Investec

OUT OF THE ORDINARY

Creating enduring worth

Investec year-end results booklet 2023

Alternative performance measures

We supplement our IFRS figures with alternative performance measures used by management internally and which provide valuable, relevant information. These measures are highlighted with the symbol shown here. The description of alternative performance measures and their calculation is provided in the alternative performance measures section.

Page references

Refers readers to information elsewhere in this report.

Website

Indicates that additional information is available on our website:www.investec.com

CONTENTS

INTRODUCTION

Investec's financial performance in the 2023 financial year is testament to the strength and diversity of client franchises as well as disciplined execution of our strategy. Having substantially completed the simplification of the business over the past four years, we are now focused on growth, and we are encouraged by the progress made to date.

Our differentiated service ethos and competitive market positioning continue to drive client acquisition, while our One Investec strategy provides clients with seamless access to the entirety of relevant offerings across operating divisions and geographies. By placing the client at the centre of the organisation, we continue to build deep and lasting relationships that support long-term recurring revenues.

The proposed agreement reached with the Rathbones Group for an all-share combination with Investec Wealth & Investment Limited will establish a long-term strategic partnership between Investec and the Enlarged Rathbones Group that will enhance our client proposition across banking and wealth management services for both groups, making us even more relevant to a larger client base.

The culmination of the work we've been doing on our corporate purpose informs the work we do on a day to day basis.

The strong capital generation within client franchises, allied with capital optimisation strategies, has afforded the Group the ability to support its growth ambitions and to return capital to shareholders.

We are proud of the progress we are making in entrenching sustainability across every aspect of our business. Investec has always been a values-driven organisation and we remain dedicated to our core purpose of creating enduring worth. We fully recognise that whilst we have made much progress, there is still so much we can do.

We are well poised to continue our strategic execution, focusing on competitive strength and long-term growth.

Investec. Out of the Ordinary.

OUR BUSINESS AT A GLANCE

One Investec

Our purpose

Our purpose is to create enduring worth – living in, not off, society.

Our mission

Investec is a distinctive bank and wealth manager, driven by commitment to our core philosophies and values. We deliver exceptional service to our clients in the areas of banking and wealth management, striving to create long-term value for all of our stakeholders and contributing meaningfully to our people, communities and planet.

Our distinction

The Investec distinction is embodied in our entrepreneurial culture, supported by a strong risk management discipline, client-centric approach and an ability to be nimble, flexible and innovative. We do not seek to be all things to all people. Our aim is to build well-defined, value-adding businesses focused on serving the needs of select market niches where we can compete effectively and build scale and relevance.

Our unique positioning is reflected in our iconic brand, our high-tech and high-touch approach and our positive contribution to society, macro-economic stability and the environment. Ours is a culture that values innovative thinking and stimulates extraordinary performance. We take pride in the strength of our leadership team and we employ passionate, talented people who are empowered and committed to our mission and values.

Our strategic direction

The One Investec strategy is, first and foremost, a commitment to drawing on the full breadth and depth of relevant capabilities to meet the needs of each and every client, regardless of specialisation or geography.

One Investec is also about improving internal operating efficiencies; ensuring that investments in infrastructure and technology support our differentiated service offering across the entire Group, not just within specific operating units or geographies.

And in our allocation of capital, the One Investec strategy demands a disciplined approach to optimising returns, not merely for one region or business area but for the Group as a whole.

Our values

Our purpose is expressed in four key values that shape the way that we work and live within society.

Distinctive performance

- We employ talented people with passion, energy and stamina, who exercise common sense in achieving effective performance in a high pressure, multi-task environment
- We promote innovation and entrepreneurial freedom to operate within the context of risk consciousness, sound judgement and an obligation to do things properly
- We show concern for people, support our colleagues and encourage growth and development.

Dedicated partnership

- We believe that open and honest dialogue is the appropriate process to test decisions, seek consensus and accept responsibility
- We are creative individuals who co-operate and collaborate unselfishly in pursuit of Group performance
- We respect the dignity and worth of the individual through encouraging openness and embracing difference and by the sincere, consistent and considerate manner in which we interact.

Client focus

- We break china for the client, having the tenacity and confidence to challenge convention
- We thrive on change, continually challenging the status quo and recognising that success depends on flexibility, innovation and enthusiasm in meeting the needs of our changing environment.

Cast-iron integrity

- We demand cast-iron integrity in all internal and external dealings, consistently and uncompromisingly displaying moral strength and behaviour which promotes trust.

OUR BUSINESS AT A GLANCE
CONTINUED

Since inception, we have expanded through a combination of substantial organic growth and a series of strategic acquisitions. Our focus today is on growth in our chosen markets.

USA
- Established a presence in 1998
- US Power and Infrastructure Finance and Securities

Ireland
- Established a presence in 1999
- European trading and investment banking services

UK
- Established a presence in 1992
- Brand well-established
- One of the UK's leading private client investment managers
- Proven ability to attract and recruit investment managers
- Sustainable diversified banking business focused on solutions for corporate, institutional and private clients

Switzerland
- Established a presence in 1999
- International Wealth & Investment and European Banking activities

Channel Islands
- Established a presence in Guernsey in 1998, Jersey in 2007 and Isle of Man in 2018
- Private banking activities offered to private clients, family offices and trust and corporate service providers
- Certain Corporate banking services offered
- Wealth & Investment capability offered in Guernsey

South Africa
- Established a presence in 1974
- Strong brand and positioning
- Top wealth manager with the ability to leverage off the global platform
- Fifth largest bank by assets
- Leading position in corporate, institutional and private client banking activities

Mauritius
- Established a presence in 1997
- Focus on corporate, institutional and private client banking activities
- Wealth & Investment capability

India
- Established a presence in 2010
- Institutional equities business providing research, sales and trading activities
- Merchant banking business connecting Indian companies with domestic and international investors
- Investment management services in structured credit and allied products

OUR BUSINESS AT A GLANCE
CONTINUED

Our journey so far

1974	Founded as a leasing company in Johannesburg
1980	We acquired a banking licence
1986	We were listed on the JSE Limited South Africa
2002	In July 2002, we implemented a dual-listed companies (DLC) structure with linked companies listed in London and Johannesburg
2003	We concluded a significant empowerment transaction in which our empowerment partners collectively acquired a 25.1% stake in the issued share capital of Investec Limited
2020	We successfully completed the demerger of Investec Asset Management which separately listed as Ninety One in March 2020
2022	The Board approved a proposed share purchase and a share buyback programme of up to R7 billion (c.£350 million) to be executed over a period of 18 months from November 2022. We also distributed 15% of our shareholding in Ninety One.
2023	Today, we are a simplified and focused business well positioned to pursue identified growth opportunities, supported by our One Investec strategy.

Refer to the Divisional review section (page 67) for more information on where we operate.

Investment proposition

Well positioned to pursue long-term growth

Well capitalised and highly liquid balance sheet

Improved capital allocation – returning excess capital to shareholders

Diversified mix of earnings by geography and business, with significant annuity income underpin from leading wealth business

Clear growth opportunities through reinforcement of existing linkages across geography and business and new profit pool strategies which are underway

Resilient clients through difficult macro environments

Rightsized the cost structure of the business

OUR BUSINESS AT A GLANCE
CONTINUED

45+ years of heritage. Two core geographies.

One Investec.

The One Investec strategy is, first and foremost, a commitment to drawing on the full breadth and depth of relevant capabilities to meet the needs of each and every client, regardless of specialisation or geography.

Whether you are an individual, a business, or an intermediary acting for clients, our aim is to create and manage your wealth and fuel your business growth.

Adjusted operating profit
£'million

£835.9mn

Southern Africa	£440.9mn
UK and Other	£395.0mn

Total assets
£'billion

£57.3bn

Southern Africa	£28.9bn
UK and Other	£28.4bn

Note: Figures on these pages relate to the year ended 31 March 2023.

OUR BUSINESS AT A GLANCE
CONTINUED

Southern Africa	UK and Other	Total Group
Net core loans	Net core loans	Net core loans
£14.6bn	£15.6bn	£30.2bn
Customer deposits	Customer deposits	Customer deposits
£20.4bn	£19.1bn	£39.6bn
Funds under management	Funds under management	Funds under management
£20.2bn	£40.7bn	£61.0bn
Total employees	Total employees	Total employees
5 111	3 594	8 705
ROE	ROE	ROE
14.8%	12.7%	13.7%
ROTE	ROTE	ROTE
14.9%	14.5%	14.7%
Cost to income ratio	Cost to income ratio	Cost to income ratio
53.0%	64.5%	59.6%
Allocated capital	Allocated capital	Allocated capital
£1.9bn	£2.4bn	£4.3bn

The Group continued to execute on its strategic priorities to grow with discipline and implemented a number of capital optimisation strategies

We reached agreement with Rathbones Group Plc for an all-share combination to create the UK's largest discretionary wealth manager

£100bn FUMA

We returned excess capital to shareholders via the distribution of our 15% shareholding in Ninety One and the share purchase programme announced in November 2022

c.£780 mn

OUR BUSINESS AT A GLANCE
CONTINUED

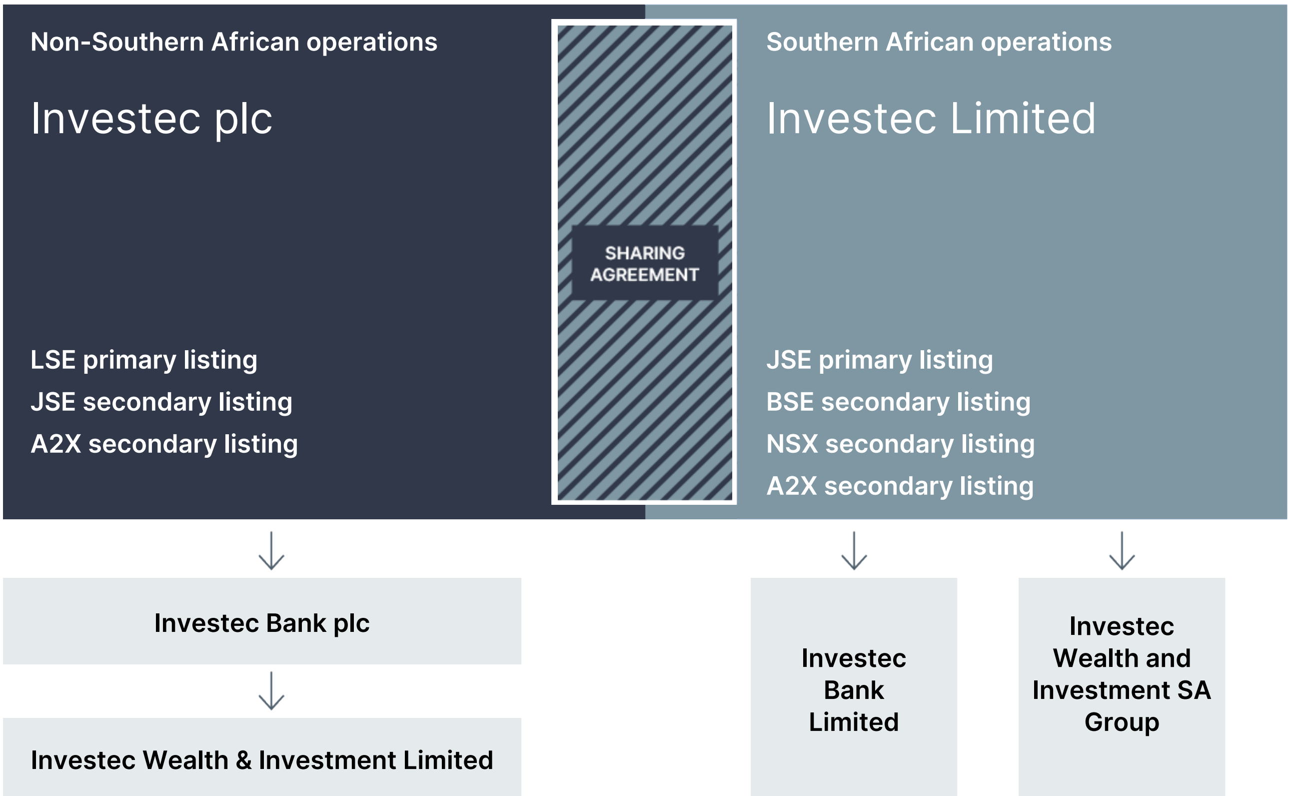
Our operational structure

During July 2002, Investec Group Limited (since renamed Investec Limited) implemented a dual listed companies (DLC) structure and listed its offshore business on the London Stock Exchange (LSE).

In terms of our DLC structure, Investec Limited is the holding company of our businesses in Southern Africa, and Investec plc is the holding company of our non-Southern African businesses. Investec Limited is listed on the Johannesburg Stock Exchange Limited (JSE) South Africa (since 1986) and Investec plc on the LSE (since 2002).

A circular on the establishment of our DLC structure was issued on 20 June 2002 and is available on our website.

Our DLC structure and main operating subsidiaries



All shareholdings in the ordinary share capital of the subsidiaries shown are 100%.

Salient features of the DLC structure

- Investec plc and Investec Limited are separate legal entities and listings, but are bound together by contractual agreements and mechanisms
- Investec operates as if it is a single unified economic enterprise
- Shareholders have common economic and voting interests as if Investec plc and Investec Limited were a single company
- Creditors, however, are ring-fenced to either Investec plc or Investec Limited as there are no cross-guarantees between the companies.

OUR BUSINESS AT A GLANCE
CONTINUED

Driving sustainable long-term growth

Building on the successes to simplify, focus and grow the business over the last few years, we are well placed to pursue disciplined growth in the long-term pursuit of our purpose of creating enduring worth, living in society not off it.

This growth will be pursued through our deep specialisations, with more emphasis being placed on what we can do for our clients if we act in an integrated way to bring the best of Investec to every relationship and interaction.

This involves further pursuing cross client franchise integration strategies and significantly improving internal operating efficiencies.

The One Investec mindset

One Investec embodies our commitment to bring the best of Investec to every client relationship and interaction. It is premised on our obsession with client service and deep specialisation delivered in an integrated manner.

- Is a commitment to drawing on the full breadth and depth of relevant capabilities to meet the needs of each client, regardless of specialisation or geography
- Is about improving internal operating efficiencies; ensuring that investments in infrastructure and technology support our differentiated service offering across the entire Group
- Demands a disciplined approach to optimising returns, not merely for one region or client franchise but for the Group as a whole

Fuelling a robust growth agenda

Growth objectives

Continued execution with discipline to drive optimisation of returns

Accelerate and scale **new growth initiatives**

Further develop **connected client eco-systems** across business units & geographies

Underpinned by

Deepening our **entrepreneurial culture** (Out of the Ordinary)

Continuous **digitalisation**

Strategic use of **data**

OUR BUSINESS MODEL

A distinctive banking and wealth management business creating sustainable, long-term value for our stakeholders

Key highlights

Principal geographies	Core areas of activity	Total employees
2	2	8 700+
Net core loans	**Customer deposits**	**Funds under management**
£30.2bn	£39.6bn	£61.0bn

Our clients and offering

One Investec

- Corporate
- Institutional
- Intermediary
- Government

- Private client (HNW/high income)

- Charities
- Trusts
- Intermediaries

Specialist Banking

Lending
Transactional banking
Treasury solutions
Advisory
Investment activities
Deposit raising activities

Wealth & Investment

Discretionary wealth management
Investment advisory services
Financial planning
Stockbroking

Our approach

We have market-leading, distinctive client franchises

We provide a high level of client service enabled by comprehensive digital platforms

We are a people business backed by our Out of the Ordinary culture and entrepreneurial spirit

Our stakeholders

Our clients

We support our clients to grow their businesses by leveraging our financial expertise to provide bespoke solutions that are profitable, impactful and sustainable.

Our people

We continue to build a diverse and representative workforce, employing people who are passionate and empowered to perform extraordinarily.

Our communities

We unselfishly contribute to communities by helping people become active economic participants, focusing on education and economic inclusion.

Our planet

We aim to operate sustainably, within our planetary boundaries and funding activities that support biodiversity and a zero-carbon world.

Our shareholders

We regularly engage with our shareholders and seek their input on strategic matters. We strive to maximise shareholder returns and to build and maintain strong, lasting relationships.

Overview of results

IN THIS SECTION

2023 FINANCIAL YEAR-END RESULTS COMMENTARY

Group results summary for the year ended 31 March 2023 (FY2023) compared to 31 March 2022 (FY2022)

- The Group achieved strong financial performance amidst a complex macroeconomic backdrop that prevailed throughout the financial year
- Adjusted earnings per share increased 25.0% to 68.9p (FY2022: 55.1p), at the upper end of previous guidance
- Funds under management (FUM) decreased 4.5% to £61.0 billion (FY2022: £63.8 billion) largely reflecting the unfavourable market movements. Net inflows were £377 million, with £810 million inflows in discretionary FUM partly offset by £433 million net outflows in non-discretionary FUM
- Net core loans increased to £30.2 billion (FY2022: £29.9 billion) increasing 7.7% in neutral currency; largely driven by corporate lending and residential mortgage lending in both core geographies
- Customer accounts (deposits) increased 5.8% in constant currency, and decreased by 1.4% to £39.6 billion on reported basis
- Revenue grew 14.6%, benefitting from higher global interest rates and loan growth, which was underpinned by client acquisition and increased client activity. Fee and commission income was negatively impacted by the unfavourable market movements and weakening macro backdrop
- The cost to income ratio improved to 59.6% (FY2022: 63.3%) as operating costs grew by 9.5%. Fixed operating expenditure increased by 11.3%, due to inflationary pressures, continued investment in people and technology to support growth, and post-pandemic normalisation in certain discretionary spend
- Pre-provision adjusted operating profit increased 28.0% to £917.0 million (FY2022: £716.2 million), supported by the diversity of our revenue streams
- Asset quality remained strong with exposures well covered by collateral. Expected credit loss (ECL) impairment charges increased to £81.1 million (FY2022: £28.8 million), resulting in a credit loss ratio (CLR) of 23bps (FY2022: 8bps), and approaching the lower end of the Group's through-the-cycle (TTC) range of 25bps to 35bps
- Return on equity (ROE) was 13.7% (FY2022: 11.4%) and return on tangible equity (ROTE) was 14.7% (FY2022: 12.3%)
- Tangible net asset value (TNAV) per share remained broadly flat at 474.3p (FY2022: 476.6p). Net asset value (NAV) per share was 510.0p (FY2022: 510.0p) notwithstanding the return to shareholders of 64p per share through the distribution of a 15% shareholding in Ninety One, dividends, and the share purchase programme
- The Group continued to execute on its strategic priorities to grow with discipline and implemented a number of capital optimisation strategies
- Post the year-end, Investec announced the all-share combination of Investec Wealth & Investment UK (IW&I UK) with Rathbones plc to create the UK's leading discretionary wealth manager with approximately £100 billion in funds under management and administration
- Maintained strong capital and liquidity positions allowing us to navigate the current volatile and uncertain environment, and support identified growth initiatives
- The Board has proposed a final dividend of 17.5p per share, resulting in a full year dividend of 31.0p (FY2022: 25.0p). The payout ratio of 45.0% is within the Group's 30% to 50% payout range.

Fani Titi, Group Chief Executive commented:

"The Group reported strong results in a challenging macro backdrop, with all our client franchises reporting growth in pre-provision adjusted operating profit. Our focused approach to support our clients and the diversified nature of our revenue streams underpinned the financial performance. We achieved adjusted earnings per share of 68.9p, a 25.0% growth on prior year and made significant progress against the strategic goals outlined in 2019, with the Group's ROE well within the 12% to 16% target range set out for achievement in FY2024.

During the period under review, we returned approximately £780 million to shareholders, comprising ordinary dividends, the share purchase programme to optimise the SA balance sheet and the distribution of a 15% shareholding in Ninety One.

The strong capital generation across the Group allows us to maintain robust capital and liquidity levels, deliver improved returns to our shareholders, and support our clients, colleagues, and societies through an uncertain economic environment. We are proud of the progress we are making to entrench sustainability across every aspect of our business."

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Key financial data

This announcement covers the results of Investec plc and Investec Limited (together "the Investec Group" or "Investec" or "the Group") for the year ended 31 March 2023 (FY2023). Unless stated otherwise, comparatives relate to the Group's operations for the year ended 31 March 2022 (FY2022). The average Rand/Pound Sterling exchange rate depreciated by c.1% relative to FY2022, and the closing exchange rate depreciated by 14.0%.

Basic earnings per share were positively impacted by a gain of £155.1 million on implementation of the distribution of a 15% shareholding in Ninety One to shareholders on 30 May 2022.

Performance	**FY2023**	FY2022	Variance	% change	Neutral currency % change
Total operating income before expected credit losses (£'m)	2 280.4	1 990.4	290.1	14.6 %	14.8%
Operating costs (£'m)	(1 350.8)	(1 233.9)	(116.9)	9.5 %	9.9%
Adjusted operating profit (£'m)	835.9	687.4	148.5	21.6 %	21.9%
Adjusted earnings attributable to shareholders (£'m)	614.4	505.2	109.2	21.6 %	21.8%
Adjusted basic earnings per share (pence)	68.9	55.1	13.8	25.0 %	25.3%
Basic earnings per share (pence)	85.8	52.0	33.8	65.0%	65.0%
Headline earnings per share (pence)	66.8	53.3	13.4	25.3%	25.5%
Dividend per share (pence)	31.0	25.0	6.0	24.0%	
Dividend payout ratio	45.0%	45.4%			
CLR (credit loss ratio)	0.23%	0.08%			
Cost to income ratio	59.6%	63.3%			
ROE (return on equity)	13.7%	11.4%			
ROTE (return on tangible equity)	14.7%	12.3%			

Balance sheet	**FY2023**	FY2022	Variance	% change	Neutral currency % change
Funds under management (£'bn)	61.0	63.8	(2.8)	(4.5%)	(0.4%)
Customer accounts (deposits) (£'bn)	39.6	40.1	(0.6)	(1.4%)	5.8%
Net core loans and advances (£'bn)	30.2	29.9	0.2	0.8%	7.7%
Cash and near cash (£'bn)	16.4	17.2	(0.8)	(4.7%)	1.7%
NAV per share (pence)	510.0	510.0	—	—%	4.6%
TNAV per share (pence)	474.3	476.6	(2.3)	(0.5%)	4.7%

Salient features by geography	**FY2023**	FY2022	Variance	% change	% change in Rands
Investec Limited (Southern Africa)					
Adjusted operating profit (£'m)	440.9	384.6	56.3	14.6%	14.9%
Cost to income ratio	53.0%	54.8%			
ROE	14.8%	11.5%			
ROTE	14.9%	11.6%			
CET1	14.7%	14.0%			
Leverage ratio	6.5%	7.4%			
Customer accounts (deposits) (£'bn)	20.4	21.8	(1.4)	(6.4%)	6.8 %
Net core loans and advances (£'bn)	14.6	15.5	(0.9)	(5.8%)	7.5 %
Investec plc (UK & Other)					
Adjusted operating profit (£'m)	395.0	302.8	92.2	30.5%	n/a
Cost to income ratio	64.5%	70.0%			
ROE	12.7%	11.3%			
ROTE	14.5%	13.1%			
CET1	12.0%	11.7%			
Leverage ratio	9.4%	9.2%			
Customer accounts (deposits) (£'bn)	19.1	18.3	0.8	4.5 %	
Net core loans and advances (£'bn)	15.6	14.4	1.2	7.9 %	

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Strategy execution

Combination of Investec Wealth & Investment UK (IW&I UK) with Rathbones

On 4 April 2023, the Group announced it had reached agreement on a proposed all-share combination of IW&I UK with Rathbones to create the UK's leading discretionary wealth manager (the "**Enlarged Rathbones Group**") (the "**Combination**"). The Enlarged Rathbones Group will have approximately £100 billion in funds under management and administration ("FUMA"), delivering the scale that will underpin future growth. The Combination establishes a long-term, strategic partnership between the Enlarged Rathbones Group and Investec Group, which will enhance the client proposition across banking and wealth management services for both groups. The Combination represents a significant value creation opportunity for both Investec Group and Rathbones stakeholders. Under the terms of the agreement, Investec will own 41.25% of the Enlarged Rathbones Group in which it will be a long-term strategic shareholder, participating in the anticipated value creation from the combination including identified banking opportunities. The Combination is subject to, among other things, Rathbones shareholder and regulatory approvals. Completion is expected to occur in early Q4 2023 (subject to approvals). The full announcement can be found here www.investec.com/content/dam/investor-relations/presentations-and-announcements/Investec-Announcement.pdf

Capital optimisation

Investec has made significant progress in its capital optimisation strategy. To date, the Group has acquired c.52 million INL and INP shares or an equivalent of c.5.2% of the shares outstanding before the November 2022 announcement of the share purchase and share buy-back programme; and returned c.R5.5 billion or £245 million to shareholders through this programme. In South Africa, Investec Limited received approval to commence capital measurement for the income producing real estate portfolio under the advanced internal ratings based (AIRB) approach, resulting in 242bps uplift to the CET 1 ratio at implementation.

Investec Equity Partners (IEP) Group restructure

As disclosed to shareholders in the September 2022 interim results:

- The IEP Group and Bud Group shareholders have approved a restructure to facilitate an exit by certain IEP shareholders, including Investec, by way of a share buyback. The restructure entails the transfer of certain assets to a Newco, to facilitate the orderly disposal of those assets
- Newco had entered into binding transaction agreements to dispose of certain chemical assets ("Chemical Asset Sale")

Shareholders are advised that the Chemical Asset Sale closed during the reporting period ended 31 March 2023, and on the back of this transaction as well as additional transactions pursuant to the IEP and Bud Group restructure, c.R810 million cash proceeds were received by Investec Limited in FY2023. Post year end, an additional R183 million has been received. The carrying value of the shareholding in IEP as at 31 March 2023 was R4.7 billion (FY2022: R5.4 billion).

The balance of the asset disposal process is anticipated to conclude over the next 18 months, subject to market conditions.

Investec Property Fund (IPF) internalisation

Post Investec Group's year-end, IPF shareholders approved the internalisation of the management company (Manco) which we believe will position the IPF platform well to unlock shareholder value in the long term This is subject to regulatory approval, including the Competition Authorities. Closing is expected to occur in Q3 2023.

Outlook

The Group is well positioned to continue supporting its clients notwithstanding the uncertain macroeconomic outlook. We have strong capital and robust liquidity levels to navigate the current environment and pursue our identified growth initiatives in our chosen markets.

FY2024 guidance

Based on the macroeconomic outlook for our two core geographies, the Group currently expects:

- Revenue outlook to be underpinned by moderate book growth, continued elevated interest rates and client activity levels
- Overall costs to be contained with cost to income ratio of approximately 60%, despite inflationary pressures and continued investment in the business
- A normalisation of credit loss ratio to inside the through-the-cycle (TTC) range of 25bps to 35bps
- Capital optimisation strategies to continue as well as progress on IEP
- ROE to be around the mid-point of the Group's current target range of 12% to 16%.

Group financial performance

Overview

Pre-provision adjusted operating profit increased, supported by continued client acquisition resulting in higher average advances, rising interest rates and increased client activity. Fee and commission income in our Wealth & Investment businesses was negatively impacted by the effects of the market sell off on average FUM.

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Fixed operating expenditure reflects inflationary pressures, continued investment in technology and people and post-pandemic normalisation in certain business expenses.

Impairments were driven by updated forward-looking macroeconomic scenarios since FY2022, and Stage 3 ECL charges. A portion of post-model management overlays raised since the onset of COVID-19 for potential risk migration have been released and now catered for in-model. Recoveries of previously written off exposures remained high in South Africa.

Pre-provision adjusted operating profit increased 28.0% to £917 million (FY2022: £716.2 million)

Revenue increased 14.6% to £2 280.4 million

(FY2022: £1 990.4 million)

Net interest income increased 37.1% to £1 295.8 million (FY2022: £945.3 million) driven by higher average interest earning assets and rising interest rates.

Non-interest revenue (NIR) decreased 5.8% to £984.7 million (FY2022: £1 045.1 million).

- Net fee and commission income decreased 4.7% to £779.4 million (FY2022: £818.2 million), reflecting lower fee income from Wealth & Investment and UK equity capital markets given market volatility and uncertainty during the year, partly offset by higher fees from increased client activity in South Africa
- Investment loss of £17.1 million (FY2022: £28.0 million gain) reflects fair value adjustments of £55.3 million within the Group Investment portfolio, primarily in IPF's investment properties, partly offset by dividends received and realised gains on disposal of investments
- Share of post-taxation profit of associates and joint venture holdings decreased to £29.1 million (FY2022: £79.6 million), largely driven by:
  - Lower share of associate earnings following the distribution of Ninety One in May 2022 when it ceased to be classified as an associate, partly offset by
  - Higher share of earnings from IEP given improvement in the operational performance of the underlying investee companies within IEP, before it ceased to be classified as an associate on 30 November 2022
- Trading income arising from customer flow increased by 2.3% to £131.2 million from £128.3 million in the prior year. Positively impacted by 31.6% increase in trading income from our banking franchises on the back of increased client activity. This was partly offset by mark-to-market (MTM) loss of £11.3 million on IPF balance sheet hedging activities compared to a gain in the prior year
- Net trading gains arising from balance sheet management and other trading activities were £57.7 million compared to a loss of (£21.1 million) in the prior year. The gains arise from MTM movements in the value of currency and interest rate hedges on the balance sheet
- Other operating income of £4.4 million (FY2022: £12.2 million income) includes fair value movements on instruments held to meet non-equity settled share schemes. The corresponding liability is reflected in other liabilities with changes in the value of the liability expensed through staff expenses in operating costs.

Expected credit loss (ECL) impairment charges increased by £52.3 million to £81.1 million (FY2022: £28.8 million) resulting in a credit loss ratio of 23bps (FY2022: 8bps)

Asset quality remains strong, with exposures to a carefully defined target market well covered by collateral. The ECL increase was primarily driven by the deterioration in forward-looking macroeconomic outlook since March 2022 and Stage 3 ECL impairment charges. The Group has maintained a lower level of post-model management overlays to account for risks assessed as inadequately reflected in the models.

Operating costs increased 9.5% to £1 350.8 million (FY2022: £1 233.9 million)

Fixed operating expenditure increased by 11.3% due to inflationary pressures, investment in technology and people and post-pandemic normalisation in discretionary expenditure. The cost to income ratio improved to 59.6% from 63.3% in FY2022.

Since March 2019, fixed costs increased 3.4%, while revenue grew by 16.7% reflecting the heightened focus on cost discipline whilst growing scale in our chosen franchises.

Taxation

The taxation charge on adjusted operating profit was £179.7 million (FY2022: £143.3 million), resulting in an effective tax rate of 21.9% (FY2022: 22.1%).

In the UK, the effective tax rate is 19.9% (FY2022: 14.7%), the prior period is mainly driven by higher deferred tax assets on the back of higher tax rates.

SA's effective tax rate is 23.7% (FY2022: 26.9%). The prior year higher tax rate in SA relates to a release of certain deferred tax assets held in our property division.

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Funding and liquidity

Customer deposits increased by 5.8% in neutral currency and decreased 1.4% to £39.6 billion (FY2022: £40.1 billion) at 31 March 2023 on a reported basis. Customer deposits increased by 4.5% to £19.1 billion for Investec plc and increased by 6.8% to R448.5 billion for Investec Limited. Cash and near cash of £16.4 billion (£8.6 billion in Investec plc and R171.4 billion in Investec Limited) at 31 March 2023 represent approximately 41.4% of customer deposits. Loans and advances to customers as a percentage of customer deposits was 75.6%.

The Group comfortably exceeds Basel liquidity requirements for the Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR).

- Investec Bank Limited (consolidated Group) ended the period to 31 March 2023 with the three-month average of its LCR at 153.6% and an NSFR of 116.4%
- Investec plc reported a LCR of 383% and a NSFR of 147% at 31 March 2023.

Capital adequacy and leverage ratios

Capital and leverage ratios remain sound, ahead of Board-approved minimum targets and regulatory requirements. The CET1 and leverage ratio were 14.7% and 6.5% for Investec Limited (increased Internal Ratings Based scope) and 12.0% and 9.4% for Investec plc (Standardised approach) respectively.

Refer to page 115 for further capital adequacy disclosures.

Segmental performance

Wealth & Investment

Adjusted operating profit from the Wealth & Investment businesses increased 1.1% to £124.6 million (FY2022: £123.1 million), positively impacted by the net inflows in discretionary FUM and rising global interest rates, partly offset by the effects of unfavourable market levels on fees in the year under review.

Wealth & Investment	Southern Africa					UK & Other				Total	
	FY2023	FY2022^	Variance			**FY2023**	FY2022^	Variance		**FY2023**	FY2022^
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income	120.2	115.5	4.7	4.1%	5.5%	347.7	338.3	9.3	2.8%	467.8	453.8
Operating costs	(87.4)	(82.9)	(4.4)	5.3%	7.0%	(255.9)	(247.7)	(8.2)	3.3%	(343.3)	(330.7)
Adjusted operating profit	**32.8**	**32.5**	**0.3**	**0.8%**	**1.8%**	**91.8**	**90.6**	**1.2**	**1.3%**	**124.6**	**123.1**

^ Restated. Following a strategic review, our Swiss operations have been earmarked to play a key role in the Group's strategic expansion of its international wealth services. To ensure strategic alignment, the results of the Switzerland wealth business are now reported as part of the Southern Africa Wealth & Investment business (previously reported as part of the UK & Other Wealth & Investment business). The comparative period has been restated to reflect this change. There has been no change in the legal or ownership structures.

Southern Africa Wealth & Investment (in Rands)

Adjusted operating profit increased by 1.8% to R672 million (FY2022: R660 million).

Total FUM increased by 10.4% to R435.1 billion (FY2022: R394.0 billion) driven by discretionary and annuity net inflows of R5.9 billion, and the net impact from positive foreign currency translation gains. Non-discretionary FUM reported net outflows of R10.6 billion in the current year.

Revenue grew by 5.5% underpinned by inflows into local investment products in the current year and offshore investment products in the prior year in discretionary and annuity portfolios. Non-discretionary brokerage decreased markedly in the current period due to lower trading volumes given market volatility.

Operating costs increased 7.0%, influenced by continued investment in the platform, as well as post-pandemic normalisation of business expenses. Operating margins decreased to 27.3% from 28.2% in FY2022.

UK & Other Wealth & Investment

Adjusted operating profit increased 1.3% to £91.8 million (FY2022: £90.6 million) with higher net interest income from rising global interest rates offset by lower net fees and commission income given unfavourable market levels and subdued net inflows.

FUM decreased by 5.0% to £40.7 billion impacted by declining market levels since 31 March 2022 (FY2022: £42.9 billion). Net inflows were £608 million translating to a net organic growth in FUM of 1.4%. The extent of market volatility and the inflationary environment resulted in reduced appetite amongst existing clients to invest new funds, negatively impacting both net inflows and fee income.

Revenue increased by 2.8%, driven by positive net inflows in the current and prior years, along with higher net interest income. Fee income decreased year on year due to lower market levels. Commission based income was also negatively impacted by the market conditions

Operating costs were up 3.3% due to inflationary pressures and the post-pandemic normalisation in certain discretionary expenditure. Operating margin was 25.8% (FY2022: 27.0%).

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Specialist Banking

Adjusted operating profit from Specialist Banking increased 33.9% to £727.1 million (FY2022: £543.0 million). Pre-provision adjusted operating profit increased 41.4% to £808.0 million (FY2022: £571.3 million).

Specialist Banking	Southern Africa					UK & Other				Total	
	FY2023	FY2022	Variance			**FY2023**	FY2022	Variance		**FY2023**	FY2022
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income (before ECL)	846.1	721.7	124.4	17.2%	18.2%	933.7	720.4	213.3	29.6%	1 779.8	1 442.0
ECL impairment charges	(14.1)	(3.1)	(11.1)	>100.0%	>100.0%	(66.7)	(25.2)	(41.5)	>100.0%	(80.8)	(28.2)
Operating costs	(407.5)	(369.0)	(38.5)	10.4%	11.4%	(563.6)	(501.6)	(62.0)	12.4%	(971.0)	(870.5)
(Profit)/loss attributable to NCI	(0.8)	(0.3)	(0.5)	>100.0%	>100.0%	—	—	—	—%	(0.8)	(0.3)
Adjusted operating profit	**423.8**	**349.4**	**74.4**	**21.3%**	**22.0%**	**303.4**	**193.7**	**109.7**	**56.7%**	**727.1**	**543.0**

Southern Africa Specialist Banking (in Rands)

Adjusted operating profit increased 22% to R8 668 million (FY2022: R7 104 million)

Revenue increased 18.2%, and was positively impacted by higher average interest earning assets, rising interest rates, increased client activity and continued client acquisition in line with our growth strategy. This was augmented by positive investment income.

Net interest income increased 19.1% driven by higher average interest earning assets and rising interest rates.

Non-interest revenue increased 16.4% driven by:

- Higher fee income from increased activity levels in all our client franchises, including utilisation of trade finance facilities and higher investment banking fees.
- Investment income largely benefitted from non-repeat of prior year negative FV adjustments.
- Trading income from customer flow reflects increased client activity given heightened volatility and rising interest rates.
- Balance sheet management and other trading activities reflects net foreign currency translation gains on non-Rand denominated monetary assets and liabilities. This was partly offset by mark-to-market (MTM) losses on certain interest rate, currency swaps.

Partially offset by:

- Other negatively impacted by MTM losses on instruments held to meet non-equity settled share schemes.

ECL impairment charges increased to R289 million from R51 million in the prior year. The credit loss ratio on core loans subject to ECL was 8bps (FY2022: Nil), primarily driven by the idiosyncratic Stage 3 ECL charges on certain exposures. Post-model management overlays of R106 million were released, with R113 million retained to account for emerging risks assessed as inadequately reflected in the forward-looking model. Released overlays were previously held for anticipated migration risk in Private Bank are now catered for in-model. ECL charged was positively impacted by the reversal of impairments and recoveries on previously impaired loans.

The cost to income ratio was 48.2% (FY2022: 51.1%). Operating costs increased 11.4% driven by higher personnel expenses due to salary increases, increased headcount, variable remuneration and the post-pandemic normalisation of discretionary expenditure. Fixed costs increased 14.8%, this follows periods of well contained cost growth, resulting in a 5.5% compounded annual growth rate since 31 March 2019.

Net core loans grew by 7.5% to R320.7 billion (FY2022: R298.4 billion). Corporate lending portfolios grew by 20.7% since 31 March 2022, driven by increased corporate credit demand across our lending specialisations. Advances to private clients reported subdued growth of 2.6% year to date with a reasonable growth in residential mortgages.

UK & Other Specialist Banking

Adjusted operating profit increased by 56.7% to £303.4 million (FY2022: £193.7 million) driven by strong revenue growth across our lending franchises and increased client trading income from customer flow given heightened market volatility during the year.

Net interest income increased 47.5% driven by higher average interest earning assets and the positive effect of rising global interest rates.

Non-interest revenue decreased by 6.3% due to:

- Lower fees from equity capital markets partially offset by higher advisory fees from Growth and Leveraged Finance and Fund Solutions
- Lower investment income of £5.0 million due to fair value adjustments on investments and lower dividend income

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Partly offset by

- Trading income from customer flow increased 45.5% over the prior period reflecting strong client activity levels in our interest rate and currency desks given market volatility
- Trading income from balance sheet management and other trading activities increased >100% reflecting the positive positioning in balance management activities.

ECL impairment charges totalled £66.7 million, resulting in a credit loss ratio of 37bps (FY2022: 17bps). The increase in ECL charges was driven by an increase in modelled ECLs due to forward-looking macro-economic assumptions and Stage 3 ECL charges on certain exposures. Post-model management overlay of £11.9 million raised since the onset of the COVID-19 pandemic was released, with £4.9 million retained to account for risks judged as not reflected in-model. Released post-model overlays are now captured in-model..

The cost to income ratio improved to 60.4% (FY2022: 69.6%). Operating costs increased by 12.4% year on year primarily driven by an increase in variable remuneration in line with business performance, inflationary pressures and investment in people and technology. Fixed operating costs increased below the UK inflation rate at 8.4%. The fixed operating costs trajectory since March 2019 reflects the impact of various strategic actions; with FY2023 costs 4.3% below March 2019 costs while revenue is 22.9% higher over the same period.

Net core loans grew by 7.9% to £15.6 billion since 31 March 2022 driven by residential mortgages and strong demand for corporate credit across multiple portfolios which was offset by higher redemptions in the current year. Residential mortgages also had higher redemptions in the second half of the financial year.

Group Investments

Group Investments includes the holding in Ninety One, the IEP Group, Investec Property Fund (IPF) and other equity investments.

Group Investments	Southern Africa					UK & Other				Total	
	FY2023	FY2022	Variance			**FY2023**	FY2022	Variance		**FY2023**	FY2022
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income (net of ECL charges)	14.5	60.5	(46.1)	(76.2%)	(83.9%)	18.1	33.4	(15.3)	(45.8%)	32.6	93.9
Operating costs	(3.0)	(1.9)	(1.0)	52.1%	55.6%	—	—	—	—	(3.0)	(1.9)
(Profit) attributable to NCI	(11.8)	(39.9)	28.1	(70.4%)	(77.1%)	—	—	—	—	(11.8)	(39.9)
Adjusted operating profit	**(0.3)**	**18.7**	**(19.0)**	**(>100%)**	**(>100%)**	**18.1**	**33.4**	**(15.3)**	**(45.8%)**	**17.8**	**52.1**

.Adjusted operating profit from Group Investments decreased by 65.8% to £17.8 million (FY2022: £52.1 million) driven by:

- Lower share of associate earnings from Ninety One following the 15% distribution in May 2022 and consequent derecognition as an investment in associate.
- Net fair value adjustments on IPF's investment property portfolio.
- Negative fair value adjustment to IEP's carrying value to align it with realisable value.

Partially offset by

- Continued improvement in the operational performance of the underlying investee companies within IEP.

On behalf of the Boards of Investec plc and Investec Limited

Philip Hourquebie
Chair
17 May 2023

Fani Titi
Chief Executive

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Profit Forecast

The following matters highlighted in this announcement contain forward-looking statements:

- Revenue outlook is underpinned by book growth, elevated interest rates and client activity levels
- Overall costs to be contained with cost to income of approximately 60%, despite inflationary pressures and continued investment in the business
- A normalisation of ECL charges to inside the through-the-cycle (TTC) range of 25bps to 35bps
- Capital optimisation strategies to continue and progress on IEP expected
- ROE to be around mid-range of the Group's current target range of 12% to 16%.

The basis of preparation of this statement and the assumptions upon which it was based are set out below. This statement is subject to various risks and uncertainties and other factors – these factors may cause the Group's actual future results, performance or achievements in the markets in which it operates to differ from those expressed in this Profit Forecast.

Any forward-looking statements made are based on the knowledge of the Group at 17 May 2023.

This forward-looking statement represents a profit forecast under the Listing Rules. The Profit Forecast relates to the year ending 31 March 2024.

The financial information on which the Profit Forecast was based is the responsibility of the Directors of the Group and has not been reviewed and reported on by the Group's auditors.

Basis of preparation

The Profit Forecast has been properly compiled using the assumptions stated below, and on a basis consistent with the accounting policies adopted in the Group's 31 March 2022 audited annual financial statements, which are in accordance with IFRS.

Assumptions

The Profit Forecast has been prepared on the basis of the following assumptions during the forecast period:

Factors outside the influence or control of the Investec Board:

- There will be no material change in the political and/or economic environment that would materially affect the Investec Group
- There will be no material change in legislation or regulation impacting on the Investec Group's operations or its accounting policies
- There will be no business disruption that will have a significant impact on the Investec Group's operations, whether for the economic effects of increased geopolitical tensions or otherwise
- The Rand/Pound Sterling, Euro/Pound, INR/Pound and US Dollar/Pound Sterling exchange rates and the tax rates remain materially unchanged from the prevailing rates detailed above
- There will be no material changes in the structure of the markets, client demand or the competitive environment
- There will be no material change to the facts and circumstances relating to legal proceedings and uncertain tax matters.

Estimates and judgements

In preparation of the Profit Forecast, the Group makes estimations and applies judgement that could affect the reported amount of assets and liabilities within the reporting period. Key areas in which judgement is applied include:

- Valuation of unlisted investments primarily in private equity, direct investments portfolios and embedded derivatives. Key valuation inputs are based on the most relevant observable market inputs, adjusted where necessary for factors that specifically apply to the individual investments and recognising market volatility
- The determination of ECL against assets that are carried at amortised cost and ECL relating to debt instruments at fair value through other comprehensive income (FVOCI) involves the assessment of future cash flows which is judgmental in nature
- Valuation of investment properties is performed by capitalising the budget net income of the property at the market related yield applicable at the time.
- The Group's income tax charge and balance sheet provision are judgmental in nature. This arises from certain transactions for which the ultimate tax treatment can only be determined by final resolution with the relevant local tax authorities. The Group recognises in its tax provision certain amounts in respect of taxation that involve a degree of estimation and uncertainty where the tax treatment cannot finally be determined until a resolution has been reached by the relevant tax authority. The carrying amount of this provision is often dependent on the timetable and progress of discussions and negotiations with the relevant tax authorities, arbitration processes and legal proceedings in the relevant tax jurisdictions in which the Group operates. Issues can take many years to resolve and assumptions on the likely outcome would therefore have to be made by the Group
- Where appropriate, the Group has utilised expert external advice as well as experience of similar situations elsewhere in making any such provisions
- Determination of interest income and interest expense using the effective interest rate method involves judgement in determining the timing and extent of future cash flows.

2023 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Accounting policies, significant judgements and disclosures

These reviewed condensed combined consolidated financial results have been prepared in terms of the recognition and measurement criteria of International Financial Reporting Standards (IFRS) and the presentation and disclosure requirements of IAS 34, "Interim Financial Reporting" and IFRS as adopted by the UK which comply with IFRS' as issued by the IASB. At 31 March 2023, UK adopted IFRS are identical in all material respects to current IFRS applicable to the Group, with differences only in the effective dates of certain standards.

The accounting policies applied in the preparation of the results for the year ended 31 March 2023 are consistent with those adopted in the audited financial statements for year ended 31 March 2022.The financial results have been prepared under the supervision of Nishlan Samujh, the Group Finance Director. The preliminary financial statements for the year ended 31 March 2023 are available on the Group's website.

www.investec.com

Proviso

- Please note that matters discussed in this announcement may contain forward-looking statements which are subject to various risks and uncertainties and other factors, including, but not limited to:
  - changes in the political and/or economic environment that would materially affect the Investec Group
  - changes in the economic environment caused by worsening of the energy supply crisis
  - changes in legislation or regulation impacting the Investec Group's operations or its accounting policies
  - changes in business conditions that will have a significant impact on the Investec Group's operations
  - changes in exchange rates and/or tax rates from the prevailing rates outlined in this announcement
  - changes in the structure of the markets, client demand or the competitive environment
- A number of these factors are beyond the Group's control
- These factors may cause the Group's actual future results, performance or achievements in the markets in which it operates to differ from those expressed or implied.
- Any forward-looking statements made are based on the knowledge of the Group at 17 May 2023
- The information in the Group's announcement for the year ended 31 March 2023, which was approved by the Board of Directors on 17 March 2023, does not constitute statutory accounts as defined in Section 435 of the UK Companies Act 2006. The 31 March 2022 financial statements were filed with the registrar and were unqualified with the audit report containing no statements in respect of sections 498(2) or 498(3) of the UK Companies Act
- The financial information on which forward-looking statements are based is the responsibility of the Directors of the Group and has not been reviewed and reported on by the Group's auditors.

A full version of the Group's announcement is available on the Group's website:

www.investec.com

Financial assistance

Shareholders are referred to Special Resolution number 30, which was approved at the annual general meeting held on 4 August 2022, relating to the provision of direct or indirect financial assistance in terms of Section 45 of the South African Companies Act, No 71 of 2008 to related or inter-related companies. Shareholders are hereby notified that in terms of S45(5)(a) of the South African Companies Act, the Boards of Directors of Investec Limited and Investec Bank Limited provided such financial assistance during the period 1 April 2022 to 31 March 2023 to various Group subsidiaries.

PRESENTATION OF FINANCIAL INFORMATION

Basis of presentation

Investec operates under a Dual Listed Companies (DLC) structure with primary listings of Investec plc on the London Stock Exchange and Investec Limited on the JSE Limited.

In terms of the contracts constituting the DLC structure, Investec plc and Investec Limited effectively form a single economic enterprise from a shareholder perspective, in which the economic and voting rights of ordinary shareholders of the companies are maintained in equilibrium relative to each other. Creditors, however, are ring-fenced to either Investec plc or Investec Limited as there are no cross-guarantees between the companies.The directors of the two companies consider that for financial reporting purposes, the fairest presentation is achieved by combining the results and financial position of both companies.

