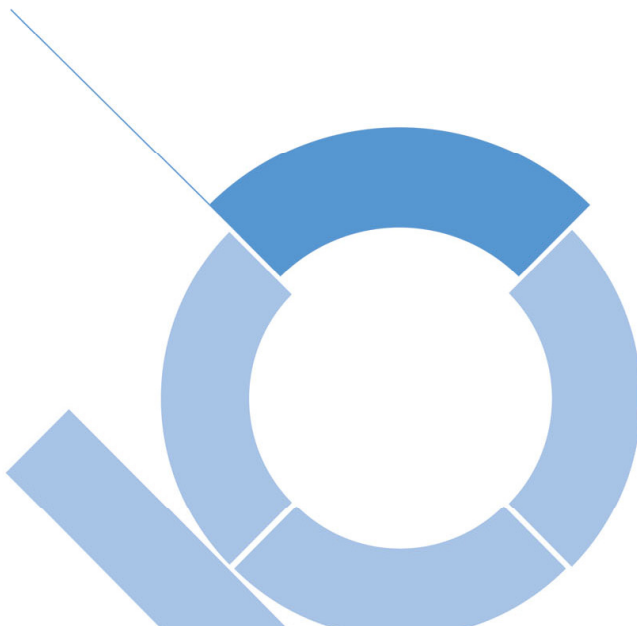


Interim results presentation

For the six months ended

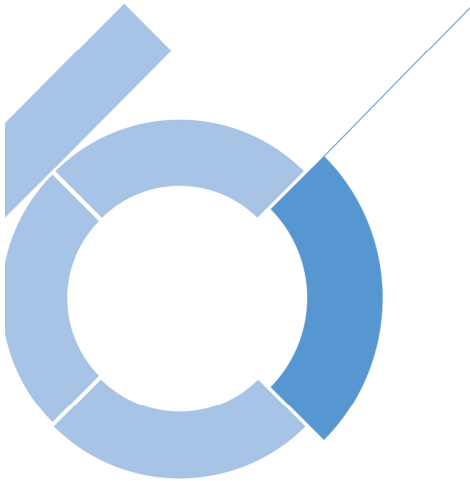
30 | 09 | 2010



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 18 November 2010



Review of the interim period

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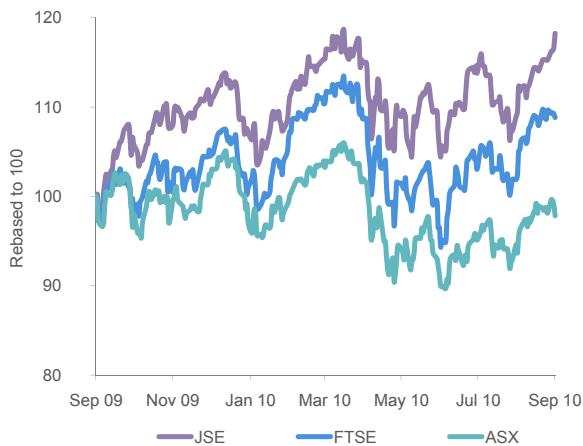
3

Difficult operating environment

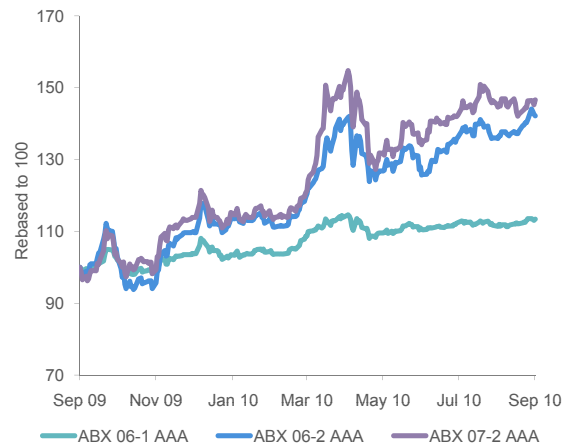


	<u>Since Mar-10</u>	<u>Since Sep-09</u>
FTSE All Share	-1.5%	+8.8%
JSE All Share	+2.5%	+18.3%
Aus All Ords	-5.2%	-2.2%

