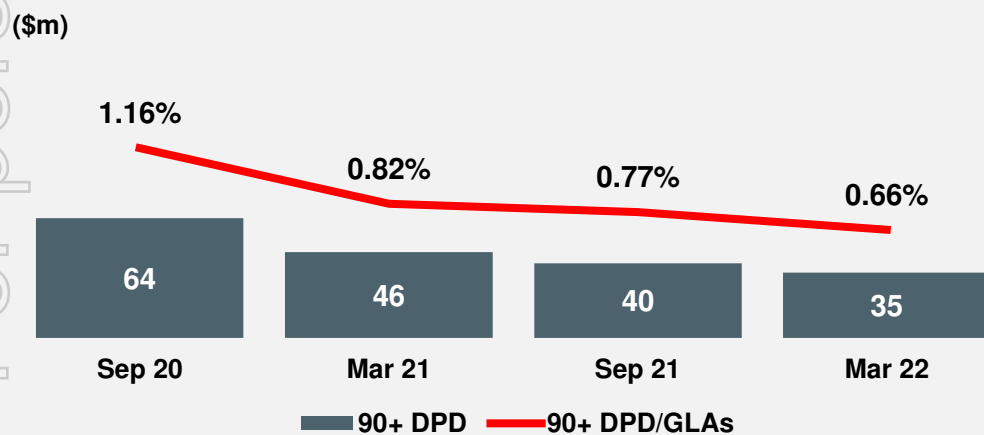
## PERSONAL LENDING BALANCE AND MARKET SHARE<sup>1</sup>



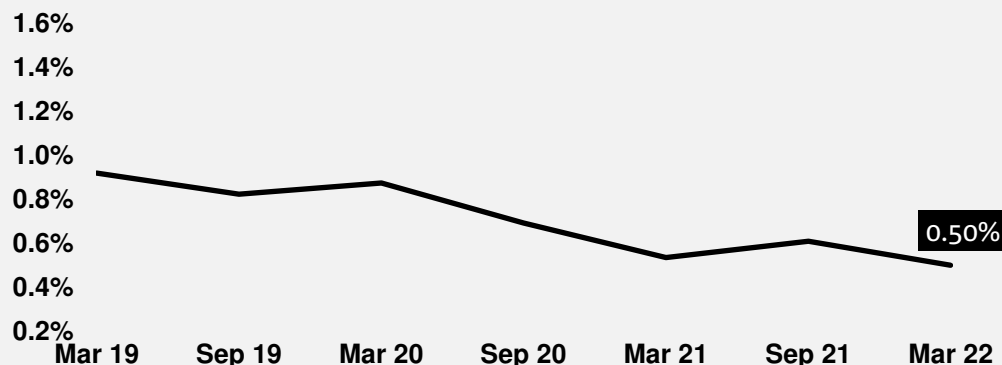
## CARDS BALANCE AND MARKET SHARE<sup>2,3</sup>



## CARDS<sup>2</sup> AND PERSONAL LENDING 90+ DPD AND AS % OF TOTAL CARDS AND PERSONAL LENDING GLAs



## CONSUMER CARDS 90+ DPD AS % OF OUTSTANDINGS



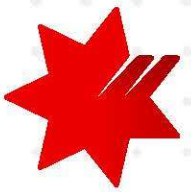
(1) Personal Loans market share is based on RFI peer group benchmarking and includes secured and unsecured loans

(2) Includes consumer and commercial cards

(3) Market share refers to consumer cards only

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australia  
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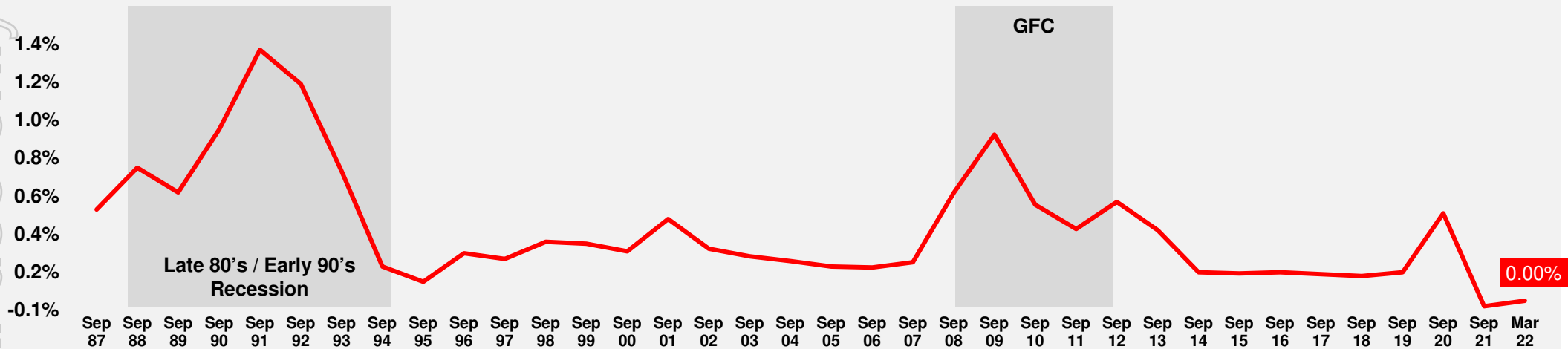


# **ADDITIONAL INFORMATION**

## **GROUP ASSET QUALITY**

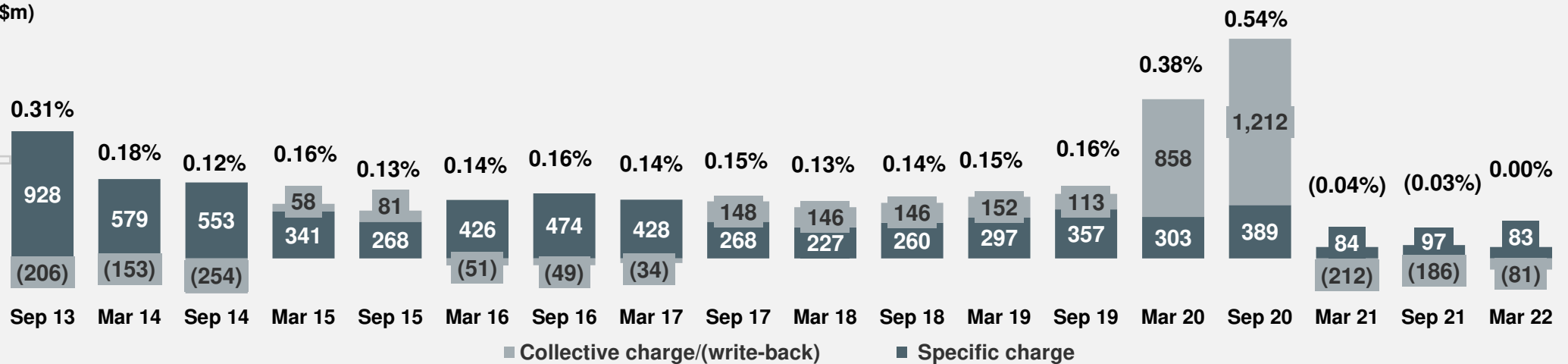
# GROUP CREDIT IMPAIRMENT CHARGE

## CREDIT IMPAIRMENT CHARGE AS % OF GLAs



## CREDIT IMPAIRMENT CHARGE AND AS % OF GLAs<sup>1</sup>

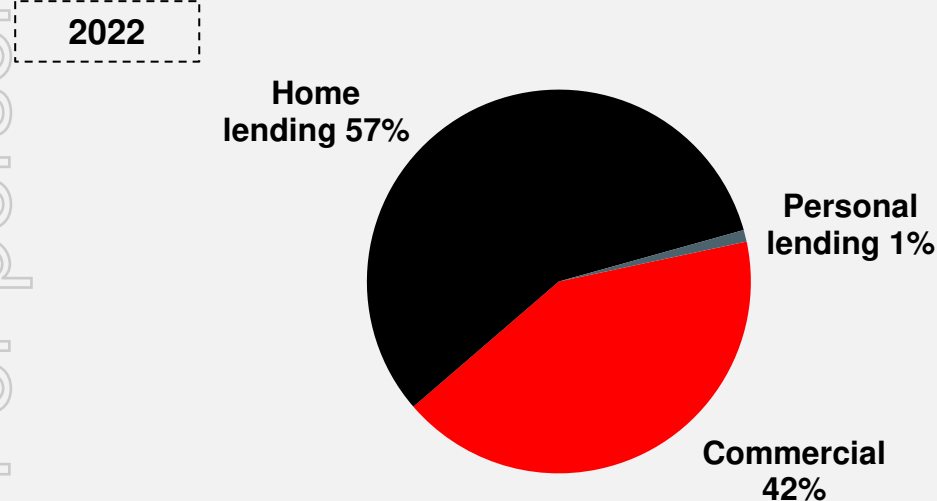
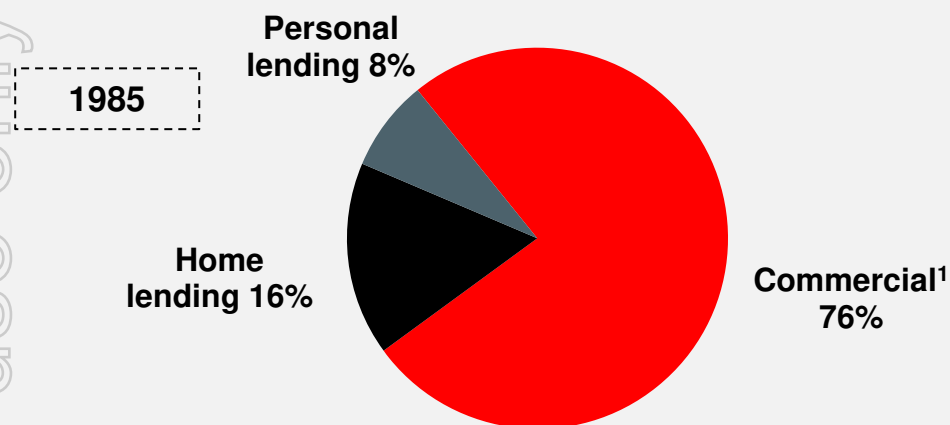
(\$m)



(1) Ratios for all periods refer to the half year ratio annualised

# GROUP ESTIMATED LONG RUN LOAN LOSS RATE

## GROUP BUSINESS MIX – GLAs BY CATEGORY



## ESTIMATING LONG RUN LOAN LOSS RATE

NAB Australian geography net write off rates as a % of GLAs	Long run average (1985 – 2021 <sup>2</sup> )	Long run average (2002 – 2021 <sup>2</sup> )
Home lending <sup>3</sup>	0.03%	0.03%
Personal lending <sup>3,4</sup>	1.56%	2.19%
Commercial <sup>3</sup>	0.52%	0.41%
Australian average	0.32%	0.22%
Group average <sup>5</sup> based on 2022 business mix	0.25%	0.21%
Group average <sup>5</sup> based on 2022 business mix (excluding 1991-1993 and 2008-2010)	0.18%	n/a
Group average <sup>5</sup> based on 2022 business mix (excluding 2008-2010)	n/a	0.19%

(1) For 1985 Group business mix, all overseas GLAs are allocated to Commercial category

(2) Data used in calculation of net write off rate as a % of GLAs is based on NAB's Australian geography and sourced from NAB's U.S. Disclosure Document (2021), NAB's Supplemental Information Statements (2007 - 2020) and NAB's Annual Financial Reports (1985 - 2006).

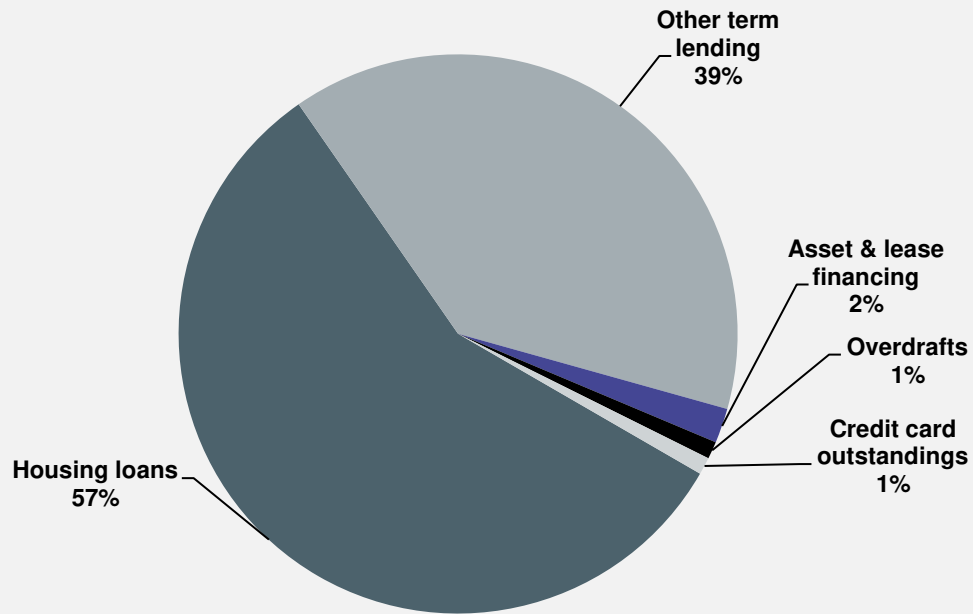
(3) Home lending represents "Real estate – mortgages" category; Personal lending represents "Instalment loans to individuals and other personal lending (including credit cards)" category; Commercial represents "all other industry lending categories" as presented in the source documents as described in note 2 above

(4) Personal lending net write off rate since 2008 is above long run average of 1.56% (1985 – 2021) or 2.19% (2002 – 2021). Average net write off rate 2008 - 2021 is 2.62%

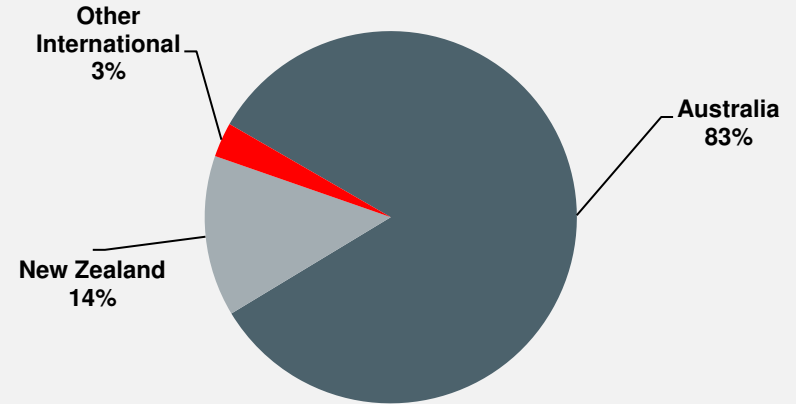
(5) Group average is calculated by applying each of the Australian geography long run average net write off rates by product to the respective percentage of Group GLAs by product as at 31 March 2022. Commercial long run average net write off rate has been applied to acceptances

# GROUP LENDING MIX

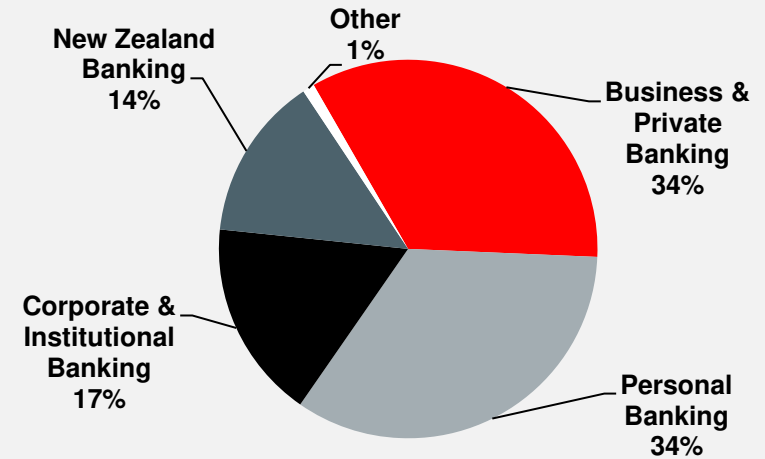
## GROSS LOANS AND ACCEPTANCES BY PRODUCT - \$660BN



## GROSS LOANS AND ACCEPTANCES BY GEOGRAPHY<sup>1</sup>



## GROSS LOANS AND ACCEPTANCES BY BUSINESS UNIT



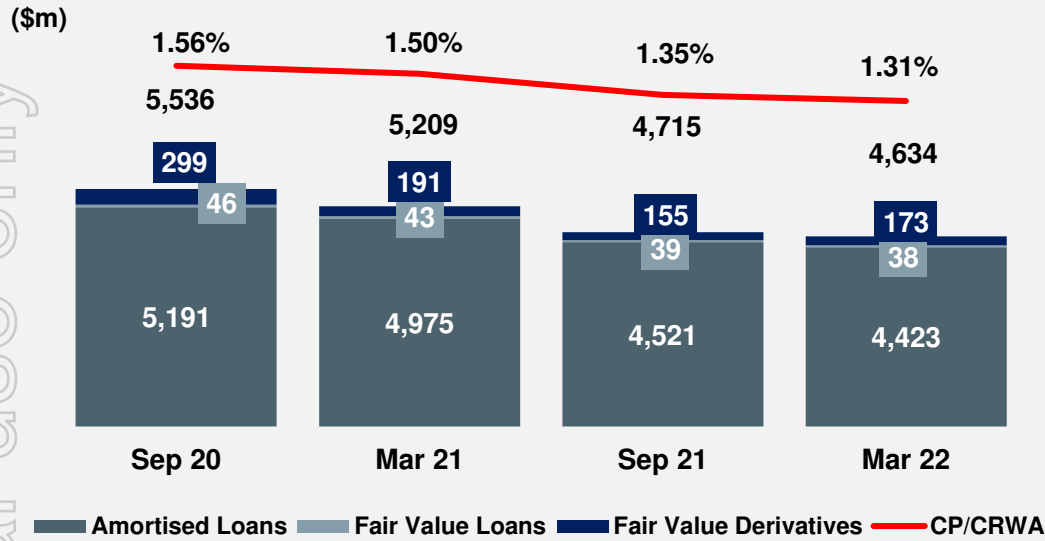
(1) Based on booking office where transactions have been recorded

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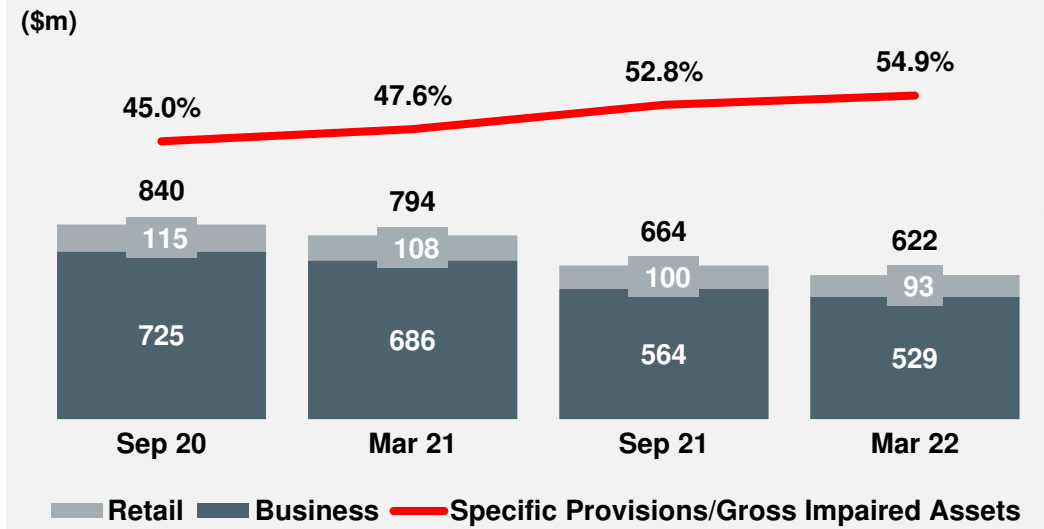


# GROUP PROVISIONS

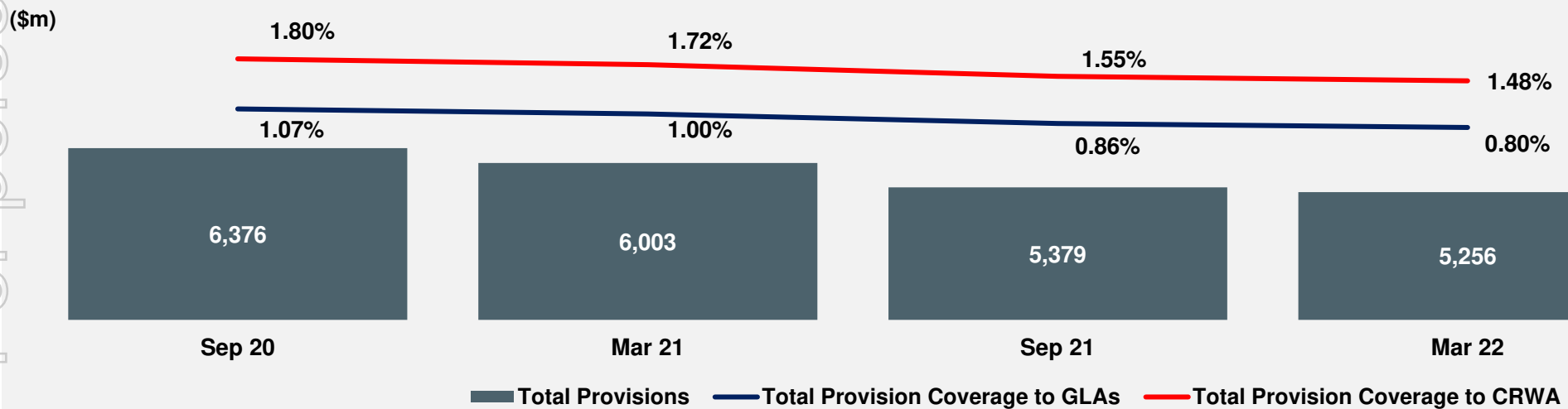
## COLLECTIVE PROVISIONS



## SPECIFIC PROVISIONS

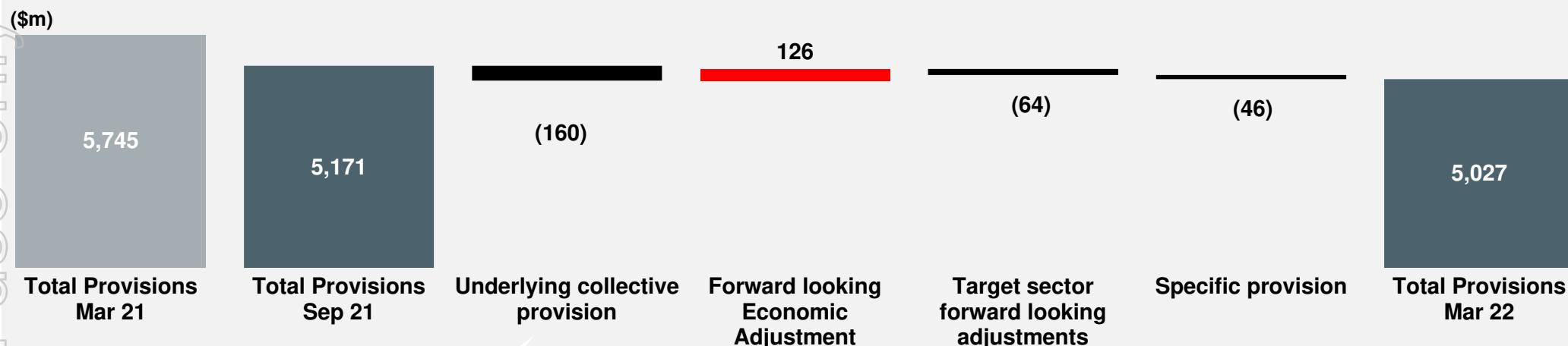


## TOTAL PROVISIONS



# PROVISIONS

## MOVEMENT IN PROVISIONS<sup>1</sup>



### UNDERLYING CP

- Model outcomes based on point-in-time data
- 1H22 release reflects improved credit quality for the Australian lending portfolio

### ECONOMIC ADJUSTMENT (EA)

- Forward view of additional stress across portfolio, according to 3 probability weighted scenarios (upside, base case & downside)
- Scenarios based on forward looking macro economic data and granular PD and LGD assumptions
- EA top-up required where probability weighted EA higher over the period (and vice versa)
- 1H22 EA increase of \$126m primarily reflects increased weighting to downside scenario (32.5% to 40.0%) including the potential impact of higher inflation and interest rates<sup>2</sup>

### TARGET SECTOR FLAS

- Considers forward looking stress incremental to EA changes
- \$64m release of target sector FLAS

(1) Excludes provisions on fair value loans and derivatives

(2) Australian base case weighting now 57.5% (from 62.5% at 2H21), upside weighting now 2.5% (from 5% at 2H21) and downside weighting now 40.0% (from 32.5% at 2H21). Collective provision EA top-up Mar 22 v Sep 21 includes a benefit of \$5m due to foreign exchange movements.