Accordingly, these year end results reflect the results and financial position of the combined DLC Group under UK adopted International Financial Reporting Standards (IFRS) which comply with IFRS as issued by the International Accounting Standards Board (IASB) and the (EC) No. 1606/2022 as it applies in the European Union, denominated in Pounds Sterling. In the commentary above, all references to Investec or the Group relate to the combined DLC Group comprising Investec plc and Investec Limited.

Following a review of the liquidity, capital position, profitability, the business model and operational risks facing the business, the directors have a reasonable expectation that the Investec Group will be a going concern for a period of at least 12 months. The results for the year ended 31 March 2023 have accordingly been prepared on the going concern basis.

Unless the context indicates otherwise, all comparatives included in the commentary above relate to the year ended 31 March 2022.

Amounts represented on a neutral currency basis for income statement items assume that the relevant average exchange rates for the year ended 31 March 2023 remain the same as those in the prior year. Amounts represented on a neutral currency basis for balance sheet items assume that the relevant closing exchange rates at 31 March 2023 remain the same as those at 31 March 2022.

Neutral currency information is considered as pro-forma financial information as per the JSE Listings Requirements and is therefore the responsibility of the Group's Board of Directors. Pro-forma financial information was prepared for illustrative purposes and because of its nature may not fairly present the issuer's financial position, changes in equity, or results of operations.The external auditors of Investec Limited performed a review of the pro-forma financial information and the opinion is available for inspection at the registered offices of Investec Limited and Investec plc upon request.

Foreign currency impact

The Group's reporting currency is Pounds Sterling. Certain of the Group's operations are conducted by entities outside the UK. The results of operations and the financial condition of these individual companies are reported in the local currencies in which they are domiciled, including Rands, Australian Dollars, Euros, US Dollars and Indian Rupee. These results are then translated into Pounds Sterling at the applicable foreign currency exchange rates for inclusion in the Group's combined consolidated financial statements. In the case of the income statement, the weighted average rate for the relevant period is applied and, in the case of the balance sheet, the relevant closing rate is used.

The following table sets out the movements in certain relevant exchange rates against Pounds Sterling over the period:

	31 March 2023		**31 March 2022**	
Currency per £1.00	**Closing**	**Average**	Closing	Average
South African Rand	21.94	20.45	19.24	20.28
Euro	1.14	1.16	1.18	1.18
US Dollar	1.24	1.21	1.31	1.37

Exchange rates between local currencies and Pounds Sterling have fluctuated over the period. The most significant impact arises from the volatility of the Rand. The average Rand: Pound Sterling exchange rate over the period has depreciated by 0.8% against the comparative year ended 31 March 2022, and the closing rate has depreciated by 14.0% since 31 March 2022.

SALIENT FEATURES

	31 March 2023	31 March 2022	% change
Income statement and selected returns			
Adjusted earnings attributable to ordinary shareholders (£'000)	614 352	505 167	21.6%
Headline earnings (£'000)	595 612	489 377	21.7%
Adjusted operating profit (£'000)	835 928	687 409	21.6%
Cost to income ratio	59.6%	63.3%	
Staff compensation to operating income ratio	42.7%	45.8%	
Return on average shareholders' equity (post-tax)	13.7%	11.4%	
Return on average tangible shareholders' equity (post-tax)	14.7%	12.3%	
Return on average risk weighted assets	1.91%	1.50%	
Net interest income as a % of operating income	56.8%	47.5%	
Non-interest income as a % of operating income	43.2%	52.5%	
Annuity income as a % of total operating income	81.2%	76.2%	
Effective operational tax rate	21.9%	22.1%	
Share statistics			
Adjusted earnings per share (pence)	68.9	55.1	25.0%
Headline earnings per share (pence)	66.8	53.3	25.3%
Basic earnings per share (pence)	85.8	52.0	65.0%
Diluted basic earnings per share (pence)	82.5	50.2	64.3%
Dividend per share (pence)	31.0	25.0	24.0%
Dividend payout ratio	45.0%	45.4%	

	31 March 2023	31 March 2022	% change
Balance sheet			
Total assets^^ (£'million)	57 295	58 888	(2.7%)
Net core loans (£'million)	30 179	29 934	0.8%
Cash and near cash balances (£'million)	16 361	17 161	(4.7%)
Customer accounts (deposits) (£'million)	39 556	40 118	(1.4%)
Funds under management (£'million)	60 959	63 800	(4.5%)
Gearing ratio (assets excluding assurance assets to total equity)	10.7x	10.2x	
Core loans to equity ratio	5.7x	5.2x	
Loans and advances to customers as a % of customer deposits	75.6%	73.7%	
Credit loss ratio	0.23%	0.08%	
Stage 3 net of ECL as a % of net core loans subject to ECL	2.0%	1.6%	
Share statistics			
Net asset value per share (pence)	510.0	510.0	—%
Tangible net asset value per share (pence)	474.3	476.6	(0.5%)
Weighted number of ordinary shares in issue (million)	891.9	917.5	(2.8%)
Total number of shares in issue (million)	995.1	1 006.5	(1.1%)
Capital ratios^			
Investec plc			
Total capital ratio	17.5%	16.8%	
Common Equity Tier 1 ratio	12.0%	11.7%	
Leverage ratio	9.4%	9.2%	
Investec Limited			
Total capital adequacy ratio	18.3%	17.5%	
Common Equity Tier 1 ratio	14.7%	14.0%	
Leverage ratio	6.5%	7.4%	

Refer to alternative performance measures and definitions sections found on pages 137 to 138.

^ The Group's expected Basel III 'fully loaded' numbers are provided on page 115.
^^ Restated as detailed on page 64.

EXCHANGE RATE IMPACT ON RESULTS

As noted on page 22, exchange rates between local currencies and Pounds Sterling have fluctuated over the period. The most significant impact arises from the volatility of the Rand. The average Rand: Pound Sterling exchange rate over the period has depreciated by 0.8% against the comparative year ended 31 March 2022, and the closing rate has depreciated by 14.0% since 31 March 2022. The following tables provide an analysis of the impact of the Rand on our reported numbers.

	Results in Pounds Sterling					Results in Rands		
	Year to 31 March 2023	Year to 31 March 2022	% change	**Neutral currency^ Year to 31 March 2023**	Neutral currency % change	**Year to 31 March 2023**	Year to 31 March 2022	% change
Adjusted operating profit before taxation (million)	£836	£687	21.6%	£838	22.0%	R17 055	R13 947	22.3%
Earnings attributable to shareholders (million)	£805	£516	56.0%	£804	55.8%	R16 376	R10 481	56.2%
Adjusted earnings attributable to shareholders (million)	£614	£505	21.6%	£615	21.8%	R12 524	R10 256	22.1%
Adjusted earnings per share	68.9p	55.1p	25.0%	69.0p	25.2%	1404c	1118c	25.6%
Basic earnings per share	85.8p	52.0p	65.0%	85.6p	64.6%	1745c	1055c	65.4%
Headline earnings per share	66.8p	53.3p	25.3%	66.9p	25.5%	1398c	1083c	29.1%

	Results in Pounds Sterling					Results in Rands		
	At 31 March 2023	At 31 March 2022	% change	**Neutral currency^^ At 31 March 2023**	Neutral currency % change	**At 31 March 2023**	At 31 March 2022	% change
Net asset value per share	510.0p	510.0p	—%	533.5p	4.6%	11 191c	9 810c	14.1%
Tangible net asset value per share	474.3p	476.6p	(0.5%)	498.8p	4.7%	10 407c	9 167c	13.5%
Total equity (million)	£5 332	£5 740	(7.1%)	£5 696	(0.8%)	R116 999	R110 410	6.0%
Total assets (million)*	£57 295	£58 888	(2.7%)	£61 357	4.2%	R1 257 211	R1 131 872	11.1%
Core loans (million)	£30 179	£29 934	0.8%	£32 236	7.7%	R662 205	R575 773	15.0%
Cash and near cash balances (million)	£16 361	£17 161	(4.7%)	£17 461	1.7%	R359 006	R330 089	8.8%
Customer accounts (deposits) (million)	£39 556	£40 118	(1.4%)	£42 433	5.8%	R867 968	R771 675	12.5%
Funds under management (million)	£60 959	£63 800	(4.5%)	£63 525	(0.4%)	R1 337 609	R1 227 209	9.0%

^ For income statement items we have used the average Rand: Pound Sterling exchange rate that was applied in the prior period, i.e. 20.28.
^^ For balance sheet items we have assumed that the Rand: Pound Sterling closing exchange rate has remained neutral since 31 March 2022.
• Restated as detailed on page 64

Neutral currency information is considered as pro-forma financial information as per the JSE Listings Requirements and is therefore the responsibility of the Group's Board of directors. Pro-forma financial information was prepared for illustrative purposes and because of its nature may not fairly present the issuer's financial position, changes in equity, or results of operations. The external auditors issued a limited assurance report in respect of the neutral currency information. The report is available for inspection at the registered office of Investec upon request.

CONDENSED COMBINED CONSOLIDATED INCOME STATEMENT

£'000	Note*	Year to 31 March 2023	Year to 31 March 2022
Interest income	2	3 397 341	1 951 209
Interest expense	2	(2 101 584)	(1 005 939)
Net interest income	2	**1 295 757**	**945 270**
Fee and commission income	3	832 213	864 639
Fee and commission expense	3	(52 860)	(46 423)
Investment (loss)/income	4	(17 145)	27 974
Share of post-taxation profit of associates and joint venture holdings	5	29 149	79 556
Trading income/(loss) arising from			
– customer flow	6	131 204	128 277
– balance sheet management and other trading activities	6	57 714	(21 128)
Other operating income	7	4 386	12 190
Total operating income before expected credit loss impairment charges	1	**2 280 418**	**1 990 355**
Expected credit loss impairment charges	8	(81 089)	(28 828)
Operating income		**2 199 329**	**1 961 527**
Operating costs	9	(1 350 835)	(1 233 948)
Operating profit before goodwill, acquired intangibles and strategic actions		**848 494**	**727 579**
Impairment of goodwill	10	(890)	(1 962)
Amortisation of acquired intangibles	10	(15 160)	(15 477)
Amortisation of acquired intangibles of associates	10	(1 542)	(9 249)
Closure and rundown of the Hong Kong direct investments business	12	(450)	(1 203)
Operating profit		**830 452**	**699 688**
Net gain/(implementation costs) on distribution of associate to shareholders	12	154 438	(2 427)
Financial impact of Group restructures	12	(4 968)	—
Profit before taxation		**979 922**	**697 261**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	11	(179 704)	(143 309)
Taxation on acquired intangibles and strategic actions		17 213	2 422
Profit after taxation		**817 431**	**556 374**
Profit attributable to non-controlling interests		(12 566)	(40 170)
Earnings attributable to shareholders		**804 865**	**516 204**
Earnings attributable to ordinary shareholders		764 446	475 469
Earnings attributable to perpetual preferred securities and other Additional Tier 1 security holders		40 419	40 735

* Refer to Financial review section for notes.

COMBINED CONSOLIDATED STATEMENT OF TOTAL COMPREHENSIVE INCOME

£'000	Year to 31 March 2023	Year to 31 March 2022
Profit after taxation	817 431	556 374
Other comprehensive income:		
Items that may be reclassified to the income statement		
Fair value movements on cash flow hedges taken directly to other comprehensive income^	39 717	(4 311)
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income^	(48 515)	(301)
Gain on realisation of debt instruments at FVOCI recycled through the income statement^	(2 960)	(2 010)
Foreign currency adjustments on translating foreign operations	(306 053)	173 160
Items that will not be reclassified to the income statement		
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	(7)	617
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income^	(657)	3 420
Movement in post-retirement benefit liabilities	75	40
Net gain attributable to own credit risk^	104	11 095
Total comprehensive income	**499 135**	**738 084**
Total comprehensive income attributable to ordinary shareholders	513 518	629 300
Total comprehensive (loss)/income attributable to non-controlling interests	(54 802)	68 049
Total comprehensive income attributable to perpetual preferred securities	40 419	40 735
Total comprehensive income	**499 135**	**738 084**

^ Net of taxation of £6.4 million taxation expense (31 March 2022: £3.5 million taxation expense).

COMBINED CONSOLIDATED BALANCE SHEET

At £'000	31 March 2023	31 March 2022^	31 March 2021^
Assets			
Cash and balances at central banks	6 437 709	5 998 270	3 517 100
Loans and advances to banks	1 450 627	2 552 061	2 637 436
Non-sovereign and non-bank cash placements	644 065	684 983	439 841
Reverse repurchase agreements and cash collateral on securities borrowed	3 632 658	4 609 778	3 575 713
Sovereign debt securities	4 751 646	4 148 867	3 711 623
Bank debt securities	939 509	1 515 210	1 121 730
Other debt securities	1 229 392	1 229 287	1 364 235
Derivative financial instruments	1 386 134	1 590 513	1 683 214
Securities arising from trading activities	1 632 391	683 329	1 024 671
Investment portfolio	1 330 907	912 872	909 050
Loans and advances to customers	29 911 158	29 561 088	26 041 087
Own originated loans and advances to customers securitised	272 879	375 763	401 912
Other loans and advances	142 726	128 284	102 135
Other securitised assets	103 151	123 888	140 087
Interests in associated undertakings and joint venture holdings	53 703	734 434	679 157
Current taxation assets	69 322	33 653	60 325
Deferred taxation assets	258 126	259 370	246 622
Other assets	1 581 693	2 139 354	2 237 646
Property and equipment	278 561	335 420	329 972
Investment properties	722 481	820 555	832 061
Goodwill	262 632	258 404	259 805
Software	15 401	9 443	58 968
Other acquired intangible assets	41 136	44 152	12 574
Non-current assets classified as held for sale	35 761	79 229	51 783
	57 183 768	**58 828 207**	**51 438 747**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	110 891	59 549	52 405
	57 294 659	**58 887 756**	**51 491 152**
Liabilities			
Deposits by banks	3 617 524	3 178 668	2 403 712
Derivative financial instruments	2 424 036	2 581 315	2 231 166
Other trading liabilities	202 256	275 589	326 189
Repurchase agreements and cash collateral on securities lent	936 564	863 285	1 003 312
Customer accounts (deposits)	39 555 669	40 118 412	34 449 430
Debt securities in issue	1 802 586	2 043 640	1 892 319
Liabilities arising on securitisation of own originated loans and advances	163 787	238 370	160 646
Liabilities arising on securitisation of other assets	81 609	95 885	108 281
Current taxation liabilities	83 183	41 631	78 790
Deferred taxation liabilities	26 545	19 624	40 333
Other liabilities	1 873 714	2 315 841	1 951 122
	50 767 473	**51 772 260**	**44 645 300**
Liabilities to customers under investment contracts	108 370	56 475	49 798
Insurance liabilities, including unit-linked liabilities	2 521	3 074	2 607
	50 878 364	**51 831 809**	**44 697 705**
Subordinated liabilities	1 084 630	1 316 191	1 480 951
	51 962 994	**53 148 000**	**46 178 656**
Equity			
Ordinary share capital	247	247	247
Ordinary share premium	1 208 161	1 516 024	1 517 852
Treasury shares	(564 678)	(318 987)	(267 508)
Other reserves	(850 742)	(650 228)	(788 222)
Retained income	4 553 011	4 069 776	3 772 628
Ordinary shareholders' equity	**4 345 999**	**4 616 832**	**4 234 997**
Perpetual preference share capital and premium	136 259	174 869	174 053
Shareholders' equity excluding non-controlling interests	**4 482 258**	**4 791 701**	**4 409 050**
Other Additional Tier 1 securities in issue	398 568	411 683	335 111
Non-controlling interests	450 839	536 372	568 335
– Perpetual preferred securities issued by subsidiaries	—	—	72 750
– Non-controlling interests in partially held subsidiaries	450 839	536 372	495 585
Total equity	**5 331 665**	**5 739 756**	**5 312 496**
Total liabilities and equity	**57 294 659**	**58 887 756**	**51 491 152**

^ Restated as detailed on page 64.

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

£'000	Ordinary share capital	Ordinary share premium	Treasury shares
At 1 April 2021	**247**	**1 517 852**	**(267 508)**
Movement in reserves 1 April 2021 – 31 March 2022			
Profit after taxation	—	—	—
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	—	—	—
Fair value movements on cash flow hedges taken directly to other comprehensive income	—	—	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	—	—	—
Gain on realisation of debt instruments at FVOCI recycled through the income statement	—	—	—
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income	—	—	—
Foreign currency adjustments on translating foreign operations	—	—	—
Net gain attributable to own credit risk	—	—	—
Movement in post-retirement benefit liabilities	—	—	—
Total comprehensive income for the year	**—**	**—**	**—**
Issue of Other Additional Tier 1 Security instruments	—	—	—
Net equity movements in interests in associated undertakings	—	—	—
Movement of treasury shares	—	—	(51 479)
Share-based payments adjustments	—	—	—
Transfer to regulatory general risk reserves	—	—	—
Share buy-back of ordinary share capital	—	(1 828)	—
Repurchase of perpetual preference share capital	—	—	—
Net equity impact of non-controlling interest movements	—	—	—
Dividends declared to other equity holders including Other Additional Tier 1 security holders	—	—	—
Dividends paid to perpetual preference shareholders included in non-controlling interests and Other Additional Tier 1 security holders	—	—	—
Dividends paid to ordinary shareholders	—	—	—
Dividends paid to non-controlling interests	—	—	—
At 31 March 2022	**247**	**1 516 024**	**(318 987)**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

Other reserves												
Capital reserve account	**Fair value reserve**	**Regulatory general risk reserve**	**Cash flow hedge reserve**	**Foreign currency reserves**	**Own credit risk reserve**	**Retained income**	Ordinary shareholders' equity	**Perpetual preference share capital and premium**	Shareholders' equity excluding non-controlling interests	**Other Additional Tier 1 securities in issue**	**Non-controlling interests**	Total equity
(21 363)	**515**	**42 132**	**(98 902)**	**(699 558)**	**(11 046)**	**3 772 628**	**4 234 997**	**174 053**	**4 409 050**	**335 111**	**568 335**	**5 312 496**
—	—	—	—	—	—	516 204	516 204	—	516 204	—	40 170	556 374
—	(47)	—	—	—	664	—	617	—	617	—	—	617
—	—	—	(4 311)	—	—	—	(4 311)	—	(4 311)	—	—	(4 311)
—	(301)	—	—	—	—	—	(301)	—	(301)	—	—	(301)
—	(2 010)	—	—	—	—	—	(2 010)	—	(2 010)	—	—	(2 010)
—	3 420	—	—	—	—	—	3 420	—	3 420	—	—	3 420
—	—	—	—	127 523	—	—	127 523	8 738	136 261	9 020	27 879	173 160
—	—	—	—	—	11 095	—	11 095	—	11 095	—	—	11 095
—	—	—	—	—	—	40	40	—	40	—	—	40
—	**1 062**	**—**	**(4 311)**	**127 523**	**11 759**	**516 244**	**652 277**	**8 738**	**661 015**	**9 020**	**68 049**	**738 084**
—	—	—	—	—	—	—	—	—	—	67 552	—	67 552
—	—	—	—	—	—	6 788	6 788	—	6 788	—	—	6 788
4 365	—	—	—	—	—	—	(47 114)	—	(47 114)	—	—	(47 114)
—	—	—	—	—	—	23 932	23 932	—	23 932	—	—	23 932
—	—	(2 404)	—	—	—	2 404	—	—	—	—	—	—
—	—	—	—	—	—	(34 322)	(36 150)	—	(36 150)	—	—	(36 150)
—	—	—	—	—	—	1 255	1 255	(7 922)	(6 667)	—	(71 168)	(77 835)
—	—	—	—	—	—	—	—	—	—	—	443	443
—	—	—	—	—	—	(40 735)	(40 735)	8 606	(32 129)	26 757	5 372	—
—	—	—	—	—	—	—	—	(8 606)	(8 606)	(26 757)	(5 372)	(40 735)
—	—	—	—	—	—	(178 418)	(178 418)	—	(178 418)	—	—	(178 418)
—	—	—	—	—	—	—	—	—	—	—	(29 287)	(29 287)
(16 998)	**1 577**	**39 728**	**(103 213)**	**(572 035)**	**713**	**4 069 776**	**4 616 832**	**174 869**	**4 791 701**	**411 683**	**536 372**	**5 739 756**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

£'000	Ordinary share capital	Ordinary share premium	Treasury shares
At 1 April 2022	**247**	**1 516 024**	**(318 987)**
Movement in reserves 1 April 2022 – 31 March 2023			
Profit after taxation	—	—	—
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	—	—	—
Fair value movements on cash flow hedges taken directly to other comprehensive income	—	—	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	—	—	—
Gain on realisation of debt instruments at FVOCI recycled through the income statement	—	—	—
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income	—	—	—
Foreign currency adjustments on translating foreign operations	—	—	—
Net gain attributable to own credit risk	—	—	—
Movement in post-retirement benefit liabilities	—	—	—
Total comprehensive income for the year	**—**	**—**	**—**
Reduction in share premium	—	(251 000)	—
Repurchase of Perpetual preference share capital	—	—	—
Share-buyback of ordinary share capital	—	(56 863)	—
Issue of Other Additional Tier 1 Security instruments	—	—	—
Repayment of Other Additional Tier 1 Security instruments	—	—	—
Movement of treasury shares	—	—	(245 691)
Share-based payments adjustments	—	—	—
Transfer to regulatory general risk reserves	—	—	—
Employee benefit liability recognised	—	—	—
Net equity impact of non-controlling interest movements	—	—	—
Dividends declared to other equity holders including Other Additional Tier 1 security holders	—	—	—
Dividends paid to perpetual preference shareholders included in non-controlling interests and Other Additional Tier 1 security holders	—	—	—
Dividends paid to ordinary shareholders	—	—	—
Dividends paid to non-controlling interests	—	—	—
Distribution to ordinary shareholders	—	—	—
At 31 March 2023	**247**	**1 208 161**	**(564 678)**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

Other reserves												
Capital reserve account	**Fair value reserve**	**Regulatory general risk reserve**	**Cash flow hedge reserve**	**Foreign currency reserves**	**Own credit risk reserve**	**Retained income**	Ordinary shareholders' equity	**Perpetual preference share capital and premium**	Shareholders' equity excluding non-controlling interests	**Other Additional Tier 1 securities in issue**	**Non-controlling interests**	Total equity
(16 998)	**1 577**	**39 728**	**(103 213)**	**(572 035)**	**713**	**4 069 776**	**4 616 832**	**174 869**	**4 791 701**	**411 683**	**536 372**	**5 739 756**
—	—	—	—	—	—	804 865	804 865	—	804 865	—	12 566	817 431
—	(7)	—	—	—	—	—	(7)	—	(7)	—	—	(7)
—	—	—	39 717	—	—	—	39 717	—	39 717	—	—	39 717
—	(48 515)	—	—	—	—	—	(48 515)	—	(48 515)	—	—	(48 515)
—	(2 960)	—	—	—	—	—	(2 960)	—	(2 960)	—	—	(2 960)
—	(657)	—	—	—	—	—	(657)	—	(657)	—	—	(657)
—	—	—	—	(200 220)	—	—	(200 220)	(18 514)	(218 734)	(19 951)	(67 368)	(306 053)
—	—	—	—	—	104	—	104	—	104	—	—	104
—	—	—	—	—	—	75	75	—	75	—	—	75
—	**(52 139)**	**—**	**39 717**	**(200 220)**	**104**	**804 940**	**592 402**	**(18 514)**	**573 888**	**(19 951)**	**(54 802)**	**499 135**
—	—	—	—	—	—	251 000	—	—	—	—	—	—
—	—	—	—	—	—	717	717	(20 096)	(19 379)	—	—	(19 379)
—	—	—	—	—	—	—	(56 863)	—	(56 863)	—	—	(56 863)
—	—	—	—	—	—	—	—	—	—	(15 951)	—	(15 951)
—	—	—	—	—	—	—	—	—	—	22 787	—	22 787
5 683	—	—	—	—	—	—	(240 008)	—	(240 008)	—	—	(240 008)
—	—	—	—	—	—	25 904	25 904	—	25 904	—	—	25 904
—	—	6 341	—	—	—	(6 341)	—	—	—	—	—	—
—	—	—	—	—	—	(9 224)	(9 224)	—	(9 224)	—	—	(9 224)
—	—	—	—	—	—	—	—	—	—	—	118	118
—	—	—	—	—	—	(40 419)	(40 419)	8 568	(31 851)	31 851	—	—
—	—	—	—	—	—	—	—	(8 568)	(8 568)	(31 851)	—	(40 419)
—	—	—	—	—	—	(260 673)	(260 673)	—	(260 673)	—	—	(260 673)
—	—	—	—	—	—	—	—	—	—	—	(30 849)	(30 849)
—	—	—	—	—	—	(282 669)	(282 669)	—	(282 669)	—	—	(282 669)
(11 315)	**(50 562)**	**46 069**	**(63 496)**	**(772 255)**	**817**	**4 553 011**	**4 345 999**	**136 259**	**4 482 258**	**398 568**	**450 839**	**5 331 665**

CONDENSED COMBINED CONSOLIDATED CASH FLOW STATEMENT

£'000	Year to 31 March 2023	Year to 31 March 2022^
Net cash inflow from operating activities	469 757	3 071 540
Net cash (outflow)/inflow from investing activities	(13 993)	35 565
Net cash outflow from financing activities	(914 684)	(587 923)
Effects of exchange rates on cash and cash equivalents	(196 806)	90 928
Net (decrease)/increase in cash and cash equivalents	**(655 726)**	**2 610 110**
Cash and cash equivalents at the beginning of the year	9 099 740	6 489 630
Cash and cash equivalents at the end of the year	**8 444 014**	**9 099 740**

^ Restated as detailed on page 64.

Cash and cash equivalents is defined as including: cash and balances at central banks, on demand loans and advances to banks and non-sovereign and non-bank cash placements (all of which have a maturity profile of less than three months).

EARNINGS PER SHARE

For the year to 31 March	2023	2022
Earnings	**£'000**	£'000
Earnings attributable to shareholders	804 865	516 204
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(40 419)	(40 735)
Gain on repurchase of perpetual preference shares	717	1 255
Earnings and diluted earnings attributable to ordinary shareholders	**765 163**	**476 724**
Adjusted earnings		
Earnings attributable to shareholders	804 865	516 204
Impairment of goodwill	890	1 962
Amortisation of acquired intangibles	15 160	15 477
Amortisation of acquired intangibles of associates	1 542	9 249
Closure and rundown of the Hong Kong direct investments business	450	1 203
Net gain/(implementation costs) on distribution of associate to shareholders	(154 438)	2 427
Financial impact of Group restructures	4 968	—
Taxation on acquired intangibles and strategic actions	(17 213)	(2 422)
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(40 419)	(40 735)
Accrual adjustment on earnings attributable to other equity holders*	(1 453)	1 802
Adjusted earnings attributable to ordinary shareholders before goodwill, acquired intangibles and non-operating items	**614 352**	**505 167**
Headline earnings		
Earnings attributable to shareholders	804 865	516 204
Impairment of goodwill	890	1 962
Gain on distribution of associate to shareholders	(155 146)	—
Taxation on gain on distribution of associate to shareholders	(14 501)	—
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(40 419)	(40 735)
Headline adjustments of associates	561	5 625
Property revaluation, net of taxation and non-controlling interests**	(1 355)	5 066
Gain on repurchase of perpetual preference shares	717	1 255
Headline earnings attributable to ordinary shareholders* **	**595 612**	**489 377**
Weighted number of shares in issue		
Weighted total average number of shares in issue during the year	1 003 063 501	1 014 217 111
Weighted average number of treasury shares held by Investec Limited	(11 201 481)	—
Weighted average number of treasury shares held by share schemes	(99 921 608)	(96 765 211)
Weighted average number of shares in issue during the year	**891 940.412**	**917 451 900**
Weighted average number of shares resulting from future dilutive potential shares	35 365 704	31 296 653
Adjusted weighted number of shares potentially in issue	**927 306 116**	**948 748.553**
Basic earnings per share – pence	**85.8**	**52.0**
Diluted basic earnings per share – pence	82.5	50.2
Adjusted earnings per share – pence	**68.9**	**55.1**
Diluted adjusted earnings per share – pence	66.3	53.2
Headline earnings per share – pence* **	**66.8**	**53.3**
Diluted headline earnings per share – pence***	64.2	51.6

* In accordance with IFRS, dividends attributable to equity holders are accounted for when a constructive obligation arises i.e. on declaration by the Board of directors and approval by the shareholders where required. Investec is of the view that EPS is best reflected by adjusting for earnings that are attributed to equity instruments (other than ordinary shares) on an accrual basis and therefore adjusts the paid dividend on such instruments to accrued in arriving at adjusted EPS.

** Taxation on property revaluation headline earnings adjustments amounted to £1.0million (2022: £2.7 million) with an impact of £3.6 million (2022: £14.3 million) on earnings attributable to non-controlling interests. The amount includes property revaluations included in equity accounted earnings.

*** Headline earnings per share has been calculated and is disclosed in accordance with the JSE listing requirements, and in terms of circular 1/2021 issued by the South African Institute of Chartered Accountants.

SEGMENTAL INCOME STATEMENT – GEOGRAPHIC ANALYSIS

For the year to 31 March 2023 £'000	UK and Other	Southern Africa	Total
Net interest income	731 602	564 155	1 295 757
Net fee and commission income	433 667	345 686	779 353
Investment (loss)/ income	18 215	(35 360)	(17 145)
Share of post-taxation profit of associates and joint venture holdings	9 844	19 305	29 149
Trading income arising from			
– customer flow	86 114	45 090	131 204
– balance sheet management and other trading activities	13 123	44 591	57 714
Other operating income/(loss)	6 879	(2 493)	4 386
Total operating income before expected credit loss impairment charges	**1 299 444**	**980 974**	**2 280 418**
Expected credit loss impairment charges	(66 712)	(14 377)	(81 089)
Operating income	**1 232 732**	**966 597**	**2 199 329**
Operating costs	(837 694)	(513 141)	(1 350 835)
Operating profit before goodwill, acquired intangibles and strategic actions	**395 038**	**453 456**	**848 494**
Profit attributable to non-controlling interests	—	(12 566)	(12 566)
Adjusted operating profit	**395 038**	**440 890**	**835 928**
Impairment of goodwill	(805)	(85)	(890)
Amortisation of acquired intangibles	(12 625)	(2 535)	(15 160)
Amortisation of acquired intangibles of associates	(1 003)	(539)	(1 542)
Closure and rundown of the Hong Kong direct investments business	(450)	—	(450)
Net gain/(implementation costs) on distribution of associate to shareholders	86 945	67 493	154 438
Financial impact of Group restructures	(4 968)	—	(4 968)
Earnings attributable to shareholders before taxation	**462 132**	**505 224**	**967 356**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(76 701)	(103 003)	(179 704)
Taxation on acquired intangibles and strategic actions	2 031	15 182	17 213
Earnings attributable to shareholders	**387 462**	**417 403**	**804 865**
Selected returns and key statistics			
ROE (post-tax)	12.7%	14.8%	13.7%
Return on tangible equity (post-tax)	14.5%	14.9%	14.7%
Cost to income ratio	64.5%	53.0%	59.6%
Staff compensation to operating income	46.3%	37.8%	42.7%
Adjusted operating profit per employee (£'000)	111.4	95.9	102.7
Effective operational tax rate	19.9%	23.7%	21.9%
Total assets (£'million)	28 433	28 862	57 295

SEGMENTAL INCOME STATEMENT – GEOGRAPHIC ANALYSIS
CONTINUED

For the year to 31 March 2022 **£'000**	UK and Other*	Southern Africa*	**Total**
Net interest income	481 421	463 849	945 270
Net fee and commission income	488 638	329 578	818 216
Investment income	10 849	17 125	27 974
Share of post-taxation profit of associates and joint venture holdings	47 266	32 290	79 556
Trading income/(loss) arising from			
– customer flow	59 178	69 099	128 277
– balance sheet management and other trading activities	(6 797)	(14 331)	(21 128)
Other operating income	11 533	657	12 190
Total operating income before expected credit loss impairment charges	**1 092 088**	**898 267**	**1 990 355**
Expected credit loss impairment charges	(25 175)	(3 653)	(28 828)
Operating income	**1 066 913**	**894 614**	**1 961 527**
Operating costs	(764 099)	(469 849)	(1 233 948)
Operating profit before goodwill, acquired intangibles and strategic actions	**302 814**	**424 765**	**727 579**
Profit attributable to non-controlling interests	—	(40 170)	(40 170)
Adjusted operating profit	**302 814**	**384 595**	**687 409**
Impairment of goodwill	—	(1 962)	(1 962)
Amortisation of acquired intangibles	(12 936)	(2 541)	(15 477)
Amortisation of acquired intangibles of associates	(6 017)	(3 232)	(9 249)
Closure and rundown of the Hong Kong direct investments business	(1 203)	—	(1 203)
Implementation costs on distribution of associate to shareholders	(1 016)	(1 411)	(2 427)
Earnings attributable to shareholders before taxation	**281 642**	**375 449**	**657 091**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(37 612)	(105 697)	(143 309)
Taxation on acquired intangibles and strategic actions	1 678	744	2 422
Earnings attributable to shareholders	**245 708**	**270 496**	**516 204**
Selected returns and key statistics			
ROE (post-tax)	11.3%	11.5%	11.4%
Return on tangible equity (post-tax)	13.1%	11.6%	12.3%
Cost to income ratio	70.0%	54.8%	63.3%
Staff compensation to operating income	51.3%	39.0%	45.8%
Adjusted operating profit per employee (£'000)	87.4	87.5	87.4
Effective operational tax rate	14.7%	26.9%	22.1%
Total assets (£'million)^	27 805	31 083	58 888

* Restated: Following a strategic review, our Swiss operations have been earmarked to play a key role in the Group's strategic expansion of its international wealth services. To ensure strategic alignment, the operational results of the Switzerland wealth business are now reported as part of the Southern Africa Wealth & Investment business (previously reported as part of UK & Other Wealth & Investment business). The comparative period has been restated to reflect this change. There has been no change in the legal or ownership structures.

^ Restated as detailed on page 64.

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS

	UK and Other						
	Private Client						
		Specialist Banking					
For the year to 31 March 2023 £'000	Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**
Net interest income/(expense)	22 763	128 945	579 894	708 839	—	—	731 602
Net fee and commission income	324 907	1 946	106 814	108 760	—	—	433 667
Investment income/(loss)	—	141	4 864	5 005	13 210	—	18 215
Share of post-taxation profit/(loss) of associates and joint venture holdings	—	—	4 951	4 951	4 893	—	9 844
Trading income arising from							
– customer flow	—	4 449	81 665	86 114	—	—	86 114
– balance sheet management and other trading activities	—	13	13 110	13 123	—	—	13 123
Other operating (loss) income	—	—	6 879	6 879	—	—	6 879
Total operating income before expected credit loss impairment charges	**347 670**	**135 494**	**798 177**	**933 671**	**18 103**	**—**	**1 299 444**
Expected credit loss impairment charges	—	(6 344)	(60 368)	(66 712)	—	—	(66 712)
Operating income	**347 670**	**129 150**	**737 809**	**866 959**	**18 103**	**—**	**1 232 732**
Operating costs	(255 914)	(58 996)	(504 575)	(563 571)	—	(18 209)	(837 694)
Operating profit/(loss) before goodwill, acquired intangibles and strategic actions	**91 756**	**70 154**	**233 234**	**303 388**	**18 103**	**(18 209)**	**395 038**
Profit attributable to non-controlling interests	—	—	—	—	—	—	—
Operating profit/(loss) before goodwill, acquired intangibles and after non-controlling interests	**91 756**	**70 154**	**233 234**	**303 388**	**18 103**	**(18 209)**	**395 038**
Selected returns and key statistics							
ROE (post-tax)	27.3%	21.9%	10.9%	12.5%	13.2%	n/a	12.7%
Return on tangible equity (post-tax)	50.1%	21.9%	11.0%	12.6%	13.2%	n/a	14.5%
Cost to income ratio	73.6%	43.5%	63.2%	60.4%	n/a	n/a	64.5%
Total assets (£'million)	996	5 202	22 063	27 265	172	n/a	28 433

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS CONTINUED

Southern Africa							
Private Client							
	Specialist Banking						
Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**	**Total Group**
10 172	299 154	286 643	585 797	(31 814)	—	564 155	1 295 757
108 063	59 373	128 249	187 622	50 001	—	345 686	779 353
382	15 000	4 574	19 574	(55 316)	—	(35 360)	(17 145)
—	(158)	125	(33)	19 338	—	19 305	29 149
1 196	—	54 889	54 889	(10 995)	—	45 090	131 204
399	50	663	713	43 479	—	44 591	57 714
(38)	6	(2 461)	(2 455)	—	—	(2 493)	4 386
120 174	**373 425**	**472 682**	**846 107**	**14 693**	**—**	**980 974**	**2 280 418**
(3)	(11 333)	(2 798)	(14 131)	(243)	—	(14 377)	(81 089)
120 171	**362 092**	**469 884**	**831 976**	**14 450**	**—**	**966 597**	**2 199 329**
(87 372)	(182 476)	(224 991)	(407 467)	(2 959)	(15 343)	(513 141)	(1 350 835)
32 799	**179 616**	**244 893**	**424 509**	**11 491**	**(15 343)**	**453 456**	**848 494**
—	—	(752)	(752)	(11 814)	—	(12 566)	(12 566)
32 799	**179 616**	**244 141**	**423 757**	**(323)**	**(15 343)**	**440 890**	**835 928**
74.1%	19.8%	14.6%	16.9%	(0.4%)	n/a	14.8%	13.7%
74.1%	19.8%	14.8%	17.0%	(0.4%)	n/a	14.9%	14.7%
72.7%	48.9%	47.7%	48.2%	n/a	n/a	53.0%	59.6%
229	10 460	16 817	27 277	1 356	n/a	28 862	57 295

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS
CONTINUED

	UK and Other						
	Private Client						
		Specialist Banking					
For the year to 31 March 2022 **£'000**	Wealth & Investment*	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**
Net interest income/(expense)	970	70 692	409 759	480 451	—	—	481 421
Net fee and commission income	337 352	1 556	149 730	151 286	—	—	488 638
Investment income/(loss)	—	816	10 033	10 849	—	—	10 849
Share of post-taxation profit of associates and joint venture holdings	—	—	13 879	13 879	33 387	—	47 266
Trading income/(loss) arising from							
– customer flow	—	2 228	56 950	59 178	—	—	59 178
– balance sheet management and other trading activities	—	2	(6 799)	(6 797)	—	—	(6 797)
Other operating income	—	—	11 533	11 533	—	—	11 533
Total operating income before expected credit loss impairment charges	**338 322**	**75 294**	**645 085**	**720 379**	**33 387**	**—**	**1 092 088**
Expected credit loss impairment (charges)/ release	—	(2 432)	(22 743)	(25 175)	—	—	(25 175)
Operating income	**338 322**	**72 862**	**622 342**	**695 204**	**33 387**	**—**	**1 066 913**
Operating costs	(247 729)	(42 034)	(459 517)	(501 551)	—	(14 819)	(764 099)
Operating profit/(loss) before goodwill, acquired intangibles and strategic actions	**90 593**	**30 828**	**162 825**	**193 653**	**33 387**	**(14 819)**	**302 814**
Profit attributable to non-controlling interests	—	—	—	—	—	—	—
Operating profit/(loss) before goodwill, acquired intangibles and after non-controlling interests	**90 593**	**30 828**	**162 825**	**193 653**	**33 387**	**(14 819)**	**302 814**
Selected returns and key statistics							
ROE (post-tax)	31.3%	10.2%	9.7%	9.7%	14.9%	n/a	11.3%
Return on tangible equity (post-tax)	67.0%	10.2%	9.8%	9.8%	14.9%	n/a	13.1%
Cost to income ratio	73.2%	55.8%	71.2%	69.6%	n/a	n/a	70.0%
Total assets (£'million)^	1 062	4 528	21 985	26 513	230	n/a	27 805

* Restated: Following a strategic review, our Swiss operations have been earmarked to play a key role in the Group's strategic expansion of its international wealth services. To ensure strategic alignment, the operational results of the Switzerland wealth business are now reported as part of the Southern Africa Wealth & Investment business (previously reported as part of UK & Other Wealth & Investment business). The comparative period has been restated to reflect this change. There has been no change in the legal or ownership structures.

^ Restated as detailed on page 64.

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS
CONTINUED

Southern Africa							
Private Client							
	Specialist Banking						
Wealth & Investment*	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**	**Total Group**
5 670	274 895	221 456	496 351	(38 172)	—	463 849	945 270
107 963	56 194	115 361	171 555	50 060	—	329 578	818 216
620	15 967	(11 164)	4 803	11 702	—	17 125	27 974
—	117	254	371	31 919	—	32 290	79 556
923	—	47 945	47 945	20 231	—	69 099	128 277
304	(145)	135	(10)	(14 625)	—	(14 331)	(21 128)
10	3	644	647	—	—	657	12 190
115 490	**347 031**	**374 631**	**721 662**	**61 115**	**—**	**898 267**	**1 990 355**
(5)	17 843	(20 910)	(3 067)	(581)	—	(3 653)	(28 828)
115 485	**364 874**	**353 721**	**718 595**	**60 534**	**—**	**894 614**	**1 961 527**
(82 943)	(166 047)	(202 920)	(368 967)	(1 946)	(15 993)	(469 849)	(1 233 948)
32 542	**198 827**	**150 801**	**349 628**	**58 588**	**(15 993)**	**424 765**	**727 579**
—	—	(252)	(252)	(39 918)	—	(40 170)	(40 170)
32 542	**198 827**	**150 549**	**349 376**	**18 670**	**(15 993)**	**384 595**	**687 409**
65.3%	16.7%	8.2%	12.1%	6.2%	n/a	11.5%	11.4%
67.0%	16.7%	8.3%	12.1%	6.2%	n/a	11.6%	12.3%
71.8%	47.8%	54.2%	51.1%	9.2%	n/a	54.8%	63.3%
205	11 629	17 577	29 206	1 672	n/a	31 083	58 888

SEGMENTAL ANALYSIS OF ASSETS AND LIABILITIES – GEOGRAPHIC ANALYSIS

At 31 March 2023 £'000	UK and Other	Southern Africa	Total
Assets			
Cash and balances at central banks	5 400 401	1 037 308	6 437 709
Loans and advances to banks	889 034	561 593	1 450 627
Non-sovereign and non-bank cash placements	—	644 065	644 065
Reverse repurchase agreements and cash collateral on securities borrowed	1 338 699	2 293 959	3 632 658
Sovereign debt securities	1 221 744	3 529 902	4 751 646
Bank debt securities	204 691	734 818	939 509
Other debt securities	697 275	532 117	1 229 392
Derivative financial instruments	633 649	752 485	1 386 134
Securities arising from trading activities	127 537	1 504 854	1 632 391
Investment portfolio	489 204	841 703	1 330 907
Loans and advances to customers	15 567 809	14 343 349	29 911 158
Own originated loans and advances to customers securitised	—	272 879	272 879
Other loans and advances	142 665	61	142 726
Other securitised assets	78 231	24 920	103 151
Interests in associated undertakings and joint venture holdings	52 320	1 383	53 703
Current taxation assets	69 257	65	69 322
Deferred taxation assets	134 564	123 562	258 126
Other assets	959 421	622 272	1 581 693
Property and equipment	121 014	157 547	278 561
Investment properties	—	722 481	722 481
Goodwill	255 267	7 365	262 632
Software	9 415	5 986	15 401
Other acquired intangible assets	40 550	586	41 136
Non-current assets classified as held for sale	—	35 761	35 761
	28 432 747	**28 751 021**	**57 183 768**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	—	110 891	110 891
	28 432 747	**28 861 912**	**57 294 659**
Liabilities			
Deposits by banks	2 168 795	1 448 729	3 617 524
Derivative financial instruments	701 282	1 722 754	2 424 036
Other trading liabilities	28 184	174 072	202 256
Repurchase agreements and cash collateral on securities lent	119 321	817 243	936 564
Customer accounts (deposits)	19 115 554	20 440 115	39 555 669
Debt securities in issue	1 449 545	353 041	1 802 586
Liabilities arising on securitisation of own originated loans and advances	—	163 787	163 787
Liabilities arising on securitisation of other assets	81 609	—	81 609
Current taxation liabilities	40 303	42 880	83 183
Deferred taxation liabilities	22 216	4 329	26 545
Other liabilities	1 229 580	644 134	1 873 714
	24 956 389	**25 811 084**	**50 767 473**
Liabilities to customers under investment contracts	—	108 370	108 370
Insurance liabilities, including unit-linked liabilities	—	2 521	2 521
	24 956 389	**25 921 975**	**50 878 364**
Subordinated liabilities	731 483	353 147	1 084 630
	25 687 872	**26 275 122**	**51 962 994**

SEGMENTAL ANALYSIS OF ASSETS AND LIABILITIES – GEOGRAPHIC ANALYSIS
CONTINUED

At 31 March 2022^ £'000	UK and Other	Southern Africa	Total Group
Assets			
Cash and balances at central banks	5 379 994	618 276	5 998 270
Loans and advances to banks	1 459 590	1 092 471	2 552 061
Non-sovereign and non-bank cash placements	—	684 983	684 983
Reverse repurchase agreements and cash collateral on securities borrowed	1 447 473	3 162 305	4 609 778
Sovereign debt securities	1 165 777	2 983 090	4 148 867
Bank debt securities	61 714	1 453 496	1 515 210
Other debt securities	427 761	801 526	1 229 287
Derivative financial instruments	692 975	897 538	1 590 513
Securities arising from trading activities	163 165	520 164	683 329
Investment portfolio	338 523	574 349	912 872
Loans and advances to customers	14 426 475	15 134 613	29 561 088
Own originated loans and advances to customers securitised	—	375 763	375 763
Other loans and advances	122 681	5 603	128 284
Other securitised assets	93 087	30 801	123 888
Interests in associated undertakings	296 951	437 483	734 434
Current taxation assets	33 448	205	33 653
Deferred taxation assets	110 377	148 993	259 370
Other assets	1 131 744	1 007 610	2 139 354
Property and equipment	155 055	180 365	335 420
Investment properties	—	820 555	820 555
Goodwill	249 836	8 568	258 404
Software	7 066	2 377	9 443
Other acquired intangible assets	40 807	3 345	44 152
Non-current assets classified as held for sale	—	79 229	79 229
	27 804 499	**31 023 708**	**58 828 207**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	—	59 549	59 549
	27 804 499	**31 083 257**	**58 887 756**
Liabilities			
Deposits by banks	2 022 679	1 155 989	3 178 668
Derivative financial instruments	859 922	1 721 393	2 581 315
Other trading liabilities	42 944	232 645	275 589
Repurchase agreements and cash collateral on securities lent	138 496	724 789	863 285
Customer accounts (deposits)	18 286 043	21 832 369	40 118 412
Debt securities in issue	1 648 177	395 463	2 043 640
Liabilities arising on securitisation of own originated loans and advances	—	238 370	238 370
Liabilities arising on securitisation of other assets	95 885	—	95 885
Current taxation liabilities	2 460	39 171	41 631
Deferred taxation liabilities	—	19 624	19 624
Other liabilities	1 368 868	946 973	2 315 841
	24 465 474	**27 306 786**	**51 772 260**
Liabilities to customers under investment contracts	—	56 475	56 475
Insurance liabilities, including unit-linked liabilities	—	3 074	3 074
	24 465 474	**27 366 335**	**51 831 809**
Subordinated liabilities	758 739	557 452	1 316 191
	25 224 213	**27 923 787**	**53 148 000**

^ Restated as detailed on page 64.