Volatile equity markets



Stronger credit markets



Source: Datastream

4

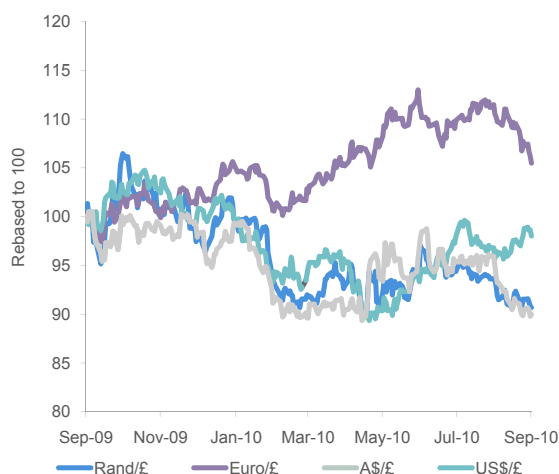
Difficult operating environment



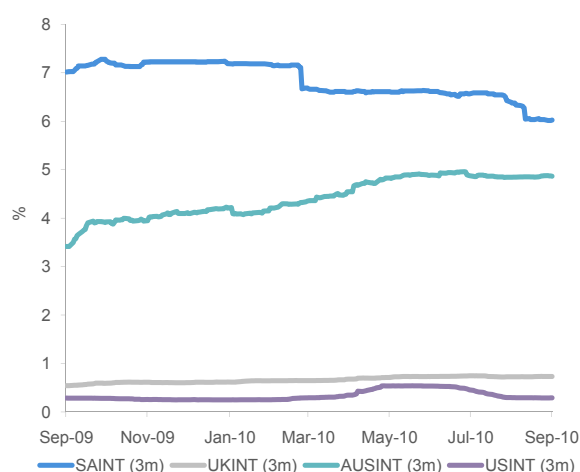
	Since Mar-10	Since Sep-09
Euro/£	+3.0%	+5.5%
Rand/£	-1.3%	-9.3%
A\$/£	+0.4%	-10.0%
US\$/£	+3.4%	-2.0%

	At Sep-10	At Sep-09
UKINT	0.73%	0.54%
JIBAR	6.03%	7.02%
AUSINT	4.87%	3.4%
USINT	0.29%	0.29%

Strong Rand



Low interest rates



Source: Datastream

5

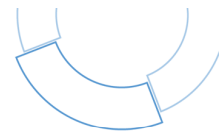
Strategy to build non-lending revenues starting to bear fruit



- Over the past 18 months the group has made a concerted effort to realign our business model by building revenues in our less capital intensive businesses
 - Acquired Rensburg Sheppards plc
 - Strong net inflows of £6.6bn since April 2009
 - Total third party assets under management up 59.4% to £77.8bn since April 2009
- This strategy is starting to bear fruit resulting in operating profit from these businesses increasing 59.4% for the interim period
- Overall, the group delivered a strong operational performance with five of the six core business areas recording a substantial increase in earnings

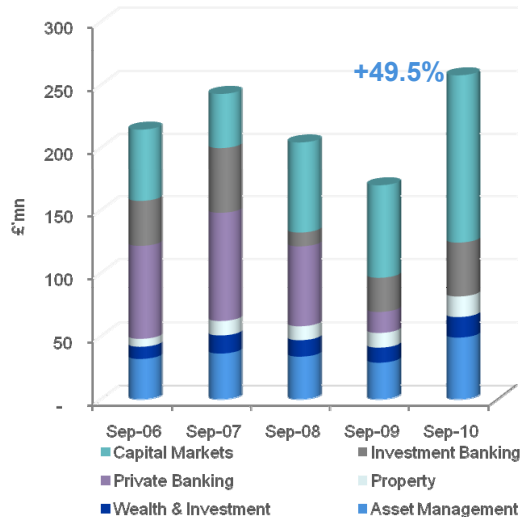
6

Maintained a solid base of recurring income



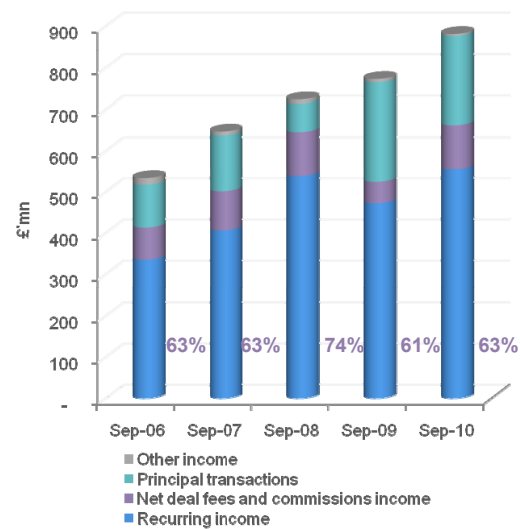
- Strong performance from five of our six core divisions
- Supported by strong recurring income base

Operating profit*



*Before goodwill, non-operating items, taxation and after minorities and excludes Group Services and Other