# ECL ASSESSMENT

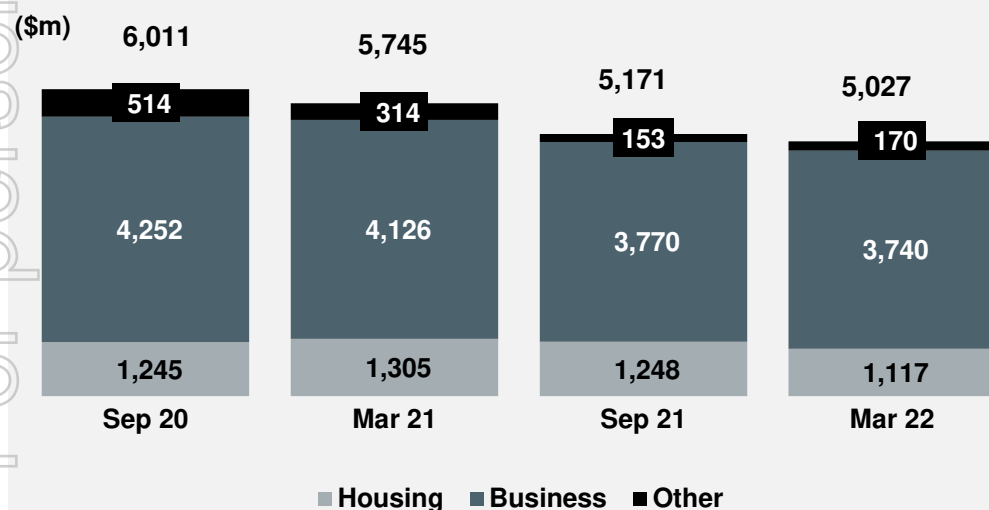
## ECL SCENARIOS & WEIGHTINGS

\$m	Total Provisions for ECL <sup>1,2</sup>		
	1H22 (probability weighted)	100% Base case	100% Downside
Total Group	5,027	4,063	6,447
Change vs Sep 21	(144)	(228)	(537)

Australian Portfolio (%)	Macro economic scenario weightings		
	Upside	Base case	Downside
30 Sep 21	5	62.5	32.5
31 Mar 22	2.5	57.5	40.0

## TOTAL PROVISIONS FOR EXPECTED CREDIT LOSSES<sup>1</sup>



(1) ECL excludes provisions on fair value loans and derivatives

(2) Scenarios, prepared for purposes of informing forward looking provisions, rely on NAB Economics modelling and management judgement

## KEY CONSIDERATIONS

- Reduction in ECL vs Sep 21 includes underlying CP release for Australian mortgage (impact of house price movements and improved delinquencies) and business lending (improved credit quality) portfolios
- \$46m SP reduction due to work-outs and low levels of new impairments
- \$64m release from target sector FLAs
- Modest EA top up reflecting cautionary outlook

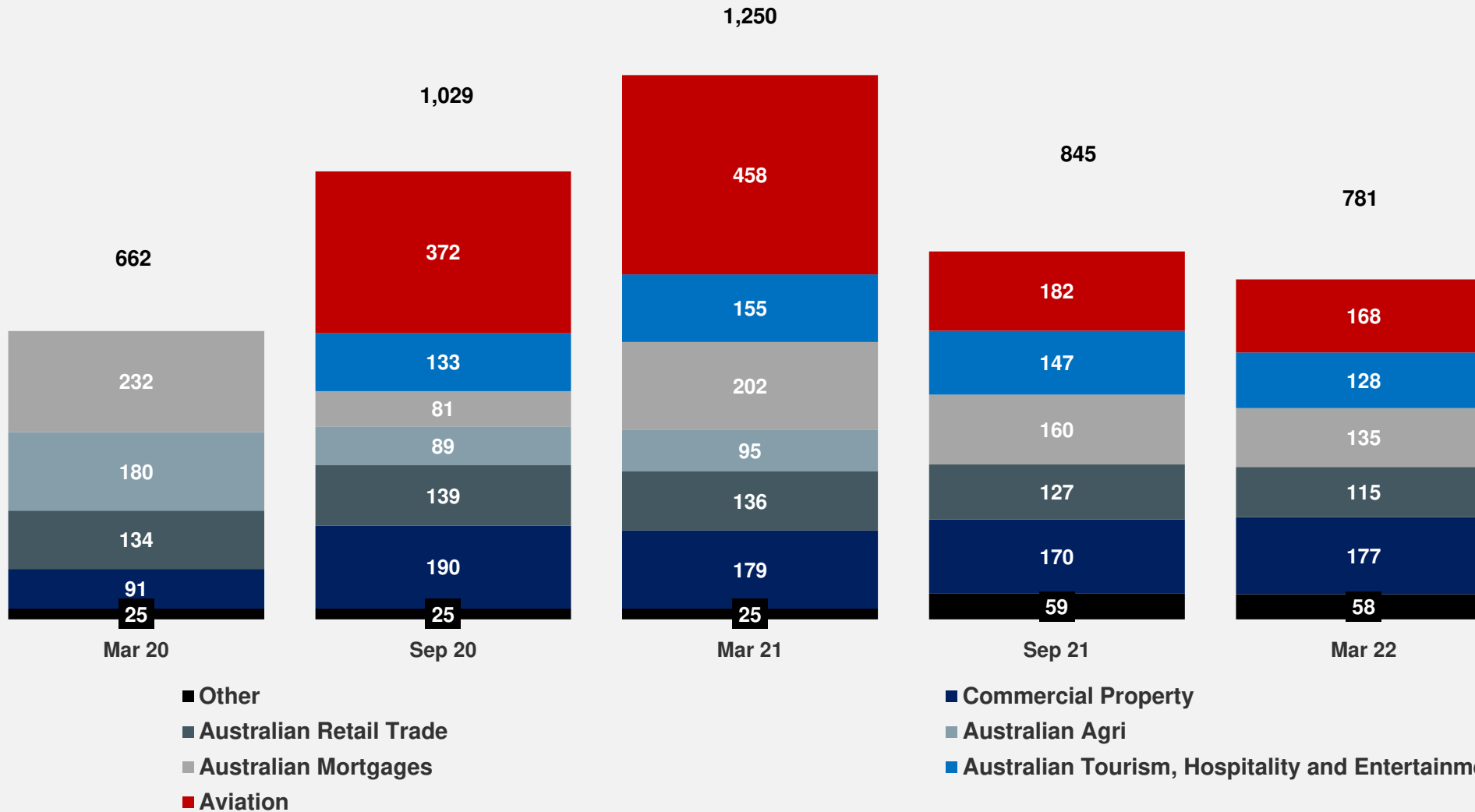
## ECONOMIC ASSUMPTIONS

Economic assumptions considered in deriving Base Case ECL scenario at Mar 22			
%	2022	2023	2024
GDP change (Year ended September)	5.8	2.6	2.5
Unemployment (as at 30 September)	4.0	3.6	3.8
House price change (Year ended September)	7.7	(8.7)	3.0

# TARGET SECTOR FLAs

## COLLECTIVE PROVISION TARGET SECTOR FLAs

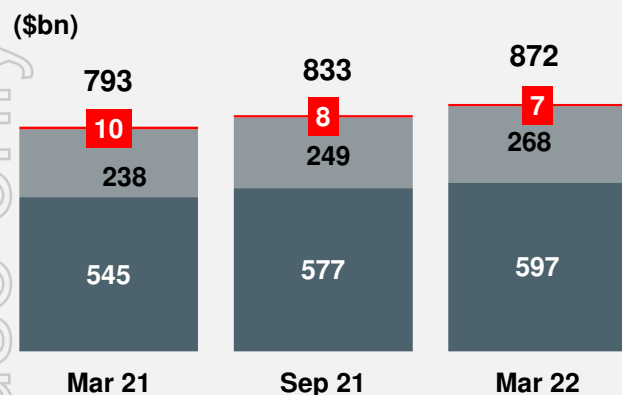
(\$m)



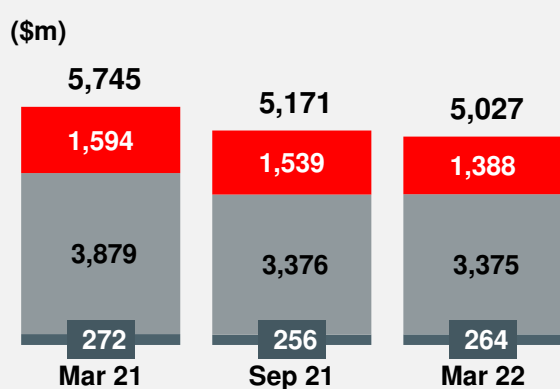
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# ECL PROVISIONING BY STAGES

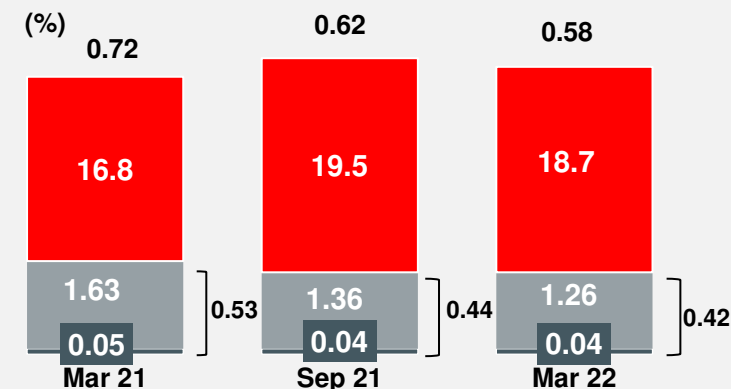
## LOANS AND ADVANCES BY STAGE<sup>1</sup>



## PROVISIONS BY STAGE<sup>2</sup>



## PROVISION COVERAGE BY STAGE<sup>3</sup>



■ Stage 1 (12 month ECL) ■ Stage 2 (Lifetime ECL) ■ Stage 3 (Lifetime ECL)

	Status	Type of provision
Stage 1 (12 month ECL)	Credit risk not increased significantly since initial recognition; performing	Collective
Stage 2 (Lifetime ECL)	Credit risk increased significantly since initial recognition but not credit impaired	Collective
Stage 3 (Lifetime ECL)	Credit impaired: default no loss Credit impaired: default with loss	Collective Specific

- Significant increase in credit risk determined by change in credit risk scores for business exposures and change in behavioural scoring outcomes for retail exposures. These rules are not prescribed by accounting standards
- Migration assumptions included in forward looking adjustments
- Stage 2 includes majority of forward looking adjustments

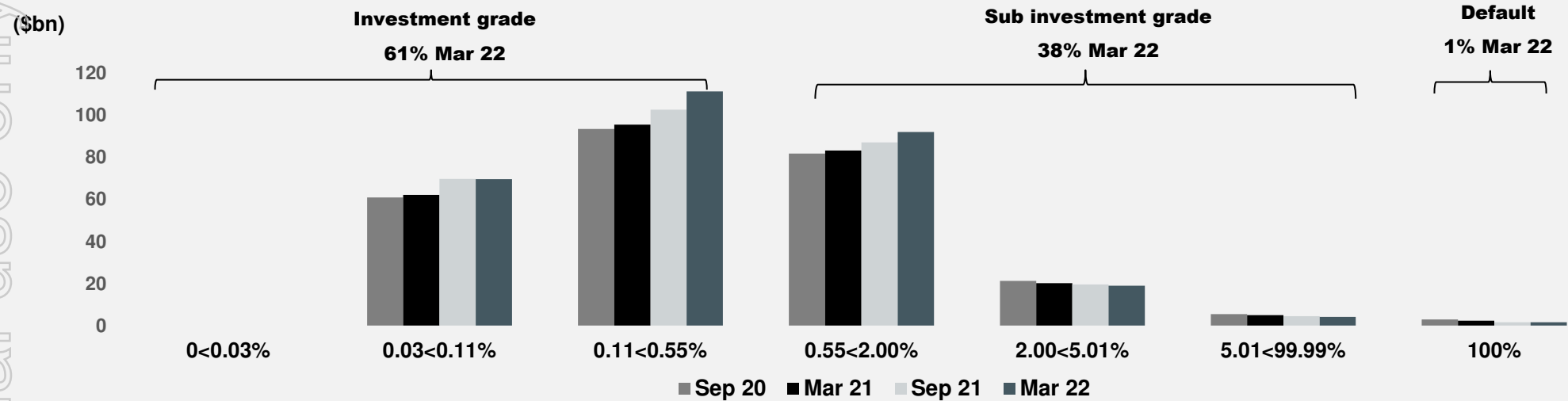
(1) Notional staging of loans and advances including contingent liabilities and credit-related commitments, incorporates forward looking stress applied in the ECL model

(2) Excludes collective provision on loans at fair value and derivatives which are not allocated to a stage under the ECL model

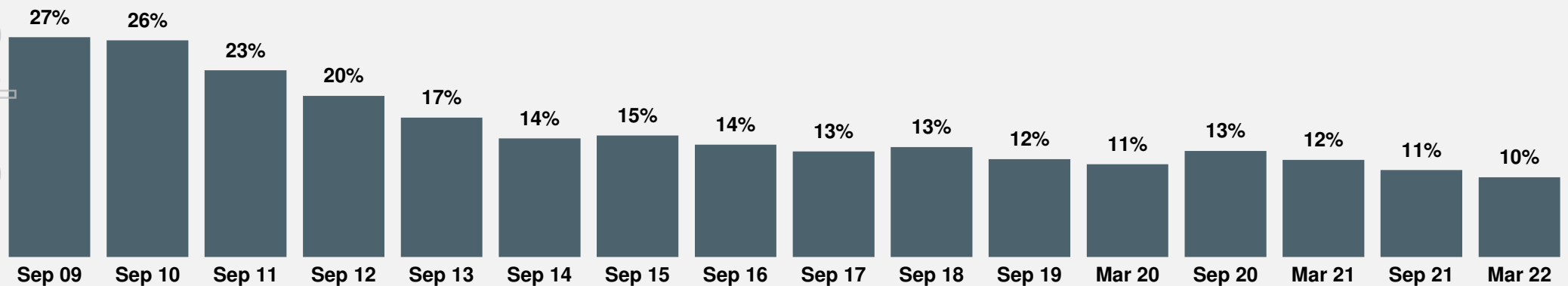
(3) Provision coverage: provisions as a percentage of loans and advances including contingent liabilities and credit-related commitments

# PROBABILITY OF DEFAULT (PD) ANALYSIS

## NON RETAIL CORPORATE EAD<sup>1</sup> BY PROBABILITY OF DEFAULT



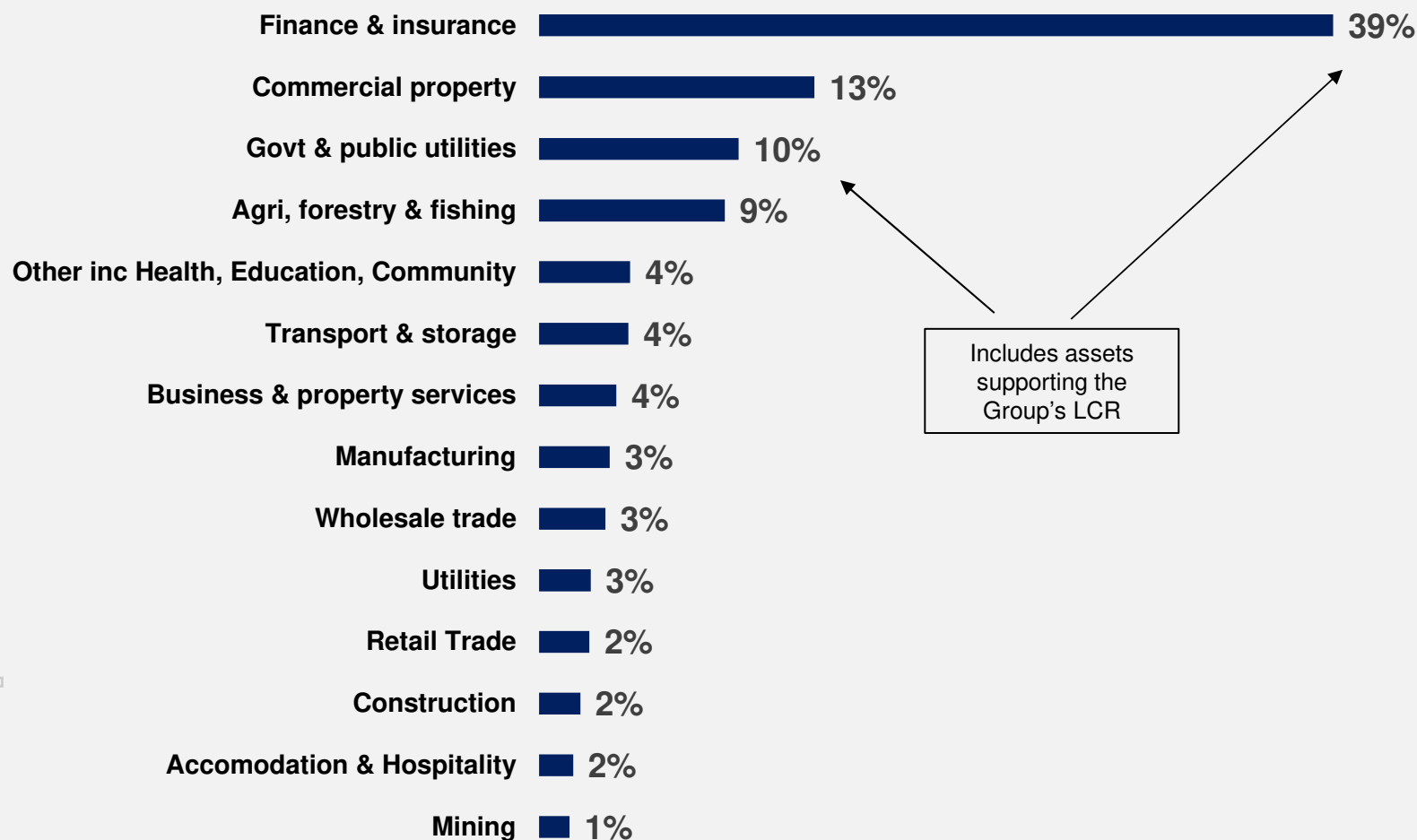
## AUSTRALIAN AND NEW ZEALAND BUSINESS EXPOSURES PD ≥ 2%



(1) For internal ratings based portfolios. Excluding Bank and Sovereign exposures. Total \$298bn at Mar 22, \$285bn at Sep 21, \$269bn at Mar 21 and \$266bn at Sep 20

# NON RETAIL INDUSTRY SECTOR ANALYSIS

## NON RETAIL EAD BY INDUSTRY<sup>1</sup> - \$618BN



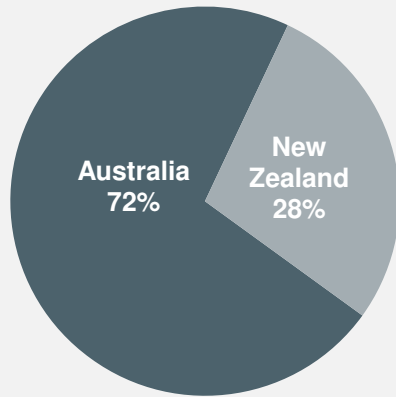
% Non performing <sup>2</sup>		
Mar 21	Sep 21	Mar 22
0.03%	0.02%	0.02%
0.43%	0.34%	0.33%
0.00%	0.00%	0.00%
0.89%	0.56%	0.47%
0.60%	0.43%	0.39%
0.67%	0.54%	0.53%
0.97%	0.97%	0.88%
0.54%	0.65%	0.65%
0.42%	0.29%	0.25%
0.01%	0.01%	0.01%
1.71%	1.24%	0.99%
1.19%	0.93%	1.07%
1.38%	1.24%	1.07%
0.42%	0.16%	0.13%

(1) Industry classifications are aligned to those disclosed in the 31 March 2022 Pillar 3 report – Table 4.1D

(2) Non performing reflects exposures which are 90+ DPD or Impaired

# GROUP AGRICULTURE, FORESTRY & FISHING EXPOSURES

## GROUP EAD \$55.8BN MARCH 2022

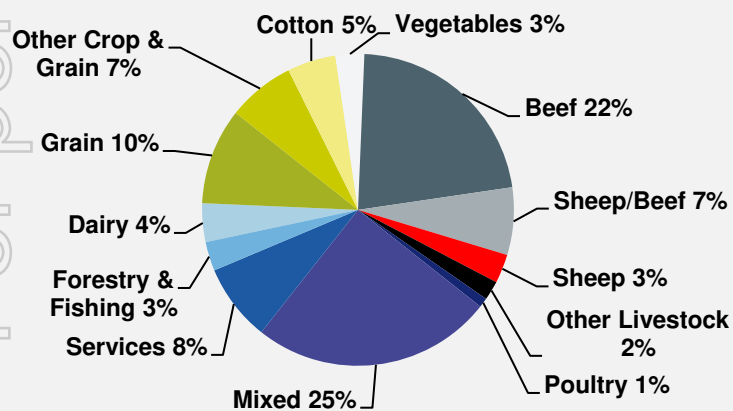


## KEY CONSIDERATIONS

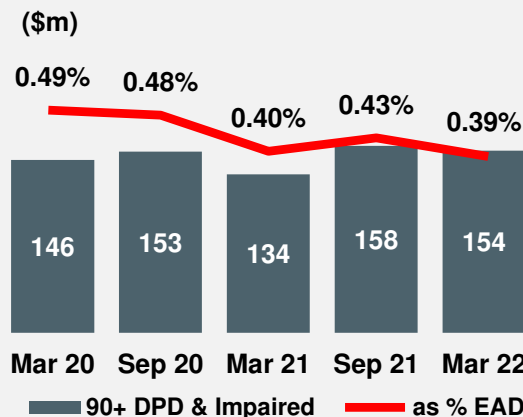
- Sector outlook is broadly positive in terms of main agricultural commodity prices, but headwinds exist in terms of elevated energy and fertiliser costs as a result of the recent rise in crude oil price
- The sector also continues to experience localised weather event challenges in specific regions

## AUSTRALIAN AGRICULTURE, FORESTRY & FISHING

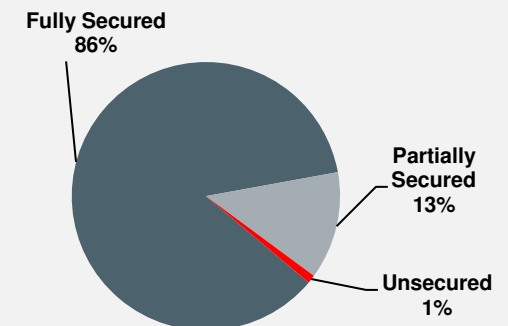
### Diverse Portfolio EAD \$40.0bn Mar 22



### Australian Agriculture Asset Quality



### Australian Agriculture Portfolio Well Secured<sup>1</sup>



(1) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security



# GROUP COMMERCIAL REAL ESTATE<sup>1</sup>

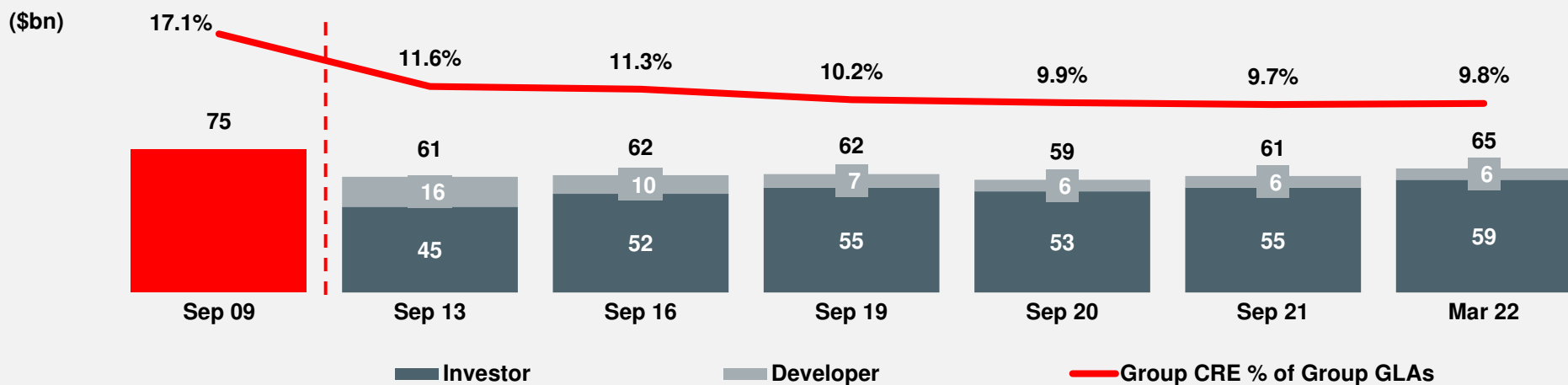
## GROSS LOANS & ACCEPTANCES

	Aust	New Zealand	Total <sup>2</sup>
TOTAL CRE (A\$bn)	57.3	7.4	64.8
Increase/(decrease) from Sep 21 (A\$bn)	4.1	(0.2)	4.0
% of geographical GLAs	10.5%	8.2%	9.8%
Change in % from Sep 21	0.2%	(0.2%)	0.1%

## ASSET QUALITY

Trend	Sep 19	Mar 20	Sep 20	Mar 21	Sep 21	Mar 22
Impaired loans ratio	0.25%	0.26%	0.32%	0.30%	0.19%	0.17%
Specific Provision Coverage	31.9%	32.2%	39.9%	39.2%	44.6%	47.8%

## BALANCES OVER TIME

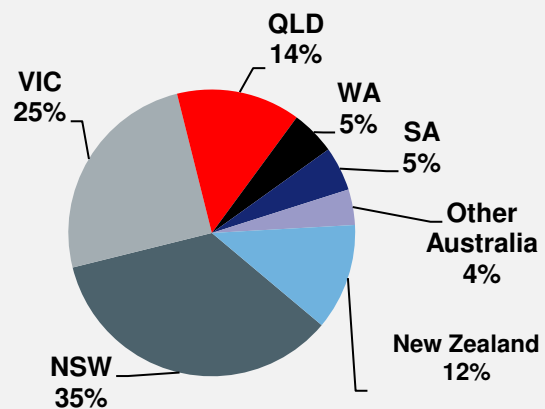


- (1) Measured as balance outstanding as at 31 March 2022 per APRA Commercial Property ARF 230 definitions  
 (2) Includes overseas offices not separately disclosed

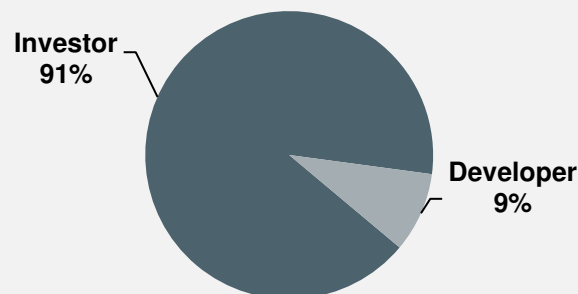
# GROUP COMMERCIAL REAL ESTATE<sup>1</sup>

## BREAKDOWN BY TOTAL GROSS LOANS & ACCEPTANCES (\$64.8BN)

Geographic breakdown

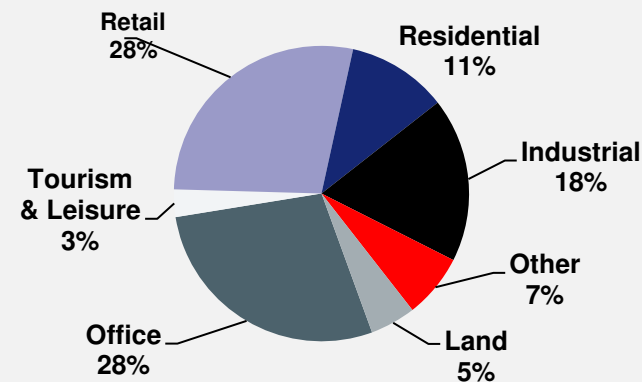


Borrower breakdown



Developer includes \$1.2bn for land development and \$2.2bn for residential development in Australia

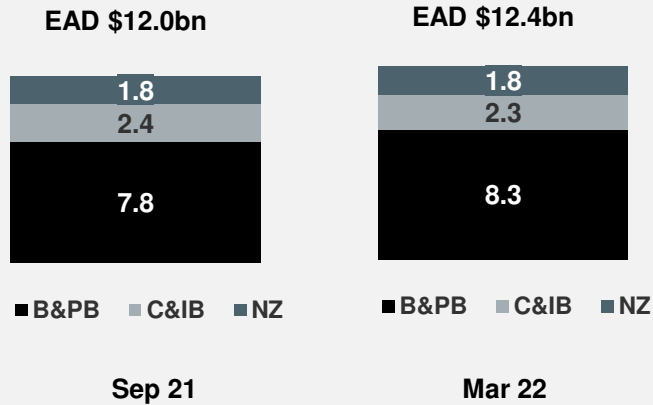
Sector breakdown



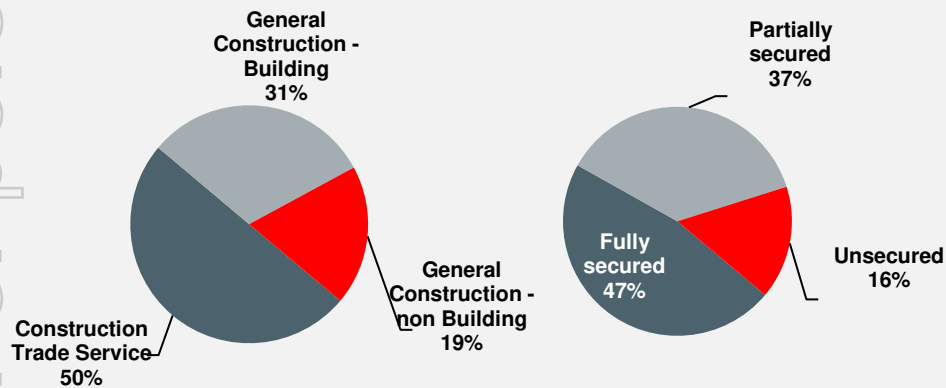
(1) Measured as balance outstanding as at 31 March 2022 per APRA Commercial Property ARF 230 definitions

# CONSTRUCTION

## EXPOSURE AT DEFAULT



## EAD PORTFOLIO BY SECTOR AND SECURITY<sup>1,2</sup>

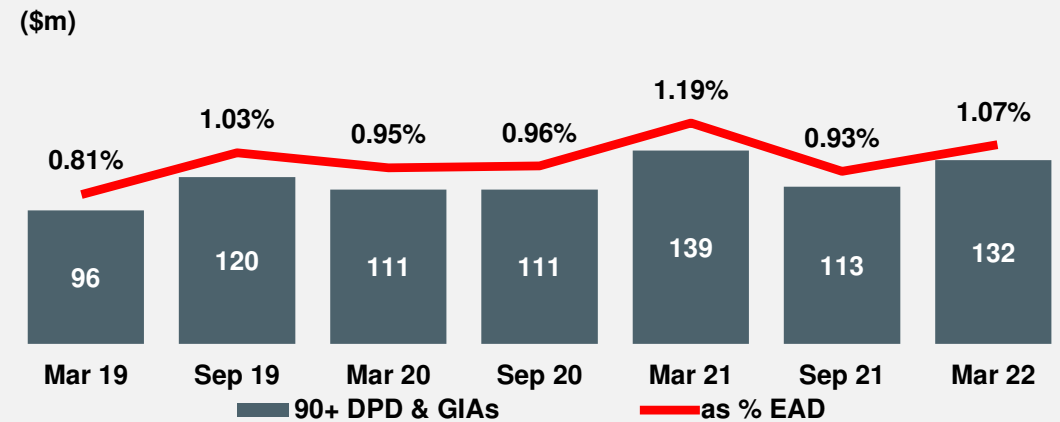


## KEY CONSIDERATIONS

- Challenges include COVID-related completion delays, fixed price contracts, rising input costs, supply chain issues
- ~2% non retail EAD including subcontractors & developers
- Highly diversified and secured portfolio
- >50% of CIB exposures are contingent facilities eg performance guarantees

Australian Construction	B&PB	C&IB	Total
EAD (\$bn)	8.3	2.3	10.6
# customers	~25k	~300	~25k
% Fully or Partially Secured	94%	51%	84%

## 90+ DPD AND GIAs AND AS % OF SECTOR EAD

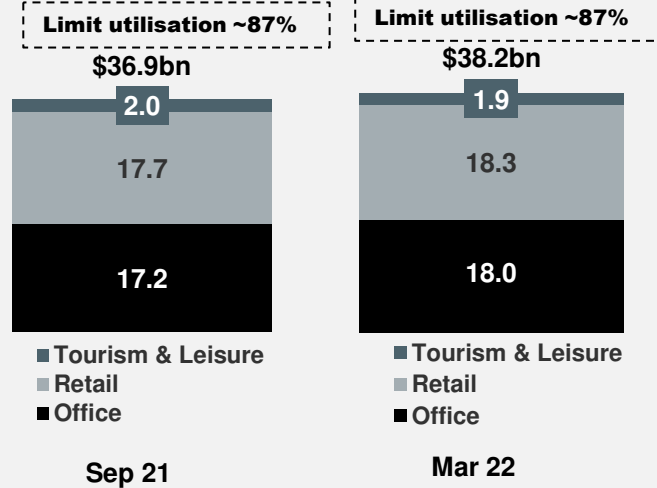


(1) Construction Trade Service includes sub contractors. General Construction – Non Building includes engineering and infrastructure construction