Financial review

IN THIS SECTION

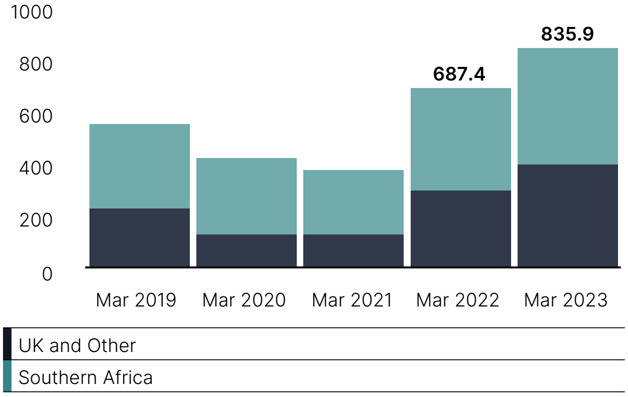
PERFORMANCE IN REVIEW

We have a diversified business model

We have built a solid international platform, with diversified revenue streams and geographic diversity

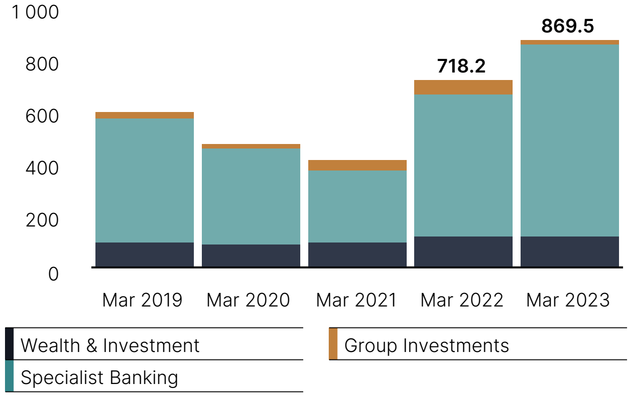
Adjusted operating profit (including Group Costs)

£'million



Adjusted operating profit (excluding Group Costs)

£'million

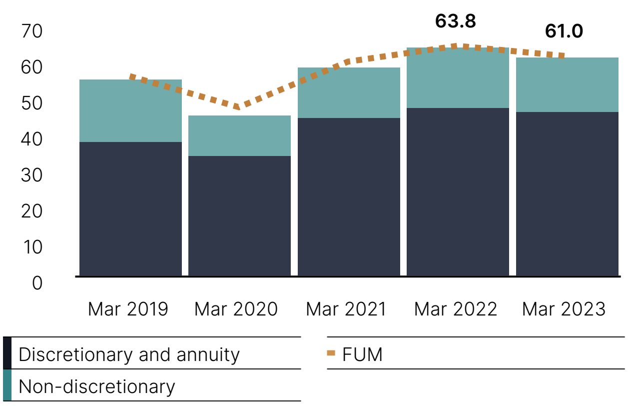


Solid underlying fundamentals driven by our differentiated client franchises

Funds under management were impacted by market volatility

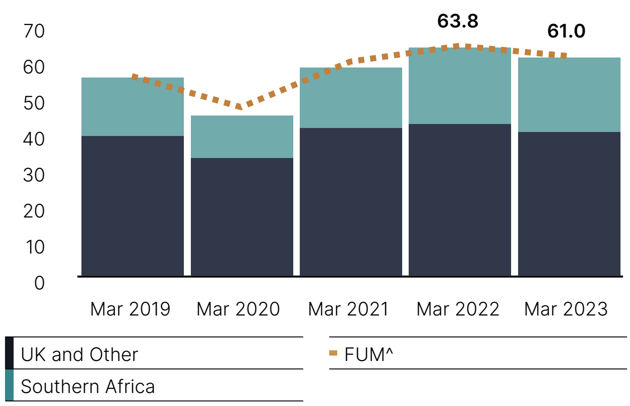
Funds under management by type

£'billion



Funds under management by geography

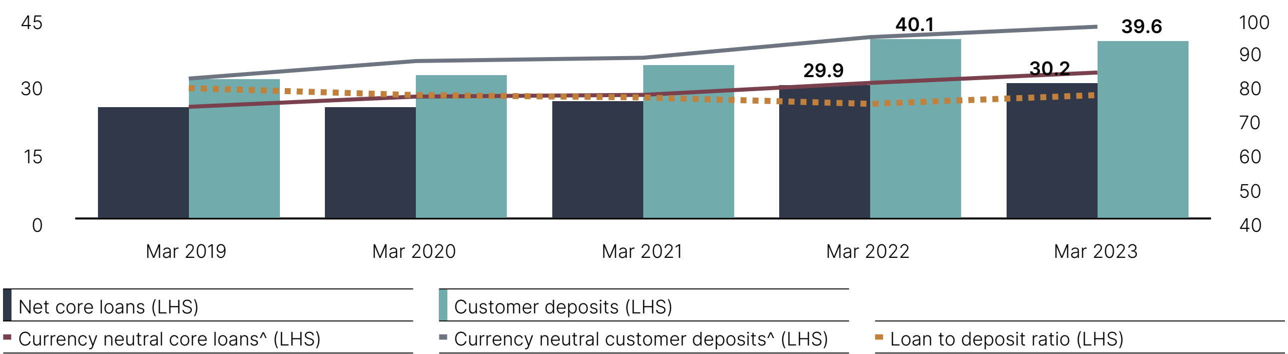
£'billion



Core loans and customer deposits

£'billion

Percentage

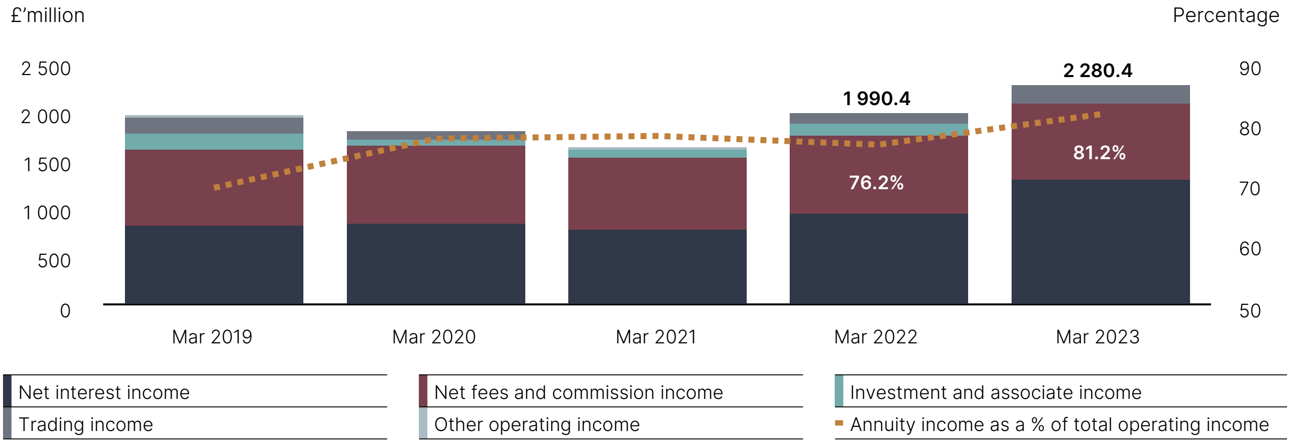


^ This trend line is shown on a currency neutral basis using the closing Rand: Pound Sterling exchange rate applicable at 31 March 2023.

PERFORMANCE IN REVIEW
CONTINUED

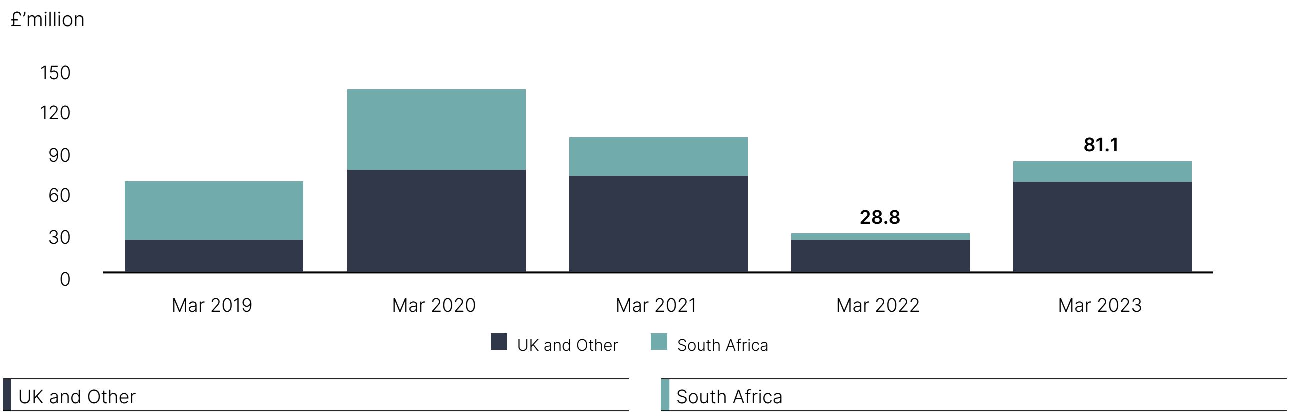
Revenue supported by strong performance from client franchises

Total operating income



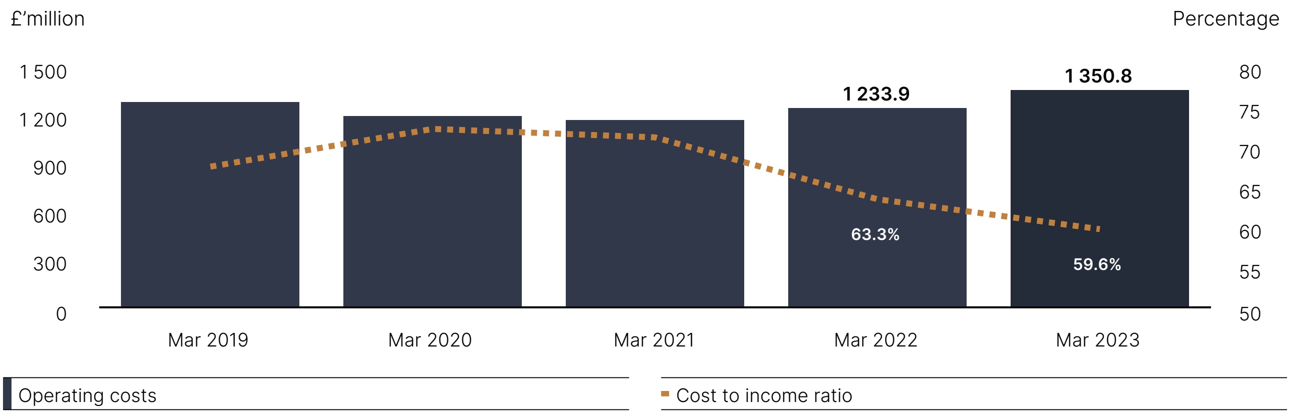
Asset quality remains strong, with exposures to a carefully defined target market well covered by collateral

Expected credit loss impairment charges



Cost to income ratio continued to improve as a result of cost discipline and revenue growth

Operating costs and cost to income ratio



PERFORMANCE IN REVIEW
CONTINUED

Income statement analysis

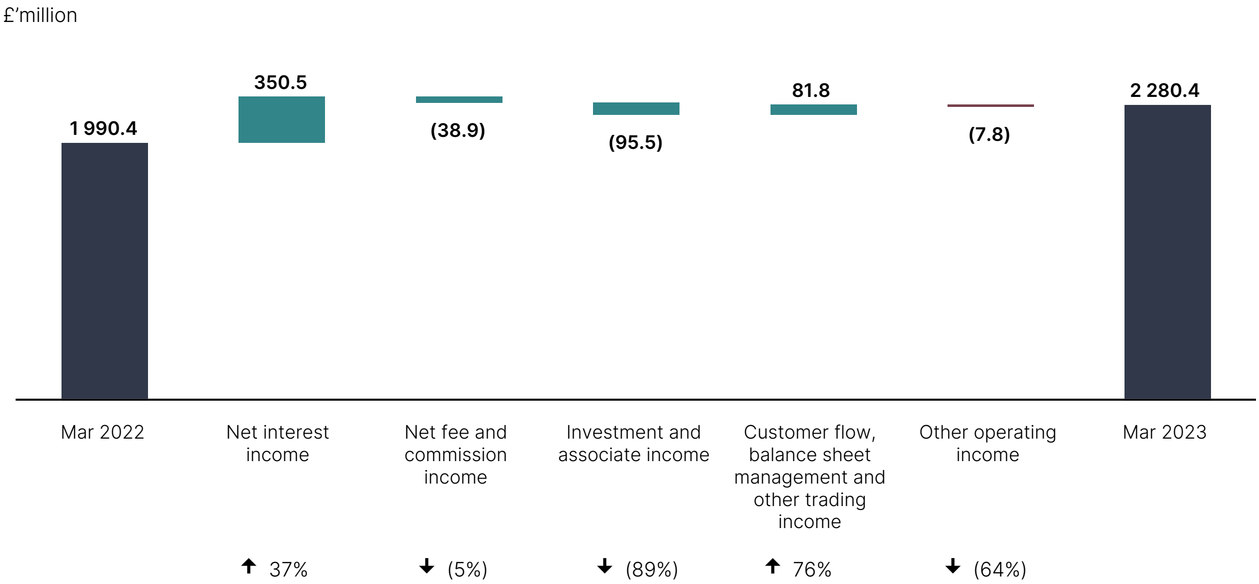
The overview that follows highlights the main reasons for the variance in the major category line items on the face of the income statement during the year under review.

Further details on the key income drivers and significant variances in the various components of our operating income, expenses and profit can be found in the divisional review section on pages 67 to 98.

1. Total operating income before expected credit loss impairment charges

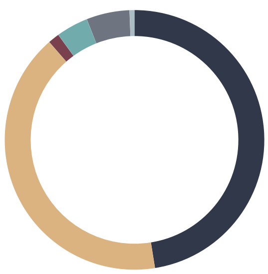
Total operating income before expected credit loss impairment charges increased 14.6% to £2 280.4 million (2022: £1 990.4 million).

A breakdown of total operating income before expected credit loss impairment charges by geography and division for the period under review can be found in our segmental disclosures on pages 34 to 41.



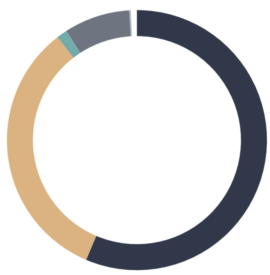
Percentage contribution to total operating income before expected credit loss (ECL) impairment charges

31 March 2022
£1 990.4 million total operating income before ECL impairment charges



£'000	31 March 2022	% of total
Net interest income	945 270	48%
Net fee and commission income	818 216	41%
Investment income	27 974	1%
Share of post-taxation profit of associates and joint venture holdings	79 556	4%
Trading income arising from customer flow, balance sheet management and other trading activities	107 149	5%
Other operating income	12 190	1%
Total operating income before ECL impairment charges	**1 990 355**	**100%**

31 March 2023
£2 280.4 million total operating income before ECL impairment charges



£'000	31 March 2023	% of total
Net interest income	1 295 757	58%
Net fee and commission income	779 353	34%
Investment income	(17 145)	(1%)
Share of post-taxation profit of associates and joint venture holdings	29 149	1%
Trading income arising from customer flow, balance sheet management and other trading activities	188 918	8%
Other operating income	4 386	—%
Total operating income before ECL impairment charges	**2 280 418**	**100%**

PERFORMANCE IN REVIEW
CONTINUED

2. Net interest income

Net interest income increased by 37.1% to £1 295.8 million (2022: £945.3 million).

Factors driving the variance over the period:

Favourable:

- Higher average interest earning assets, including average loan book growth
- Positive endowment impact from rising interest rates
- Lower interest expense on subordinated debt in SA

Unfavourable:

- Lower lending turnover in the SA Private Bank
- Higher repayments in UK Mortgages and Commercial Real Estate lending portfolios, compared to prior year due to rising interest rates

		UK and Other			Southern Africa			Total	
For the year to 31 March 2023 £'000	Notes	Average balance sheet value	Interest income	Average yield	Average balance sheet value	Interest income	Average yield	**Average balance sheet value**	**Interest income**
Cash, near cash and bank debt and sovereign debt securities	1	9 311 384	210 981	2.29%	9 292 880	503 720	5.03%	18 604 264	714 701
Core loans	2	15 268 383	913 761	6.00%	15 199 345	1 428 285	8.75%	30 467 728	2 342 046
Private Client		5 085 272	212 142	4.22%	11 079 276	1 029 729	8.65%	16 164 548	1 241 871
Corporate, Investment Banking and Other		10 183 111	701 619	6.89%	4 120 069	398 556	9.02%	14 303 180	1 100 175
Other debt securities and other loans and advances		731 308	38 862	5.31%	618 067	34 674	5.23%	1 349 375	73 536
Other	3	225 900	264 059	n/a	50 054	2 999	n/a	275 954	267 058
Total interest-earning assets		**25 536 975**	**1 427 663**		**25 160 346**	**1 969 678**		**50 697 321**	**3 397 341**

		UK and Other			Southern Africa			Total	
For the year to 31 March 2023 £'000	Notes	Average balance sheet value	Interest expense	Average yield	Average balance sheet value	Interest expense	Average yield	**Average balance sheet value**	**Interest expense**
Deposits by banks and other debt-related securities	4	3 766 167	(50 257)	1.34%	2 351 057	(117 157)	4.50%	6 117 224	(167 414)
Customer accounts (deposits)		19 002 059	(382 561)	2.02%	21 179 824	(1 228 310)	5.25%	40 181 883	(1 610 871)
Subordinated liabilities		737 888	(33 615)	4.56%	128 489	(38 459)	8.06%	866 377	(72 074)
Other	5	352 681	(229 628)	n/a	432 265	(21 597)	n/a	784 946	(251 225)
Total interest-bearing liabilities		**23 858 795**	**(696 061)**		**24 091 635**	**(1 405 523)**		**47 950 430**	**(2 101 584)**
Net interest income			**731 602**			**564 155**			**1 295 757**
Net interest margin			**2.88%**			**2.22%****			

The average balance sheet value and average yield for Southern Africa have been determined in Rands. The average balance sheet value shown above has been translated using the average Rand: Pound sterling exchange rate for the period of R20.45 (2022: R20.28).

1. Comprises (as per the balance sheet) cash and balances at central banks; loans and advances to banks; non-sovereign and non-bank cash placements; reverse repurchase agreements and cash collateral on securities borrowed; sovereign debt securities and bank debt securities.
2. Comprises (as per the balance sheet) loans and advances to customers; own originated loans and advances to customers securitised.
3. Comprises (as per the balance sheet) other securitised assets, finance lease receivables as well as interest income from derivative financial instruments and off-balance sheet assets where there is no associated balance sheet value.
4. Comprises (as per the balance sheet) deposits by banks; debt securities in issue; repurchase agreements and cash collateral on securities lent.
5. Comprises (as per the balance sheet) liabilities arising on securitisation of own originated loans and advances, finance lease liabilities as well as interest expense from derivative financial instruments where there is no associated balance sheet value.

** Impacted by debt funding issued by the Investec Property Fund in which the Group has a 24.31% interest. Excluding this debt funding cost, the net interest margin amounted to 2.31%.

PERFORMANCE IN REVIEW
CONTINUED

For the year to 31 March 2022 £'000	Notes	UK and Other Average balance sheet value	UK and Other Interest income#	UK and Other Average yield	Southern Africa Average balance sheet value	Southern Africa Interest income#	Southern Africa Average yield	Total Average balance sheet value	Total Interest income
Cash, near cash and bank debt and sovereign debt securities	1	8 071 461	24 761	0.30%	8 339 200	264 057	3.31%	16 410 661	288 818
Core loans	2	13 435 691	623 499	4.65%	14 505 948	933 643	6.71%	27 941 639	1 557 142
Private client		4 013 304	122 723	3.08%	10 843 207	674 607	6.48%	14 856 511	797 330
Corporate, Investment Banking and Other		9 422 387	500 776	5.31%	3 662 741	259 036	7.38%	13 085 128	759 812
Other debt securities and other loans and advances		609 114	18 047	2.96%	788 092	30 067	3.98%	1 397 206	48 114
Other	3	233 801	50 395	n/a	25 528	6 740	n/a	259 329	57 135
Total interest-earning assets		**22 350 067**	**716 702**		**23 658 768**	**1 234 507**		**46 008 835**	**1 951 209**

For the year to 31 March 2022 £'000	Notes	UK and Other Average balance sheet value	UK and Other Interest income#	UK and Other Average yield	Southern Africa Average balance sheet value	Southern Africa Interest income#	Southern Africa Average yield	Total Average balance sheet value	Total Interest expense
Deposits by banks and other debt-related securities	4	3 308 178	(32 940)	1.00%	2 090 804	(58 446)	2.99%	5 398 982	(91 386)
Customer accounts (deposits)		16 761 883	(93 085)	0.56%	19 729 284	(651 348)	3.53%	36 491 167	(744 433)
Subordinated liabilities		870 954	(49 497)	5.68%	632 612	(38 614)	6.53%	1 503 566	(88 111)
Other	5	363 193	(59 759)	n/a	131 534	(22 250)	n/a	494 727	(82 009)
Total interest-bearing liabilities		**21 304 208**	**(235 281)**		**22 584 234**	**(770 658)**		**43 888 442**	**(1 005 939)**
Net interest income			**481 421**			**463 849**			**945 270**
Net interest margin			**2.16%**			**1.95%****			

The average balance sheet value and average yield for Southern Africa have been determined in Rands. The average balance sheet value shown above has been translated using the average Rand: Pound sterling exchange rate for the period of R20.28.

1. Comprises (as per the balance sheet) cash and balances at central banks; loans and advances to banks; non-sovereign and non-bank cash placements; reverse repurchase agreements and cash collateral on securities borrowed; sovereign debt securities and bank debt securities.
2. Comprises (as per the balance sheet) loans and advances to customers; own originated loans and advances to customers securitised.
3. Comprises (as per the balance sheet) other securitised assets, finance lease receivables as well as interest income from derivative financial instruments and off-
4. Comprises (as per the balance sheet) deposits by banks; debt securities in issue; repurchase agreements and cash collateral on securities lent.
5. Comprises (as per the balance sheet) liabilities arising on securitisation of own originated loans and advances, finance lease liabilities as well as interest expense from derivative financial instruments where there is no associated balance sheet value.

** Impacted by debt funding issued by the Investec Property Fund in which the Group has a 24.31% interest. Excluding this debt funding cost, the net interest margin amounted to 2.06%.

Restated between geographies. Refer to page 38.

PERFORMANCE IN REVIEW
CONTINUED

3. Net fee and commission income

Net fee and commission income decreased 4.7% to £779.4 million (2022: £818.2 million).

Factors driving the variance over the period:

Favourable:
- Higher lending and structuring fees from higher utilisation of trade finance facilities in South Africa
- Higher advisory fees from Growth and Leveraged Finance and Fund Solutions in the UK
- Higher card income in South Africa, underpinned by client acquisition and strong growth in point of sales activity
- Increased client activity in Corporate and Institutional Banking franchises in South Africa

Unfavourable:
- Lower fee income from the UK Wealth & Investment business as a result of market volatility and subdued net inflows
- Lower equity capital markets activity in the UK given prevailing market conditions

For the year to 31 March 2023 £'000	UK and Other	Southern Africa	Total
Wealth & Investment net fee and commission income	**324 907**	**108 063**	**432 970**
Fund management fees/fees for funds under management	287 779	66 418	354 197
Private client transactional fees*	37 128	44 614	81 742
Fee and commission expense	—	(2 969)	(2 969)
Specialist Banking net fee and commission income	**108 760**	**187 622**	**296 382**
Specialist Banking fee and commission income**	123 511	219 128	342 639
Specialist Banking fee and commission expense	(14 751)	(31 506)	(46 257)
Group Investments net fee and commission income	**—**	**50 001**	**50 001**
Group Investments fee and commission income**#	—	53 635	53 635
Group Investments fee and commission expense	—	(3 634)	(3 634)
Net fee and commission income	**433 667**	**345 686**	**779 353**
Annuity fees (net of fees payable)	303 522	252 893	556 415
Deal fees	130 145	92 793	222 938

For the year to 31 March 2022 £'000	UK and Other#	Southern Africa#	Total
Wealth & Investment net fee and commission income	**337 352**	**107 963**	**445 315**
Fund management fees/fees for funds under management	296 006	61 641	357 647
Private client transactional fees*	41 346	48 740	90 086
Fee and commission expense	—	(2 418)	(2 418)
Specialist Banking net fee and commission income	**151 286**	**171 555**	**322 841**
Specialist Banking fee and commission income**	165 543	197 544	363 087
Specialist Banking fee and commission expense	(14 257)	(25 989)	(40 246)
Group Investments net fee and commission income	**—**	**50 060**	**50 060**
Group Investments fee and commission income**^	—	53 819	53 819
Group Investments fee and commission expense	—	(3 759)	(3 759)
Net fee and commission income	**488 638**	**329 578**	**818 216**
Annuity fees (net of fees payable)	312 324	259 114	571 438
Deal fees	176 314	70 464	246 778

* Trust and fiduciary fees amounted to £0.4 million (2022: £0.4 million) and are included in Private client transactional fees.
** Included in Group Investments and Specialist Banking is fee and commission income of £77.9 million (2022: £85.0 million) for operating lease income which is out of the scope of IFRS 15 – Revenue from contracts with customers.
^ Included within Group Investments fee and commission income is a net contribution from rental activities resulting from the consolidation of IPF of £56.0 million (2022: £55.8 million) comprising property revenue of £90.3 million (2022:£87.9 million) and property expenses of £34.3 million (2022: £32.1 million).
# Restated between geographies. Refer to page 38.

PERFORMANCE IN REVIEW
CONTINUED

Total funds under management

£'million	31 March 2023	31 March 2022	% change
Wealth & Investment	**60 577**	**63 376**	**(4.4%)**
UK and Other*	**40 747**	**42 894**	**(5.0%)**
Discretionary	35 291	36 728	(3.9%)
Non-discretionary	5 456	6 166	(11.5%)
Southern Africa*	**19 830**	**20 482**	**(3.2%)**
Discretionary and annuity assets	10 704	10 243	4.5%
Non-discretionary	9 126	10 239	(10.9%)
Specialist Banking	**382**	**424**	**(9.9%)**
	60 959	**63 800**	**(4.5%)**

* Southern Africa funds under management balances in the current and prior year now include funds under management related to our Switzerland operations (31 March 2023: £1.7 billion; 31 March 2022: £1.5 billion). These balances were previously disclosed within the 'UK & Other' reported funds under management. For further detail please refer to page 84.

PERFORMANCE IN REVIEW
CONTINUED

4. Investment income

Investment income decreased to a net loss of £17.1 million from a net gain of £28.0 million in 2022.

Factors driving the variance over the period:

Favourable:

- Dividend income from Ninety One following reclassification from an associate to an investment post the 15% distribution to shareholders in May 2022
- Non-repeat of prior year write-downs on certain unlisted investments in SA
- Non-repeat of realised and unrealised net losses on certain unlisted assets in the prior year in the UK.

Unfavourable:

- Lower investment income in IPF due to negative revaluation adjustment on European Logistics and South African investment property portfolios
- Negative FV adjustment to IEP's carrying value following the shareholder approval to restructure The Bud Group

The following tables analyse investment income generated by the asset portfolio shown on the balance sheet:

For the year to 31 March 2023 £'000	Listed equities	Unlisted equities*	Fair value loan investments	Warrants and profit shares	**Investment portfolio**	Debt securities (sovereign, bank and other)	Investment and trading properties	Other asset and liability categories	**Total**
UK and Other									
Realised	(994)	53 495	—	1 062	53 563	(529)	(1 118)	(38 758)	13 158
Unrealised^	1 147	(51 330)	—	(1 281)	(51 464)	(5 649)	(2 325)	43 874	(15 564)
Dividend income	13 210	6 312	—	—	19 522	—	—	234	19 756
Funding and other net related income	—	—	—	—	—	—	865	—	865
	13 363	**8 477**	**—**	**(219)**	**21 621**	**(6 178)**	**(2 578)**	**5 350**	**18 215**
Southern Africa									
Realised	159	1 522	(10 462)	4 326	(4 455)	9 867	2 296	5 768	13 476
Unrealised^	(978)	(8 253)	(58 220)	487	(66 964)	1 238	(377)	4 789	(61 314)
Dividend income	1 894	5 242	—	—	7 136	—	—	782	7 918
Funding and other net related (costs)/income	—	(1 977)	—	—	(1 977)	—	6 537	—	4 560
	1 075	**(3 466)**	**(68 682)**	**4 813**	**(66 260)**	**11 105**	**8 456**	**11 339**	**(35 360)**
Investment income/(loss)	**14 438**	**5 011**	**(68 682)**	**4 594**	**(44 639)**	**4 927**	**5 878**	**16 689**	**(17 145)**

For the year to 31 March 2022 £'000	Listed equities	Unlisted equities*	Fair value loan investments	Warrants and profit shares	**Investment portfolio**	Debt securities (sovereign, bank and other)	Investment and trading properties	Other asset and liability categories	**Total**
UK and Other#									
Realised	2 414	18 028	—	552	20 994	512	(4 383)	11 866	28 989
Unrealised^	(4 169)	2 352	—	1 176	(641)	(457)	4 274	(29 901)	(26 725)
Dividend income	37	6 667	—	—	6 704	—	—	213	6 917
Funding and other net related income	—	—	—	—	—	—	1 668	—	1 668
	(1 718)	**27 047**	**—**	**1 728**	**27 057**	**55**	**1 559**	**(17 822)**	**10 849**
Southern Africa#									
Realised	414	1 993	5 149	8 383	15 939	2 990	2 087	19 100	40 116
Unrealised^	1 078	(31 211)	10 910	—	(19 223)	589	(25 536)	2 288	(41 882)
Dividend income	1 344	10 782	—	—	12 126	—	—	323	12 449
Funding and other net related income/(costs)	—	(1 078)	—	—	(1 078)	—	7 520	—	6 442
	2 836	**(19 514)**	**16 059**	**8 383**	**7 764**	**3 579**	**(15 929)**	**21 711**	**17 125**
Investment income/(loss)	**1 118**	**7 533**	**16 059**	**10 111**	**34 821**	**3 634**	**(14 370)**	**3 889**	**27 974**

^ In a year of realisation, any prior period mark-to-market gains/(losses) recognised are reversed in the unrealised line item.
* Includes income/(losses) from unlisted equities classified as non-current assets held for sale in Southern Africa.
# Restated between geographies. Refer to page 38.

PERFORMANCE IN REVIEW
CONTINUED

5. Interests in associated undertakings and joint venture holdings

Share of post-taxation profit of associates and joint venture holdings of £29.1 million (2022: £79.6 million) primarily reflects earnings in relation to the Group's investments in Ninety One and the IEP Group.
Factors driving the variance over the period:

Favourable:
- Higher earnings from IEP given the continued improvement in the operational performance of the underlying investee companies within IEP.

Unfavourable:
- Lower associate earnings from Ninety One following the 15% distribution to ordinary shareholders in May 2022 and consequent derecognition as an investment in associate.

6. Trading income

Trading income arising from customer flow increased to £131.2 million (2022: £128.3 million).

Factors driving the variance over the period:

Favourable:
- Increased client activity given heightened market volatility and rising interest rates

Unfavourable:
- MTM losses on IPF balance sheet hedging activities

Net trading income arising from balance sheet management and other trading activities was £57.7 million (2022: net loss of £21.1 million).

Factors driving the variance over the period:

Favourable:
- Net gains from MTM movements in the value of currency and interest rate hedges on the balance sheet
- MTM forex gains on non Rand denominated monetary instruments in SA

Unfavourable:
- MTM losses on certain interest rate and currency swaps in South Africa.

7. Other operating income

Other operating income of £4.4 million (2022: £12.2 million) includes fair value movements on instruments held to meet non-equity settled share schemes. The corresponding liability is reflected in other liabilities with changes in the value of the liability expensed through staff expenses in operating costs.

8. Expected credit loss (ECL) impairment charges

Total ECL impairment charges amounted to £81.1 million (2022: £28.8 million) resulting in a credit loss ratio of 0.23% (2022: 0.08%). which is at the lower end of the Group's through-the-cycle (TTC) range of 25bps to 35bps. Asset quality remains strong, with exposures to a carefully defined target market well covered by collateral. The ECL increase was primarily driven by the deterioration in the forward-looking macro-economic outlook since March 2022 and Stage 3 ECL impairment charges. A portion of post-model management overlays raised since the onset of COVID-19 for potential risk migration have been released and are now catered for in-model. Recoveries of previously written off exposures remained high in South Africa. The Group has maintained a lower level of post-model management overlays to account for risks assessed as inadequately reflected in the models. Refer to page 101 for further information on the macro-economic scenarios underpinning the Group's ECL impairment charges and page 103 for information on the Group's asset quality.

£'000	31 March 2023	31 March 2022	Variance	% change
UK and Other	(66 712)	(25 175)	(41 537)	>100.0%
Southern Africa	(14 377)	(3 653)	(10 724)	>100.0%
ECL impairment charges	**(81 089)**	**(28 828)**	**(52 261)**	**>100.0%**
ECL impairment charges in home currency				
Southern Africa (R'million)	**(294)**	**(63)**	**(231)**	**>100.0%**

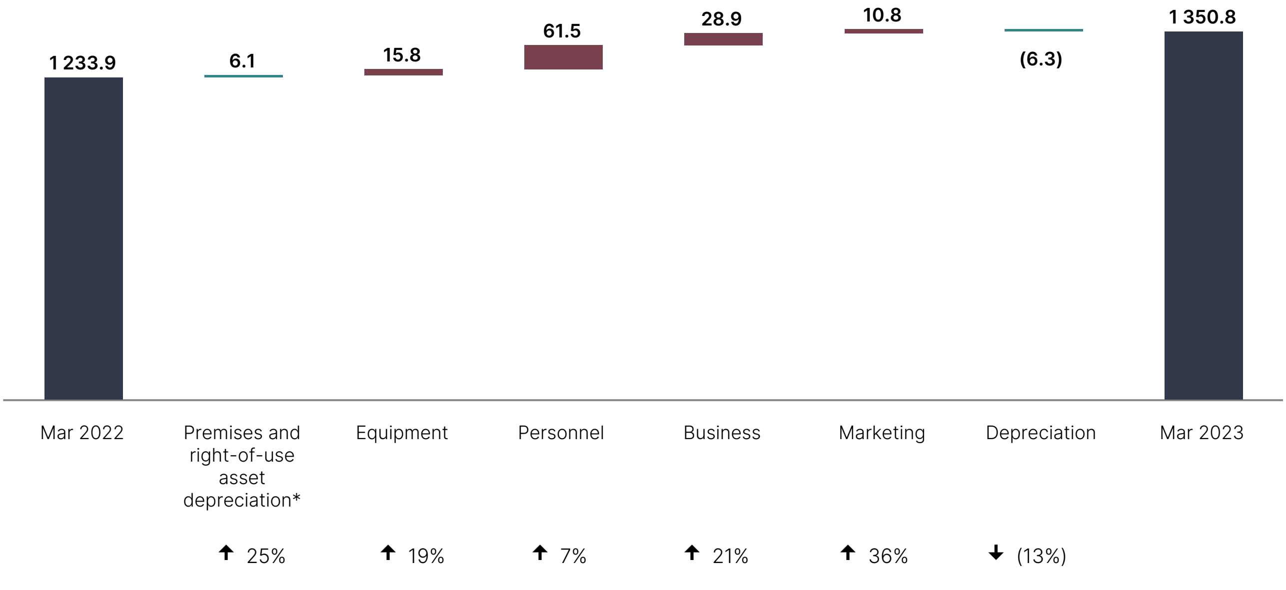
£'000	31 March 2023	31 March 2022
ECL impairment (charges)/releases are recognised on the following assets:		
Loans and advances to customers	67 207	22 524
Own originated loans and advances to customers securitised	(348)	89
Core loans	**66 859**	**22 613**
Other loans and advances	593	9
Other balance sheet assets	5 367	6 884
Off-balance sheet commitments and guarantees	8 270	(678)
ECL impairment charges	**81 089**	**28 828**

PERFORMANCE IN REVIEW
CONTINUED

9. Operating costs

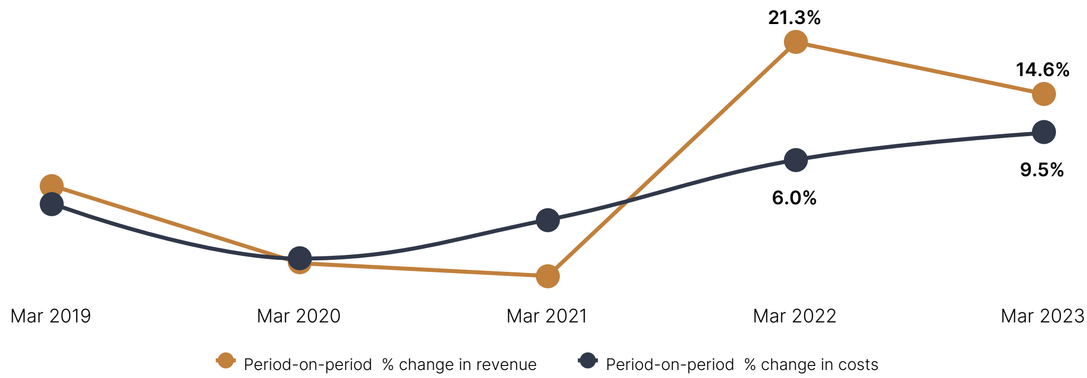
Operating costs increased by 9.5% to £1 350.8 million (2022: £1 233.9 million). Fixed operating expenditure increased by 11.3% due to inflationary pressures, investment in technology and people and post-pandemic normalisation in discretionary expenditure. Variable remuneration increased in line with performance. The cost to income ratio improved to 59.6% from 63.3% in the prior year.

Operating costs
£'million



* Right-of-use depreciation predominantly relates to buildings.

Revenue growth is ahead of cost growth, resulting in positive jaws



PERFORMANCE IN REVIEW
CONTINUED

The following tables set out information on total operating costs by business and geography for the period under review.

£'000	31 March 2023	31 March 2022	Variance	% change
Wealth & Investment	(343 286)	(330 672)	(12 614)	3.8%
Private Banking	(241 472)	(208 081)	(33 391)	16.0%
Corporate, Investment Banking and Other	(729 566)	(662 437)	(67 129)	10.1%
Group Investments	(2 959)	(1 946)	(1 013)	52.1%
Group costs	(33 552)	(30 812)	(2 740)	8.9%
Total operating costs	**(1 350 835)**	**(1 233 948)**	**(116 887)**	**9.5%**

£'000	31 March 2023	31 March 2022	Variance	% change
UK and Other	(837 694)	(764 099)	(73 595)	9.6%
Southern Africa	(513 141)	(469 849)	(43 292)	9.2%
Total operating costs	**(1 350 835)**	**(1 233 948)**	**(116 887)**	**9.5%**

£'000	31 March 2023	% of total operating costs	31 March 2022	% of total operating costs	% change
Staff costs	(973 277)	72.1%	(911 734)	73.9%	6.8%
Salaries and wages	(497 773)	36.8%	(467 712)	37.9%	6.4%
Variable remuneration	(289 259)	21.4%	(279 779)	22.7%	3.4%
Share-based payments expense	(46 406)	3.4%	(45 648)	3.7%	1.7%
Other	(139 839)	10.4%	(118 595)	9.6%	17.9%
Business expenses	(163 884)	12.1%	(134 952)	10.9%	21.4%
Equipment expenses (excluding depreciation)	(100 316)	7.4%	(84 532)	6.9%	18.7%
Premises expenses	(58 520)	4.3%	(56 032)	4.5%	4.4%
Premises expenses (excluding depreciation)	(30 671)	2.3%	(24 567)	2.0%	24.8%
Premises depreciation	(27 849)	2.1%	(31 465)	2.5%	(11.5%)
Marketing expenses	(40 801)	3.0%	(30 007)	2.4%	36.0%
Depreciation, amortisation and impairment on property, equipment and intangibles	(14 037)	1.0%	(16 691)	1.4%	(15.9%)
Total operating costs	**(1 350 835)**	**100.0%**	**(1 233 948)**	**100.0%**	**9.5%**

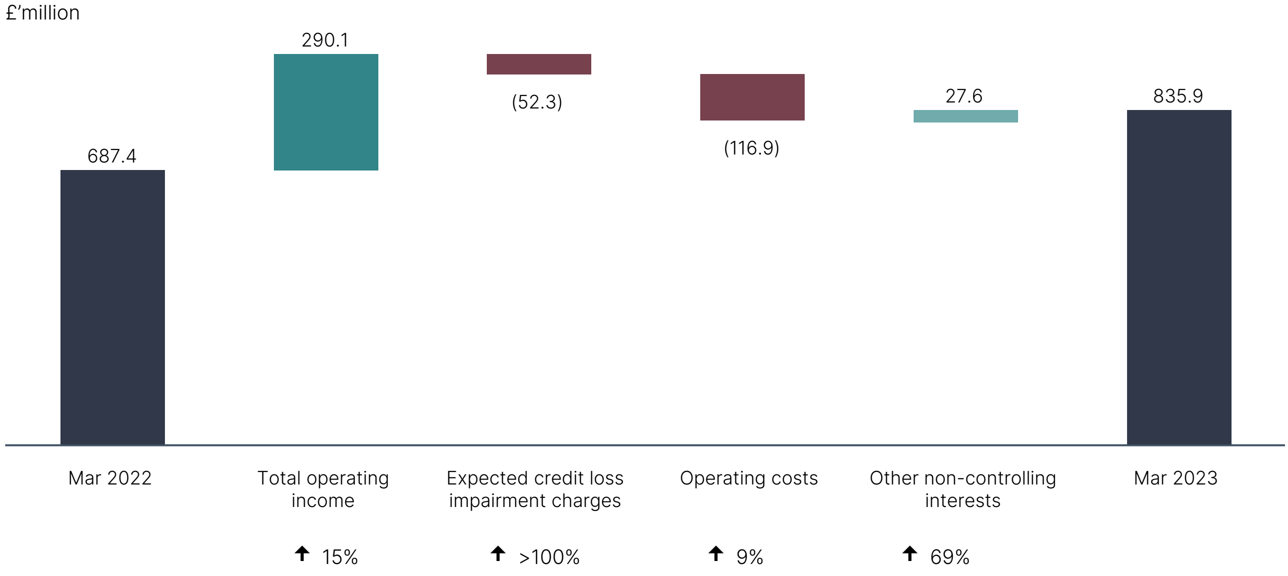
Of which IT costs and headcount:

£'000	31 March 2023	31 March 2022	Variance	% change
Staff costs	(124 428)	(114 423)	(10 005)	8.7%
Equipment expenses (excluding depreciation)	(95 810)	(84 289)	(11 521)	13.7%
Depreciation on equipment	(13 801)	(15 336)	1 535	(10.0%)
Other	(3 307)	(166)	(3 141)	>100.0%
Total IT costs	**(237 346)**	**(214 214)**	**(23 132)**	**10.8%**
Headcount	**1 771**	**1 732**	**39**	**2.3%**

PERFORMANCE IN REVIEW
CONTINUED

Adjusted operating profit

As a result of the foregoing factors, adjusted operating profit increased by 21.6% from £687.4 million to £835.9 million.



Adjusted operating profit by business and geography

PERFORMANCE IN REVIEW
CONTINUED

Adjusted operating profit

The following tables set out information on adjusted operating profit by geography and by division for the period under review.

For the year to 31 March 2023 £'000	Private Client Wealth & Investment^	Private Client / Specialist Banking Private Banking	Specialist Banking Corporate, Investment Banking and Other	Group Investments	Group Costs	Total Group	% change	% of total
UK and Other	91 756	70 154	233 234	18 103	(18 209)	395 038	30.5%	47.3%
Southern Africa	32 799	179 616	244 141	(323)	(15 343)	440 890	14.6%	52.7%
Adjusted operating profit	**124 555**	**249 770**	**477 375**	**17 780**	**(33 552)**	**835 928**	**21.6%**	**100.0%**
Non-controlling interest*						12 566		
Adjusted operating profit before non-controlling interests						**848 494**		
% change	**1.2%**	**8.8%**	**52.3%**	**(65.8%)**	**8.9%**	**21.6%**		
% of total	**14.9%**	**29.9%**	**57.1%**	**2.1%**	**(4.0%)**	**100.0%**		

For the year to 31 March 2022 £'000	Private Client Wealth & Investment^	Private Client / Specialist Banking Private Banking	Specialist Banking Corporate, Investment Banking and Other	Group Investments	Group Costs	Total Group	% of total
UK and Other	90 593	30 828	162 825	33 387	(14 819)	302 814	44.1%
Southern Africa	32 542	198 827	150 549	18 670	(15 993)	384 595	55.9%
Adjusted operating profit	**123 135**	**229 655**	**313 374**	**52 057**	**(30 812)**	**687 409**	**100.0%**
Non-controlling interest*						40 170	
Adjusted operating profit before non-controlling interests						**727 579**	
% of total	**17.9%**	**33.4%**	**45.6%**	**7.6%**	**(4.5%)**	**100.0%**	

* Profit attributable to non-controlling interests predominantly relates to the Investec Property Fund Limited.
^ Restated: Following a strategic review, our Swiss operations have been earmarked to play a key role in the Group's strategic expansion of its international wealth services. To ensure strategic alignment, the operational results of the Switzerland wealth business are now reported as part of the Southern Africa Wealth & Investment business (previously reported as part of UK & Other Wealth & Investment business). The comparative period has been restated to reflect this change. There has been no change in the legal or ownership structures.

PERFORMANCE IN REVIEW
CONTINUED

Number of employees

By division	31 March 2023	31 March 2022
Wealth & Investment		
UK and Other	1 468	1 405
Southern Africa	423	396
Total	**1 891**	**1 801**
Specialist Banking		
UK and Other	2 103	2 045
Southern Africa	4 298	4 071
Total	**6 401**	**6 116**
Total number of permanent employees	**8 292**	**7 917**
Temporary employees and contractors	413	419
Total number of employees	**8 705**	**8 336**

Adjusted operating profit per employee

By division	Wealth & Investment	Specialist Banking
Number of permanent employees – 31 March 2023	**1 891**	**6 401**
Number of permanent employees – 31 March 2022	1 801	6 116
Number of permanent employees – 31 March 2021	1 719	6 170
Average permanent employees – year to 31 March 2023	**1 861**	**6 282**
Average permanent employees – year to 31 March 2022	1 770	6 092
Adjusted operating profit – year to 31 March 2023	**124 554**	**727 147**
Adjusted operating profit – year to 31 March 2022	123 135	543 029
Adjusted operating profit per employee^ – year to 31 March 2023 (£'000)	**66.9**	**115.8**
Adjusted operating profit per employee^ – year to 31 March 2022 (£'000)	69.6	89.1

^ Based on average number of permanent employees over the period.

By geography	UK and Other	Southern Africa	Total
Number of permanent employees – 31 March 2023	**3 571**	**4 721**	**8 292**
Number of permanent employees – 31 March 2022	3 450	4 467	7 917
Number of permanent employees – 31 March 2021	3 487	4 402	7 889
Average permanent employees – year to 31 March 2023	**3 545**	**4 598**	**8 143**
Average permanent employees – year to 31 March 2022	3 432	4 430	7 862
Adjusted operating profit – year to 31 March 2023	**395 038**	**440 891**	**835 929**
Adjusted operating profit – year to 31 March 2022	302 814	384 595	687 409
Adjusted operating profit per employee^ – year to 31 March 2023 (£'000)	**111.4**	**95.9**	**102.7**
Adjusted operating profit per employee^ – year to 31 March 2022 (£'000)	88.2	86.8	87.4

^ Based on average number of permanent employees over the period.

PERFORMANCE IN REVIEW
CONTINUED

10. Goodwill and intangible assets

Amortisation of acquired intangibles of £15.2 million (2022: £15.5 million) relates mainly to the amortisation of amounts attributable to client relationships in the Wealth & Investment business, while amortisation of acquired intangibles of associates of £1.5 million (2022: £9.2 million) predominantly relates to the amortisation of amounts attributable to client relationships included in the carrying value of the Ninety One investment, previously an associate on the balance sheet.

Goodwill and other acquired intangible assets analysis by geography and line of business

£'000	31 March 2023	31 March 2022
UK and Other	**255 267**	**249 836**
Wealth & Investment	242 554	236 319
Specialist Banking	12 713	13 517
Southern Africa	**7 365**	**8 568**
Specialist Banking	7 365	8 568
Other acquired intangible assets	**41 136**	**44 152**
Wealth & Investment	40 550	44 146
Specialist Banking	586	6
Goodwill and other acquired intangible assets	**303 768**	**302 556**

11. Taxation

The taxation charge on operating profit before goodwill, acquired intangibles and strategic actions was £179.7 million (2022: £143.3 million), resulting in an effective tax rate of 21.9% (2022: 22.1%). In the UK, the effective tax rate was 19.9% (2022: 14.7%). The lower tax rate in the prior year was due to higher deferred tax assets on the back of higher enacted tax rates. In South Africa, the tax rate normalised to 23.7% (2022: 26.9%), the higher tax rate in the prior year was largely driven by the impairment of certain deferred tax assets.

	Effective tax rates				
	31 March 2023	31 March 2022	31 March 2023 £'000	31 March 2022 £'000	% change
UK and Other	19.9%	14.7%	(76 701)	(37 612)	>100.0%
Southern Africa	23.7%	26.9%	(103 003)	(105 697)	(2.5%)
Taxation	**21.9%**	**22.1%**	**(179 704)**	**(143 309)**	**25.4%**

12. Financial impact of strategic actions

For the year to 31 March £'000	2023	2022
Closure and rundown of the Hong Kong direct investments business*	(450)	(1 203)
Net gain/(implementation costs) on distribution of associate to shareholders	154 438	(2 427)
Financial impact of Group restructures**	(4 968)	—
Financial impact of strategic actions	**149 020**	**(3 630)**
Taxation on financial impact of strategic actions	14 501	633
Net financial impact of strategic actions	**163 521**	**(2 997)**

* In the prior year included within the balance are fair value gains of £0.7 million.

