Full Year Results Summary **2025**



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FY25 KEY FINANCIAL INFORMATION

\$6,759m

Statutory net profit

\$7,091m

Cash earnings⁽ⁱ⁾ Down 0.2% v FY24

85 cps

Final dividend

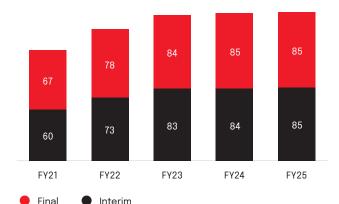
11.70%

Group Common Equity
Tier 1 (CET1) ratio⁽ⁱⁱ⁾

- (i) Refer cash earnings note and reconciliation on page 6.
- (ii) CET1 capital ratio on a Level 2 basis.

Dividends

Cents per share (fully franked)
In respect of each financial year / period



"NAB has delivered a 1% lift in underlying profit in FY25. This reflects good momentum, particularly over 2H25, as we execute the first year of our refreshed strategy while maintaining prudent balance sheet settings. Cash earnings were broadly stable over the year. While credit impairment charges increased, pleasingly a number of key asset quality outcomes improved over 2H25, consistent with a supportive Australian economic environment.

We are making good progress on our key priorities of growing business banking, driving deposit growth and strengthening proprietary home lending. This has been supported by targeted investments in front line bankers and technologyenabled solutions delivering simpler, faster and safer outcomes. Deposit balances rose 7% over FY25 and new business and retail transaction account openings across Business and Private Banking (B&PB) and Personal Banking (PB) increased 16%. Australian home lending drawdowns via our proprietary channels improved to 41% in FY25 from 38% in FY24. Australian business lending balances rose 9% in FY25, with market share gains across both SME and total business lending⁽¹⁾.

Underpinning our evolved strategy is a focus on materially improving customer experiences. The rollout of a new customer advocacy program – NAB Customer Voices – commenced in FY25. This is delivering encouraging results, with meaningful uplifts in customer interaction NPS across the channels where it is being embedded. Further rollout is planned in FY26 to continue this momentum.

We remain optimistic about the outlook. NAB has a clear strategy and we are well placed to manage our bank for the long term and deliver sustainable growth and returns for shareholders."

- Andrew Irvine NAB CEO

Supporting our customers & communities

- Making payments easier and more seamless for businesses and their customers with the rollout of innovative industry payment solutions across Professional Services, Insolvency, Real Estate, Strata, Independent Schools and Health sectors.
- Helping Australians access affordable housing with \$6.9 billion of lending provided over three years to FY25 and a new and expanded ambition to provide \$60 billion in financing to address housing affordability by 2030⁽²⁾.
- Supporting Australia's transition to a low carbon economy with \$10.4 billion of environmental finance in FY25⁽³⁾.
- (1) Australian business lending refers to business lending in B&PB and C&IB divisions. SME business lending market share derived from latest RBA statistics as at Aug 25 excluding financial businesses and including business lending relating to both B&PB and some C&IB customers. Total business lending market share based on business lending to non-financial businesses and community service organisations under APRA Monthly Authorised Deposit-taking Institution Statistics definitions using latest data as at September 2025.
- (2) Refer to page 21 of NAB's 2025 Annual Report for further details
- (3) FY25 progress towards NAB's \$80 billion environmental finance ambition including lending and facilitated capital markets activities, refer to page 42 of NAB's 2025 Climate Report for further details.

The September 2025 full year results are compared with the September 2024 full year results for continuing operations unless otherwise stated. Operating performance and Asset quality are expressed on a cash earnings basis.

Operating performance FY25 v FY24

- Revenue increased by 2.9% with key drivers including volume growth and higher Markets & Treasury (M&T) income, partially offset by higher customer-related remediation charges and the impact from business disposals and run-offs. Excluding M&T income, revenue rose 1.4% over the year, and increased 4.3% 2H25 compared with 1H25.
- · Gross loans and advances (GLAs) increased by 5.9% and deposits increased by 7.4%.
- Net interest margin (NIM) increased by 3 basis points (bps) to 1.74%. Excluding a 2 bps increase from M&T and a 2 bps benefit from lower liquid assets, NIM declined 1 bp. This primarily reflects higher deposit cost and mix impacts along with higher wholesale funding costs, partially offset by higher earnings on deposit and capital replicating portfolios.
- Expenses increased by 4.6% including \$130 million related to payroll review and remediation charges. Excluding payroll review and remediation charges, expenses rose 3.2% reflecting higher personnel and technology related costs, partially offset by productivity benefits and lower costs relating to the Group's Enforceable Undertaking with AUSTRAC.

