

Investec Interim Results

For the six months ended 30 September 2009

Out of the Ordinary®



Proviso

- Please note that matters discussed in today's presentation may contain forward looking statements which are subject to various risks and uncertainties and other factors including, but not limited to:
 - the further development of standards and interpretations under IFRS applicable to past, current and future periods
 - evolving practices with regard to the interpretation and application of standards under IFRS
 - domestic and global economic and business conditions
 - market related trends
- 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 markets in which it operates to differ from those expressed or implied
- Any forward looking statements made are based on knowledge of the group at 19 November 2009





Snapshot of the interim period

3

Improved operating environment

Strong recovery in equity markets



Credit markets recovering



	Since Mar-09	Since Sep-08
FTSE All Share	▲ 33%	▲ 6%
JSE All Share	▲ 22%	▲ 5%
Aus All Ords	▲ 34%	▲ 2%

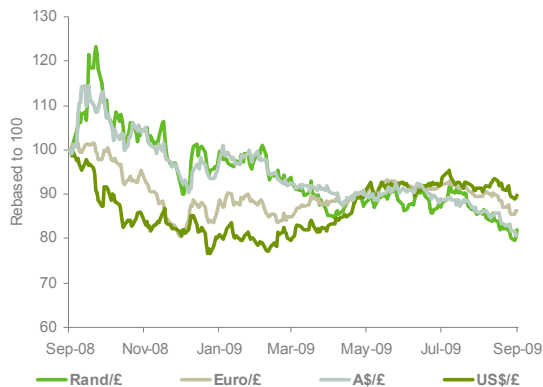


Source: Datastream

4

Improved operating environment

Weak Sterling



Euro/£

Since Mar-09

▲ 1.4%

Since Sep-08

▼ 13.8%

Rand/£

▼ 11.1%

▼ 17.9%

A\$/£

▼ 12.4%

▼ 19.2%

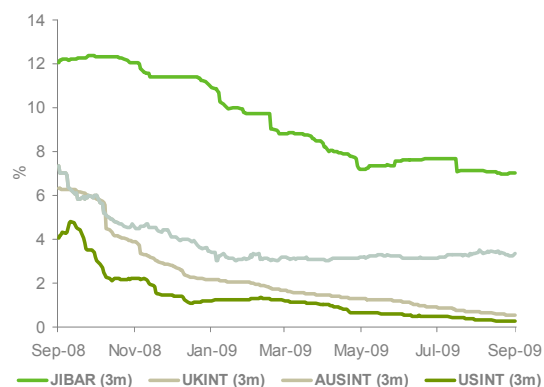
US\$/£

▲ 12.0%

▼ 10.2%

Source: Datastream

Low interest rates



UKINT

At Sep-09

0.54%

At Sep-08

6.30%

JIBAR

7.02%

12.05%

AUSINT

3.35%

7.34%

USINT

0.29%

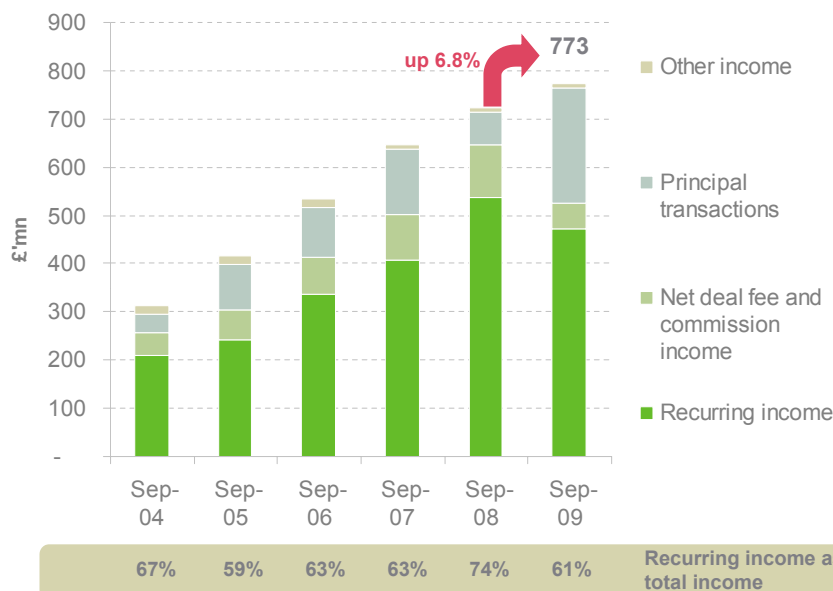
4.05%



5

A solid base of recurring income supported by strong principal activity ...

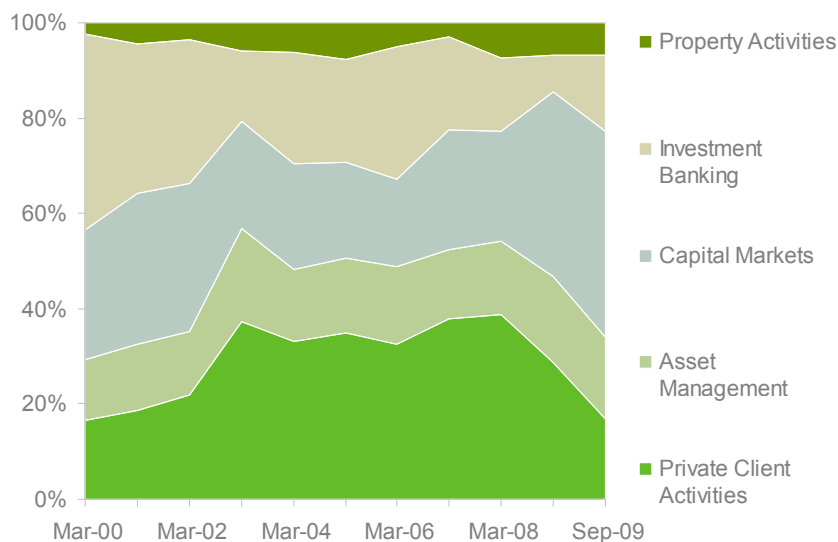
Total operating income



6

... together with a diversified business model ...