** Includes transaction costs relating to the proposed combination of Investec Wealth & Investment UK and Rathbones Group.Refer to page 66

PERFORMANCE IN REVIEW
CONTINUED

12. Financial impact of strategic actions (continued)

Net gain on distribution of associate to shareholders

On 30 May 2022, c.15% shareholding in Ninety One DLC was distributed to ordinary shareholders. The distribution resulted in the shareholding in Ninety One DLC being reduced from 25% to c.10%. The reduction in shareholding resulted in the loss of significant influence and the remaining stake in Ninety One DLC will be accounted for at fair value through other comprehensive income.

Gain on loss of significant influence of Ninety One	£'000
The gain on the distribution is calculated as follows:	
Fair value of the distribution	282 669
Remaining shares held in Ninety One	244 590
Derecognition of the previously equity accounted investment in Ninety One	(386 019)
Foreign currency translation reserve recycled to the income statement on distribution	13 906
Gain on the distribution of Ninety One shares before tax	**155 146**
Implementation costs	(708)
Gain on distribution of Ninety One shares before tax	**154 438**
Taxation benefit (release of deferred taxation)	14 501
Gain on distribution of Ninety One shares net of taxation and implementation costs	**168 939**

Net asset value per share

NAV per share amounted to 510.0 pence (31 March 2022: 510.0 pence) and TNAV per share (which excludes goodwill and other acquired intangible assets) amounted to 474.3 pence (31 March 2022: 476.6 pence). Strong earnings generation was offset by the distribution of a 15% shareholding in Ninety One to shareholders and the share repurchase programme. The Group's net asset value per share and net tangible asset value per share are reflected in the table below.

£'000	31 March 2023	31 March 2022
Ordinary shareholders' equity/net asset value	**4 345 999**	**4 616 832**
Less: goodwill and other intangible assets (excluding software)	(303 768)	(302 556)
Tangible ordinary shareholders' equity/net tangible asset value	**4 042 231**	**4 314 276**
Number of shares in issue (million)	995.1	1 006.5
Treasury shares held by holding company (million)	(42.5)	—
Treasury shares held by share schemes (million)	(100.4)	(101.3)
Number of shares in issue for this calculation (million)	**852.2**	**905.2**
Net asset value per share (pence)	**510.0**	**510.0**
Tangible net asset value per share (pence)	**474.3**	**476.6**

Return on risk weighted assets

The Group's return on risk weighted assets is reflected in the table below.

	31 March 2023	31 March 2022	Average risk weighted assets	31 March 2021	Average risk weighted assets
Adjusted earnings attributable to ordinary shareholders (£'000)	**614 352**	**505 167**		**268 269**	
Investec plc risk weighted assets (£'million)	17 767	16 980	17 374	16 332	16 656
Investec Limited risk weighted assets (£'million)	12 926	16 587	14 757	17 244	16 915
Total risk weighted assets (£'million)	**30 693**	**33 567**	**32 130**	**33 576**	**33 571**
Return on risk weighted assets	**1.91%**	**1.50%**		**0.82%**	
Investec Limited risk weighted assets (R'million)	283 600	319 048	301 324	337 755	328 402

PERFORMANCE IN REVIEW
CONTINUED

Return on equity

£'000	31 March 2023	31 March 2022	Average	31 March 2021	Average
Ordinary shareholders' equity	**4 345 999**	**4 616 832**	**4 481 416**	**4 234 997**	**4 425 915**
Goodwill and other acquired intangible assets	(303 768)	(302 556)	(303 162)	(318 773)	(310 665)
Tangible ordinary shareholders' equity	**4 042 231**	**4 314 276**	**4 178 254**	**3 916 224**	**4 115 250**

£'000	31 March 2023	31 March 2022
Operating profit before goodwill, acquired intangibles and strategic actions	848 494	727 579
Non-controlling interests	(12 566)	(40 170)
Earnings attributable to perpetual preference and Other Additional Tier 1 security holders (other equity holders)	(41 872)	(38 933)
Adjusted earnings (pre-tax)	**794 056**	**648 476**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(179 704)	(143 309)
Adjusted earnings attributable to ordinary shareholders	**614 352**	**505 167**
Pre-tax return on average shareholders' equity (pre-tax ROE)	17.7%	14.7%
Post-tax return on average shareholders' equity (post-tax ROE)	**13.7%**	**11.4%**
Pre-tax return on average tangible shareholders' equity (pre-tax ROTE)	19.0%	15.8%
Post-tax return on average tangible shareholders' equity (post-tax ROTE)	**14.7%**	**12.3%**

PERFORMANCE IN REVIEW
CONTINUED

Return on equity by geography

£'000	UK and Other	Southern Africa	Total
Operating profit before goodwill, acquired intangibles and strategic actions	395 038	453 456	848 494
Non-controlling interests	—	(12 566)	(12 566)
Earnings attributable to other equity holders	(17 847)	(24 025)	(41 872)
Adjusted earnings (pre-tax)	**377 191**	**416 865**	**794 056**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(76 701)	(103 003)	(179 704)
Adjusted earnings attributable to ordinary shareholders – 31 March 2023	**300 490**	**313 862**	**614 352**
Adjusted earnings attributable to ordinary shareholders – 31 March 2022	247 952	257 215	505 167
Ordinary shareholders' equity – 31 March 2023	**2 446 061**	**1 899 938**	**4 345 999**
Goodwill and other acquired intangible assets	(295 817)	(7 951)	(303 768)
Tangible ordinary shareholders' equity – 31 March 2023	**2 150 244**	**1 891 987**	**4 042 231**
Ordinary shareholders' equity – 31 March 2022	**2 278 772**	**2 338 060**	**4 616 832**
Goodwill and other acquired intangible assets	(290 643)	(11 913)	(302 556)
Tangible ordinary shareholders' equity – 31 March 2022	**1 988 129**	**2 326 147**	**4 314 276**
Average ordinary shareholders' equity – 31 March 2023	**2 362 416**	**2 118 999**	**4 481 415**
Average ordinary shareholders' equity – 31 March 2022	2 194 180	2 231 735	4 425 915
Average tangible ordinary shareholders' equity – 31 March 2023	**2 069 186**	**2 109 067**	**4 178 253**
Average tangible ordinary shareholders' equity – 31 March 2022	1 897 300	2 217 950	4 115 250
Post-tax ROE – 31 March 2023	**12.7%**	**14.8%**	**13.7%**
Post-tax ROE – 31 March 2022	11.3%	11.5%	11.4%
Post-tax ROTE – 31 March 2023	**14.5%**	**14.9%**	**14.7%**
Post-tax ROTE – 31 March 2022	13.1%	11.6%	12.3%
Pre-tax ROE – 31 March 2023	**31.9%**	**39.3%**	**17.7%**
Pre-tax ROE – 31 March 2022	13.0%	16.3%	14.7%
Pre-tax ROTE – 31 March 2023	**18.2%**	**19.8%**	**19.0%**
Pre-tax ROTE – 31 March 2022	15.1%	16.4%	15.8%

PERFORMANCE IN REVIEW
CONTINUED

Return on equity by business and geography#

£'000	Specialist Banking UK and Other			Specialist Banking Southern Africa			Group Investments		
	Private Banking	Corporate, Investment Banking & Other	Total	Private Banking	Corporate, Investment Banking & Other	Total	UK and Other	Southern Africa	Total
Adjusted operating profit	**70 154**	**233 234**	**303 388**	**179 616**	**244 141**	**423 757**	**18 103**	**(323)**	**17 780**
Notional return on regulatory capital	11 241	(29 393)	(18 152)	29 393	(31 062)	(1 669)	—	—	—
Notional cost of statutory capital	(8 700)	27 461	18 761	(6 671)	6 671	—	—	—	—
Cost of subordinated debt	(2 438)	3 164	726	(4 963)	5 263	300	—	—	—
Earnings attributable to other equity holders	(1 915)	(15 362)	(17 277)	(3 899)	(19 852)	(23 751)	—	—	—
Adjusted earnings (pre-tax) – 2023	**68 342**	**219 104**	**287 446**	**193 476**	**205 161**	**398 637**	**18 103**	**(323)**	**17 780**
Tax on operating profit before goodwill, acquired intangibles and strategic actions	(12 985)	(49 975)	(62 960)	(38 695)	(57 281)	(95 976)	—	(945)	(945)
Adjusted earnings attributable to ordinary shareholders – 2023	**55 357**	**169 129**	**224 486**	**154 781**	**147 880**	**302 661**	**18 103**	**(1 268)**	**16 835**
Adjusted earnings (pre-tax) – 2022	**23 766**	**153 692**	**177 458**	**184 278**	**142 798**	**327 076**	**33 387**	**18 670**	**52 057**
Adjusted earnings attributable to ordinary shareholders – 2022	**19 250**	**134 523**	**153 773**	**143 737**	**83 258**	**226 995**	**33 387**	**19 636**	**53 023**
Ordinary shareholders' equity – 31 March 2023	**281 026**	**1 659 939**	**1 940 965**	**638 089**	**977 150**	**1 615 239**	**51 300**	**252 123**	**303 423**
Goodwill and other acquired intangible assets	—	(12 712)	(12 712)	—	(7 951)	(7 951)	—	—	—
Tangible ordinary shareholders' equity – 31 March 2023	**281 026**	**1 647 227**	**1 928 253**	**638 089**	**969 199**	**1 607 288**	**51 300**	**252 123**	**303 423**
Ordinary shareholders' equity – 31 March 2022	223 902	1 435 964	1 659 866	921 440	1 043 710	1 965 150	222 278	338 691	560 969
Goodwill and other acquired intangible assets	—	(13 517)	(13 517)	—	(11 913)	(11 913)	—	—	—
Tangible ordinary shareholders' equity – 31 March 2022	223 902	1 422 447	1 646 349	921 440	1 031 797	1 953 237	222 278	338 691	560 969
Average ordinary shareholders' equity – 31 March 2023	**252 463**	**1 547 952**	**1 800 415**	**779 765**	**1 010 429**	**1 790 194**	**136 789**	**295 407**	**432 196**
Average ordinary shareholders' equity – 31 March 2022	188 448	1 389 043	1 577 491	861 306	1 020 411	1 881 717	224 734	314 732	539 466
Average tangible ordinary shareholders' equity – 31 March 2023	**252 464**	**1 534 836**	**1 787 300**	**779 765**	**1 000 497**	**1 780 262**	**136 789**	**295 407**	**432 196**
Average tangible ordinary shareholders' equity – 31 March 2022	188 447	1 375 525	1 563 972	861 305	1 007 514	1 868 819	224 736	314 732	539 468
Pre-tax ROE – 31 March 2023	**27.1%**	**14.2%**	**16.0%**	**24.8%**	**20.3%**	**22.3%**	**13.2%**	**(0.1%)**	**4.1%**
Pre-tax ROE – 31 March 2022	12.6%	11.1%	11.2%	21.4%	14.0%	17.4%	14.9%	5.9%	9.6%
Post-tax ROE – 31 March 2023	**21.9%**	**10.9%**	**12.5%**	**19.8%**	**14.6%**	**16.9%**	**13.2%**	**(0.4%)**	**3.9%**
Post-tax ROE – 31 March 2022	10.2%	9.7%	9.7%	16.7%	8.2%	12.1%	14.9%	6.2%	9.8%
Pre-tax ROTE –31 March 2023	**27.1%**	**14.3%**	**16.1%**	**24.8%**	**20.5%**	**22.4%**	**13.2%**	**(0.1%)**	**4.1%**
Pre-tax ROTE – 31 March 2022	12.6%	11.2%	11.3%	21.4%	14.2%	17.5%	14.9%	5.9%	9.6%
Post-tax ROTE – 31 March 2023	**21.9%**	**11.0%**	**12.6%**	**19.8%**	**14.8%**	**17.0%**	**13.2%**	**(0.4%)**	**3.9%**
Post-tax ROTE – 31 March 2022	10.2%	9.8%	9.8%	16.7%	8.3%	12.1%	14.9%	6.2%	9.8%

\# The return on equity by business is based on the level of internal capital required by each business, inclusive of an allocation of any surplus capital held by Group. The operating profit is adjusted to reflect a capital structure that includes common equity, Additional Tier 1 capital instruments and subordinated debt.

^ Wealth & Investment is consistent with the Group computation, except for an adjustment of £159.1 million between ordinary shareholders' funds and goodwill, which represents historical accounting gains with a corresponding effective increase in goodwill and intangible assets. These gains were excluded from Group adjusted earnings.

PERFORMANCE IN REVIEW
CONTINUED

Wealth & Investment			Group costs			Wealth & Investment goodwill adjustment^			Total Group		
UK and Other	Southern Africa	**Total**	UK and Other	Southern Africa	**Total**	UK and Other	Southern Africa	**Total**	**UK and Other**	**Southern Africa**	**Total**
91 756	**32 799**	**124 555**	**(18 209)**	**(15 343)**	**(33 552)**	**—**	**—**	**—**	**395 038**	**440 890**	**835 928**
18 152	1 669	19 821	—	—	—	—	—	—	—	—	—
(18 761)	—	(18 761)	—	—	—	—	—	—	—	—	—
(726)	(300)	(1 026)	—	—	—	—	—	—	—	—	—
(570)	(274)	(844)	—	—	—	—	—	—	(17 847)	(24 025)	(41 872)
89 851	**33 894**	**123 745**	**(18 209)**	**(15 343)**	**(33 552)**	**—**	**—**	**—**	**377 191**	**416 865**	**794 056**
(17 201)	(9 151)	(26 352)	3 460	3 069	6 529	—	—	—	(76 701)	(103 003)	(179 704)
72 650	**24 743**	**97 393**	**(14 749)**	**(12 274)**	**(27 023)**	**—**	**—**	**—**	**300 490**	**313 862**	**614 352**
89 538	**33 159**	**122 697**	**(14 819)**	**(15 993)**	**(30 812)**	**—**	**—**	**—**	**285 564**	**362 912**	**648 476**
72 795	**23 059**	**95 854**	**(12 003)**	**(12 475)**	**(24 478)**	**—**	**—**	**—**	**247 952**	**257 215**	**505 167**
294 746	**32 576**	**327 322**	**—**	**—**	**—**	**159 050**	**—**	**159 050**	**2 446 061**	**1 899 938**	**4 345 999**
(124 055)	—	(124 055)	—	—	—	(159 050)	—	(159 050)	(295 817)	(7 951)	(303 768)
170 691	**32 576**	**203 267**	**—**	**—**	**—**	**—**	**—**	**—**	**2 150 244**	**1 891 987**	**4 042 231**
237 578	34 219	271 797	—	—	—	159 050	—	159 050	2 278 772	2 338 060	4 616 832
(118 076)	—	(118 076)	—	—	—	(159 050)	—	(159 050)	(290 643)	(11 913)	(302 556)
119 502	34 219	153 721	—	—	—	—	—	—	1 988 129	2 326 147	4 314 276
266 162	**33 398**	**299 560**	**—**	**—**	**—**	**159 050**	**—**	**159 050**	**2 362 416**	**2 118 999**	**4 481 415**
232 905	35 286	268 191	—	—	—	159 050	—	159 050	2 194 180	2 231 735	4 425 915
145 097	**33 398**	**178 495**	**—**	**—**	**—**	**—**	**—**	**—**	**2 069 186**	**2 109 067**	**4 178 253**
108 592	34 399	142 991							1 897 300	2 217 950	4 115 250
33.8%	**101.5%**	**41.3%**							**16.0%**	**19.7%**	**17.7%**
38.4%	94.0%	45.7%							13.0%	16.3%	14.7%
27.3%	**74.1%**	**32.5%**							**12.7%**	**14.8%**	**13.7%**
31.3%	65.3%	35.7%							11.3%	11.5%	11.4%
61.9%	**101.5%**	**69.3%**							**18.2%**	**19.8%**	**19.0%**
82.5%	96.4%	85.8%							15.1%	16.4%	15.8%
50.1%	**74.1%**	**54.6%**							**14.5%**	**14.9%**	**14.7%**
67.0%	67.0%	67.0%							13.1%	11.6%	12.3%

RESTATEMENTS

Balance sheet restatements

Derivative financial instruments and other assets

As at 31 March 2022, £70.7 million and 31 March 2021, £72.2 million, initial margin on collateral, which is not available as an offset to individual exposures, was recorded in derivative financial instruments liabilities instead of other assets.

In addition, certain derivative financial assets and liabilities that are managed by the Group's trading desks were previously presented on a gross basis, while the IAS 32 on-balance sheet netting requirements were met. Due to an upgrade of the internal reporting processes, the intent to net settle was evidenced. The derivative transactions, totalling £14.1 million at 31 March 2023 (31 March 2022: £26.7 million, 31 March 2021: £31.5 million) satisfied the legally enforceable right of set off in terms of IAS 32. These positions are also operationally net settled through the use of the Continuous Linked Settlement (CLS) system.

The comparative balance sheets have been restated for the reclassifications above. This change has no impact on the comparative income statements. The impact of these changes on the 31 March 2022 and 31 March 2021 balance sheets and 31 March 2022 cash flows are:

£'000	At 31 March 2022 as previously reported	Restatement	**At 31 March 2022 restated**
Assets			
Derivative financial instruments	1 617 240	(26 727)	1 590 513
Other assets	2 068 615	70 739	2 139 354
Total assets	58 843 744	44 012	58 887 756
Liabilities			
Derivative financial instruments	2 537 303	44 012	2 581 315
Total liabilities	53 103 988	44 012	53 148 000

£'000	as previously reported	Restatement	**At 31 March 2021 restated**
Assets			
Derivative financial instruments	1 714 743	(31 529)	1 683 214
Other assets	2 165 438	72 208	2 237 646
Total assets	51 450 473	40 679	51 491 152
Liabilities			
Derivative financial instruments	2 190 487	40 679	2 231 166
Total liabilities	46 137 977	40 679	46 178 656

The impact of this change on the 31 March 2022 cash flow statement is:

£'000	as previously reported	Restatement	**At 31 March 2022 restated**
Operating profit adjusted for non-cash and non-operating items	816 404	—	816 404
Taxation paid	(152 140)	—	(152 140)
Increase in operating assets	(3 318 637)	(3 233)	(3 321 870)
Increase in operating liabilities	5 725 913	3 233	5 729 146
Net cash outflow from operating activities	3 071 540	—	3 071 540

CONTINGENT LIABILITIES, LEGAL MATTERS

Historical German dividend tax arbitrage transactions

Investec Bank plc has previously been notified by the Office of the Public Prosecutor in Cologne, Germany, that it and certain of its current and former employees may be involved in possible charges relating to historical involvement in German dividend tax arbitrage transactions (known as cum-ex transactions). Investigations are ongoing and no formal proceedings have been issued against Investec Bank plc by the Office of the Public Prosecutor. In addition, Investec Bank plc received certain enquiries in respect of client tax reclaims for the periods 2010-2011 relating to the historical German dividend arbitrage transactions from the German Federal Tax Office (FTO) in Bonn. Since issuing our 31 March 2022 Annual Report, the FTO has provided more information in relation to their claims and Investec Bank plc has sought further information and clarification.

Investec Bank plc is co-operating with the German authorities and continues to conduct its own internal investigation into the matters in question. A provision is held to reflect the estimate of financial outflows that could arise as a result of this matter. There are factual issues to be resolved which may have legal consequences, including financial penalties.

In relation to potential civil claims; whilst Investec Bank plc is not a claimant nor a defendant to any civil claims in respect of cum-ex transactions, Investec Bank plc has received third party notices in relation to two civil proceedings in Germany and may elect to join the proceedings as a third party participant. Investec Bank plc has itself served third party notices on various participants to these historic transactions in order to preserve the statute of limitation on any potential future claims that Investec Bank plc may seek to bring against those parties, should Investec Bank plc incur any liability in the future. Investec Bank plc has also entered into standstill agreements with some third parties in order to suspend the limitation period in respect of the potential civil claims. While Investec Bank plc is not a claimant nor a defendant to any civil claims at this stage, it cannot rule out the possibility of civil claims by or against Investec Bank plc in future in relation to the relevant transactions.

The Group has not provided further disclosure with respect to these historical dividend arbitrage transactions because it has concluded that such disclosure may be expected to seriously prejudice its outcome.

EVENTS AFTER REPORTING DATE

Events after the reporting date

Proposed sale of the Investec Property Fund Limited (IPF) asset management function in South Africa and Europe

Investec entered into an agreement with IPF on 1 March 2023 to sell its real estate asset management function across South Africa and Europe, for a maximum purchase consideration of R975 million.

Investec has carved out R125 million of the consideration in the form of an earn-out provision, linked to the growth in the existing IPF assets under management as at 31 March 2023, in excess of a minimum annual growth threshold over three years.

The IPF circular relating to the proposed transaction was posted to IPF shareholders on 17 April 2023, with the transaction being approved at a general meeting held on 17 May 2023. The transaction is further subject to the approval of the Competition Commission.

At the completion date of the sale, Investec will deconsolidate its c.24.3% investment in IPF. Going forward the investment in IPF will be equity accounted. At the date of this report, the transaction has not yet become effective. The financial effect of the deconsolidation will be dependent on the net asset value and fair value of the IPF share on the date of deconsolidation, a reliable estimate cannot be made at this point.

Proposed combination of Investec Wealth & Investment UK and Rathbones Group

It was announced on 4 April 2023 that Investec plc and Rathbones Group Plc (Rathbones) have entered into a definitive agreement regarding an all-share combination of Investec Wealth & Investment Limited (IW&I UK) and Rathbones.

Under the terms of the combination, Rathbones will issue new Rathbones shares in exchange for 100% of Investec W&I UK's share capital. On completion, Investec Group will own 41.25% of the economic interest in the enlarged Rathbones Group's share capital, with Investec Group's voting rights limited to 29.9%.

The combination is conditional, among other things, on:

i. Approval by Rathbones' shareholders (by ordinary resolution) at a general meeting of Rathbones expected to be held during quarter two of 2023,

ii. The Financial Conduct Authority and London Stock Exchange agreeing to admit the ordinary share element of the consideration shares to the premium listing segment of the Official List and to trading on the London Stock Exchange's Main Market for listed securities,

iii. No material adverse change having occurred in respect of either Rathbones or Investec IW&I UK,

iv. The Competition and Markets Authority (CMA) confirming in response to a briefing note that it has no further questions, or alternatively, CMA approval, and

v. Relevant financial and other regulatory approvals and notifications being obtained, including in the UK, Jersey, Guernsey and South Africa

At the completion date of the sale, Investec will deconsolidate its 100% investment in IW&I UK. Going forward the investment in the enlarged Rathbones Group will be equity accounted.

At the date of this report, the transaction has not yet become effective. The financial effect of deconsolidation will be dependent of the net asset value of the IW&I UK business, and the fair value of the Rathbones shares on the date of deconsolidation and a reliable estimate cannot be made at this point.

Divisional review

IN THIS SECTION

UK AND OTHER

We provide our clients with a diversified, combined and integrated banking and wealth management offering in the UK with extensive depth and breadth of products and services.

Highlights

We've built our business by working in partnership with our clients, taking the time to understand their unique needs and aspirations.

This approach allows us to deliver Out of the Ordinary service to private, institutional and corporate clients alike.

Funds under management	Net core loans	Customer deposits
£40.7bn (2022: £42.9bn)	£15.6bn (2022: £14.4bn)	£19.1bn (2022: £18.3bn)

Adjusted operating profit	Cost to income	ROE post tax
£395.0mn (2022: £302.8mn)	64.5% (2022: 70.0%)	12.7% (2022: 11.3%)

What we do

Private client offering

Wealth & Investment

Investment and savings

Pensions and retirement

Financial planning

Private Banking

Lending

Private Capital

Transactional banking

Savings

Foreign exchange

Corporate client offering

Corporate and Investment Banking

Lending

Advice

Hedging

Cash – deposits and savings

Equity placement

Target market

Private client offering

- Individuals with > £250k minimum investable amount
- Charities
- Trusts
- High net worth active wealth creators (with >£300k annual income and > £3mn NAV)

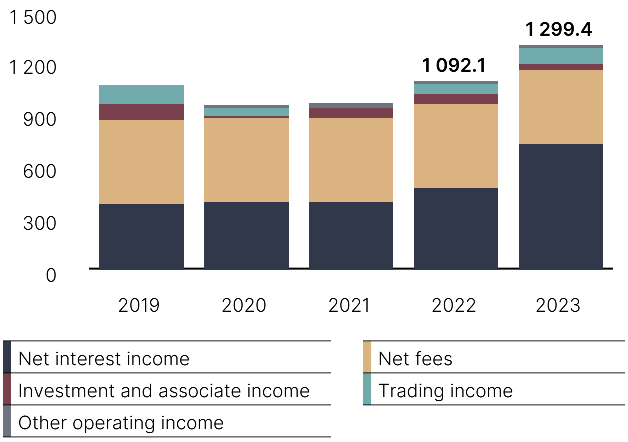
Corporate client offering

- Corporates
- Private equity
- Institutions
- Intermediaries
- Government

UK AND OTHER
CONTINUED

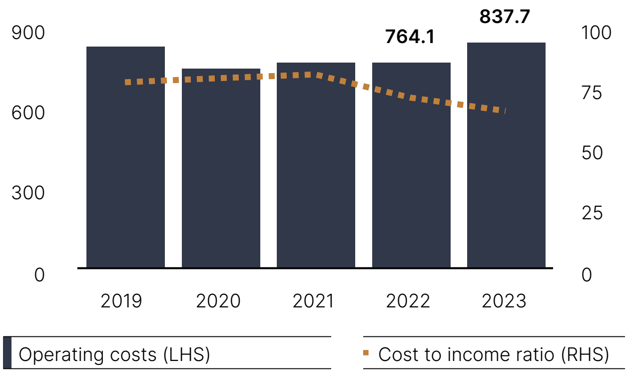
Total operating income before expected credit loss impairment charges

£'million



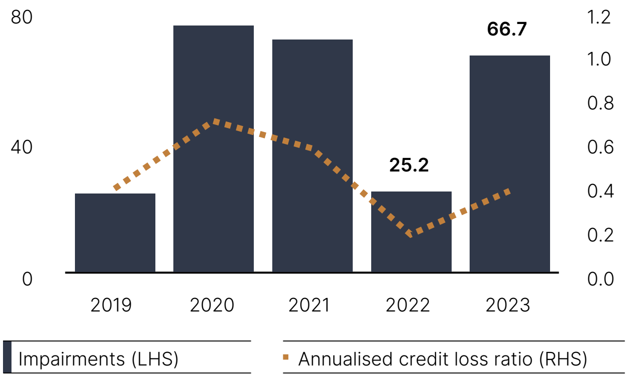
Operating costs

£'million Percentage



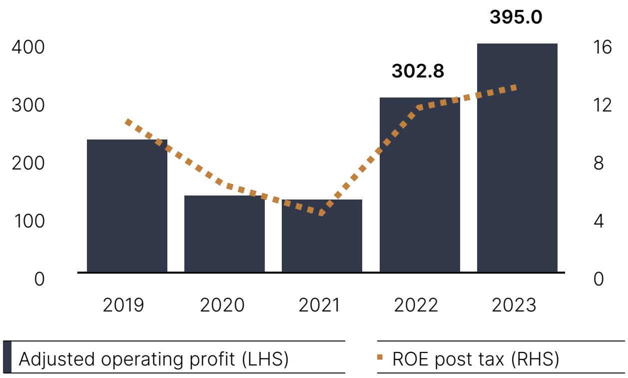
Expected credit loss impairment charges

£'million Percentage



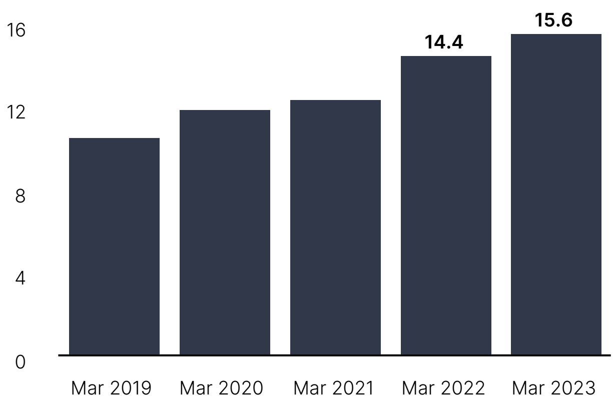
Adjusted operating profit and ROE

£'million Percentage



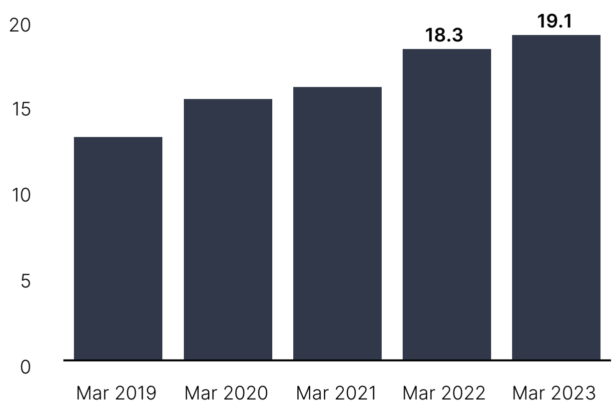
Net core loans

£'billion



Total customer deposits

£'billion



WEALTH & INVESTMENT

Business Head

Iain Hooley

Awards

Won 'Best Discretionary Fund Manager' at the Moneyfacts Investment Life & Pension Awards

Won 'Customer-Facing Digital Capabilities', 'Diversity and Inclusion in Wealth Management' and 'UK Wealth Planning Team' at the WealthBriefing European Awards

Winner of the 'London' Category at CityWire Adviser Choice Award

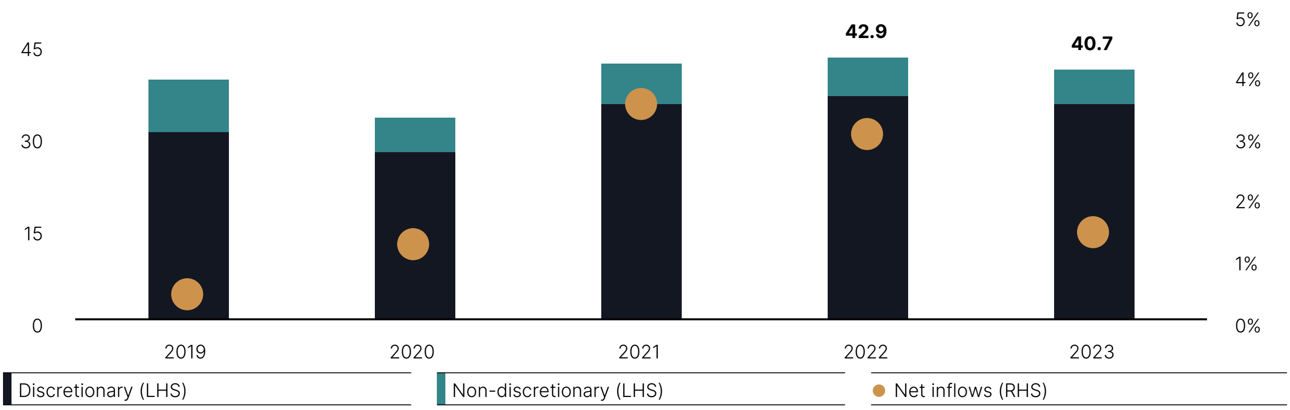
With over £40 billion of FUM, we are one of the UK's largest wealth and investment managers.

We work with individual clients to allow them to grow, enjoy and protect their wealth, and with charities and clients of professional advisers to help deliver optimal returns on their investments and to bring financial peace of mind.

Performance highlights

- The business generated operating profit of £91.8 million (1.3% above the prior year) and an operating margin of 25.8% (2022: 27.0%)
- Operating income increased by 2.8% with higher net interest income from rising global interest rates offset by net fee and commission income decreasing by £12.4 million (3.7%) as a result of lower market levels, and subdued net inflows
- Operating costs increased by 3.3% primarily from inflationary pressures and normalisation of certain business expenses as pandemic related restrictions eased
- FUM declined to £40.7bn at 31 March 2023 (2022: £42.9bn) largely reflecting unfavourable market movements.

Funds under management and net flows



Reasons for the variance in FUM since 31 March 2022

- Unfavourable market movements (MSCI PIMFA Balanced Index down 5.4%), together with lower investment performance during the year, partially offset by:
- Net inflows of £608.0 million resulting in net organic growth in funds under management of 1.4% (2022: 2.9%). We have maintained good net new clients inflows similar to the prior year but have seen lower net client flows from existing clients which is expected given the high inflationary and interest rate rise environment
- The acquisition of Murray Asset Management (MAM) during the year, which added £352 million to FUM at 31 March 2023.

Funds under management

£'million	31 March 2023	31 March 2022	% change
Discretionary	35 291	36 728	(3.9)%
Non-discretionary*	5 456	6 166	(11.5)%
Total	**40 747**	**42 894**	**(5.0)%**

* Non-discretionary includes advisory-managed FUM of £1 185 million (31 March 2022: £1 627 million). Managed funds therefore represent 90% of the UK domestic total FUM at 31 March 2023 (31 March 2022: 89%)
Note: FUM represents FUM relating to the UK domestic and Channel Islands business only. FUM relating to the Swiss business, previously included in the UK & Other Wealth & Investment division, is now included within the South African Wealth and Investment division. Refer to page 84 for further details

WEALTH & INVESTMENT
CONTINUED

Net inflows over the period

£'million	31 March 2023	31 March 2022
Discretionary	521	808
Non-discretionary	87	410
Total	**608**	**1 218**

Income statement analysis and key income drivers

£'000	31 March 2023	31 March 2022*	Variance	% change
Net interest income/(expense)	22 763	970	21 793	>100%
Net fee and commission income	324 907	337 352	(12 445)	(3.7%)
Operating income	**347 670**	**338 322**	**9 348**	**2.8%**
Operating costs	(255 914)	(247 729)	(8 185)	3.3%
Adjusted operating profit	**91 756**	**90 593**	**1 163**	**1.3%**
Key income drivers				
Operating margin#	25.8%	27.0%		
Net inflows in FUM as a % of opening FUM	1.4%	2.9%		
Average income yield earned on FUM^	0.83%	0.81%		

* The results of the Switzerland business previously included above, albeit highlighted separately, are now included within the South African Wealth & Investment division. Prior year numbers have been restated for comparability. Refer to page 84 for further detail.

\# The calculation of the operating margin for the UK domestic business excludes net interest income of £2 670 000 (2022: net interest expense of £755 000) relating to net interest income earned on the firm's cash deposits and the IFRS 16 Leases interest expense on right-of-use assets. This presentation is consistent with wealth managers that are not part of a banking group and are therefore not required to report in accordance with the presentation and disclosure standards for banks. Excluding this adjustment, the operating margin for the UK domestic business would be 26.4% (2022: 26.8%).

^ The average income yield on funds under management represents the total operating income for the period as a percentage of the average of opening and closing funds under management. This calculation does not adjust for the impact of market movements and investment performance throughout the period on funds under management or the timing of acquisitions and disposals (where applicable) during the respective periods.

Strategy execution

Highlights: Sustainability

- Continued industry engagement and participation, including attendance at the Annual Principles for Responsible Investment (PRI) Conference
- Our Climate Change in the Arctic event, with a keynote speech from HSH Prince Albert II of Monaco, directly engaged clients in conversation around sustainability and impact
- We published our most comprehensive disclosure of Stewardship activity to date, including a summary of our engagement and policy work
- We continued our focus on developing sustainability expertise throughout the year, with 60 colleagues (including executive committee and board members) completing Sustainable Finance courses with the University of Cambridge Institute for Sustainability Leadership (CISL), and 10 colleagues achieving the CFA Certificate in ESG Investing.

Highlights: Belonging, Inclusion and Diversity (BID)

- We became members of the Business Disability Forum – the leading business membership organisation in disability inclusion
- For the fifth consecutive year we are participating in the 30% Club mentoring scheme, a cross company, cross industry programme for women
- We continue to actively engage with colleagues and clients on topics including neurodiversity, International Women's Day and racial inequality
- We continue to publish both our gender and ethnicity pay gap data. As at 5 April 2022 our mean gender pay gap stood at 43.4% and our mean ethnicity pay gap stood at 23.9%. We remain committed to reducing our gender and ethnicity pay gaps, and we are working hard to increase senior female and Black, Asian and Minority Ethnic representation throughout the organisation
- We exceeded our Women In Finance target, with over 30% representation of women on the Wealth Leadership Forum.

WEALTH & INVESTMENT
CONTINUED

Strategic execution

- Referrals between Specialist Banking and W&I resulted in £377 million FUM (ex IBSAG) (FY22: £473 million) and £60 million (FY22: £105 million) of new lending, reflecting our continued strategy to provide integrated solutions to clients through access to Group-wide products and services
- During the second half of the year we developed a more targeted approach to offering our Managed Portfolio Service (MPS) to Independent Financial Advisers (IFAs). We are seeing encouraging early results from this activity, with net inflows of £92mn into our MPS since 1 January 2023. Whilst the FUM associated with MPS is lower yielding than our core Discretionary Fund Management (DFM) service, the nature of the MPS means it is highly scalable and creates opportunities to build relationships with IFAs who may also require our higher yielding bespoke DFM service for their clients
- We successfully completed the acquisition of Edinburgh-based wealth management firm - Murray Asset Management (MAM). The acquisition strengthens our presence in the strategically important Scottish market
- We entered into a definitive agreement regarding an all-share combination of Investec Wealth & Investment Limited and Rathbones - Please see further details below.

Growth opportunities and outlook

- Iain Hooley has been appointed as the W&I Chief Executive Officer (subject to regulatory approval). Barbara-Ann King stepped down from the Board of Investec Wealth & Investment Limited and from her role as Chief Executive Officer
- The long-term outlook for the UK wealth management industry remains positive and attractive, despite current macro-economic headwinds
- Our commitment to continued investment in technology to improve efficiency remains key and will be realised through the Rathbones combination given Rathbones is already using the platform we have selected as our platform of choice to scale the business.

Growth opportunities and outlook: Rathbones and Investec W&I UK all share combination

The Boards of Investec and Rathbones have entered into a definitive agreement regarding an all-share combination of Investec Wealth & Investment Limited and Rathbones. This will create the UK's leading discretionary wealth manager, with ~£100 billion of funds under management and administration, delivering scale that will underpin future growth. The combination establishes a long-term strategic partnership between the combined Group and Investec, which will enhance the client proposition across banking and wealth management services for both Groups.

This is core to Investec's growth strategy, which is underpinned by our commitment to bring the best of Investec to every client interaction, and drives synergies between our business units and geographies.

On completion, Investec will own 41.25% of the economic interest in the combined Group's enlarged share capital, with Investec's voting rights limited to 29.9%. This reaffirms our commitment to the attractive UK wealth management sector

The combined group will remain an independent listed business operating under the Rathbones brand, with Investec as a long-term, strategic shareholder. It is intended that the combined Group's London office will be at 30 Gresham Street, which will further support the strategic partnership between our two organisations.

The commercial and strategic benefits of the proposed combination include the following:

- The combination of talent and offerings between Investec and Rathbones will create real client value and a real powerhouse in the industry. Rathbones and IW&I UK have complementary business models providing bespoke investment management and financial planning services to private clients, intermediaries and charities.
- Geographic coverage: The combined Group will have an expanded network of offices across 23 towns and cities in the UK and Channel Islands, making it attractive to the brightest and best talent in the industry. This will give us presence in strategically important locations like Newcastle and Cambridge and reinforces our presence in the North of England.
- Systems & Technology: The Enlarged Rathbones Group will also benefit from cooperation on select services with Investec. The combination allows the Enlarged Rathbones Group to leverage Rathbones' investment in technology and operating model to deliver best-in-class client experience whilst improving operating efficiency across the larger combined business.
- The combination is expected to deliver significant value creation through the strong fit between the two operating models with target annual run rate cash synergies of at least £60 million driven by cost savings and higher net interest income

The Combination is subject to, among other things, Rathbones shareholder and regulatory approvals. Completion is expected to occur in early Q4 2023.

SPECIALIST BANKING OVERVIEW

Business head

Ruth Leas

Awards

Won 'Bank of the Year' at the 2023 City A.M. Awards

Won 'Lender of the Year' at the 2023 Real Deal Private Equity Awards

Dominated the top rankings of the 2022 Institutional Investor's UK SMID Survey of Institutional investment professionals

Highlights

Adjusted operating profit

£303.4mn
(2022: £193.7mn)

ROE post tax

12.5%
(2022: 9.7%)

Cost to income

60.4%
(2022: 69.6%)

Credit loss ratio

0.37%
(31 March 2022: 0.17%)

Overview of performance in the period under review

- Strong performance, with adjusted operating profit up 56.7% against the prior year driven by strong revenue growth across our lending franchises and increased trading income given heightened market volatility during the year
- Net core loans grew by 7.9% since 31 March 2022. This was driven by growth in residential mortgages, continued client acquisition and strong demand for corporate credit across multiple portfolios. There was a marked slow down in loan growth during the second half of the year given heightened uncertainty in the UK and rising global interest rates at the beginning of 2H2023, however, the impact on lending activity has begun to abate
- Operating income was supported by book growth, continued client activity, and rising interest rates
- Operating costs increased by 12.4% year on year driven by an increase in variable remuneration in line with improved business performance, inflationary pressures and investment in people and technology. Fixed operating costs grew 8.4% and below the UK inflation rate. Fixed operating costs have been well managed over the past four years, growing at a c.1% CAGR. Cost to income ratio improved to 60.4% (2022: 69.6%)
- Pre-provision adjusted operating profit was up 69.1% to £370.1 million (2022: £218.8 million)
- ECL impairment charges totalled £66.7 million, resulting in a credit loss ratio of 0.37% (2022: 0.17%). The increase in ECL charges was driven by an increase in modelled ECLs due to forward-looking macro-economic assumptions and Stage 3 ECL charges on certain exposures. Post-model management overlay of £11.9 million raised since the onset of the COVID-19 pandemic was released and is now reflected in-model outcomes. A remaining post-model management overlay of £4.9 million at 31 March 2023 is considered appropriate to capture risks assessed to be inadequately reflected in the model
- These results are underpinned by positive momentum in our client franchises and strategic cross-collaboration within the One Investec client ecosystem. See more on this enhanced collaboration in the pages that follow.

Income statement

£'000	31 March 2023	31 March 2022	Variance	% change
Net interest income	708 839	480 451	228 388	47.5%
Net fee and commission income	108 760	151 286	(42 526)	(28.1%)
Investment income	5 005	10 849	(5 844)	(53.9%)
Share of post-taxation profit of associates and joint venture holdings	4 951	13 879	(8 928)	(64.3%)
Trading income/(loss) arising from				
– customer flow	86 114	59 178	26 936	45.5%
– balance sheet management and other trading activities	13 123	(6 797)	19 920	>100%
Other operating (loss)/income	6 879	11 533	(4 654)	(40.4%)
Total operating income before expected credit loss impairment charges	**933 671**	**720 379**	**213 292**	**29.6%**
Expected credit loss impairment charges	(66 712)	(25 175)	(41 537)	>100%
Operating income	**866 959**	**695 204**	**171 755**	**24.7%**
Operating costs	(563 571)	(501 551)	(62 020)	12.4%
Adjusted operating profit	**303 388**	**193 653**	**109 735**	**56.7%**

SPECIALIST BANKING OVERVIEW
CONTINUED

Enhanced collaboration through integration

A key strategic differentiator is our client ecosystem approach, taking our clients along both the personal and business journey.

Our approach of 'One Investec' brings all of Investec that is relevant to each and every client. It is a coordinated approach with the client at the centre, supporting meaningful and long-lasting client relationships with Investec.

We have integrated ourselves structurally by organising our business activities around target client groupings. This enables us to leverage Investec's full capability suite to provide solutions most relevant to clients' needs.

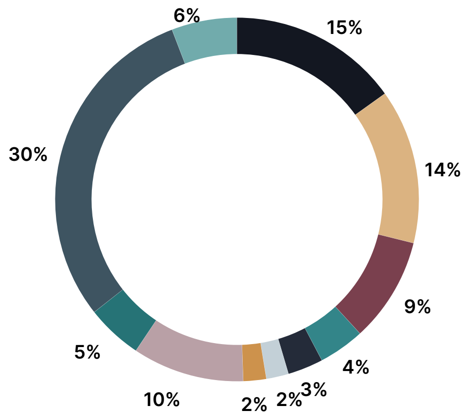
In the UK corporate mid-market our breadth of capabilities differentiates us from competitors. In the Private Client market our high levels of service attract HNW individuals underserved by traditional retail and private banks.

In FY2023

Our focus on connectivity and collaboration continues to deliver strong results.

- Continued momentum of intra-bank referrals, generating new business predominantly through lending, advisory, and client hedging solutions
- Enhanced connectivity where Bank referred and created £477 million of incremental FUM for the UK and Swiss Wealth & Investment businesses (FY22: £473 million)
- Unlocking significant client value: providing our clients with a holistic solution remains a priority as we target to increase the average number of products per core client.

Diversified loan book by risk category: Core loans £15.6 billion



Corporate and other lending	49%
Asset finance	15%
Corporate and acquisition finance	14%
Fund finance	9%
Power and infrastructure finance	4%
Other corporate and financial institutions and governments	3%
Asset-based lending	2%
Aviation finance	2%
Lending collateralised by property	**15%**
Commercial real estate	10%
Residential real estate	5%
High net worth and other private client lending	**36%**
Mortgages	30%
Other high net worth lending	6%

Highlights: Sustainability

- We remain active participants in the Net-Zero Banking Alliance to align our lending and investment portfolios with net-zero emissions by 2050
- We have strengthened our fossil fuel policy and set a target to have zero coal exposure in our loan book by 31 March 2027. In addition, we have committed to not provide financing to new oil and gas exploration, extraction and production projects from 1 January 2035
- We have signed up to the Partnership for Biodiversity Accounting Financials (PBAF) to help us assess and disclose the impact of dependencies on biodiversity of our loans and investment
- We have included high-level information according to the Task Force on Nature-related Financial Disclosures (TNFD) in our Task Force on Climate-related Financial Disclosures (TCFD) report
- We are proud to have been selected as one of the top 100 most sustainable companies in the world by Corporate Knights and one of Europe's 2023 climate leaders by the Financial Times.

Highlights: Belonging, Inclusion and Diversity (BID)

- We have a female CEO, CFO and COO, and currently have 50% females and 30% minority ethnic representation on the Investec Bank plc Board. Our senior leadership has 37% female representation and 37% minority ethnic representation. Of total hires in the period 40% were female and 38% were minority ethnic
- We continue to publish both our gender and ethnicity pay gap data. As of 5 April 2022 our mean gender pay gap was 25.6% and our mean ethnicity pay gap was 15.1%
- We are actively engaged with colleagues and clients and held several events on topics including neurodiversity, International Women's Day, and racial inequality
- We became members of the Business Disability Forum – business membership organisation in disability inclusion.
- Our recently launched Peppy Health app, supporting with fertility, pregnancy and menopause has been extended to include support for Men's and Women's health
- We continue to offer programmes to develop our organisational capabilities in relation to BID including; 30% Club cross company mentoring programme for women, Reciprocal mentoring, Allies programme, and Zebra Crossing, our flagship two-day diversity and inclusion programme aimed at minimising unconscious bias and raising awareness of multicultural differences at personal, interpersonal and institutional levels.

PRIVATE BANKING

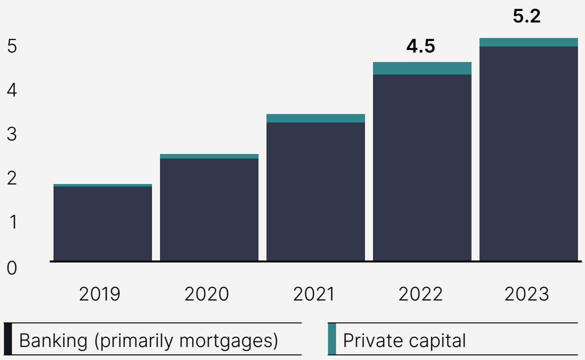
Our Private Banking activities focus on providing bespoke solutions underpinned by in-depth knowledge and understanding of our clients' personal and business aspirations and goals, supported by a broad private banking offering. We understand that every client is an individual, and that they are typically active wealth creators with complex financial needs. Our proposition is aligned with a clearly defined target client base and a market opportunity to address an underserviced part of the UK market. This segment comprises lending (primarily residential mortgages), risk management solutions and transactional banking to HNW clients, as well as flexible capital solutions for established privately owned businesses and entrepreneurs (Private Capital).

Performance in the period under review

- Adjusted operating profit of £70.2 million (2022: £30.8 million) reflects ongoing strategic execution in growing the business to scale by leveraging existing infrastructure.
- Net interest income increased 82.4% compared to the prior year, driven by a higher average loan book growth of 26.7% since 31 March 2022 and rising interest rates. The mortgage growth of 15.9% annualised in 1H2023 was followed by muted growth in 2H2023 given the sharp interest rates increases post the UK political instability around the mini budget at the end of September 2022.