(2) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security

# GROUP OFFICE, RETAIL, TOURISM & LEISURE COMMERCIAL REAL ESTATE<sup>1</sup>

## GLA PROFILE

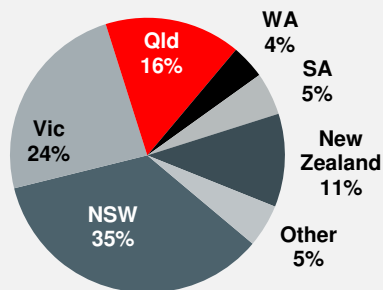


## KEY CONSIDERATIONS

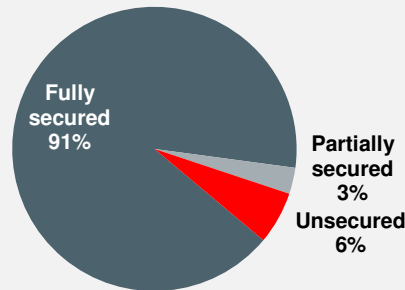
- Office, Retail and Tourism & Leisure (T&L) viewed as most impacted by COVID-19 across Group CRE portfolio, however asset quality metrics remain sound at this stage
- Demand and market liquidity for quality Australian assets remains strong, reflecting improved investor sentiment and outlook
- Positive leasing momentum in Australian CBD office markets. ~41% of Australian Office balances are CBD-based
- CBD located Retail and T&L assets remain challenged by slow return of office workers and tourists. ~6% of Australian Retail balances are CBD-based

## PORTFOLIO CHARACTERISTICS<sup>1</sup>

### Geographic breakdown

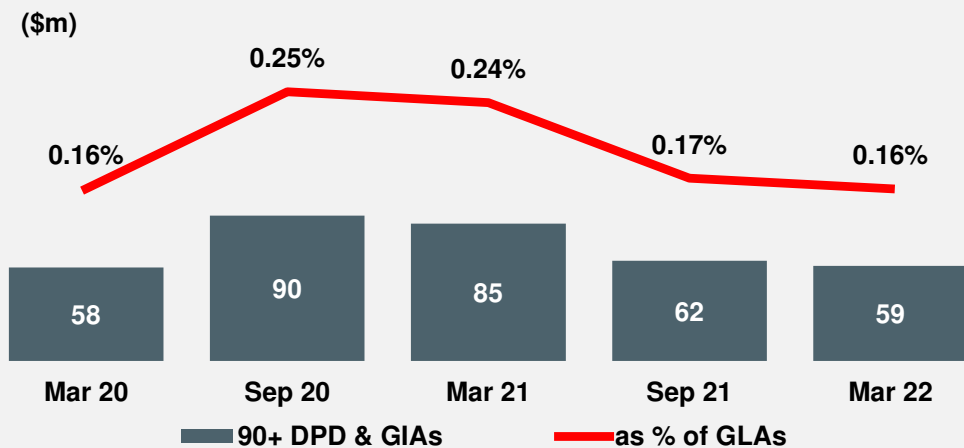


### Portfolio security<sup>2</sup>



Borrower breakdown: Investor 98%, Developer 2%

## 90+ DPD AND GIAs AND AS % OF SECTOR GLAs

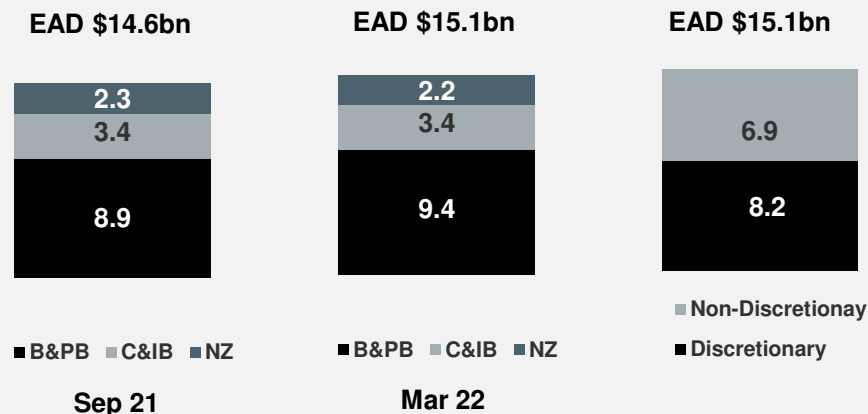


(1) Measured as balance outstanding as at 31 March 2022 per APRA Commercial Property ARF230 definitions

(2) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security. Unsecured proportion represents Institutional exposures that are weighted towards listed A-REITs and wholesale funds which are lowly geared and exhibit strong debt servicing.

# RETAIL TRADE<sup>1</sup>

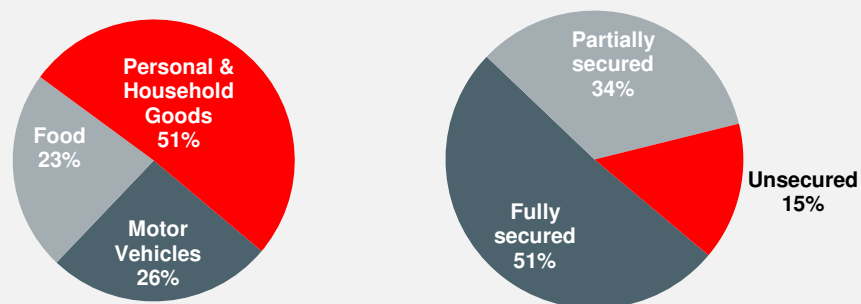
## EXPOSURE AT DEFAULT



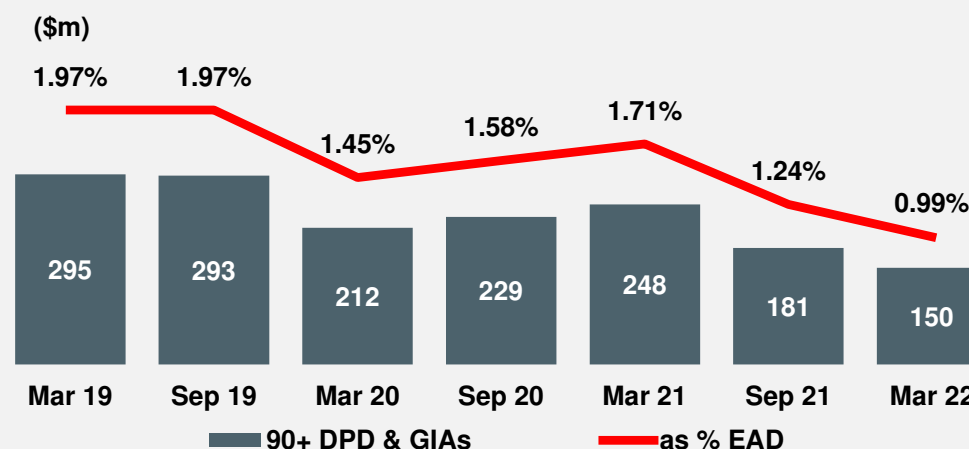
## KEY CONSIDERATIONS

- Notwithstanding challenges pre COVID-19, the Retail Trade sector has continued to perform relatively well during and post-lockdowns (including Omicron in early 2022), as consumers continued spending
- Future outlook will depend on wages growth, interest rates, direction of householding spending including savings and overall consumer confidence
- Continued acceleration is expected in eCommerce and alongside ongoing change in consumer behaviours, this will drive the continued transformation of business models in the Retail Industry, as structural change continues post COVID-19

## EAD PORTFOLIO BY SECTOR AND SECURITY<sup>2</sup>



## 90+ DPD AND GIAs AND AS % OF SECTOR EAD

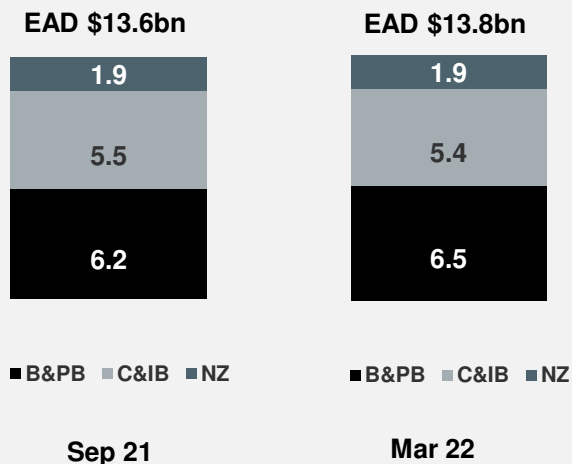


(1) Retail Trade is aligned to Regulatory Industry Classifications. Discretionary / Non-discretionary Retail Trade determined at an individual ANZSIC code level

(2) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security

# TOURISM, HOSPITALITY AND ENTERTAINMENT<sup>1</sup>

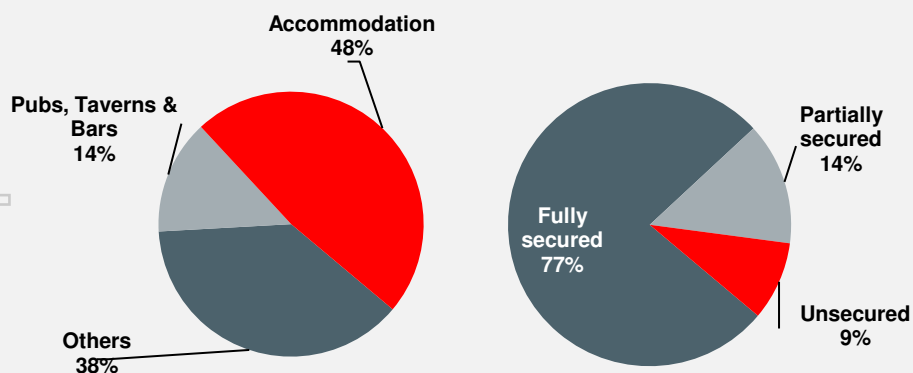
## EXPOSURE AT DEFAULT



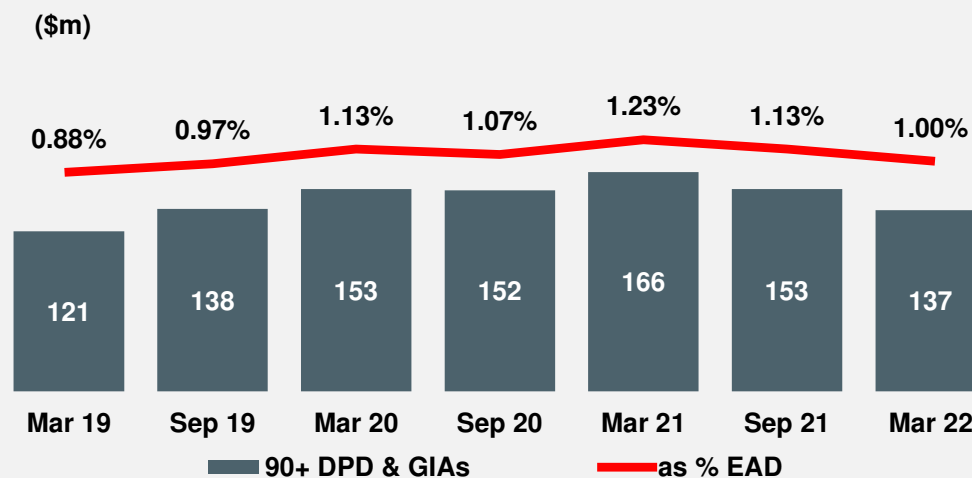
## KEY CONSIDERATIONS

- Industry outlook for Hospitality & Entertainment sectors continues to improve, reflecting growing confidence in COVID-19 tracking, controls and immunisation levels
- Tourism and Accommodation sectors exposed to international visitors continue to face uncertainties
- Lack of workers and low unemployment, which has led to a material increase in labour costs, is a headwind to the sector
- ~2.2% of non retail EAD with ~16% of B&PB portfolio is located in CBDs

## EAD PORTFOLIO BY SECTOR AND SECURITY<sup>2</sup>



## 90+ DPD AND GIAs AND AS % OF SECTOR EAD

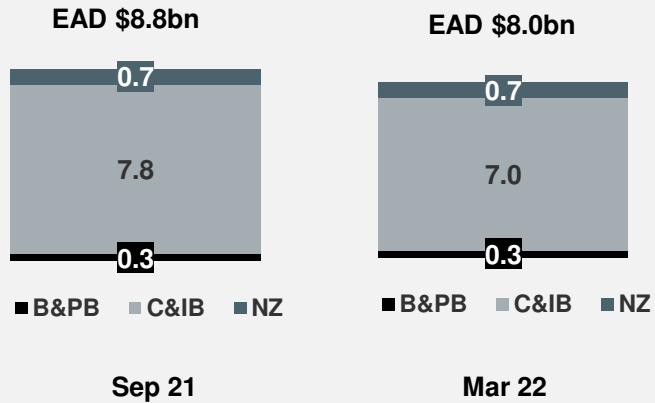


(1) Tourism, hospitality and entertainment include regulatory industry classification of accommodation and hospitality, plus cultural and recreational services

(2) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security

# AIR TRAVEL AND RELATED SERVICES

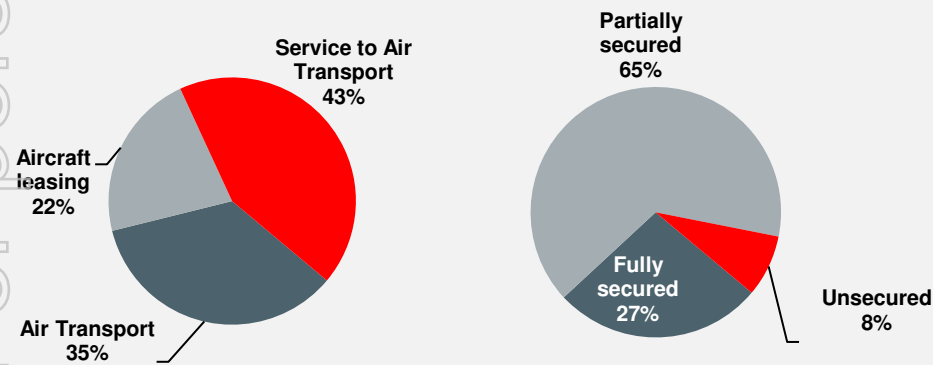
## EXPOSURE AT DEFAULT



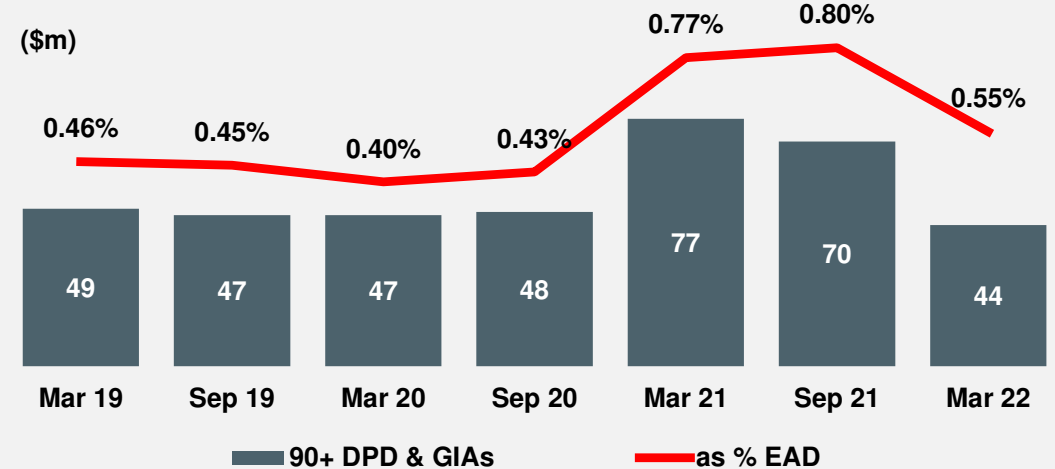
## KEY CONSIDERATIONS

- Portfolio comprises airlines which are usually national carriers and sovereign owned, airports, lessors and service companies supporting the aviation industry
- Partial recovery as travel restrictions slowly removed but passenger numbers remain depressed and recent oil price spikes impacting profitability; sovereign support and access to capital markets continues
- No payment defaults across the portfolio with exposures reducing \$0.8bn during 1H22 including a number of recent lessor prepayments
- ~1.3% of non retail EAD

## EAD PORTFOLIO BY SECTOR AND SECURITY<sup>1</sup>



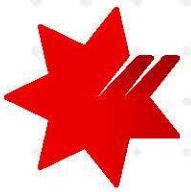
## 90+ DPD AND GIAs AND AS % OF SECTOR EAD



(1) Fully Secured is where the loan amount is less than 100% of the bank extended value of security; Partially Secured is where the loan amount is greater than 100% of the bank extended value of security; Unsecured is where no security is held and/or no value held against the security and negative pledge arrangements are normally in place. Bank extended value is calculated as a discount to market value based on the nature of the underlying security

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bank**



# **ADDITIONAL INFORMATION**

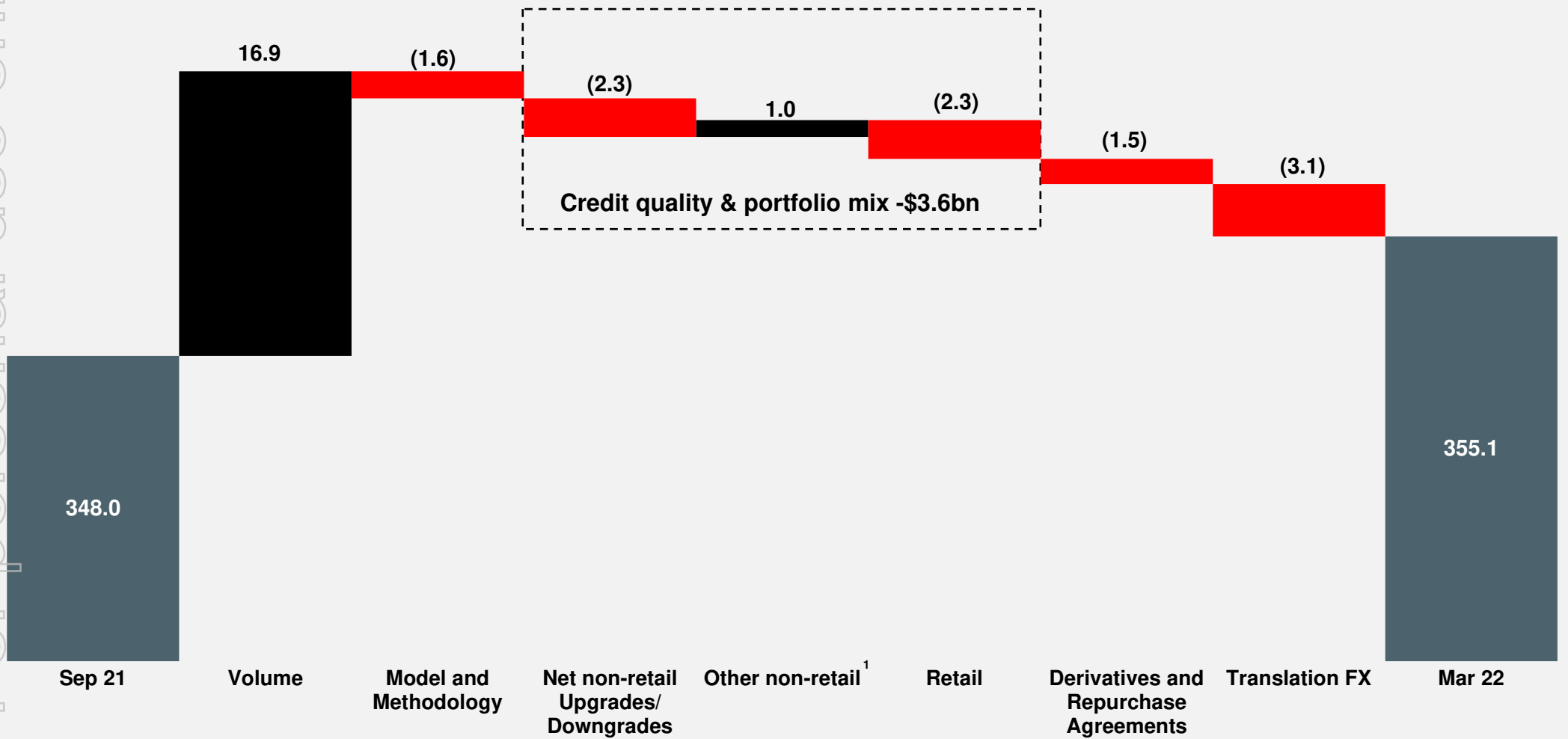
## **CAPITAL & FUNDING**



# CREDIT RISK WEIGHTED ASSETS

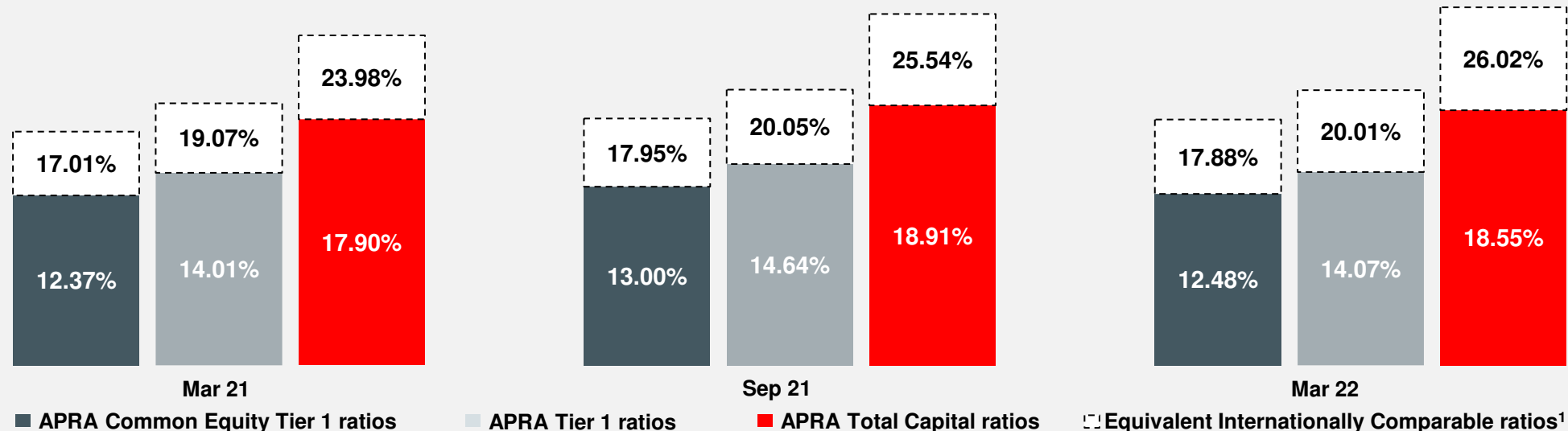
## CREDIT RWA

(\$bn)



(1) Includes changes in quality, portfolio mix and maturity

# GROUP BASEL III CAPITAL RATIOS



## APRA to Internationally Comparable CET1 Ratio Reconciliation

	CET1
Group CET1 ratio under APRA	12.48%
APRA's Basel capital adequacy standards require a 100% deduction from common equity for deferred tax assets, investments in non-consolidated subsidiaries and equity investments. Under Basel Committee on Banking Supervision (BCBS) such items are concessionally risk weighted if they fall below prescribed thresholds	+61bps
Mortgages – reduction in loss given default floor from 20% to 15% and adjustment for correlation factor	+190bps
Interest rate risk in the banking book (IRRBB) – removal of IRRBB risk weighted assets from Pillar 1 capital requirements	+109bps
Other adjustments including corporate lending adjustments and treatment of specialised lending	+180bps
<b>Group Internationally Comparable CET1</b>	<b>17.88%</b>

(1) Internationally Comparable CET1 ratios align with the APRA study entitled "International capital comparison study" released on 13 July 2015

# KEY REGULATORY CHANGES IMPACTING CAPITAL AND FUNDING

Change	1HCY22	2HCY22	CY23	CY24	CY25	CY26
Capital Adequacy (APS 110)			Implementation			
Measurement of Capital (APS 111)	Implementation					
Credit Risk (APS 112/113)			Implementation			
Operational Risk (APS 115)	Implementation <sup>1</sup>					
Market Risk (APS 116)		Consult	Finalise			Implementation
Counterparty Credit Risk (APS 180)		Consult	Finalise			Implementation
Interest Rate Risk in the Banking Book (APS 117)		Finalise		Implementation		
Public Disclosures (APS 330)	Consult	Finalise		Implementation		
Credit Risk Management (APS 220)	Implementation					
Loss-Absorbing Capacity				Implementation <sup>2</sup>		Implementation <sup>2</sup>
Remuneration (CPS 511)			Implementation			
Recovery and Resolution		Finalise		Implementation		

## APRA'S REVISIONS TO ADI CAPITAL FRAMEWORK

- Revisions follow the 2017 APRA benchmark of 'unquestionably strong' capital ratios and APRA's discussion paper on 'a more flexible and resilient capital framework for ADIs' released in December 2020
- Final prudential standards were released in November 2021, with implementation from 1 January 2023
- Interim reporting requirements to be finalised throughout 2022 and final reporting standards to be released in 2024

## APRA FUNDING & LIQUIDITY CHANGES

- In September 2021, APRA announced the phasing out of the RBA's CLF by the end of December 2022 subject to market conditions. The CLF reduction is expected to be offset by ADIs increasing holdings of HQLA. NAB's CLF is \$23bn at 31 March 2022
- APRA is engaging with industry on a Post Implementation Review of Basel III liquidity ratios to inform a broader review of liquidity requirements, scheduled for 2023

(1) APRA has provided Advanced Measurement Approach accredited ADIs the option to apply APS 115 Capital Adequacy: Standardised Measurement Approach to Operational Risk from either 1 January 2022 or 1 January 2023. NAB implemented the Standardised Measurement Approach on 1 January 2022

(2) In December 2021, APRA finalised Loss-Absorbing Capacity requirements for D-SIBs, set as an increase to minimum Total Capital requirement of 4.5% of RWA from 1 January 2026. D-SIBs are required to hold the interim setting of an increase to minimum Total Capital requirement of 3% of RWA by 1 January 2024.

# APRA BASEL III CHANGES – ‘UNQUESTIONABLY STRONG’

## SUMMARY

- APRA has finalised the revised ADI capital framework, with the aim to:
  - improve flexibility via increasing regulatory capital buffers.
  - implement more risk-sensitive risk-weights.
  - enhance competition via a capital floor for IRB ADIs.
  - improve transparency and comparability through the disclosure of capital ratios under the standardised approach.
- Overall, the revisions will result in a decrease in risk weights, offset by higher minimum capital ratios.
- APRA’s new standards for capital adequacy and credit risk capital will come into effect from 1 January 2023.

## KEY CHANGES

### MORTGAGES

- Lower risk Owner Occupier, P&I loans attract 1.4x scalar (1.7x scalar for other mortgages)
- Advanced banks can use internal Loss Given Default (LGD) models, subject to APRA approval
- “Non-standard mortgages”<sup>1</sup> attract 100% RWA
- Mortgages with LVR > 80% and LMI, attract 20% discount to LGD estimates

### CORPORATE

- ‘Slotting’ approach removed and replaced by IRB Corporate modelling with 1.5x scalar
- Credit Conversion Factors (CCFs) for unutilised non-retail exposures reduce from 100% to 40%
- Unsecured non-retail LGDs reduce from 60% to 50%

### OTHER

- 100 bps baseline setting for the Countercyclical Capital Buffer
- 475 bps setting for Capital Conservation buffers for D-SIB ADIs
- Therefore, regulatory capital buffers for D-SIB ADIs will increase to 10.25%<sup>2</sup>
- Operational Risk measurement moves to Standardised Measurement Approach (SMA)<sup>3</sup>
- RBNZ capital rules apply for New Zealand credit risk exposures from 1 January 2023.