% contribution to operating profit*
(Excluding Group Services and Other Activities)

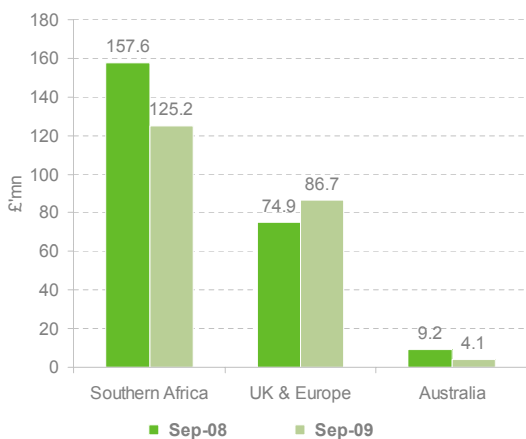


*Before goodwill, non-operating items, taxation and after minorities
Prior to 2005 the numbers are reported in terms of UK GAAP and thereafter in terms of IFRS

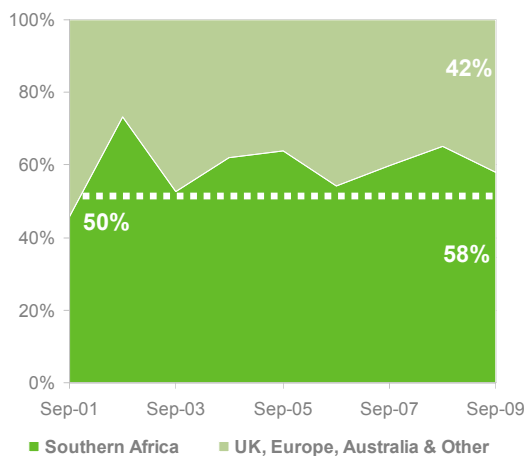
7

... and operating profits* in all core geographies ...

Operating profit*



% contribution to operating profit*



*Amounts for 2008 and 2009 are shown before goodwill, non-operating items, taxation and after minorities. Prior to 2008 amounts have not been adjusted for minorities
Prior to 2005 the numbers are reported in terms of UK GAAP and thereafter in terms of IFRS

8

Resulted in a stable performance

	30 Sep 2009	30 Sep 2008	% change	31 Mar 2009
Operating profit before tax* (£'000) and pre-impairments	350 275	318 538	10%	652 939
Operating profit before tax* (£'000)	215 979	241 758	(11%)	396 766
Attributable earnings* (£'000)	160 422	165 632	(3%)	269 215
Adjusted EPS* (pence)	24.0	26.3	(9%)	42.4
DPS (pence)	8.0	8.0	0%	13.0

	30 Sep 2009	31 Mar 2009	% change
Customer deposits (£'bn)	18.0	14.6	24%
Core loans and advances to customers (£'bn)	17.3	16.2	7%
Third party assets under management (£'bn)	62.8	48.8	29%

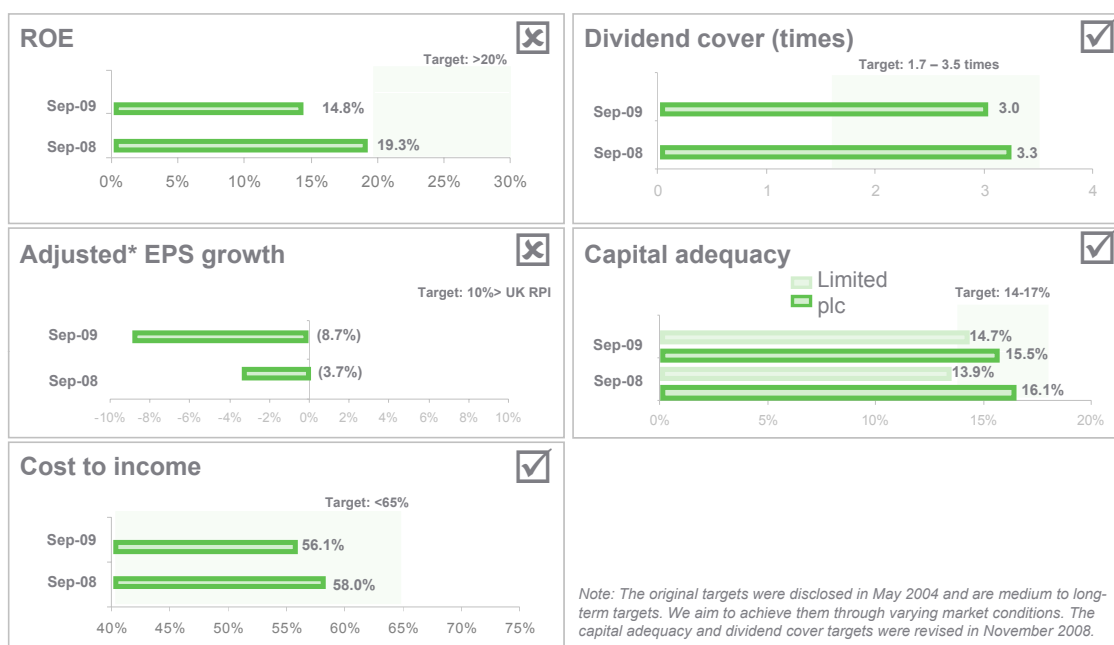


*Before goodwill and non-operating items and after minorities

9

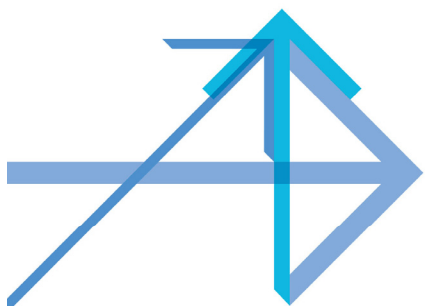
Financial targets

... ROE and EPS targets difficult to achieve in this environment



*As determined in accordance with IFRS. Adjusted EPS is before goodwill, non-operating items and after the accrual of dividends attributable to perpetual preference shareholders