FY25 v FY24 drivers of cash earnings change (%)

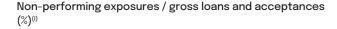


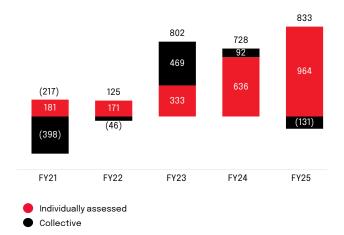
"Underlying profit rose 1.3% over FY25, benefitting from good volume growth and stronger M&T income. Expense growth of 4.6% includes productivity benefits of \$420 million but has been impacted by \$130 million of payroll review and remediation costs which are disappointing and must be fixed."

Asset quality FY25 v FY24

- Credit impairment charge was \$833 million, versus a FY24 charge of \$728 million. The FY25 charge includes individually assessed charges of \$964 million and a \$131 million release from collective provisions.
- Individually assessed charges primarily relate to customers in the Group's business lending portfolio and, to a lesser extent, the Australian unsecured retail portfolio.
- The \$131 million release from collective provisions includes a \$283 million release from forward-looking provisions, partially offset by the impact of volume growth in the B&PB business lending portfolio, combined with asset quality deterioration.
- The ratio of non-performing exposures to gross loans and acceptances increased by 16 bps from September 2024 to 1.55%. This includes a 9 bps increase in the impaired asset ratio primarily due to deterioration in the Group's business lending portfolio, including a small number of customers in both Corporate & Institutional Banking and New Zealand Banking. There was also a 7 bps increase in the default but not impaired ratio mainly relating to B&PB business lending. Australian mortgage arrears were stable over the year, but declined 8 bps from March to September 2025.

Credit impairment charges / (write-backs) (\$m)







Impaired assets as a % of GLAs

Default but not impaired as a % of GLAs

(i) Default but not impaired includes loans that have been classified as restructured in accordance with APS 220 *Credit Risk Management* which are assessed as no loss based on security held.

"The pace of asset quality deterioration has slowed over the second half of FY25, supported by moderating inflation and easing interest rate pressures. Collective provisions as a percentage of credit risk weighted assets (CRWA) remain appropriately set at 1.33% and are well above pre COVID-19 levels."

Capital funding and liquidity

Group CET1 ratio(i) (%)



(i) CET1 capital ratio on a Level 2 basis. From 1 January 2023 ratios have been reported under APRA's revised capital framework.

Key ratios as at 30 September 2025

- Group CET1 ratio of 11.70%, down (65 bps) from September 2024. Key drivers of the reduction include lending volume growth, increased long term investment in the business and the impact of \$0.6 billion of shares bought back in FY25 (-15 bps)⁽¹⁾
- Proforma Group CET1 ratio of 11.81% reflecting the sale of the Group's remaining 20% stake in MLC Life. (2)(3)
- Leverage ratio (APRA basis) of 4.92%.
- Liquidity coverage ratio (LCR) quarterly average of 135%.
- Net Stable Funding Ratio (NSFR) of 116%.

Key divisional performance - Cash earnings

	FY25 (\$m)	% change FY25 v FY24	Key drivers FY25 v FY24				
Business and Private Banking ⁽ⁱ⁾⁽ⁱⁱ⁾	3,330	1.6	Higher earnings reflecting underlying profit growth partially offset by a small increase in credit impairment charges. Revenue growth benefitted from higher volumes and stronger foreign exchange and wealth income. While margins were lower over the year, they increased 1 bp 2H25 versus 1H25. Operating expenses were higher including investment supporting growth.				
Personal Banking ⁽¹⁾⁽ⁱⁱ⁾	1,253	9.9	Strong earnings growth with higher underlying profit and lower credit impairment charges. Revenue rose with increased margins and volume growth. Operating expenses were broadly flat as investments in the business including additional proprietary lenders and frontline bankers to support growth, were offset by productivity benefits.				
Corporate and Institutional Banking ⁽ⁱⁱ⁾	1,854	4.7	Higher earnings reflecting strong underlying profit growth partially offset by higher credit impairment charges (following a write-back in FY24). Revenue increased with higher Markets income, volume growth and higher margins (ex Markets). Operating expenses declined reflecting productivity benefits from simplification and the winding down of the asset servicing business.				
New Zealand Banking (NZ \$m)	1,485	2.8	Earnings growth reflecting lower credit impairment charges partially offset by lower underlying profit and higher dividend payments on perpetual preference shares. Revenue grew modestly with volume growth and stronger M&T income offset by lower margins (ex M&T). Operating expenses rose reflecting higher technology-related costs.				