(1) Non standard mortgages are classified as mortgages with both an interest-only period of 5 years or more and an LVR above 80%

(2) APRA has noted their expectation that ADIs will operate within the regulatory buffer range in periods of stress

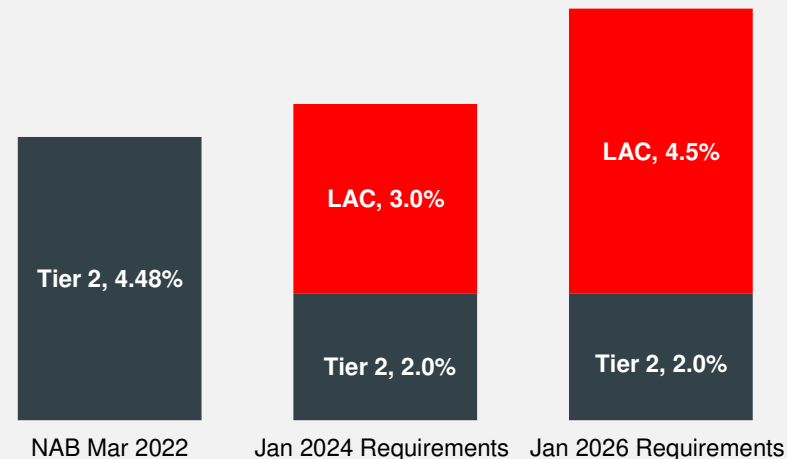
(3) APRA has provided Advanced Measurement Approach accredited ADIs the option to apply APS 115 Capital Adequacy: Standardised Measurement Approach to Operational Risk from either 1 January 2022 or 1 January 2023. NAB implemented the Standardised Measurement Approach on 1 January 2022

# LOSS-ABSORBING CAPACITY

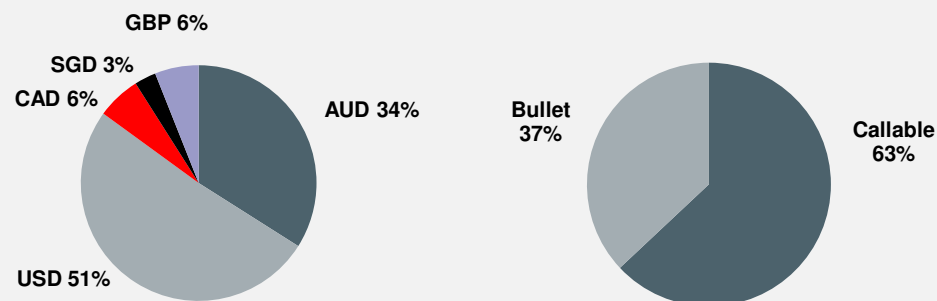
- Based on the Group's RWA and Total Capital position as at 31 March 2022, the incremental Group Total Capital requirement prior to January 2024 is \$2.2bn, and \$8.7bn prior to January 2026
- \$1.7bn of surplus provisions are eligible for inclusion in Tier 2 Capital
- \$4.7bn of NAB's existing Tier 2 Capital has optional redemption dates prior to January 2026, including \$1.4bn before January 2024<sup>1</sup>

(\$bn)	Jan-24	Jan-26
Group RWA (at Mar-22)	431.9	431.9
Tier 2 Requirement (5% by Jan-24, 6.5% by Jan-26) <sup>2</sup>	21.6	28.1
Existing Tier 2 at Mar-22 (4.48%)	19.4	19.4
Current Shortfall	2.2	8.7

## APRA CHANGES TO MAJOR BANKS' CAPITAL STRUCTURES<sup>3</sup>

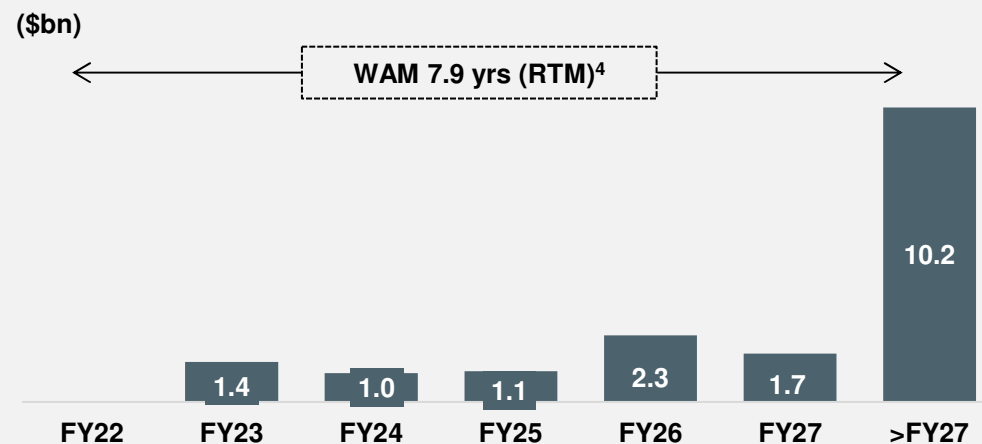


## NAB TIER 2 OUTSTANDING ISSUANCE



- In 1H22, NAB issued \$2.1bn of Tier 2
- NAB's FY22 Tier 2 issuance is expected to be approximately \$3-4bn

## NAB TIER 2 MATURITIES (TO FIRST CALL<sup>1</sup>)



(1) Subject to the prior written approval required by APRA

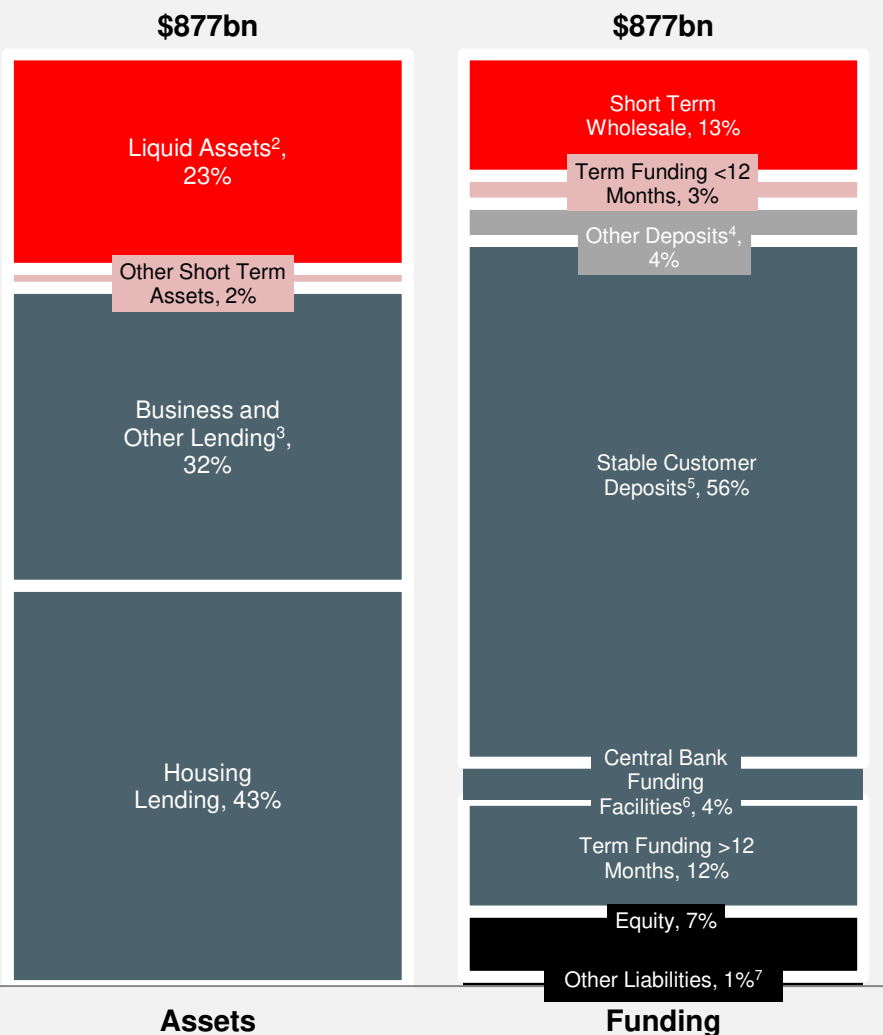
(2) In December 2021, APRA finalised Loss-Absorbing Capacity requirements for D-SIBs, set as an increase to minimum Total Capital requirement of 4.5% of RWA from 1 January 2026. D-SIBs are required to hold the interim setting of an increase to minimum Total Capital requirement of 3% of RWA by 1 January 2024.

(3) APRA's revisions to An Unquestionably Strong Framework for Bank Capital (released November 2021) not reflected

(4) Weighted Average Maturity and Remaining Term to Maturity

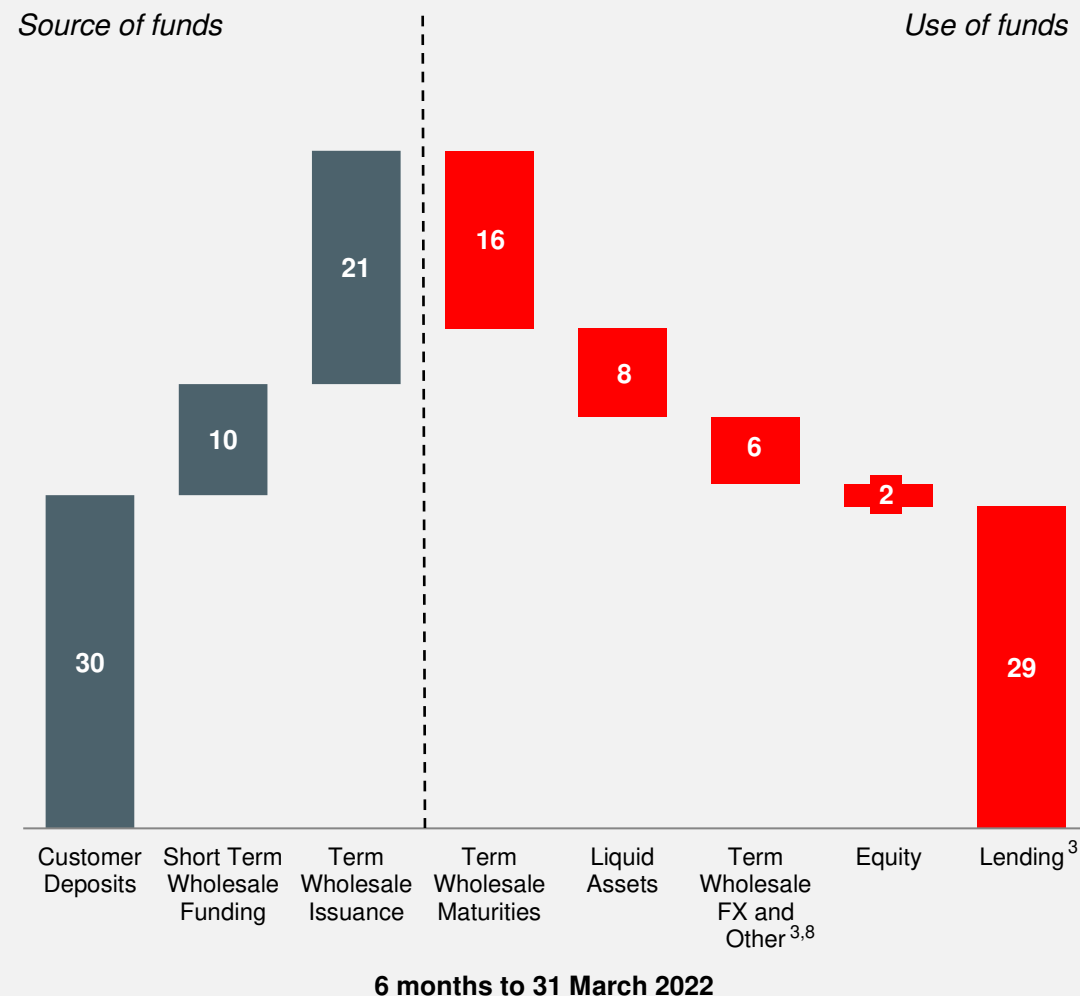
# ASSET FUNDING

## FUNDED BALANCE SHEET<sup>1</sup>



## SOURCE AND USE OF FUNDS

(\$bn)



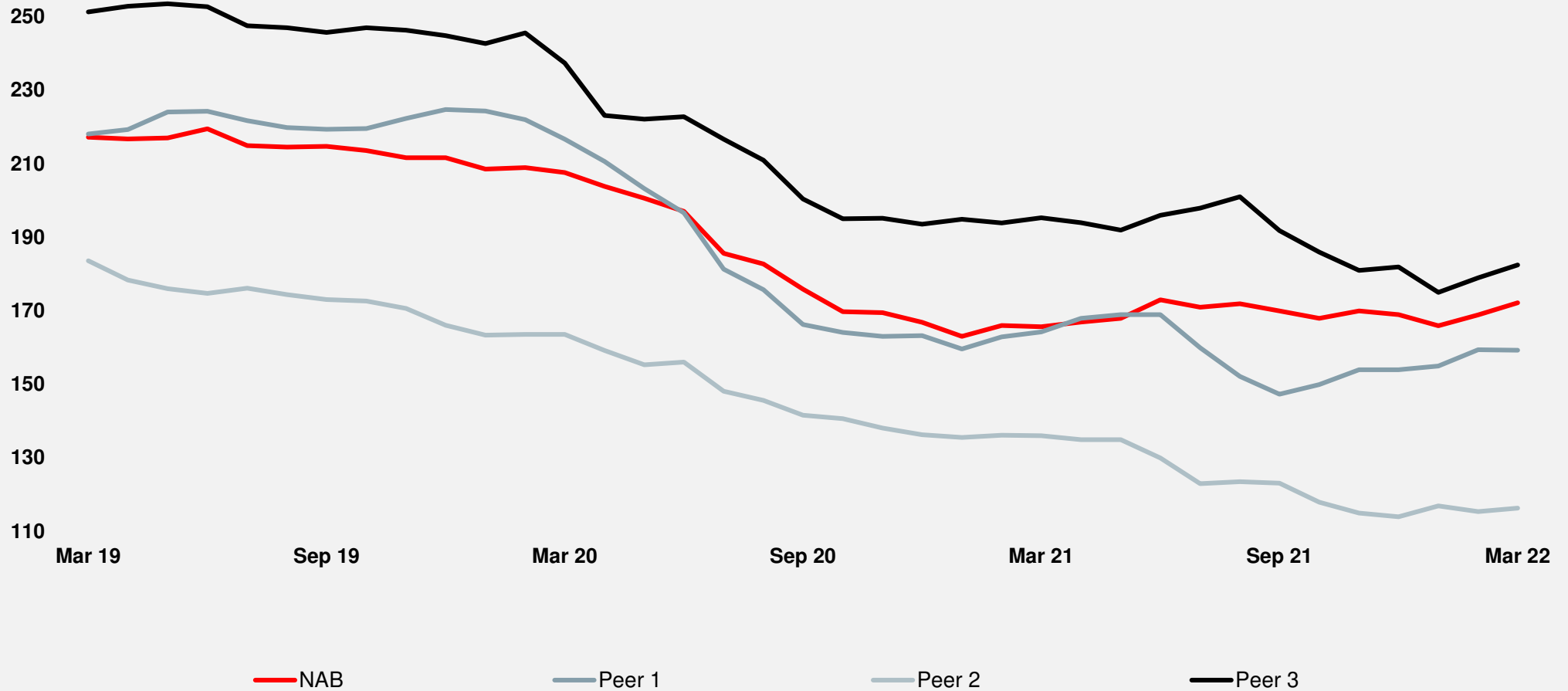
- 1) Excludes repurchase agreements as they do not provide net funding.
- 2) Market value of marketable securities including HQLA, non-HQLA securities and commodities
- 3) Trade finance loans are included in other short-term assets, instead of business and other lending
- 4) Includes non-operational financial institution deposits and certain offshore deposits as defined in APRA standard APS 210 *Liquidity*
- 5) Includes operational deposits, non-financial corporate deposits and retail / SME deposits and excludes certain offshore deposits as defined in APRA standard APS 210 *Liquidity*

- 6) Includes RBA's TFF and RBNZ's TLF and FLP
- 7) The net position includes derivative assets and derivative liabilities, property, plant and equipment, all net of accruals, receivables and payables
- 8) Includes the net movement of other assets and other liabilities, and other immaterial movements.

# FUNDING

## AUSTRALIAN CORE FUNDING GAP<sup>1,2</sup>

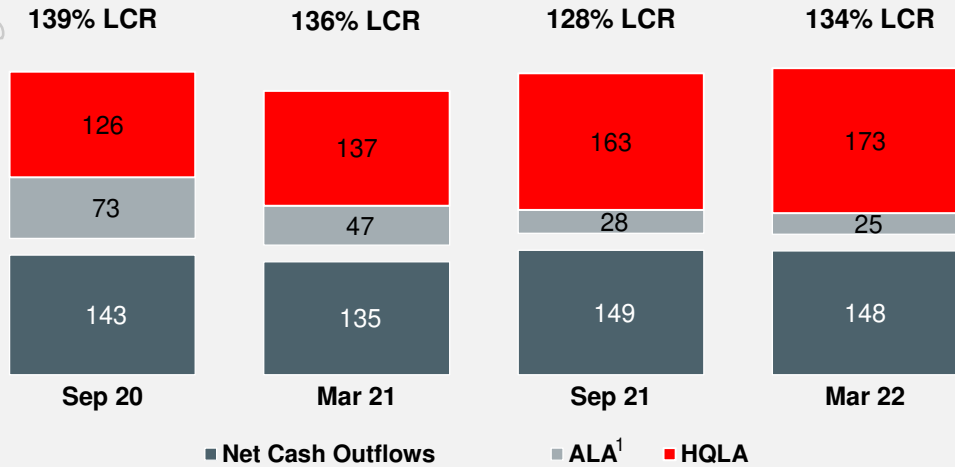
(\$bn)



(1) Australian core funding gap = Gross loans and advances plus Acceptances less Total deposits (excluding financial institution deposits and certificates of deposit)  
 (2) Statistics as at March 2022

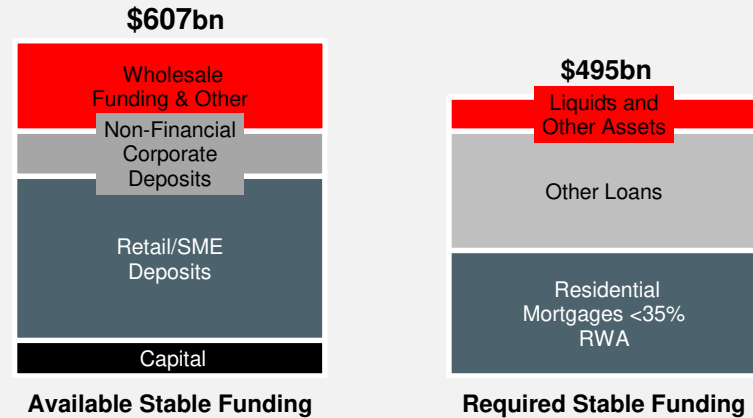
# LIQUIDITY

## LIQUIDITY COVERAGE RATIO (QUARTERLY AVERAGE)

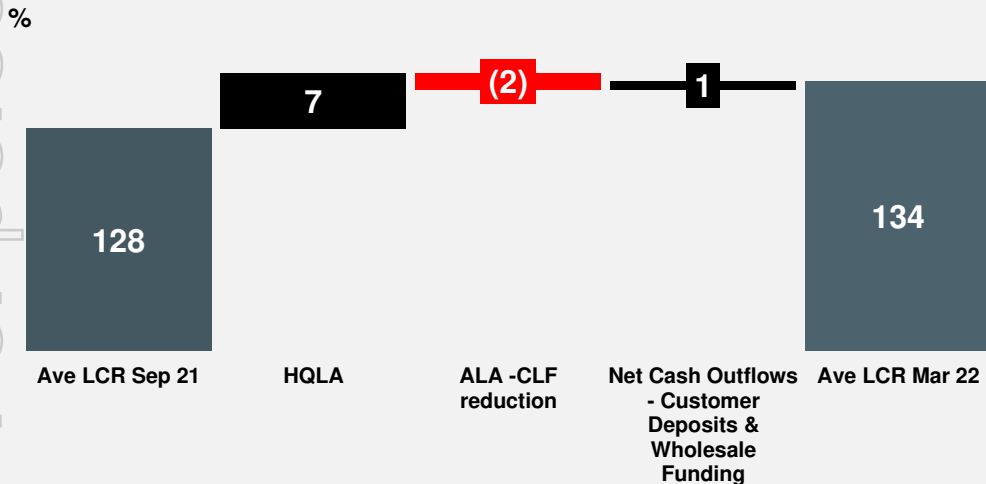


## NET STABLE FUNDING RATIO COMPOSITION

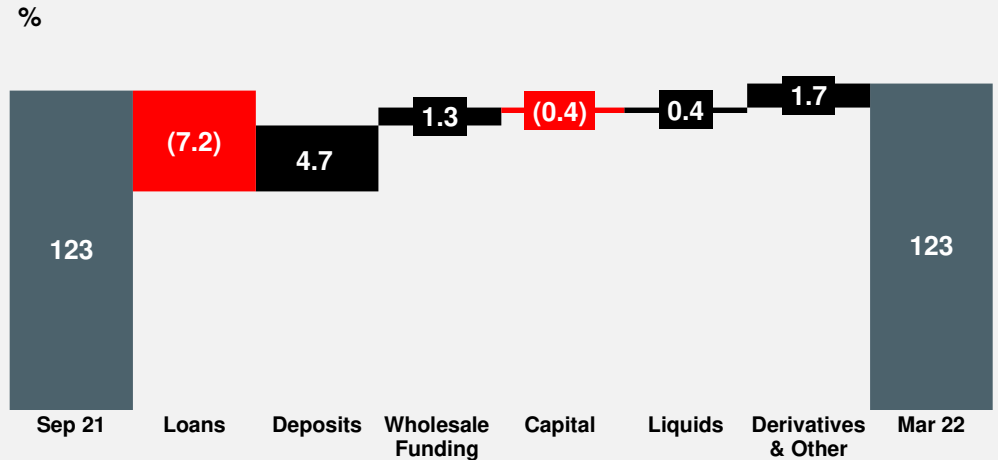
Group NSFR 123% as at 31 March 2022



## LIQUIDITY COVERAGE RATIO MOVEMENT



## NET STABLE FUNDING RATIO MOVEMENT



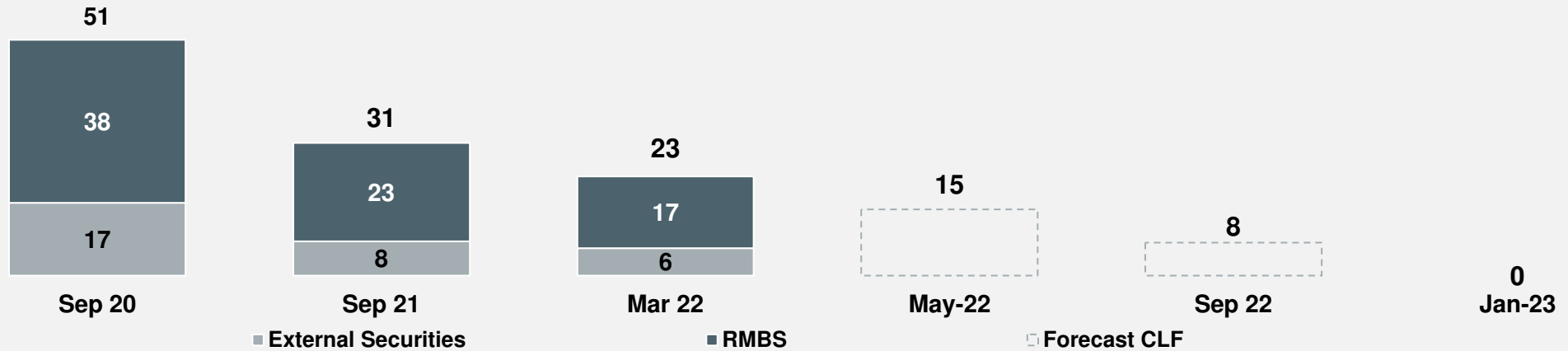
(1) CLF and TFF values used in LCR calculation are the undrawn portion of the facility



# LIQUIDITY

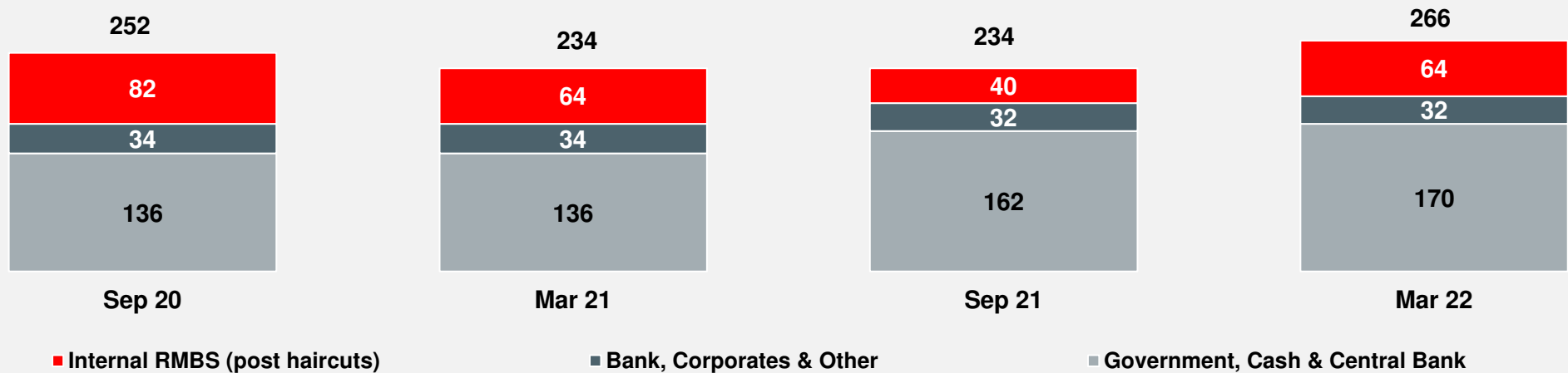
## COMMITTED LIQUIDITY FACILITY REDUCES TO ZERO IN 2023<sup>1</sup>

(\$bn)



## LIQUID ASSETS<sup>2,3</sup>

(\$bn)



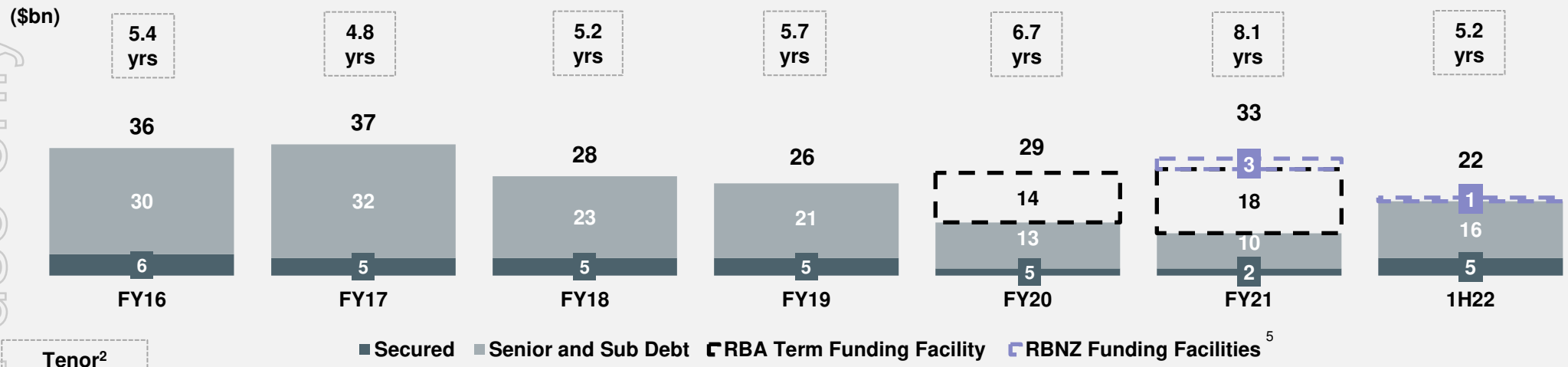
(1) CLF reduction dates are 1 January 2022, 1 May 2022, 1 September 2022 and 1 January 2023

(2) Spot Liquid Assets as at end of each period

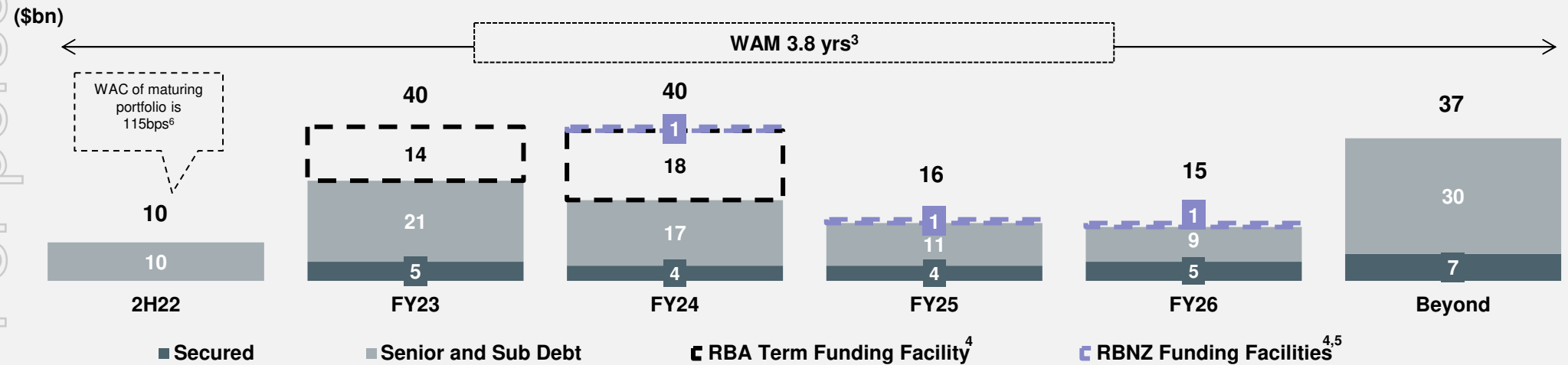
(3) In November 2021, APRA released guidance on contingent liquidity, requiring LCR ADIs to hold 30% of the Group AUD net cash outflows as surplus collateral