Recurring income



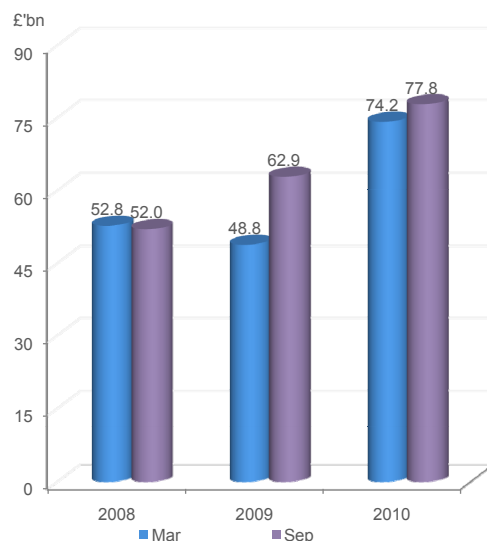
7

Continued to build our core earnings drivers

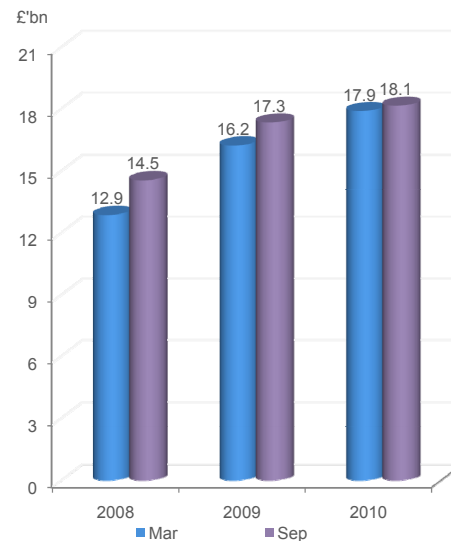


- Continue to build revenues in our less capital intensive businesses
- Strong inflows recorded in the asset and wealth management businesses

Third party assets under management



Core loans and advances



8

Impairments improving but still high

- The uncertain pace of economic recovery has slowed the improvement in the level of non-performing loans and defaults have continued to increase
- Impairments are down from £134.3 mn to £122.9 mn

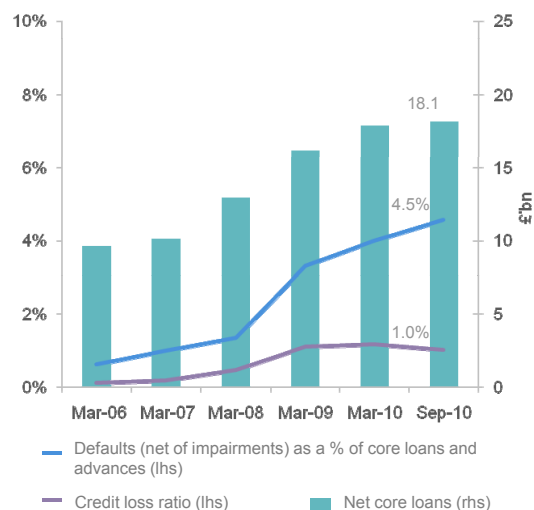
Analysis of defaults

6.6% of loans make up 46.5% of defaults

Default rate on balance of loans 3.3%

	Core loans £'mn	% of total loan book	Defaults £'mn	% of total defaults	Default % of particular book
Residential townships	513	2.8%	249	23.4%	48.5%
Commercial land	400	2.2%	78	7.3%	19.5%
Loans in Ireland	289	1.6%	168	15.8%	58.0%
Total	1,202	6.6%	495	46.5%	41.2%
Remaining loans	17,183	93.4%	567	53.5%	3.3%

Defaults and core loans



9

Resulting in ...

Salient financial features	Sep-10	Sep-09	% change	Mar-10
Operating profit* excluding debt buy-back	228,157	169,979	34.2%	382,258
Operating profit* before tax (£'000)	228,157	215,979	5.6%	432,258
Attributable earnings* (£'000)	163,202	160,422	1.7%	309,710
Adjusted EPS* (pence)	22.1	24.0	(7.9%)	45.1
DPS (pence)	8.0	8.0	0%	16.0
Net tangible asset value per share (pence)	317.8	296.9	7.0%	324.1
Core loans and advances to customers (£'mn)	18,148	17,342	4.6%	17,891

*Before goodwill and non-operating items and after minorities

10

Financial targets

- ROE and EPS targets difficult to achieve in this environment
- ROE target needs to be adjusted to align with revised regulatory expectations

		Sep-10	Mar-10	Sep-09
ROE	Target: under revision	11.5%	13.5%	14.8%
Adjusted* EPS growth	Target: 10% > UKRPI	(7.9%)	6.4%	(8.7%)
Cost to income	Target: < 65%	61.4%	57.8%	56.1%
Dividend cover (times)	Target: 1.7 - 3.5 times	2.8x	2.8x	3.0x
Capital adequacy	Target: 14-17%	Limited plc	16.2% 15.6%	14.7% 15.5%