⁽i) During the September 2025 full year, some customer lending and deposit portfolios, including the associated net operating income and income tax, were transferred between Personal Banking and Business and Private Banking. Comparative information has been restated.

⁽ii) During the September 2025 full year, the Group updated the presentation of expenses which are directly attributable and incremental to earning income from the provision of banking services. Comparative information has been restated. Refer to *Note 1 Basis of preparation* in the 2025 Annual Report for further information.

⁽¹⁾ The Group completed its \$3.0 billion announced on-market ordinary share buy-back on 12 March 2025, resulting in the buy-back and cancellation of 87.8 million ordinary shares. \$0.6 billion of those shares were bought back in FY25.

⁽²⁾ A reference to "MLC Life" in this document means Nippon Life Insurance Australia and New Zealand Limited (formerly MLC Limited).

⁽³⁾ Pro forma CET1 ratio reflects the impacts of the sale of the Group's remaining 20% stake in MLC Life to Nippon Life Insurance Company for \$497 million which completed on 31 October 2025.

Our strategic ambition



Why we are here

To be the most customer-centric company in Australia and New Zealand

Who we are here for





Who we are













What we will be known for

Relationship led

- Exceptional bankers
- Unrivalled customer service
- Personalised and proactive

Exceptional experiences

- Brilliant at the basics
 Trusted in moments that matter
- Simple, fast and easy to deal with

Safe and sustainable

- . Strong balance sheet and proactive risk management
- Secure, simplified and resilient technology
- 3. Long term and sustainable approach

Where we will grow

Business & Private Clear market leader Corporate & Institutional Disciplined Growth

Personal
Deepen customer relationships

BNZ Personal & SME **ubank** Customer acquisition

What we will deliver











Economic outlook(1)

"In Australia, economic growth has continued to improve, buoyed by accelerating household consumption growth as real household incomes have benefitted from moderating inflationary pressures and RBA cash rate reductions. This is supporting a gradual return to trend growth and a continued resilient labour market. Real GDP growth is forecast to improve from 1.3% over 2024 to 2.0% over 2025 and 2.3% over 2026, with the unemployment rate forecast to peak at 4.4% in 2025 and decline slightly in 2026. Key to these outcomes is the ongoing recovery in private sector growth, particularly the durability of the recovery in household consumption and the improvement in dwelling investment, while business investment growth will likely also need to improve to see trend growth sustained. With normalisation in cash rates now well progressed, the RBA will be seeking confidence that improving private sector growth is not creating imbalances in the economy and that the labour market remains resilient. This likely sees forecast monetary policy on hold at 3.6% for a while, and a further cash rate reduction of 25 bps not expected until May 2026.

A challenging environment has persisted in New Zealand, with real GDP declining by 1.6% between the March quarter 2024 and June quarter 2025, and the unemployment rate increasing to 5.3% in the September quarter 2025. The weakness in the economy is broad based, and net migration has almost stalled, although conditions in the agricultural sector have been positive. Against this backdrop, the RBNZ has reduced the cash rate by 300 bps since August 2024, including a 50 bps reduction at its October 2025 meeting. A further 25 bps reduction is expected in November. This, together with continued high commodity prices, is forecast to support a recovery in real GDP growth from 1.2% over 2025 to 3.0% in 2026, a decline in the unemployment rate to 4.8% by December 2026 and a pick up in credit growth."

⁽¹⁾ References to years relate to calendar years. References to growth over a year relate to December quarter versus December quarter of previous year.

Strategic overview

NAB's evolved strategy has delivered pleasing results in FY25. This strategy is focused on achieving much stronger customer advocacy, greater speed and simplicity, and ongoing technology modernisation, while supporting our three key priorities of growing business banking, driving deposit growth and strengthening proprietary home lending. Executing on these priorities with discipline is expected to position us well to deliver attractive, sustainable shareholder returns over time.