# TERM WHOLESALE FUNDING PROFILE

## HISTORICAL TERM FUNDING ISSUANCE<sup>1</sup>



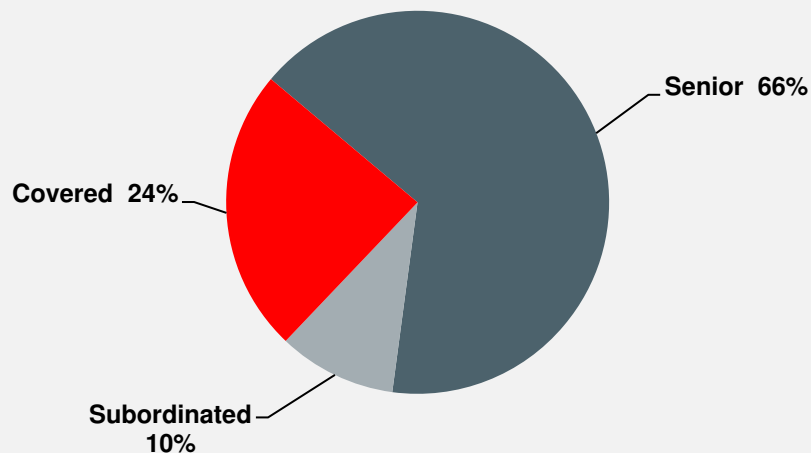
## TERM FUNDING MATURITY PROFILE<sup>2</sup>



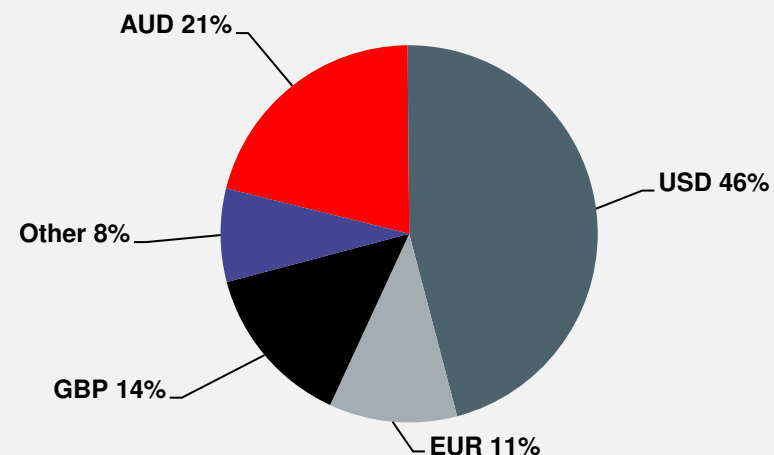
- (1) Includes senior unsecured, secured (covered bonds and securitisation) and subordinated debt with an original term to maturity or call date of greater than 12 months, excludes Additional Tier 1 instruments. FX rate measured at time of issuance
- (2) Maturity profile of funding with an original term to maturity greater than 12 months, excludes Additional Tier 1 and Residential Mortgage Backed Securities. Spot FX rate at 31 March 2022
- (3) Remaining weighted average maturity, excludes Additional Tier 1, Residential Mortgage Backed Securities, RBA Term Funding Facility and RBNZ funding facilities
- (4) Contractual maturity is based on drawdown date
- (5) Includes RBNZ's TLF and FLP
- (6) Weighted average cost refers to the weighted cost of the maturing portfolio over the next half and is shown as a spread over 3m BBSW. Includes subordinated debt and excludes Additional Tier 1 and BNZ

# DIVERSIFIED AND FLEXIBLE TERM WHOLESALE FUNDING PORTFOLIO

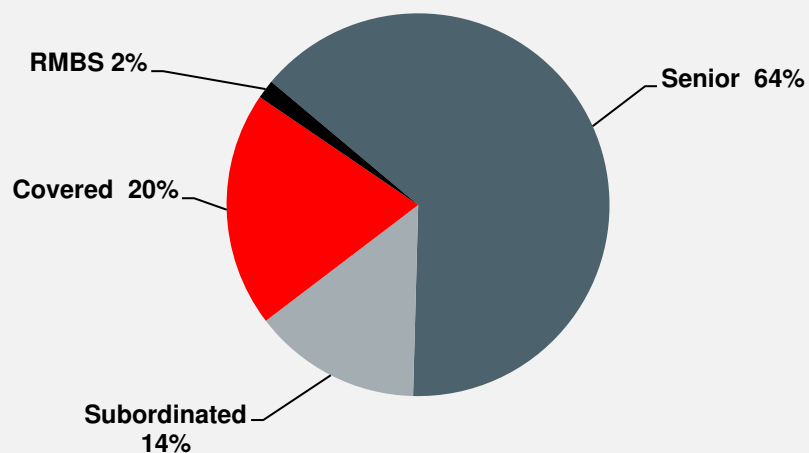
## 1H22 ISSUANCE BY PRODUCT TYPE<sup>1</sup>



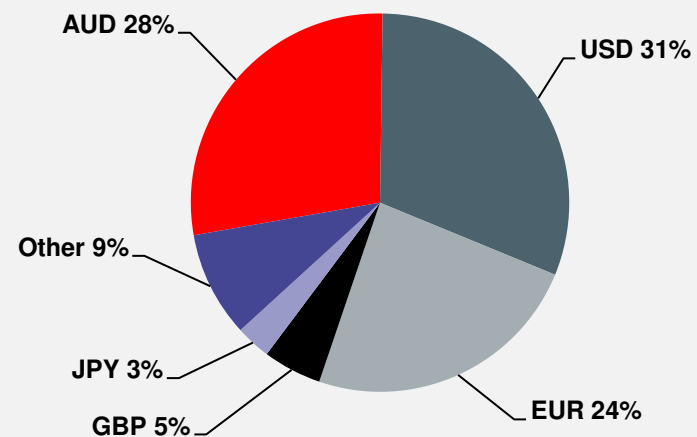
## 1H22 ISSUANCE BY CURRENCY<sup>1</sup>



## OUTSTANDING ISSUANCE BY PRODUCT TYPE<sup>1</sup>



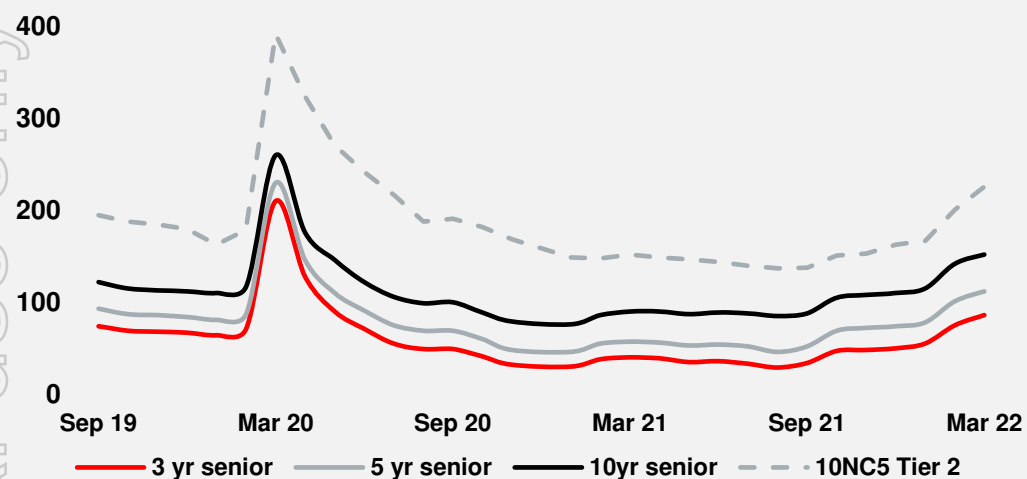
## OUTSTANDING ISSUANCE BY CURRENCY<sup>1</sup>



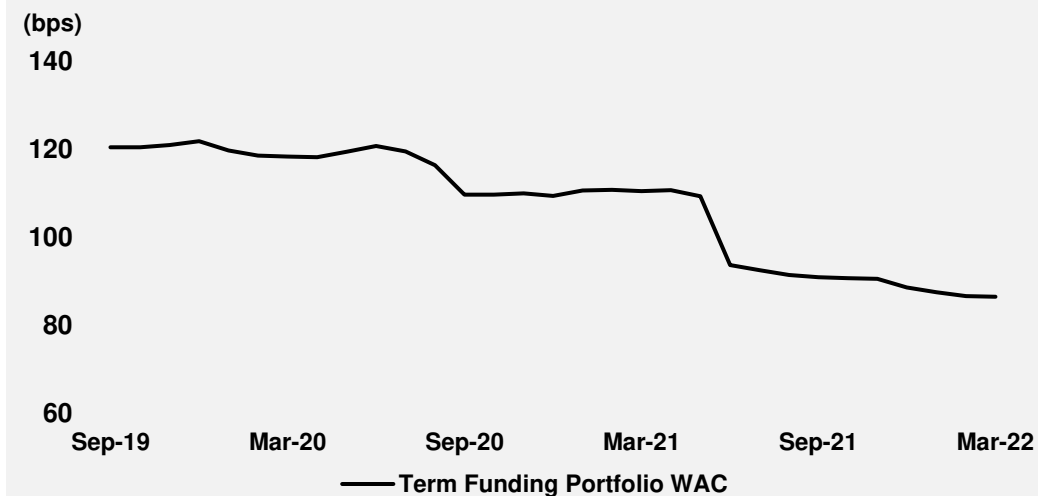
(1) Excludes Additional Tier 1, RBA Term Funding Facility and RBNZ funding facilities

# FUNDING COSTS

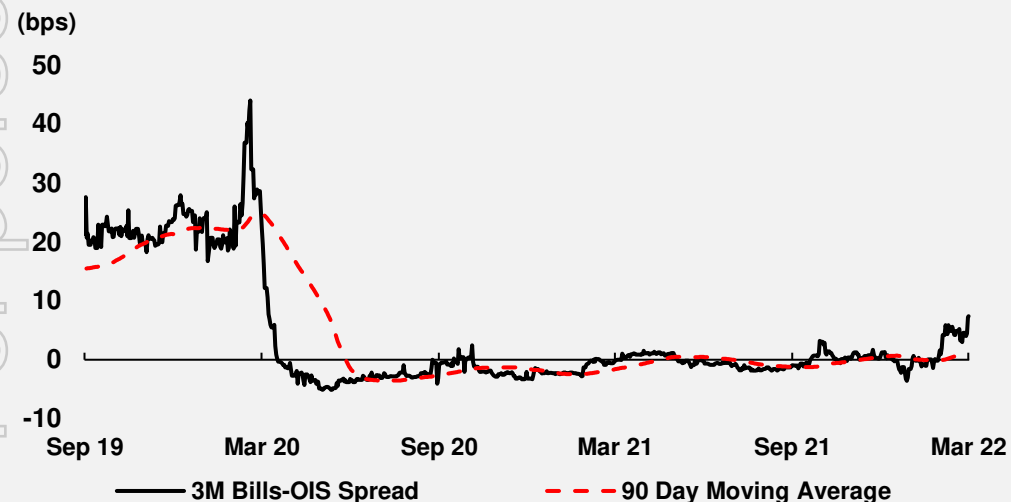
## INDICATIVE TERM WHOLESALE FUNDING ISSUANCE COSTS<sup>1</sup>



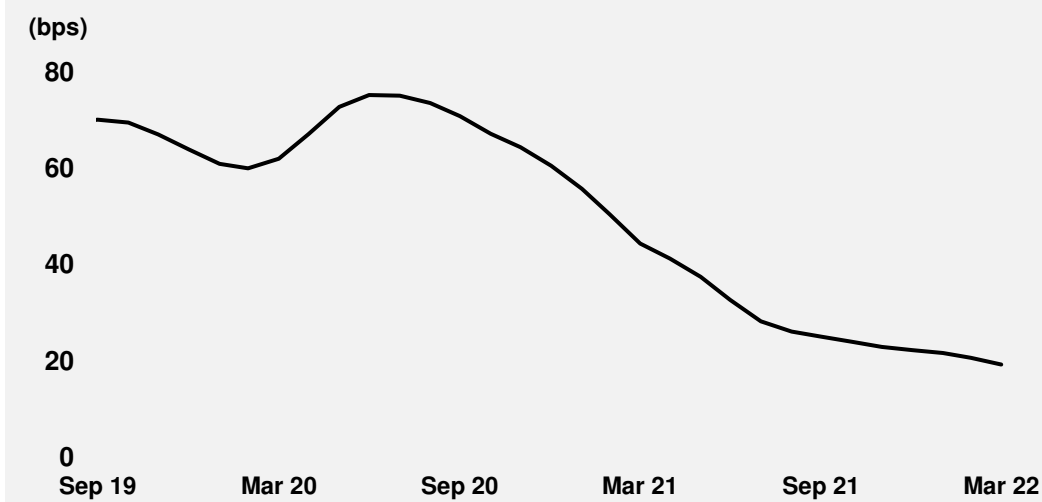
## AVERAGE TERM WHOLESALE FUNDING COSTS<sup>2</sup>



## DOMESTIC SHORT TERM WHOLESALE FUNDING COSTS<sup>3</sup>



## TERM DEPOSIT PORTFOLIO COSTS<sup>4</sup>



- (1) Indicative Major Bank Wholesale subordinated and senior unsecured funding rates over 3m BBSW using a blend of multi-currency inputs (3 years, 5 years, 10-year non-call 5-year and 10 years)
- (2) NAB Ltd Term Wholesale Funding Costs >12 Months at issuance (spread to 3 month BBSW), includes subordinated debt and TFF
- (3) Spread between 3 month AUD Bank Bill Swap Rate and Overnight Index Swaps (OIS). Source: Bloomberg
- (4) Management data. Total deposit portfolio cost over relevant market reference rate. Australia only

# CAPITAL & DEPOSIT HEDGES

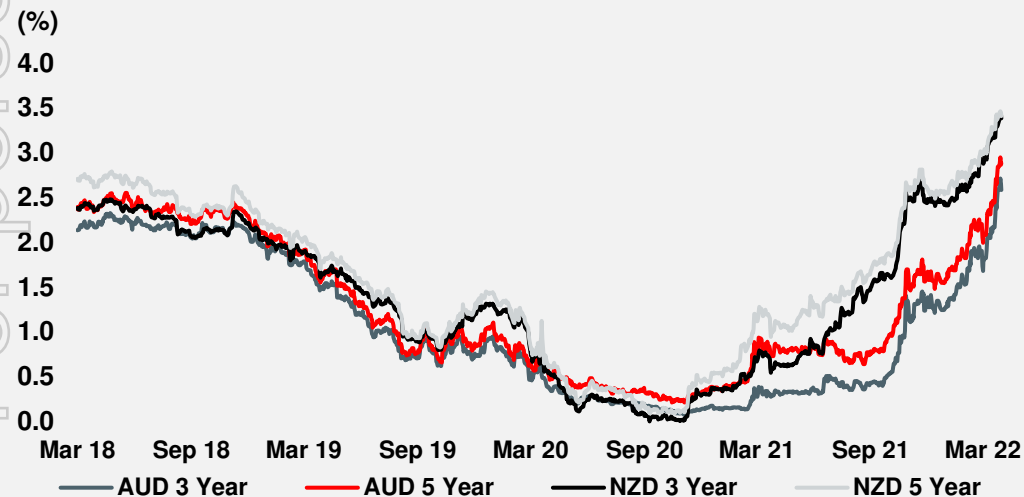
## NAB REPLICATING PORTFOLIOS

Replicating portfolio		
	31 Mar 22 balance	Invested out to term of
Capital	AUD \$42bn	3 years
Low rate deposits	AUD \$72bn	5 years

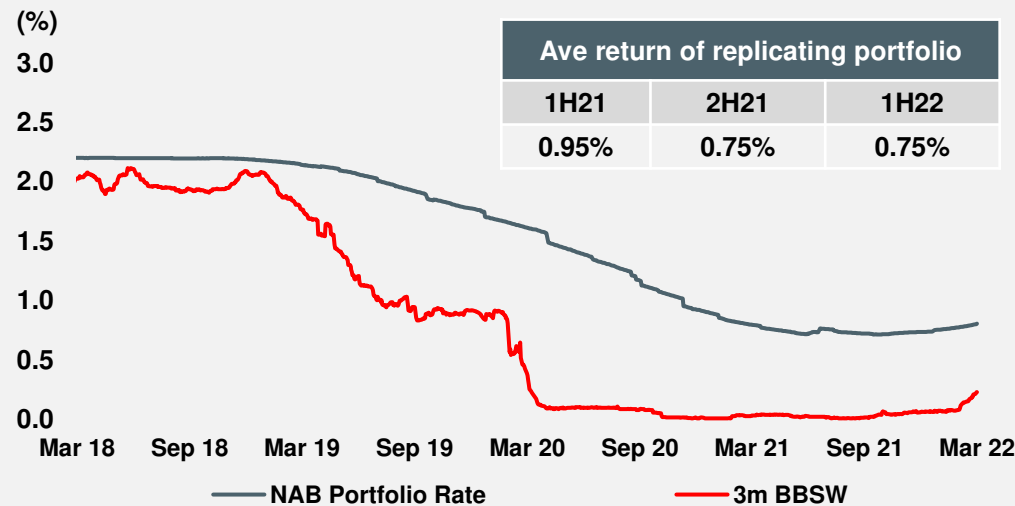
## BNZ REPLICATING PORTFOLIOS

Replicating portfolio		
	31 Mar 22 balance	Invested out to term of
Capital	NZD \$10bn	3 years
Low rate deposits	NZD \$10bn	5 years

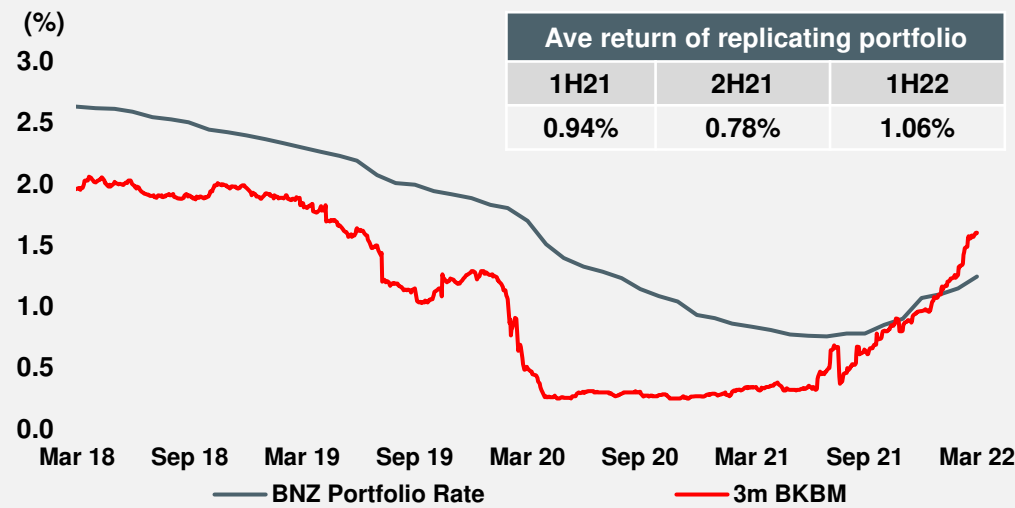
## SWAP RATES<sup>2</sup>



## NAB — REPLICATING PORTFOLIOS<sup>1</sup>



## BNZ — REPLICATING PORTFOLIOS<sup>3</sup>

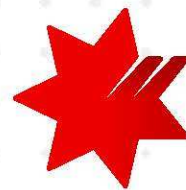


(1) Blended replicating portfolio (Australia only). Replicating portfolio includes capital and low rate deposits, which consist of non-interest bearing deposits and lower tiers in Retirement account. The investment tenor for Capital was extended from 2yr to 3yr in 2H21

(2) AUD Swap Rates sourced from Bloomberg and NZD Swap Rates sourced from Reuters

(3) Blended replicating portfolio (New Zealand only). Replicating portfolio includes capital and low rate deposits, which consist of non-interest bearing deposits. The investment tenor for Capital was extended from 2yr to 3yr in 1H22

national  
australia  
bank



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# **ADDITIONAL INFORMATION**

## **LONG-TERM: A SUSTAINABLE APPROACH**

# SUSTAINABILITY IS EMBEDDED IN OUR GROUP STRATEGY

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## COMMERCIAL RESPONSES TO SOCIETY'S BIGGEST CHALLENGES



Embedding sustainability means doing good through the way we do business. Using our core skills and resources and focusing activity in three areas:

### Our priorities:

- Climate change
- Affordable and specialist housing
- Indigenous business

## RESILIENT AND SUSTAINABLE BUSINESS PRACTICES



Getting the basics right and managing our environmental, social and governance (ESG) risks and opportunities responsibly.

### Our priorities:

- Colleagues and culture
- Inclusive banking
- ESG risk management
- Supply chain management
- Human rights, including modern slavery

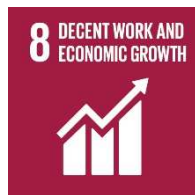
## INNOVATING FOR THE FUTURE



Driving investment in new, emerging and disruptive technologies, and partnering with customers, industry and government on critical initiatives.

### Our priorities:

- Our future core business and market-leading data analytics
- Partnerships that matter



**ALIGNED TO SIX KEY UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS<sup>1</sup> – WHERE WE CAN MAKE THE BIGGEST IMPACT**

(1) [www.un.org/sustainabledevelopment](http://www.un.org/sustainabledevelopment)

# OUR GROUP CLIMATE STRATEGY

## GOAL OF ALIGNING OUR LENDING PORTFOLIO TO NET ZERO EMISSIONS BY 2050<sup>1</sup>

- First Australian bank to have **signed the Collective Commitment to Climate Action** and have joined the **Net Zero Banking Alliance**
- Progressing work to set 2030 science-based emissions reduction targets for key sectors, with the targets to be published in our 2022 annual reporting suite.

### SUPPORTING OUR CUSTOMERS TO DECARBONISE AND BUILD RESILIENCE

- **Working closely with 100 of our largest GHG-emitting customers** to support them as they develop or improve their low carbon transition plans by 30 September 2023, maturity assessments completed on 58 of our top 100 emitters so far.
- **\$70 billion environmental financing target by 2025<sup>2</sup>**, \$61.1bn cumulative progress, \$4.8bn delivered in 1H22.
- **Bank for transition Centre of Excellence** providing targeted support and insights to customers

### MANAGING CLIMATE RISK

- **Committed to Taskforce on Climate-Related Financial Disclosures (TCFD) since 2017**
- Progressing APRA's **Climate Vulnerability Assessment** to further understand the physical and transition risks of climate change
- Completed **review of oil and gas sector** - published additional ESG-related credit policy settings and capped exposure to oil and gas

## SUPPORTED BY

### ACTIVELY REDUCING OUR OWN EMISSIONS

- **Carbon neutral certified in operations** since 2011 through Climate Active
- 64% of electricity consumption from **renewable sources** in 1H22, increased from 30% in 1H21, against our target of 100% by 30 June 2025<sup>3</sup>
- Focused on **reducing our operational greenhouse gas emissions**, achieving a 65% reduction in scope 1 & 2 emissions as at 1H22 against a 30 June 2015 baseline<sup>4</sup>

### HIGHLY CAPABLE COLLEAGUES

- **Climate change module in annual Risk Awareness training** for all colleagues
- Extended climate change **course on identifying climate-risk and developing transition plans** in partnership with Melbourne Business School to select Agri bankers.

### RESEARCH, PARTNERSHIPS & ENGAGEMENT

- Actively taking part in nationwide discussions on how **Australia gets to net zero as a leader in sustainable technology**
- Ongoing expansion of **Carbonplace** – a settlement platform for voluntary carbon credits of which NAB is a founding member

(1) The Group continues to work on understanding its total Scope 3 attributable emissions exposure and develop its emissions-based modelling. The Group acknowledges the limitations of current data. The Group's emissions based modelling, targets and methodologies may change as the availability and quality of data improves, and as climate science evolves.

(2) Represented as a cumulative amount of new environmental finance since 1 October 2015. Refer to the Group's 2021 Sustainability Data Pack for reference to how the environmental financing commitment is calculated.

(3) NAB's operational environmental numbers are reported on a July-June performance period. This information is audited annually at the end of the performance period, the 1H 22 progress figures presented in this graph are unaudited and could be subject to change. Progress towards NAB's RE100 target has been influenced by COVID-19 and resultant decrease in electricity consumption, and we do not expect progress achieved to date to be permanent

(4) Significant progress towards NAB's 2025 science-based target demonstrated since 2020 however performance has been influenced by COVID-19 impacts and we do not expect all of the reductions achieved to date to be permanent. Includes our net operational scope 1 and 2 GHG emissions, 2021 and 2022 figures calculated using a market-based approach. This information is audited annually at the end of the performance period and as such, the progress figures presented in this graph are unaudited and could be subject to change.



# FY22 CLIMATE PRIORITIES AND PROGRESS

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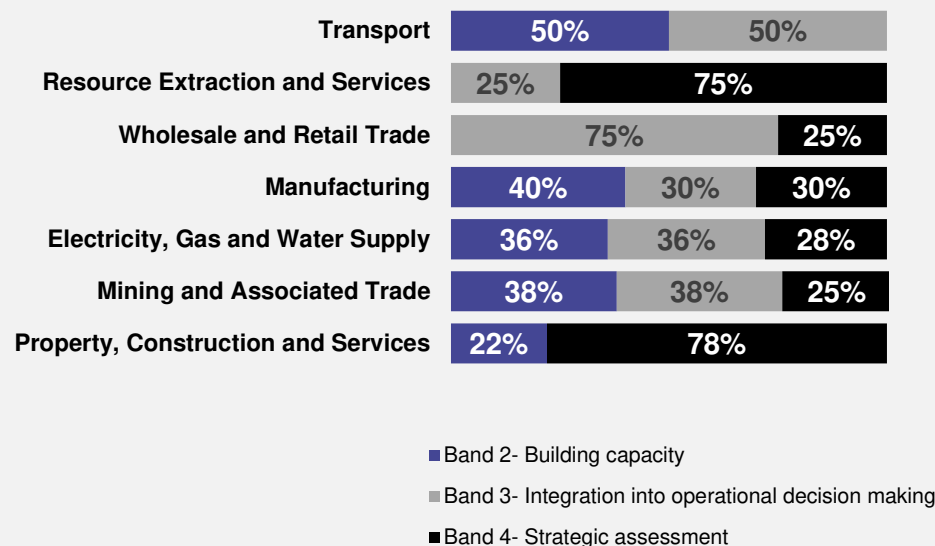
## INTERIM DECARBONISATION TARGETS

- Working to publish, in our 2022 annual reporting suite, interim sector-specific decarbonisation targets, applying the following principles:
  - Broad portfolio coverage:** targets set will account for substantial majority of Australian lending portfolio
  - Science-based:** Decarbonisation scenarios will be set for 2030 and 2050 using scenarios that are science-based and aligned to limit global warming to 1.5°C
  - Governance:** Targets will be approved by the Executive Leadership Team and Board
  - Guided by global best practice:** NAB will be guided by the UN Environment Programme Finance Initiative's Guidelines for Climate Target Setting for Banks
  - Up to date:** Targets will be reviewed regularly to ensure consistency with current climate science, updated data and available methodologies
- Engaging industry experts including Australian Industry Energy Transition Initiative Hub and the UN Global Compact Just Transition working group on the path forward for transitioning key and hard to abate sectors.

## CUSTOMER TRANSITION PLANS

- Progressing against our target to work with 100 of our largest greenhouse gas emitting customers by September 2023 to support them as they develop or improve their low-transition plans.
- 58 high emitting customers having been assessed on their transition maturity using NAB's Transition Framework Diagnostic which is aligned with Transition Pathways Initiative and Cambridge Institute for Sustainability.
- Of the 58 engaged, ~69% of companies assessed in Band 3 or 4.

## TRANSITION MATURITY OF 58 OF OUR HIGHEST EMITTERS<sup>1</sup>



(1) The Diagnostic assists in the classification of transition maturity in the following bands: 0 - Unaware of (or not acknowledging) climate change as a business issue, 1 - Acknowledgement of climate change as a business issue, 2 - Building capacity, 3 - Integration into operational decision making, 4 - Strategic assessment. Percentage breakdown per sector may not sum to 100 due to rounding.