10

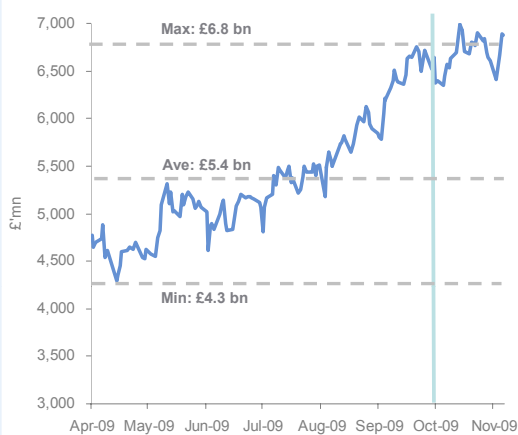


Balance sheet strength

Strong build up of liquidity

- Strong growth in cash and near cash balances ranging between £4.3bn and £6.8bn over the six-month period
- This represents 20% to 30% of the group's liability base
- Continue to focus on:
 - Diversifying funding sources
 - Maintaining a low reliance on interbank wholesale funding
 - Limiting concentration risk

Surplus cash and near cash



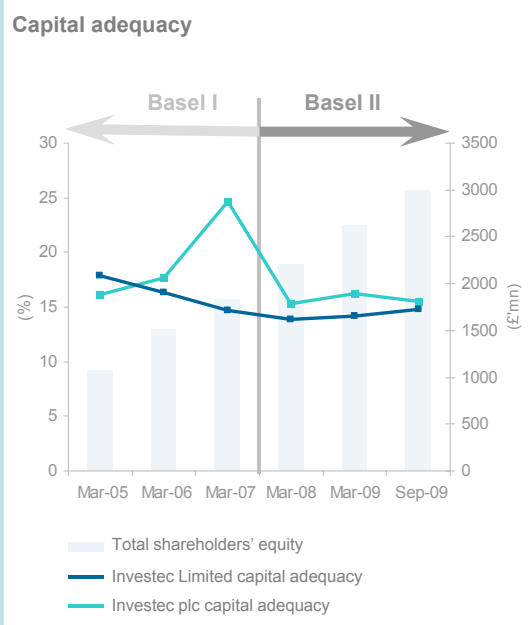
Total 30 Sep-09	£6.6bn
Investec Limited	£3.5bn
Investec plc	£3.1bn



All capital targets have been met

- The group remains well capitalised and good progress was made in increasing the capital base
- Tier 1 ratios were achieved in the period

Basel II Pillar I 30 Sep-09	Capital adequacy ratio	Tier 1 ratio
Investec Limited	14.7%	11.3%
Investec Bank Limited	15.1%	11.3%
Investec plc	15.5%	11.0%
Investec Bank plc	15.7%	11.1%
Investec Bank (Australia) Limited	19.6%	15.0%



Note: The group is on the standardised approach in terms of Basel II and as a result has higher RWA than banks applying the advanced approach to similar portfolios, thus understating capital ratios

13

Maintained low leverage ratios

Leverage ratios

	Sep-09	Mar-09	Sep-08
Core loans to capital ratio	5.8x	6.2x	6.6x
Core loans* to customer deposits	89.5%	103.6%	104.9%
Total gearing	12.1x	12.9x	13.4x
Total gearing (excluding securitised assets)	11.2x	11.7x	12.3x

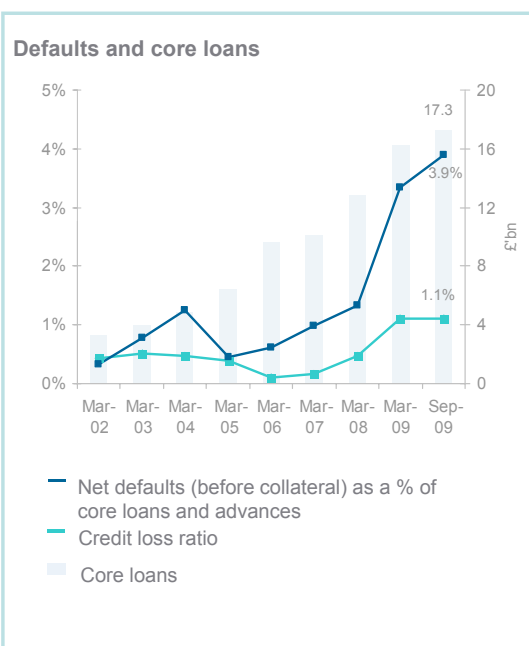


Note: Excluding own originated assets which have been securitised

14

Impairments and defaults increased in line with guidance

- The performance of the loan portfolio has declined as a result of the weaker credit cycle
- Impairments losses on loans and advances has increased from £48.3mn to £94.3mn (excluding Kensington) as in line with guidance previously provided
- Credit risk however, remains appropriately managed and net defaults (after collateral and impairments) are covered 100%



15

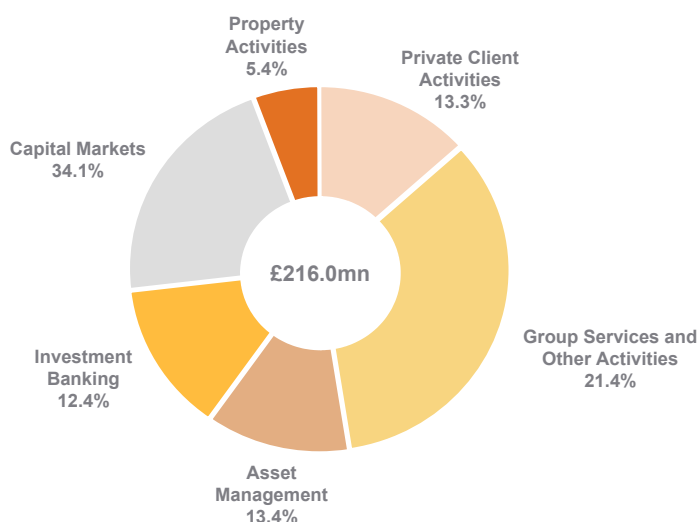


Operational review

16

Divisional performance

Operating profit* by business for 30 Sep-09



* Before goodwill, non-operating items, taxation and after minorities

17

Private Banking

Overview of performance

- Lower operating profit as a result of;
 - Tough trading period
 - Declining activity levels
 - Higher impairments
- Increased efforts on retail deposit raising initiatives are proving fruitful