In B&PB, a relationship-led approach increasingly enabled by digital, data and analytics is supporting good growth. The rollout of a new business lending platform to bankers in FY25 has been an important achievement, driving easier and faster lending outcomes. As a result, the vast majority of business lending flows are now submitted digitally and time taken to say 'yes' to customer lending requests has reduced by approximately 20% since FY22. In FY25, B&PB also delivered ongoing innovations in business payments and continued improvements to customer onboarding for business transaction accounts, supporting improved deposit outcomes. B&PB's business lending balances rose 7.3% in FY25 with growth in SME business lending market share(1). Deposit balances grew 6.6% in FY25 and new business transaction account openings rose 12% compared with FY24.

In Personal Banking (PB), we are navigating the home lending market with discipline and a focus on strengthening our proprietary channel performance. Over FY25, Australian home lending momentum improved with balances growing 5.2%, representing a system multiple of $0.9x^{(3)}$ (0.6x in FY24). Proprietary channel drawdowns increased to 41% of total drawdowns in FY25 from 38% in FY24, benefitting from investment in banker capabilities and tools including onboarding approximately 270 new proprietary home lenders in FY25. Retail deposit performance was strong in FY25, supported by investments to reinvigorate our branch network. PB deposit balances grew 9.2% over FY25 with an 18% increase in new retail transaction account openings compared with FY24.

Corporate & Institutional Banking maintained its returns-focused strategy with a disciplined approach to growth. Execution of this strategy has driven further strong outcomes in FY25 including transactional banking mandate wins, deposit growth of 10.5%, lending growth of 11.8% and a continued attractive return on equity of 15.7%.

New Zealand Banking (NZB) is progressing well against its priorities of becoming a simpler, more digitally-enabled bank, focused on growth in personal and business sectors. In FY25 it achieved strong customer growth, improved customer Net Promoter Score (NPS)⁽⁶⁾ outcomes with NZB now ranked first in Consumer NPS⁽⁶⁾, and above system growth in household deposits and lending. This has supported returns through continued challenging economic conditions.

Our purpose is to be the most customer centric company in Australia and New Zealand. Achieving this underpins our ability to grow sustainably. While there are some improvements in Strategic Customer NPS⁽⁵⁾⁽⁷⁾ outcomes over the year to September 2025, more needs to be done. Mass Consumer NPS improved from -2 to 0 with NAB's ranking improving from third to second. Business NPS improved from -6 to -1 with NAB continuing to rank second while Large Corporate and Institutional NPS⁽⁸⁾ declined 1 point with NAB slipping from equal first to second. In FY25 we commenced rollout of our NAB Customer Voices program - a more granular customer advocacy approach to better and more systemically measure, capture and leverage customer feedback, increase the pace at which we respond, and drive accountability for customer outcomes. Results have been encouraging across customer facing channels where the new approach is being embedded, with meaningful uplifts in customer interaction NPS. Further rollout is planned in FY26 and, over time, is expected to support improved Strategic Customer NPS outcomes.

Critical to executing our strategy is investment spend, which increased in FY25 to \$1.8 billion (\$1.6 billion in FY24). Technology-related initiatives remained a key component of spend including simplifying, automating and digitising our business, increasing the use of data and analytics and artificial intelligence, and continuing to transition to a more modern technology environment. These initiatives are delivering better customer and colleague outcomes and improved resilience, risk and scalability of our operations. They are also making us more efficient, with productivity benefits of \$420 million achieved in FY25.

Prudent balance sheet settings were maintained over FY25. At September 2025, collective provisions as a ratio of credit risk weighted assets were 1.33% and deposits now fund 84% of total lending - both materially stronger than pre COVID-19 levels. The Group CET1 ratio was 11.70% at September 2025 compared with our target of greater than 11.25% and declined 65 bps over the year with key drivers including volume growth, increased long term investment in the business, and completion of the on-market share buy-back⁽⁹⁾. Adjusting for finalisation of the MLC Life sale⁽¹⁰⁾, proforma Group CET1 is 11.81%.