# CONSIDERATIONS AS AUSTRALIA'S LARGEST AGRIBUSINESS BANK

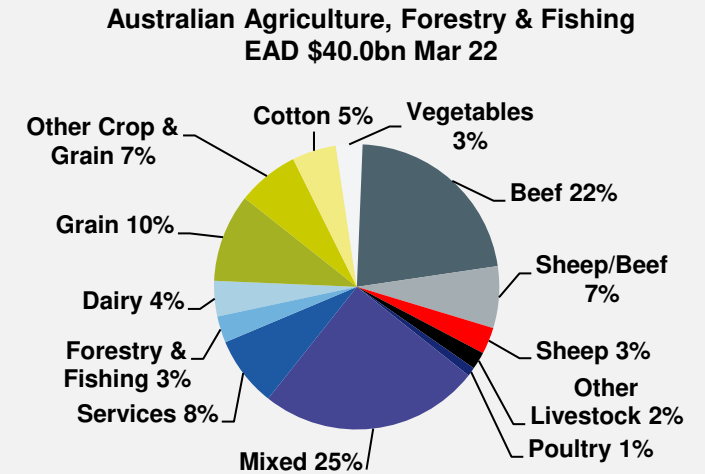
## CLIMATE-RELATED CONSIDERATIONS

- Understanding the climate-related risks and opportunities facing our diverse range of customers
- Developing strategic products, services and capabilities to help our customers capitalise on emerging opportunities, build resilience and manage risks
- Working closely with industry and partners to develop science-based, commercially sound insights to help our customers and bankers make informed decisions

## AGRI MARKET LEADER AND DIVERSE CUSTOMERS

NAB Agri market share (RBA)

33.9%



## A RANGE OF CUSTOMER CHALLENGES



Climate change



Water scarcity



Soil health



Biodiversity



Animal welfare



Managing waste

## DEVELOPING OUR PEOPLE AND PRODUCT

agribusiness nab

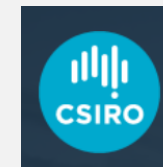


MELBOURNE BUSINESS SCHOOL

- NAB Agri Green Loan pilot – first loan approved Nov '21

- Bankers completing Melbourne Business School Climate Banking Training

## OUR PARTNERSHIPS



GEORA

# PROVIDING COMMERCIAL SOLUTIONS FOR AGRI CUSTOMERS

## NAB AGRI GREEN LOAN

- Supporting agribusiness customers investing in eligible activities that improve sustainability outcomes, such as reducing carbon or methane emissions or adapting to overcome climate-related risks
- NAB approved first loan in Nov 2021 and now expanding pilot with a broader range of customers ahead of national launch
- Offer a pricing incentive based on eligibility criteria
- Financing activities that align with the green lending categories set out in the Climate Bonds Standard's Climate Bonds Initiative (CBI) – an independent, external framework
- Some examples of activity focus include:



**Reducing emissions**



**Increasing carbon storage**



**Improving water efficiencies**



**Building resilience to climate risk**

## CASE STUDY: LEATHER CATTLE COMPANY, QLD

- Rob and Melinee Leather produce cattle in Banana, Qld, on 14,000ha with ~4,000 head of cattle. Humane producers with ambitions to reduce their farm's emissions
- Using NAB's Agri Green Loan to plant 1,200ha of a special legume, Leucaena, shown to reduce emissions intensity of livestock by 20-40% across grazing spaces
- Received the Agri Green loan pricing incentive



Rob and Melinee Leather (Leather Cattle Company)  
QLD Agribusiness customers

# WE ARE A LEADER IN SUSTAINABLE FINANCING

## PRODUCT INNOVATION TO SUPPORT THE TRANSITION

- #1 Australian bank for global renewables transactions<sup>1</sup>
- Well placed to support customers in the growing ESG debt market, with global cumulative sustainable debt issuance on track to reach \$11 trillion by 2025<sup>2</sup>

**>\$2  
BILLION**

Helped customers raise over \$2bn through green, social and sustainability linked bonds arranged in 1H22

**-\$15  
BILLION**

Supported customers to raise close to \$15bn across green, social and sustainability linked loans in 1H22

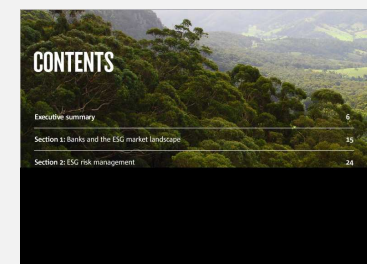
**\$718  
MILLION**

Committed \$718m in renewable energy project finance transactions in 1H22

- Ongoing expansion of Carbonplace – a settlement platform for voluntary carbon credits of which NAB is a founding member
  - 3 additional financial institutions have joined Carbonplace as founding members, alongside NAB and existing founding banks<sup>3</sup>
- Closed our first ESG-linked Foreign Exchange (FX) derivative with TRIG, a London-listed company that invests in renewable energy infrastructure projects

## ACCESS TO INSIGHTS, RESEARCH & PARTNERSHIPS

- Our Bank for Transition series supports our customers in their journey to net zero emissions with strategic insights and support



## GLOBAL COVERAGE MODEL WITH HIGHLY PROFESSIONAL BANKERS WORKING CLOSELY WITH CUSTOMERS

- Melbourne Business School Climate Banking Training extended to now include agribusiness bankers, in addition to corporate and institutional bankers



(1) Rankings based on cumulative IJGlobal League Table data from 1<sup>st</sup> Jan 2010 to 31<sup>st</sup> March 2022, MLA, Renewables.

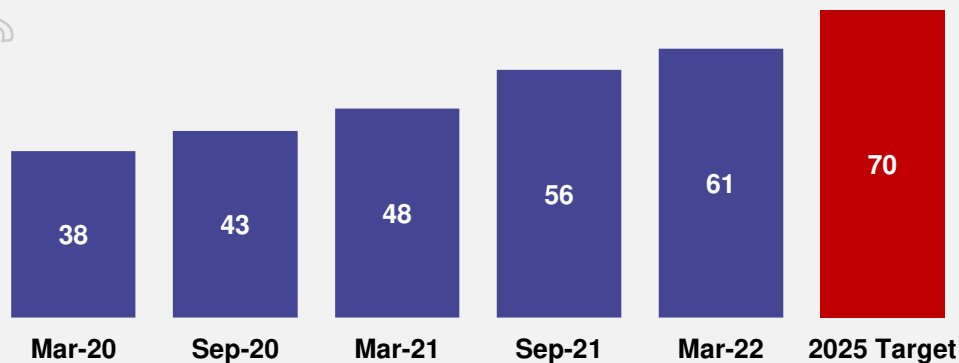
(2) BloombergNEF: "Tipping point: ESG debt issuance tops \$3 trillion" June 2021

(3) Previously Project Carbon. The platform is being developed in partnership with CIBC, ItaÚ Unibanco and NatWest Group and now joined by UBS, Standard Chartered, and BNP Paribas.

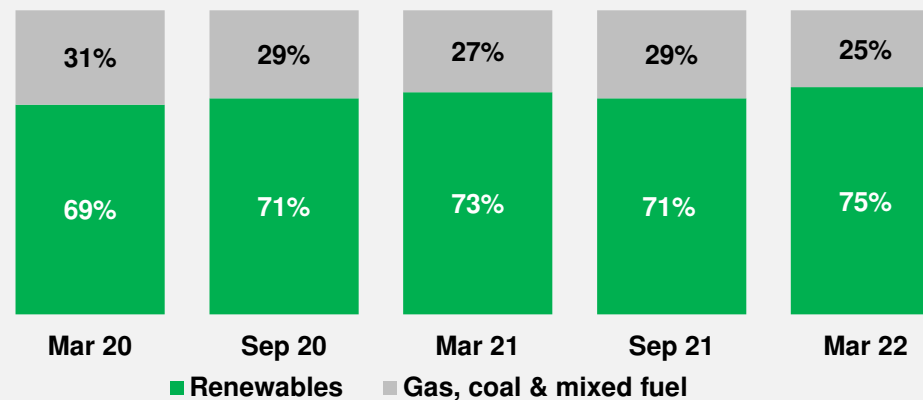
# CLIMATE METRICS AND TARGETS

## ENVIRONMENTAL FINANCING<sup>1</sup>

(cumulative \$bn)

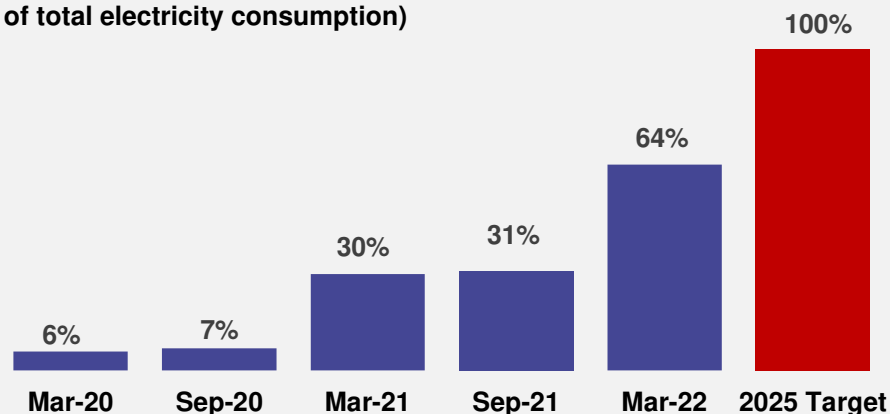


## RENEWABLES EAD AS A % OF ENERGY GENERATION<sup>2</sup>



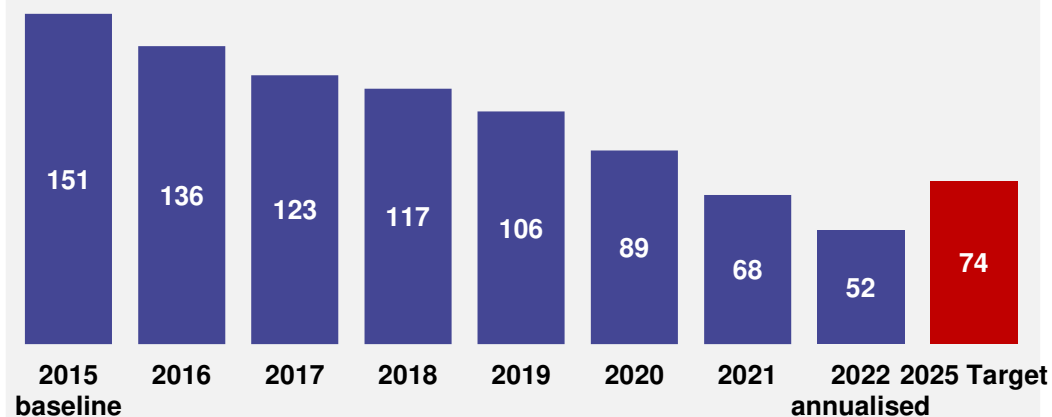
## NAB GROUP ELECTRICITY CONSUMPTION FROM RENEWABLE SOURCES<sup>3</sup>

(% of total electricity consumption)



## NAB GROUP OPERATIONAL GHG EMISSIONS (SCOPE 1 & 2)<sup>3,4</sup>

(tCO<sub>2</sub>-e 000's)



(1) This includes NAB's financing of green infrastructure, capital markets, asset finance and new mortgage lending flow for 6 Star residential housing in Australia (new dwellings and significant renovations) as a cumulative flow of new environmental finance since 1 October 2015. Refer to 2021 Sustainability Data Pack. This information is audited annually at the end of the performance period and as such, the 1H 22 progress figures presented in this graph are unaudited and could be subject to change.

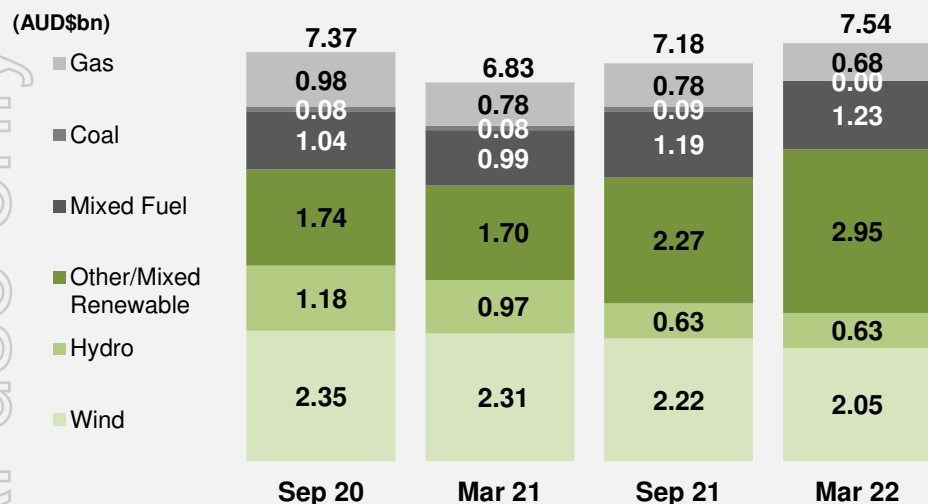
(2) NAB methodology (based upon the 1993 ANZSIC codes) at net EAD basis. Excludes exposure to counterparties predominantly involved in transmission and distribution. Vertically integrated retailers included and categorised as renewable where majority of their generation activities sourced from renewable energy. More detail at <https://www.nab.com.au/about-us/social-impact>.

(3) NAB's operational environmental numbers are reported on a July-June performance period. This information is audited annually at the end of the performance period, the 1H 22 progress figures presented in this graph are unaudited and could be subject to change. Progress towards NAB's RE100 target has been influenced by COVID-19 and resultant decrease in electricity consumption, and we do not expect progress achieved to date to be permanent.

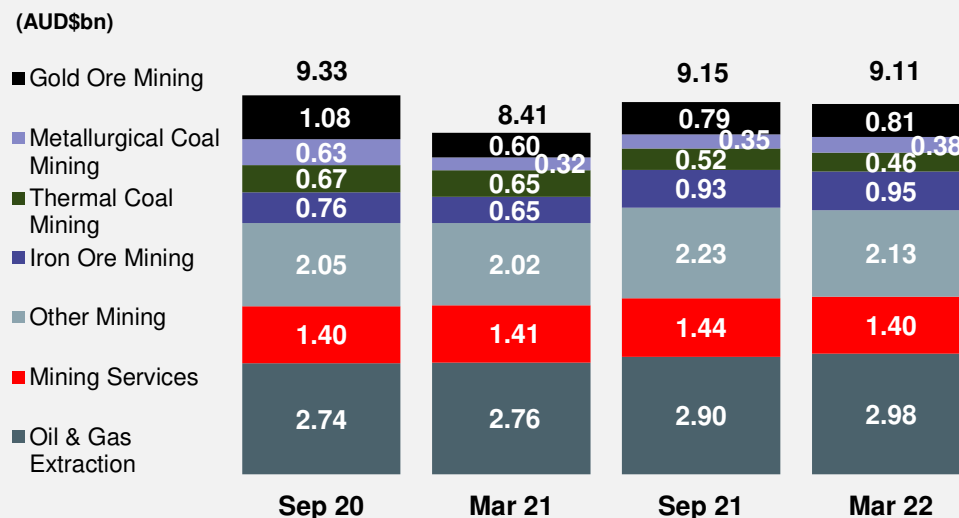
(4) Significant progress towards NAB's 2025 science-based target was demonstrated since 2020 however performance has been influenced by COVID-19 impacts and we do not expect all of the reductions achieved to date to be permanent. Includes our net operational scope 1 and 2 GHG emissions, Figures calculated using a market-based approach from 2020 onwards. This information is audited annually at the end of the performance period, the 1H 22 progress figures presented in this graph are unaudited and could be subject to change. 2022 data presented on an estimated annualised basis.

# OUR EXPOSURES TO THE ENERGY GENERATION AND RESOURCE SECTOR

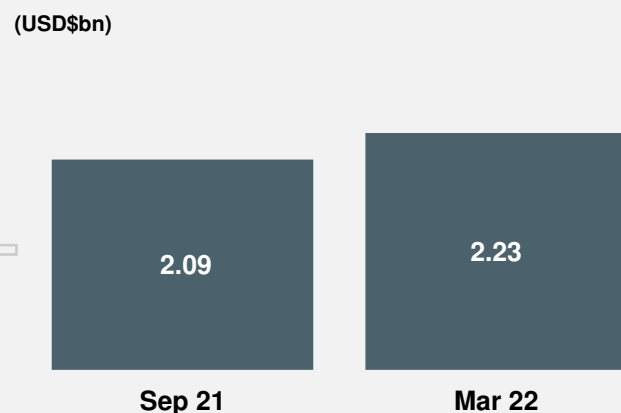
## ENERGY GENERATION EAD BY FUEL SOURCE<sup>1</sup>



## RESOURCE EAD BY TYPE

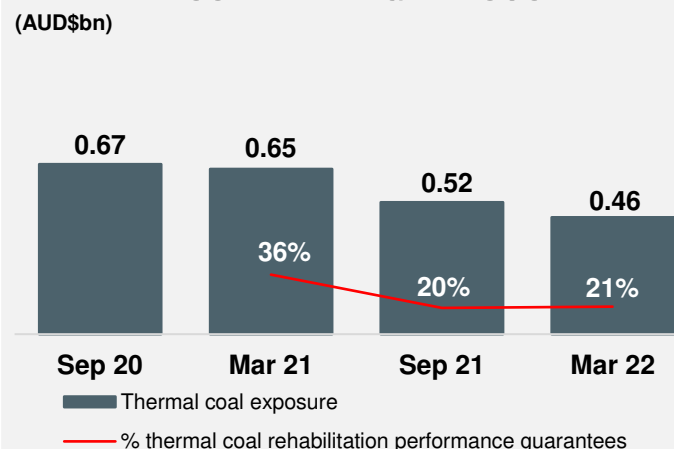


## OIL AND GAS EXPOSURE<sup>2</sup>



- NAB's exposure cap of USD2.4bn was announced in 2021, effective from October 2021, reducing exposure from 2026-2050 aligned with the IEA NZE 2050 scenario<sup>3</sup>
- Increase from Sept 21 to Mar 22 is primarily due to exchange rate movements for derivative exposures, rather than representing an increase in lending

## THERMAL COAL MINING EXPOSURE



- Thermal coal lending portfolio capped at 2019 levels, reducing by 50% by 2026, intending to be effectively zero by 2030, apart from performance guarantees to rehabilitate existing coal assets
- ~21% of thermal coal mining EAD is for performance guarantees to rehabilitate existing coal assets<sup>4</sup>

(1) NAB methodology (based upon the 1993 ANZSIC codes) at net EAD basis. Excludes exposure to counterparties predominantly involved in transmission and distribution. Vertically integrated retailers included and categorised as renewable where majority of their generation activities sourced from renewable energy. NAB have no direct lending to coal-fired power generation assets remaining, however there is indirect exposure to coal-fired power within the Mixed Fuel category as a result of NAB's corporate level exposure to gentailers, which have a mix of generation assets (including coal, gas and renewables) within their generation portfolio. More detail at <https://www.nab.com.au/about-us/social-impact>.

(2) The cap of USD2.4 bn was determined giving consideration to the three-year average exposure up to 30 September 2021 due to COVID impacts. Use of USD for the purposes of this cap is to account for currency movement because the majority of the portfolio is USD denominated. For the purposes of this review oil and gas included: oil and gas extraction (upstream); liquefied natural gas (LNG) production (not at refineries—downstream LNG); and LNG production at wellhead (integrated LNG).

(3) The International Energy Agency's *Net Zero by 2050: A Roadmap for the Global Energy Sector* was used as a key reference point for this cap. This scenario outlines a path to limit temperature rise from pre industrial levels to 1.5 degrees Celsius by 2050.

(4) % of thermal coal EAD for performance guarantees to rehabilitate existing sites is presented from March 2021 onward as this was the first year that NAB calculated this figure.



# NAB READY TOGETHER

## NAB READY TOGETHER IS SUPPORTING AUSTRALIANS BEFORE, DURING AND AFTER NATURAL DISASTERS

We're building resilience to natural disasters by funding efforts to make Australia more ready, going above and beyond for customers when disasters hit and helping to fund the recovery.



### Partnering with Australian Emergency service organisations

- Launched partnership with the QLD Rural Fire Service

### Community Grants

- \$1.2m made available annually from the NAB Foundation to grass roots projects that help communities better prepare for natural disasters, or recover in the long term



### Volunteering & Giving – NAB Neighbourhood

- ~56% of colleagues signed up to new volunteering and giving platform NAB Neighbourhood



### Environmental Resilience

- NAB Foundation Environmental Resilience Fund: NAB Foundation has committed to \$10m over ten years for rural projects. First project with WWF-Australia and Greening Australia on reducing fire risk using low flammable vegetation



### Customer solutions

- Direct cash grants to immediately help customers impacted by natural disasters
- Fee waiving and payment pause arrangements made available to customers directly impacted
- Offering customers, colleagues and their families mental health support



## NSW & QLD FLOOD RELIEF

- ~\$4.4m in disaster relief measures provided by NAB and the NAB Foundation to support customers, colleagues and communities impacted by the floods
- Set up mobile banking via our “Bank in a Box” to support customers in Lismore with quick access to cash and financial services
- >180 colleagues signed up to volunteer with Red Cross, Disaster Relief Australia and NSW SES



RFS Strike Team for Gympie clean-up (Image provided by QFES)

# PROGRESSING OUR PRIORITIES – COMMERCIAL RESPONSES TO SOCIETY’S BIGGEST CHALLENGES

## INDIGENOUS BUSINESS

Building a team of specialised **Indigenous business development bankers** who understand the Indigenous business sector, and will work directly with NAB bankers across segments to support Indigenous business and community customers.



Exploring new ways to deliver **innovative and sustainable capital flow** into Indigenous businesses, including the agriculture sector.



Working in consultation with the Indigenous business community on solutions to better service our **SME businesses**.



Alongside key corporate and community partnerships, solutions to improve **access to fit for purpose housing** for Indigenous people.

## AFFORDABLE AND SPECIALIST HOUSING

- Met 2023 **\$2bn financing target to support affordable and specialist housing**<sup>1</sup>, a more ambitious target under review.
- Delivering market leading solutions for affordable and specialist housing needs, commercially and at scale, to **help more people into homes**.

### Focused on:

- **Specialist Disability Accommodation**  
Providing finance to create high quality housing solutions for people with disabilities
- **Social, Affordable & Community Housing**  
Supporting partnerships and delivering innovative financing models
- **First Home Buyers & Essential Workers**  
Working with partners on the scalable delivery of affordable home ownership programs and models



(1) Affordable and specialist housing includes loans for affordable housing, specialist disability accommodation, and sustainable housing. It also includes loans made under the First Home Loan Deposit Scheme for properties under the national median house price, and borrowers with taxable income below the national median household income. Progress is based on total lending facilities committed, where first drawdown occurred during the target period (1 October 2019 – 30 September 2023).



# ESG GOVERNANCE & PERFORMANCE

## BOARD COMMITTEES:

### Audit Committee

Chair: David Armstrong

### Customer Committee

Chair: Ann Sherry

### Nomination & Governance Committee

Chair: Philip Chronican

### People & Remuneration Committee

Chair: Anne Loveridge

### Risk & Compliance Committee

Chair: Simon McKeon

Updates on ESG risks are provided to the Board Risk & Compliance Committee and Board as appropriate

## EXECUTIVE COMMITTEES OVERSEEING KEY ASPECTS OF ESG RISK

### Sustainability Council

Chair: Les Matheson

### Executive Risk & Compliance Committee

Chair: Shaun Dooley

### Group Non-Financial Risk Committee

Chair: Patrick Wright

### Group Asset & Liability Committee

Chair: Gary Lennon

### Group Credit & Market Risk Committee

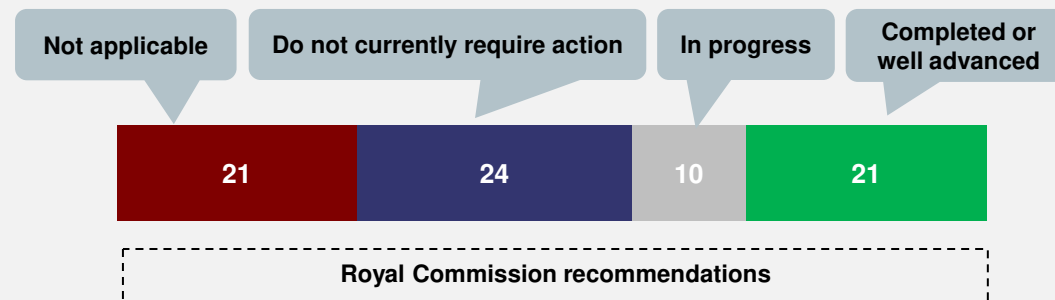
Chair: David Gall

NAB's overall approach to corporate governance available at: [nab.com.au/corporategovernance](http://nab.com.au/corporategovernance)  
Summary of relevant ESG policies and positions available at: [nab.com.au/esgrisk](http://nab.com.au/esgrisk)

## IMPLEMENTATION OF APRA SELF-ASSESSMENT ACTIONS AND ROYAL COMMISSION RECOMMENDATIONS

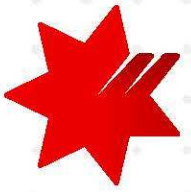
- Of 26 actions identified in NAB's 2018 Self-Assessment, **all are now completed and closed.**
- NAB has provided evidence in support of closure to APRA and awaits APRA's response on whether related issues identified in NAB's Self-Assessment have been addressed to the satisfaction of the regulator.
- Reform program has driven **improvement in governance, accountability and culture**, to address the root causes of past failings.
- The voice of the customer is now firmly represented**, executive accountabilities are clear due to updated operating model and risk committee governance structure has improved ownership and accountability for risks and issues.

- Actively Implementing all applicable reforms** following the Banking & Financial Services Royal Commission



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# ADDITIONAL INFORMATION

## ECONOMICS

# AUSTRALIA AND NZ KEY ECONOMIC INDICATORS

## AUSTRALIAN ECONOMIC INDICATORS (%)<sup>1</sup>

	CY20	CY21	CY22(f)	CY23(f)	CY24(f)
GDP growth <sup>2</sup>	-0.8	4.2	3.4	2.1	2.2
Unemployment <sup>3</sup>	6.7	4.7	3.5	3.5	3.7
Core Inflation <sup>4</sup>	1.3	2.6	4.5	2.9	2.7
Cash rate target <sup>3</sup>	0.10	0.10	1.35	2.10	2.60

## AUSTRALIAN SYSTEM GROWTH (%)<sup>5</sup>

	FY20	FY21	FY22(f)	FY23(f)	FY24(f)
Housing	3.3	6.5	6.6	4.4	4.5
Personal	-12.9	-5.3	-0.7	0.0	2.0
Business	1.9	4.6	8.1	4.9	5.0
Total lending	1.9	5.3	6.7	4.4	4.6
System deposits	11.7	8.1	6.7	3.4	3.2

## NZ ECONOMIC INDICATORS (%)<sup>1</sup>

	CY20	CY21	CY22(f)	CY23(f)	CY24(f)
GDP growth <sup>2</sup>	0.3	3.1	3.6	1.4	3.0
Unemployment <sup>3</sup>	4.9	3.2	3.3	3.9	4.1
Inflation <sup>4</sup>	1.4	5.9	5.3	1.7	2.2
Cash rate (OCR) <sup>3</sup>	0.25	0.75	3.00	3.00	2.00

## NZ SYSTEM GROWTH (%)<sup>5</sup>

	FY20	FY21	FY22(f)	FY23(f)	FY24(f)
Housing	6.8	11.6	5.0	1.2	4.1
Personal	-11.5	-8.6	-0.8	1.6	3.0
Business	-1.5	1.5	5.2	5.2	4.8
Total lending	2.9	7.3	4.9	2.6	4.3
Household retail deposits	9.4	4.5	6.4	2.6	4.3

(1) Sources: ABS, Econdata DX, RBA, RBNZ, Stats NZ, NAB Economics

(2) December quarter on December quarter of previous year

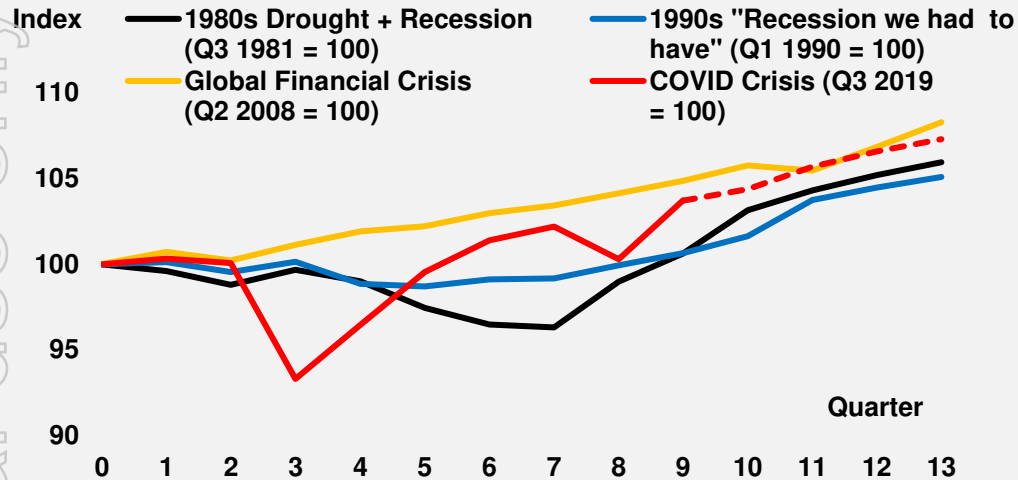
(3) As at December quarter

(4) December quarter on December quarter of previous year. For Australia, average of trimmed-mean and weighted-median indices

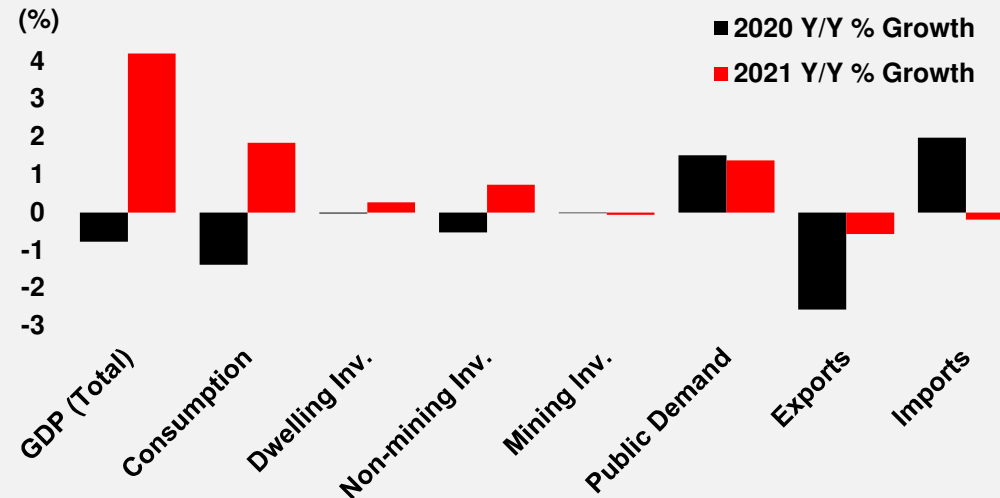
(5) Source: RBA, RBNZ, NAB. Bank fiscal year-ended (September). NZ business credit includes credit to Agriculture and is calculated from break adjusted data.