Loans and advances to customers

£'billion

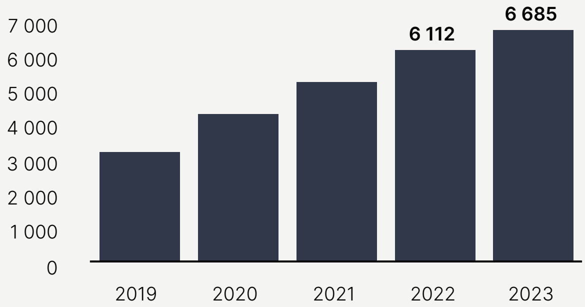


Loan book growth:

- Continued loan book growth for both HNW banking and Private Capital, up 14.1% and 38.5%, respectively, since 31 March 2022 – driven by focused execution of strategy and continued client acquisition
- In contrast to 2021, when demand for residential mortgages accelerated ahead of the deadline for the COVID-19 related Stamp Duty relief, we experienced lower mortgage activity levels in 2H2023 given the rising and volatile interest rate environment in the UK
- The book growth was achieved with no changes to credit underwriting standards notwithstanding the increasingly competitive market.

Note: In addition to the loan book shown above, our Channel Islands business had c.£520mn (2022: £500mn) of mortgages as at 31 March 2023.

UK HNW client acquisition



Continued success in client acquisition:

- We acquired 960 new clients over the period – a number of which were introduced via referrals by existing Investec clients
- Aligned to our One Investec approach, this offering serves as a valuable client acquisition tool for the wider UK Bank and Wealth & Investment businesses: our clients have an average income of £700 000+ and average NAV of £11 million (well above our quantitative criteria)
- HNW mortgage lending is focused on target clients in established areas (London and the South East) with recourse to the individual and high level of cash equity contributions into transactions

Note: In addition to these client figures, our Channel Islands business has 1062 HNW clients (2022: 870). This brings our total number of HNW clients to 7747 (2022: 6 982).

Strategy execution

- The results reflect our continued success in executing our HNW client acquisition strategy. This HNW client activity also connects to the rest of the client ecosystem, where our client-centric, One Investec approach enables us to win mandates in other areas
- We continue to collaborate with our Wealth & Investment business to provide an integrated HNW proposition. In addition, the ability to provide our UK private banking offering to South African clients seeking an international proposition continues to be a key differentiator for the Group
- Our growing Private Capital offering addresses a gap in the UK market, providing capital directly to owner-managed businesses and their owners. These HNW clients value our innovative, flexible approach to understanding both their business and personal assets.

PRIVATE BANKING
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2023	31 March 2022	Variance	% change
Net interest income	128 945	70 692	58 253	82.4%
Net fee and commission income	1 946	1 556	390	25.1%
Investment income/(loss)	141	816	(675)	(82.7%)
Trading income arising from				
– customer flow	4 449	2 228	2 221	99.7%
– balance sheet management and other trading activities	13	2	11	>100%
Total operating income before expected credit loss impairment charges	135 494	**75 294**	**60 200**	**80.0%**
Expected credit loss impairment charges	(6 344)	(2 432)	(3 912)	>100%
Operating income	129 150	**72 862**	**56 288**	**77.3%**
Operating costs	(58 996)	(42 034)	(16 962)	40.4%
Adjusted operating profit/(loss)	**70 154**	**30 828**	**39 326**	**>100.0%**
Key income drivers				
ROE post-tax*	21.9%	10.2%		
Cost to income ratio	43.5%	55.8%		
Growth in loans and advances to customers	15.4%	35.1%		
Growth in risk weighted assets*	12.3%	37.5%		

* Prior year ROE post tax and growth in risk weighted assets have been restated due to a reallocation of risk weighted assets

Other factors driving the performance in the period under review included

- Adjusted operating profit of £70.2 million (2022: £30.8 million) reflects ongoing strategic execution in growing the business to scale by leveraging existing infrastructure and continued client acquisition
- Growth in net interest income was driven by a higher average loan book and the positive effect of rising interest rates
- ECL impairment charges for the period increased to £6.3 million (2022: £2.4 million) largely driven by ECL impairment charges, primarily on Stage 3 ECL charges on certain exposures as well as overall book growth and seasoning of the loan book. The credit loss ratio on the private client mortgage book remains low at c.4bps, indicative of the strong credit performance of the book. Refer to page 103 for further information on the Group's asset quality
- Operating costs increased by £17.0 million or 40.4%, reflecting increased variable remuneration in line with business performance, post pandemic normalisation of discretionary expenditure, and inflationary pressures.

Growth opportunities and outlook

- Notwithstanding the uncertain macro-economic backdrop that prevailed during the year, and with growth in the mortgage book being higher in 1H2023 vs 2H2023, we have continued to grow our lending book, increase our client base, and capitalize on the existing market opportunity. We continue to see demand for our efficient, refreshingly human private client offering. Our increased profitability is testament to the clear market opportunity and the strength of our proposition to capture it
- Our One Investec approach ensures that we provide an integrated banking and wealth management offering to our clients. Private Banking client base continues to generate wealth opportunities and FUM for our Wealth & Investment businesses. However, over 80% of our HNW banking clients do not currently have a relationship with our Wealth & Investment businesses, with significant levels of investible wealth currently sitting with other financial institutions, thus we remain focused on capitalising on this this opportunity. We continue to enhance collaboration to provide a holistic proposition for our HNW clients' growth journeys
- The proposed all-share combination of with Rathbones will enhance the client proposition across banking and wealth management services for both Investec Group and Enlarged Rathbones Group
- Having established a strong presence in the market over the last five years, our Private Capital business is in growth mode, focused on increasing lending at pace through deepening existing relationships and further client acquisition
- We are focused on maintaining business momentum and generating a stable annuity income stream for the Group, while investing with discipline in the required technology to support our growth to scale.

CORPORATE, INVESTMENT BANKING AND OTHER

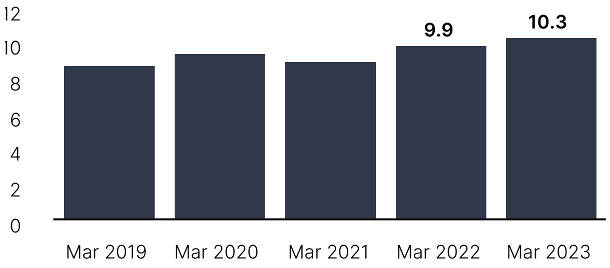
This segment comprises business activities that provide lending, advisory and risk management services to growth-orientated corporate clients in the private companies, private equity and listed companies arenas, including specialist sector-focused expertise. This segment also includes our central treasury and liability management channels.

Performance in the period under review

- The results reflect a solid performance, with an adjusted operating profit of £233.2 million or 43.2% ahead of £162.8 million reported in 2022. The continued improvement in performance is in part attributable to the strategic changes we have implemented over the past 24 months
- Net interest income increased by £170.1 million (41.5%) to £579.9 million, driven by higher average loan book and rising interest rates
- Impairment charges increased to £60.4 million (2022: £22.7 million) driven by an increase in modelled ECLs due to forward-looking macro-economic assumptions and the Stage 3 ECL charges, offset by a release in the management overlay held.

Loans and advances to customers

£'billion



Loan book growth

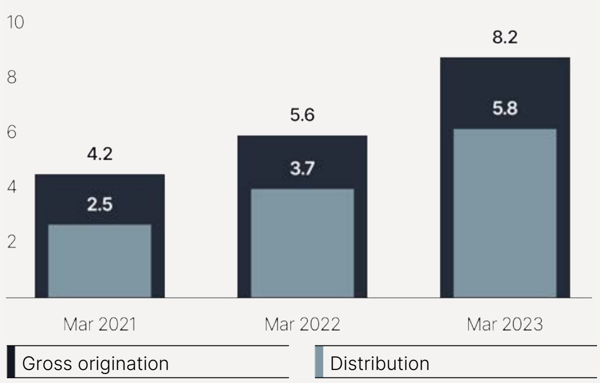
- The loan book grew by 4.6% since 31 March 2022 to £10.3 billion
- Lending activity increased across portfolios, supported by new client acquisition as we continue to build scale and relevance in our client franchises, as well as repeat business with existing clients
- We continue to utilise our origination and distribution capability to manage diversity and concentration of our lending portfolios and generate additional ROE-accretive revenue for the Group.

Spotlight on our Private Equity Fund Solutions offering

- Our Fund Solutions business creates holistic and bespoke solutions for Funds and General Partner (GP) Financing covering each stage of the fund lifecycle
- We partner and grow with a range of institutional investors building strong relationships in the market. This allows us to be relevant to various funds and to provide funds with the support and flexibility to seize opportunities, deliver returns and generate value
- Our Fund Solutions business is helping us achieve our key strategic objective of growing external sources of capital and capital light revenues. Many of our Fund Solutions clients are also clients of other areas of the bank
- Through the business, we also give investors access to the private funds management industry, where we leverage our market-leading position and experience to simultaneously meet investor and borrower needs
- Structured solutions that provide mutual benefits are the hallmark of our capability. During the financial year, the team partnered with pension and insurance investors to provide more than £7 billion of financial facilities to fund managers, of which over £5.5 billion was provided by our institutional partners
- Looking forward, the Fund Solutions business remains focused on unlocking further growth and putting our clients' funding needs at the centre of everything we do.

Fund Solutions gross origination and distribution

£'billion



Awards won in the past year

Winner Best Fund Financing Solution (Private Equity Wire European Awards 2022)	**Research analyst rank across eight sectors** #1 (2022 Institutional Investor's UK Small & Mid-Cap survey)	Winner Best Service from an Asset Based Finance Provider (Business Moneyfacts Winner 2023)	Winner Best Service from an Invoice Finance Provider (Business Moneyfacts Winner 2023)

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2023	31 March 2022	Variance	% change
Net interest income	579 894	409 759	170 135	41.5%
Net fee and commission income	106 814	149 730	(42 916)	(28.7%)
Investment income	4 864	10 033	(5 169)	(51.5%)
Share of post-taxation profit of associates and joint venture holdings	4 951	13 879	(8 928)	(64.3%)
Trading income/(loss) arising from				
– customer flow	81 665	56 950	24 715	43.4%
– balance sheet management and other trading activities	13 110	(6 799)	19 909	>100%
Other operating income/(loss)	6 879	11 533	(4 654)	(40.4%)
Total operating income before expected credit loss impairment charges	**798 177**	**645 085**	**153 092**	**23.7%**
Expected credit loss impairment charges	(60 368)	(22 743)	(37 625)	>100%
Operating income	**737 809**	**622 342**	**115 467**	**18.6%**
	(504 575)	(459 517)	(45 058)	9.8%
Adjusted operating profit	**233 234**	**162 825**	**70 409**	**43.2 %**
Key income drivers				
ROE post-tax*	10.9%	9.7%		
Cost to income ratio	63.2%	71.2%		
Growth in loans and advances to customers	4.6%	10.1%		
Growth in risk weighted assets*	4.0%	(0.9%)		

* Prior year ROE and growth in risk weighted assets have been restated due to a reallocation of risk weighted assets

Other factors driving the performance in the period under review included

- The £170.1 million increase in net interest income was primarily driven by higher average loan books across a number of portfolios, and the impact of rising interest rates
- Net fee and commission income decreased by £42.9 million to £106.8 million. Higher advisory fees from Growth and Leveraged Finance and Fund Solutions was offset by lower fees from equity capital markets
- Investment income of £4.9 million was driven by realised gains on disposal of investments and dividend income and unrealised losses on investments
- Trading income from customer flow increased 43.4% over the prior period reflecting strong client activity levels in our interest rate and currency desks given market volatility. This was offset by subdued activity in the listed companies client group
- Trading income from balance sheet management and other trading activities increased to £13.1 million from (£6.8 million) in the prior year reflecting the positive positioning in balance sheet management activities.
- Other operating income of £6.9 million (2022: £11.5 million income) primarily reflects the fair value movements of the Ninety One shares held in the Group's staff share scheme as a result of the demerger and separate listing of Ninety One
- Expected credit loss impairment charges increased to £60.4 million, primarily due to a deterioration of forward-looking macro-economic assumptions and updated scenario weightings. Post-model management overlay of £11.9 million raised since the onset of the COVID-19 pandemic was released and is now reflected in-model. Refer to page 101 for further information on the macro-economic scenarios applied and page 103 for information on the Group's asset quality
- Operating costs increased by 9.8% to £504.6 million, driven by an increase in variable remuneration in line with business performance, post pandemic normalisation of discretionary expenditure, and investment into people and technology.

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Strategy execution

- The business is delivering on its growth phase in the journey to enhance shareholder returns. Our success to date in building scale and relevance in the mid-market is reflected in broad-based loan book growth and continued client acquisition
- Our One Investec approach – underpinned by connected client ecosystems – has continued to facilitate increased collaboration, supporting our ability to provide clients with a holistic solution and generate additional opportunities
- The strength of our client franchises has been independently recognised through the numerous awards we have won
- We continue to generate diversified, capital light earnings by utilising external capital to facilitate our highly successful origination and distribution capability. In addition to accelerated growth in our existing fundraising capabilities for Fund Solutions and Power and Infrastructure Finance, similar strategies for Growth and Leverage Finance and Real Estate lending have positioned us well to further diversify this income stream
- We continue to proactively pursue growth in our Mergers and Acquisitions (M&A) Advisory business both locally within the UK and internationally, by leveraging our own international networks and our partnerships with Capitalmind (in which we acquired a 30% stake in 2021), which is present in Benelux, Germany, France, Scandinavia and Switzerland, and with the Regions Group in the USA. Our European M&A Advisory presence is also highly complementary to our European lending activities, in particular Fund Solutions and Growth & Leveraged Finance, as these are all focused on the private equity community. In addition, by having a strong M&A Advisory presence in Europe, we are able to demonstrate relevance to clients located in other geographies (in particular South Africa and India)
- We remain focused on digitalisation and innovation to deliver scale, efficiency and longer-term growth through investing in technology and strategic alliances. Our selection of Microsoft as our key cloud provider has offered a multitude of benefits. The vast portfolio of services has enabled us to expedite our cloud strategy, including the exploration of cutting edge technologies like generative AI and quantum computing. We have coupled this with investment in our people to upskill and engage with hypothesis led experimentation to identify where our technology offerings are our differentiator. Our Out of the Ordinary people and deep relationships is Investec’s key differentiator
- Investec India strategy is consistent with Group strategy to increase contribution from capital light revenues. The India equities business writes research on 250 listed Indian companies, the M&A business has significant market presence in our target sectors ,the private credit business has arranged in excess of $5 bn of debt for Indian counterparts and has successfully closed its first private credit third party capital fund for $ 135 million.

Growth opportunities and outlook

- We are cautiously optimistic looking ahead as the UK economic position and growth evolves following increased inflation, higher cost of living and energy prices. We are well-capitalised, lowly leveraged, and continue to maintain strong liquidity buffers and ratios. We are well placed to manage further volatility should it arise and to take advantage of opportunities as they present themselves
- Our One Investec client ecosystem approach remains one of our key strategic differentiators and will continue to drive success in leveraging the whole of Investec's capability to provide solutions for clients. The announced combination of our UK W&I business and Rathbones is expected to drive further collaboration opportunity between the UK Bank and the enlarged Rathbones Group. The co-operation agreement will govern the long-term, strategic partnership and is expected to unlock significant value in the medium to long term
- Aligned to our organisational purpose of 'living in, not off, society', our Belonging, Inclusion and Diversity (BID) focus is on inclusive leadership and creating an environment where a sense of belonging permeates
- With respect to sustainability, we are focused on embedding an ESG mindset that is fully integrated in our support for clients. We will continue to grow our sustainability offering to support our clients with renewable energy financing and innovative debt structuring
- We continue to enhance our offering to UK private companies to allow us to continue growing our client base and market share, and provide greater depth of support to clients. This has included further automation and digitalisation of our asset finance and FX propositions which will support growth going forward. This is in addition to the good progress we are seeing from the One Investec approach to delivering multiple solutions to more clients
- In our Private Equity Client Group, we continue to see positive growth prospects and strong position in the mid-market. We anticipate our clients will look to be opportunistic in a period of economic pressure and valuation weakness
- We expect our M&A Advisory business to benefit from maturing and new sector teams, the growing Private Equity Coverage and Origination function and our international partnerships in Continental Europe (with Capitalmind) and the USA (with BlackArch), which continue to facilitate an expansion of our cross-border M&A advisory services
- Against a difficult market backdrop and historically low levels of equity capital markets activity persisting market-wide, public M&A continues to be a key contributor to performance for our Listed Client Group and we remain committed to investing to deepen and broaden our offering and capabilities. We anticipate growth companies to return to equity as an attractive source of funding and the strength of our top-ranked platform will allow us to capitalise on the opportunity when equity capital markets recover
- We intend to raise additional external capital through funds and syndications to support a wider client offering and we are excited about our effort to generate further capital light revenue for the Group
- Within the Indian market, we see an opportunity to increase our market share, underpinned by the strength of our partnership with the State Bank of India.

GROUP INVESTMENTS

We have separated these assets from our core banking activities in order to make a more meaningful assessment of the underlying performance and value of the franchise businesses, and at the same time provide transparency of the standalone values of the assets classified as Group Investments.

In the UK, Group Investments comprises Investec plc's c.10% (31 March 2022: c.15%) investment in Ninety One (formerly Investec Asset Management).

In the prior year at a DLC Group level, Investec held a 25% shareholding in Ninety One (c.10% was held in Investec Limited in addition to the Investec plc holding). Effective 30 May 2022, the Group distributed a 15% shareholding in Ninety One, retaining a c.10% shareholding held entirely by Investec plc. Investec accounted for its combined 25% investment in Ninety One by applying equity accounting until 30 May 2022. As of 1 June 2022, the c.10% holding is now accounted for as an investment held at fair value through Other Comprehensive Income.

Portfolio breakdown and ROE

31 March 2023	**Asset analysis £'000**	Income analysis £'000
Ninety One plc	172 285	18 103
Total exposures on balance sheet	**172 285**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2023	51 300	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	222 278	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2023	136 789	
Post-tax return on adjusted average ordinary shareholders' equity – 31 March 2023		**13.2%**

31 March 2022	**Asset analysis £'000**	Income analysis £'000
Ninety One plc	230 056	33 387
Total exposures on balance sheet	**230 056**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	222 278	
Ordinary shareholders' equity held on investment portfolio – 31 March 2021	227 190	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2022	224 734	
Post-tax return on adjusted average ordinary shareholders' equity – 31 March 2022		**14.9%**

^The equity-accounted valuation of the investment in Ninety One plc was £230.1 million at 31 March 2022. This differs to the market value of the 15% stake held by Investec plc which was £386.0 million at 31 March 2022.

Income statement analysis

£'000	**31 March 2023**	31 March 2022	Variance	% change
Investment income	13 210	—	13 210	100.0%
Share of post-taxation profit of associates and joint venture holdings	4 893	33 387	(28 494)	(85.3%)
Total operating income before expected credit loss impairment charges	**18 103**	**33 387**	**(15 284)**	**(45.8%)**
Expected credit loss impairment charges	—	—	—	—
Operating costs	—	—	—	—
Adjusted operating profit	**18 103**	**33 387**	**(15 284)**	**(45.8%)**

Factors driving the performance in the period under review included

- Share of post-taxation profit of associates reflects earnings from the Group's investment in Ninety One for the two months from 1 April 2022 to 30 May 2022 (versus twelve months in the prior year). As of 1 June 2022, the reduced holding of c.10% has been accounted as an investment held through Other Comprehensive Income.

SOUTHERN AFRICA

We have remained true to our entrepreneurial spirit and long-term client relationships since our founding in Johannesburg in 1974. We are committed to understanding and responding to the unique and individual needs and aspirations of our private, institutional and corporate clients. Our distinctive offering is built on the premise of Out of the Ordinary service, combining personal client relationships with world-class technology platforms.

Highlights

Best Private Bank and Wealth Manager in South Africa for 10 consecutive years
Recognised by Euromoney and, for the last ten years, by the Financial Times of London.

Funds under management

£20.2bn
(2022: £20.9bn)

Net core loans

£14.6bn
(2022: £15.5bn)

Customer deposits

£20.4bn
(2022: £21.8bn)

Adjusted operating profit

£440.9mn
(2022: £384.6mn)

Cost to income

53.0%
(2022: 54.8%)

ROE post tax

14.8%
(2022: 11.5%)

What we do

Private client offering

Wealth & Investment

Wealth management

Portfolio management

Fund management

Stockbroking

Local and Swiss custody

Private Banking

Transactional banking

Lending

Property Finance

Private Capital

Savings

Foreign exchange

Life assurance and investment products

Corporate client offering

Corporate and Investment Banking

Specialised lending

Import and trade finance

Treasury and trading solutions

Institutional equity research, sales and trading

Advisory

Debt and Equity Capital Markets

Fixed income, currency and commodities (FICC)

Target market

Private client offering

- Individuals
- Charities and trusts
- Financial advisers and intermediaries

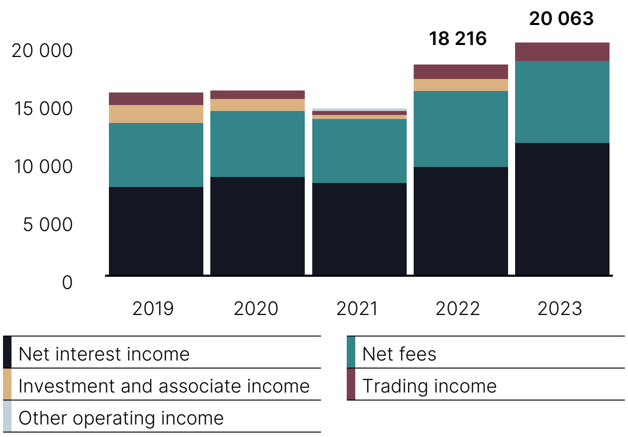
- High net worth individuals
- High-income professionals
- Sophisticated investors
- Emerging and established entrepreneurs
- Young professionals across multiple disciplines

Corporate client offering

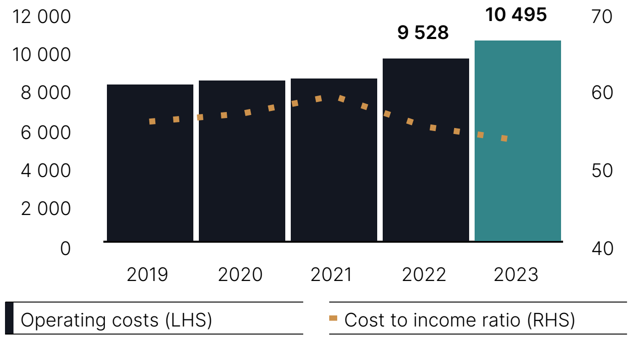
- Mid to large size corporates (listed and unlisted)
- Financial advisers and intermediaries
- Government and public sector institutions
- Institutions, including banks and financial services entities

SOUTHERN AFRICA
CONTINUED

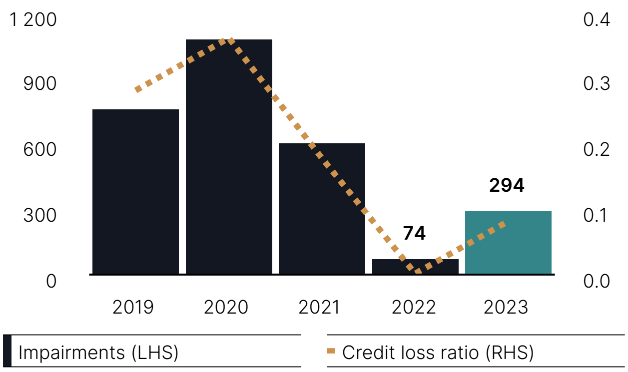
Total operating income before expected credit loss impairment charges
R'million



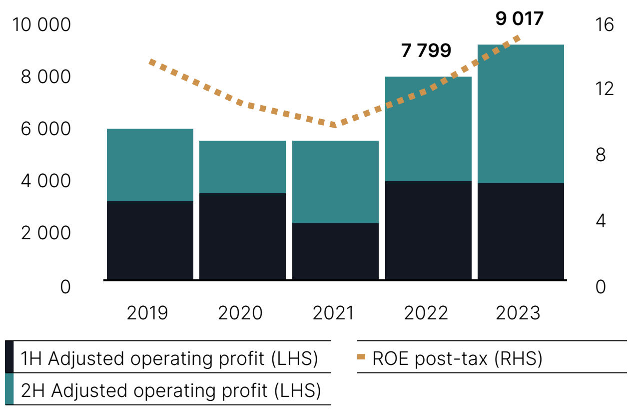
Operating costs
R'million
Percentage



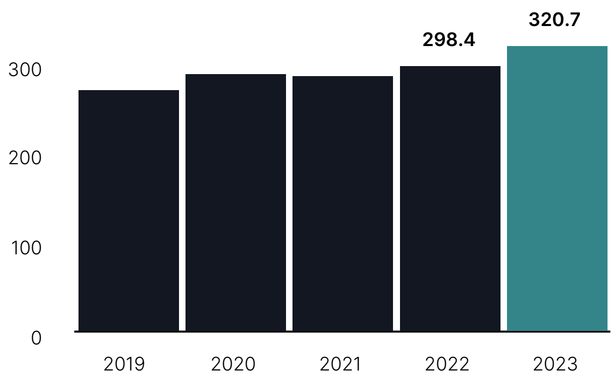
Expected credit losses/impairment losses
R'million
Percentage



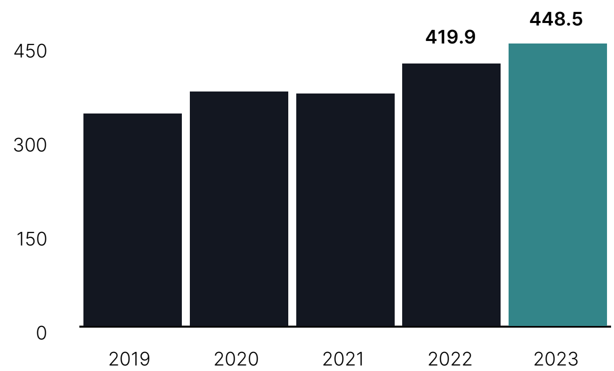
Adjusted operating profit and ROE
R'million
Percentage



Net core loans
R'billion



Total customer deposits
R'billion



WEALTH & INVESTMENT

Business head

Joubert Hay

Awards

Ranked #1 by the Financial Times of London for 10 consecutive years (2013 to 2022)

Ranked #1 by the Financial Times of London – 'Best Private Bank and Wealth Manager in Africa for philanthropy services' (2022)

Citywire South Africa Awards:

Best Fund Manager - Equity (South Africa) (2023)
Best Fund Manager - Mixed Assets (USD) (2023)

Raging Bull Awards:
Best South African Equity General Fund for straight performance over 3 years (2023)
Best Offshore Global Asset Allocation Fund on a risk-adjusted basis over 5 years (2023)

Wealth & Investment (W&I) manages the wealth of High Net Worth individuals and families in South Africa, as well as charities and trusts. Our international investment management capabilities have sustainability at their core and extend across asset classes and funds. This, together with our global and holistic approach to wealth management, enables our clients to navigate the complexities of being global citizens aligned to achieving their wealth and investment management goals.

Performance highlights

- Following a strategic review, the reported results now include the Investec Switzerland operations, which were previously reported as part of the UK & Other Wealth & Investment business. Further details are provided in the footnote on the following page
- Adjusted operating profit grew by 0.8% to £32.8 million (2022: £32.5 million) amid a challenging operating environment
- The business reported a 3.2% decline in FUM to £19.8 billion (2022: £20.5 billion). The impact of the positive net inflows (R5.9 billion, £289.0 million) in discretionary funds was offset by net outflows (R10.6 billion, £520.4 million) from non-discretionary funds and translation losses from the period-end Rand/Pound Sterling exchange rate
- Lower year on year net inflows in discretionary annuity assets reflect investor sentiment that prevailed throughout the year globally and in South Africa
- Client retention and acquisition remained strong in a competitive market environment.

Funds under management

Total - £'million	31 March 2023	31 March 2022	% change
South Africa	**18 155**	**18 957**	**(4.2%)**
Discretionary	10 151	9 756	4.0 %
Non-discretionary	8 004	9 201	(13.0%)
Switzerland	**1 675**	**1 525**	**9.8 %**
Discretionary	553	487	13.6 %
Non-discretionary	1 122	1 038	8.1 %
Total	**19 830**	**20 482**	**(3.2%)**

South Africa - R'million	31 March 2023	31 March 2022	% change
Discretionary and annuity assets	222 741	187 658	18.7 %
Non-discretionary	175 630	176 982	(0.8%)
Total	**398 371**	**364 640**	**9.3 %**

Net flows over the period

South Africa - R'million	31 March 2023	31 March 2022
Discretionary and annuity assets	5 910	12 060
Non-discretionary	(10 643)	1 238
Total	**(4 733)**	**13 298**

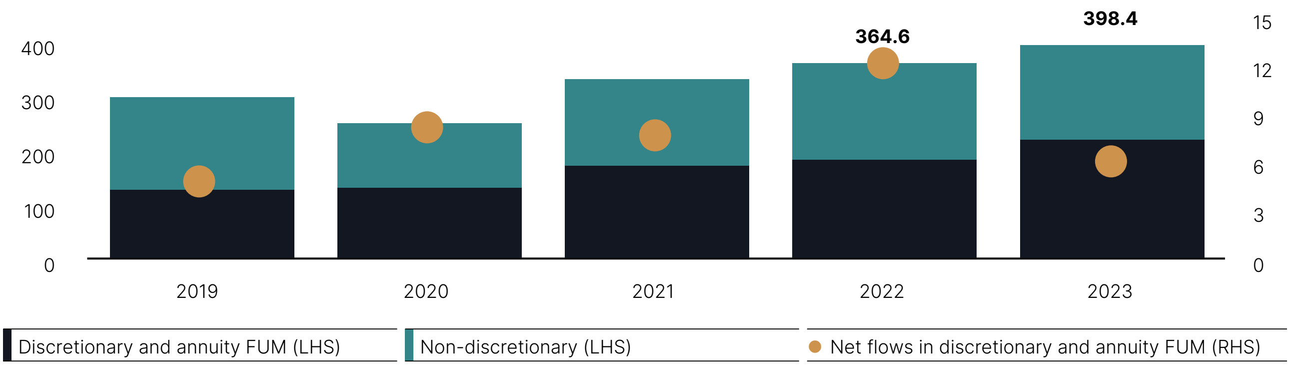
WEALTH & INVESTMENT
CONTINUED

FUM variance drivers since 31 March 2023

- Organic growth in discretionary and annuity assets of 3.1% largely driven by flows into our local offering
- Impact from positive foreign currency translation gains which were partially offset by negative dollar returns in our offshore offering
- Net outflows in non-discretionary FUM.

Funds under management and net flows - South Africa

R'billion



Income statement analysis

£'000	31 March 2023	31 March 2022^	Variance	% change	% change in Rands
Net interest income	10 172	5 670	4 502	79.4%	
Net fee and commission income	108 063	107 963	100	0.1%	
Investment income	382	620	(238)	(38.4%)	
Trading income arising from					
– customer flow	1 196	923	273	29.6%	
– balance sheet management and other trading activities	399	304	95	31.3%	
Other operating (loss)/income	(38)	10	(48)	>100.0%	
Total operating income before expected credit losses	**120 174**	**115 490**	**4 684**	**4.1%**	
Of which: South Africa	105 926	106 630	(704)	(0.7%)	0.6%
Of which: Switzerland	14 248	8 860	5 388	60.8%	
Expected credit loss impairment charges	(3)	(5)	2	(40.0%)	
Total operating income after expected credit loss impairment charges	**120 171**	**115 485**	**4 686**	**4.1%**	
Operating costs	(87 372)	(82 943)	(4 429)	5.3%	
Of which: South Africa	(73 090)	(71 176)	(1 914)	2.7%	4.2%
Of which: Switzerland	(14 282)	(11 767)	(2 515)	21.4%	
Adjusted operating profit	**32 799**	**32 542**	**257**	**0.8%**	
Of which: South Africa	32 832	35 454	(2 622)	(7.4%)	(6.8%)
Of which: Switzerland	(33)	(2 912)	2 879	98.9%	
Key income drivers					
Operating margin	27.3%	28.2%			
Of which: South Africa	31.0%	33.2%			
Net organic growth in discretionary and annuity FUM as a % of opening FUM - South Africa	3.1%	6.9%			
Average income yield earned on discretionary and annuity FUM° - South Africa	0.92%	0.95%			

° The average income yield earned on discretionary and annuity FUM represents the operating income earned on discretionary and annuity FUM for the year, as a percentage of the average of opening and closing discretionary and annuity FUM.

^ Restated: Following a strategic review, our Swiss operations have been earmarked to play a key role in the Group's strategic expansion of its international wealth services. To ensure strategic alignment, the results of the Switzerland wealth business are now reported as part of the Southern Africa Wealth & Investment business (previously reported as part of the UK & Other Wealth & Investment business). The comparative period has been restated to reflect this change. There has been no change in the legal or ownership structures.

WEALTH & INVESTMENT
CONTINUED

Overview of the South African financial performance (in Rands)

- Revenue grew by 0.6% underpinned by inflows into local investment products in the current year and offshore investment products in the prior year in discretionary and annuity portfolios. Non-discretionary brokerage decreased markedly in the current period due to lower trading volumes given the market volatility
- Operating costs increased by 4.2% , driven by investment in growth, including higher technology spend, as well as post-pandemic normalisation of business expenses, offset by lower variable remuneration
- The business achieved an operating margin of 31.0% (2022: 33.2%).

Strategy execution

- Alignment to the Investec Group strategic objectives that will be the centre of our growth agenda moving forward. This includes a focus on our three centres of excellence: 1) Private Clients acquisition and servicing, 2) Investec Investment Management capability, and 3) our Investment Platform
- Our greatest distinction is our ability to offer seamless local and international banking and wealth management through One Place™. We continue to evolve the One Place™ offering to enhance the client value proposition
- Strengthening our client relationships through increased face-to-face engagement and targeted events across regions.
- Private client centric strategies are showing success with a focus on collaboration and leadership cohesion across W&I and Private Bank
- Our award-winning local and international investment offering provides clients access to a broad range of investment opportunities together with proximity to our globally integrated investment process
- Increased focus on people across learning and development, recruitment alignment, integration of new starters and fostering a stronger sense of belonging and inclusion within teams.

Looking ahead

- Integrating Investec's purpose within our business and to clients via our Philanthropy offering and other initiatives
- Deepening the integration of ESG considerations into our investment process, providing sustainable investment opportunities and driving the upskilling of teams aligned to this
- Enhancing the use of data to deliver on strategic objectives
- Delivering on our investment platform and focusing on the modernisation of operational and technological capabilities to drive business efficiencies
- Accelerate the utilisation of Investec Switzerland's capabilities, operationally and for clients, and defining a growth strategy within the Swiss region
- Enhancing the alternative investments offering to include a private market strategy and continue providing our clients with access to special investment opportunities.

SPECIALIST BANKING OVERVIEW

Business head

Richard Wainwright

Awards

Recognised as the 'Best performing bank in South Africa' by The Banker (Top 1000 World Banks 2022)

Recognised as the 'Bank of the Year' at the inaugural News24 Business Awards (2023)

Highlights

Adjusted operating profit

£423.8mn

(2022: £349.4mn)

ROE post tax

16.9%

(2022: 12.1%)

Cost to income

48.2%

(2022: 51.1%)

Credit loss ratio

0.08%

(2022: Nil)

Overview of performance in the period under review (in Rands)

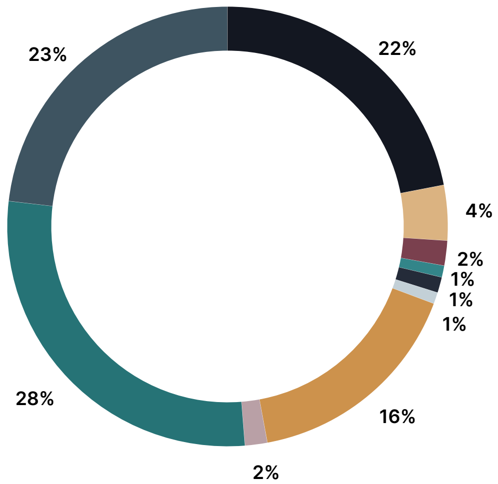
- Adjusted operating profit for the SA specialist bank increased 22.0% (21.3% in Pounds) driven by a strong performance in our corporate and institutional clients franchises and improved second half performance in the Private Bank
- Revenue grew by 18.2%, due to higher average interest earning assets, rising interest rates, increased client activity and continued client acquisition in line with our growth strategy. This was augmented by positive investment income
- The cost to income ratio was 48.2% (2022: 51.1%) as revenues grew ahead of expenses. Operating costs increased 11.4% driven by higher personnel expenses due to salary increases, increased headcount to support growth, and the post-pandemic normalisation of certain discretionary expenditure. Fixed costs increased 14.8%, following periods of well contained fixed cost growth, resulting in a 5.5% compounded annual growth rate since March 2019
- Pre-provision adjusted operating profit increased 25.2%, reflecting strong underlying performance from all client franchises
- ECL impairment charges increased by more than 100.0%. The credit loss ratio was 8bps, driven by stage 3 ECL charges. Post-model management overlays of R106 million, previously held for anticipated migration risk in Private Bank, have been released and are now catered for in-model. The remaining overlay as at 31 March 2023 of R113 million (2022: R219 million) accounts for emerging risks assessed as inadequately reflected in the forward-looking model for commercial real estate lending clients. The ECL charge was positively impacted by the reversal of impairments and recoveries on previously impaired loans
- Net core loans grew by 7.5% to R320.7 billion (2022: R298.4 billion). Corporate lending portfolios grew by 20.7% year on year, driven by increased corporate credit demand across our lending specialisations. Advances to private clients reported subdued growth of 2.6% for the year with reasonable growth in residential mortgages.

Income statement

£'000	31 March 2023	31 March 2022	Variance	% change	% change in Rands
Net interest income	585 797	496 351	89 446	18.0%	19.1%
Net fee and commission income	187 622	171 555	16 067	9.4%	10.3%
Investment income/(loss)	19 574	4 803	14 771	>100.0%	>100.0%
Share of post-taxation loss of associates and joint venture holdings	(33)	371	(404)	>100%	>100.0%
Trading income/(loss) arising from					
– customer flow	54 889	47 945	6 944	14.5%	16.4%
– balance sheet management and other trading activities	713	(10)	723	>100.0%	>100.0%
Other operating (loss)/income	(2 455)	647	(3 102)	>100.0%	>100.0%
Total operating income before expected credit loss impairment charges	**846 107**	**721 662**	**124 445**	**17.2%**	**18.2%**
Expected credit loss impairment charges	(14 131)	(3 067)	(11 064)	>100.0%	>100.0%
Operating income	**831 976**	**718 595**	**113 381**	**15.8%**	**16.7%**
Operating costs	(407 467)	(368 967)	(38 500)	10.4%	11.4%
Operating profit before goodwill, acquired intangibles and strategic actions	**424 509**	**349 628**	**74 881**	**21.4%**	**22.2%**
Profit attributable to non-controlling interests	(752)	(252)	(500)	>100.0%	>100.0%
Adjusted operating profit	**423 757**	**349 376**	**74 381**	**21.3%**	**22.0%**

SPECIALIST BANKING OVERVIEW
CONTINUED

Diversified loan book by risk category: Core loans
Mar-23: £14.6 billion



Corporate and other lending	31%
Corporate and acquisition finance	22%
Fund finance	4%
Power and infrastructure finance	2%
Asset finance	1%
Aviation finance	1%
Other corporate and financial institutions and governments	1%
Lending collateralised by property	**18%**
Commercial real estate	16%
Residential real estate	2%
High net worth and other private client lending	**51%**
Mortgages	28%
HNW and specialised lending*	23%

* Of the 23% in HNW and specialised lending, 13.1% (being 57% of 23%) (31 March 2022: 14.0%) relates to lending collateralised by property which is supported by high net worth clients.

Highlights: Sustainability

- We remain committed to net-zero carbon emissions and are active participants in the Net-Zero Banking Alliance to align our lending and investment portfolios with net-zero emissions by 2050
- We have strengthened our fossil fuel policy and set a target to have zero coal exposure in our loan book by 31 March 2030. In addition, we have committed to not provide financing to new oil and gas exploration, extraction and production projects from 1 January 2035
- We have signed up to the Partnership for Biodiversity Accounting Financials (PBAF) to help us assess and disclose the impact of dependencies on biodiversity of our loans and investments
- We have included high-level information according to the Task Force on Nature-related Financial Disclosures (TNFD) in our Task Force on Climate-related Financial Disclosures (TCFD) report
- We are proud to have been selected as one of the top 100 most sustainable companies in the world by Corporate Knights.

Highlights: Belonging, Inclusion and Diversity (BID)

- Representation of Black people in Top Management has increased to 53% (from 41% the prior year)
- We remain committed to making Investec a place where it is 'easy to be me'. In support of this we have created several networks designed to enable story-telling and shared learning experiences. These networks include a Gender network, Pride (LGBTQIA) network and a Young Minds Network
- We ran a learnership for 30 differently abled people, in partnership with the national Institute of the Deaf, during the 2022 calendar year. The programme achieved significant success, prompting an increase in the number of learners the programme can accommodate, and is scheduled to run again during the 2023 calendar year
- Our reverse mentorship programme in South Africa recognises the need to create spaces that enable young, aspirational talent to connect and learn with leaders. The programme aims to establish intergenerational channels for knowledge exchange, enabling different generations to learn from each other. These employees will take on mentorship roles to leaders
- Our Young Leaders Council aims to blend innovation with experience and harness the generational range within Investec. The council rotates annually and is mandated to address organisational challenges and topics set by the Executives.

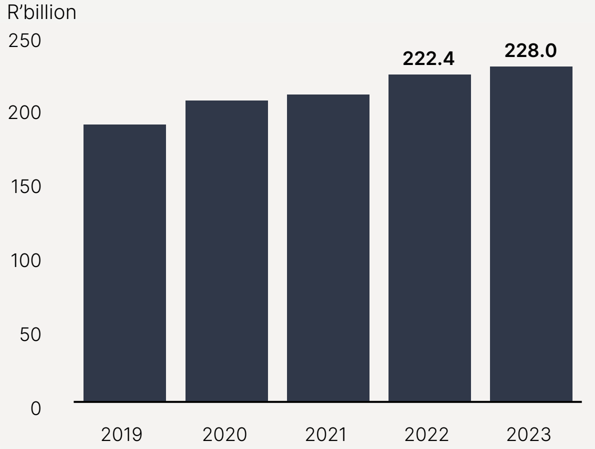
PRIVATE BANKING

We believe in forming long term partnerships with our clients, ensuring that each client experience is personal and Out of the Ordinary. We pride ourselves on going above and beyond when it comes to service. Through our digital channels, our 24/7 global Client Support Centre and our specialist private bankers, we set the private banking benchmark on service. Catering to a truly global citizen requires a full suite of banking and investment services both locally and internationally. Through our One Place™ offering we allow clients to easily create, protect and preserve wealth across our international geographies.

Performance highlights

- Private Banking adjusted operating profit decreased by 9.1% to R3 677 million (2022: R4 044 million) primarily driven by the ECL charge in the current financial year, compared to a net recovery in FY2022. Pre-provision adjusted operating profit increased by 6.7%, supported by continued client acquisition, higher average book size and rising interest rates environment.
- Point of sale (POS) client activity increased 25.7% from the prior year and lending activity declined year on year given the inflationary and rising interest rate environment.

Loans and advances to customers*

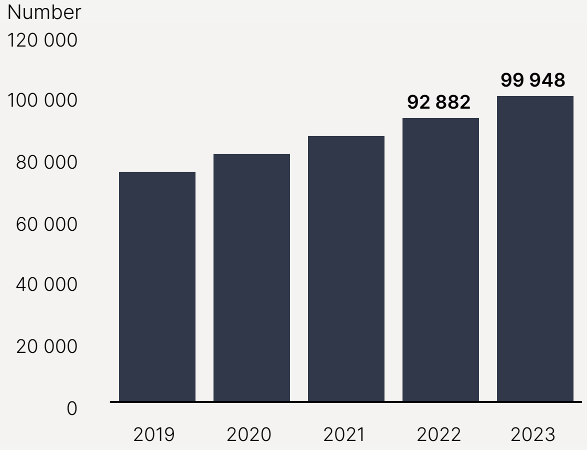


Increased lending balances:

- The loan book grew 2.6% since 31 March 2022
- Lending turnover decreased by 3% relative to prior year. The strong turnover growth in residential mortgages and other lending books was more than offset by the lower year on year turnover from commercial property and private capital portfolios.

* Including own originated securitised assets, net of impairments and deferred fees.

Core client acquisition



Continued focus on client acquisition:

- Our core client base increased 7.6% since 31 March 2022
- New accounts opened were 14% above those opened in the prior period underscoring our increased focus on client acquisition.

Awards:

Financial Times of London Global Private Banking Awards 2022

Best Private Bank and Wealth Manager in SA – for the 10th consecutive year.

Best Private Bank and Wealth manager in Africa for philanthropy services.

Financial Times of London Global Private Banking Awards 2022

Best private bank and wealth manager for technology use in Africa

PRIVATE BANKING
CONTINUED

Strategy execution

Entrenchment: Ensuring clients are wholly entrenched in the full Investec value proposition (within South Africa and internationally)

- The opportunity for further growth remains in our HNW private client franchise. Through improved coordination and relevant integration of our strategies across our Bank and Wealth businesses, we can achieve continued market growth. Our unique One Place™ offering ensures that our clients can seamlessly access a comprehensive suite of banking and investment services both locally and internationally
- We are accelerating the scaling of Investec Life and My Investments products into our banking client base
- Client acquisition remains a key priority for the business, underpinned by an approach through multiple channels, initiatives and proactive client engagement. We continue to actively pursue new and emerging professionals
- Traditional client segments remain a source for growth, with a renewed focus and engagement to build and evolve segment strategies with specific focus on the commerce and entrepreneur segments.

Income statement analysis and key income drivers

£'000	31 March 2023	31 March 2022	Variance	% change	% change in Rands
Net interest income	299 154	274 895	24 259	8.8%	10.0%
Net fee and commission income	59 373	56 194	3 179	5.7%	6.5%
Investment income	15 000	15 967	(967)	(6.1%)	(4.1%)
Share of post-taxation loss of associates and joint venture holdings	(158)	117	(275)	(>100.0%)	(>100.0%)
Trading income/(loss) arising from					
– customer flow	—	—	—	—%	—%
– balance sheet management and other trading activities	50	(145)	195	>100.0%	>100.0%
Other operating income	6	3	3	100.0%	89.7%
Total operating income before expected credit losses	**373 425**	**347 031**	**26 394**	**7.6%**	**8.7%**
Expected credit loss impairment releases	(11 333)	17 843	(29 176)	(>100.0%)	(>100.0%)
Operating income	**362 092**	**364 874**	**(2 782)**	**(0.8%)**	**—%**
Operating costs	(182 476)	(166 047)	(16 429)	9.9%	10.9%
Adjusted operating profit	**179 616**	**198 827**	**(19 211)**	**(9.7%)**	**(9.1%)**
Key income drivers					
ROE post-tax	19.8%	16.7%			
Cost to income ratio	48.9%	47.8%			
Growth in loans and advances to customers in Rands*	2.6%	6.3%			
Growth in risk weighted assets in Rands	(23.3%)	(5.2%)			

* Including own originated securitised assets.

Overview of financial performance (in Rands)

- Net interest income was 10.0% higher than the prior year due to higher average lending books and positive endowment effect from rising interest rates
- Net fees increased by 6.5% period on period underpinned by growth in the number of clients and increased POS activity, partly offset by the negative impact of lower lending fees
- Investment income decreased 4.1% due to lower realised profit share and dividend income in the current year relative to prior year. This was partly offset by positive fair value adjustments on unlisted equities
- Impairments increased due to additional provisions made on specific exposures primarily in Stage 3 in the current year. This was partly offset by the release of post-model management overlays previously held for anticipated migration risk which are now catered for in-model. Refer to page 103 for further information on the Group's asset quality
- Operating costs increased 10.9% due to inflationary related salary increases, higher headcount, higher lounge costs as clients travelled more frequently and increased marketing spend. The cost to income ratio was 48.7% (2022: 47.8%).

PRIVATE BANKING
CONTINUED

Growth outlook

- We are building frictionless client journeys and evolving our private banking platform to grow, protect and connect clients. Leveraging our deep client relationships, the insights we have of our clients and our own expertise provide the foundation for this future ecosystem
- We will continue to stretch our ambitions to acquire new clients within our risk appetite; leveraging off our unique offering, allowing our clients to bank and invest locally and, in the UK, all in One Place™
- We are accelerating our investment in our digital and technology platforms that deliver improved client experience and new capabilities.