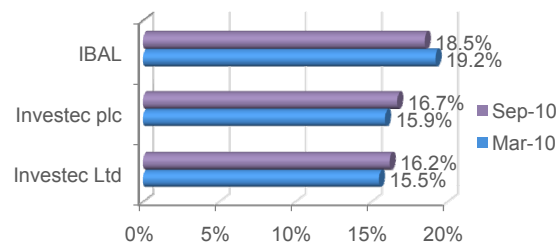
*As determined in accordance with IFRS. Adjusted EPS is before goodwill, non-operating items and after the accrual of dividends attributable to perpetual preference shareholders;
Note: The original targets were disclosed in May 2004 and are medium to long-term targets. We aim to achieve them through varying market conditions. The capital adequacy and dividend cover targets were revised in November 2008.

11

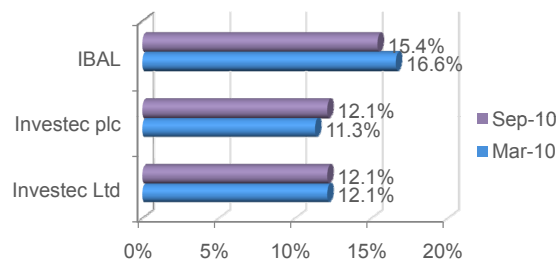
Current capital exceeds 2013 requirements

- Conducted an initial review of the latest Basel III requirements
- Current capital structure and capital ratios exceed the minimum requirements for 2013

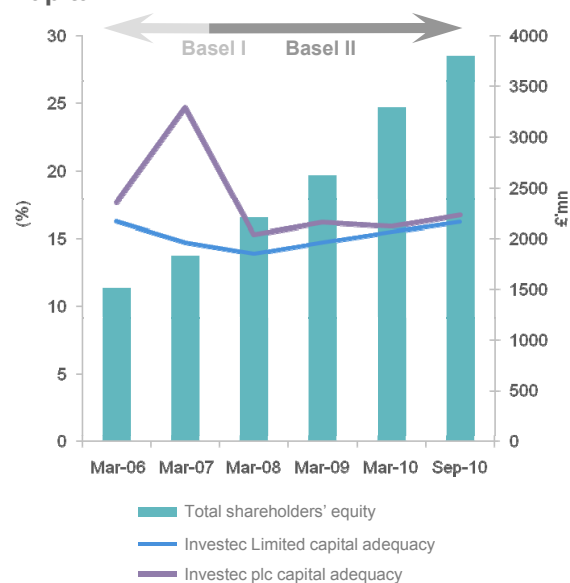
Capital adequacy ratios



Tier 1 ratios



Capital



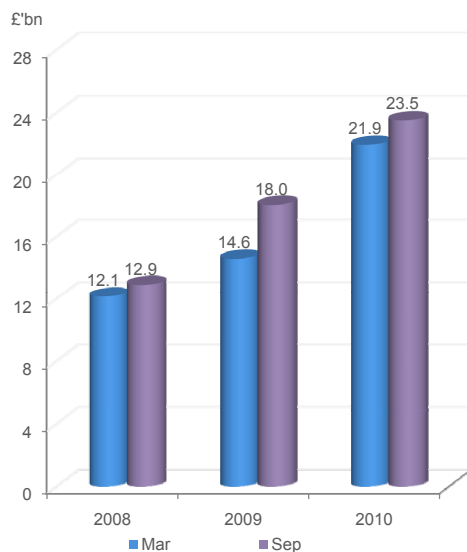
Note: The group is on the standardised approach in terms of Basel II and as a result has higher RWA than banks applying the advanced approach to similar portfolios, thus understating capital ratios

12

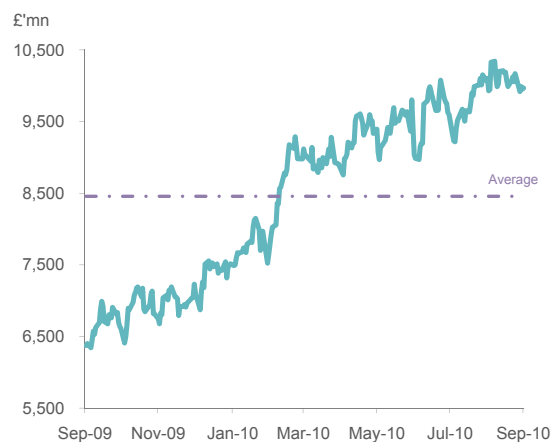
Diversified our funding sources

- Successfully grew customer deposits in all three core geographies
- Substantially increased our cash and near cash balances

Customer accounts (deposits)