Outlook

- Retail deposit raising remains an area of focus
- Management of impairments and underperforming loans is a key focus in all geographies
- There are encouraging signs that trading conditions are starting to turn
- The business will continue to seek out opportunities resulting from the changes in the broader market

(£)	Sep-09	Sep-08	% change
Operating income (mn)	177.0	214.6	(18%)
Operating profit* pre impairments (mn)	70.2	101.6	(31%)
Operating profit* (mn)	16.7	63.2	(74%)
Cost to income	60.3%	52.6%	
ROE (pre-tax)**	4.9%	20.9%	

	Sep-09	Mar-09	% change
Loan book (bn)	12.1	11.1	9%
Deposit book (bn)	9.7	7.7	26%
Funds under advice (bn)	3.4	3.3	3%



*Before goodwill, non-operating items, taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)

18

Private Client Portfolio Management & Stockbroking

Overview of performance

- Private Client business in **South Africa** impacted by
 - Decreased market volumes
 - Lower average turnover and funds under management
- The **UK** results include Investec's **47.3%** share of the post-tax profit of Rensburg Sheppards

	Sep-09	Sep-08	% change
Operating profit* (£'mn)	12.0	13.1	(9%)
Cost to income (excluding income from associates)	64.9%	62.5%	
ROE (pre-tax)**	95.9%	74.3%	

Outlook

- If markets maintain current levels, we should start to see the benefits of asset base effects improving in line with higher market prices and portfolio values

	Sep-09	Mar-09	% change
Funds under management* (£'bn)	20.7	16.3	28%
SA Funds under management (R'bn)	103.3	85.0	22%



*Before goodwill, non-operating items, taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)
 *Includes Rensburg Sheppards plc of £12.1bn as reported in November 2009

19

Capital Markets

Overview of performance

- Stable performance with reasonable levels of activity across the advisory businesses
- Benefited from select debt and credit opportunities, notably in UK and European operations
- Trading and balance sheet management activities impacted by the lower rates and declining volatility
- Impairments increased across all geographies
- Stable performance of £25.1mn from Kensington

(£)	Sep-09	Sep-08	% change
Operating profit* pre impairments (mn)	145.9	108.8	34%
Operating profit* (mn)	73.6	72.1	2%
Cost to income	46.7%	51.7%	
ROE (pre-tax)**	15.5%	21.1%	

Outlook

- Overall, we remain well positioned in all three geographies to grow market share and extend franchise
- SA:** Reasonably robust credit portfolio but reduced activity in the structuring and lending businesses and trading volumes are down
- UK:** Expect impairments to continue although trading conditions are favourable and dislocated markets continue to present opportunities
- Australia:** Good opportunities in the infrastructure and PPI space

(£)	Sep-09	Mar-09	% change
Loan book (bn)	4.9	4.8	2%



*Before goodwill, non-operating items, taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)

20

Investment Banking

Overview of performance

- Mixed performance across geographies and business activity
- SA, UK** and **Australian** agency divisions closed fewer deals compared to prior year and commissions were impacted by lower average volumes
- Principal Investments in **SA** continues to perform well
- Improved performance from some investments held in the **UK** and **Australia** Principal Investments portfolio

Outlook

- Activity levels have started to improve as we have strengthened our teams and increased our client base

(£)	Sep-09	Sep-08	% change
Operating profit* pre consolidated investments (mn)	37.6	45.6	(18%)
Agency and Advisory (mn)	1.8	14.0	(>100%)
Principal Investments (mn)	35.8	31.6	13%
Investments required to be consolidated (mn)	(10.8)	(17.1)	37%
Operating profit* post consolidated investments (mn)	26.8	28.6	(6%)
Cost to income^	57.1%	48.0%	
ROE (pre-tax)**	18.7%	17.6%	

*Before goodwill, non-operating items and taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)
 ^Adjusted for consolidated investments

21



Asset Management

Overview of performance

- Resilient performance although operating profit down as a result of lower average funds under management
- Benefited from the following:
 - Good investment performance
 - Record net inflows across a broad set of investment capabilities

Outlook

- Business and earnings momentum is positive due to strong growth in closing funds under management, business traction and pipeline
- Our long-term strategy remains unchanged and we are committed to managing our clients' money to the highest standard possible

(£)	Sep-09	Sep-08	% change
Operating profit* (mn)	28.9	33.7	(14%)
Assets under management (bn)	38.2	28.8*	33%
Cost to income	71.6%	67.7%	
ROE (pre-tax)**	32.0%	43.2%	

* For March 2009

*Before goodwill, non-operating items, taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)

22



Property Activities

Overview of performance

- Increase in operating profit supported by
 - A reasonable performance from the investment property portfolio
 - The property funds in the UK and Australia are starting to gain traction

Outlook

- Weaker property fundamentals, although opportunities exist to enhance value within the portfolio
- Remain focused on building our property funds across all geographies

(£)	Sep-09	Sep-08	% change
Operating profit* (mn)	11.7	11.1	5%
Cost to income	40.2%	35.9%	
ROE (pre-tax)**	28.6%	46.2%	



*Before goodwill, non-operating items, taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)