CORPORATE, INVESTMENT BANKING AND OTHER

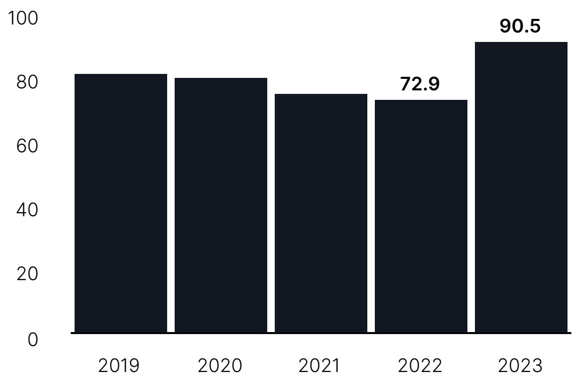
Our Corporate and Investment Banking businesses have built powerful franchises across South Africa's leading corporates, SOEs, public sector bodies, institutions and intermediaries. Our broad and international offering of financing, advice and structuring and treasury services is built on enduring relationships, specialisations and collaboration between teams. This pillar comprises: Corporate and Institutional Banking, Investec Life, Investec for Business, Investment Banking, Principal Investments, Investec Property (including the IPF management company) and certain centrally managed activities.

Performance highlights:

- Adjusted operating profit increased 63.2% to R4 991 million (2022: R3 060 million) driven by high client activity levels across our franchises and continued market share gains in selected niches
- Revenue increased by 27.1%, benefitting from increased activity levels across the business, higher average lending books and the endowment effect from a rising interest rate environment. The strong revenue performance was broad based across net interest income and non-interest revenue
- Pre-provision adjusted operating profit increased by 44.7% as revenue grew ahead of operating costs, reflecting the revenue performance described above.

Loans and advances to customers*

R'billion



* Net of impairments and deferred fees.

Lending activity:

- The corporate loan book increased by 24.2% since March 2022 to R90.5 billion
- Growth in the lending book was broad based across corporate lending including our specialist lending areas.
- The strong lending turnover was against elevated period on period repayment rates relative to historical experience
- Our lending in the rest of Africa increased by 5.4% to USD529 million from USD502 million in March 2022.

Growth initiatives:

10 291
31 Mar 2022: 8 287
Total policies issued to date – Investec Life

1 961
31 Mar 2022: 1 317
Number of clients on Investec Business Online

1 690
31 Mar 2022: 1 019
Business Transactional Banking clients

Ansarada DealMakers Annual Awards 2022:

M&A - Investment Advisors
1st
Deal Flow

General Corporate Finance - Investment Advisors
2nd
Deal Flow

M&A - Sponsors
1st
Deal Flow

General Corporate Finance - Sponsors
1st
Deal Flow

M&A - Sponsors
2nd
Deal Value

General Corporate Finance - Sponsors
2nd
Deal Value

Africa Global Funds Service Providers Awards 2022:

Best Prime Broker

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Global Trade Review (GTR) Awards 2022:

Best Deals Award	Inaugural GTR Industry Achievement
Sustainable Export Credit (Ghana Western Rail) Social export Credit in Healthcare (Ghana Western Regional Hospitals)	Award for co-chairing production of ICC White Paper on Sustainability in Export Finance
TXF Africa Export Finance Deal of the Year 2022	**TXF Inaugural GTR Industry Achievement Award 2022**
The largest ever financed rail investment in Ghana and one of the first sustainable export finance loans in Africa	Co-chairing production of ICC White Paper on Sustainability in Export Finance

Income statement analysis and key income drivers

£'000	31 March 2023	31 March 2022	Variance	% change	% change in Rands
Net interest income	286 643	221 456	65 187	29.4%	30.4%
Net fee and commission income	128 249	115 361	12 888	11.2%	12.1%
Investment income/(loss)	4 574	(11 164)	15 738	>100.0%	>100.0%
Share of post-taxation profit/(loss) of associates and joint venture holdings	125	254	(129)	(50.8%)	(55.4%)
Trading income/(loss) arising from					
– customer flow	54 889	47 945	6 944	14.5%	16.4%
– balance sheet management and other trading activities	663	135	528	>100.0%	>100.0%
Other operating (loss)/income	(2 461)	644	(3 105)	(>100.0%)	(>100.0%)
Total operating income before expected credit losses	**472 682**	**374 631**	**98 051**	**26.2%**	**27.1%**
Expected credit loss impairment charges	(2 798)	(20 910)	18 112	(86.6%)	(90.0%)
Operating income	**469 884**	**353 721**	**116 163**	**32.8%**	**33.9%**
Operating costs	(224 991)	(202 920)	(22 071)	10.9%	11.9%
Operating profit before goodwill, acquired intangibles and strategic actions	**244 893**	**150 801**	**94 092**	**62.4%**	**63.5%**
Loss attributable to non-controlling interests	(752)	(252)	(500)	(>100.0%)	(>100.0%)
Adjusted operating profit	**244 141**	**150 549**	**93 592**	**62.2%**	**63.2%**
Key income drivers					
ROE post-tax	14.6%	8.2%			
Cost to income ratio	47.7%	54.2%			
Growth in loans and advances to customers in Rands	24.2%	(2.4%)			
Growth in risk weighted assets in Rands	3.1%	(13.5%)			

Overview of financial performance (in Rands)

- Net interest income increased 30.4%, driven by higher average interest earning assets, particularly lending books as lending turnover increased by 57% year on year, increased credit spreads given tightened financial conditions and endowment effects from rising interest rates
- Net fees were 12.1% ahead of the prior period. Corporate and Institutional Banking fees increased across our global markets business on the back of increased client activities given the persistent market volatility. Fees were also positively influenced by higher Corporate Finance advisory activity and broad based increase in lending turnover
- Investment income reflects a normalised run rate as the prior year was affected by higher negative fair value adjustments on certain unlisted investments

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

- Trading income from customer flow increased due to increased client activity driven by heightened volatility and rising interest rates. This was offset by the base effects from few larger client trades in the prior year which did not repeat. Balance sheet management and other trading activities reflects net foreign currency translation gains on non-Rand denominated monetary assets and liabilities. This was partly offset by mark-to-market losses on certain interest rate, currency swaps. These are timing differences arising where hedge accounting could not be applied to an economic hedge in terms of IFRS accounting
- Expected credit loss impairment charges decreased 90.0% largely as a result of recoveries and reversals of previously impaired loans and reduction on modelled portfolio impairments. These were offset by benign Stage 3 impairment charges. Refer to page 103 for further information on the Group's asset quality
- Operating costs increased 11.9% since the prior year. Fixed personnel costs increased as a result of salary increases, increased variable remuneration due to improved performance, increase in headcount and post-pandemic normalisation of discretionary expenditure such as marketing, travel, entertainment, training and development and CSI expenditure. The cost to income ratio improved to 47.7% (2022: 54.2%).

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Strategy execution

Corporate and Institutional Banking

- We remain focused on maintaining and expanding on a diversified portfolio of business activities
- Trading areas have performed well during the current interest rate cycle and high levels of volatility in financial markets. We remain risk conscious and act with discipline
- Treasury Sales and Balance sheet management activities have benefited from strong growth in retail funding, the rising interest rate cycle and improved client activity
- Strong asset growth in the Specialised lending areas with a keen focus on client segments and areas of specialisation have delivered commendable results. Client franchises are well established and continue to focus on client growth and market positioning. The Structured products franchise is a market leader and continues to grow assets under management through its various product offerings to market
- The Business transactional banking platform, which also complements our mid-market corporate proposition is starting to deliver on multiple fronts. It underpins the development of the transactional deposit franchise and serves to bolster the mid-market corporate proposition
- Investec Life is well positioned as an integral component of the Investec private client offering. The risk business is showing positive results and the Investments business continues its strong growth
- We continue to improve on time to market, speed of execution and support to clients via consistent client processes and strategic use of data
- Disciplined cost management and capital allocation remains front of mind.

Investment Banking

- Continued strategic execution of focusing on targeted sectors and clients in our Investment Banking business has led to new client gains and increased share of wallet within our existing client base
- Our advisory business saw increased market share gains in a number of transactions and strong performance in the industry, earning accolades at the 2022 DealMakers Annual Awards
- The trends in our advisory business extend to Equity Capital Markets, which continues to build on its leading position in equity capital raises in South Africa
- Our lending activities to large corporates and sponsors continued to increase market share with pleasing book growth in a competitive market.

Investec for Business

- Ongoing expansion of our high touch differentiated lending offering into the South African mid-market
- We continue to target above-market book growth while optimising our core product offering. The leveraging of our existing capabilities enhances our ability to achieve growth and scale
- Optimisation of our cost base through digitalisation has helped drive internal efficiencies and improve the client experience.

Growth outlook

- The macro-outlook remains complex with a pressured consumer and possible recession in developing markets setting the scene for a low growth environment.

Corporate and Institutional Banking

- We continue to see opportunities in our key franchises. Our objective is to increase revenue and risk adjusted returns by focusing on the following economic opportunities:
  - Growth in the Energy and Infrastructure sectors underpinned by the opportunity arising from the energy crisis and bottlenecks in the logistics sector
  - Grow our trade finance capability to support our clients' growth aspirations in the rest of Africa
  - The various areas of specialisation in our lending cluster remains a focused growth opportunity for us
  - The Fund Initiatives cluster is looking to add further investment offerings
- Key focus on ESG in our lending activities and actively positioned to participate across the following key ESG themes:
  - Renewable energy and the Just Energy Transition
  - Sovereign lending for the development of healthcare ECA backed facilities and critical transportation infrastructure
- We remain committed to investment in our digital platforms with a focus on delivering improved client experience.

Investment Banking

- While corporate appetite remains constrained by the uncertain macroeconomic climate, we are encouraged by the continued level of activity across our Investment Banking client base. We see growth opportunities in sectors where clients with strong strategic and financial positions seek to capitalise on the market volatility. As a result, we will continue to invest in capacity to meet the client demand
- In line with our risk-based approach, we anticipate growth in both our financing book and restructuring advisory services amid increased levels of market volatility
- We continue to seek new revenue opportunities. These include a focused family office offering in the Investment Bank in collaboration with Private Capital to bring the best of investment banking and our One Investec proposition to this client segment.

Investec for Business

- Despite a tough economic outlook, we see continued opportunities in the relatively resilient South African mid-market. The dynamic nature of our lending offerings enables us to readily respond to market and economic shifts, either capitalising on opportunities or proactively managing risks
- We strive to ensure that our quality of service and simplicity of product offering is a market differentiator. Our flexibility allows us to easily adapt to the changing needs of our clients, ensure our continued relevance and the ability to grow alongside them. Product and platforms are leveraged to give clients a ‘One Place for business’ experience and to position Investec as the primary bank for this client base
- There remain many opportunities in higher growth industries where we have limited exposures such as green energy, secondary agriculture, and general aviation.

GROUP INVESTMENTS

We have separated these assets from our core banking activities in order to make a more meaningful assessment of the underlying performance and value of the franchise businesses, and at the same time provide transparency of the standalone values of the assets classified as Group Investments.

IEP Group Proprietary Limited	Investec Property Fund Limited	Other unlisted investments
47.4% shareholding	24.3% shareholding	

Ninety One DLC (Ninety One)

In the South African Group Investment portfolio, Investec Limited no longer holds any shareholding (31 March 2022: 10%) in Ninety One (formerly Investec Asset Management).

In the prior year, at a DLC Group level, Investec held a 25% shareholding in Ninety One (of which c.15% was held in Investec plc – refer to page 81). Effective 30 May 2022, the Group successfully distributed a 15% holding in Ninety One, retaining a c.10% shareholding entirely held by Investec plc. Investec accounted for its combined 25% investment in Ninety One by applying equity accounting until 30 May 2022. As of 1 June 2022 the c.10% holding held by Investec plc is now accounted for as an investment held at fair value through other comprehensive income as reflected on page 81.

IEP Group Proprietary Limited (IEP)

IEP is an investment holding company that was born out of the Investec Private Equity portfolio, which was sold to IEP in January 2016. Investec retained an interest in IEP as the major shareholder. IEP has a wholly-owned subsidiary, being the Bud Group.

IEP and Bud Group shareholders approved and implemented a restructure of the IEP and Bud group in order to facilitate an exit by certain IEP shareholders, including Investec, by way of a share buyback. The restructure entailed the transfer of certain chemical and minerals assets, as well as an interest in Assupol, a company in the financial services industry, to a Newco (of which Investec has a c. 59% economic interest), to facilitate the orderly disposal of those assets.

As a result of asset sales pursuant to the restructure, c. R812m cash proceeds were received by Investec Limited prior to year end, with an additional R183m received post year end. It is anticipated that the remaining asset disposal processes will conclude over the next 18 months, subject to market conditions.

Investec ceased equity accounting for its 47.4% stake in IEP on 30 November 2022 and the investment is accounted for as a fair value instrument with a value of £213.4 million (R4.7 billion) at 31 March 2023. During the period, Investec recognised equity-accounted earnings of £17.0 million (R340.0 million) in relation to IEP. At 31 March 2023, a £9.1 million (R200 million) FV loss was recognised to align the carrying value with realisable value. Subsequent to year end and the realisation of certain assets in IEP, Investec's stake in IEP has reduced to 38.3%.

Investec Property Fund Limited (IPF)

IPF is an internationally focused Real Estate Investment Trust (REIT) domiciled in South Africa and has been listed on the Johannesburg Stock Exchange (JSE) since 2011. Its R23.5bn investment portfolio comprises direct and indirect real estate investments in South Africa, Europe and Australia.

In South Africa, IPF directly owns a sizeable portfolio of 79 properties diversified across the retail, industrial and office sectors valued at R14.6 billion. 55% of IPF's gross assets under management are composed of offshore investments, namely a 83% interest in a Pan-European logistics portfolio located across seven European countries.

The Fund is currently externally managed by Investec Property (Pty) Ltd, a wholly owned subsidiary of Investec Limited, and in both these regions the manager has a presence on-the-ground. In March 2023, IPF announced the proposed internalisation of its management function in SA and Europe which will create a fully integrated real estate company and unlock the broader growth strategy of the fund going forward. The internalisation was approved by shareholders on 17 May 2023 and remains subject to Competition Commission approval.

The Fund recently re-entered the Australian market through a 50% / 50% JV with the management team of the Irongate funds management business, and acquired the Irongate Australia Fund Management platform with A$450m of third-party equity under management.

Investec has a 24.3% shareholding in IPF and consolidates the Fund with a net asset value of £593 million (R13 billion).

Other unlisted investments

Investec holds certain other historical unlisted equity investments to the value of £30.9 million (R678 million).

GROUP INVESTMENTS
CONTINUED

Portfolio breakdown and ROE

31 March 2023	Asset analysis £'000	Income analysis £'000	Asset analysis R'million	Income analysis R'million
Ninety One Limited	—	3 185	—	63
IEP Group Proprietary Limited (IEP)	213 412	8 004	4 683	140
Other unlisted investments^	30 890	166	678	4
Investec Property Fund*	141 061	50	3 090	(16)
Total exposures on balance sheet	**385 363**	**11 405**	**8 451**	**191**
Debt funded	133 240	(11 728)	2 919	(240)
Equity	252 123		5 532	
Total capital resources and funding	**385 363**		**8 451**	
Adjusted operating profit		**(323)**		**(49)**
Taxation		(945)		(18)
Operating profit after taxation		**(1 268)**		**(67)**
Risk weighted assets	**1 794 033**		**39 367**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2023	252 123		5 532	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	338 691		6 514	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2023	295 407		6 023	
Post-tax return on adjusted average ordinary shareholders' equity 31 March 2023		**(0.4%)**		

31 March 2022	Asset analysis £'000	Income analysis £'000	Asset analysis R'million	Income analysis R'million
Ninety One Limited^	152 582	17 990	2 935	362
IEP Group Proprietary Limited (IEP)	282 648	14 438	5 437	288
Other unlisted investments*	37 962	(11 450)	730	(230)
Investec Property Fund**	170 901	9 720	3 283	196
Total exposures on balance sheet	**644 093**	**30 698**	**12 385**	**616**
Debt funded	305 402	(12 028)	5 871	(243)
Equity	338 691		6 514	
Total capital resources and funding	**644 093**		**12 385**	
Adjusted operating profit		**18 670**		**373**
Taxation		966		19
Operating profit after taxation		**19 636**		**392**
Risk weighted assets	**2 509 048**		**48 262**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	338 691		6 514	
Ordinary shareholders' equity held on investment portfolio – 31 March 2021	290 773		6 250	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2022	314 732		6 498	
Post-tax return on adjusted average ordinary shareholders' equity 31 March 2022		**6.2%**		

^ The equity-accounted valuation differs to the market value of the 10% stake held by Investec Limited which was £232.0 million (R4.5 billion) at 31 March 2022.
* Does not include equity investments residing in our corporate and private client businesses.
** The proportionate NAV consolidated for the Group's investment holding of 24.3% in the Investec Property Fund.

GROUP INVESTMENTS
CONTINUED

Income statement analysis

£’000	31 March 2023	31 March 2022	Variance	% change	% change in Rands
Net interest expense	(31 814)	(38 172)	6 358	(16.7%)	(16.0%)
Net fee and commission income	50 001	50 060	(59)	(0.1%)	0.6%
Investment (loss)/income	(55 316)	11 702	(67 018)	(>100.0%)	(>100.0%)
Share of post-taxation profit of associates and joint venture holdings	19 338	31 919	(12 581)	(39.4%)	(40.0%)
Trading income/(loss) arising from					
– customer flow	(10 995)	20 231	(31 226)	(>100.0%)	(>100.0%)
– balance sheet management and other trading activities	43 479	(14 625)	58 104	>100.0%	>100.0%
Total operating income before expected credit loss impairment charges	**14 693**	**61 115**	**(46 422)**	**(76.0%)**	**(83.7%)**
Expected credit loss impairment charges	(243)	(581)	338	(58.2%)	(61.4%)
Operating income	**14 450**	**60 534**	**(46 084)**	**(76.1%)**	**(83.9%)**
Operating costs	(2 959)	(1 946)	(1 013)	52.1%	55.6%
Operating profit before goodwill, acquired intangibles and strategic actions	**11 491**	**58 588**	**(47 097)**	**(80.4%)**	**(88.6%)**
Profit attributable to non-controlling interests	(11 814)	(39 918)	28 104	(70.4%)	(77.1%)
Adjusted operating profit	**(323)**	**18 670**	**(18 993)**	**>100.0%**	**(>100.0%)**

Factors driving the performance in the period under review

- Net interest expense was lower than the prior year mainly due to an interest rate hedge by IPF, and reduced funding costs
- Net fee and commission income (comprising rental income earned by IPF) remained flat, driven primarily by strong letting activity and a stabilisation of the sector
- The investment loss in the current period was negatively impacted by the devaluation of IEP and material write downs in both IPF’s European and South African portfolios
- Share of post-taxation profit of associates and joint venture holdings was 40% lower in Rands. Lower earnings from Ninety One, due to the distribution to shareholders in May 2022 and consequent derecognition as an associate investment, was offset by improved performance of the underlying investee companies in the IEP Group
- The net trading income arising from customer flow, balance sheet management and other trading activities is primarily driven by FX revaluations on Euro-denominated investments in IPF and fair value losses on derivative instruments in IPF
- ECL impairment charges declined, reflecting lower provisions on rental debtors raised in IPF
- Non-controlling interests comprises the 75.69% shareholding in IPF that is not held by the Investec Group.

Risk disclosures

IN THIS SECTION

MACRO-ECONOMIC SCENARIOS AND KEY JUDGEMENTS

Macro-economic scenarios

UK and Other

For Investec plc, four macro-economic scenarios are used in the measurement of ECL. These scenarios incorporate a base case, an upside case and two downside cases. The table below shows the key factors that form part of the UK and Other macro-economic scenarios and their relative applied weightings as well as annual averages of economic factors for the base case over a five-year period based on the economic forecasts in place as at 31 March 2023.

Economic developments since 31 March 2022 have resulted in a number of updates to the macro-economic scenarios. The main considerations being the ongoing war in Ukraine, global financial sector weakness and tight labour markets, taking into account the potential impact on key economic variables such as inflation and growth.

The scenario weightings were reassessed taking into account changes to the balance of risks as well as the updated scenario forecasts. Adjustments have been made to the composition of the downside scenarios with the downside 1 - inflation scenario updated to reflect entrenched inflation remaining until the end of the time horizon, rather than a high, temporary peak. Since 31 March 2022 there has been a 5% increase to both the Base case and the downside 2 - global shock scenario and a 10% decrease in the downside 1 - inflation scenario. The changes reflect; reduced uncertainty in the base case, which at 31 March 2022 was set against the start of the war in Ukraine; an increased tail-risk, as encapsulated by downside 2 - global shock given the recent banking troubles; and a change to the nature of the downside 1 - inflation scenario.

	Base case					At 31 March 2023 average 2023 – 2028			
Macro-economic scenarios %	2023/2024	2024/2025	2025/2026	2026/2027	2027/2028	**Upside**	**Base case**	**Downside 1 inflation**	**Downside 2 global shock**
UK									
GDP growth	(0.3)	1.4	1.8	1.6	1.6	1.9	1.2	(0.2)	0.2
Unemployment rate	4.7	5.0	4.6	4.4	4.3	3.6	4.6	5.4	6.8
CPI inflation	3.6	1.4	1.9	2.0	2.0	2.5	2.2	5.8	2.1
House price growth	(5.0)	0.4	2.3	2.4	2.4	2.1	0.5	(1.7)	(4.6)
Bank of England – bank rate (end year)	3.5	2.8	2.5	2.5	2.5	2.8	2.8	4.5	1.0
Euro area									
GDP growth	0.3	1.5	1.8	1.6	1.6	2.1	1.4	0.1	0.2
US									
GDP growth	0.6	1.2	1.8	1.8	2.1	2.6	1.5	0.6	0.5
Scenario weightings			**50**			**10**	**50**	**20**	**20**

South Africa

For Investec Limited, five macro-economic scenarios are used in the measurement of ECL. These scenarios incorporate a base case, two upside cases and two downside cases. The table below shows the key factors that form part of the South African macro-economic scenarios and their relative applied weightings as well as annual averages of economic factors for the base case over a five-year period based on the economic forecasts in place as at 31 March 2023.

As at 31 March 2023 all five scenarios were updated to incorporate the latest available data. The slight downward revision on the base case scenario weighting to 48% from 51% as at 31 March 2022 is due to the lowered growth outlook caused by a number of factors, including loadshedding.

	Base case					At 31 March 2023 average 2023 – 2028				
Macro-economic scenarios %	2023/2024	2024/2025	2025/2026	2026/2027	2027/2028	**Extreme up case**	**Up case**	**Base case**	**Lite down case**	**Severe down case**
South Africa										
GDP growth	0.8	0.7	1.8	1.8	2.3	4.2	2.8	1.5	0.4	(0.5)
Repo rate	7.5	6.8	6.5	6.5	6.5	5.0	5.7	6.8	8.2	10.3
Bond yield	10.9	10.6	10.2	10.0	9.9	9.2	9.7	10.3	11.4	12.5
CPI inflation	4.8	4.5	4.3	4.7	4.6	3.2	4.0	4.6	5.6	6.4
Residential property price growth	2.2	2.7	3.9	4.7	5.3	5.8	4.8	3.7	2.6	1.5
Commercial property price growth	(1.5)	0.4	1.3	1.9	2.4	3.5	2.0	0.9	(0.8)	(2.6)
Exchange rate (South African Rand:US Dollar)	17.6	17.3	16.9	16.8	16.7	14.6	15.7	17.0	18.6	20.6
Scenario weightings			**48**			**1**	**1**	**48**	**40**	**10**

MACRO-ECONOMIC SCENARIOS AND KEY JUDGEMENTS
CONTINUED

Key judgements at 31 March 2023

UK and Other

Key judgemental areas under IFRS 9 are subject to robust governance processes. At 31 March 2023, the composition and weightings of the forward looking macro-economic scenarios were revised to reflect the current pressures in the macro-economic environment, however there remains reliance on expert credit judgements to ensure that the overall level of ECL is reasonable.

Given the models' improved ability to capture macro-economic factors based on factored-in historical experience compared to the prior period and the resultant increase in modelled ECL over the year to 31 March 2023, we released a portion of the overlay that was designed to capture the ongoing macro-economic uncertainty.

A remaining management overlay of £4.9 million at 31 March 2023 (£16.8 million at 31 March 2022, £8 million at 31 March 2019) is considered appropriate in addition to the bank's calculated model-driven ECL to capture specific areas of model uncertainty. The overlay is apportioned to Stage 2 assets.

South Africa

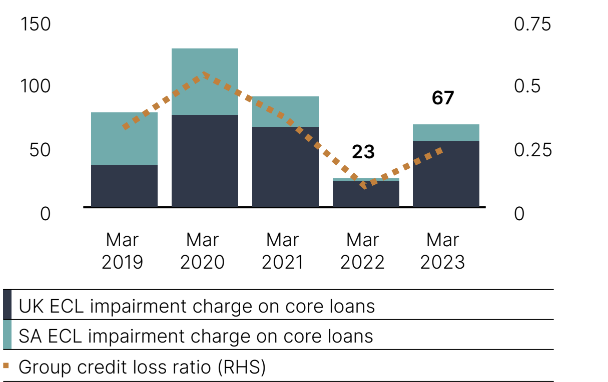
After careful review of portfolio performance, the current design of the ECL models and updated published market data, management reduced the ECL overlay of R219 million at 31 March 2022 to R113 million at 31 March 2023 in the Private banking portfolio.

As in the prior year, the overlay represents a post-model adjustment designed to account for emerging risks identified for categories of borrowers within the commercial real estate portfolio. The overlay held for the mortgage portfolio in the prior year (R30 million) has been removed. Relevant emerging risks are primarily focused on economic risks such as interest rate increases, high inflation and the effects of severe loadshedding, as well as social and geopolitical risks. Management believes that these emerging risks are not adequately represented by the historic data used to populate the ECL models. The management ECL overlay was calculated with reference to published market data that best represents the possible exposure to these emerging risks. Stage 3 ECLs continue to be assessed using a combination of scenario analysis, informed by expert judgement and modelled ECL. Management will continue to review the need and basis of calculation for the overlay given the evolving situation and significant uncertainty faced with respect to the economic outlook.

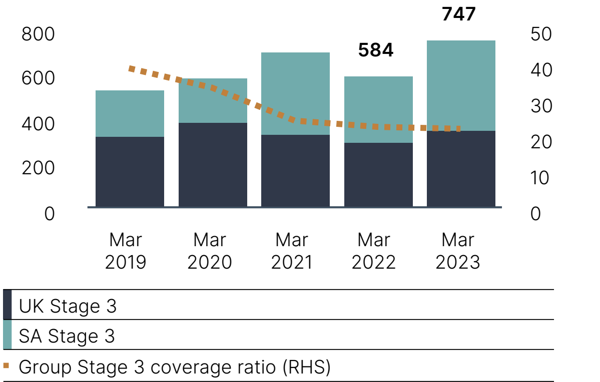
ASSET QUALITY

An analysis of gross core loans, asset quality and ECL

Credit loss ratio and ECL impairment charge on core loans



Stage 3 gross core loans



The overall loan portfolio continues to perform well. Asset quality ratios remain low, reflecting our disciplined approach and secured nature of lending. The Group reported a credit loss ratio of 0.23% at 31 March 2023, increased from 0.08% reported at 31 March 2022, driven by the normalisation of specific impairment charges over the period relative to the prior year. The UK credit loss ratio is trending towards the top end of the 'through-the-cycle' range driven by increased Stage 3 ECL charges, as well as an increase in modelled ECLs due to forward-looking macro-economic assumptions offset by a release in the management overlay held. In South Africa, although increased since March 2022, the credit loss ratio remains low at 0.08% (31 March 2022: 0.00%) as a result of new impairments being offset by reversals of certain prior year specific provisions, post write-off recoveries as well as a release in management ECL overlay (excluding these offsetting items, the reported South African credit loss ratio would be 0.26% (31 March 2022: 0.12%)). Stage 3 loans total 2.5% of gross core loans subject to ECL at 31 March 2023 (31 March 2022: 2.0%), driven by idiosyncratic new defaults across both the UK and South Africa which are well provided for. Stage 1 and 2 coverage remains elevated reflecting ongoing uncertainty in the macro-economic environment.

	UK and Other		Southern Africa		Total Group	
£'million	**31 March 2023**	31 March 2022	**31 March 2023**	31 March 2022	**31 March 2023**	31 March 2022
Gross core loans	**15 709**	**14 557**	**14 764**	**15 651**	**30 473**	**30 208**
Gross core loans at FVPL (excluding fixed rate loans)	551	609	75	80	626	689
Gross core loans subject to ECL^	**15 158**	**13 948**	**14 689**	**15 571**	**29 847**	**29 519**
Stage 1	13 494	12 665	13 558	14 363	27 052	27 028
Stage 2	1 321	992	727	915	2 048	1 907
of which past due greater than 30 days	35	28	34	17	69	45
Stage 3	343	291	404	293	747	584
ECL	**(146)**	**(134)**	**(148)**	**(140)**	**(294)**	**(274)**
Stage 1	(39)	(32)	(34)	(45)	(73)	(77)
Stage 2	(32)	(35)	(28)	(33)	(60)	(68)
Stage 3	(75)	(67)	(86)	(62)	(161)	(129)
Coverage ratio						
Stage 1 and 2	0.5%	0.5%	0.4%	0.5%	0.5%	0.5%
Stage 3	21.9%	23.0%	21.3%	21.2%	21.6%	22.1%
Total coverage ratio	1.0%	1.0%	1.0%	0.9%	1.0%	0.9%
Credit loss ratio	**0.37%**	**0.17%**	**0.08%**	**0.00%**	**0.23%**	**0.08%**
ECL impairment charges on core loans	(54)	(22)	(13)	(1)	(67)	(23)
Average gross core loans subject to ECL	14 553	12 969	15 130	14 871	29 683	27 840

^ Includes portfolios for which ECL is not required for IFRS purposes, but which management evaluates on this basis. These are fixed rate loans which have passed the solely payments of principal and interest (SPPI) test and are held in a business model to collect contractual cash flows but have been designated at FVPL to eliminate accounting mismatches (interest rate risk is being economically hedged). The underlying loans have been fair valued and management performs an ECL calculation in order to obtain a reasonable estimate of the credit risk component. The portfolio is managed on the same basis as gross core loans measured at amortised cost. £0.6 billion of the drawn exposure falls into Stage 1 (31 March 2022: £0.9 billion), £1 million in Stage 2 (31 March 2022: £73 million) and the remaining £44 million in Stage 3 (31 March 2022: £47 million). The ECL on the Stage 1 portfolio is £2 million (31 March 2022: £3 million), ECL on the Stage 2 portfolio is £nil (31 March 2022: £1 million) and ECL on the Stage 3 portfolio is £11 million (31 March 2022: £10 million).

Note: Our exposure (net of ECL) to the UK Legacy portfolio has reduced from £43 million at 31 March 2022 to £37 million at 31 March 2023. These Legacy assets are predominantly reported in Stage 3 and make up 12.6% of Stage 3 gross core loans. These assets have been significantly provided for and coverage remains high at 55.3%. Refer to definitions on page 139.

ASSET QUALITY
CONTINUED

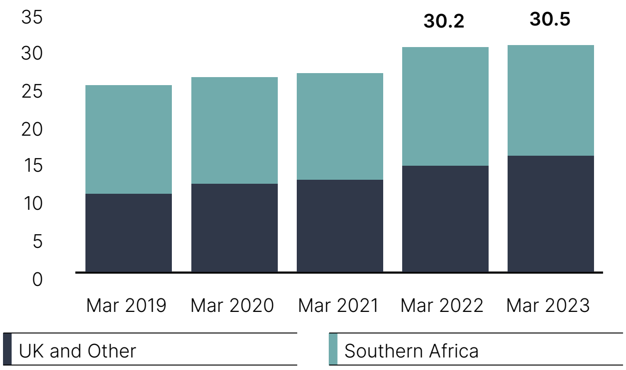
The Group's net core loan book increased to £30.2 billion (7.7% neutral currency growth).

In the UK, growth was driven by the private client residential mortgage portfolio as well as corporate client lending portfolios across multiple asset classes.

In South Africa the net core loan growth was mainly due to increased activity in corporate client lending, predominantly in the corporate and acquisition finance and fund finance portfolios.

Gross core loans by geography

£'billion



An analysis of core loans by risk category – Total Group

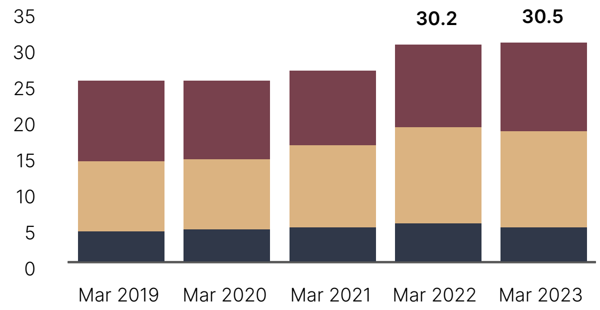
£'million	Stage 1 Gross exposure subject to ECL	Stage 1 ECL	Stage 1 Coverage	Stage 2 Gross exposure subject to ECL	Stage 2 ECL	Stage 2 Coverage
At 31 March 2023						
Commercial real estate	3 247	(12)	0.37%	516	(14)	2.7%
Residential real estate	828	(3)	0.36%	125	(4)	3.2%
Total lending collateralised by property	**4 075**	**(15)**	**0.37%**	**641**	**(18)**	**2.8%**
Mortgages	8 331	(7)	0.08%	344	(12)	3.5%
Other high net worth lending	4 188	(12)	0.29%	63	(2)	3.2%
Total high net worth and other private client lending	**12 519**	**(19)**	**0.15%**	**407**	**(14)**	**3.4%**
Corporate and acquisition finance	4 747	(18)	0.38%	338	(14)	4.1%
Asset-based lending	271	(1)	0.37%	44	—	—%
Fund finance	1 955	(2)	0.10%	33	—	—%
Other corporate and financial institutions and governments	523	(2)	0.38%	105	(1)	1.0%
Asset finance*	2 169	(12)	0.55%	329	(9)	2.7%
Aviation finance	231	(2)	0.87%	39	(1)	2.6%
Power and infrastructure finance	562	(2)	0.36%	112	(3)	2.7%
Total corporate and other lending	**10 458**	**(39)**	**0.37%**	**1 000**	**(28)**	**2.8%**
Total core loans	**27 052**	**(73)**	**0.27%**	**2 048**	**(60)**	**2.9%**
At 31 March 2022						
Commercial real estate	3 789	(13)	0.34%	379	(12)	3.2%
Residential real estate	968	(3)	0.31%	85	(1)	1.2%
Total lending collateralised by property	**4 757**	**(16)**	**0.34%**	**464**	**(13)**	**2.8%**
Mortgages	8 160	(5)	0.06%	312	(9)	2.9%
Other high net worth lending	4 585	(14)	0.31%	77	(2)	2.6%
Total high net worth and other private client lending	**12 745**	**(19)**	**0.15%**	**389**	**(11)**	**2.8%**
Corporate and acquisition finance	4 186	(21)	0.50%	535	(29)	5.4%
Asset-based lending	352	(1)	0.28%	27	—	—%
Fund finance	1 582	(2)	0.13%	18	—	—%
Other corporate and financial institutions and governments	544	(2)	0.37%	37	(2)	5.4%
Asset finance*	2 025	(11)	0.54%	368	(10)	2.7%
Aviation finance	174	(2)	1.15%	17	(1)	5.9%
Power and infrastructure finance	663	(3)	0.45%	52	(2)	3.8%
Total corporate and other lending	**9 526**	**(42)**	**0.44%**	**1 054**	**(44)**	**4.2%**
Total core loans	**27 028**	**(77)**	**0.28%**	**1 907**	**(68)**	**3.6%**

* Comprises small ticket asset finance and motor finance.

ASSET QUALITY
CONTINUED

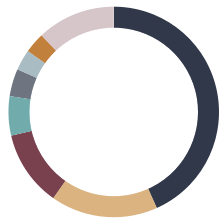
Gross core loans by risk category

£'billion



Lending collateralised by property
HNW and other private client lending
Corporate and other lending

Gross core loans by industry



	Mar 2023	Mar 2022
High net worth and other professional individuals	43.3%	44.2%
Lending collateralised by property – largely to private clients	16.5%	18.3%
Finance and insurance	11.6%	9.6%
Business services	6.0%	6.0%
Manufacturing and commerce	4.2%	3.9%
Electricity, gas and water (utility services)	3.2%	3.6%
Motor finance	3.2%	2.5%
Other	12.0%	11.9%

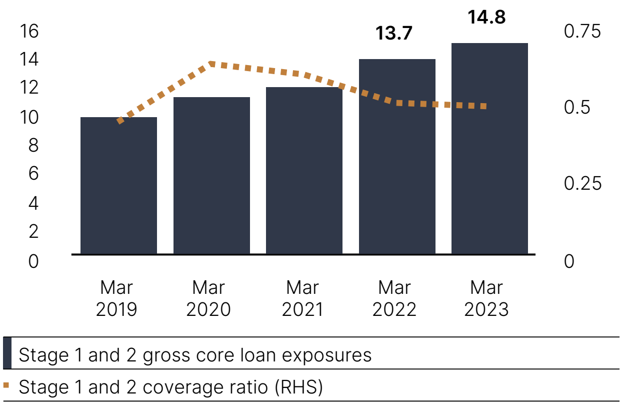
Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
219	(40)	18.3%	3 982	(66)	1.7%	43	3 959
55	(18)	32.7%	1 008	(25)	2.5%	37	1 020
274	**(58)**	**21.2%**	**4 990**	**(91)**	**1.8%**	**80**	**4 979**
132	(18)	13.6%	8 807	(37)	0.4%	25	8 795
76	(19)	25.0%	4 327	(33)	0.8%	3	4 297
208	**(37)**	**17.8%**	**13 134**	**(70)**	**0.5%**	**28**	**13 092**
160	(39)	24.4%	5 245	(71)	1.4%	200	5 374
—	—	—%	315	(1)	0.3%	—	314
—	—	—%	1 988	(2)	0.1%	75	2 061
4	(1)	25.0%	632	(4)	0.6%	32	660
42	(17)	40.5%	2 540	(38)	1.5%	—	2 502
—	—	—%	270	(3)	1.1%	176	443
59	(9)	15.3%	733	(14)	1.9%	35	754
265	**(66)**	**24.9%**	**11 723**	**(133)**	**1.1%**	**518**	**12 108**
747	**(161)**	**21.6%**	**29 847**	**(294)**	**1.0%**	**626**	**30 179**
175	(37)	21.1%	4 343	(62)	1.4%	46	4 327
46	(16)	34.8%	1 099	(20)	1.8%	29	1 108
221	**(53)**	**24.0%**	**5 442**	**(82)**	**1.5%**	**75**	**5 435**
118	(15)	12.7%	8 590	(29)	0.3%	25	8 586
82	(10)	12.2%	4 744	(26)	0.5%	3	4 721
200	**(25)**	**12.5%**	**13 334**	**(55)**	**0.4%**	**28**	**13 307**
75	(23)	30.7%	4 796	(73)	1.5%	205	4 928
—	—	—%	379	(1)	0.3%	12	390
—	—	—%	1 600	(2)	0.1%	44	1 642
4	(1)	25.0%	585	(5)	0.9%	11	591
43	(25)	58.1%	2 436	(46)	1.9%	—	2 390
—	—	—%	191	(3)	1.6%	244	432
41	(2)	4.9%	756	(7)	0.9%	70	819
163	**(51)**	**31.3%**	**10 743**	**(137)**	**1.3%**	**586**	**11 192**
584	**(129)**	**22.1%**	**29 519**	**(274)**	**0.9%**	**689**	**29 934**

ASSET QUALITY
CONTINUED

In the UK, net core loans grew to £15.6 billion (31 March 2022: £14.4 billion). Growth in mortgages slowed to 12.7% in the year to 31 March 2023 (31 March 2022: 30.3%) in line with market conditions, particularly in the second half of the year due to the higher interest rate environment. There has been diversified growth across multiple corporate and other lending areas including corporate and acquisition finance, fund finance and asset finance (driven by motor finance). Commercial real estate reduced by 2.9% over the year to 31 March 2023 to £1.6 billion. Lending collateralised by property totalled £2.3 billion or 15.0% of net core loans at 31 March 2023, which remains in line with the Group's risk appetite to maintain a reduced proportion of net core loan exposures in property-related lending.

Stage 3 exposures total £343 million at 31 March 2023 or 2.3% of gross core loans subject to ECL (2.1% at 31 March 2022). The underlying loan portfolios continue to perform well with no evident signs of deteriorating trends in specific sectors.

UK Stage 1 and 2 gross core loan exposures and coverage

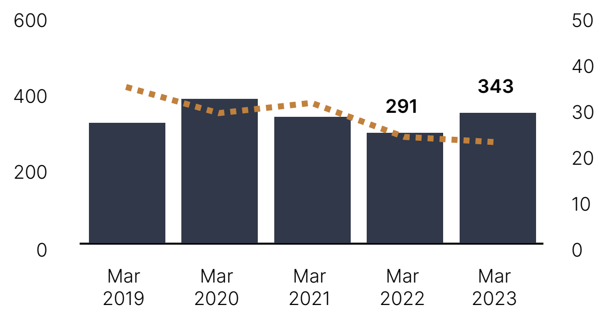


An analysis of core loans by risk category – UK and Other

£'million	Stage 1 Gross exposure subject to ECL	Stage 1 ECL	Stage 1 Coverage	Stage 2 Gross exposure subject to ECL	Stage 2 ECL	Stage 2 Coverage
At 31 March 2023						
Commercial real estate	1 241	(6)	0.48%	231	(8)	3.5%
Residential real estate	611	(2)	0.33%	112	(4)	3.6%
Total lending collateralised by property	**1 852**	**(8)**	**0.43%**	**343**	**(12)**	**3.5%**
Mortgages	4 480	(2)	0.04%	128	—	—%
Other high net worth lending	863	(2)	0.23%	36	(1)	2.8%
Total high net worth and other private client lending	**5 343**	**(4)**	**0.07%**	**164**	**(1)**	**0.6%**
Corporate and acquisition finance	1 794	(9)	0.50%	212	(5)	2.4%
Asset-based lending	271	(1)	0.37%	44	—	—%
Fund finance	1 359	(1)	0.07%	33	—	—%
Other corporate and financial institutions and governments	391	(2)	0.51%	70	(1)	1.4%
Asset finance	2 047	(12)	0.59%	325	(9)	2.8%
Aviation finance	115	(1)	0.87%	32	(1)	3.1%
Power and infrastructure finance	322	(1)	0.31%	98	(3)	3.1%
Total corporate and other lending	**6 299**	**(27)**	**0.43%**	**814**	**(19)**	**2.3%**
Total core loans	**13 494**	**(39)**	**0.29%**	**1 321**	**(32)**	**2.4%**
At 31 March 2022						
Commercial real estate	1 334	(3)	0.22%	152	(6)	3.9%
Residential real estate	676	(2)	0.30%	3	—	—%
Total lending collateralised by property	**2 010**	**(5)**	**0.25%**	**155**	**(6)**	**3.9%**
Mortgages	3 995	(1)	0.03%	86	—	—%
Other high net worth lending	938	(2)	0.21%	42	(1)	2.4%
Total high net worth and other private client lending	**4 933**	**(3)**	**0.06%**	**128**	**(1)**	**0.8%**
Corporate and acquisition finance	1 528	(7)	0.46%	207	(13)	6.3%
Asset-based lending	352	(1)	0.28%	27	—	—%
Fund finance	1 194	(1)	0.08%	18	—	—%
Other corporate and financial institutions and governments	379	(2)	0.53%	37	(2)	5.4%
Asset finance	1 811	(10)	0.55%	363	(10)	2.8%
Aviation finance	96	(1)	1.04%	10	(1)	10.0%
Power and infrastructure finance	362	(2)	0.55%	47	(2)	4.3%
Total corporate and other lending	**5 722**	**(24)**	**0.42%**	**709**	**(28)**	**3.9%**
Total core loans	**12 665**	**(32)**	**0.25%**	**992**	**(35)**	**3.5%**

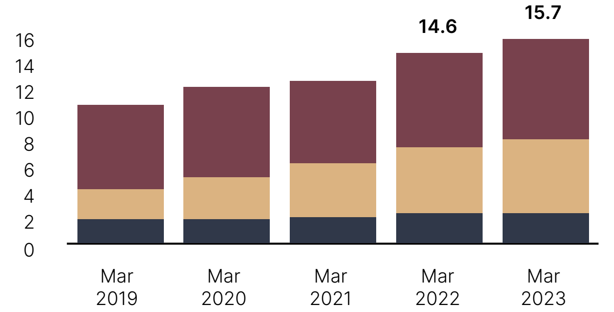
ASSET QUALITY
CONTINUED

UK Stage 3 gross core loan exposure and coverage
£'million Percentage



Stage 3 gross core loan exposures
Stage 3 coverage ratio (RHS)

UK gross core loans by risk category
£'billion



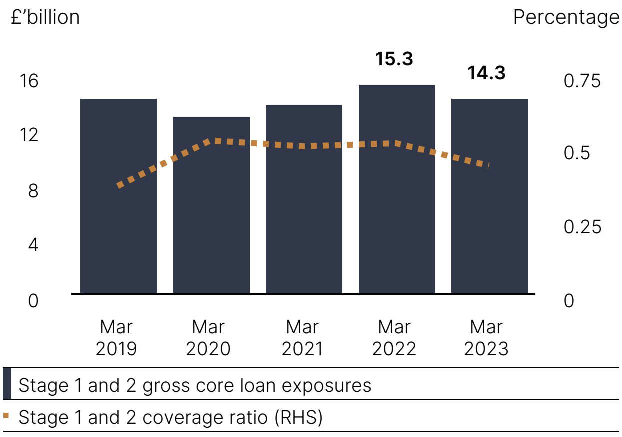
Lending collateralised by property
HNW and other private client lending
Corporate and other lending

Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
76	(16)	21.1%	1 548	(30)	1.9%	43	1 561
45	(18)	40.0%	768	(24)	3.1%	37	781
121	**(34)**	**28.1%**	**2 316**	**(54)**	**2.3%**	**80**	**2 342**
64	(7)	10.9%	4 672	(9)	0.2%	25	4 688
20	(6)	30.0%	919	(9)	1.0%	3	913
84	**(13)**	**15.5%**	**5 591**	**(18)**	**0.3%**	**28**	**5 601**
53	(7)	13.2%	2 059	(21)	1.0%	125	2 163
—	—	—%	315	(1)	0.3%	—	314
—	—	—%	1 392	(1)	0.1%	75	1 466
4	(1)	25.0%	465	(4)	0.9%	32	493
38	(14)	36.8%	2 410	(35)	1.5%	—	2 375
—	—	—%	147	(2)	1.4%	176	321
43	(6)	14.0%	463	(10)	2.2%	35	488
138	**(28)**	**20.3%**	**7 251**	**(74)**	**1.0%**	**443**	**7 620**
343	**(75)**	**21.9%**	**15 158**	**(146)**	**1.0%**	**551**	**15 563**
105	(21)	20.0%	1 591	(30)	1.9%	46	1 607
34	(16)	47.1%	713	(18)	2.5%	29	724
139	**(37)**	**26.6%**	**2 304**	**(48)**	**2.1%**	**75**	**2 331**
57	(4)	7.0%	4 138	(5)	0.1%	25	4 158
6	(2)	33.3%	986	(5)	0.5%	3	984
63	**(6)**	**9.5%**	**5 124**	**(10)**	**0.2%**	**28**	**5 142**
10	(1)	10.0%	1 745	(21)	1.2%	125	1 849
—	—	—%	379	(1)	0.3%	12	390
—	—	—%	1 212	(1)	0.1%	44	1 255
3	(1)	33.3%	419	(5)	1.2%	11	425
35	(20)	57.1%	2 209	(40)	1.8%	—	2 169
—	—	—%	106	(2)	1.9%	244	348
41	(2)	4.9%	450	(6)	1.3%	70	514
89	**(24)**	**27.0%**	**6 520**	**(76)**	**1.2%**	**506**	**6 950**
291	**(67)**	**23.0%**	**13 948**	**(134)**	**1.0%**	**609**	**14 423**

ASSET QUALITY
CONTINUED

In South Africa, there was growth of 7.5% in net core loans in Rands mainly due to increased activity and exchange rate movements in corporate client lending, predominantly in the corporate and acquisition finance and fund finance portfolios. Stage 3 exposures increased to 2.8% of gross core loans subject to ECL at 31 March 2023 (31 March 2022: 1.9%) mainly due to a few single name exposures migrating from both Stage 1 and Stage 2. There has been a decrease in Stage 2 to 4.9% of gross core loans subject to ECL at 31 March 2023 (31 March 2022: 5.9%), mainly due to various corporate exposures which have improved post COVID-19 as well as the Stage 3 migration mentioned above.