Surplus cash and near cash

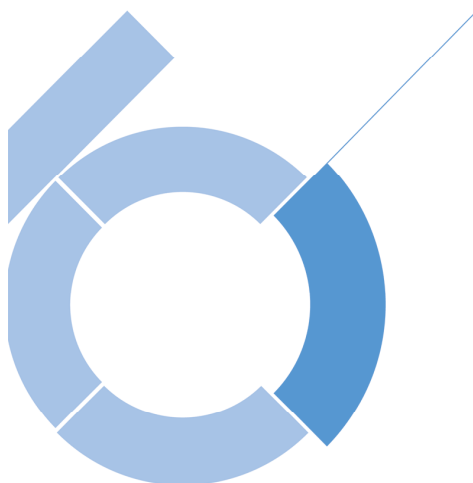


Total 31 Mar-10	£10.0 bn
Investec Limited	£5.2 bn
Investec plc	£4.8 bn

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Operational review



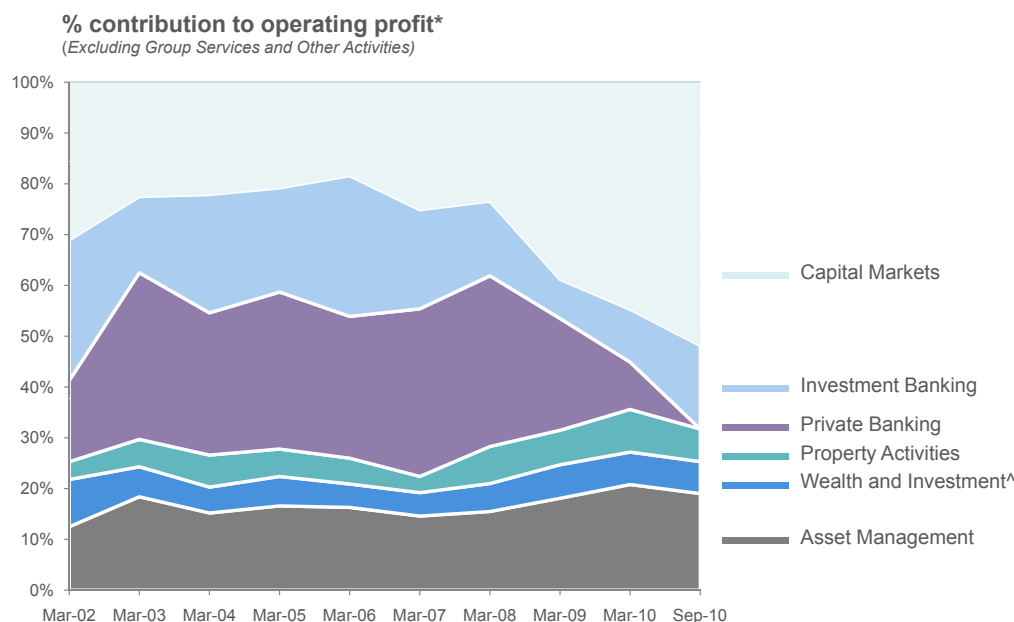
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Diversified portfolio of businesses



*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
^Formerly Private Client Portfolio Management and Stockbroking

15

Asset Management

(19.3% of group)



Overview of performance

- Record assets under management of £49.5bn
- Net flows of £1.9bn
- Compelling long term performance***

Outlook

- Momentum is positive
- Our strategy remains unchanged and we are committed to managing our clients' money to the highest standard possible

(£)	Sep-10	Sep-09	% change
Operating profit* (mn)	48.9	28.9	69.1%
Cost to income	65.9%	71.6%	
ROE (pre-tax)**	59.7%	32.0%	

(£)	Sep-10	Mar-10	% change
Assets under management (bn)	49.5	46.4	6.7%

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

**Return on adjusted shareholders' equity (including goodwill and CCD's)

*** 100% of our investment capabilities have outperformed benchmark since inception/GIPS inception

16

Wealth and Investment

(formerly Private Client Portfolio Management & Stockbroking)

(6.4% of group)



Overview of performance

- Completed acquisition of Rensburg Sheppards plc
- Benefited from higher average funds under management
- Integration of the Private Bank Private Wealth business in South Africa is complete
- The UK business is bedding down the integration of the wealth management team from Private Bank

Outlook

- Over recent months, Wealth and Investment has been inwardly focused to ensure an effective consolidation of all these businesses into a single platform
- This is close to completion and the business will soon be able to concentrate on building its core earnings drivers by enhancing its distribution and investment capability

(£)	Sep-10	Sep-09	% change
Operating profit* (mn)	16.3	12.0	36.1
Cost to income (excluding income from associates)	76.1%	64.9%	
ROE (pre-tax)**	14.0%	95.9%	
ROE tangible (pre-tax)**	85.4%	112.7%	