23

Group Services and Other Activities

Overview

- Central Funding performed well benefiting from:
 - The repurchase of group debt although this was partially offset by a lower return on surplus cash
- Central Costs:
 - Marginal increase

Operating profit* (£)	Sep-09	Sep-08	% change
International Trade Finance (mn)	3.1	3.6	(12%)
Central Funding (mn)	75.1	46.4	62%
Central Services (mn)	(32.0)	(30.1)	7%
Group Services and Other Activities	46.2	19.9	>100%



*Before goodwill, non-operating items, taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)

24

General

- Operational effective tax rate down from 23.8% to **18.2%**
- Weighted shares increased from 629.0mn to **669.2mn**
- Goodwill impairments
 - Largely relates to Asset Management businesses acquired in prior years
- Losses attributable to minority interests **(£10.8mn)**
 - Operating loss in relation to investments held in the Private Equity division **(£8.7mn)**
 - Translation of preferred securities issued by a subsidiary of Investec plc – transaction is hedged **(£2.3mn)**
 - Other **£0.2mn**



25



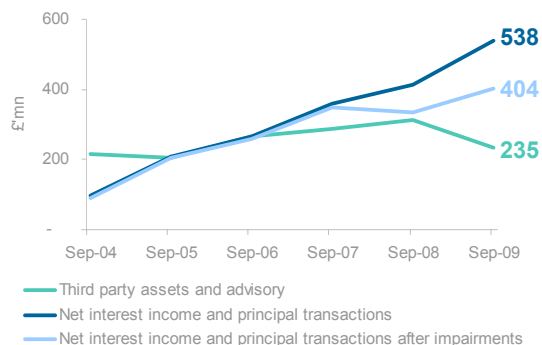
Strategy and Outlook

26

Realigning the business model

Balancing operational risk with financial risk

Taking advantage of opportunities



Third party assets and advisory

- Asset management
- Property funds
- Private equity funds



Core advisory + Core banking

Containing costs
 Maintaining credit quality
 Strictly managing risk and liquidity

Net interest income and principal transactions

- Lending portfolios
- Principal transactions
- Structured transactions
- Market making

27

Taking advantage of opportunities

Moving on to the front foot

- Over the past two years the group's strategy has been defensive focusing on maintaining a sound balance sheet and increasing capital and liquidity
- Given that the financial system appears to be stabilising, the group can now turn its attention to moving on to the front foot taking advantage of opportunities to strengthen its market position across its core geographies



28

Taking advantage of opportunities

Changing competitive landscape

- All divisions are well-positioned to take advantage of the changing competitive landscape
- **Investment Banking**
 - Particularly in the principal investments business and underwriting space
- **Capital Markets**
 - Structured credit
 - Selected lending areas in infrastructure and PPI initiatives
- **Asset Management**
 - Widened distribution channel to capture opportunities
- **Property Activities**
 - Good opportunities as a consequence of distressed economic conditions



29

Taking advantage of opportunities

New products and platforms

- Acquired a small institutional stockbroking team in Australia
- Established a Structured Equity retail distribution platform in the UK
- New desk actively marketing treasury solutions, foreign exchange and interest rates to the UK corporate market
- Set up an asset-backed institutional securities team in the UK



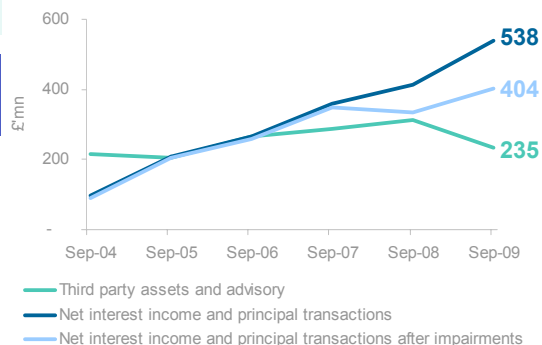
30

Realigning the business model

Balancing operational risk with financial risk

Taking advantage
of opportunities

Build non-lending
revenue



Third party assets and advisory

- Asset management
- Property funds
- Private equity funds

Core advisory + Core banking

Containing costs
Maintaining credit quality
Strictly managing risk and liquidity

Net interest income and principal transactions

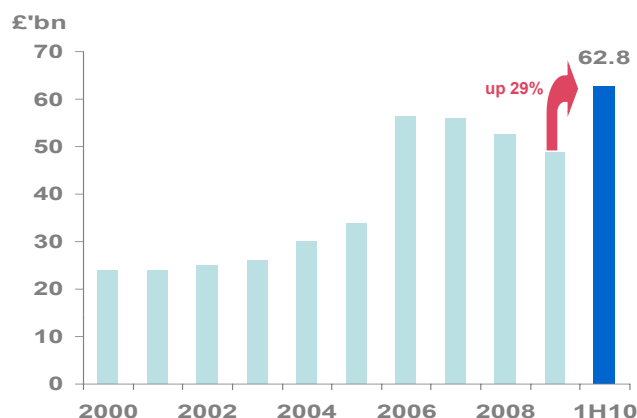
- Lending portfolios
- Principal transactions
- Structured transactions
- Market making



31

Build non-lending revenue

Third party assets under management



Third party assets and advisory

- Asset management
- Property funds
- Private equity funds

Core advisory + Core banking

Containing costs
Maintaining credit quality
Strictly managing risk and liquidity

Net interest income and principal transactions

- Lending portfolios
- Principal transactions
- Structured transactions
- Market making