SA Stage 1 and 2 gross core loan exposures and coverage



An analysis of core loans by risk category – Southern Africa

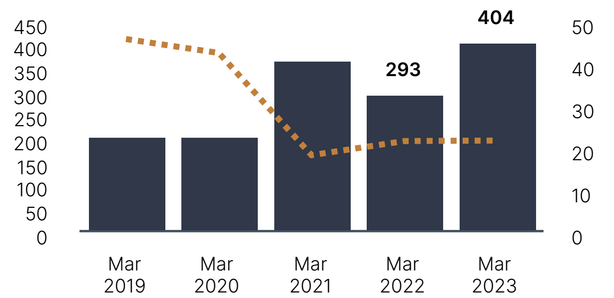
£'million	Stage 1 Gross exposure subject to ECL	Stage 1 ECL	Stage 1 Coverage	Stage 2 Gross exposure subject to ECL	Stage 2 ECL	Stage 2 Coverage
At 31 March 2023						
Commercial real estate	2 006	(6)	0.30%	285	(6)	2.1%
Residential real estate	217	(1)	0.46%	13	—	—%
Total lending collateralised by property	**2 223**	**(7)**	**0.31%**	**298**	**(6)**	**2.0%**
Mortgages	3 851	(5)	0.13%	216	(12)	5.6%
Other high net worth lending*	3 325	(10)	0.30%	27	(1)	3.7%
Total high net worth and other private client lending	**7 176**	**(15)**	**0.21%**	**243**	**(13)**	**5.3%**
Corporate and acquisition finance	2 953	(9)	0.30%	126	(9)	7.1%
Fund finance	596	(1)	0.17%	—	—	—%
Financial institutions and governments	132	—	—%	35	—	—%
Asset finance	122	—	—%	4	—	—%
Aviation finance^	116	(1)	0.86%	7	—	—%
Power and infrastructure finance	240	(1)	0.42%	14	—	—%
Total corporate and other lending	**4 159**	**(12)**	**0.29%**	**186**	**(9)**	**4.8%**
Total core loans	**13 558**	**(34)**	**0.25%**	**727**	**(28)**	**3.9%**
At 31 March 2022						
Commercial real estate	2 455	(10)	0.41%	227	(6)	2.6%
Residential real estate	292	(1)	0.34%	82	(1)	1.2%
Total lending collateralised by property	**2 747**	**(11)**	**0.40%**	**309**	**(7)**	**2.3%**
Mortgages	4 165	(4)	0.10%	226	(9)	4.0%
Other high net worth lending*	3 647	(12)	0.33%	35	(1)	2.9%
Total high net worth and other private client lending	**7 812**	**(16)**	**0.20%**	**261**	**(10)**	**3.8%**
Corporate and acquisition finance	2 658	(14)	0.53%	328	(16)	4.9%
Fund finance	388	(1)	0.26%	—	—	—%
Financial institutions and governments	165	—	—%	—	—	—%
Asset finance	214	(1)	0.47%	5	—	—%
Aviation finance^	78	(1)	1.28%	7	—	—%
Power and infrastructure finance	301	(1)	0.33%	5	—	—%
Total corporate and other lending	**3 804**	**(18)**	**0.47%**	**345**	**(16)**	**4.6%**
Total core loans	**14 363**	**(45)**	**0.31%**	**915**	**(33)**	**3.6%**

* 57% of other high net worth lending (31 March 2022: 58%) relates to lending collateralised by property which is supported by high net worth clients.
^ There are additional aviation exposures of £64 million (31 March 2022: £33 million) in Corporate and acquisition finance and nil (31 March 2022: £11 million) in Financial institutions and governments.
^^ Unrounded coverage ratio is 2.3%.

ASSET QUALITY
CONTINUED

SA Stage 3 gross core loan exposure and coverage

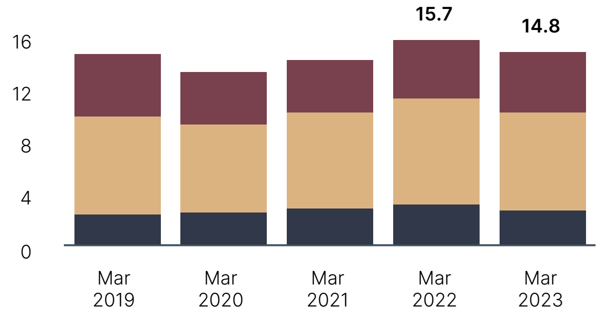
£'million   Percentage



Stage 3 gross core loan exposure
Stage 3 coverage ratio (RHS)

SA gross core loans by risk category

£'billion



Lending collateralised by property
HNW and other private client lending
Corporate and other lending

Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
143	(24)	16.8%	2 434	(36)	1.5%	—	2 398
10	—	—%^^	240	(1)	0.4%	—	239
153	**(24)**	**15.7%**	**2 674**	**(37)**	**1.4%**	**—**	**2 637**
68	(11)	16.2%	4 135	(28)	0.7%	—	4 107
56	(13)	23.2%	3 408	(24)	0.7%	—	3 384
124	**(24)**	**19.4%**	**7 543**	**(52)**	**0.7%**	**—**	**7 491**
107	(32)	29.9%	3 186	(50)	1.6%	75	3 211
—	—	—%	596	(1)	0.2%	—	595
—	—	—%	167	—	—%	—	167
4	(3)	75.0%	130	(3)	2.3%	—	127
—	—	—%	123	(1)	0.8%	—	122
16	(3)	18.8%	270	(4)	1.5%	—	266
127	**(38)**	**29.9%**	**4 472**	**(59)**	**1.3%**	**75**	**4 488**
404	**(86)**	**21.3%**	**14 689**	**(148)**	**1.0%**	**75**	**14 616**
70	(16)	22.9%	2 752	(32)	1.2%	—	2 720
12	—	—%	386	(2)	0.5%	—	384
82	**(16)**	**19.5%**	**3 138**	**(34)**	**1.1%**	**—**	**3 104**
61	(11)	18.0%	4 452	(24)	0.5%	—	4 428
76	(8)	10.5%	3 758	(21)	0.6%	—	3 737
137	**(19)**	**13.9%**	**8 210**	**(45)**	**0.5%**	**—**	**8 165**
65	(22)	33.8%	3 051	(52)	1.7%	80	3 079
—	—	—%	388	(1)	0.3%	—	387
1	—	—%	166	—	—%	—	166
8	(5)	62.5%	227	(6)	2.6%	—	221
—	—	—%	85	(1)	1.2%	—	84
—	—	—%	306	(1)	0.3%	—	305
74	**(27)**	**36.5%**	**4 223**	**(61)**	**1.4%**	**80**	**4 242**
293	**(62)**	**21.2%**	**15 571**	**(140)**	**0.9%**	**80**	**15 511**

ASSET QUALITY
CONTINUED

An analysis of staging and ECL movements on core loans subject to ECL

The tables below indicate underlying movements in gross core loans subject to ECL from 31 March 2022 to 31 March 2023. The transfers between stages of gross core loans indicate the impact of stage transfers upon the gross exposure and associated opening ECL. In South Africa, certain corporate exposures improved resulting in transfers from Stage 2 to Stage 1. Stage 3 increased mainly due to a few single name exposures migrating from both Stage 1 and Stage 2. In the UK, the increase in transfers into Stage 2 is mainly driven by idiosyncratic exposures that have deteriorated compared to when the exposures originated, but where there is no specific concern with respect to loss. There was a slight uptick in transfers into Stage 3 over the period, however this is broadly in line with the prior year when considered as a proportion of the opening book.

The net remeasurement of ECL arising from stage transfers represents the (increase)/decrease in ECL due to these transfers. New lending net of repayments comprises new originations, further drawdowns, repayments and sell-downs as well as ECLs in Stage 3 that have been written off, typically when an asset has been sold.

The ECL impact of changes to risk parameters and models during the year largely relates to the changes in the macro-economic scenarios as well as the release of management ECL overlay in both South Africa and the UK. The foreign exchange and other category largely comprises the impact on the closing balance as a result of movements and translations in foreign exchange rates since 31 March 2022.

UK and Other

	Stage 1		Stage 2		Stage 3		Total	
£'million	Gross exposure	ECL	Gross exposure	ECL	Gross exposure	ECL	**Gross exposure**	**ECL**
At 31 March 2022	**12 665**	**(32)**	**992**	**(35)**	**291**	**(67)**	**13 948**	**(134)**
Transfer from Stage 1	(774)	4	678	(4)	96	—	—	—
Transfer from Stage 2	226	(2)	(282)	3	56	(1)	—	—
Transfer from Stage 3	3	—	4	—	(7)	—	—	—
ECL remeasurement arising from transfer of stage	—	2	—	(7)	—	(16)	—	(21)
New lending net of repayments (includes assets written off)	1 297	(12)	(81)	—	(94)	10	1 122	(2)
Changes to risk parameters and models	—	1	—	11	—	—	—	12
Foreign exchange and other	77	—	10	—	1	(1)	88	(1)
At 31 March 2023	**13 494**	**(39)**	**1 321**	**(32)**	**343**	**(75)**	**15 158**	**(146)**

Southern Africa

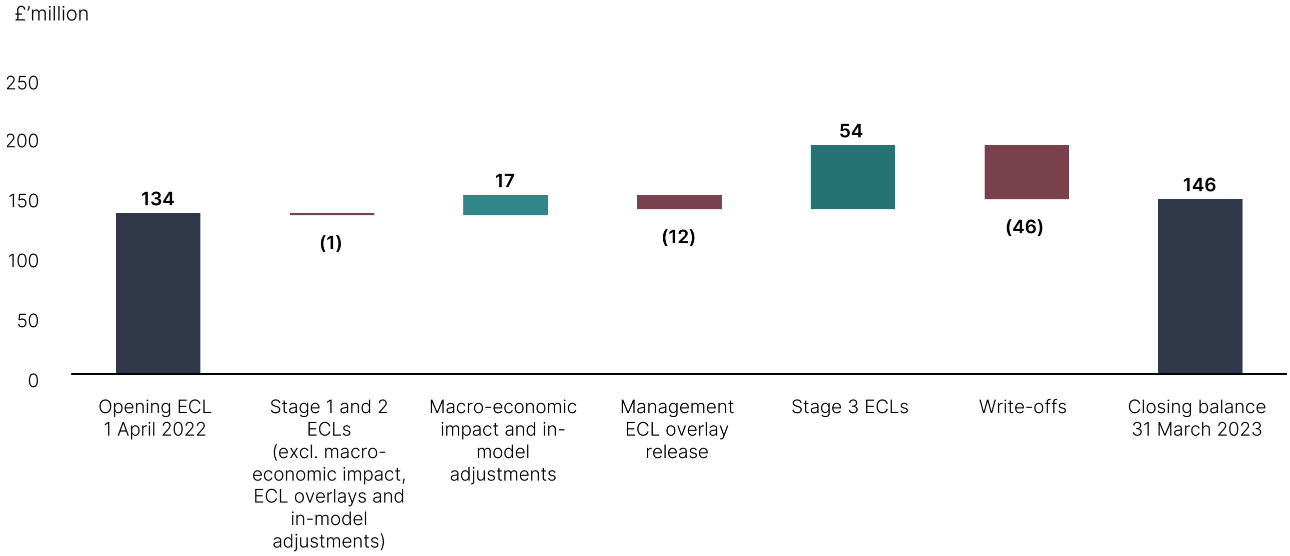
	Stage 1		Stage 2		Stage 3		Total	
£'million	Gross exposure	ECL	Gross exposure	ECL	Gross exposure	ECL	**Gross exposure**	**ECL**
At 31 March 2022	**14 363**	**(45)**	**915**	**(33)**	**293**	**(62)**	**15 571**	**(140)**
Transfer from Stage 1	(408)	3	269	(1)	139	(2)	—	—
Transfer from Stage 2	304	(3)	(351)	4	47	(1)	—	—
Transfer from Stage 3	10	—	6	(1)	(16)	1	—	—
ECL remeasurement arising from transfer of stage	—	3	—	(4)	—	(33)	—	(34)
New lending net of repayments (includes assets written off)	898	(3)	6	—	(23)	8	881	5
Changes to risk parameters and models	—	5	—	2	—	(1)	—	6
Foreign exchange and other	(1 609)	6	(118)	5	(36)	4	(1 763)	15
At 31 March 2023	**13 558**	**(34)**	**727**	**(28)**	**404**	**(86)**	**14 689**	**(148)**

ASSET QUALITY
CONTINUED

ECL movements on core loans and advances subject to ECL

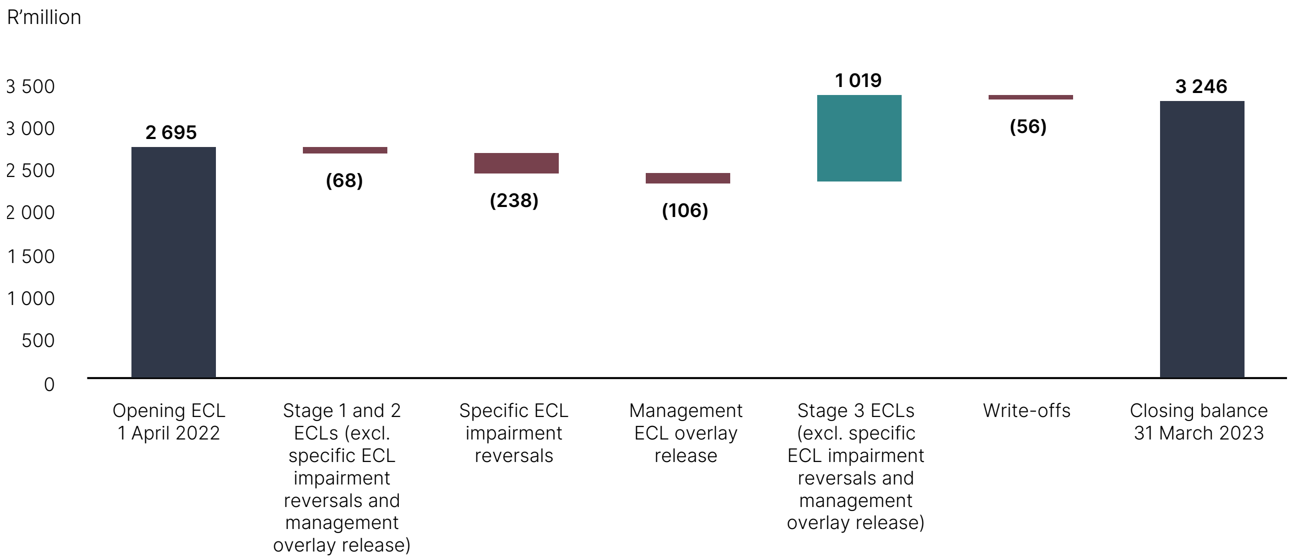
UK and Other

In the UK, core loan ECLs have increased to £146 million at 31 March 2023 from £134 million at 31 March 2022. This was predominantly driven by specific Stage 3 ECLs as well as the impact of the updated macro-economic scenarios which were revised to reflect the current pressures in the macro-economic environment which was offset by a partial release in the management ECL overlay and write-offs during the period.



Southern Africa

In South Africa, post-model management overlays of R106 million previously held for anticipated migration risk in Private Bank have been released and are now catered for in-model. The remaining management overlay at 31 March 2023 of R113 million (31 March 2022: R219 million) accounts for emerging risks assessed as inadequately reflected in the forward-looking model for commercial real estate lending clients. An increase in the balance sheet ECLs is mainly attributable to impairments on a few individual counterparties offset by the reversals of prior year specific provisions, post write-off recoveries and the release in management ECL overlay.



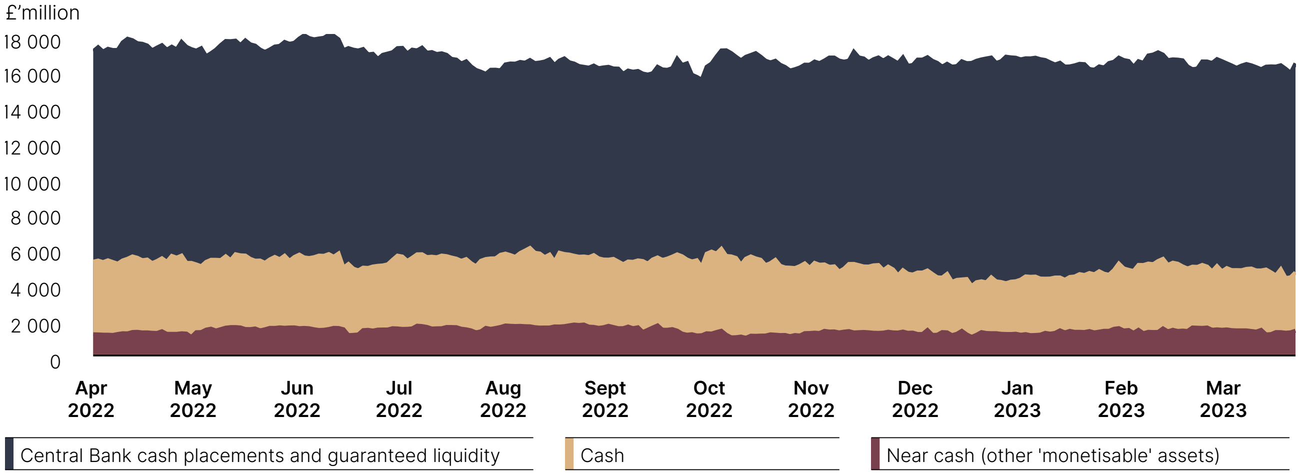
For more information on key judgements refer to page 102.

BALANCE SHEET RISK MANAGEMENT

Balance sheet risk management

The Group maintained its strong liquidity position and continues to hold high levels of surplus liquid assets. Our liquidity risk management process remains robust and comprehensive.

Investec Group cash and near cash trend



UK and Other

An analysis of cash and near cash at 31 March 2023

£8 550 million

Central bank cash placements and guaranteed liquidity	83.0 %
Cash	10.3 %
Near cash (other 'monetisable' assets)	6.7 %

Customers accounts (deposits) by type at 31 March 2023

£19 122 million

Individuals	63.6 %
Other financial institutions and corporates	28.2 %
Small business	8.2 %

Funding continues to be dynamically raised through a mix of customer liabilities diversified by customer type, currency, channel and tenor, avoiding reliance on any particular channel and ensuring continued access to a wide range of depositors. Those diversified funding channels have proven to be capable of raising funding throughout the year supporting both strong asset growth and the conclusion of our strategy to transition our retail deposits to the new lower cost platform and despite the ongoing geopolitical uncertainties, inflationary pressures and recent market volatility.

Funding consists primarily of customer deposits, with loans and advances to customers as a % of customer deposits at 81% at 31 March 2023. We are therefore well positioned from a funding and liquidity perspective if there was to be further disruption to financial markets given both the highly diversified nature of Investec plc's deposit base and the reliance on term and notice deposits rather than demand deposits. Deposits grew by 4.5% over the year to £19.1 billion. Granularity of deposits is a key area of focus and Investec plc has a substantial portion of eligible deposits that are covered by Financial Services Compensation Scheme (FSCS) protection. The FSCS is a UK government-backed scheme designed to provide protection to eligible customers, to the maximum value of £85 000, in the event that a financial institution is unable to meet its financial obligations.

This overall approach has enabled the Group to maintain a strong liquidity position at the year end across a range of metrics in line with our conservative approach to balance sheet risk management. Cash and near cash balances at 31 March 2023 amounted to £8.6 billion. We maintain a high level of readily available, high-quality liquid assets – targeting a minimum cash to customer deposit ratio of 25%. Current cash and near cash is equivalent to 45% of customer deposits. HQLA is primarily cash at central bank (BoE), and short dated government bonds, alongside a much smaller amount of longer dated, floating rate Covered Bonds and Supras. Given the short dated nature, the majority of the HQLA securities portfolio is held at FVOCI. Any FVOCI unrealised losses in the securities portfolio are deducted from CET 1 in line with UK regulatory rules.

BALANCE SHEET RISK MANAGEMENT
CONTINUED

At 31 March 2023, the Liquidity Coverage Ratio for Investec plc was 383% and the Net Stable Funding Ratio was 147%, both metrics well ahead of current minimum regulatory requirements.

We have limited reliance on wholesale funding but we maintain access and presence, using such wholesale issuance to strategically diversify our funding base and complement the other liability channels by focusing, where appropriate, on tenor and currency. Wholesale issuance in the year took advantage of market windows to focus on both additional opportunities and refinance maturities to lengthen term, with the added benefit of continuing to diversify the debt capital markets investor base. As a result we have no requirement to issue in the wholesale markets in the financial year to end March 2024. Investec plc has no MREL requirement in excess of its minimum capital requirements.

Looking forward, the focus remains on maintaining a strong liquidity position in light of overall market volatility. Funding continues to be actively raised, across a diverse funding base, in line with a medium- to long-term strategy to reduce the overall tenor-adjusted cost of the liability base supported by stable credit ratings.

Southern Africa

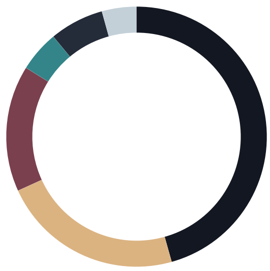
An analysis of cash and near cash at 31 March 2023

R171.4 billion

Near cash (Central Bank guaranteed liquidity)	59.6%
Cash	30.7%
Near cash (other 'monetisable' assets)	9.7%

Bank and non-bank depositor concentration by type at 31 March 2023

R480.3 billion



Non-bank financials	45.7%
Individuals	22.5%
Non-financial corporates	15.7%
Public sector	5.1%
Banks	6.7%
Small business	4.3%

We entered the year with a comfortable liquidity position given our philosophy of funding through the cycle. Increases in rates drove an increase in profitability due to the endowment effect from our non-rate liabilities (equity) and transactional deposits, as well as a positive overnight repricing gap between our assets and liabilities.

Funding continues to be raised through a diverse mix of customer liabilities by customer type, currency, channel and tenor. Our medium to long term focus remains strengthening the Group's structural funding profile through growing the retail deposit base and encouraging our transactional deposit offering.

Activity in the wholesale markets over the financial year has increased but we continue to look for opportunities to raise low-cost funding where appropriate and carefully manage maturity profiles. We continue to closely monitor our current and projected cost of funding as this has a direct impact on our ability to write assets at competitive levels.

We maintained a pool of strategic long-term non-ZAR funding from diversified sources and new channels. IBL (consolidated Group) total customer deposits grew by 6.8% from R420.1 billion to R448.7 billion at 31 March 2023. Our private client funding initiatives had a good year of deposit raising despite increased competition for retail deposits and uncertainty brought about by the recent turmoil in the global banking sector, delivering substantial growth to close the year at R198.8 billion in line with strategic funding objectives. We continue to see deposit growth from our Private Banking franchise led by client acquisition.

Cash and near cash balances on 31 March 2023 amounted to R171.4 billion (31 March 2022: R159.5 billion). Relative to the previous financial year we noted a gradual increase in borrowing activity specifically in corporate client lending.

Consistent with our liquidity management philosophy, we delivered liquidity ratios well above the regulatory requirements. For IBL (consolidated Group), the 90-day simple average LCR ended the financial year at 153.6%. The structural funding ratio represented by the NSFR ended the year at 116.4% as at 31 March 2023.

BALANCE SHEET RISK MANAGEMENT
CONTINUED

Interest rate risk in the banking book (IRRBB)

Net interest income sensitivity at 31 March 2023

IRRBB is measured and monitored using an income sensitivity approach. The tables below reflect an illustrative annualised net interest income value sensitivity to a 0.25% parallel shift in interest rates, based on modelled assumptions in the UK and South Africa, assuming no management intervention.

UK and Other

million	All (GBP)
25bps down	(13.7)
25bps up	12.7

Southern Africa (IBL consolidated)

million	All (ZAR)*
25bps down	(66.3)
25bps up	66.3

Economic value (EV) sensitivity at 31 March 2023

IRRBB is measured and monitored using the EV sensitivity approach. The tables below reflect an illustrative economic value sensitivity to a 2% parallel shift in interest rates, based on modelled assumptions in the UK and South Africa, assuming no management intervention. This sensitivity effect would only have a negligible direct impact on our equity.

UK and Other

million	All (GBP)
200bps down	16.6
200bps up	(13.1)

Southern Africa (IBL consolidated)

million	All (ZAR)*
200bps down	404.7
200bps up	(401.1)

* Excludes Investec Property Fund (IPF)

In December 2022 IBP and DLC Board approved the initiation of a structural hedging programme in the UK, to reduce the sensitivity of earnings to short-term interest rate movements. The Group assigned an evenly amortising profile to an eligible amount of tangible equity with average duration of 2.5 years evenly distributed over the period. The termed equity is then hedged on a matched basis. Given the short duration of time in which the hedge has existed and the path of interest rates to date, there has been no material earnings impact.

CAPITAL MANAGEMENT AND ALLOCATION

Capital management and allocation

A summary of capital adequacy and leverage ratios

	Standardised		IRB scope^^^		Standardised		IRB scope^^^	
	Investec plc[v]*	IBP[v]*	**Investec Limited*^**	IBL*^	**Investec plc[v]***	IBP[v]*	**Investec Limited*^**	IBL*^
	31 March 2023				**31 March 2022**			
Common Equity Tier 1 ratio**	12.0%	12.9%	14.7%	17.1%	11.7%	12.4%	14.0%	15.8%
Common Equity Tier 1 ratio (fully loaded)***	11.7%	12.6%	14.7%	17.1%	11.3%	12.0%	14.0%	15.8%
Tier 1 ratio**	13.4%	14.3%	15.9%	18.2%	13.1%	13.9%	15.0%	16.6%
Total capital ratio**	17.5%	18.7%	18.3%	21.2%	16.8%	18.6%	17.5%	20.0%
Risk weighted assets (million)**	17 767	17 308	283 600	261 263	16 980	16 462	319 048	289 903
Leverage exposure measure (million)^^	25 216	24 945	696 319	662 702	24 185	23 874	649 828	608 062
Leverage ratio^^	9.4%	9.9%	6.5%	7.2%	9.2%	9.6%	7.4%	7.9%
Leverage ratio (fully loaded)***	9.2%	9.8%	6.5%	7.2%	8.9%	9.3%	7.4%	7.9%

* Where: IBP is Investec Bank plc consolidated and IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

** The Common Equity Tier 1 (CET1), Tier 1 and total capital adequacy ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this includes the CRR II changes introduced by the 'quick fix' regulation adopted in June 2020).

*** The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assumes full adoption of IFRS 9 (including the 'quick fix' regulation in the UK).

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and Investec Bank plc this does not include the deduction of foreseeable charges and dividends when calculating the CET1 ratio as required under the Capital Requirements Regulation. The impact of this deduction totalling £55 million (31 March 2022: £44 million) for Investec plc and £36 million (31 March 2022: £61 million) for IBP would lower the CET1 ratio by 31bps (31 March 2022: 28bps) and 21bps (31 March 2022: 37bps) respectively.

^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 117bps (31 March 2022: 134bps) and 164bps (31 March 2022: 69bps) lower respectively.

^^ The leverage ratios are calculated on an end-quarter basis.

^^^ Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWA. As at 31 March 2023, 55% (31 March 2022: 39%) of the portfolio applies the AIRB approach, 28% (31 March 2022: 44%) applies the FIRB approach and the remaining 17% (31 March 2022: 17%) of the portfolio is subject to the standardised approach.

Investec plc

Year under review

During the year under review, Investec plc complied with the capital adequacy requirements imposed on it by the PRA. Investec plc continues to hold capital in excess of all the capital and buffer requirements. At 31 March 2023, the CET1 ratio increased to 12.0% from 11.7% at 31 March 2022. CET1 capital increased by £147 million to £2.1 billion, mainly as a result of:

- CET1 capital generation of £293 million through profit after taxation
- A decrease of £160 million in the deduction applied to financial sector entities which exceed the 10% threshold.

The increases were partially offset by:

- A decrease in other comprehensive income of £71 million, including the fair value uplift on our investment in Ninety One and the reversal of the cash flow hedge reserve which is not recognised in CET1 capital
- Dividends paid to ordinary shareholders and Additional Tier 1 security holders of £197 million, including the Ninety One distribution to shareholders of £91 million
- An increase in treasury shares of £20 million
- A decrease of £28 million in the IFRS 9 transitional add-back adjustment.

Risk-weighted assets (RWAs) increased by 5% or £787 million to £17.8 billion over the period, predominantly within credit risk RWAs.

Credit risk RWAs, which include equity risk, increased by £788 million. Exchange rate differences caused a net increase in RWAs of £228 million in the period, reflecting mainly the strengthening of the US Dollar and Euro against the British Pound. The remaining increase reflects asset growth in Fund Solutions, Growth and Leveraged Finance and Corporate Secured Project Finance.

Counterparty credit risk RWAs (including credit valuation adjustment risk) decreased by £144 million compared to 31 March 2022, primarily driven by a decrease in repurchase agreements and derivative financial instruments.

Market risk RWAs decreased by £95 million, mainly due to a decrease in the collective investment undertaking position risk.

Operational risk RWAs increased by £238 million, due to an increase in the three-year average operating income used to determine the capital requirement.

The Group's leverage ratio increased to 9.4% from 9.2.% at 31 March 2022. The increase is primarily driven by an increase in CET1 capital of £147 million, offset by an increase of £1 billion in the leverage exposure measure. The leverage exposure measure increase is predominantly attributable to foreign exchange movements as well as asset growth across multiple balance sheet line items, most notably in derivative financial instruments, loans to customers and repurchase agreements.

Minimum capital requirement

Investec plc's minimum CET1 requirement at 31 March 2023 is 7.9% comprising a 4.5% Pillar 1 minimum requirement, a 2.5% Capital Conservation Buffer (CCB), a 0.31% Pillar 2A requirement and a 0.63% Countercyclical Capital Buffer (CCyB). The Group's institution-specific CCyB requirement is calculated based on the relevant exposures held in jurisdictions in which a buffer rate has been set. As at 31 March 2023 the UK CCyB rate is 1%.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Regulatory developments

On 30 November 2022, the PRA published a consultation paper on the Implementation of the Basel 3.1 standards, which set out the proposed rules and expectations that cover parts of the Basel 3 standards that remain to be implemented in the UK and relate to the calculation of RWAs. The rule changes are expected to take effect from 1 January 2025. The Basel 3.1 standards aim to restore credibility in risk-weighted ratios, by introducing more robust and risk-sensitive Standardised Approaches, whilst curtailing the RWA benefits Internal Models can provide. The proposals aim to advance the PRA's primary objective to promote the safety and soundness of the firms that it regulates. By improving the measurement of risk, the PRA are of the view that it will help ensure firms are adequately capitalised given the risks they are exposed to. Whilst the PRA are proposing limited adjustments to the international standards in order to adhere to the global reforms, they have proposed the removal of several onshored EU discretions, such as the SME supporting factor. The consultation closed for comment on 31 March 2023.

On 12 December 2022, the Financial Policy Committee (FPC) increased the UK CCyB rate from 0% to 1%. On 5 July 2022, the FPC announced that it is further increasing the UK CCyB rate from 1% to 2%, with effect from 5 July 2023. From the FPC meetings held on 28 November 2022, 8 December 2022 and 23 March 2023 the FPC noted that, despite the global and UK economic outlooks having deteriorated and financial conditions having tightened, the UK banking system can absorb the impact of the expected weakening in the economic situation while continuing to meet credit demand from creditworthy households and businesses. The FPC therefore confirmed they will be maintaining the UK CCyB rate at 2% (effective 5 July 2023).

Investec Limited

Year under review

Investec Limited applies the Basel Framework at every tier within the banking group and also on a fully consolidated basis. Investec Limited is regulated by the South African Prudential Authority (PA) in terms of the Banks Act 1990 (Act No. 94 of 1990) and the Regulations relating to Banks (the Regulations).

Investec Limited is designated by the South African PA, as a Systemically Important Financial Institution as well as a Domestically Significant Important Bank (D-SIB) in South Africa.

Investec Limited and its subsidiaries have not been designated as a Financial Conglomerate.

Investec Limited received approval to adopt the Advanced Internal Ratings Based (AIRB) approach for measurement of capital on the Income Producing Real Estate portfolio (IPRE). Investec also migrated the High Value Commercial Real Estate (HVCRE) portfolio to the slotting approach, a subset of the Foundation Internal Ratings Based (FIRB) approach. Combined, this increased the CET1 ratio by 242bps.

At 31 March 2023, the CET1 ratio increased to 14.7% from 14.0% at 31 March 2022. CET1 capital decreased by R3.0 billion to R41.8 billion, largely affected by:

- Investec Limited executed R5.5 billion of the R7 billion DLC share buyback programme announced to the market in September 2022. As at 31 March 2023, CET1 reduced by R5.3 billion being R1.1 billion relating to Investec Limited treasury shares and R4.2 billion due to the deduction of Investec Limited's investment in Plc shares at market value
- Positive attributable earnings post-taxation and minorities of R7.1 billion
- Total ordinary dividends paid to Investec Limited shareholders of R7.3 billion
- Foreign currency translation reserve increase by R1.5 billion
- Decrease in common equity deduction of R1.3 billion following the distribution of Ninety One shares to shareholders
- Decrease of R400 million in ordinary share capital due to treasury shares held in Investec Staff Share Schemes
- Decrease in deduction for investment in financial entities (investment in IEP) of R415 million.

Risk-weighted assets (RWAs) decreased by 11.1% from R319.0 billion (March 2022) to R283.6 billion (March 2023), predominantly within credit risk RWAs.

Credit risk RWA decreased by R28.9 billion (11.2%) from 31 March 2022 to 31 March 2023. The decrease was mainly driven by the migration of IPRE to the AIRB and HVCRE to the slotting approach, which resulted in a R40 billion saving as of 31 January 2023, this was set-off by book growth and forex movement.

Equity risk decreased by R12.2 billion (46.1%) largely due to the distribution of Ninety One shares to shareholders.

Market risk RWAs increased by 51.2% or R2.3 billion. The increase is primarily driven by an increase in exposure on the Interest Rate Derivatives. Activity has increased due to the recent increases in interest rate by the PA as well as other central banks due to global inflation concerns.

Operational risk increased by 11.7% or R3.4 billion. This follows the bi-annual update of the 3-year rolling gross income before impairments average balance, which forms the basis of the calculation.

The Group's leverage ratio decreased to 6.5% (March 2023) from 7.4% (March 2022).

Minimum capital requirement

Investec Limited's minimum CET1 requirement at 31 March 2023 is 8.0%, comprising a 4.5% Pillar 1 minimum requirement, a 0.5% Pillar 2A add-on, a 2.5% Capital Conservation Buffer (CCB), a 0.5% Domestic Systemically Important (D-SIB) Buffer and a 0% Countercyclical Capital Buffer (CCyB). South Africa has not announced any CCyB requirements for 2023. As at 31 March 2023, Investec Limited's institution-specific CCyB, held for purposes of the reciprocity requirement, was 0% of risk weighted exposures.

Regulatory developments

The Financial Sector Laws Amendment Act (FSLAA) was promulgated on 28 January 2022. The FSLAA aims to, amongst other things, introduce South Africa's first comprehensive deposit insurance scheme and create a new subordinated class of loss-absorbing instruments (referred to as "FLAC" instruments) to facilitate the application of the statutory bail-in power in order to assist with the implementation of the resolution framework for 'designated institutions'. The South African Reserve Bank is established as the resolution authority; and the Corporation for Deposit Insurance and a Deposit Insurance Fund is established to assist with the stability of the financial system in the event of the resolution of a designated institution.

The South African Prudential Authority (PA) proposed to implement the outstanding Basel III regulatory reforms

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

in South Africa on the dates set out in Guidance Note 4 of 2022. The regulatory reforms, such as the revised standardised approach and internal ratings-based approach for credit risk, are proposed for 1 January 2024. The PA initially proposed to implement the revised market risk and credit valuation adjustment (CVA) frameworks at 1 January 2024. Noting that certain countries confirmed the delayed implementation of the Basel III reforms in their respective jurisdictions, the PA confirmed in Guidance Note 8 of 2022 that they will continue to monitor progress made by other major jurisdictions and trading partners of South Africa in respect of the implementation of the respective Basel III reforms and will implement the revised market risk and CVA frameworks at a later date, which will be communicated in due course.

Investec Limited continues to assess and monitor the impact of new regulations and regulatory reforms through participation in industry quantitative impact study submissions to the PA, contributing to industry consultations, discussions at the Banking Association of South Africa and quantifying the impact of the reforms and presenting the impact on Investec Limited at capital committees and its Board. Investec has provided input through relevant industry participation.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Capital structure and capital adequacy

	Standardised		IRB scope^^^	
At 31 March 2023	Investec plc*v^ £'million	IBP*v^ £'million	Investec Limited*^^ R'million	IBL*^^ R'million
Shareholders' equity	**2 428**	**2 522**	**45 929**	**44 016**
Shareholders' equity excluding non-controlling interests	2 468	2 539	48 374	44 016
Perpetual preference share capital and share premium	(25)	—	(2 445)	—
Deconsolidation of special purpose entities	(15)	(17)	—	—
Non-controlling interests	**—**	**—**	**—**	**—**
Non-controlling interests per balance sheet	1	1	9 872	—
Non-controlling interests excluded for regulatory purposes	(1)	(1)	(9 872)	—
Regulatory adjustments to the accounting basis	**16**	**15**	**1 054**	**1 111**
Additional value adjustments	(5)	(5)	(280)	(223)
Gains or losses on liabilities at fair value resulting from changes in our credit standing	—	—	(15)	(15)
Cash flow hedging reserve	(28)	(28)	1 349	1 349
Adjustment under IFRS 9 transitional arrangements	49	48	—	—
Deductions	**(318)**	**(306)**	**(5 173)**	**(329)**
Goodwill and intangible assets net of deferred tax	(312)	(300)	(315)	(311)
Investment in financial entity	—	—	(456)	—
Deferred tax assets that rely on future profitability excluding those arising from temporary differences	(2)	(2)	—	—
Shortfall of eligible provisions compared to expected loss	—	—	(18)	(18)
Other regulatory adjustments	—	—	(4 384)	—
Securitisation positions which can alternatively be subject to a 1 250% risk weight	(4)	(4)	—	—
Amount of insufficient coverage for non-performing exposures	—	—	—	—
Common Equity Tier 1 capital	**2 126**	**2 231**	**41 810**	**44 798**
Additional Tier 1 capital	**250**	**250**	**3 212**	**2 710**
Additional Tier 1 instruments	250	250	5 705	2 710
Phase out of non-qualifying Additional Tier 1 instruments	—	—	(2 445)	—
Non-qualifying surplus capital attributable to non-controlling interest	—	—	(48)	—
Tier 1 capital	**2 376**	**2 481**	**45 022**	**47 508**
Tier 2 capital	**738**	**764**	**6 963**	**7 928**
Collective impairment allowances	—	—	365	365
Tier 2 instruments	764	764	7 563	7 563
Non-qualifying surplus capital attributable to non-controlling interests	(26)	—	(851)	—
Investment in capital of financial entities above 10% threshold	—	—	(114)	—
Total regulatory capital	**3 114**	**3 245**	**51 985**	**55 436**
Risk weighted assets	**17 767**	**17 308**	**283 600**	**261 263**

* Where: IBP is Investec Bank plc consolidated. IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating CET1 capital. The impact of this deduction totalling £55 million for Investec plc and £36 million for IBP would lower the CET1 ratio by 31bps and 21bps respectively.

^ The CET1, Tier 1, total capital ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this includes the Capital Requirements Regulation (CRR) II changes introduced by the 'quick fix' regulation adopted in June 2020).

^^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 117bps and 164bps lower respectively.

^^^ Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWA. As at 31 March 2023, 55% of the portfolio applies the AIRB approach, 28% applies the FIRB approach and the remaining 17% of the portfolio is subject to the standardised approach.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Capital structure and capital adequacy

	Standardised		IRB scope^^^	
At 31 March 2022	Investec plc*v^ £'million	IBP*v^ £'million	Investec Limited*^^ R'million	IBL*^^ R'million
Shareholders' equity	**2 384**	**2 276**	**46 232**	**44 280**
Shareholders' equity excluding non-controlling interests	2 429	2 296	49 118	44 280
Perpetual preference share capital and share premium	(25)	—	(2 886)	—
Deconsolidation of special purpose entities	(20)	(20)	—	—
Non-controlling interests	**—**	**—**	**—**	**—**
Non-controlling interests per balance sheet	1	1	10 301	—
Non-controlling interests excluded for regulatory purposes	(1)	(1)	(10 301)	—
Regulatory adjustments to the accounting basis	**71**	**71**	**1 348**	**1 378**
Additional value adjustments	(6)	(6)	(261)	(231)
Gains or losses on liabilities at fair value resulting from changes in our credit standing	—	—	(12)	(12)
Cash flow hedging reserve	—	—	1 621	1 621
Adjustment under IFRS 9 transitional arrangements	77	77	—	—
Deductions	**(476)**	**(304)**	**(2 790)**	**(452)**
Goodwill and intangible assets net of deferred tax	(303)	(291)	(283)	(282)
Investment in financial entity	—	—	(871)	—
Deferred tax assets that rely on future profitability excluding those arising from temporary differences	(8)	(8)	—	—
Shortfall of eligible provisions compared to expected loss	—	—	(170)	(170)
Investment in capital of financial entities above 10% threshold	(160)	—	(1 291)	—
Other regulatory adjustments	—	—	(175)	—
Securitisation positions which can alternatively be subject to a 1 250% risk weight	(5)	(5)	—	—
Common Equity Tier 1 capital	**1 979**	**2 043**	**44 790**	**45 206**
Additional Tier 1 capital	**250**	**250**	**3 064**	**2 560**
Additional Tier 1 instruments	250	250	5 996	2 560
Phase out of non-qualifying Additional Tier 1 instruments	—	—	(2 886)	—
Non-qualifying surplus capital attributable to non-controlling interest	—	—	(46)	—
Tier 1 capital	**2 229**	**2 293**	**47 854**	**47 766**
Tier 2 capital	**622**	**766**	**8 091**	**9 557**
Collective impairment allowances	—	—	425	424
Tier 2 instruments	766	766	10 722	9 133
Non-qualifying surplus capital attributable to non-controlling interests	(144)	—	(2 435)	—
Investment in capital of financial entities above 10% threshold	—	—	(621)	—
Total regulatory capital	**2 851**	**3 059**	**55 945**	**57 323**
Risk weighted assets	**16 980**	**16 462**	**319 048**	**286 903**

* Where: IBP is Investec Bank plc consolidated. IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating CET1 capital. The impact of this deduction totalling £44 million for Investec plc and £61 million for IBP would lower the CET1 ratio by 28bps and 37bps respectively.

^ The CET1, Tier 1, total capital ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this includes the CRR II changes introduced by the 'quick fix' regulation adopted in June 2020).

^^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 134bps and 69bps lower respectively.

^^^ Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWA. As at 31 March 2022, 39% of the portfolio applies the AIRB approach, 44% applies the FIRB approach and the remaining portfolio of 17% is subject to the standardised approach.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Risk weighted assets

	Standardised		IRB scope^^^		Standardised		IRB scope^^^	
	Investec plc* £'million	IBP* £'million	**Investec Limited* R'million**	IBL* R'million	**Investec plc* £'million**	IBP* £'million	**Investec Limited* R'million**	IBL* R'million
	At 31 March 2023				At 31 March 2022			
Risk weighted assets	**17 767**	**17 308**	**283 600**	**261 263**	**16 980**	**16 462**	**319 048**	**286 903**
Credit risk	14 122	14 118	218 883	206 693	13 366	13 332	245 092	232 521
Equity risk	594	153	14 283	10 437	562	57	26 513	12 253
Counterparty credit risk	477	487	7 930	7 930	555	591	8 712	8 812
Credit valuation adjustment risk	37	37	3 477	3 477	103	103	5 410	5 462
Market risk	513	511	6 875	5 784	608	608	4 547	4 010
Operational risk	2 024	2 002	32 152	26 942	1 786	1 771	28 774	23 845

Capital requirements

	Standardised		IRB scope^^^		Standardised		IRB scope^^^	
	Investec plc* £'million	IBP* £'million	**Investec Limited* R'million**	IBL* R'million	**Investec plc* £'million**	IBP* £'million	**Investec Limited* R'million**	IBL* R'million
	At 31 March 2023				At 31 March 2022			
Capital requirements	**1 421**	**1 385**	**34 067**	**31 384**	**1 358**	**1 317**	**38 285**	**34 428**
Credit risk	1 130	1 129	26 292	24 828	1 069	1 066	29 410	27 904
Equity risk	47	13	1 716	1 254	45	5	3 182	1 470
Counterparty credit risk	38	39	953	953	44	47	1 045	1 057
Credit valuation adjustment risk	3	3	418	418	8	8	649	655
Market risk	41	41	826	695	49	49	546	481
Operational risk	162	160	3 862	3 236	143	142	3 453	2 861

Leverage ratios

	Investec plc[v]* £'million	IBP[v]* £'million	**Investec Limited R'million* ^**	IBL R'million*^	**Investec plc[v]* £'million**	IBP[v]* £'million	**Investec Limited R'million*^**	IBL R'million*^
	At 31 March 2023				At 31 March 2022			
Tier 1 capital**	2 376	2 481	45 022	47 508	2 229	2 293	47 854	47 766
Total exposure measure^^	25 216	24 945	696 319	662 702	24 185	23 874	649 828	608 062
Leverage ratio^^	**9.4%**	**9.9%**	**6.5%**	**7.2%**	**9.2%**	**9.6%**	**7.4%**	**7.9%**
Tier 1 capital (fully loaded)^^	2 328	2 432	45 022	47 508	2 152	2 216	47 854	47 766
Total exposure measure (fully loaded)	25 168	24 896	696 319	662 702	24 108	23 797	649 828	608 062
Leverage ratio (fully loaded)* ^^**	**9.2%**	**9.8%**	**6.5%**	**7.2%**	**8.9%**	**9.3%**	**7.4%**	**7.9%**

* Where: IBP is Investec Bank plc consolidated and IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

** The CET1, Tier 1 and total capital adequacy ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this includes the CRR II changes introduced by the 'quick fix' regulation adopted in June 2020).

*** The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assumes full adoption of IFRS 9 (including the 'quick fix' regulation in the UK).

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and Investec Bank plc this does not include the deduction of foreseeable charges and dividends when calculating the CET1 ratio as required under the Capital Requirements Regulation. The impact of this deduction totalling £55 million (31 March 2022: £44 million) for Investec plc and £36 million (31 March 2022: £61 million) for IBP would lower the CET1 ratio by 21bps (31 March 2022: 28bps) and 31bps (31 March 2022: 37bps) respectively.

^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 117bps (31 March 2022: 134bps) and 164bps (31 March 2022: 69bps) lower.

^^ The leverage ratios are calculated on an end-quarter basis.

^^^ Investec Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWA. As at 31 March 2023, 55% (31 March 2022: 39%) of the portfolio applies the AIRB approach, 28% (31 March 2022: 44%) applies the FIRB approach and the remaining 17% (31 March 2022: 17%) of the portfolio is subject to the standardised approach.

Additional information

IN THIS SECTION

ANALYSIS OF ASSETS AND LIABILITIES BY MEASUREMENT CATEGORY

At 31 March 2023 **£'000**	Total instruments at fair value	Amortised cost	Non-financial instruments or scoped out of IFRS 9	**Total**
Assets				
Cash and balances at central banks	—	6 437 709	—	6 437 709
Loans and advances to banks	—	1 450 627	—	1 450 627
Non-sovereign and non-bank cash placements	5 909	638 156	—	644 065
Reverse repurchase agreements and cash collateral on securities borrowed	961 790	2 670 868	—	3 632 658
Sovereign debt securities	3 527 223	1 224 423	—	4 751 646
Bank debt securities	612 930	326 579	—	939 509
Other debt securities	409 644	819 748	—	1 229 392
Derivative financial instruments	1 386 134	—	—	1 386 134
Securities arising from trading activities	1 632 391	—	—	1 632 391
Investment portfolio	1 330 907	—	—	1 330 907
Loans and advances to customers	2 108 369	27 802 789	—	29 911 158
Own originated loans and advances to customers securitised	—	272 879	—	272 879
Other loans and advances	—	142 726	—	142 726
Other securitised assets	78 231	24 920	—	103 151
Interests in associated undertakings and joint venture holdings	—	—	53 703	53 703
Current taxation assets	—	—	69 322	69 322
Deferred taxation assets	—	—	258 126	258 126
Other assets	257 378	811 379	512 936	1 581 693
Property and equipment	—	—	278 561	278 561
Investment properties	—	—	722 481	722 481
Goodwill	—	—	262 632	262 632
Software	—	—	15 401	15 401
Other acquired intangible assets	—	—	41 136	41 136
Non-current assets classified as held for sale	—	—	35 761	35 761
	12 310 906	**42 622 803**	**2 250 059**	**57 183 768**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	110 891	—	—	110 891
	12 421 797	**42 622 803**	**2 250 059**	**57 294 659**
Liabilities				
Deposits by banks	—	3 617 524	—	3 617 524
Derivative financial instruments	2 424 036	—	—	2 424 036
Other trading liabilities	202 256	—	—	202 256
Repurchase agreements and cash collateral on securities lent	169 063	767 501	—	936 564
Customer accounts (deposits)	3 188 859	36 366 810	—	39 555 669
Debt securities in issue	21 554	1 781 032	—	1 802 586
Liabilities arising on securitisation of own originated loans and advances	—	163 787	—	163 787
Liabilities arising on securitisation of other assets	81 609	—	—	81 609
Current taxation liabilities	—	—	83 183	83 183
Deferred taxation liabilities	—	—	26 545	26 545
Other liabilities	99 692	916 649	857 373	1 873 714
	6 187 069	**43 613 303**	**967 101**	**50 767 473**
Liabilities to customers under investment contracts	108 370	—	—	108 370
Insurance liabilities, including unit-linked liabilities	2 521	—	—	2 521
	6 297 960	**43 613 303**	**967 101**	**50 878 364**
Subordinated liabilities	—	1 084 630	—	1 084 630
	6 297 960	**44 697 933**	**967 101**	**51 962 994**

FAIR VALUE DISCLOSURE

The table below analyses recurring fair value measurements for financial assets and financial liabilities. These fair value measurements are categorised into different levels in the fair value hierarchy based on the inputs to the valuation technique used.