	Sep-10	Mar-10	% change
Funds under management^ (£'bn)	27.7	27.1	2.0%
SA Funds under management (R'bn)	141.9	133.9	5.9%

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

**Return on adjusted shareholders' equity (including goodwill and CCD's)

^Includes Rensburg Sheppards plc as reported in January 2010

17

Property Activities

(6.5% of group)



Overview of performance

- Performance supported by continued enhancement of the investment property portfolio

Outlook

- The main focus will be to launch a new listed property fund in South Africa
- We continue to seek opportunities to build our property asset management business globally

(£)	Sep-10	Sep-09	% change
Operating profit* (mn)	16.4	11.7	39.8%
Cost to income	36.1%	40.2%	
ROE (pre-tax)**	25.5%	28.6%	

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

**Return on adjusted shareholders' equity (including goodwill and CCD's)

18

Private Banking

(-1.5% of group)



Overview of performance

- Weak performance as a result of:
 - The restructure of the Trust businesses in the UK
 - Low activity levels
 - Increased impairments
- SA business reported an improved performance

Outlook

- While operation conditions are improving, the performance of this division will be affected by elevated levels of impairments in the short term
- We are starting to see an improved flow of client transactions and are concentrating on building our transactional capability in all core geographies

(£)	Sep-10	Sep-09	% change
Operating income (mn)	194.4	177.0	9.8%
Operating profit* pre impairments (mn)	68.4	70.2	(2.6%)
Operating profit* (mn)	(3.9)	16.7	(>100%)
Cost to income	64.8%	60.3%	
ROE (pre-tax)**	(0.5%)	4.9%	

(£)	Sep-10	Mar-10	% change
Loan book (bn)	13.0	12.9	0.2%
Deposit book (bn)	12.2	11.8	3.3%

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

**Return on adjusted shareholders' equity (including goodwill and CCD's)

19

Investment Banking

(16.7% of group)



Overview of performance

- Good result overall with mixed performance across geographies and business activity
- Solid result from **Principal Investments**
- The **Agency and Advisory** business benefited from an improved deal pipeline although trading conditions in the Institutional Securities business remain difficult

Outlook

- Activity levels are continuing to pick up and our advisory businesses have a strong pipeline
- The Principal Investments business should maintain their performance as long as the positive outlook for equities is sustained

(£)	Sep-10	Sep-09	% change
Operating profit post consolidated investments (mn)	42.5	26.8	58.7%
Agency and Advisory (mn)	3.5	1.8	96.5%
Principal Investments (mn)	39.0	25.0	56.0%
Cost to income^	55.9%	57.1%	

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

^Adjusted for consolidated investments

20

Capital Markets

(52.6% of group)



Overview of performance

- Very strong performance as a result of good levels of activity across the advisory and structuring businesses, particularly in:
 - Principal Finance
 - Structured Finance
 - Equity Finance

Outlook

- This business has been a beneficiary of renewed confidence in credit markets
- Activity levels have picked up across all three geographies

(£)	Sep-10	Sep-09	% change
Operating profit* (mn)	133.5	73.6	81.3%
Cost to income	45.7%	46.7%	
ROE (pre-tax)**	24.5%	16.1%	

(£)	Sep-10	Mar-10	% change
Loan book (bn)	4.7	4.5	4.1%

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

**Return on adjusted shareholders' equity (including goodwill and CCD's)

21

Group Services and Other Activities



Overview

- **Central Funding** impacted by:
 - Lower average levels of interest rates
 - Weaker relative performance from equity investments held within the South African portfolio
 - In the prior year profit on repurchase of own debt of £46mn not repeated

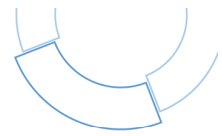
Operating profit*

(£)	Sep-10	Sep-09	% change
International Trade Finance (mn)	3.7	3.1	17.1%
Central Funding (mn)	9.2	75.1	(87.8%)
Central Services (mn)	(38.5)	(32.0)	20.2%
Group Services and Other Activities	(25.6)	46.2	(>100%)