32

Build non-lending revenue

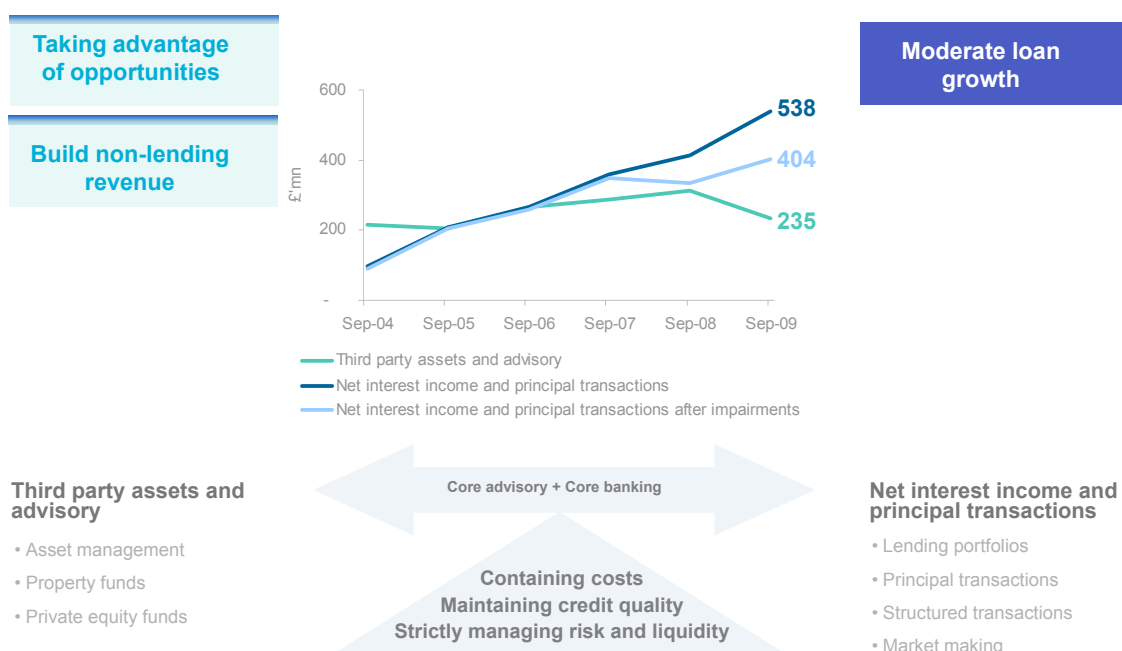
- **Asset Management**
 - Experienced record net flows to September of £2.1bn
 - All investment capabilities and distribution channels have experienced positive net flows year to date
- **Private Client Activities**
 - Looking to strengthen our foothold in the private client business
- **Property Activities**
 - UK: Launched a new UK REIT Fund and launching the Investec Big Ben Property Fund on 1 Dec-09
 - SA: Launching a new unlisted property fund by 30 Jun-10
 - Australia: A number of new funds are to be launched over the next six months
- **Capital Markets**
 - Strong growth in structured products