We have delivered attractive shareholder returns in FY25 while maintaining prudent balance sheet settings. Cash earnings were broadly stable compared with FY24 including higher credit impairment charges. Cash EPS rose 1% and cash ROE was 11.4%. The final 2025 dividend has been set at 85 cents per share (cps), bringing total dividends for the year ended 30 September 2025 to 170 cps, 1 cps higher than 2024. This represents a FY25 cash earnings payout ratio of 73.3%, consistent with our target dividend payout ratio of 65% – 75% of cash earnings subject to Board determination based on circumstances at the relevant time.

NAB moves forward with optimism and confidence. We have a clear strategy to deliver sustainable growth and attractive returns over time, underpinned by consistent investment to significantly uplift customer advocacy, speed and simplicity.

- (1) Derived from latest RBA statistics excluding financial businesses. August 25 vs September 24. NAB SME market share includes business lending relating to B&PB and C&IB.
- (2) Home lending balances in PB, B&PB and ubank.
- (3) APRA Monthly Authorised Deposit-taking Institution statistics. Latest data as at September 2025.
- (4) Offset by productivity, net increase to FTE of 120
- (5) Net Promoter® and NPS® are registered trademarks of Bain & Company, Inc., NICE Systems, Inc., and Fred Reichheld. Net Promoter Score™ is a service mark of Bain & Company, Inc., NICE Systems, Inc., and Fred Reichheld.
- (6) Sourced from Insights HQ (previously known as Camorra Research) Retail Market Monitor (data on 12-month roll). NPS for nominated main bank provider as at 30 September 2025. The result reflects the 5 major banks in New Zealand. Rank is based on absolute results and may be within the confidence interval of another brand.
- (7) Sourced from RFI Global Atlas, measured on 6 month rolling average to September 2025. Mass Consumer: based on all consumers, 18+ and excludes consumers with personal income of \$260k+ and/or investible assets \$2.5m+ and/or footings of over \$850k. Business Strategic NPS is based on all businesses. Ranking based on absolute scores, not statistically significant differences and compared against Big 4 peers.
- (8) Coalition Greenwich Voice of Client 2025 Australia Large Corporate Relationship Banking Study.
- (9) The Group completed its \$3.0 billion announced on-market ordinary share buy-back on 12 March 2025, resulting in the buy-back and cancellation of 87.8 million ordinary shares. \$0.6 billion of those shares were bought back in FY25.
- (10) Pro forma CET1 ratio reflects the impacts of the sale of the Group's remaining 20% stake in MLC Limited (MLC Life) to Nippon Life Insurance Company for \$497 million which completed on 31 October 2025.

Group performance results

Cash earnings is a non-IFRS key financial performance measure used by NAB and the investment community. NAB also uses cash earnings for its internal management reporting as it better reflects what NAB considers to be the underlying performance of the Group. Cash earnings is not a statutory financial measure, is not presented in accordance with Australian Accounting Standards, and is not audited or reviewed in accordance with Australian Auditing Standards. The 2025 Full Year Results Management Discussion and Analysis provides details of how cash earnings is defined on page 10 and a discussion of non-cash earnings items and full reconciliation of statutory net profit attributable to owners of the Company on pages 72 to 74.

	Year to			Half Year to		
	Sep 25	Sep 24	Sep 25 v	Sep 25	Mar 25	Sep 25 v
	\$m	\$m	Sep 24 %	\$m	\$m	Mar 25 %
Net interest income	17,398	16,754	3.8	8,953	8,445	6.0
Other operating income ⁽¹⁾	3,415	3,482	(1.9)	1,592	1,823	(12.7)
Net operating income	20,813	20,236	2.9	10,545	10,268	2.7
Operating expenses ⁽¹⁾	(9,848)	(9,413)	4.6	(5,043)	(4,805)	5.0
Underlying profit	10,965	10,823	1.3	5,502	5,463	0.7
Credit impairment charge	(833)	(728)	14.4	(485)	(348)	39.4
Cash earnings before income tax	10,132	10,095	0.4	5,017	5,115	(1.9)
Income tax expense	(3,002)	(2,975)	0.9	(1,490)	(1,512)	(1.5)
Cash earnings before non-controlling interests	7,130	7,120	0.1	3,527	3,603	(2.1)
Less: Non-controlling interests	(39)	(18)	large	(19)	(20)	(5.0)
Cash earnings	7,091	7,102	(0.2)	3,508	3,583	(2.1)
Non-cash earnings items (after tax)	(303)	(39)	large	(151)	(152)	(0.7)
Net profit attributable to owners of the Company from continuing operations	6,788	7,063	(3.9)	3,357	3,431	(2.2)
Net loss attributable to owners of the Company from discontinued operations	(29)	(103)	(71.8)	(5)	(24)	(79.2)
Net profit attributable to owners of the Company	6,759	6,960	(2.9)	3,352	3,407	(1.6)
Cash earnings / (loss) by division:						
Business and Private Banking ⁽¹⁾⁽²⁾	3,330	3,277	1.6	1,683	1,647	2.2
Personal Banking ⁽¹⁾⁽²⁾	1,253	1,140	9.9	698	555	25.8
Corporate and Institutional Banking ⁽¹⁾	1,854	1,770	4.7	946	908	4.2
New Zealand Banking	1,353	1,333	1.5	646	707	(8.6)
Corporate Functions and Other ⁽¹⁾	(699)	(418)	67.2	(465)	(234)	98.7
Cash earnings	7,091	7,102	(0.2)	3,508	3,583	(2.1)