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

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General

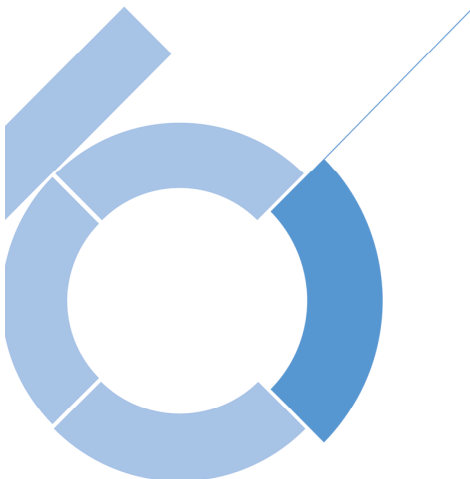


- Operational effective tax rate up from 18.2% to **20.2%**
- Weighted shares from 669.2 mn to **739.7** mn
- Goodwill impairment of **£2.8** mn
 - Largely relates to Asset Management businesses acquired in prior years
- Profit on acquisition of Rensburg Sheppards plc of **£73.5** mn
- Loss of **£6.5** mn (net of minorities) on writedown of subsidiaries held for sale
- Losses attributable to minority interests **£12.3** mn
 - Operating loss in relation to investments held in the Private Equity division **(£7.4** mn)
 - Translation of preferred securities issued by subsidiary of Investec plc – transaction is hedged **(£4.9** mn)

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Strategy and outlook

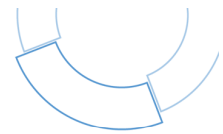


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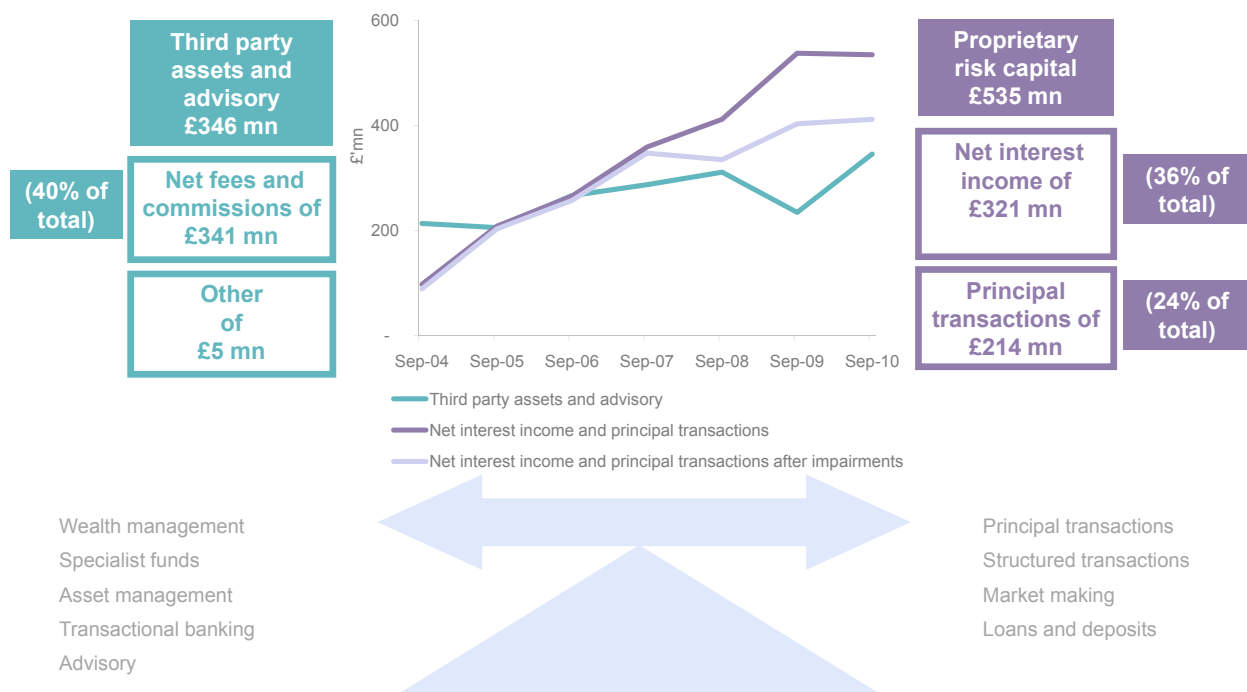
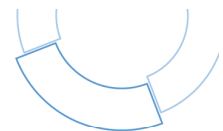


To facilitate the CREATION of WEALTH And the MANAGEMENT of WEALTH

We strive to be a
DISTINCTIVE SPECIALIST BANK AND ASSET MANAGER,
driven by commitment to our core philosophies and values.