33

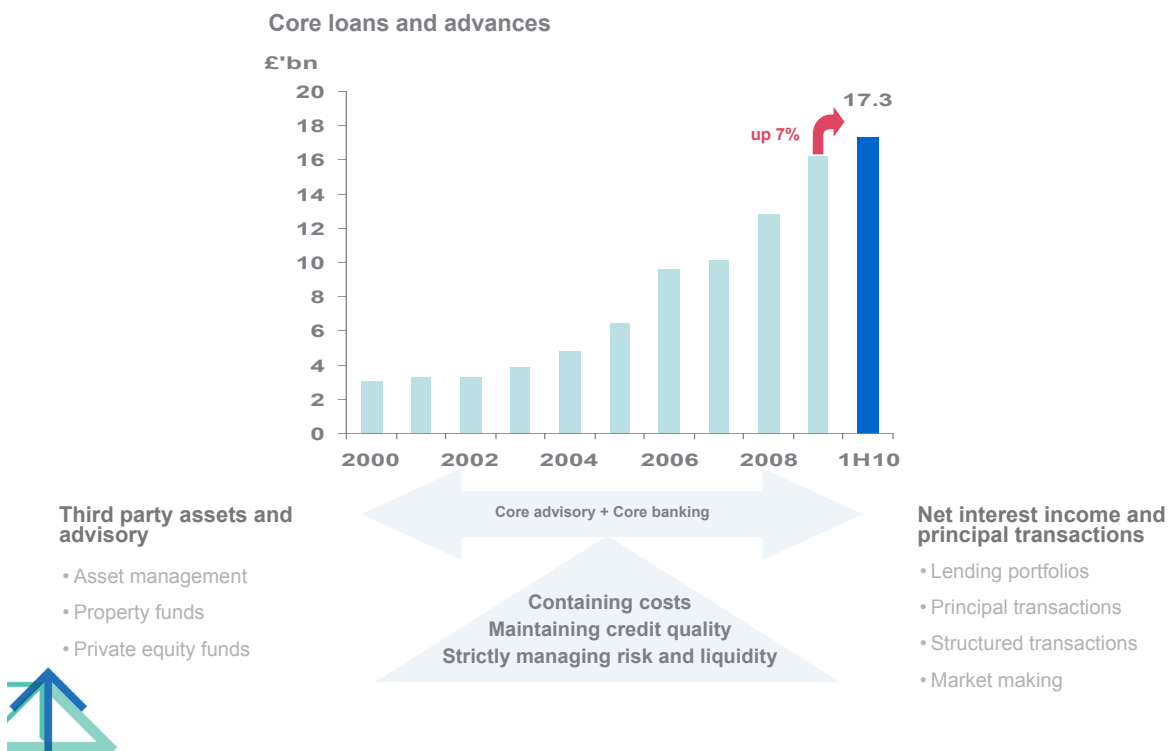
Realigning the business model

Balancing operational risk with financial risk



34

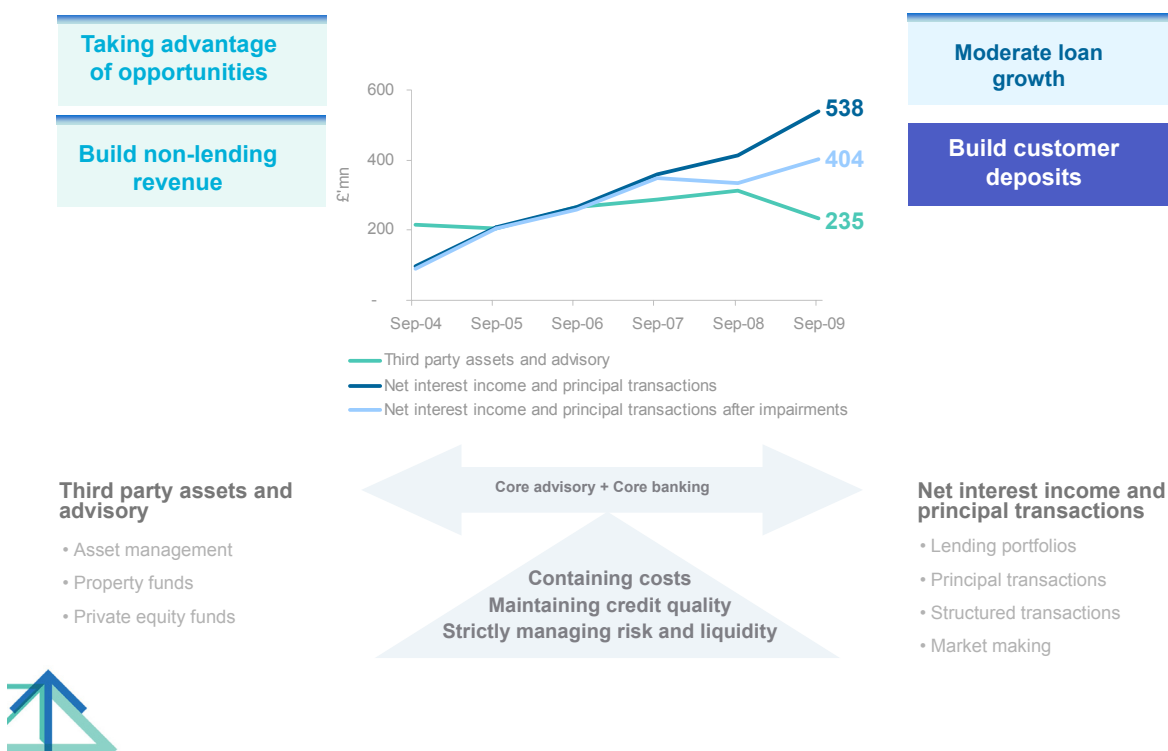
Moderate loan growth



35

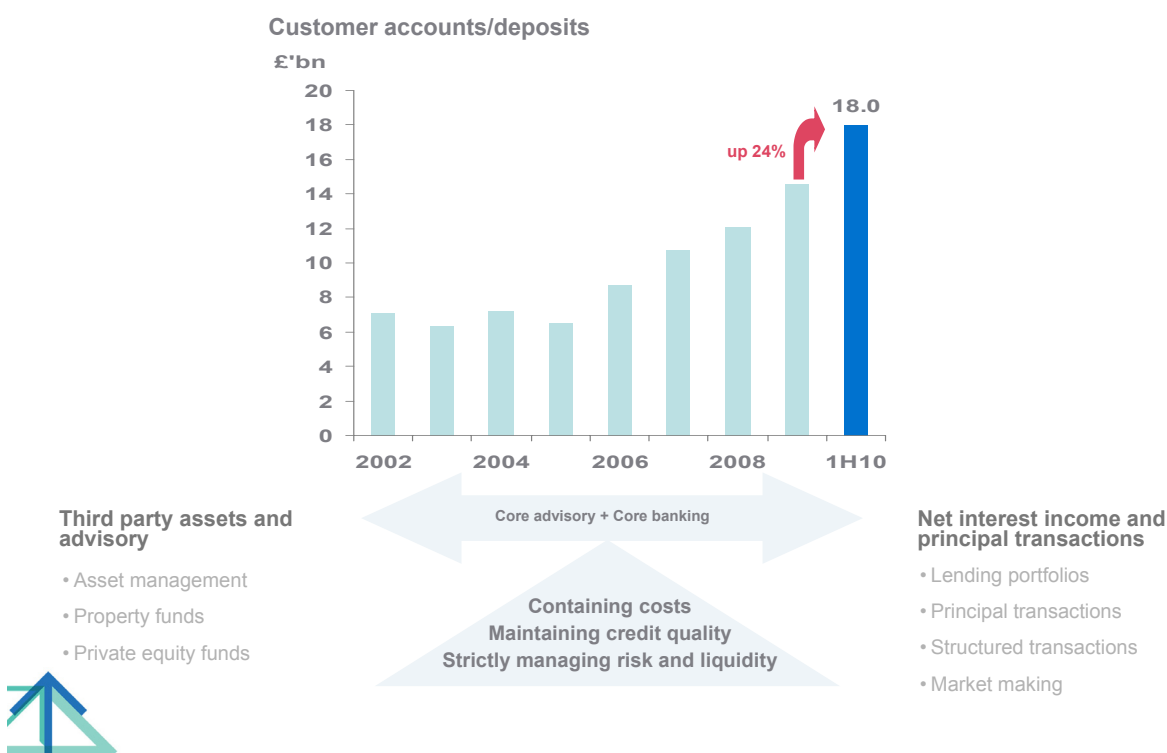
Realigning the business model

Balancing operational risk with financial risk



36

Build customer deposits



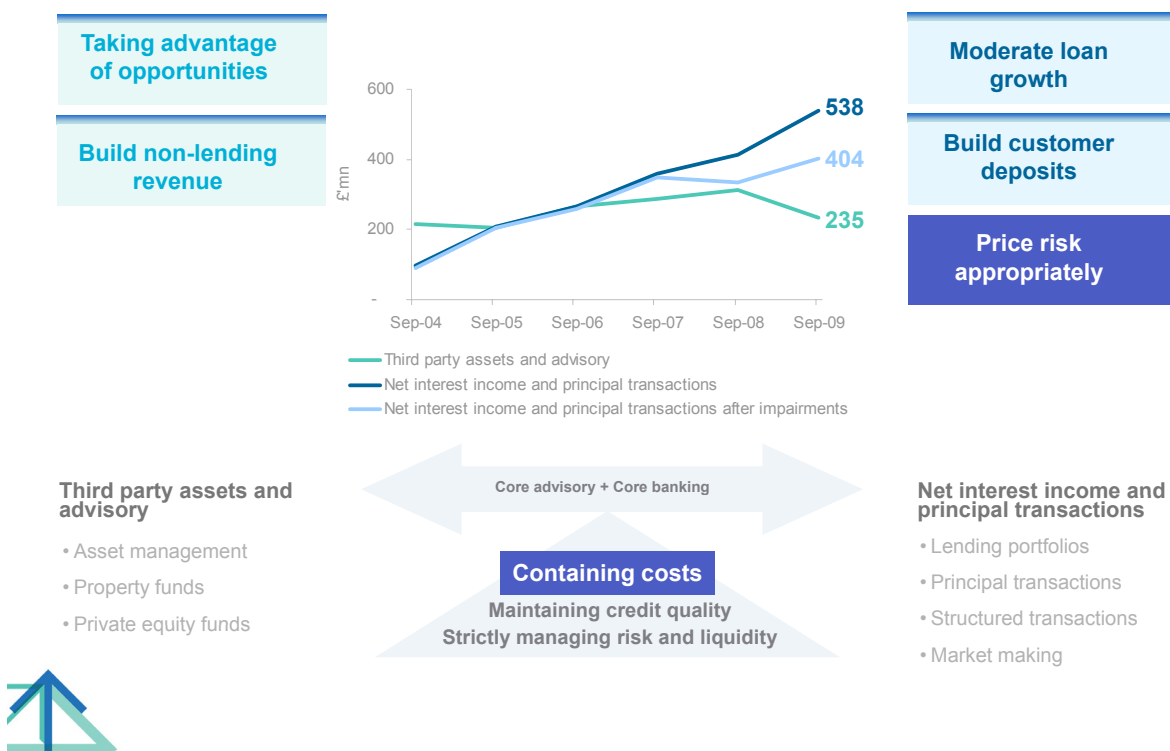
Build customer deposits

Increasing our customer footprint

- **Continue to diversify our deposit base**
 - Investec Professional in Australia (previously Experien) expanded its offering to include deposits
 - Online Banking launched in the UK and to be launched in Australia
 - Launched Investec Money in South Africa
 - Since retail deposit launches, increased by 21,000 customers
 - Launching a corporate deposit initiative in the UK

Realigning the business model

Balancing operational risk with financial risk

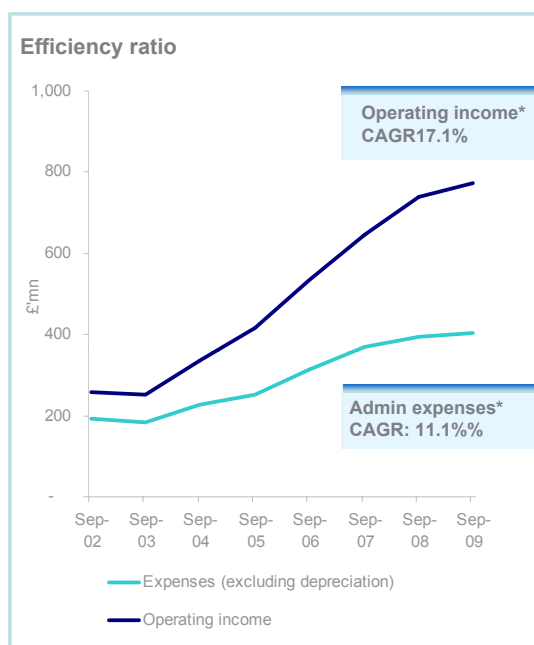


39

Containing costs

... cost to income ratio improved to 56.1% (from 58.0%)

- Total headcount is being tightly managed across the group
- Expense growth (excluding variable remuneration) is targeted below the respective inflation rates in each of the core geographies
- A non-cash deferred component has been introduced to variable remuneration payments