# GDP HAS REBOUNDED QUICKLY

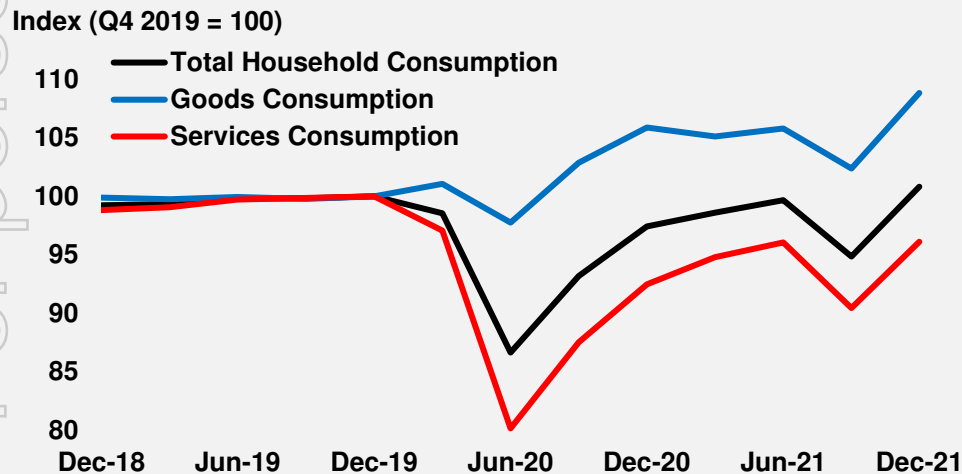
## GDP HAS REBOUNDED QUICKLY FROM A SHARP DOWNTURN<sup>1</sup>



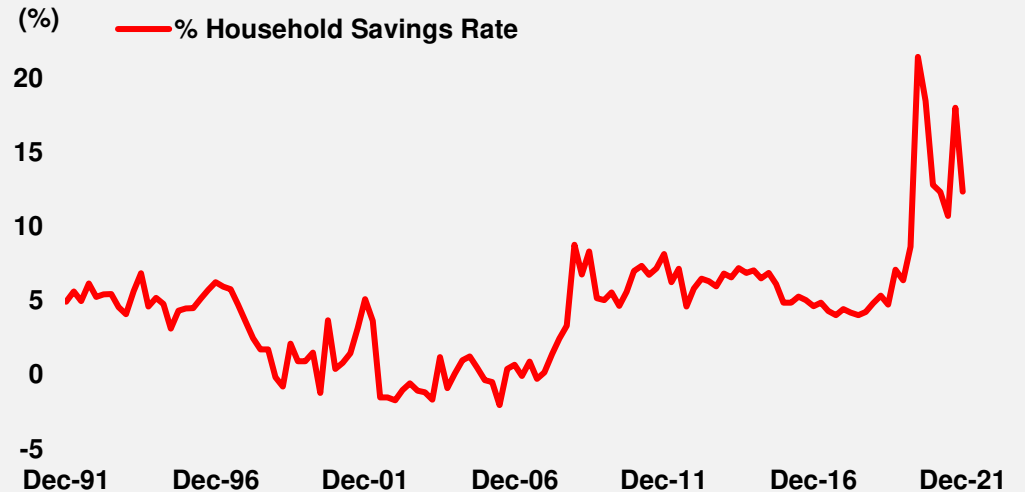
## ALMOST ALL COMPONENTS OF GDP STRENGTHENED IN 2021<sup>2</sup>



## CONSUMPTION HAS RECOVERED, BUT SERVICES STILL LAG<sup>3</sup>



## ELEVATED SAVINGS WILL SUPPORT GROWTH IN 2022<sup>4</sup>



(1) Source: ABS, NAB Economics, Macrobond. Index of real GDP growth. Data to Q4 2021. Dotted line shows NAB forecasts.

(2) Source: ABS, NAB Economics, Macrobond. Year-ended growth in real GDP and components. Data to Q4 2021

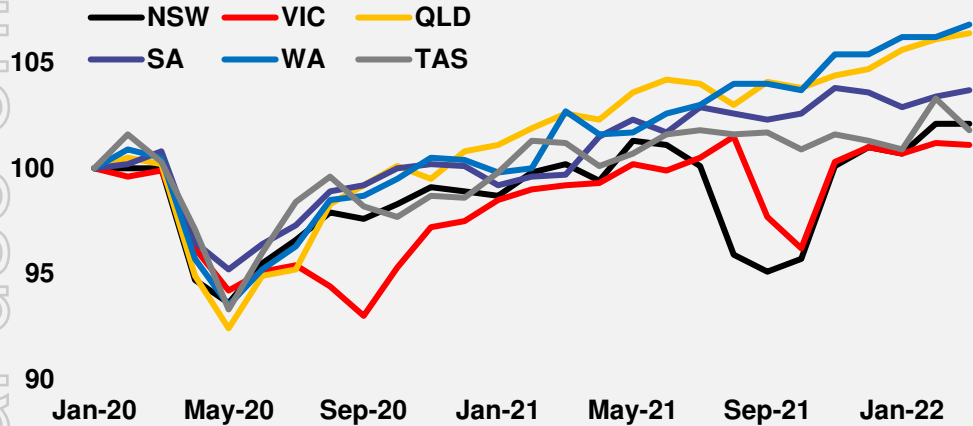
(3) Source: ABS, NAB Economics, Macrobond. Index of real household consumption. Data to Q4 2021.

(4) Source: ABS, NAB Economics, Macrobond. Household savings rate. Data to Q4 2021

# THE LABOUR MARKET IS INCREASINGLY TIGHT

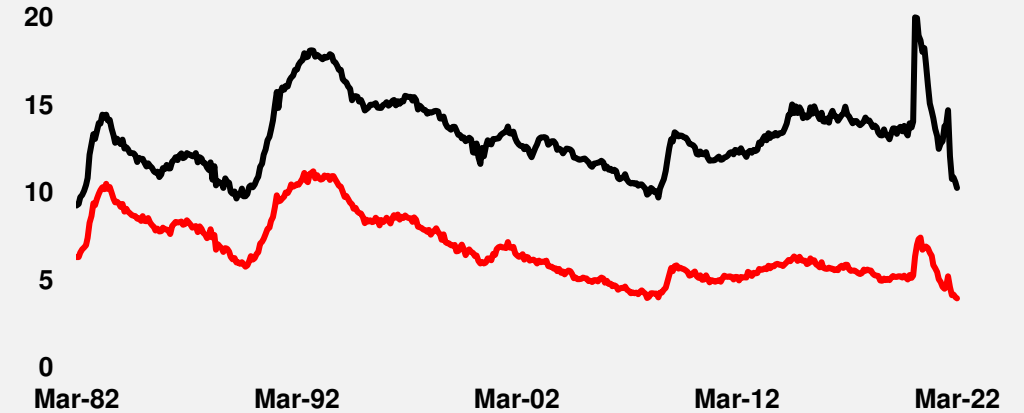
## EMPLOYMENT HAS RECOVERED IN ALL STATES<sup>1</sup>

Index (Jan 2020 = 100)



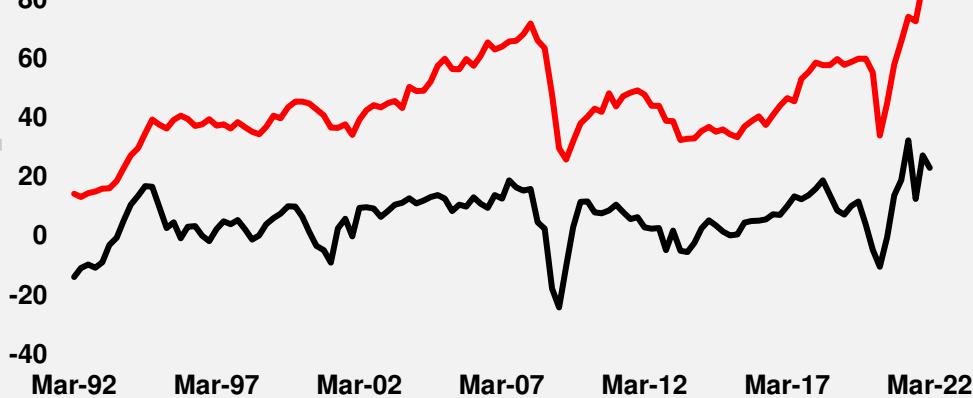
## UNEMPLOYMENT HAS FALLEN TO VERY LOW LEVELS<sup>2</sup>

(%) — % Unemployment Rate  
— % Underutilisation Rate

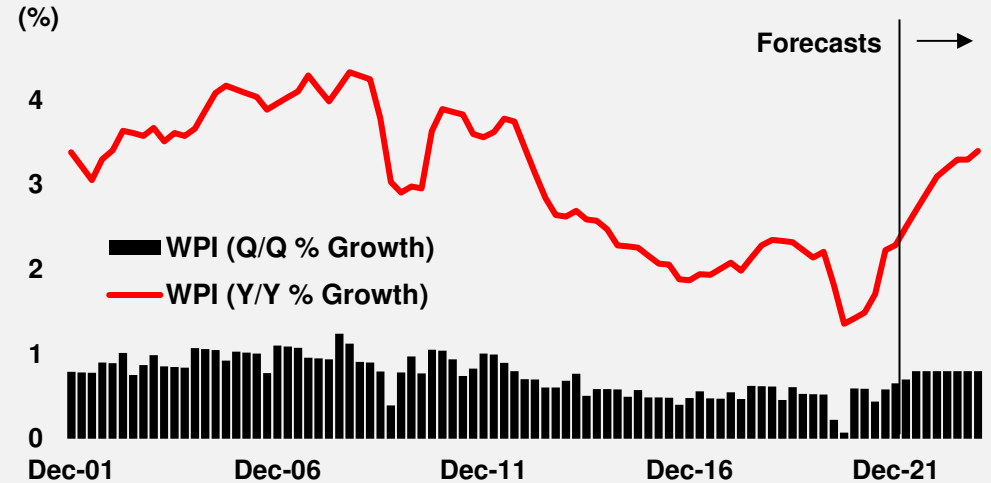


## FIRMS REPORT AN INCREASINGLY TIGHT LABOUR MARKET<sup>3</sup>

(%) — Difficulty Finding Suitable Labour (% of Firms)  
— Expected Employment, Next 3 Months (Index)



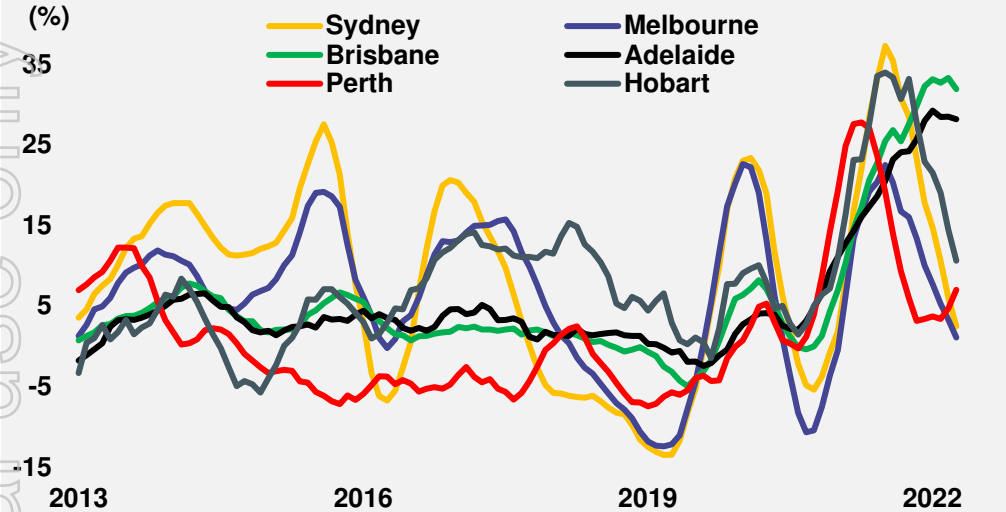
## WAGE GROWTH IS EXPECTED TO STRENGTHEN<sup>4</sup>



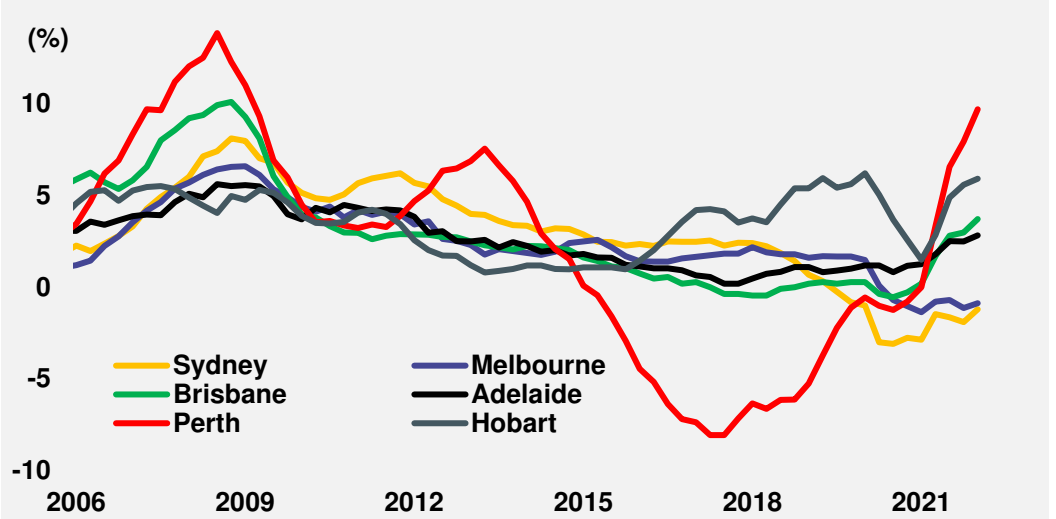
(1) Source: ABS, NAB Economics, Macrobond. Unemployment rate and underutilisation rate. Data to February 2022.  
 (2) Source: ABS, NAB Economics, Macrobond. Index of total employment by state. Data to February 2022.  
 (3) Source: NAB Economics, Macrobond NAB Quarterly Business Survey labour market measures. Data to Q1 2022.  
 (4) Source: ABS, NAB Economics, Macrobond. Wage Price Index growth. Data to Q4 2021, NAB forecasts thereafter.

# THE HOUSING MARKET HAS BEEN RESILIENT THROUGH THE PANDEMIC

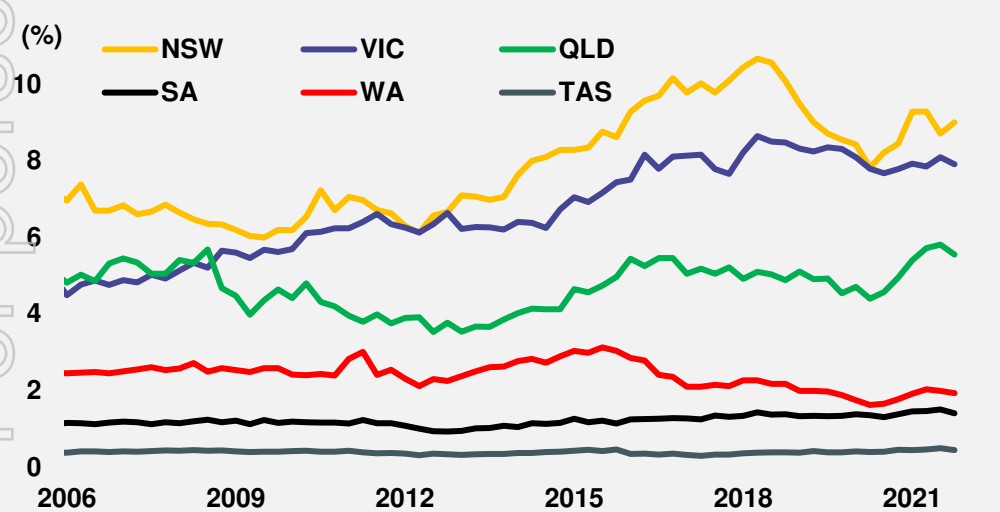
## HOUSE PRICE GROWTH HAS DIVERGED ACROSS THE STATES<sup>1</sup>



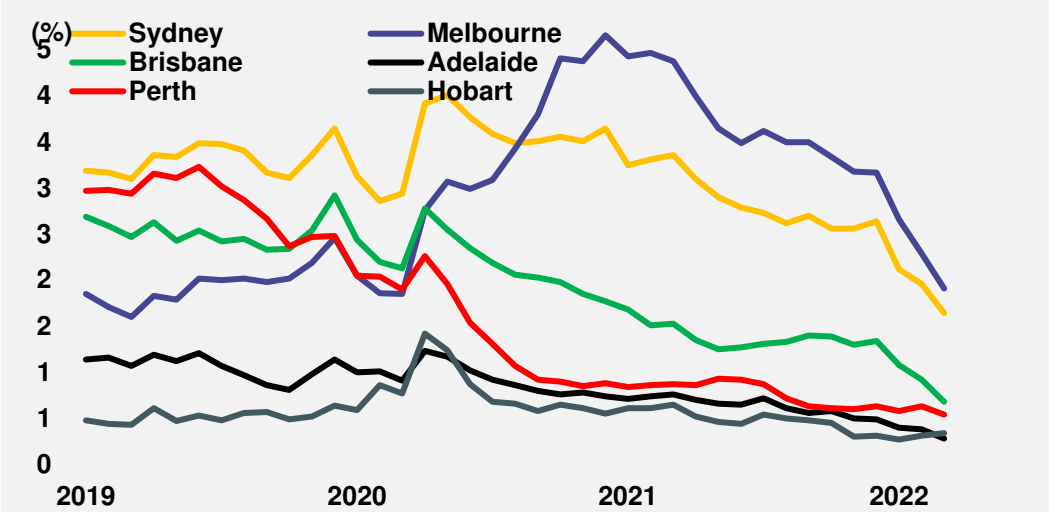
## RENTS GROWTH HAS STAYED WEAK IN SYD AND MELB<sup>2</sup>



## DWELLING INVESTMENT IS HIGH BUT EASING<sup>3</sup>



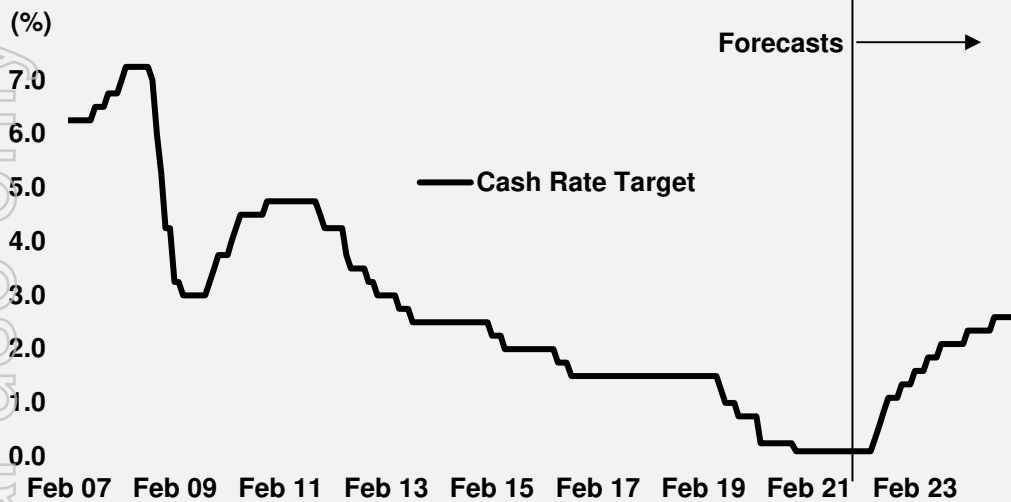
## VACANCY RATES ARE LOW OR FALLING<sup>4</sup>



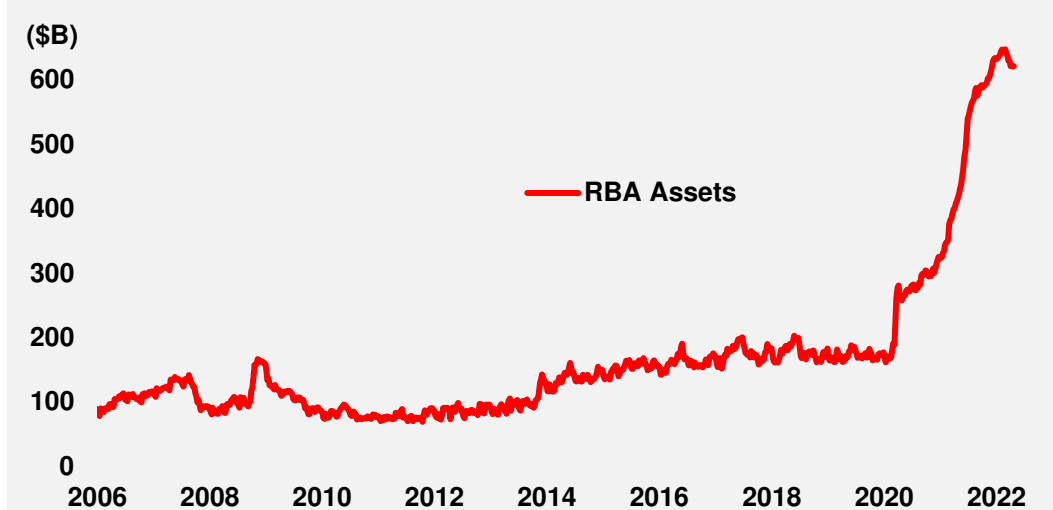
(1) Source: CoreLogic. 6-month-ended-annualised growth. Data to 30 April 2022  
 (2) Source: ABS, Macrobond. Year-ended growth in CPI rents, data to Q1 2022  
 (3) Source: ABS, Macrobond. Chain volume measure (reference year 2018-19). Data to Q1 2021  
 (4) Source: SQM Research, Macrobond. Data to 30 March 2022

# POLICY STIMULUS WILL BEGIN TO REDUCE

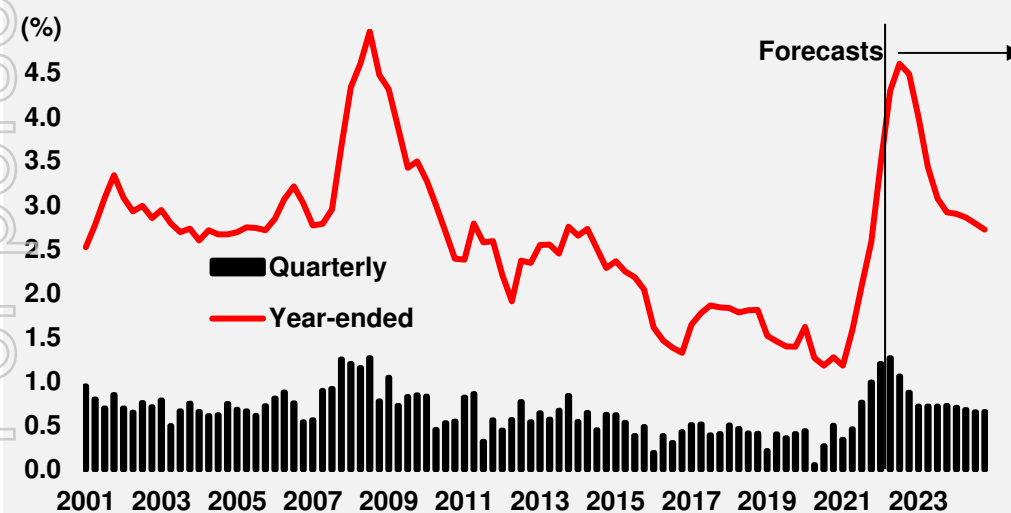
## THE CASH RATE EXPECTED TO RISE IN 2022<sup>1</sup>



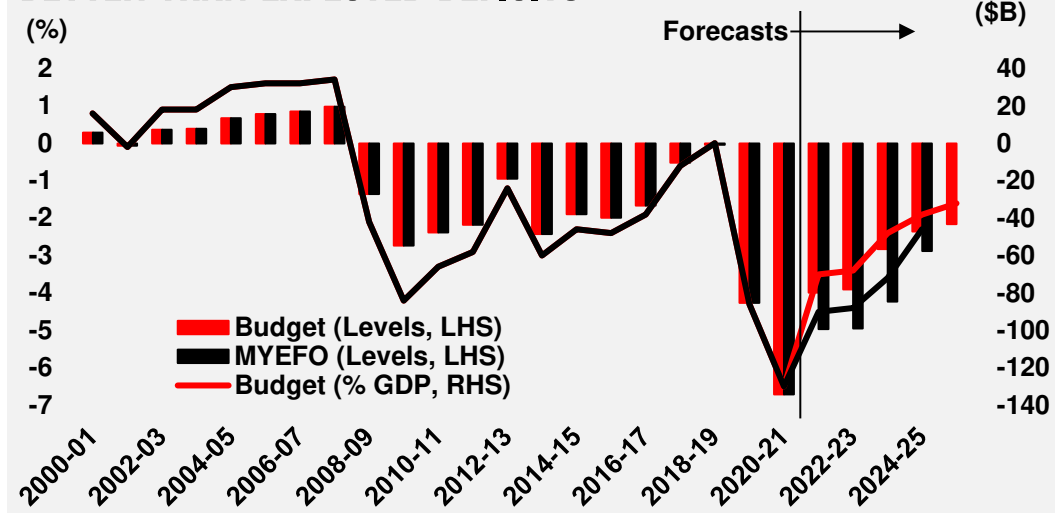
## THE RBA BALANCE SHEET WILL BEGIN TO NORMALISE<sup>2</sup>



## INFLATION LIKELY TO RISE IN THE NEAR TERM<sup>3</sup>



## BETTER THAN EXPECTED DEFICITS<sup>4</sup>



(1) Source: NAB, Macrobond. Data to 3 May 2022, NAB Economics forecasts thereafter

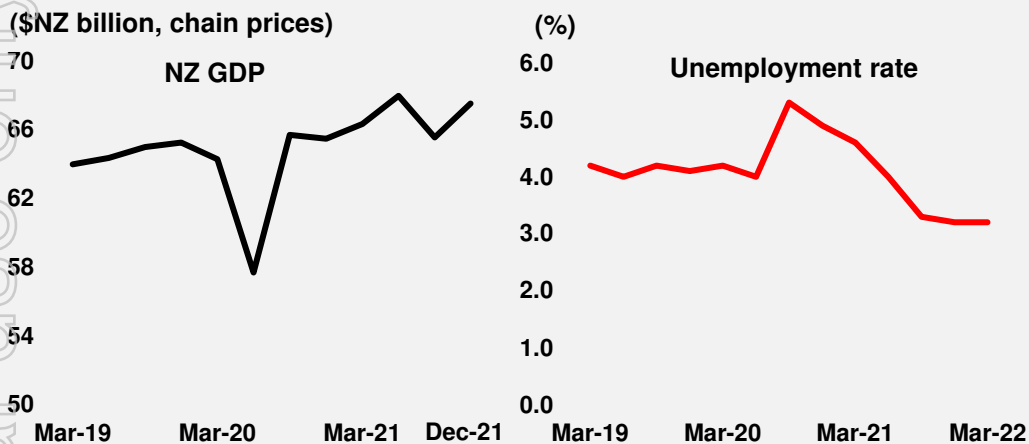
(2) Source: RBA, Macrobond. Data to 25 April 2022. Total Assets on the RBA's Balance Sheet