25

Realign the business model



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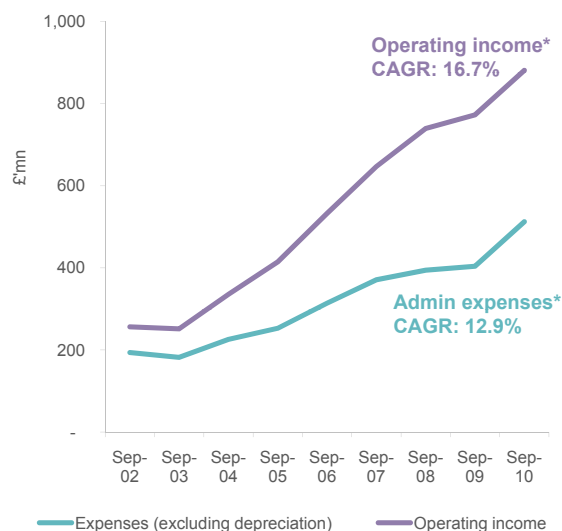
Maintain operational efficiency

- Cost to income ratio was 61.4% (well below our internal target of <65%)
- Total expenses were up 24.8%

Cost analysis

£'mn	Sep-10	Sep-09	Difference
Total expenses	540.9	433.5	107.3
Currency adjustments	30.0		30.0
Acquisitions of Rensburg Sheppards plc and Lease Direct Finance	24.4		24.4
Variable remuneration	23.0		23.0
Staff costs	-		25.4
Marketing expenses	3.7		3.7
Other costs	-		0.8
Total increase in costs			107.3
Normalised increase in costs pre variable remuneration	459.8	433.5	6.1%

Efficiency ratio



*Before investments consolidated in the Private Equity portfolio

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Focus on building our brand

- Strengthen existing client relationships
- Provide distinctive products and an increased breadth of services to clients



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Perpetuate quality of the balance sheet

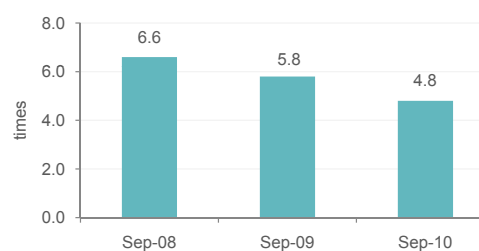


- Continue to diversify funding sources and reduce reliance on wholesale funding
- Manage risk and maintain credit quality

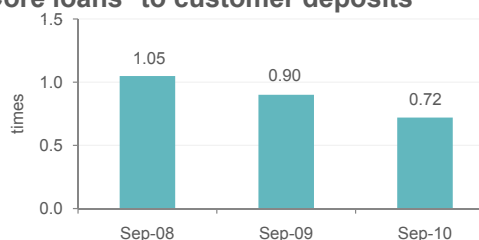
Gearing ratios



Core loans to capital ratio



Core loans* to customer deposits



*Excluding own originated assets which have been securitised

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Capture opportunities



Asset and wealth

- We manage some £78bn of 3rd party funds around the world

UK and Europe

- Opportunities to benefit as international banks realign their business models

Australia

- Key financial centre for Asia Pacific
- Opportunities across a robust financial sector

South Africa

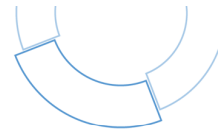
- The gateway to Africa

Africa, China and India

- Our strong presence in developed markets acts as a bridge to developing markets

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Outlook



- The group's operational performance is reflective of our forward-focused approach over the past year and the ongoing effort to build our brand throughout the financial crisis
- While the pace of economic recovery varies across the world, and the regulatory environment remains challenging, the system has stabilised and activity levels are starting to improve
- The strength and resilience of our franchise, together with a solid balance sheet position, provides appropriate flexibility to support our existing businesses and allows us to capture opportunities arising from the realignment of the financial services industry

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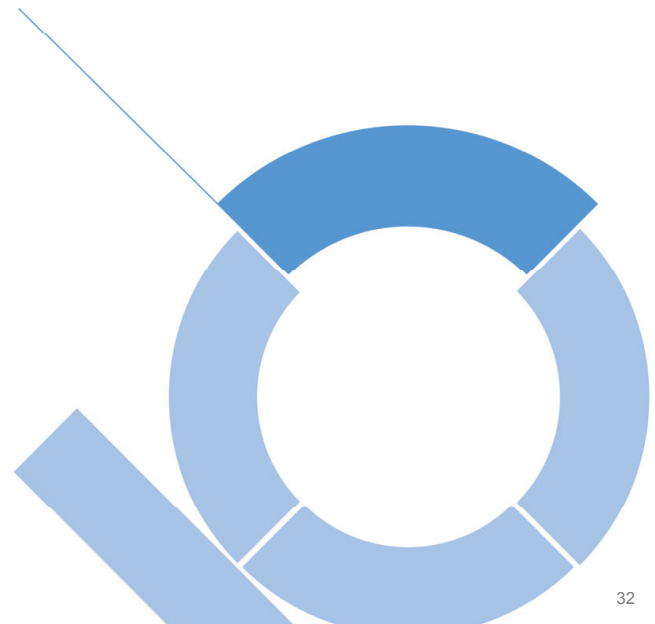
Thank you



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