*Before investments consolidated in the Private Equity portfolio

40

Leveraging off the brand





Gaining recognition





Best Large Fund House Award
(9th Consecutive Year)

Investec receives Top 100 CSI Leadership Award 2009
Sunday Times Business Times Top 100 Companies












etaAWARDS
TURNING IDEAS INTO ENERGY
WINNER 2009




Leading Private Bank in South Africa



Best Investment Bank in Africa







2009 Fund Awards Winner South Africa

Awarded Best Domestic Real Estate Fund over 3 years

Out of the Ordinary®



Rated second best performing unit trust over a 3 and 5 year period



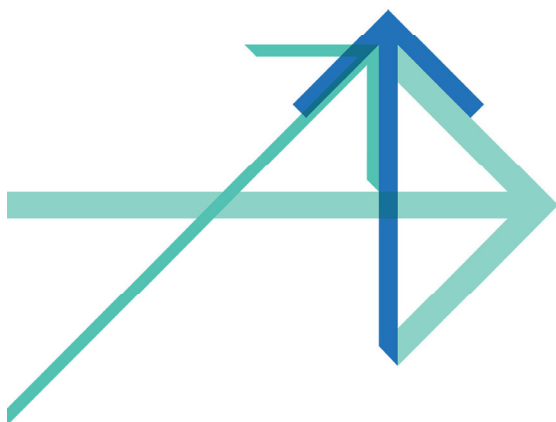


Outlook

- Over the past two years the group has successfully focused on maintaining a sound balance sheet, increasing both capital and liquidity.
- The group's trading performance in the first half was comfortably ahead of the second half of last year.
- Looking ahead, assets under management have grown substantially, impairments appear to have peaked, and the group's business divisions are moving onto the front foot.
- The group believes that it is well placed to capitalise on a much changed banking landscape.



43



Investec Interim Results

For the six months ended 30 September 2009