(3) Source: ABS, NAB Economics, Macrobond. Average of the trimmed-mean and weighted-median CPI measures, data to Q1 2022, NAB Economics forecasts thereafter

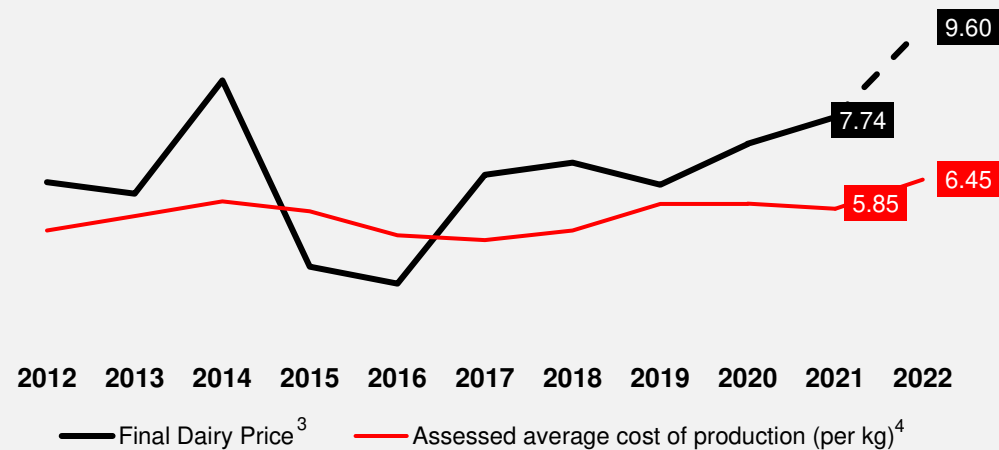
(4) Source: Commonwealth Treasury

# NEW ZEALAND ECONOMY

## ECONOMY REBOUNDED FROM LOCKDOWN AT THE END OF 2021; UNEMPLOYMENT RATE VERY LOW<sup>1</sup>

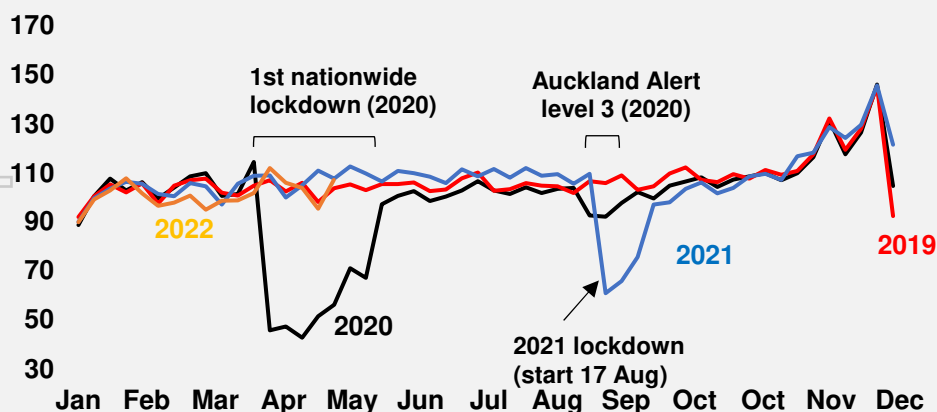


## STRONG DAIRY FARM VIABILITY

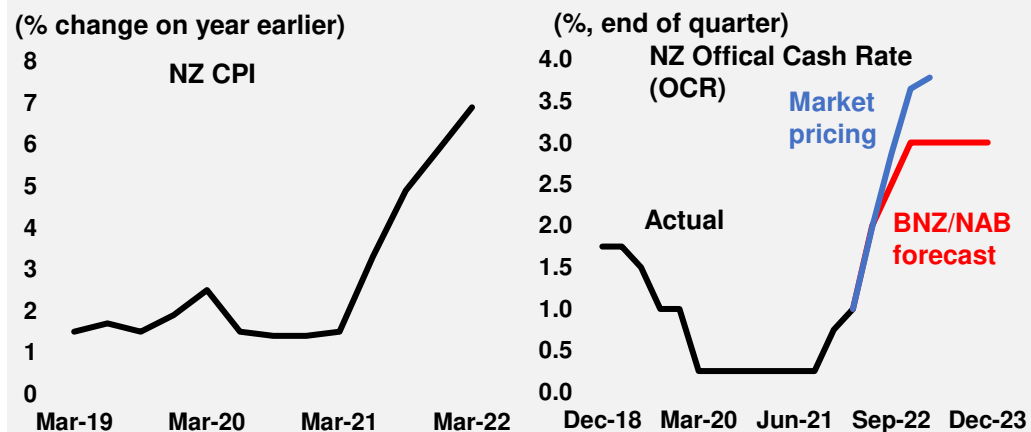


## 2022 COVID-19 WAVE A DRAG ON ACTIVITY<sup>2</sup>

Total card spending - weekly (first four weeks of year = 100)



## WITH INFLATION VERY HIGH, RBNZ HAS INCREASED THE OCR – FURTHER INCREASES EXPECTED<sup>5</sup>



(1) Source: Refinitiv, Statistics NZ

(2) Source: BNZ; weekly card spending by BNZ customers through New Zealand merchants. This includes all credit and debit card transactions plus EFTPOS card transactions. Transactions include spending less any refunds. Spending data has been indexed to 100 in the first four weeks in each series. Dates displayed are for 2022 (2019 begins week ended 8-Jan; 2020 7-Jan.; 2021 5 Jan.; 2022 4-Jan.). Comparisons across years can be affected by holiday timing (e.g. for Easter).

(3) Source: Fonterra (milk price) Mid point forecast for the current year is \$9.60, dividend had not been announced yet.

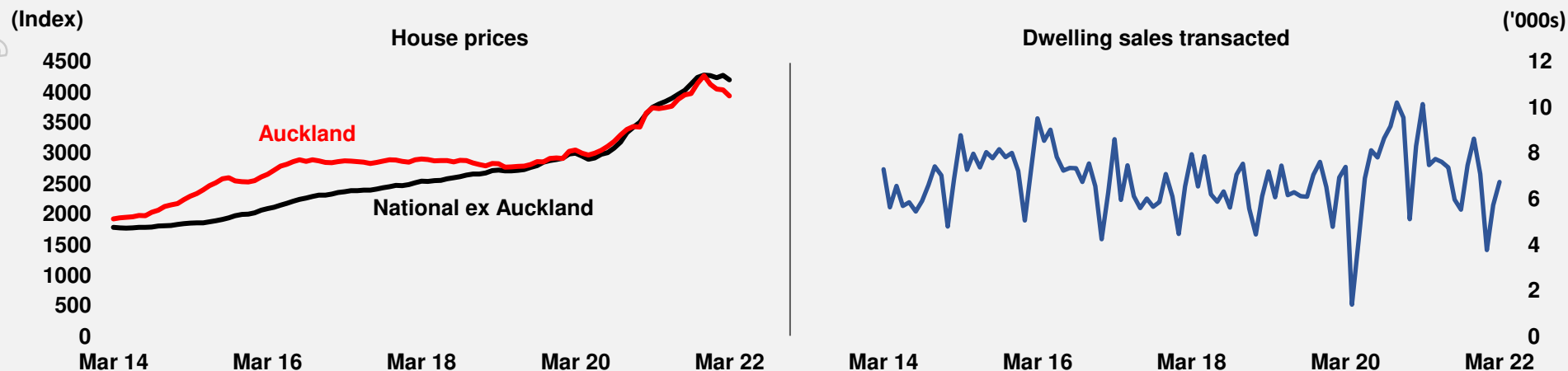
(4) Source: Dairy NZ estimated cost of production

(5) Source: Refinitiv, BNZ, March qtr 2023 pricing based on market pricing for February meeting. Market pricing at noon 2 May 2022.



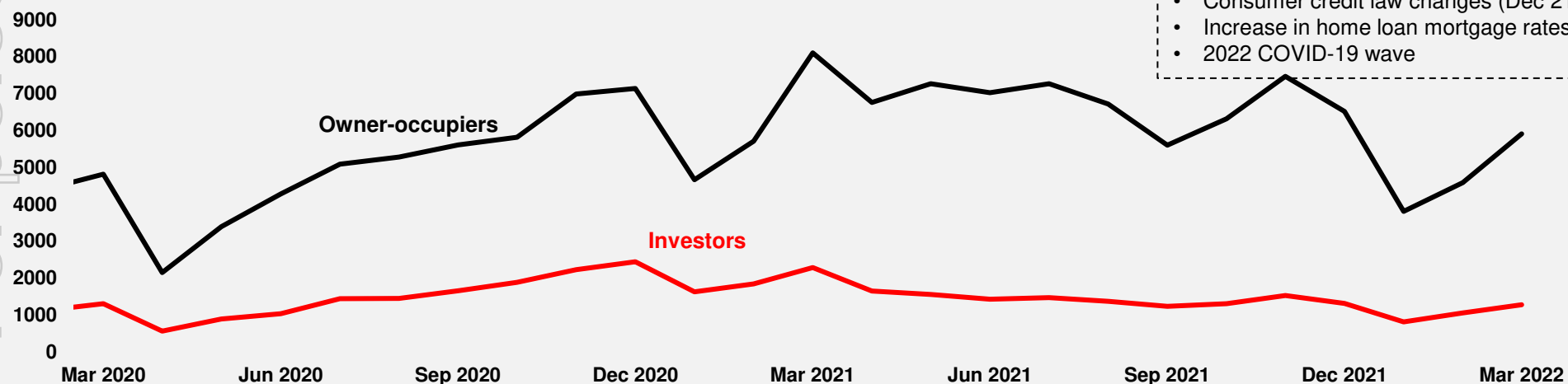
# NEW ZEALAND HOUSING

## HOUSING MARKET HAS SOFTENED – HOUSE PRICES FLATTENING OUT, AS SALES VOLUMES DOWN<sup>1</sup>



## SLOWER PACE OF NEW LENDING DRIVEN BY VARIOUS FACTORS<sup>2</sup>

New residential mortgage lending (\$NZ million)



Various factors impacting the NZ Housing market

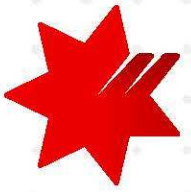
- Tax changes announced (Mar 21)
- LVR restrictions (Mar 21 – Sep 21)
- Consumer credit law changes (Dec 21)
- Increase in home loan mortgage rates
- 2022 COVID-19 wave

(1) Source: Macrobond, REINZ

(2) Source: RBNZ

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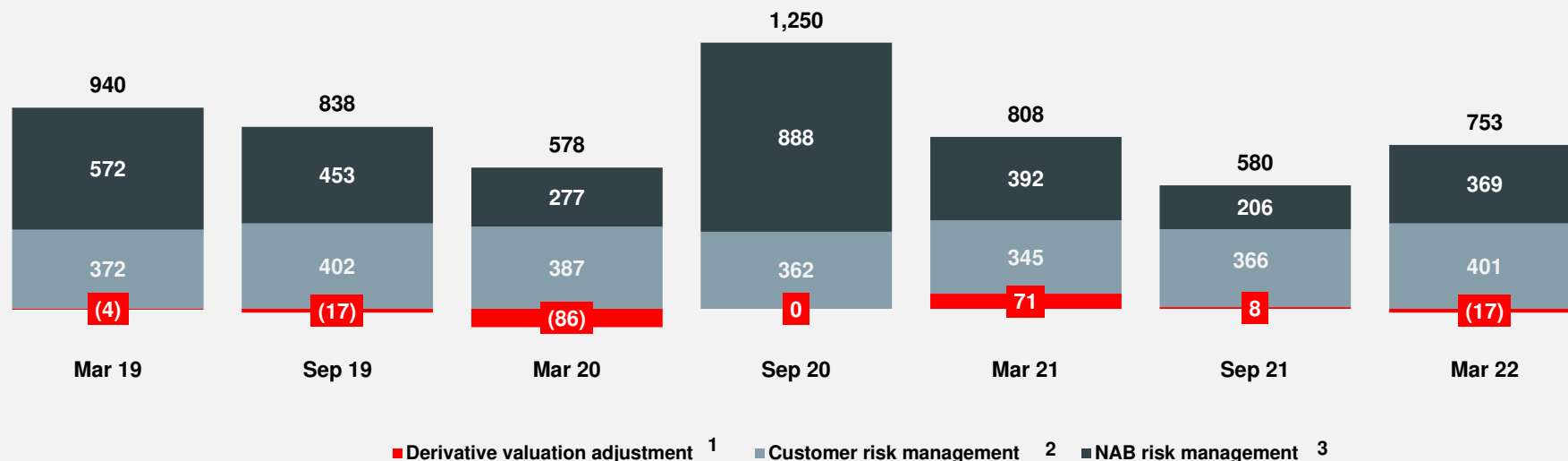


# OTHER INFORMATION

# MARKETS & TREASURY INCOME

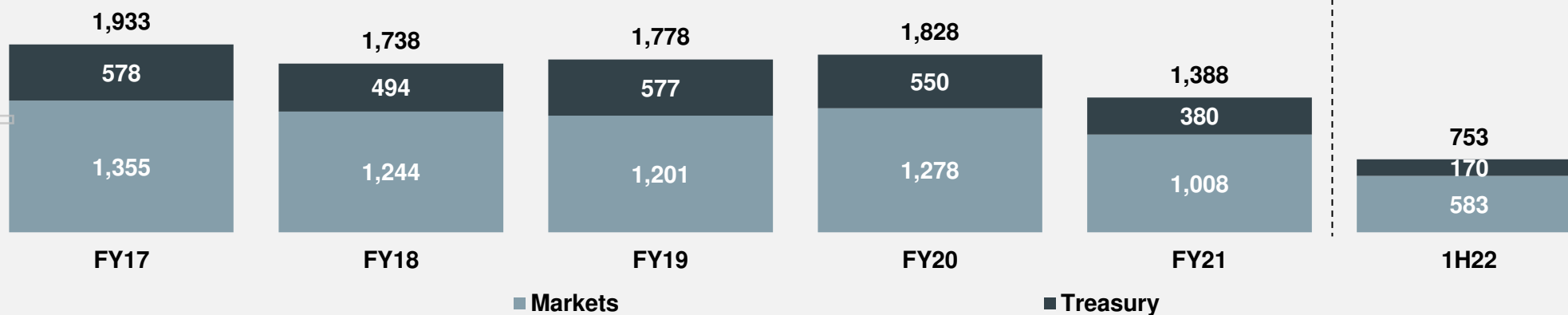
## MARKETS & TREASURY INCOME BREAKDOWN

(\$m)



## HISTORICAL MARKETS & TREASURY INCOME

(\$m)



(1) Derivative valuation adjustments include credit valuation adjustments and funding valuation adjustments

(2) Customer risk management comprises NII and OOI

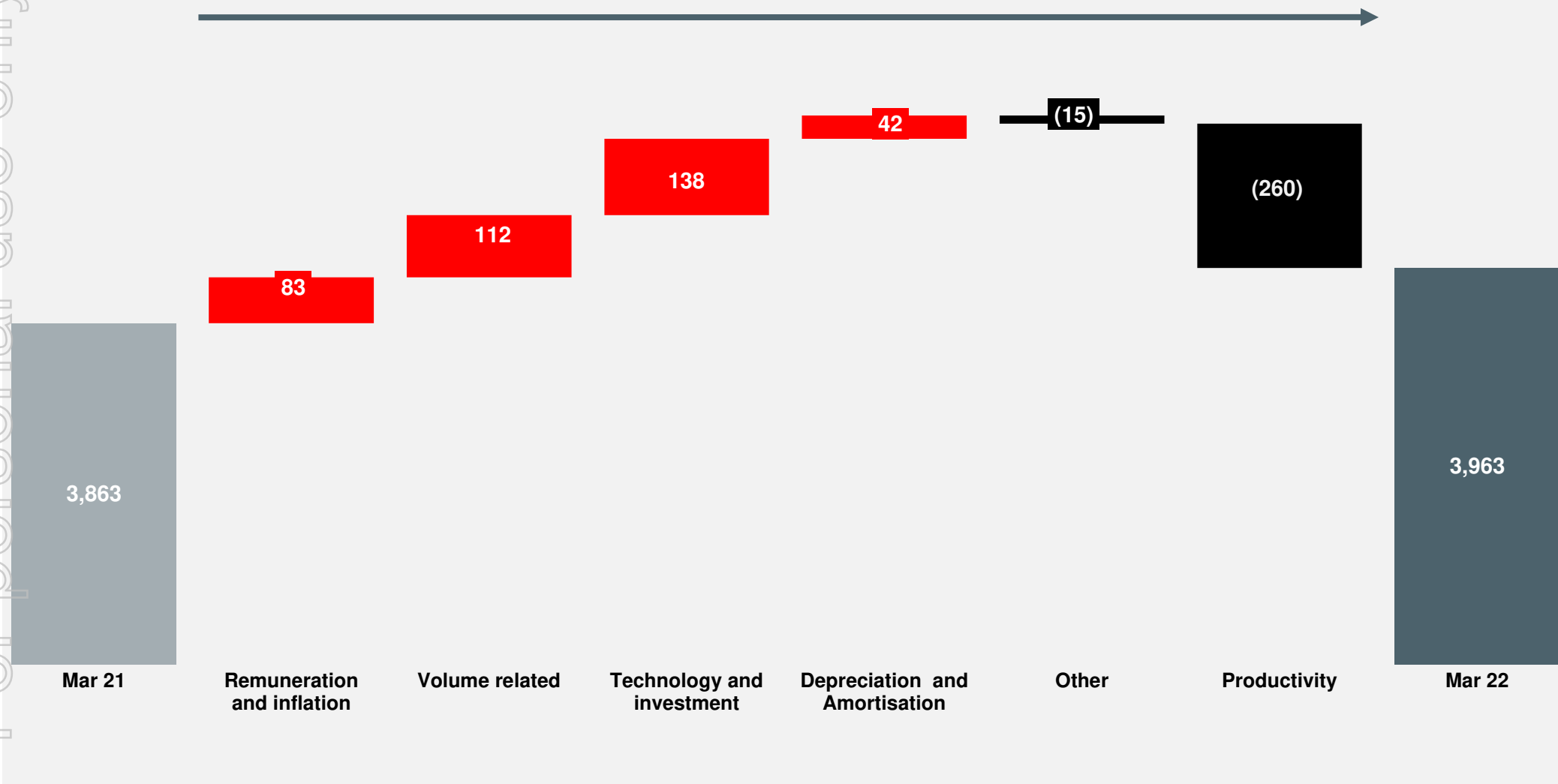
(3) NAB risk management comprises NII and OOI and is defined as management of interest rate risk in the banking book (IRRBB), wholesale funding and liquidity requirements and trading market risk to support the Group's franchises

# OPERATING EXPENSES – PRIOR COMPARATIVE PERIOD

## OPERATING EXPENSES

(\$m)

PcP expenses up 2.6% (HoH flat)

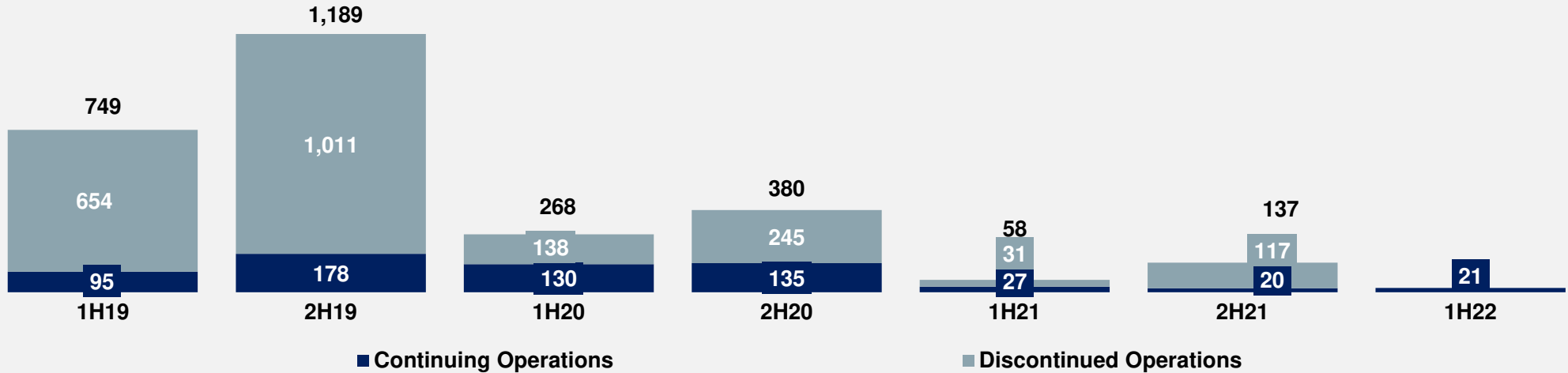


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# REMEDIATION WORK PROGRESSING

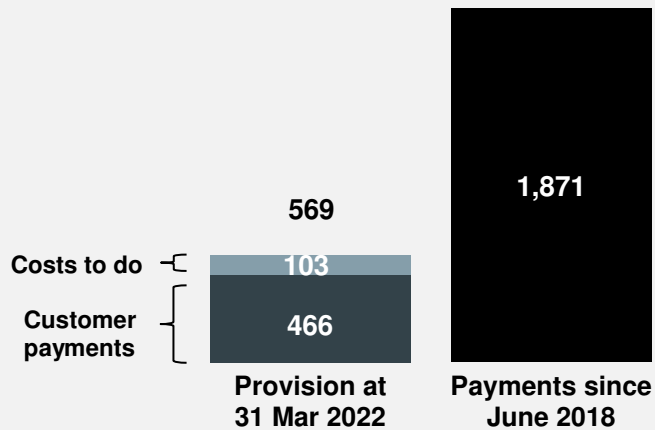
## CUSTOMER-RELATED REMEDIATION PROVISION CHARGES<sup>1</sup>

(\$m)



## CUSTOMER-RELATED REMEDIATION PROVISIONING AND UTILISATION

(\$m)



- >1,175 colleagues dedicated to remediation activities
- >1.8m payments to customers since June 2018 totalling \$1,871m – up 45% from FY21
- All major programs expected to be materially completed in CY22

(1) Charges were included as large notable items in FY19 and FY20. Charges are shown pre-tax; 1H19 and 2H19 have been restated for the presentation of MLC Wealth as a discontinued operation

# GROUP CASH EARNINGS RECONCILIATION TO STATUTORY NET PROFIT

- NAB uses cash earnings (rather than statutory net profit attributable to owners of NAB) for its internal management reporting purposes and considers it a better reflection of the Group's underlying performance. Accordingly, information is presented on a cash earnings basis unless otherwise stated.
- Cash earnings is not a statutory financial measure and is not presented in accordance with Australian Accounting Standards nor audited or reviewed in accordance with Australian Auditing Standards. Cash earnings is calculated by excluding discontinued operations and certain other items which are included within the statutory net profit attributable to owners of NAB. These non-cash earning items, and a reconciliation to statutory net profit attributable to owners of NAB, are presented in the table below.
- The definition of cash earnings is set out on page 4 of the 2022 Half Year Results, and a discussion of non-cash earnings items and a full reconciliation of the cash earnings to statutory net profit attributable to owners of NAB is set out on pages 91 - 93 of the same document. The Group's financial statements, prepared in accordance with the Corporations Act 2001 (Cth) and Australian Accounting Standards, and is reviewed by the auditors in accordance with Australian Auditing Standards, are set out in the 2022 Half Year Results.

	1H22 (\$m)	1H22 v 2H21	1H22 v 1H21
<b>Cash earnings</b>	<b>3,480</b>	<b>8.2%</b>	<b>4.1%</b>
Non-cash earnings items (after tax):			
Distributions	-	-	large
Hedging and fair value volatility	183	large	large
Amortisation of acquired intangible assets	(6)	50.0%	large
Acquisition, integration and transaction costs	(86)	large	large
<b>Net profit from continuing operations</b>	<b>3,571</b>	<b>10.2%</b>	<b>10.6%</b>
Net loss attributable to owners of NAB from discontinued operations	(20)	(76.5%)	(9.1%)
<b>Statutory net profit attributable to owners of NAB</b>	<b>3,551</b>	<b>12.5%</b>	<b>10.7%</b>

# ABBREVIATIONS

<b>ALA</b>	Alternative Liquid Assets
<b>AML</b>	Anti Money Laundering
<b>CET1</b>	Common Equity Tier 1 Capital
<b>CIC</b>	Credit impairment charge
<b>CLF</b>	Committed Liquidity Facility
<b>CP</b>	Collective Provision
<b>CTI</b>	Cost to income ratio
<b>DPD</b>	Days Past Due
<b>DRP</b>	Dividend Reinvestment Plan
<b>EAD</b>	Exposure at Default
<b>EA</b>	Economic Adjustment
<b>ECL</b>	Expected Credit Losses
<b>EOFY</b>	End Of Financial Year
<b>EPS</b>	Earnings Per Share
<b>FTEs</b>	Full-time Equivalent Employees
<b>GHG</b>	Greenhouse Gas
<b>GIAs</b>	Gross Impaired Assets
<b>GLAs</b>	Gross Loans and Acceptances
<b>HQLA</b>	High Quality Liquid Assets
<b>IRB</b>	Internal Ratings Based approach

<b>KYC</b>	Know Your Customer
<b>LCR</b>	Liquidity Coverage Ratio
<b>LGD</b>	Loss given default
<b>LVR</b>	Loan to Value Ratio
<b>MTM</b>	Mark to market
<b>NBI</b>	Non Bearing Interest
<b>NCO</b>	Net Cash Outflow
<b>NII</b>	Net Interest Income
<b>NILS</b>	No Interest Loan Scheme
<b>NPS</b>	Net Promoter Score
<b>NSFR</b>	Net Stable Funding Ratio
<b>OIS</b>	Overnight Index Swap
<b>OOI</b>	Other Operating Income
<b>PD</b>	Probability of Default
<b>RMBS</b>	Residential Mortgage Backed Securities
<b>ROE</b>	Return on Equity
<b>RWAs</b>	Risk-weighted assets
<b>SFI</b>	Stable Funding Index
<b>SHL</b>	Simple Home Loans
<b>SME</b>	Small and Medium Enterprise
<b>TFF</b>	Term Funding Facility

# KEY FOOTNOTE REFERENCES

## Page 8

- (1) Net Promoter® and NPS® are registered trademarks and Net Promoter Score and Net Promoter System are trademarks of Bain & Company, Satmetrix Systems and Fred Reichheld
- (2) Sourced from DBM Consultants Business and Consumer Atlas, measured on 6 month rolling average. A number of changes have been made to our Strategic NPS measure to align more closely to the Group Strategy. Consumer NPS now excludes consumers with Personal income of \$260k+ and/or investible assets \$1m+. History has been restated. Ranking based on absolute scores, not statistically significant differences
- (3) Sourced from DBM Consultants Business and Consumer Atlas, measured on 6 month rolling average. Business NPS is now based on equal (25:25:25:25) combined weighting of NAB turnover segments: Micro (Up to \$100k turnover), Small (\$100k-\$5m turnover), Medium (\$5m-\$50m turnover), Large (\$50m+). Ranking based on absolute scores, not statistically significant differences.
- (4) Sourced from DBM Consultants Consumer Atlas, measured on 6 month rolling average. Includes consumers with Personal income of \$260k+ and/or investible assets \$1m+. Ranking based on absolute scores, not statistically significant differences
- (5) Source: DBM Atlas – Business. Includes Small Businesses with a turnover of \$100k-\$5m, six month rolling averages. Ranking based on absolute scores, not statistically significant differences
- (6) Source: DBM Atlas – Business. Includes Businesses with a turnover of \$5m-\$50m, six month rolling averages. Ranking based on absolute scores, not statistically significant differences
- (7) Source: Peter Lee Associates, Australia. Large Corporate Relationship Banking Survey 2021. Based on top four banks by penetration.
- (8) Source: Peter Lee Associates, Australia. Large Corporate Transactional Banking Survey 2021. Based on top four banks by penetration. Relationship Strength Index (RSI) is based on a combined measure of most qualitative evaluations.
- (9) Source: Camorra Retail Market Monitor (data on 12 month roll).
- (10) The 2019 score of 66 represents a restated score of the AON survey into a Glint 'Heartbeat' score methodology. Top quartile comparison is based upon Glint's client group (domestic and global, from all industries)



# DISCLAIMER

The material in this presentation is general background information about the NAB Group current at the date of the presentation on 5 May 2022. The information is given in summary form and does not purport to be complete. It is intended to be read by a professional analyst audience in conjunction with the verbal presentation and the 2022 Half Year Results Announcement (available at [www.nab.com.au](http://www.nab.com.au)). It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. No representation is made as to the accuracy, completeness or reliability of the presentation.

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