⁽¹⁾ During the September 2025 full year, the Group updated the presentation of expenses which are directly attributable and incremental to earning income from the provision of banking services. Comparative information has been restated. Refer to Note 1 Basis of preparation in the 2025 Annual Report for further information.

⁽²⁾ During the September 2025 full year, some customer lending and deposit portfolios, including the associated net operating income and income tax, were transferred between Personal Banking and Business and Private Banking. Comparative information has been restated.

Shareholder summary

	Year to			Half Year to		
			Sep 25 v			Sep 25 v
	Sep 25	Sep 24	Sep 24	Sep 25	Mar 25	Mar 25
Group - Including discontinued operations						
Dividend per share (cents)	170	169	1	85	85	=
Statutory dividend payout ratio	76.9%	75.2%	170 bps	77.5%	76.4%	110 bps
Statutory earnings per share - basic (cents)	221.0	224.6	(3.6)	109.7	111.2	(1.5)
Statutory earnings per share - diluted (cents)	219.9	222.7	(2.8)	109.1	109.2	(0.1)
Statutory return on equity	10.8%	11.4%	(60 bps)	10.5%	11.1%	(60 bps)
Net tangible assets per ordinary share (\$)	18.71	18.29	2.3%	18.71	18.55	0.9%
Group - Continuing operations						
Cash dividend payout ratio	73.3%	73.7%	(40 bps)	74.0%	72.7%	130 bps
Statutory dividend payout ratio from continuing operations	76.6%	74.2%	240 bps	77.3%	75.9%	140 bps
Statutory earnings per share from continuing operations – basic (cents)	221.9	227.9	(6.0)	109.9	112.0	(2.1)
Statutory earnings per share from continuing operations - diluted (cents)	220.8	225.8	(5.0)	109.3	109.9	(0.6)
Cash earnings per share - basic (cents)	231.8	229.2	2.6	114.8	116.9	(2.1)
Cash earnings per share - diluted (cents)	230.4	227.0	3.4	114.1	114.5	(0.4)
Cash return on equity	11.4%	11.6%	(20 bps)	11.0%	11.7%	(70 bps)

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This Results Summary has been authorised for release by the Board.

Disclaimer - Forward-looking statements

This Result Summary and the 2025 Full Year Results Management Discussion and Analysis contain statements that are, or may be deemed to be, forward-looking statements. These forward-looking statements may be identified by the use of forward-looking terminology, including the terms "ambition", "believe", "estimate", "plan", "project", "anticipate", "expect", "goal", "target", "intend", "likely", "may", "will", "could" or "should" or, in each case, their negative or other variations or other similar expressions, or by discussions of strategy, plans, objectives, targets, goals, future events or intentions. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Users are cautioned not to place undue reliance on such forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Group, which may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements.

There are many factors that could cause actual results to differ materially from those projected in such statements, including (without limitation) a significant change in the Group's financial performance or operating environment; a material change to law or regulation or changes to regulatory policy or interpretation; and risks and uncertainties associated with the ongoing impacts of the Russia-Ukraine and Middle Eastern conflicts and other geopolitical tensions, the Australian and global economic environment and capital market conditions and changes in global trade policies. Further information is contained in the Group's 2025 Annual Report, available at nab.com.au/annualreports.