The different levels are identified as follows:

Level 1 – quoted (unadjusted) prices in active markets for identical assets or liabilities.

Level 2 – inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 – inputs for the asset or liability that are not based on observable market data (unobservable inputs).

		Fair value category		
At 31 March 2023 **£'000**	**Total instruments at fair value**	Level 1	Level 2	Level 3
Assets				
Non-sovereign and non-bank cash placements	5 909	—	5 909	—
Reverse repurchase agreements and cash collateral on securities borrowed	961 790	—	961 790	—
Sovereign debt securities	3 527 223	3 527 223	—	—
Bank debt securities	612 930	406 088	206 842	—
Other debt securities	409 644	102 035	213 677	93 932
Derivative financial instruments	1 386 134	—	1 332 950	53 184
Securities arising from trading activities	1 632 391	1 611 233	17 156	4 002
Investment portfolio	1 330 907	200 252	2 691	1 127 964
Loans and advances to customers	2 108 369	—	771 498	1 336 871
Other securitised assets	78 231	—	—	78 231
Other assets	257 378	257 378	—	—
Non-current assets classified as held for sale	—	—	—	—
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	110 891	110 891	—	—
	12 421 797	**6 215 100**	**3 512 513**	**2 694 184**
Liabilities				
Derivative financial instruments	2 424 036	—	2 364 578	59 458
Other trading liabilities	202 256	154 473	47 783	—
Repurchase agreements and cash collateral on securities lent	169 063	—	169 063	—
Customer accounts (deposits)	3 188 859	—	3 188 859	—
Debt securities in issue	21 554	—	21 554	—
Liabilities arising on securitisation of other assets	81 609	—	—	81 609
Other liabilities	99 692	—	47 292	52 400
Liabilities to customers under investment contracts	108 370	—	108 370	—
Insurance liabilities, including unit-linked liabilities	2 521	—	2 521	—
	6 297 960	**154 473**	**5 950 020**	**193 467**
Net financial assets/(liabilities) at fair value	**6 123 837**	**6 060 627**	**(2 437 507)**	**2 500 717**

Transfers between level 1 and level 2

There were no transfers between level 1 and level 2 in the current year.

FAIR VALUE DISCLOSURE
CONTINUED

Measurement of financial assets and liabilities at level 2

The table below sets out information about the valuation techniques used at the end of the reporting period in measuring financial instruments categorised as level 2 in the fair value hierarchy:

	Valuation basis/techniques	Main inputs
Assets		
Non-sovereign and non-bank cash placements	Discounted cash flow model	Yield curves
Reverse repurchase agreements and cash collateral on securities borrowed	Discounted cash flow model, Hermite interpolation, Black-Scholes	Yield curves, discount rates, volatilities
Bank debt securities	Discounted cash flow model	Yield curves
Other debt securities	Discounted cash flow model	Yield curves, NCD curves and swap curves, discount rates, external prices, broker quotes
Derivative financial instruments	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Black-Scholes and Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Securities arising from trading activities	Standard industry derivative pricing model, Discounted cash flow model	Interest rate curves, implied bond spreads, equity volatilities, yield curves
Investment portfolio	Discounted cash flow model, relative valuation model, Comparable quoted inputs	Discount rate and fund unit price, net assets
Loans and advances to customers	Discounted cash flow model	Yield curves
Other assets	Discounted cash flow model	Yield curves
Liabilities		
Derivative financial instruments	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Black-Scholes and Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Other trading liabilities	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Repurchase agreements and cash collateral on securities lent	Discounted cash flow model, Hermite interpolation	Yield curves, discount rates
Customer accounts (deposits)	Discounted cash flow model	Yield curves, discount rates
Debt securities in issue	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Other liabilities	Discounted cash flow model	Yield curves
Liabilities to customers under investment contracts	Current price of underlying unitised assets	Listed prices
Insurance liabilities, including unit-linked liabilities	Current price of underlying unitised assets	Listed prices

FAIR VALUE DISCLOSURE
CONTINUED

Level 3 financial instruments

The following tables show a reconciliation of the opening balances to the closing balances for level 3 financial instruments. All instruments are at fair value through profit or loss.

£'000	Investment portfolio	Loans and advances to customers	Other securitised assets	Other balance sheet assets	Total
Assets					
Balance at 1 April 2022	**873 708**	**1 252 232**	**93 087**	**179 641**	**2 398 668**
Total gains or (losses)	(40 039)	92 109	1 000	5 253	58 323
In the income statement	(40 039)	92 365	1 000	5 253	58 579
In the statement of comprehensive income	—	(256)	—	—	(256)
Purchases	138 597	1 692 584	—	26 056	1 857 237
Sales	(45 897)	(762 668)	—	(36 946)	(845 511)
Issues	680	8 305	—	—	8 985
Settlements	(60 665)	(983 912)	(15 856)	(31 148)	(1 091 581)
Transfers into level 3	6 304	—	—	4 746	11 050
Transfers from interests in associated undertakings^	277 542	—	—	—	277 542
Foreign exchange adjustments	(22 266)	38 221	—	3 516	19 471
Balance at 31 March 2023	**1 127 964**	**1 336 871**	**78 231**	**151 118**	**2 694 184**

^ The IEP Group and Bud Group shareholders have approved a restructure to facilitate an exit by certain IEP shareholders, including the Investec Group, by way of a share buyback. The restructure entails the transfer of certain assets to a Newco, to facilitate the orderly disposal of those assets. As a result the nature of the holding in IEP has changed to that of a fair value investment and has been transferred to the investment portfolio line on the balance sheet, where it is measured at fair value through profit or loss.

For the year to 31 March 2023, investment portfolio of £6.3 million, derivatives financial instruments assets of £4.7 million were transferred from level 2 to level 3. The valuation methodologies were reviewed and unobservable inputs were used to determine the fair value.

£'000	Liabilities arising on securitisation of other assets	Other balance sheet liabilities	Total
Liabilities			
Balance at 1 April 2022	**95 885**	**95 187**	**191 072**
Total losses in the income statement	1 384	6 814	8 198
Issues	—	6 324	6 324
Settlements	(15 660)	(562)	(16 222)
Transfers out of level 3	—	(8)	(8)
Foreign exchange adjustments	—	4 103	4 103
Balance at 31 March 2023	**81 609**	**111 858**	**193 467**

Derivative financial instrument liabilities of £8 000 were transferred from level 3 to level 2.

The Group transfers between levels within the fair value hierarchy when the significance of the unobservable inputs change or if the valuation methods change. Transfers are deemed to occur at the end of each semi-annual reporting period.

The following table quantifies the gains or (losses) included in the income statement and statement of other comprehensive income recognised on level 3 financial instruments:

FAIR VALUE DISCLOSURE
CONTINUED

For the six months to 31 March 2023 £'000	Total	Realised	Unrealised
Total gains included in the income statement for the period			
Net interest income	98 169	86 175	11 994
Investment (loss)/income	(41 148)	605	(41 753)
Trading income arising from customer flow	160	1	159
Trading income arising from balance sheet management and other trading activities	2 996	—	2 996
	60 177	**86 781**	**(26 604)**
Total gains or (losses) included in other comprehensive income for the period			
Gain on realisation on debt instruments at FVOCI recycled through the income statement	433	433	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	(256)	—	(256)
	177	**433**	**(256)**

FAIR VALUE DISCLOSURE
CONTINUED

Sensitivity of fair values to reasonably possible alternative assumptions by level 3 instrument type

The fair value of financial instruments in level 3 are measured using valuation techniques that incorporate assumptions that are not evidenced by prices from observable market data. The following table shows the sensitivity of these fair values to reasonably possible alternative assumptions, determined at a transactional level:

At 31 March 2023	Balance sheet value £'000	Significant unobservable input changed	Range which unobservable input has been changed	Favourable changes £'000	Unfavourable changes £'000
Assets					
Other debt securities	93 932	Potential impact on income statement		2 702	(5 253)
		Credit spreads	1.05%-1.87%	108	(254)
		Cash flow adjustments	CPR 14.81%	10	(10)
		Other^	^	2 584	(4 989)
Derivative financial instruments	53 184	Potential impact on income statement		5 260	(5 136)
		Volatilities	7.5%-18.9%	13	(25)
		Underlying asset value^^	^^	3 999	(4 100)
		Cash flow adjustment	CPR 14.81%	6	(5)
		Other^	^	1 242	(1 006)
Securities arising from trading activities	4 002	Potential impact on income statement			
		Cash flow adjustments	CPR 14.17%	206	(235)
Investment portfolio	1 127 964	Potential impact on income statement		120 618	(158 986)
		Price earnings multiple	5.5x-11.2x	11 718	(21 695)
		Underlying asset value^^	^^	9 378	(20 883)
		EBITDA	**	11 003	(12 331)
		EBITDA	(10%)-10%	21 341	(21 341)
		Cash flows	**	1 915	(1 414)
		Underlying asset value^^	^^	1 425	(3 104)
		Precious and industrial metal prices	(5%)-5%	1 249	(1 249)
		Property prices	#	45 698	(49 011)
		Other^	^	16 891	(27 958)
Loans and advances to customers	1 336 871	Potential impact on income statement		36 255	(50 330)
		Credit spreads	0.28%-5.2%	10 994	(22 971)
		Property value	**	14 934	(9 659)
		Price earnings multiple	3.5x-4x	4 276	(7 083)
		Underlying asset value^^	^^	1 663	(1 841)
		Other^	^	4 388	(8 776)
		Potential impact on other comprehensive income		15 756	(31 758)
		Credit spreads	0.29%-5.5%	15 753	(31 751)
		Other		3	(7)
Other securitised assets*	78 231	Potential impact on income statement			
		Cash flow adjustments	CPR 14.81%	701	(669)
Total level 3 assets	**2 694 184**			**181 498**	**(252 367)**
Liabilities					
Derivative financial instruments	59 458	Potential impact on income statement		(4 098)	4 099
		Volatilities	9%-18.9%	(1)	2
		Underlying asset value^^	^^	(4 097)	4 097
Liabilities arising on securitisation of other assets*	81 609	Potential impact on income statement			
		Cash flow adjustments	CPR 14.81%	(351)	363
Other liabilities	52 400	Potential impact on income statement		(5 561)	5 930
		Property prices	#	(4 929)	5 298
		Other	^	(632)	632
Total level 3 liabilities	**193 467**			**(10 010)**	**10 392**
Net level 3 assets	**2 500 717**			**171 488**	**(241 975)**

* The sensitivity of the fair value of liabilities arising on securitisation of other assets has been considered together with other securitised assets.
^ Other – The valuation sensitivity has been assessed by adjusting various inputs such as expected cash flows, discount rates, earnings multiples rather than a single input. It is deemed appropriate to reflect the outcome on a portfolio basis for the purposes of this analysis as the sensitivity of the assets cannot be determined through the adjustment of a single input.
^^ Underlying asset values are calculated by reference to a tangible asset, for example property, aircraft or shares.
** The EBITDA, cash flows and property values have been stressed on an investment-by-investment and loan-by-loan basis in order to obtain favourable and unfavourable valuations.
# Property values are the underlying input for the valuations where the capitalisation rate when valuing these properties has been stressed by 0.25bps.

FAIR VALUE DISCLOSURE
CONTINUED

In determining the value of level 3 financial instruments, the following are the principal inputs that can require judgement:

Credit spreads

Credit spreads reflect the additional yield that a market participant would demand for taking exposure to the credit risk of an instrument. The credit spread for an instrument forms part of the yield used in a discounted cash flow calculation. In general a significant increase in a credit spread in isolation will result in a movement in fair value that is unfavourable for the holder of a financial instrument.

Discount rates

Discount rates (including WACC) are used to adjust for the time value of money when using a discounted cash flow valuation method. Where relevant, the discount rate also accounts for illiquidity, market conditions and uncertainty of future cash flows.

Volatilities

Volatility is a key input in the valuation of derivative products containing optionality. Volatility is a measure of the variability or uncertainty in returns for a given derivative underlying. It represents an estimate of how much a particular underlying instrument, parameter or index will change in value over time.

Cash flows

Cash flows relate to the future cash flows which can be expected from the instrument and requires judgement.

EBITDA

The Company being valued earnings before interest, taxes, depreciation and amortisation. This is the main input into a price-earnings multiple valuation method..

Price earnings multiple

The price-to-earnings ratio is an equity valuation multiple. It is a key driver in the valuation of unlisted investments.

Property values and precious and industrial metals

The property value and precious and industrial metals is a key driver of future cash flows on these investments.

Underlying asset value

In instances where cash flows have links to referenced assets, the underlying asset value is used to determine the fair value. The underlying asset valuation is derived using observable market prices sourced from broker quotes, specialist valuers or other reliable pricing sources.

FAIR VALUE DISCLOSURE
CONTINUED

Fair value of financial instruments at amortised cost

At 31 March 2023 £'000	Carrying amount	Fair value approximates carrying amount	Balances where fair values do not approximate carrying amounts	Fair value of balances that do not approximate carrying amounts
Assets				
Cash and balances at central banks	6 437 709	6 437 709	—	—
Loans and advances to banks	1 450 627	1 450 627	—	—
Non-sovereign and non-bank cash placements	638 156	638 156	—	—
Reverse repurchase agreements and cash collateral on securities borrowed	2 670 868	1 267 814	1 403 054	1 402 885
Sovereign debt securities	1 224 423	4 370	1 220 053	1 240 625
Bank debt securities	326 579	4 805	321 774	323 941
Other debt securities	819 748	137 429	682 319	676 397
Loans and advances to customers	27 802 789	13 334 165	14 468 624	14 331 553
Own originated loans and advances to customers securitised	272 879	272 879	—	—
Other loans and advances	142 726	69 827	72 899	72 976
Other securitised assets	24 920	24 920	—	—
Other assets	811 379	811 379	—	—
	42 622 803	**24 454 080**	**18 168 723**	**18 048 377**
Liabilities				
Deposits by banks	3 617 524	873 033	2 744 491	2 765 632
Repurchase agreements and cash collateral on securities lent	767 501	162 872	604 629	630 983
Customer accounts (deposits)	36 366 810	20 291 966	16 074 844	15 992 582
Debt securities in issue	1 781 032	297 489	1 483 543	1 440 357
Liabilities arising on securitisation of own originated loans and advances	163 787	163 787	—	—
Other liabilities	916 649	913 925	2 724	1 572
Subordinated liabilities	1 084 630	262 141	822 489	831 177
	44 697 933	**22 965 213**	**21 732 720**	**21 662 303**

SHAREHOLDER ANALYSIS

Investec ordinary shares

As at 31 March 2023, Investec plc and Investec Limited had 696.1 million and 299.0 million ordinary shares in issue respectively.

Spread of ordinary shareholders as at 31 March 2023

Investec plc ordinary shares in issue

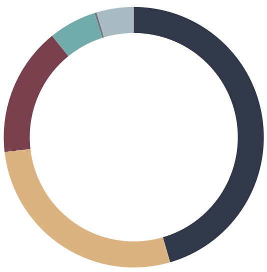
Number of shareholders	Holdings	% of total shareholders	Number of shares in issue	% of issued share capital
14 886	1 – 500	61.4%	2 024 182	0.3%
3 282	501 – 1 000	13.5%	2 482 169	0.4%
3 923	1 001 – 5 000	16.2%	8 804 850	1.3%
671	5 001 -10 000	2.8%	4 853 795	0.7%
788	10 001 – 50 000	3.2%	17 666 516	2.4%
207	50 001 – 100 000	0.9%	14 601 288	2.1%
491	100 001 and over	2.0%	645 649 818	92.8%
24 248		**100.0%**	**696 082 618**	**100.0%**

Investec Limited ordinary shares in issue

Number of shareholders	Holdings	% of total shareholders	Number of shares in issue	% of issued share capital
8 839	1 – 500	66.8%	792 568	0.3%
1 210	501 – 1 000	9.1%	923 737	0.3%
1 812	1 001 – 5 000	13.8%	4 155 811	1.4%
444	5 001 – 10 000	3.4%	3 217 520	1.1%
544	10 001 – 50 000	4.1%	12 746 187	4.3%
148	50 001 – 100 000	1.1%	10 617 141	3.5%
230	100 001 and over	1.7%	266 561 151	89.1%
13 227		**100.0%**	**299 014 115**	**100.0%**

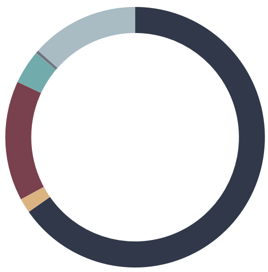
Geographical holding by beneficial ordinary shareholder as at 31 March 2023

Investec plc



South Africa	45.5%
UK	27.7%
USA and Canada	16.0%
Rest of Europe	5.9%
Asia	0.3%
Other countries and unknown	4.6%

Investec Limited



South Africa	65.3%
UK	1.8%
USA and Canada	14.9%
Rest of Europe	4.2%
Asia	0.4%
Other countries and unknown	13.4%

SHAREHOLDER ANALYSIS
CONTINUED

Largest ordinary shareholders as at 31 March 2023

In accordance with the terms provided for in Section 793 of the UK Companies Act 2006 and Section 56 of the South African Companies Act 2008, the Group has conducted investigations into the registered holders of its ordinary shares (including nominee and asset management companies) and the results are as disclosed below.

Investec plc

Shareholder analysis by manager group		Number of shares	% holding
1.	Public Investment Corporation (ZA)	93 107 609	13.4%
2.	BlackRock Inc (EU, US & UK)	51 577 486	7.4%
3.	Investec Group (UK & ZA)	51 115 426	7.3%
4.	M&G Investments (UK & ZA)	49 385 191	7.1%
5.	The Vanguard Group Inc (US, UK and AUS)	30 697 187	4.4%
6.	Investec Staff Share Scheme (UK & ZA)	30 108 972	4.3%
7.	BrightSphere Investment Group (US & UK)	25 893 448	3.7%
8.	Allan Gray (ZA)	22 414 734	3.2%
9.	Ninety One (UK & ZA)	16 858 136	2.5%
10.	Norges Bank Investment Management (NO)	12 939 885	1.9%
	Cumulative total	**384 098 074**	**55.2%**

The top 10 shareholders account for 55.2% of the total shareholding in Investec plc. Some major fund managers hold additional shares below this, which may cause the above figures to be marginally understated.

Investec Limited

Shareholder analysis by manager group		Number of shares	% holding
1.	Public Investment Corporation (ZA)	46 718 319	15.6%
2.	Allan Gray (ZA)	24 863 033	8.3%
3.	IGL Share Scheme (UK & ZA)	15 165 799	5.1%
4.	Sanlam Group (ZA)	13 195 310	4.4%
5.	Old Mutual Investment Group (ZA)	10 902 583	3.6%
6.	The Vanguard Group Inc (US)	10 789 527	3.6%
7.	Truffle Asset Management (ZA)	9 714 656	3.2%
8.	Investec Staff Share Scheme (UK & ZA)	9 487 235	3.2%
9.	M&G Investments (UK & ZA)	7 614 816	2.6%
10.	BrightSphere Investment Group (UK & USA)	7 184 751	2.4%
	Cumulative total	**155 636 029**	**52.0%**

The top 10 shareholders account for 52.0% of the total shareholding in Investec Limited. Some major fund managers hold additional shares below this, which may cause the above figures to be marginally understated.

SHAREHOLDER ANALYSIS
CONTINUED

Share statistics

For the year ended	31 March 2023	31 March 2022
Price earnings ratio[1]	6.5	9.1
Dividend payout ratio (%)	45.0	45.4
Dividend yield (%)	6.9	5.0
Earnings yield (%)[1]	15.3	10.9

Investec plc

For the year ended	31 March 2023	31 March 2022
Daily average volumes of shares traded ('000)	1 534	1 605
Closing market price per share (Pound Sterling)	4.50	5.04
Number of ordinary shares in issue (million)	696.1	696.1
Market capitalisation (£'million)[2]	2 906	3 259

Investec Limited

For the year ended	31 March 2023	31 March 2022
Daily average volumes of shares traded ('000)	895	1 242
Closing market price per share (Rands)	98.12	97.51
Number of ordinary shares in issue (million)	299.0	310.4
Market capitalisation (R'million)[2]	87 787	88 268
Market capitalisation (£'million)[2]	4 023	4 559 ^

1. Calculations are based on the adjusted earnings per share and the closing share price.
2. This calculation of market capitalisation excludes the Group's treasury shares. For the market capitalisation of Investec plc, the LSE only includes the shares in issue for Investec plc, as Investec Limited is not incorporated in the UK. For the market capitalisation of Investec Limited, the JSE has agreed to use the total number of shares in issue for the combined Group, comprising Investec plc and Investec Limited.

^ The market capitalisation at 31 March 2022 has changed with the closing share price now used being £5.036 versus £5.03 at 31 March 2022.

SHAREHOLDER ANALYSIS
CONTINUED

Investec preference shares

Investec plc and Investec Limited have issued preference shares.

Spread of preference shareholders as at 31 March 2023

Investec plc preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
45	1 – 500	18.9%	7 561	0.3%
16	501 – 1 000	6.7%	11 277	0.4%
108	1 001 – 5 000	45.4%	224 478	8.1%
20	5 001 – 10 000	8.4%	145 530	5.3%
34	10 001 – 50 000	14.3%	760 015	27.6%
12	50 001 – 100 000	5.0%	792 805	28.8%
3	100 001 and over	1.3%	812 921	29.5%
238		**100.0%**	**2 754 587**	**100.0%**

Investec plc (Rand-denominated) perpetual preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
28	1 – 500	40.0%	4 468	3.4%
14	501 – 1 000	20.0%	11 400	8.7%
20	1 001 – 5 000	28.5%	51 408	39.0%
6	5 001 – 10 000	8.6%	40 171	30.6%
2	10 001 – 50 000	2.9%	24 000	18.3%
—	50 001 – 100 000	—%	—	—%
—	100 001 and over	—%	—	—%
70		**100.0%**	**131 447**	**100.0%**

Investec Limited perpetual preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
849	1 – 500	18.8%	191 533	0.8%
819	501 – 1 000	18.2%	688 700	2.7%
1 946	1 001 – 5 000	43.2%	4 781 727	19.0%
414	5 001 – 10 000	9.2%	3 000 783	11.9%
421	10 001 – 50 000	9.3%	8 185 362	32.5%
30	50 001 – 100 000	0.7%	2 165 384	8.6%
28	100 001 and over	0.6%	6 180 268	24.5%
4 507		**100.0%**	**25 193 757**	**100.0%**

Largest preference shareholders as at 31 March 2023

Shareholders holding beneficial interests in excess of 5.0% of the issued preference shares are as follows:

Investec plc perpetual preference shares

Rock (Nominees) Limited 20.1%

CGWL Nominees Limited 5.1%

Investec plc (Rand-denominated) perpetual preference shares

Private individual 9.9%

Private individual 8.4%

Morris Orlin Outfitters Pty Ltd 7.6%

Private individual 5.1%

Investec Limited perpetual preference shares

There were no shareholders holding beneficial interests in excess of 5.0% of the issued preference shares in Investec Limited as at 31 March 2023.

Annexures

IN THIS SECTION

ALTERNATIVE PERFORMANCE MEASURES

We supplement our IFRS figures with alternative performance measures used by management internally and which provide valuable, relevant information to readers. These measures are used to align internal and external reporting, identify items management believes are not representative of the underlying performance of the business and provide insight into how management assesses period on period performance. A description of the Group's alternative performance measures and their calculation, where relevant, is set out below.

Alternative performance measures are not measures within the scope of IFRS and are not a substitute for IFRS financial measures. Alternative performance measures constitute pro-forma financial information. The pro-forma financial information is the responsibility of the Board of directors and is presented for illustrative purposes only and because of its nature may not fairly present the Group's financial position, changes in equity, and results in operations or cash flows.

Adjusted earnings attributable to ordinary shareholders	Earnings attributable to shareholders adjusted to remove goodwill, acquired intangibles, strategic actions, and earnings attributable to perpetual preference shareholders and Other Additional Tier 1 security holders Refer to page 33 for the reconciliation of earnings attributable to shareholders to adjusted earnings attributable to ordinary shareholders
Adjusted earnings per share	Adjusted earnings attributable to ordinary shareholders divided by the weighted average number of ordinary shares in issue during the period Refer to page 33 for calculation
Adjusted operating profit	Refer to the calculation in the table below:

£'000	31 March 2023	31 March 2022
Operating profit before goodwill, acquired intangibles and strategic actions	848 494	727 579
Less: Profit attributable to other non-controlling interests	(12 566)	(40 170)
Adjusted operating profit	**835 928**	**687 409**

Adjusted operating profit per employee	Adjusted operating profit divided by average permanent employees Refer to page 57 for calculation
Annuity income	Net interest income plus net annuity fees and commissions Refer to pages 47 and 49
Core loans	The table below describes the differences between 'loans and advances to customers' as per the balance sheet and gross core loans

	UK and Other		Southern Africa		Total Group	
£'million	31 March 2023	31 March 2022	31 March 2023	31 March 2022	31 March 2023	31 March 2022
Loans and advances to customers per the balance sheet	15 568	14 426	14 343	15 135	29 911	29 561
Add: Own originated loans and advances to customers per the balance sheet	—	—	273	376	273	376
Add: ECL held against FVOCI loans reported on the balance sheet within reserves	(5)	(3)	—	—	(5)	(3)
Net core loans	**15 563**	**14 423**	**14 616**	**15 511**	**30 179**	**29 934**
of which subject to ECL*	15 012	13 814	14 541	15 431	29 553	29 245
Net core loans at amortised cost and FVOCI	15 012	13 814	13 902	14 431	28 914	28 245
Net fixed rate loans designated at FVPL (on which ECL is calculated for management purposes)^	—	—	639	1 000	639	1 000
of which FVPL (excluding fixed rate loans above)	551	609	75	80	626	689
Add: ECL	146	134	148	140	294	274
Gross core loans	**15 709**	**14 557**	**14 764**	**15 651**	**30 473**	**30 208**
of which subject to ECL*	15 158	13 948	14 689	15 571	29 847	29 519
of which FVPL (excluding fixed rate loans above)	551	609	75	80	626	689

^ These are fixed rate loans which have passed the solely payments of principal and interest (SPPI) test and are held in a business model to collect contractual cash flows but have been designated at FVPL to eliminate accounting mismatches (interest rate risk is being economically hedged). The underlying loans have been fair valued and management performs an ECL calculation in order to obtain a reasonable estimate of the credit risk component. The portfolio is managed on the same basis as gross core loans measured at amortised cost. £0.6 billion of the drawn exposure falls into Stage 1 (31 March 2022: £1.0 billion), £1 million in Stage 2 (31 March 2022: £73 million) and the remaining £44 million in Stage 3 (31 March 2022: £47 million). The ECL on the Stage 1 portfolio is £2 million (31 March 2022: £3 million), ECL on the Stage 2 portfolio is £nil (31 March 2022: £1 million) and ECL on the Stage 3 portfolio is £11 million (31 March 2022: £10 million).

* Includes portfolios for which ECL is not required for IFRS purposes, but which management evaluates on this basis.

ALTERNATIVE PERFORMANCE MEASURES
CONTINUED

Core loans to equity ratio	Net core loans divided by total shareholders' equity per the balance sheet
Cost to income ratio	Refer to calculation in the table below:

£'000	31 March 2023	31 March 2022
Operating costs (A)	1 350 835	1 233 948
Total operating income before expected credit losses	2 280 418	1 990 355
Less: (Profit)/loss attributable to other non-controlling interests	(12 566)	(40 170)
Total (B)	2 267 852	1 950 185
Cost to income ratio (A/B)	**59.6%**	**63.3%**

Coverage ratio	ECL as a percentage of gross core loans subject to ECL
Credit loss ratio	ECL impairment charges on core loans as a percentage of average gross core loans subject to ECL
Dividend payout ratio	Ordinary dividend per share divided by adjusted earnings per share
Gearing ratio	Total assets excluding assurance assets divided by total equity
Loans and advances to customers as a percentage of customer deposits	Loans and advances to customers as a percentage of customer accounts (deposits)
Net tangible asset value per share	Refer to calculation on page 59
Net interest margin	Interest income net of interest expense, divided by average interest-earning assets Refer to calculation on page 47
Return on average ordinary shareholders' equity (ROE)	Refer to calculation on pages 60 to 63
Return on average tangible ordinary shareholders' equity (ROTE)	Refer to calculation on pages 60 to 63
Return on risk weighted assets	Adjusted earnings attributable to ordinary shareholders divided by average risk weighted assets, where risk weighted assets is calculated as the sum of risk weighted assets for Investec plc and Investec Limited (converted into Pound Sterling) Refer to page 59
Staff compensation to operating income ratio	All staff compensation costs expressed as a percentage of operating income before ECL (net of operating profits or losses attributable to other non-controlling interests)

DEFINITIONS

Cash and near cash

Includes cash, near cash (other 'monetisable assets') and Central Bank cash placements and guaranteed liquidity.

Diluted earnings per share

Diluted earnings per share is calculated by dividing the earnings attributable to the ordinary shareholders of Investec plc and Investec Limited, adjusted for the effects of dilutive ordinary potential shares, by the weighted average number of shares in issue during the period plus the weighted average number of ordinary shares that would be issued on conversion of the dilutive ordinary potential shares during the year.

Refer to page 33 for the calculation of diluted earnings per share.

Earnings per share

Basic earnings per share is calculated by dividing the earnings attributable to the ordinary shareholders in Investec plc and Investec Limited by the weighted average number of ordinary shares in issue during the year.

Refer to page 33 for the calculation of earnings per share.

Effective operational tax rate

Tax on profit on ordinary activities (excluding non-operating items) divided by operating profit before goodwill and acquired intangibles and excluding share of post-taxation profit of associates and joint venture holdings.

Funds under management

Consists of funds managed by the Wealth & Investment business and by the Property business (which forms part of the Specialist Bank).

Headline earnings per share

Headline earnings is calculated in accordance with the JSE listing requirements and in terms of Circular 1/2021 issued by the South African Institute of Chartered Accountants. Headline earnings per share is calculated by dividing the Group's headline earnings by the average number of shares which it had in issue during the accounting period.

Refer to page 33 for the calculation of headline earnings per share.

Interest-bearing liabilities

Deposits by banks, debt securities in issue, repurchase agreements and cash collateral on securities lent, customer accounts (deposits), subordinated liabilities, liabilities arising on securitisation of own originated loans and advances, and finance lease liabilities. Refer to page 47 for calculation.

Interest-earning assets

Cash and near cash, bank debt securities, sovereign debt securities, core loans, other debt securities, other loans and advances, other securitised assets, and finance lease receivables. Refer to page 47 for calculation.

Legacy business in the UK Specialist Bank ('Legacy')

Legacy, as separately disclosed from 2014 to 2018, comprises pre-2008 assets held on the UK bank's balance sheet, that had very low/negative margins and assets relating to business we are no longer undertaking.

Market capitalisation

Total number of shares in issue (including Investec plc and Investec Limited) excluding treasury shares, multiplied by the closing share price of Investec plc on the London Stock Exchange.

Net-zero

Balancing the amount of emitted greenhouse gases with equivalent emissions that are either offset or sequestered.

Ninety One and Ninety One group

All references to Ninety One and Ninety One group refer to Ninety One plc and its subsidiaries plus Ninety One Limited and its subsidiaries.

Strategic actions

Comprises the closure and rundown of the Hong Kong direct investments business, the demerger of the asset management business and the financial impact of Group restructures.

Subject to ECL

Includes financial assets held at amortised cost and FVOCI as well as designated at FVPL loan portfolios for which ECL is not required for IFRS purposes, but for which management evaluates on this basis.

Weighted number of ordinary shares in issue

The number of ordinary shares in issue at the beginning of the year increased by shares issued during the year, weighted on a time basis for the period during which they have participated in the income of the Group less treasury shares. Refer to calculation on page 33.

GLOSSARY

Abbreviation	Meaning
AFS	Available for sale
AGM	Annual general meeting
AIRB	Advanced Internal Ratings-Based
AT1	Additional Tier 1
BCBS	Basel Committee of Banking Supervision
BID	Belonging, Inclusion and Diversity
BoE	Bank of England
BOM	Bank of Mauritius
BSE	Botswana Stock Exchange
CAGR	Compound Annual Growth rate
CCB	Capital Conservation Buffer
CCyB	Countercyclical Capital Buffer
CDO	Collateralised debt obligation
CET1	Common Equity Tier 1
CFO	Chief Financial Officer
COO	Chief Operating Officer
CPI	Consumer Price Index
CPR	Conditional prepayment rate
CRR	Capital Requirements Regulation
CRO	Chief Risk Officer
CVA	Credit value adjustment
DCF	Discounted cash flow
DLC	Dual-listed company
EBA	European Banking Authority
EBITDA	Earnings before interest, taxes,
ECA	Export Credit Agency
ECB	European Central Bank
ECL	Expected credit losses
EPS	Earnings per share
ERV	Expected rental value
ESG	Environmental, social and governance
EU	European Union
FICC	Fixed income, currency and commodities
FIRB	Foundation Internal Ratings Based
FPC	Financial Policy Committee
FRC	Financial Reporting Council
FRTB	Fundamental Review of the Trading Book
FSB	Financial Services Board
FSC	Financial Sector Code
FSCS	Financial Services Compensation Scheme
FUMA	Funds under management and administration
FV	Fair Value
FVOCI	Fair value through other comprehensive income
FVPL	Fair value through profit and loss
GDP	Gross Domestic Product
HNW	High net worth
HQLA	High quality liquid assets
IAPF	Investec Australia Property Fund
IASB	International Accounting Standards Board
IASs	International Accounting Standards
IBL	Investec Bank Limited

Abbreviation	Meaning
IBP	Investec Bank plc
IFRS	International Financial Reporting Standard
IPF	Investec Property Fund
IRRBB	Interest rate risk in the banking book
ISAs (UK)	International Standards on Auditing (UK)
IW&I	Investec Wealth & Investment
JSE	Johannesburg Stock Exchange
LCR	Liquidity Coverage Ratio
LHS	Left Hand Side
LSE	London Stock Exchange
MTM	Mark to market
MD	Managing Director
MiFID	Markets in Financial Instruments Directive
MREL	Minimum Requirements for Own Funds and
NAV	Net Asset value
NCI	Non-controlling interests
NIR	Non-interest revenue
NSFR	Net Stable Funding Ratio
NSX	Namibian Stock Exchange
OCI	Other comprehensive income
OTC	Over the counter
PRA	Prudential Regulation Authority
RHS	Right Hand Side
ROTE	Return on tangible equity
ROE	Return on equity
ROU	Right of use asset
RPI	Retail Price Index
RWA	Risk-weighted asset
SAICA	South African Institute of Chartered
SARS	South African Revenue Service
SDGs	Sustainable Development Goals
South African	South African Prudential Authority (previously
SOE	State-Owned Enterprise
TTC	Through-the-cycle
TNAV	Tangible Net Asset Value
SPPI	Solely payments of principal and interest
W&I	Wealth & Investment
WACC	Weighted average cost of capital

DIVIDEND ANNOUNCEMENTS

Investec plc

Incorporated in England and Wales
Registration number: 3633621
LSE ordinary share code: INVP
JSE ordinary share code: INP
ISIN: GB00B17BBQ50
LEI: 2138007Z3U5GWDN3MY22

Ordinary share dividend announcement

In terms of the DLC structure, Investec plc shareholders registered on the United Kingdom share register may receive all or part of their dividend entitlements through dividends declared and paid by Investec plc on their ordinary shares and/or through dividends declared and paid on the SA DAN share issued by Investec Limited.

Investec plc shareholders registered on the South African branch register may receive all or part of their dividend entitlements through dividends declared and paid by Investec plc on their ordinary shares and/or through dividends declared and paid on the SA DAS share issued by Investec Limited.

Declaration of dividend number 41

Notice is hereby given that a final dividend number 41, being a gross dividend of 17.50000 pence (2022: 14.00000 pence) per ordinary share has been declared by the Board from income reserves in respect of the year ended 31 March 2023, payable to shareholders recorded in the shareholders' register of the Company at the close of business on Friday 18 August 2023.

- For Investec plc shareholders, registered on the United Kingdom share register, through a dividend payment by Investec plc from income reserves of 17.50000 pence per ordinary share
- For Investec plc shareholders, registered on the South African branch register, through a dividend payment by by Investec Limited, on the SA DAS share, payable from income reserves, equivalent to 17.50000 pence per ordinary share.

The relevant dates relating to the payment of dividend number 41 are as follows:

Last day to trade cum-dividend	
On the Johannesburg Stock Exchange (JSE)	Tuesday 15 August 2023
On the London Stock Exchange (LSE)	Wednesday 16 August 2023
Shares commence trading ex-dividend	
On the Johannesburg Stock Exchange (JSE)	Wednesday 16 August 2023
On the London Stock Exchange (LSE)	Thursday 17 August 2023
Record date (on the JSE and LSE)	Friday 18 August 2023
Payment date (on the JSE and LSE)	Monday 4 September 2023

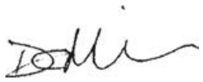
Share certificates on the South African branch register may not be dematerialised or rematerialised between Wednesday 16 August 2023 and Friday 18 August 2023, both dates inclusive, nor may transfers between the United Kingdom share register and the South African branch register take place between Wednesday 16 August 2023 and Friday 18 August 2023, both dates inclusive.

DIVIDEND ANNOUNCEMENTS
CONTINUED

Additional information for South African resident shareholders of Investec plc

- Shareholders registered on the South African branch register are advised that the distribution of 17.50000 pence, equivalent to a gross dividend of 423.00000 cents per share, has been arrived at using the Rand/Pound Sterling average buy/sell forward rate, as determined at 11h00 (SA time) on Wednesday 17 May 2023
- Investec plc United Kingdom tax reference number: 2683967322360
- The issued ordinary share capital of Investec plc is 696 082 618 ordinary shares
- The dividend paid by Investec plc to South African resident shareholders registered on the South African branch register and the dividend paid by Investec Limited to Investec plc shareholders on the SA DAS share are subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- Shareholders registered on the South African branch register who are exempt from paying the Dividend Tax will receive a net dividend of 423.00000 cents per share paid by Investec Limited on the SA DAS share
- Shareholders registered on the South African branch register who are not exempt from paying the Dividend Tax will receive a net dividend of 338.40000 cents per share (gross dividend of 423.00000 cents per share less Dividend Tax of 84.60000 cents per share) per share paid by Investec Limited on the SA DAS share.

By order of the Board



David Miller
Company Secretary
17 May 2023

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec Limited

Incorporated in the Republic of South Africa
Registration number: 1925/002833/06
JSE share code: INL
JSE hybrid code: INPR
JSE debt code: INLV
NSX ordinary share code: IVD
BSE ordinary share code: INVESTEC
ISIN: ZAE000081949
LEI: 213800CU7SM6O4UWOZ70

Ordinary share dividend announcement

Declaration of dividend number 134

Notice is hereby given that final dividend number 134, being a gross dividend of 423.00000 cents (2022: 279.00000 cents) per ordinary share has been declared by the Board from income reserves in respect of the year ended 31 March 2023 payable to shareholders recorded in the shareholders' register of the Company at the close of business on Friday 18 August 2023.

The relevant dates relating to the payment of dividend number 134 are as follows:

Last day to trade cum-dividend	Tuesday 15 August 2023
Shares commence trading ex-dividend	Wednesday 16 August 2023
Record date	Friday 18 August 2023
Payment date	Monday 4 September 2023

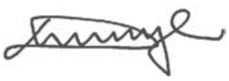
The final gross dividend of 423.00000 cents per ordinary share has been determined by converting the Investec plc distribution of 17.50000 pence per ordinary share into Rands using the Rand/Pound Sterling average buy/sell forward rate at 11h00 (SA time) on Wednesday 17 May 2023.

Share certificates may not be dematerialised or rematerialised between Wednesday 16 August 2023 and Friday 18 August 2023 both dates inclusive.

Additional information to take note of

- Investec Limited South African tax reference number: 9800/181/71/2
- The issued ordinary share capital of Investec Limited is 299 014 115 ordinary shares
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- Shareholders who are exempt from paying the Dividend Tax will receive a net dividend of 423.00000 cents per ordinary share
- Shareholders who are not exempt from paying the Dividend Tax will receive a net dividend of 338.40000 cents per ordinary share (gross dividend of 423.00000 cents per ordinary share less Dividend Tax of 84.60000 cents per ordinary share).

By order of the Board



Niki van Wyk
Company Secretary
17 May 2023

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec plc

Incorporated in England and Wales
Registration number: 3633621
Share code: INPP
ISIN: GB00B19RX541
LEI: 2138007Z3U5GWDN3MY22

Preference share dividend announcement

Non-redeemable non-cumulative non-participating preference shares ("preference shares")

Declaration of dividend number 34

Notice is hereby given that preference dividend number 34 has been declared by the Board from income reserves for the period 1 October 2022 to 31 March 2023 amounting to a gross preference dividend of 21.58904 pence per preference share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the Company at the close of business on Friday 9 June 2023 .

For shares trading on the Johannesburg Stock Exchange (JSE), the dividend of 21.58904 pence per preference share is equivalent to a gross dividend of 516.58687 cents per share, which has been determined using the Rand/Pound Sterling average buy/sell forward rate as at 11h00 (SA time) on Wednesday 17 May 2023.

The relevant dates relating to the payment of dividend number 34 are as follows:

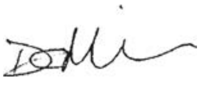
Last day to trade cum-dividend	
On the Johannesburg Stock Exchange (JSE)	Tuesday 6 June 2023
On the International Stock Exchange (TISE)	Wednesday 7 June 2023
Shares commence trading ex-dividend	
On the Johannesburg Stock Exchange (JSE)	Wednesday 7 June 2023
On the International Stock Exchange (TISE)	Thursday 8 June 2023
Record date (on the JSE and TISE)	Friday 9 June 2023
Payment date (on the JSE and TISE)	Friday 23 June 2023

Share certificates may not be dematerialised or rematerialised between Wednesday 7 June 2023 and Friday 9 June 2023 , both dates inclusive, nor may transfers between the United Kingdom share register and the South African branch register take place between Wednesday 7 June 2023 and Friday 9 June 2023 both dates inclusive.

Additional information for South African resident shareholders of Investec plc

- Investec plc United Kingdom tax reference number: 2683967322360
- The issued preference share capital of Investec plc is 2 754 587 preference shares
- The dividend paid by Investec plc to shareholders recorded on the South African branch register is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 413.26950 cents per preference share for preference shareholders liable to pay the Dividend Tax and 516.58687 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board



David Miller
Company Secretary
17 May 2023

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec plc

Incorporated in England and Wales
Registration number: 3633621
JSE share code: INPPR
ISIN: GB00B4B0Q974
LEI: 2138007Z3U5GWDN3MY22

Rand-denominated preference share dividend announcement

Rand-denominated non-redeemable non-cumulative non-participating perpetual preference shares ("preference shares")

Declaration of dividend number 24

Notice is hereby given that preference dividend number 24 has been declared by the Board from income reserves for the period 1 October 2022 to 31 March 2023 amounting to a gross preference dividend of 490.94179 cents per preference share payable to holders of the Rand-denominated non-redeemable non-cumulative non-participating perpetual preference shares as recorded in the books of the Company at the close of business on Friday 9 June 2023.

The relevant dates relating to the payment of dividend number 24 are as follows:

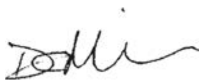
Last day to trade cum-dividend	Tuesday 6 June 2023
Shares commence trading ex-dividend	Wednesday 7 June 2023
Record date	Friday 9 June 2023
Payment date	Friday 23 June 2023

Share certificates may not be dematerialised or rematerialised between Wednesday 7 June 2023 and Friday 9 June 2023, both dates inclusive.

Additional information for South African resident shareholders of Investec plc

- Investec plc United Kingdom tax reference number: 2683967322360
- The issued Rand-denominated preference share capital of Investec plc is 131 447 preference shares
- The dividend paid by Investec plc to shareholders recorded on the South African branch register is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 392.75343 cents per preference share for preference shareholders liable to pay the Dividend Tax and 490.94179 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board



David Miller
Company Secretary
17 May 2023

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec Limited

Incorporated in the Republic of South Africa
Registration number: 1925/002833/06
JSE share code: INL
JSE hybrid code: INPR
JSE debt code: INLV
NSX ordinary share code: IVD
BSE ordinary share code: INVESTEC
ISIN: ZAE000063814
LEI: 213800CU7SM6O4UWOZ70

Preference share dividend announcement

Non-redeemable non-cumulative non-participating preference shares ("preference shares")

Declaration of dividend number 37
Notice is hereby given that preference dividend number 37 has been declared by the Board from income reserves for the period 1 October 2022 to 31 March 2023 amounting to a gross preference dividend of 401.90045 cents per preference share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the Company at the close of business on Friday 9 June 2023.

The relevant dates for the payment of dividend number 37 are as follows:

Last day to trade cum-dividend	Tuesday 6 June 2023
Shares commence trading ex-dividend	Wednesday 7 June 2023
Record date	Friday 9 June 2023
Payment date	Friday 23 June 2023

Share certificates may not be dematerialised or rematerialised between Wednesday 7 June 2023 and Friday 9 June 2023 both dates inclusive.

Additional information to take note of

- Investec Limited South African tax reference number: 9800/181/71/2
- The issued preference share capital of Investec Limited is 24 835 843 preference shares
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 321.52036 cents per preference share for shareholders liable to pay the Dividend Tax and 401.90045 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board

Niki van Wyk
Company Secretary
17 May 2023

CORPORATE INFORMATION

Investec plc and Investec Limited

Secretary and registered office

Investec plc

David Miller
30 Gresham Street
London EC2V 7QP
United Kingdom
Telephone (44) 20 7597 4000
Facsimile (44) 20 7597 4491

Investec Limited

Niki van Wyk
100 Grayston Drive
Sandown Sandton 2196
PO Box 785700 Sandton 2146
Telephone (27) 11 286 7000
Facsimile (27) 11 286 7966

Website

www.investec.com

Registration number

Investec plc

Registration number 3633621

Investec Limited

Registration number 1925/002833/06

Auditors

Ernst & Young LLP
Ernst & Young Inc.
KPMG Inc.

Registrars in the United Kingdom

Computershare Investor Services PLC
The Pavilions
Bridgwater Road
Bristol BS99 6ZZ
United Kingdom
Telephone (44) 370 707 1077

Transfer secretaries in South Africa

Computershare Investor Services (Pty) Ltd
Rosebank Towers
15 Biermann Avenue
Rosebank 2196
PO Box x 9000
Saxonworld 2132
Telephone (27) 11 370 5000

Directorate as at 17 May 2023

Executive Directors

Fani Titi (Chief Executive)
Nishlan Samujh (Finance Director)
Richard Wainwright
Ciaran Whelan

Non-executive Directors

Philip Hourquebie (Chair)
Zarina Bassa (Senior Independent Director)
Henrietta Baldock
Stephen Koseff
Nicky Newton-King
Jasandra Nyker
Vanessa Olver
Khumo Shuenyane
Philisiwe Sibiya
Brian Stevenson

For queries regarding information in this document

Investor Relations

Telephone	(27) 11 286 7070
	(44) 20 7597 5546
Email	investorrelations@investec.com
Website	www.investec.com/en_za/#home/investor-relations.html

investec.com

Designed and produced by
Radley Yeldar | ry.com